

Goals/Definitions

Business case for developing a deliverable product

Identification of commercial partner(s) for launch and full-scale manufacturing of the product

CRITERIA	SAMPLE CONTENT REQUIREMENT	GUIDELINES FOR LEVEL OF DETAIL NEEDED AT EACH GATE
<ul style="list-style-type: none">▪ COGS	A COGS analysis at EP2 will identify: <ul style="list-style-type: none">a) Product price, volume, and revenue based on commercial scale productionb) Variable and fixed costs for R&D, facilities, equipment, labor, and raw materialsc) Licensing expenses and incomesd) Grants, loans and outstanding debts related to the producte) Related product salesf) Projected price (within 30% of TPP target)	<ul style="list-style-type: none">▪ BMGF provides methodology