

1. Deliverable 1 – Concept Refinement & Budget Plan	10%
2. Deliverable 2 – Prototyping Review	15%
3. Deliverable 3 – Preliminary Invention Report & Provisional Patent Application	15%
4. Deliverable 4 – Business Model Canvas & Value Proposition	15%
5. Business Plan & Pitch	35%
6. Attendance and Participation	10%

## **Deliverables**

### **Deliverable 1 – Concept Refinement & Budget Plan** (*DUE Week 2 - April 8<sup>th</sup>*)

Project teams will submit a detailed description(s) of a refined concept presented in the Winter Quarter final deliverable in parallel with a budget plan for Spring Quarter. This deliverable should expand on the preliminary concept description and discuss how the concept has been refined to better meet the clinical need. Key sub-modules of the device design should be identified, along with required prototyping needs to test and validate critical modules should be outlined in the budget. Drawings of the concept and its deployment and/or interactions with the patient and the end user are recommended.

*Length: 2 page description & 1 page budget*

### **Deliverable 2 – Prototyping Review** (*DUE Week 4 - April 22<sup>nd</sup>*)

Project teams will present device and/or sub-module prototypes. Presentation format will be live demonstration of prototypes. Slides are not required for this presentation, but if desired, slides may include drawings of prototypes, CAD files, program architecture for software, video of prototypes in action, etc. Teams are encouraged to present the evolution of their prototypes with an emphasis on iterative prototyping, ranging from drawings to 3D models.

*Length: 7 minute presentation (3 min Q & A)*

### **Deliverable 3 – Preliminary Invention Report & Provisional Patent Application** (*DUE Week 6 - May 6<sup>th</sup>*)

In preparation for this deliverable, project teams will meet with representatives from the Office of Intellectual Property and complete a draft of the UCLA Invention Report Form. This deliverable will outline key intellectual property or drawings that may potentially form the basis for a provisional patent application. Student teams are expected to submit their finalized Invention Report Form to OIP one week prior to the final presentation and communicate their intention to file a provisional patent. Student teams intending to file a Provisional Patent Application should also include an accompanying OIP Related Art report with the most relevant Art listed first.

*Length: 5 page form found on the OIP website (<http://oip.ucla.edu/submit-invention-report>)*

### **Deliverable 4 – Business Model Canvas & Value Proposition Design Worksheets** (*DUE Week 8 - May 20<sup>th</sup>*)

Student project teams will complete the Business Model Generation and Value Proposition Worksheets and a one page discussion on the assumptions and evolution of their canvas as well as any key outstanding risks that have been addressed or remain to be addressed.

*Length: 2 page template and 1 page discussion*

**Deliverable 5 – Business Plan & Pitch** (*DUE Week 10 - June 3<sup>rd</sup>, June 5<sup>th</sup>*)

Project teams will submit a business plan and prepare a pitch that effectively communicates the value proposition for their technology to potential investors. A detailed outline of the grading criteria for the business plan will be discussed in class.

*Length: 15-20 page business plan & 10 slide presentation (10 minute presentation & 5 minute Q & A)*