

****THIS PDF VERSION IS FOR REFERENCE ONLY.**

ALL APPLICATIONS MUST BE SUBMITTED ONLINE VIA THE FOLLOWING LINK:

<https://www.surveymoz.com/s3/3706242/Spotlight-On-New-Technology-2018-OTC-Exhibitors>

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 2017**.

Applications, entry fees and accompanying documentation will not be returned nor refunded. OTC limits applications to 2 per exhibiting company. The applications will be reviewed by a judging panel and the decision of the judges is final and incontestable. Companies selected for awards will be notified in March of 2018.

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 until 20 April 2018.

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 (no more than 300 employees), this award is 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. This award category is simply an additional opportunity for small businesses to have their innovative technologies considered.

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.

Please complete the following application questions. For winning technologies, information provided will be used in OTC marketing/PR materials.

1. Official name of technology:

Include all notations of trademarks, as this is how the technology name will be listed on all OTC materials, including statements to the media.

2. Company name:

This is how the company name will be referred to on all OTC materials, including statements to the media.

3. OTC 2018 booth number:

4. Company website:

This is the site to which OTC will link from the page on the OTC website about your winning technology.

(Optional) Additional website:

5. Primary contact Company mailing address:

Include country and city codes.

Mailing Address:

Country:

City:

Postal/Zip Code

6. Primary contact:

Include country and city codes.

Name:

Title:

Email: Office phone:

Secondary contact:

Include country and city codes.

If the contact is the same as the Primary contact, please list his or her information again below.

Name:

Title:

Email: Office phone:

7. Marketing or Public Relations contact:

Include country and city codes.

If the contact is the same as the Primary or Secondary contact, please list his or her information again below.

Name:

Title:

Email: Office phone:

8. Optional: Company (ies) or primary individual(s) to be recognized for technology's development (disclose all responsible):

Include country and city codes.

Name:

Title:

Email: Office phone:

(Optional) Additional Companies or individuals and their Titles, Emails and Office Phones.

9. Chief Executive Officer:

Include country and city codes.

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 2015 and 13 December 2017). 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 about when and in which publication(s) the product was described or advertised.

If YES Please provide the URL of the online documentation in the question above.

Please provide the URL of the online documentation in the question above.

Please attach a copy of the advertisement (i.e. ad, purchase order).

Maximum of 3 files can be uploaded, maximum file size per file is 500k.

File types accepted: png, jpg, jpeg, pdf, doc, docx

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

If YES 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. You can also choose some societies and check the box to have the committee review your responses and choose additional societies that may be a good fit.)*

- Society of Exploration Geophysicists (SEG)
- Institute of Electrical and Electronics Engineers - Oceanic Engineering Society (IEEE-OES)
- American Institute of Chemical Engineers (AIChE)
- Petroleum Equipment & Services Association (PESA)
- Brazilian Petroleum, Gas and Biofuels Institute (IBP)
- 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)
- International Association of Drilling Contractors (IADC)
- American Association of Petroleum Geologists (AAPG)
- Please have the Spotlight On New Technology rating committee choose on our behalf.

15. For Small Businesses Only: Would you like to be considered for the Small Business Award?
YES/NO

If YES Please confirm your company is:

- Independently owned/operated
- 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 on the next page.

**Table B.19-Definition of Technology Readiness Levels (TRLs) found in API RP 17N Subsea Production System Reliability and Technical & Management, 1st Edition (2009) in the Spotlight on New Technology 2018 Offshore Technical Conference Exhibitors Official Application Form which will be available online and presented at the OTC in Houston, TX 30 April–3 May, 2018. "Reproduced courtesy of the American Petroleum Institute."*

- 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

17. Please provide a 200- to 250-word description of this technology.

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).

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 2015 and 13 December 2017). 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.

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.

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.

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.

Significant Impact. The technology must provide significant benefits beyond existing technologies. Environmental impact is an important judging criterion.

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.

Company Name:

Applicant Name:

Applicant Title:

Date

Signature _____

Application and Payment Submission Instructions

To submit your application and payment:

- You may save your application at anytime 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 use at the spotlight display on-site.
- You will be invoiced via A2Z. **Note the application fee is USD 2,500 per company, per technology.**

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: 18otcspotlight**
 - b. **password: 18otcsont!**
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 upon completion of upload giving the exact file name.

The FTP site password is good through 13 December 2017. Contact spotlight@otcnet.org if you have problems accessing the site.

Submission Deadline: 13 December 2017