

URP FAQ SHEET

UNIVERSITY RESEARCH PROGRAM

The Raymond Corporation, a Toyota Industries Company

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 provide 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, SOCIETY IN GENERAL? We hope the projects that are funded 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 for 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 12-month time period specified and budget requested
- 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? Individual grants can be up to \$500,000 with multiple grants expected. Grant amounts have ranged from \$100,000 to \$500,000.

ARE THERE MULTIPLE OPPORTUNITIES TO BE SELECTED? No. The review process starts the day after the deadline each year and ends with the announcement in March the following calendar year.

WHAT IS THE AVERAGE FUNDING AMOUNT GRANTED PER PROPOSAL? The average proposal is between \$250,000 and \$300,000. This includes salaries, equipment and university overhead.

HOW DIFFICULT IS THE APPLICATION PROCESS? Not very difficult. 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 directly contact University Research Program Ambassador Steve Medwin at steve.medwin@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 in order to facilitate the timely review of all the proposals by the evaluation team.

WHEN WILL THE SELECTED PROPOSALS BE ANNOUNCED? The selected research proposals will be announced at a special event at the MODEX material handling tradeshow in March 2022 in Atlanta, Georgia. The principal investigators will be invited to attend the tradeshow and be present at the announcement at Raymond's expense.

DO WE HAVE TO FORMALLY PRESENT THE FINDINGS TO A PANEL AT THE CONCLUSION OF 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.

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

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 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.

CAN I REAPPLY IF MY PREVIOUS PROPOSAL SCORED WELL, BUT NOT ENOUGH TO GET FUNDED? Absolutely! Yes, we encourage that. If you have questions and would like guidance about previous URP applications, please contact University Research Program Ambassador Steve Medwin at steve.medwin@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 NEXT YEAR? 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 either by email or phone call.

DO I GET TO PUBLISH THE RESULTS? Yes – we encourage you to publish your research and the results. If Raymond provided some data during the project, it should not be released. 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 steve.medwin@raymondcorp.com.

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

WWW.UNIVERSITYRESEARCHPROGRAM.COM

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® 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 condential or proprietary information is included in submitted proposals. The Raymond Corporation will treat all information submitted in proposals as non-condential 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 condential by the university researcher or the university.