

**Global Technology Innovation Nexxus
Cornell University
&
World Intellectual Property Organization**

funded by
Engaged Cornell
Spring/Summer 2019

Ten Categories

Scoring: 1-5 (50 max)

A Triage Scoring Template: the 10 categories

- 1. Description of Invention and Inventiveness***
- 2. Potential Value of Intellectual Property***
- 3. Market Relevance***
- 4. Market Size & Characteristics***
- 5. Value Proposition/Potential for Reasonable Business Model***
- 6. Potential for Significant Economic Value***
- 7. Stage of Development/Technology Readiness***
- 8. Scale-up Feasibility***
- 9. Support, Funding and Resources***
- 10. Existing or Potential for Private-sector Partnerships***

Score each category 1-5

1= Very Unfavorable

2= Unfavorable

3= Neutral

4= Favorable

5= Very Favorable

A Triage Scoring Template: the 10 categories

1. Description of Invention and Inventiveness

Does the Invention Disclosure thoroughly and clearly describe the invention; what it is and how it works?

Are the inventive features clearly delineated and explained?

Do the inventive features appear to be technically meaningful/significant?

(not simply a distinction without a difference)

Are the superior performance features described clearly?

Does it work? As hoped?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

A Triage Scoring Template: the 10 categories

2. *Potential Value of Intellectual Property*

Is it patentable *vis a vis* the prior art

Is there an issued or pending patent on the invention?

Do the claims effectively cover the invention?

Will the claims be reasonably enforceable?

In which countries do potential or existing patent claims exist
and are these relevant to the market for the
invention?

Are other types of IP possible or existing (trademark,
copyright, Plant Breeders' Right, Trade Secret)?

Is there potential or existing “bioproperty” that may have
value in commercialization of the technology?

1=VeryUnfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable

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3. *Market Relevance*

Does the invention solve a problem that is economically meaningful?

Is the problem widespread and significant or localized and trivial?

Is there a definable market for the problem solved?

How does the technology compare to existing solutions to the problem?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

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4. *Market Size & Characteristics*

Is there one or more identifiable markets for the problem solved?

How large are these markets?

Are the markets characterized by few/large firms or many/medium-small firms?

Will these markets sufficiently value the problem solved?

Does governmental regulation have a significant impact on the market for new products/services?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

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5. *Value Proposition/Potential for Reasonable Business Model*

Can at least one “value proposition”

(Quantitative Benefit – Quantifiable Cost = Value)
be described and substantiated for the
invention, in at least one market application?

Is the value proposition feasible?

Can at least one reasonable business model be elucidated in
conjunction with the selected value proposition?

Is the business model suitable for: 1) disruptive/paradigm
shift; 2) revolutionary; 3) incremental (large or small)
innovation?

1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable

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6. *Potential for Significant Economic Value*

Does the combination of value proposition, market size, business model, and market characteristic establish the basis for significant economic value?

Will the realization of that value require very large, large, moderate, or small investment and will the potential return on that investment be sufficient to justify the investment required?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

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7. *Stage of Development/Technology Readiness*

What is the current stage of technical development of the invention (idea, “test-tube proof”, bench-test validation, extensive testing, pilot scale, beta-test in application, etc)?

What level of risk (that the technology will not work as expected/hoped) is the technology currently at?

Will the steps to lowered technical risk be relatively easy or difficult (in terms of time and money)?

Will the cost required to de-risk the technology be overcompensated by the potential return on investment (see previous category)?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

A Triage Scoring Template: the 10 categories

8. *Scale-up Feasibility*

Can the technology be cost-effectively scaled-up to a level of profitable manufacture or service delivery?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

A Triage Scoring Template: the 10 categories

9. *Support, Funding and Resources*

Are there resources readily available to further develop the invention (money, staff, facilities)?

Is development funding readily available?

Are there additional resources available that might play a role in development of the technology from its current stage to commercialization?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**

A Triage Scoring Template: the 10 categories

10. Existing or Potential for Private-sector Partnerships

Do relationships with private sector partners exist? Are these partnerships closely linked to commercialization activity?

**1=Very Unfavorable 2=Unfavorable 3=Neutral
4=Favorable 5=Very Favorable**