

UNIVERSITY RESEARCH PROGRAM

The Raymond Corporation, a Toyota Industries Company

OVERVIEW

The Raymond Corporation, a Toyota Industries Company, is making research funding available in the fields of material handling through its University Research Program. Raymond is seeking proposals for academic research that drives new technology or innovative approaches to the material handling industry.

Selected proposals will receive a total financial support of up to \$250,000 for one to two years of research. Proposals will be reviewed quarterly with funding decisions based on timing and available budget. A total of \$500,000 is available annually. Faculty that receives financial support through the University Research Program may be invited to renew the contract based on the research outcomes.

FALL TIMELINE:

SEND REQUEST FOR PROPOSALS June
CONCEPT PAPER DEADLINE August
APPLICATION DEADLINE October
ANNOUNCEMENT OF SELECTED PROJECTS January
EARLIEST PROJECT START DATE February

SPRING TIMELINE:

SEND REQUEST FOR PROPOSALS December
CONCEPT PAPER DEADLINE February
APPLICATION DEADLINE April
ANNOUNCEMENT OF SELECTED PROJECTS July
EARLIEST PROJECT START DATE August

Finalists will be contacted by a representative from The Raymond Corporation. At that time, a research project liaison will be assigned by The Raymond Corporation. The liaison will serve as the point of contact for duration of the project.

CONFIDENTIAL AND PROPRIETARY INFORMATION

Participants shall ensure that no confidential or proprietary information is included in submitted proposals. The Raymond Corporation will treat all information submitted in proposals as non-confidential and non-proprietary. The nature of the URP requires that submitted proposals be reviewed by The Raymond Corporation personnel, including The Raymond Corporation researchers, who will become knowledgeable of the information provided by the university researcher in the project proposal. During the evaluation process, The Raymond Corporation cannot maintain the confidentiality of information set forth in the proposals. Accordingly, The Raymond Corporation does not require, and does not desire, to receive any information that may be deemed confidential by the university researcher or the university.

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EVALUATION CRITERIA

Through the URP, The Raymond Corporation hopes to establish relationships with leading universities and researchers to conduct innovative research that will advance material handling and contribute to The Raymond Corporation's future research activities. Funding selection of URP proposals shall be at the sole discretion of The Raymond Corporation. The following criteria are the primary criteria that will be used to evaluate URP proposals:

- Research must contribute to the field of material handling.
- Research must be significant, innovative and have a positive impact on the future of material handling.
- Research effort must be well planned and feasible within the time period specified and budget requested.
- Researchers and principal investigators must be qualified in the proposed field of research.

REQUIRED DOCUMENTS

Each research proposal package shall include the following documents and shall be uploaded to the Application Portal at raymondcorp.com/university-research-submissions

1. Research proposal package in PDF format.
2. Scanned PDF copy of an unmodified URP Proposal

Confirmation Letter signed by an authorized university official.

If submitting a joint proposal with other universities, each university included in the proposal must sign the URP Proposal Confirmation Letter.

UNIVERSITY RESEARCH PROGRAM PROPOSAL FORMAT

Applicants are expected to provide the following information with each URP proposal. It is recommended that the research proposal (item 3 below) be limited to 10 pages. Items 1, 2, 4 & 5 are not included in the 10 page count.

1. The Raymond Corporation URP proposal cover page including the proposal title, the name and university affiliation of the principal investigator along with any co-PIs
2. One page executive abstract with key words. If applicable, the abstract should indicate if the proposal could be a multi-year effort. The project description, however, should focus on year one objectives.
3. A research proposal (up to 10 pages) that:
 - a. Clearly states the research opportunity and objectives.
 - b. Explains why the research is innovative.
 - c. Proposes the anticipated significance of the research.
 - d. Provides a research plan and technical approach.
 - e. Identifies milestones that measure the success of the project.
 - f. Defines the expected outcomes.
 - g. Does not contain confidential or proprietary information.
4. Detailed budget in US dollars that clearly identifies the funding requested.
5. Additional supporting materials such as curricula vitae of principal investigators and other researchers is to be included in the appendix.

If you intend to submit a multi-year proposal, please indicate this in item 2. The budget (item 4 above) shall be completed on a one year proposal basis only. In order to receive funding for subsequent years, applicants must reapply with an updated proposal.

RAYMOND

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