

Project Number: \_\_\_\_\_

## FIELD TESTS AND DEMONSTRATIONS OF THE TECHNOLOGY

We are interested in collecting information on the roles played by field tests and demonstrations in the commercialization of ERIP technologies. Please keep in mind the following definitions when answering the questions on this page:

**FIELD TESTS** are tests of full-sized prototypes in real-life situations, conducted to determine the workability of an innovation under operating conditions. Field tests are smaller in scale than demonstrations, are generally characterized by lower visibility, and involve limited outside dissemination of results.

**DEMONSTRATIONS** are applications of full-sized prototypes, installed to demonstrate market readiness, not to test for it. The aim is to inform and persuade potential adopters by providing them with an opportunity to examine and assess the technology's performance.

1. Has your technology ever been the subject of a field test or demonstration? Please check the appropriate box(es) below:

Field Test (Please describe) \_\_\_\_\_  
 \_\_\_\_\_

Demonstration (Please describe) \_\_\_\_\_  
 \_\_\_\_\_

Neither (Skip to Question 7)

2. When did the field test/demonstration take place? Year(s): \_\_\_\_\_

3. Did the field test/demonstration involve an industrial partner?  NO  YES  
 (Please describe) \_\_\_\_\_

4. Did the industrial partner, a government agency, a supplier, or any other organization help pay for the field test/demonstration? (Please include in-kind costs.)  
 NO  YES (Please describe) \_\_\_\_\_  
 \_\_\_\_\_

5. Was a neutral and credible outside organization involved in monitoring the performance of the technology during the field test/demonstration?  
 NO  YES (Please describe) \_\_\_\_\_  
 \_\_\_\_\_

6. Were the results of the field test/demonstration disseminated or otherwise used to promote sales?  
 NO  YES (Please describe) \_\_\_\_\_  
 \_\_\_\_\_

7. Do you believe that a field test or demonstration of your technology (could have) significantly improved the sales of your technology? Please check the appropriate box(es) below:  
 YES - Field test  YES - Demonstration  Neither (would have) helped

Please explain your answer: \_\_\_\_\_  
 \_\_\_\_\_