# COMMERCIAL READINESS LEVEL SCALE

Please note that proposed technologies are not expected to be commercially mature at the start of the project period, nor must any specific CRL be reached by the project’s end.

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| **CRL** | **Description** |
| 1 | Knowledge of applications, use-cases, & market constraints is limited and incidental, or has yet to be obtained at all. |
| 2 | A cursory familiarity with potential applications, markets, and existing competitive technologies/products exists. Market research is derived primarily from secondary sources. Product ideas based on the new technology may exist, but are speculative and unvalidated. |
| 3 | A more developed understanding of potential applications, technology use-cases, market requirements/constraints, and a familiarity with competitive technologies and products allows for initial consideration of the technology as product. One or more “strawman” product hypotheses are created, and may be iteratively refined based on data from further technology and market analysis. Commercialization analysis incorporates a stronger dependence on primary research and considers not only current market realities but also expected future requirements. |
| 4 | A primary product hypothesis is identified and refined through additional technology-product-market analysis and discussions with potential customers and/or users. Mapping technology/product attributes against market needs highlights a clear value proposition. A basic cost-performance model is created to support the value proposition and provide initial insight into design trade-offs. Basic competitive analysis is carried out to illustrate unique features and advantages of technology. Potential suppliers, partners, and customers are identified and mapped in an initial value-chain analysis. Any certification or regulatory requirements for product or process are identified. |
| 5 | A deep understanding of the target application and market is achieved, and the product is defined. A comprehensive cost-performance model is created to further validate the value proposition and provide a detailed understanding of product design trade-offs. Relationships are established with potential suppliers, partners, and customers, all of whom are now engaged in providing input on market requirements and product definition. A comprehensive competitive analysis is carried out. A basic financial model is built with initial projections for near- and long-term sales, costs, revenue, margins, etc. |
| 6 | Market/customer needs and how those translate to product needs are defined and documented (e.g. in market and product requirements documents). Product design optimization is carried out considering detailed market and product requirements, cost/performance trade-offs, manufacturing trade-offs, etc. Partnerships are formed with key stakeholders across the value chain (e.g. suppliers, partners, customers). All certification and regulatory requirements for the product are well understood and appropriate steps for compliance are underway. Financial models continue to be refined. |
| 7 | Product design is complete. Supply and customer agreements are in place, and all stakeholders are engaged in product/process qualifications. All necessary certifications and/or regulatory compliance for product and production operations are accommodated. Comprehensive financial models and projections have been built and validated for early stage and late stage production. |
| 8 | Customer qualifications are complete, and initial products are manufactured and sold. Commercialization readiness continues to mature to support larger scale production and sales. Assumptions are continually and iteratively validated to accommodate market dynamics. |
| 9 | Widespread deployment is achieved. |