

Technology Review Scorecard

Criteria	End-user Addressable Market	Competitive Landscape	Commercial viability of patent position	Regulatory/ Reimbursement	Technology or Clinical Risks	Disruptive/Novel	Fit with GlycoNet Mandate	Impact of GlycoNet Funding
1	<\$10M	Small or fragmented markets with multiple product offerings; reagents; etc.	Poor. IP has been published/disclosed, or patent landscape is extremely tight.	Major regulatory challenges to introduce technology (e.g., no predicates in case of device). Substantial reimbursement challenges limiting incentive for companies to develop or licence.	Technology has high risk of failure. Multiple challenging problems. Very tricky clinical trial path or high barriers to clinical adoption.	Technology represents a negligible improvement over existing technology. Me too or generic or repurposing. Of minimal partnering interest.	Does not fit into GlycoNet mandate.	Poor. Funding will not help address the challenges listed in the proposal.
2	\$10M-\$100M	Modest markets with specialized products or severe price pressures	Minimal. Ability to secure valuable claims is uncertain at best, or patent landscape is very thick. Maybe a use or method patent	Serious reimbursement challenges or regulatory hurdles.	Technology has significant risk of failure with numerous problems. Significant clinical challenges (e.g., recruitment competition, size of trials, timeline to data points) or tricky path to navigate to obtain FDA/EMA approvals.	Technology represents a small improvement over existing technology. Useful for niche applications. Some partnering interest.	Minimal. Small contributions to the health industry.	Minimal. Investment will advance project and may provide answers.
3	\$100M-\$350M	Meaningful markets perhaps limited by geographic reach	Good. Claims have been searched and appear viable. Right to practice appears unencumbered. Reach may not be broad - limited to say, N.Am.	Only minor regulatory or reimbursement concerns.	Technology is medium-risk. Technical challenges are significant, but appear solvable. Clinical trial path is challenging but more tractable.	Technology represents a significant improvement over existing technology, with broad applications. Potential to create NEWCO and/or licensing opportunities.	Moderate contributions to the health industry. Could be part of a solution for a particular health issue.	Moderate. Investment will help move technology to the next level. GlycoNet makes some contribution to success.
4	\$350M-\$1,000M	Substantial clinical or medical opportunity with markets hungry for innovation for differentiation or competition.	Strong. Likelihood of useful claims which will be easily monitored for infringement. Clear freedom to practice. Broad global coverage.	No regulatory or reimbursement issues. Companies scrambling to find solutions.	Technology is relatively low risk. Science is well understood and can be benchmarked easily. Technology appears to be scalable. Clinical path is straightforward.	Technology represents a major improvement over existing technology, disruptive in respect of multiple market opportunities. Highly novel and likely to sizeable partnering or licensing interest. Financeable by VCs.	Good. Project will address an important health issue. It will attract new industrial funding and partners.	Good. Investment will help move technology to the next level AND attract new funding and/or partners. GlycoNet makes a meaningful contribution to success.
5	>\$1,000M	Transformational product or technology with blockbuster potential	Excellent. Strong claims expected to issue which will lock down competition and will be easily monitored for infringement. Clear freedom to practice. Room to expand claims	Breakthrough or fast-track status achievable. Reimbursement pricing upside - e.g., orphan markets with limited alternatives.	Risk is low. Clinical path is facilitated by breakthrough designation.	Technology is massively disruptive and may create entirely new market opportunities. VCs competing to create NEWCO or partners competing to license.	Excellent. Project will have a major impact on the health industry. Possibility of industrial funding, partnerships. It could enable company and jobs creation.	Excellent. Investment will help move technology to the next level AND match partner's contributions. GlycoNet makes a distinctive contribution to success.