

# UNIVERSITY RESEARCH PROGRAM

The Raymond Corporation, a Toyota Industries Company

## URP FAQ SHEET

**WHAT IS THE UNIVERSITY RESEARCH PROGRAM?** The Raymond Corporation, a Toyota Industries Company, University Research Program is a sponsored research program created to drive the next generation of technology for the material handling industry. The industry's end-to-end approach to providing complete solutions to customers that are smarter, more efficient, and more effective has fueled this program. The mission is to encourage professors and researchers to apply their knowledge of engineering and technical fields, drawing synergies and collaboration between collegiate research and Raymond.

**HOW DOES THIS PROGRAM BENEFIT ME, MY RESEARCH TEAM, THE INSTITUTION I WORK FOR, AND SOCIETY IN GENERAL?** We hope the funded projects will contribute to a better, more efficient workplace and more productive workforce in the material handling industry. Aside from the funding for their projects, selected researchers will receive recognition for their work within their university, the material handling industry, and their published results.

**ARE THERE ANY SPECIFIC ELIGIBILITY REQUIREMENTS TO APPLY FOR URP FUNDING?** Full-time professors or researchers in North American universities are eligible to apply. The University Research Program's Proposal Confirmation Letter must be approved without modification by the university as part of the proposal submission process. Plus, the following:

- Research must contribute to the field of material handling
- Research must be significant, innovative and have a positive impact on the future of material handling
- Research effort must be well planned and feasible within the time specified, and the budget request
- Researchers and principal investigators must be qualified in the proposed field of research
- Universities must utilize our template agreement (a sample will be provided upon request).

**HOW MUCH GRANT FUNDING IS AVAILABLE THROUGH THE URP?** Up to \$500,000 in projects are funded annually, with individual grants up to \$250,000. Grant amounts range from \$100,000 to \$250,000.

**ARE THERE MULTIPLE OPPORTUNITIES TO BE SELECTED?** There are two review periods each year. See the following table for timing.

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### FALL PROPOSAL TIMELINE

Proposal Submissions Open	Friday, June 30, 2023
Concept Review Deadline	Thursday, August 31, 2023
Proposal Deadline	Tuesday, October 31, 2023
Announcement of Selections	Wednesday, January 31, 2024

### WINTER PROPOSAL TIMELINE

Proposal Submissions Open	Friday, December 22, 2023
Concept Review Deadline	Thursday, February 29, 2024
Proposal Deadline	Tuesday, April 30, 2024
Announcement of Selections	Wednesday, July 31, 2024

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**WHAT DOES THE FUNDING INCLUDE?** The amount granted includes salaries, equipment, and university overhead.

**HOW DIFFICULT IS THE APPLICATION PROCESS?** Very easy. The research project description is required and can be up to 10 pages long. An additional appendix, however, may be included. For answers to specific questions regarding the application process, applicants can contact University Research Program Ambassador Steve Medwin at [universityresearchprogram@raymondcorp.com](mailto:universityresearchprogram@raymondcorp.com).

**HOW EXTENSIVE IS THE REQUIRED PROPOSAL FORMAT?** Not extensive, but the information needs to be complete, clear and understandable. The research project description is limited to 10 pages to facilitate the evaluation team's timely review of all the proposals.

**IS THERE AN OPPORTUNITY TO REVIEW MY IDEA BEFORE I COMPLETE THE FULL APPLICATION?** Yes, an optional one-page proposal may be submitted before the full application. It will be reviewed, and feedback will be provided within 30 days. See table for timing details.

**WHEN WILL THE SELECTED PROPOSALS BE ANNOUNCED?** The selected research proposals will be announced two times per year once the funding decisions have been made.

**DO WE HAVE TO FORMALLY PRESENT THE FINDINGS TO A PANEL AFTER THE PROJECT?** Yes. In the past, some URP-funded projects have had a formal presentation in person. Other research teams presented their findings via a conference call.

**CAN I INCLUDE STAFF OR PERSONNEL, SPECIFICALLY RESEARCH AND GRADUATE ASSISTANTS, AS PART OF THE GRANT?** Yes.

**SOME RESEARCH GRANTS REQUIRE LOADS OF REPORTING. WHAT ARE THE REPORTING REQUIREMENTS FOR THIS PROGRAM? HOW OFTEN? WHAT FORMAT? TO WHOM MUST THOSE REPORTS BE PRESENTED?** Research grant recipients must submit quarterly reports to the URP program liaisons and URP ambassador. Research recipients must present their interim results at a quarterly review meeting. This is typically a video conference. We strongly encourage teams to meet with their URP program liaison and the URP ambassador at least monthly as well. There is no formal reporting format required.

**IF I CAN PAY FOR STUDENT STIPENDS, DO I HAVE TO INCLUDE FRINGE PERCENTAGES?** You may include university overhead in your budget.

**WHAT ARE THE REPORTING REQUIREMENTS FOR THIS PROGRAM?** Research grant recipients must submit quarterly reports to the URP program liaisons and URP ambassadors. Research recipients must present their interim results at a quarterly review meeting. This is typically a video conference. Teams must meet with their URP program liaison and the URP ambassador monthly. There is no formal reporting format required.

**CAN I REAPPLY IF MY PREVIOUS PROPOSAL SCORED WELL BUT NOT ENOUGH TO GET FUNDED?** Absolutely! If you have questions and would like guidance about previous URP applications, please contact University Research Program Ambassador Steve Medwin at [universityresearchprogram@raymondcorp.com](mailto:universityresearchprogram@raymondcorp.com).

**IF MY RESEARCH PROPOSAL IS NOT SELECTED, WILL I RECEIVE FEEDBACK ON HOW TO IMPROVE MY APPLICATION TO BE SUCCESSFUL IN THE FUTURE IF I CHOOSE TO REAPPLY AGAIN? IF SO, WHEN WILL I RECEIVE THAT FEEDBACK AND HOW?** If requested, we will provide feedback to the professors whose research proposals were not selected for funding sometime after the announcement by email or phone.

**DO I GET TO PUBLISH THE RESULTS?** Yes – we encourage you to publish your research and the results. However we would like to review the paper prior to submitting it for publication to ensure that no Raymond data is disclosed. Also, please mention that The Raymond Corporation provided the funding.

**IS THERE SOMEONE I CAN SPEAK WITH IF I HAVE MORE QUESTIONS ABOUT THE URP APPLICATION PROCESS?** Yes. Please contact Steve Medwin, University Research Program Ambassador, at [universityresearchprogram@raymondcorp.com](mailto:universityresearchprogram@raymondcorp.com).

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FOR MORE INFORMATION ON THE TMHNA UNIVERSITY RESEARCH PROGRAM, CONTACT US:

[WWW.UNIVERSITYRESEARCHPROGRAM.COM](http://WWW.UNIVERSITYRESEARCHPROGRAM.COM)

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**ABOUT US:**

The Raymond Corporation, a Toyota Industries Company, is a leading global provider of best-in-class material handling products and intelligent intralogistics solutions. Built on principles of innovation and continuous improvement for over 95 years, Raymond's integrated automation, telematics, virtual reality and advanced energy solutions provide ways to optimize operations and bring warehouse and distribution operations to a new level of performance. Raymond's electric forklift trucks are engineered to achieve increased productivity and efficiency and are designed to provide ecological and economic benefits. In partnership with Toyota Advanced Logistics Solutions, Raymond delivers solutions to material handling and logistics markets in North America and globally. Combining operational excellence, award-winning innovation and world-class global customer support, we work together to run better, manage smarter and keep our customers always on.

**CONFIDENTIAL AND PROPRIETARY INFORMATION:**

Participants shall ensure that no confidential or proprietary information is included in submitted proposals. The Raymond Corporation will treat all information submitted in proposals as non-confidential and non-proprietary. The nature of the URP requires that submitted proposals be reviewed by The Raymond Corporation personnel, including The Raymond Corporation researchers, who will become knowledgeable of the information provided by the university researcher in the project proposal. During the evaluation process, The Raymond Corporation cannot maintain the confidentiality of information set forth in the proposals. Accordingly, The Raymond Corporation does not require, and does not desire, to receive any information that may be deemed confidential by the university researcher or the university.