**Letter of Intent by Adopters**

**To be prepared & submitted by Applicant with at least 02 Letter of Intent from enterprise adopters.**

Adopters are the beneficiaries of this technology development as it helps to enhance your business in the market. This proposal needs at least 02 adopters. The adopters must state commitment to pilot and intention to adopt upon successful UAT and TRL 9.

The Letter of Intent is to address the following:

1. Name of enterprise adopter (company) and Business Contact information (BCI) of the account holder
2. Year & country of incorporation of the company
3. Key business activities and products/services
4. Arrangements with proposal applicant
5. Which aspects are your involvement in the commercialisation of this product?
   1. Expectations from the adopter
   2. How does this proposal help to enhance your business in the market?
   3. Proposal-related specific activities that the adopter is participating in this project
   4. Financial-related information (if any)
   5. Commercialisation within and beyond Singapore
6. Tenure of support must be longer than the project duration and into the adoption phase
7. How are you (adopter 1) involved with adopter 2?
8. Any other information.