

Executive Exchange Application Requirements
May 31, 2018

Interested companies or entrepreneurs should submit an application to ndavis@tedco.md with a copy to the Company's TEDCO portfolio manager, if applicable. Applications for a Loaned Executive are limited to a maximum of 3 pages and applications for an Executive Coach or Gateway Executive are limited to a maximum of 2 pages; both are to be in PDF format with one inch margins and 12 point Calibri font.

The application shall contain the following information.

- General Company description.
- Company contact information.
- Name of TEDCO portfolio manager, if applicable.
- Identification of current TEDCO funding program (i.e. TCF or MII) and status of funded project, if applicable.
- Narrative that describes the Company's progress toward commercializing its technology.
- (For Loaned Executive applications) Narrative that describes the inflection point at which the Company finds itself or the challenge being faced by the Company for which it is seeking the assistance of a Loaned Executive.
- (For Gateway Executive applications) Narrative that describes the critical deliverable with which the Company is seeking the assistance of a Gateway Executive to prepare.
- (For Executive Coach applications) Narrative that describes the area(s) of weakness with which the entrepreneur is seeking the assistance of an Executive Coach.
- Projected term of the engagement.
- Anticipated qualitative and quantitative outcomes associated with the engagement.
- Proposed interim milestones that will be used to monitor the progress of the engagement. Quarterly milestones are acceptable; monthly milestones are preferred.
- Any other engagement-specific information required by TEDCO to expeditiously process the application.