2024 ADLM Disruptive Technology Award Competition (DTAC) Application Template

Use this template to help draft your answers for the application before submitting it in the [**Online Application Form**](https://meeting.aacc.org/conference-program/disruptive-technology-award/application).

All applications must be submitted through the online application form. Applications will not be accepted in any other format. Reference the [website](https://meeting.aacc.org/conference-program/disruptive-technology-award/application) for additional competition information.

All applications must be submitted by Thursday, February 22, 2024 by 5 pm US Eastern Time to be considered in the selection process. THE DEADLINE WILL NOT BE EXTENDED.

\* = Required

# Contact Information

Indicate the primary contact for all communications from ADLM related to the application.

## Name\*

## Title\*

## Email\*

## Phone Number\*

# Organization Details

## Organization Name\*

## Organization Address\*

## Organization Website\*

Enter n/a if not available.

## Year of Incorporation\*

Enter n/a if not applicable.

## Organization Description\*

Include a description of your organization’s main purpose, connection to laboratory medicine, and details on any subsidiaries. If selected as a semifinalist, this description will be used on ADLM’s website.
*Maximum of 250 words.*

## Key Members and Advisers \*

Identify your key members and advisers developing this technology. List their name, title/role, affiliation, years working on the project, and key clinical laboratory and commercialization experience. Also highlight any strategic partnerships already in place.
*Maximum of 250 words.*

## Social Media Accounts\*

If selected as a semifinalist, ADLM will tag you in any announcements on our social media channels. Please enter “n/a” if your company does not have any social media accounts or does not wish to be tagged on posts by ADLM.

## Prior Application Status\*

Indicate if you have previously applied to the competition with the same technology and, if so, whether you were selected as a semifinalist.

## [If yes] Most Recent Application\*

Indicate the year of your most recent application. Remember, the committee recommends that prior applicants skip at least one annual competition to allow time to gather additional data.

## [If yes] Changes Since Last Application\*

Highlight up to 3 significant changes since your last application. This is important for all prior applicants, and particularly for prior semifinalists.

*Maximum of 50 words.*

# Your Disruptive Technology

## Product/Technology Name\*

If selected as a semifinalist, this name will be used on ADLM’s website.

## Direct Link to Product (if available)

## Summary & Elevator Pitch\*

Provide an overview of your product/technology. Explain why you feel it will be disruptive and should be considered for this award. Be sure to touch on the most relevant details requested in the other fields in this application. If selected as a semifinalist, this description will be used on ADLM’s website.

*Maximum of 150 words.*

## Technology Readiness Level\*

Indicate where your technology falls in the technology readiness levels, modeled on the [levels developed by NASA](https://www.nasa.gov/directorates/somd/space-communications-navigation-program/technology-readiness-levels/#:~:text=Technology%20Readiness%20Levels%20(TRL)%20are,based%20on%20the%20projects%20progress). The committee accepts applicants at all readiness levels and takes disruption, innovation, impact, and ability to commercialize into consideration collectively.

* Level 1: Basic Principles Observed and Reported;
* Level 2: Technology Concept and/or Application Formulated;
* Level 3: Analytical and Experimental Critical Function and/or Characteristic Proof-of-Concept;
* Level 4: Component Validation in a Laboratory Environment;
* Level 5: Component Validation in a Simulated Environment;
* Level 6: System/Subsystem Model or Prototype Demonstrated in a Simulated Environment;
* Level 7: System Prototype Demonstration in an Operational Environment;
* Level 8: Actual Technology Completed and Qualified Through Tests and Demonstrations;
* Level 9: Actual Technology Proven Through Successful Use in an Operational Environment

# Core Components of the Competition

A team of experts in commercializing diagnostic tools and technologies will evaluate applicants on the three core components that make a technology disruptive: Innovation, Impact, and Commercialization. Specific factors used for each component can be found on the [competition website](https://meeting.aacc.org/conference-program/disruptive-technology-award/application-review-criteria). Successful applications address all the points below and focus on the scientific evidence behind the technology as well as the details of the business plan, rather than marketing language.

## Innovation\*

Describe how your technology is an innovative solution in the field of laboratory medicine. Remember to address the factors used by the reviewers, including:

* What makes your technology new and exciting?
* What is the technology and what scientific evidence do you have to prove its viability? Including diagrams or other visualizations in the supplemental materials is encouraged, if applicable to your technology.
* How is your technology unique in comparison to current solutions to the problem?
* Who are your main competitors, either direct or indirect, and how does your technology provide a better solution?
* What intellectual property protections (nationally and internationally) have you secured, and are you able to prevent others from recreating the technology?

*Maximum of 500 words.*

## Impact\*

Show how your solution will have a great impact if adopted by the laboratory medicine community. Each technology will demonstrate this in a different way, but should address as much of the factors below as possible, including:

* What is the unmet need in laboratory medicine that you seek to solve with your technology?
* How will the technology affect healthcare costs and/or change current clinical practice?
* What is the target market of the technology, and are they underserved, either because of historical patterns or lack of current diagnostic solutions?
* How have you considered in the development, production, and/or use of your technology? Examples of appropriate sustainability factors include those outlined in the UN’s [Sustainable Development Goals (SDGs)](https://sdgs.un.org/goals).
* Has your technology already been recognized by the scientific community? You may want to include references to prominent publications, industry awards, or competitive grants.

*Maximum of 500 words.*

## Commercialization\*

Illustrate efforts underway to build a good business that will succeed in entering the clinical laboratory medicine market. Address all the following questions when you answer. Reviewers will consider where your technology is in its development, the primary geographic location where the company and/or technology is planned to be deployed, and the audience and audience size among other factors when evaluating the application.

* How do you envision your technology will be commercially successful?
* How is the team described above well positioned to support this vision?
* What preparations are in place or underway to allow you to scale up production?
* What is the size and make-up of your target market, and what evidence do you have that they will adopt your solution?
* How do you plan to set prices and, if applicable, support the clinical laboratory medicine in obtaining reimbursements?
* What regulatory pathway do you plan to pursue, and how have you progressed along or prepared for that pathway?
* What is your potential to expand internationally, outside of your primary identified market?

*Maximum of 500 words.*

# Supplemental Material

## Supporting Documentation – 10-Page/30MB Limit

You may upload a SINGLE PDF as a supporting document of no more than 10 pages and 30 MB in size. This can include diagrams, graphs, product images, or anything else that needs to be presented visually. All information in this supplement MUST be referenced in the main body of your application to ensure that the reviewers can consider it when scoring.
PRELIMINARY DATA IS HIGHLY ENCOURAGED.

## Publications

In addition to your uploaded supported document, you may submit up to 3 links to peer-reviewed publications for your technology. Publications MUST be referenced in the main body of your application to ensure that the reviewers can consider it when scoring.

Publication Link 1:

Publication Link 2:

Publication Link 3:

# Other Details

## ADLM 2024 Annual Meeting Attendance\*

ADLM 2024 will be held at the McCormick Place Convention Center in Chicago, Illinois from July 27 – August 1, 2024. The 2024 ADLM Disruptive Technology Award Competition is expected to be held on Monday, July 28, 2024, from 5 – 6:15 p.m. US Central Time.

Finalists are required to send an appropriate representative to the ADLM 2024 Annual Meeting to present in the live competition and represent the company in a complimentary kiosk located in the ADLM Clinical Lab Expo. Semifinalists are also granted a complimentary kiosk and are highly encouraged to participate to make connections in the laboratory medicine community. To help us prepare, please select from the following options:

* If selected as a semifinalist, we plan to send a representative to represent the company in a complimentary kiosk at the ADLM Clinical Lab Expo.
* If selected as a semifinalist, we do not plan to send a representative to represent the company in a complimentary kiosk at the ADLM Clinical Lab Expo.

## Where Did You Hear About the Competition? \*

Check all that apply to indicate how you heard about the competition.

* ADLM Email
* ADLM SmartBrief
* ADLM Artery
* ADLM CLN
* Google Search
* ADLM Social Media
* Other Social Media
* Previous Applicant
* Other (type in box)

# Agreement

By checking the box below, I indicate the following:

I authorize ADLM to use the following information from my application when promoting the competition through ADLM’s channels, including the website, program materials, and social media posts: the organization’s name, link to website, social media handles, product name, link to product website, and information in the “Organization Description” and “Summary & Elevator Pitch” fields. Content submitted in the other fields, including as supporting documents, will be kept confidential and shared only with ADLM staff, the organizing committee, reviewers, and judges, unless otherwise agreed upon.