Coatings Sprint Series – Webinar Questions

- **For the UV protection project, must my technology improve both gloss and color fade?**

  Ideally, yes, the client would like a technology that can address both aspects of UV exposure. That said, a technology that could make meaningful improvements to one aspect or another would still be of interest.

- **I have a topcoat technology that provides great UV protection. Would that be in-scope?**

  While the main goal of the Sprint is to find compounds that our client could incorporate into existing formulations, as opposed to full coatings themselves, the client might be interested in hearing from you. Since the client is primarily interested in additives, perhaps aspects of your technology could be adapted for use in other coatings.

- **For the green technologies topic, what kind of compounds are of interest?**

  It's actually wide open; pretty much any function within a coating that can be achieved by a "green" compound is of interest. Binders, extenders, pigments, you name it!

- **High solids and low VOC: is that for water or solvent-based coatings?**

  Either one. The client is interested in water-based coatings that have at least 60% volume solids or coatings with near 100% solids. For either coating type, all potential solutions must have a VOC content under 100g/L.

- **Are there approaches that are not of interest?**

  For all of the Sprints, the client wants to avoid any approach that utilizes chemistries with environmental or health concern. Some of the other Sprints do have their own specific "off-limits" technologies, so I suggest checking out the project or projects that interest you to check for those.

- **Is the UV protection topic intended for single-component or two-component coatings?**

  The client hasn't specified the type of coating system. Given that both single-component and two-component coating systems have concerns related to gloss fade or color fade due to exposure, it's likely that the client will have interest in either.

- **What kind of novel functionality is the client interested in?**

  This applies to the Green Technologies for Coatings topic. Since the client seeks coatings innovations in a broad sense, the novel functionalities that could interest them are similarly broad.

  In fact, they've placed very few constraints on this Sprint:

  1. It's has to be in a format for coatings,
  2. It can't include microplastics, and
  3. It can't include chemicals of health or environmental concern.

  Apart from that, the sky's the limit. So, if your additive can operate within those limits and can provide some kind of new performance or functionality, that's within scope of this Sprint and is welcomed by the client.

- **Can your client share details about the compounds the client is using? I want to know if my additive would be new to them or not.**

  No, the client won't be able to share in-depth details about their formulations. The client is a global leader in coatings for a variety of applications, so they have a number of different formulations and, as a consequence, a number of different raw materials that they use. If your proposed raw material is suitable for coatings, there's a decent chance that they currently use a similar chemical and would be interested in learning about alternatives.

- **Why isn't your client doing these projects themselves?**

  Great question! Every company has their specialty: consumer electronics, food, pharma, aerospace, what have you. In this case, our client focuses on the coatings industry. And they chose to partner with TechConnect Ventures because we specialize in innovation services; we have the experience and infrastructure to help formulate and socialize innovation projects on their behalf. Perhaps most importantly, we have an attentive community of solvers.

- **Would the program have interest in a thin-coat solution with low VOC?**

  While this question doesn't specify the Sprint, I'm pretty sure it's for the High Solids, Low VOC topic. For this, the client seeks either polymers to add into a

coating or a novel coating itself. If your technology can meet the other desired performance, then it could be of interest. The client seeks technology suitable for high-build coatings, more than six (6) mils wet thickness, and with at least 60% volume solids in a water-based coating or with an even high percentage of solids in a solvent-based one.

- **Would your client have interest in coatings for electric vehicles?**

  The client is a global leader in the coatings industry and is present in both architectural coatings as well as industrial, so they may have divisions that are working on coatings for vehicles, gas or electric powered. That said, I'm afraid that none of the current Sprints in our series are geared towards that particular segment, so a response proposing a technology for that application isn't in scope.

- **Green Tech: can the technology be a new coating?**

  The primary goal of the Green Technologies for Coatings topic is to identify potential raw materials, not complete coatings. As a consequence, a coating would be out of scope for this project.

- **Is your client the same one for all of these Coatings Sprint topics?**

  Yes, the client is the same for all.

- **Are these Sprints open to non-US citizens?**

  Yes, they are. Anyone with a technology that aligns with any of these topics is encouraged to respond.

- **Can you share the identity of your client?**

  Not at this time. They've chosen to remain anonymous at this stage in the process. Individuals and organizations with interesting technology will be contacted, either directly by the client or by TechConnect Ventures, to begin the next phase and, at that point, the client can be identified.

- **I'm interested, but I need an NDA in place first. Can I send it to you for signing?**

  Since the response only includes non-confidential and non-proprietary information, an NDA is not required at this point. Should your technology be of interest to the client, you could pursue an NDA with them at that stage.

- **Is there any cost to respond to these Sprints?**

  No – the cost of running the Sprint is borne by the client and not by solvers.

- **I have several technologies. Can I submit more than one response?**

Absolutely! If you have technologies to address more than one topic, by all means, respond to as many different topics as you'd like. If, on the other hand, you have several different technologies of interest to a single topic, consider submitting one response for each technology individually as opposed to a one omnibus response that contains all the technologies.

By submitting each technology by itself, you'll have more room to extol the virtues of that particular technology and the client will be able to determine their level of interest in that specific approach.

- **How do I know if my technology is in-scope?**

Questions about applicability are very common for projects like this. First, take a look at the details for the topic, or topics, that interest you to determine suitability. Second, at this point, the client is pretty open to a myriad of approaches, so if you have a technology that can address one of the topics, they'd like to hear from you.

- **What sort of information should I include in my response?**

You can use the Word document I mentioned earlier [in the webinar video] to build your response offline. It contains all the same questions as the online version, so it's a great tool for preparing your submission. Next, you can take advantage of the Sprint pitch template, the PowerPoint document. It's a fantastic tool for getting additional compelling information in front of the client. Both of these tools are available on the response form page online, so they're easy to access but you're not required to use either of them.

TechConnect Ventures has noticed that clients do tend to engage more with solvers who include the Sprint pitch document. Keep in mind: the goal of your response is to share interesting non-confidential, non-proprietary information with the client that makes the client want to learn more about you and your technology. As far as content goes, you want to keep your response information tailored to the Sprint in question; make sure that whatever information you choose to include is focused on the topic at hand. Treat your response as your introduction to the client, so you want to share informative details that serve to convince the client that your technology can achieve the performance you claim and that they're after.

- **What do I do if I'm working with a university research team – can I list more than one person?**

Teams are welcome to respond! The person who submits the response should be the principal solver and should be prepared to function as the primary

communication point regarding the response. As part of the response form, you'll have the opportunity to identify other members of your team.

- **You mentioned a "pitch event". What is that?**

  A pitch event is an invitation-only engagement that allows solvers to promote their technology to potential commercial partners. In a nutshell, a pitch event is an opportunity to talk up your technology to other companies that might be interested in your technology.