Seaport Economic Council Grand Challenge Solicitation

(Solicitation No. 2018-JAII-02)

Questions & Answers

	Question	Answers
1.	Pertaining to the grant applicant eligibility requirements: Company A, located in a Massachusetts coastal community, has an IoT project in development and is seeking funding for a related building improvements and equipment. The company founder also founded a registered nonprofit (501c3) organization that undertakes research, education, advocacy and project implementation; it has been active for multiple years. The company founder functions as a Director of that nonprofit organization, but is not compensated monetarily for this role. The nonprofit organization is based in the same coastal community as Company A. Would a team comprised of the nonprofit research organization (described above) functioning as the project lead and including Company A on the team, meet the eligibility requirements for the grant? (Is there any problem with the company founder also serving as a director of the nonprofit?)	Yes, the non-profit research organization would qualify as an eligible applicant for this solicitation. The fact that the director of the non-profit is also the founder of a company that will be included in the application is not a disqualifying factor for this solicitation.

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2.	Regarding The Grant Agreement, Attachment C, Grant Agreement Attachment 1 "6. Access and Use" on page 19: While we would be happy to share information for project summaries, we are concerned about protecting certain components of intellectual property and believe the statement as written ("including, without limitation, all …") may be broader than what we could agree to. We are not so concerned about protecting what is written for the grant application, but rather detailed process/project information that is related to the building improvement project we hope to fund and also pertinent to competitive advantage/commercial value in the IoT arena. Should we submit proposed alternate language on this 14 days prior to the required date of Application submission? Or do we wait until the grant decisions have been made (ie to see if our proposal has been accepted) and the grant agreement is being finalized?	Any proposed changes to The Grant Agreement (Attachment C) must be included with the application submission, including any proposed changes to the Statement of Work (Grant Agreement Attachment 1). Any proposed changes will be taken into consideration during the application review process.
3.	Is a nonprofit research organization that is not based in Massachusetts but has a mission to serve Massachusetts coastal communities eligible to lead a grant application?	If an out-of-state nonprofit research organization partners with one of the 78 Seaport Economic Council coastal communities, then the out-of-state organization is deemed to be an eligible applicant.
4.	The solicitation indicates that grants are only available for capital purchases. Would the development and delivery of an online or mobile tool be considered a capitol purchase?	Capital expenditures include those that will be accounted for by the recipient in its financial records as a capital expenditure under Generally Accepted Accounting Principles ("GAAP"). Examples of such capital expenditures could include expenditures for the acquisition of land and existing facilities, construction of new buildings, renovation of existing buildings, the purchase and development of equipment and technology research platforms – including the purchase and development of an online or mobile tool. Such capital expenditures may also include

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		salaries of staff directly engaged in planning and managing capital projects to the extent such expenditures are capitalizable under GAAP. Salaries of individuals engaged in operations, as well as other operating costs, are not capital expenditures.
5.	Is a nonprofit with an industry development mission, eligible as a "nonprofit research" organization?	Yes, for the purposes of this solicitation a nonprofit with an industry development mission would be viewed as eligible to apply to this solicitation.
6.	IoT requires software configuration to make the sensors and processors work together. Is this work considered part of the "capital equipment?"	Please refer to the response to question 4 above.
7.	In regards to Maritime Communications, can there be further elaboration on the current communication processes? Does a centralized database already exist? More specifically, what is the current database that is in use? How are current documents shared? (email, networks file share, paper files, etc.)	MassTech cannot provide any information on this.
8.	When it comes to release of data, who are the stakeholders?	Please refer to the response to question 7 above.
9.	When looking at creating a maritime communication system, is there a software migration already in place? Does it/or will it need to include all software platforms? (iOs, Windows, Android, hybrid, etc.), if a centralized database is not currently in place what is the possibility of risk to their data in migration?	Please refer to the response to question 7 above.
10	Can grant monies be used to purchase, in addition to hardware associated with monitoring and communication devices, software and network services to collect, communicate and conduct data analytics (e.g., the full cost of deploying and using the asset)?	Please refer to the response to question 4 above.
11	Our project supports all Massachusetts coastal communities with lobstermen. Are we required to	If an applicant is located in one of the Seaport Economic Council's 78 coastal communities then the applicant is not required to demonstrate the support of an individual community. If the applicant is located outside of the 78 coastal

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	identify an individual community that explicitly supports this proposal?	communities, the applicant is required to identify the support of at least one coastal community. Projects that benefit multiple coastal communities need only identify one coastal community that supports the application to meet this requirement.
12	Can a project partner be involved in multiple grant submittals?	Yes.
13	The application for our project will be a recognized 501(c)(3) organization whose mission is to support a healthy and sustainable lobster fishery, within Massachusetts' waters, by sponsoring scientific research and educational programs. We wish to confirm that this type of entity is a qualified applicant for this grant opportunity.	This type of organization would qualify as an eligible applicant assuming it meets the remaining eligibility criteria as listed within the solicitation in Section 2.3.
14	With our technology there are a number of hardware devises used but also software that interacts with these devices. Does hardware installed at either the fish off-loader or on a commercial vessel qualify as equipment? Does software installed at either the fish off-loader or on a commercial vessel qualify as equipment? Would the funding be allowed to cover just the cost of the device or cost of software or does it cover the cost of installation as well?	Please refer to the response to question 4 above.
15	Is MassTech looking for an established Massachusetts IoT development company, to partner with a nonprofit, to integrate IoT into the Marine Economy in Massachusetts? Or, is MassTech more interested in off-the-shelf IoT solutions that are plug-and-play and don't require any additional development or training?	MassTech is indifferent as to whether a proposal includes an established Massachusetts IoT development company or utilizes off-the-shelf IoT technologies as long as the proposed project introduces a new and novel solution that can be applied to the Marine Economy and meets all eligibility criteria.