



MEDICAL CENTER
OF THE AMERICAS
FOUNDATION

**Innovation Center
Proof-of-Concept Competition Application**

**Questions & Answers
June 6, 2017**

NOTE ON MODIFICATION TO REVENUE SHARING OBLIGATION: The revenue sharing obligations have changed to be more favorable to awardees. The revenue sharing requirement is now 2% of revenue over \$1 million until 3X the award amount is repaid, with no extended 0.5% obligation.

Revenues, for the purposes of this award, shall mean, “inflows or other enhancements of assets of an entity or settlements of its liabilities (or a combination of both) from delivering or producing goods, rendering services, or other activities that constitute the entity’s ongoing major or central operations. Revenue is reduced by appropriate allowances, estimated returns, price concessions, or similar adjustments, as applicable.”

Q. Can a company apply for more than one award?

A. Yes, multiple submissions are allowed. However, the applications should be clearly unrelated and distinguishable projects.

Q. Do SBIR or other grants count as revenue when calculating against the threshold for award repayment?

A. No, grant income would not count as revenue.

Q. When will awardees receive funding?

A. Awardees will receive initial funding once a business entity is created, and following successful completion of a market validation exercise. After that, additional funding may be given following successful completion of other milestones agreed to with each awardee individually.

Q. When can companies pursue additional funding?

A. Once established, companies are free to conduct business as they wish, and MCA exerts no control over company operations. The MCA Innovation Center may also provide introductions to potential investors during the course of the program.

Q. Does interest accrue on the funding until repaid?

A. No, interest does not accrue on the amount to be repaid.