

**APPLICATION – NOT FOR SUBMISSION – MUST  
USE ONLINE FORM**

**Overview of Spotlight on New Technology Awards Program**

The OTC Spotlight on New Technology awards program (“Program”) is designed to highlight new technologies in the offshore energy sector for companies exhibiting at the Offshore Technology Conference (“OTC”).

This Program is available to each exhibiting company, including divisions and subdivisions. **The cost for each application submitted is USD 2,500 with a limit of two submissions per company.** All entries, including entry fee and all supporting documents, are due to OTC by **13 December 2018**.

Applications, entry fees, and accompanying documentation will not be returned or refunded. OTC limits acceptance into the Program to a maximum of 15 new technologies in addition to 2 Small Business winners as rated by the judging panel. The decision of the judges is final and incontestable. Companies selected for awards will be notified in March 2019.

**Winning Technologies Receive:**

- Acknowledgement in an OTC press release;
- Advanced recognition on the OTC website and on OTC social media platforms;
- Acknowledgement at an on-site awards ceremony with press invited;
- Recognition in a special section of the OTC conference program;
- Designation on the exhibit floor with a customized Spotlight banner;
- Use of the Spotlight on New Technology logo and recognize themselves as a Spotlight winner at any of the OTC events that are held within 11 months of the OTC of which they won.

**Technology Criteria and Judging**

Technologies to be considered for the Program must meet five general criteria—new, innovative, proven, broad interest, and significant impact. Both hardware and software technologies are applicable. Applications will be reviewed and evaluated by experts in the appropriate fields of technology. A committee made up of representatives from the OTC Board will judge the applications and determine the award recipients. Only information submitted in writing in the application will be considered by the judges.

**Spotlight on New Technology Award developed by a Small Business Award**

In support and recognition of innovative technologies being developed by small businesses (less than 300 employees), OTC created a category for the Spotlight on New Technology Award reserved for innovative technologies developed by small businesses.

These winners will receive the same benefits listed above, but with the added recognition as a “Small Business Award” winner.

New technologies developed by small businesses will also be considered for the primary Spotlight on New Technology award.

**Small Business Award Requirements**

In order to be considered for the Small Business Award, your company must:

- Be independently-owned and operated or a not-for-profit concern.
- Have no more than 300 employees for the preceding twelve months (as of the application deadline).
- Meet all other Spotlight on New Technology Award requirements.

Please check the box “Yes” on Question 15 of this application if you would like to be considered for this new award.

Companies do not need to apply separately for the Small Business Award. Checking “Yes” on Question 15, confirming eligibility, makes a small business eligible to receive a Spotlight on New Technology Award in either category, using a single application.



**APPLICATION – NOT FOR SUBMISSION – MUST USE ONLINE FORM**

**9. Chief Executive Officer**

Name:

Mailing address: Country:

State/Province:

City: Postal/Zip Code:

**10. Date that the technology development was completed:**

Month: Year:

**11. Technology was first offered to the marketplace\* in:**

Month: Year:

City: State: Country:

\*Technology is required to be offered to the marketplace in a ready-for-commercialization state less than two years prior to the application deadline (dating between 13 December 2016 and 13 December 2018). If previously advertised at OTC, it must not have been displayed for more than one conference.

**12. Has this product been described or advertised in any publication?** Yes  No

If yes, please provide details including URL's to online documents including those to company web pages that best describe and illustrate the technology offering:

**\*Optional\*** Please provide the URL of the online documentation in the question above.

**13. Has a patent been applied for or granted?** Yes  No

Please list Patent or Patent Application Country and Publication Number.

(If a patent has been applied for, but it is not yet published, then state "Not published"):

**14. Please select below one or more OTC Sponsoring Organizations which would be most applicable to review and rate this technology (if you do not know, the Spotlight on New Technology rating committee will choose on your behalf based on the technology descriptions you have provided):**

- Society of Exploration Geophysicists (SEG)
- Institute of Electrical and Electronics Engineers - Oceanic Engineering Society (IEEE-OES)
- American Institute of Chemical Engineers (AIChE)
- Brazilian Petroleum, Gas and Biofuels Institute (IBP)
- International Association of Drilling Contractors (IADC)
- Society for Mining, Metallurgy and Exploration, Inc. (SME)
- ASME International Petroleum Technology Institute (ASME)
- Society of Petroleum Engineers (SPE)
- The Minerals, Metals & Materials Society (TMS)
- Society of Naval Architects & Marine Engineers (SNAME)
- American Society of Civil Engineers (ASCE)
- Marine Technology Society (MTS)
- American Association of Petroleum Geologists (AAPG)
- Petroleum Equipment & Services Association
- Please have the Spotlight On New Technology rating committee choose on our behalf.

**APPLICATION – NOT FOR SUBMISSION – MUST USE ONLINE FORM**

**15. For Small Businesses Only: Would you like to be considered for the Small Business Award?** Yes  No

If yes: Confirm your company is  Independently owned/operated or  A not-for-profit concern.

Confirm your company had less than 300 employees for the 12 months prior to application deadline.

**16. Based on the API\* 17N scale, at what Technology Readiness Level (TRL) is this technology? Typically technologies with a TRL 4 or greater are the best candidates for the Spotlight on New Technology award. Please provide supporting evidence for the TRL through your “proven” description in Question 18 below.**

- TRL 0 Unproven idea/proposal – Paper concept. No analysis or testing has been performed
- TRL 1 Concept demonstrated – Basic functionality demonstrated by analysis, reference to features shared with existing technology or through testing on individual subcomponents/subsystems. Shall show that the technology is likely to meet specified objectives with additional testing
- TRL 2 Concept validated – Concept design or novel features of design validated through model or small scale testing in laboratory environment. Shall show that the technology can meet specified acceptance criteria with additional testing
- TRL 3 New technology tested – Prototype built and functionality demonstrated through testing over a limited range of operating conditions. These tests can be done on a scaled version if scalable
- TRL 4 Technology qualified for first use – Full-scale prototype built and technology qualified through testing in intended environment, simulated or actual. The new hardware is now ready for first use
- TRL 5 Technology integration tested – Full-scale prototype built and integrated into intended operating system with full interface and functionality tests
- TRL 6 Technology installed – Full-scale prototype built and integrated into intended operating system with full interface and functionality test program in intended environment. The technology has shown acceptable performance and reliability over a period of time
- TRL 7 Proven technology – Technology integrated into intended operating system. The technology has successfully operated with acceptable performance and reliability within the predefined criteria

\*Table B.19-Definition of Technology Readiness Levels (TRLs) found in *API RP 17N Subsea Production System Reliability and Technical & Management, 1<sup>st</sup> Edition* (2009) in the *Spotlight on New Technology 2019 Offshore Technical Conference Exhibitors Official Application Form* which will be available online and presented at the OTC in Houston, TX May 6-9, 2019. "Reproduced courtesy of the American Petroleum Institute".

**17. Please provide a 200- to 250-word description of this technology.** For winning technologies, we require a 50-word description which will be due within 5 days of receiving notification and will be used in OTC marketing materials.

**APPLICATION – NOT FOR SUBMISSION – MUST  
USE ONLINE FORM**

**18. Please describe and provide evidence on how your technology meets each criterion for the Spotlight on New Technology award (100-word maximum per criteria).**

- a. New.** Specifically describe what is unique and differentiating about this technology. For example, how does this technology differ from existing and competitive technologies to solve the same problem? Also, demonstrate that the less than two year old criteria in item 11 is met. The technology must have been offered to the marketplace in a ready-for-commercialization state less than two years prior to the application date (between 13 December 2016 and 13 December 2018). If previously advertised at OTC, it must not have been displayed for more than one conference. The technology must not infringe any known patents or other intellectual property rights of any third party.
- b. Innovative.** The technology must be original, groundbreaking, and capable of having a major impact on the offshore E&P industry. For example, an improvement in efficiency of an existing motor would not be considered, unless it had the potential to change the way in which the motor would be used in the industry.
- c. Proven.** The technology must be proven, either through full-scale application or successful prototype testing. Example: a proposed new type of software in the development phase would not be considered applicable to this program.
- d. Broad Interest.** The technology must have broad interest and appeal for the industry. For example, a new type of valve would not be considered new technology or of broad interest if it were simply a replacement of a previous valve at lower cost. However, the new valve might be considered to have broad interest if it had the potential to change the way in which valves impact or are used in the wider system that utilizes the valve.
- e. Significant Impact.** The technology must provide significant benefits beyond existing technologies. Environmental impact is an important judging criterion.

**APPLICATION – NOT FOR SUBMISSION – MUST  
USE ONLINE FORM**

**Agreements/Acknowledgments of Applicant:**

**Intellectual Property**

By submitting this application, Applicant represents that Applicant is the owner of the technology being submitted for consideration, and that the use, display, and/or publication of the technology will not infringe known intellectual property rights or any other right of any third party. Additionally, Applicant hereby agrees to indemnify and hold harmless OTC, its officers, directors, employees, agents, and representatives, from any and all claims, causes of action, damages, or fees that may be claimed by any third party relating to the technology submitted in connection with this application.

**Disclaimer of Warranties and Representations by OTC**

Applicant expressly acknowledges and agrees that statements made by OTC concerning any technology submitted for consideration in the Program shall not create any express or implied warranty on the part of OTC, and shall not constitute a representation of any kind by OTC concerning quality, performance, fitness, suitability for any general or specific purpose, or any other characteristic of such technology.

**Limitation on Use of OTC Recognition**

Applicant expressly acknowledges and agrees that OTC is not making any warranties or representations in any statements that OTC might make concerning any technology submitted for consideration in the Program. Further, each exhibiting company specifically agrees that it will not state or imply that OTC recognition of any technology submitted does create any warranty on the part of OTC or does make any representation by OTC concerning such technology.

**Consent to Use Application Information**

Applicant agrees and consents to the use by OTC of any and all information, images, and materials provided in or in connection with this application, including but not limited to any video and description of winning technology that may be provided by applicant ("Application Information"), and that such Application Information may be used by OTC in any manner and at any time that OTC determines, in its sole discretion, in connection with the promotion of OTC and/or the Program.

**Confirmation of Accuracy and Obligation to Supplement Information**

Applicant confirms that the aforementioned information provided on this application form is truthful and accurate and that it has complied with all of the requirements of the Program. Applicant also agrees and understands that it has a continuing obligation to update and correct any information provided on this application form or otherwise in connection with the Program as soon as it becomes aware of such correction or updated information and that any failure to adhere to this provision may, in OTC's sole discretion, disqualify applicant from the Program at any stage of the Program, including subsequent to applicant's designation as a winning technology.

**APPLICATION – NOT FOR SUBMISSION – MUST  
USE ONLINE FORM**

## Application and Payment Submission Instructions

To submit your application and payment:

- You may save your application at any time using the “Save and Continue Later” button on the online form.
- Once complete, press “Submit” at the end of the form.
- You must also upload the following to our FTP site using the instructions below:
  - One full-color, high-resolution image of the technology in JPG or TIF format. Photo must be at least 2 x 2.5 inches and saved at 300 DPI or greater resolution.
  - Company logo. The preferred format for logos is Adobe Illustrator EPS. For best results, supplied logos should be vector art. Bitmap logos must be supplied at 600 dpi or greater as an EPS file. Do not send logos that are embedded in word processing documents, Acrobat, or PowerPoint files.
  - Please note that a 15-second video of all winning technologies will be required at a later date for use by OTC in promoting the Program, including but not limited to at the spotlight display on-site.
- You will be invoiced via A2Z.

## FTP Site File Upload Instructions

1. Open your internet browser (Internet Explorer, etc.) and in the address bar, enter <https://getit.spe.org>.
  - a. **user name: 19otcspotlight**
  - b. **password: 19otcsont!**
2. Click upload files button, top left of the screen.
3. Use the browse button to select the files you would like to upload (if uploading several files, please zip/compress them and upload a single file).
4. Select the upload button at the bottom left of the box.
5. Your successful notice will be in green in the upper left of the FTP screen. To protect your information and others, we only allow upload access with no visibility of files on the server.
6. Send email to [spotlight@otcnet.org](mailto:spotlight@otcnet.org) upon completion of upload giving the exact file name.

Contact [spotlight@otcnet.org](mailto:spotlight@otcnet.org) if you have problems accessing the site.

**Submission Deadline: 13 December 2018**