Request Title: Service Innovation Buit on Handwriting Input Device That Can Be Used with Any Type of Pen and Paper

NineSigma Point of Contact: A. Tabata [phd2@ninesigma.com](mailto:phd2@ninesigma.com)

Submission Date: Enter the date

Contact Information

* Name of organization:
* Name of proposer(s):
* Address
* City, State, Zip:
* Country:
* Phone:
* Email:
* Direct Web Page Link:
* Additional Organization Information
* Size :
  + Company: Number of employees and number of researchers
  + Laboratory, University: Number of researchers and number of PhD holders
* Years in operation:
* Annual sales:
* Contract/joint development with large companies, if sharable (name of the companies, type of relationship, etc.):
* Other information (sponsors, award, etc.):

Submission Terms

**By placing an “X” in the box below, I verify that the proposal doesn’t include any confidential information of the proposer's or somebody else's to the best of the proposer's knowledge.**

|  |
| --- |
| **I agree to NineSigma’s submission terms** |

*Please insert your text below each heading in the form below, expanding as needed. Additional guidelines for preparing your proposal are included on the last page of this document.*

Proposed Technical Approach

* + What kind of relationship you are interested in pursuing with Konica Minolta

[ ] (please select the relevant item)

a) Idea proposing for service businesses

b) Service business partner

c) Technology development partner

* + The proposed service and\or application
* Outline
* Market scale assumption
  + For companies interested in becoming a service business partner
* Expected synergy to be achieved with Konica Minolta
  + For those interested in becoming a technology development partner
* Proposed technology
* End-user and/or technical benefit to be achieved in combination with Konica Minolta’s technology
* Future development plans

Proposed Budget

* Proposed budget (according to the development phase described in the RFP, or according to your proposed milestones pertaining to respective development phases)
* Proposed Intellectual Property conditions on the technologies developed under the sponsored projects and the material/technology you are proposing (please state fixed policies and negotiable policies, if any, in general level)

Proposal Team Experience

Please include the following if applicable (may be in addition to the 3-page proposal abstract):

* Selected patents, articles/journal publications
* Principal developers and their previous development records.

Submitting Your Proposal (Please delete this section from your proposal document)

|  |  |  |
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| [NineSights_Logo_notag](http://www.ninesights.com/) | **All proposals should be submitted online at NineSights, the collaborative innovation community from NineSigma.**   * **Already a member?** Please [**login**](https://ninesights.ninesigma.com/) now. * **Need to Register?** Start [**here**](https://ninesights.ninesigma.com/registration). Registration is free. | |
| Ready to Submit? | **Once you have logged in to NineSights:**   1. **SAVE** your completed proposal document to your computer 2. [**CLICK HERE**](http://www.ninesigma.co.jp/RFP/KonicaMinolta/REQ0257689.pdf) to open the RFP page 3. Click the red **RESPOND NOW** button at the top of the RFP page 4. Enter a brief abstract on the submission form and attach your saved proposal and any supplemental files, then click **SUBMIT** 5. Submitted proposals will appear on your Dashboard under Content. Proposals are private – only you and NineSigma can view them online. | |
| Questions? | **View answers to**  [**Frequently Asked Questions**](https://ninesights.ninesigma.com/helpfeedback) | **Contact the Solution Provider Help Desk**  ***EMAIL:*** [***PhD2@ninesigma.com***](mailto:PhD2@ninesigma.com)  ***PHONE: +1 216-283-3901*** |

Form Instructions (This page may be deleted from your proposal document)

**Overview**

Your response is essentially an introduction to NineSigma’s client of who you are, your capabilities, and what type of possible solution you can offer. This is an initial opportunity to present your innovation for further discussion. Your response should be a non-enabling disclosure. **Your response must not contain any confidential information or information that would enable someone else to replicate your invention without paying for it.**

**Target Audience**

Your goal is to provide a compelling description of your proposed solution to trigger the interest of the Request sponsor’s decision makers and the people with the technical and business knowledge to make the final decision. NineSigma does not evaluate the technology in proposals or screen responses for our client. We do provide organized summaries of your capabilities as they compare to the Request specifications and the client’s evaluation criteria.

**Proposal Content**

Please insert your text below each heading in the form above. We recommend a 3-page limit, but you may use as many pages as necessary to present relevant and compelling information. In addition, you may delete this instruction page and any other italicized notes or make other customizations to the document to suit your needs.

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Our Client wants to learn about…** |  | **Other Suggestions** |
|  | * WHAT your technology does and a general description of how it works (You may include a more detailed discussion if your intellectual property (IP) has been secured appropriately) * How your solution addresses the specifications in the Request * What differentiates your solution from others in the field * Unique aspects of your technology * How your solution overcomes drawbacks of other existing technologies * Performance or technical data (current or anticipated) * The readiness of your technology (*e.g.* at proof-of-concept phase, already in use, etc.) * IP you may have around the proposed technology * Who you are and the expertise of you and your team or organization with respect to the needs of the Request * What you need in order to continue the discussion or reveal the details of your solution. (*e.g.* confidentiality agreement) * Budget and timeline estimate for the initial phase or for other arrangements as appropriate * *Consider the client’s funding amount (if listed) and your budget as starting points in the negotiation* |  | * Use the professional language of science/engineering/technology * Avoid jargon * Consider including photographs or a video clip if appropriate * Attach supplemental information (such as a resume, brochure, or publication) to the end of this document * OR you may upload up to 10 supplemental files when submitting this proposal through our website |
|  |
| **Our Clients evaluate…** |
| * Partial solutions * Proposals from collaborative teams * Statements of interest from government laboratories * Proposals from outside the U.S. |

For additional guidance and suggestions, view our [Guide to Writing a Compelling Non-Confidential Proposal](http://www.ninesights.com/servlet/JiveServlet/downloadBody/1093-102-1-1065/NineSigma%20Guide%20To%20Writing%20Proposal.pdf).

**How Proposals are Evaluated**

* Our client will use the information you provide to judge whether they should pursue more in-depth discussions, negotiations, or other arrangements directly with you. This initial evaluation requires about two months.
* NineSigma will notify respondents if our client selected them for progression or not. If they were not selected, they may be able to receive feedback directly from the organization as to why they were not selected.
* If selected for progression, the next step would be a conversation either with NineSigma or directly with the requesting organization to answer any outstanding questions.
* If both parties wish to proceed, the requesting organization may initiate a contract such as a confidentiality agreement for further detailed discussion, a face-to-face meeting, or a submission of samples for evaluation.
* The final step would be a contract establishing an official business relationship. This could include a supply agreement, licensing, a research contract, or a joint development agreement.