

## REQUEST #RFP\_2019\_0173

### Full-color Printing Technology for Compact Printers

**RESPONSE DUE DATE:** **October 17, 2019**

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#### Opportunity

Joint/contract development, Technology licensing, Product supply

#### Timeline

Phase 1- Proof of concept (PoC): Within 1 year  
 Phase 2- Establishment of technology: Within 3 years

#### Financials

Details open to negotiation based on proposals



#### DESCRIPTION

NineSigma, representing a **leading manufacturer** (“Client”), seeks **full-color printing technology for compact printers**. We widely welcome proposals even on printing techniques for non-portable printers at present as long as additional development makes it possible to meet the Client’s requirements.

#### Requirements for finally targeted technology

- Printing method
  - Full color
- Print size: 50 x 76 mm or more
- Resolution: 150 dpi or more
- Device size: principally portable in the future

The requirements listed above are technologically demanding, and thus all of them are not necessary to be met at present. We welcome a wide range of proposals on printing technology if further development provides the potential to prove the concept in media within a year.

#### POSSIBLE APPROACHES

The Client is expecting especially novel color-producing materials and methods (regardless of thermal method, photosensitive method, or anything else). However, any technological approach is acceptable as long as the aforementioned technological requirements can be met through additional development in the future.

The Client broadly welcomes proposals even on printing technologies for non-portable printers at present if the technologies have a chance to achieve the requirements in the future.

#### APPROACHES NOT OF INTEREST

Concept-level technologies without being accompanied by actual devices at present are not of interest.

#### BACKGROUND

The Client, a major manufacturer, engages in the development of full-color image formation and printing technology. Generally, when full-color capability needs to be embedded in the compact printers, this brings challenges in resolution and printing stability.

Although the Client has been working in research and development to solve such challenges, they cannot yet find out technology that can meet their requirements. The Client has therefore decided to make this RFP to solve these technological challenges as quickly as possible and put the printing technology to practical use in an early stage.

#### ITEMS TO BE SUBMITTED

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Please include the following items in your proposal:

- Outline of proposed printing technology
  - Color-producing materials
  - Color production method (e.g., thermal method, photosensitive method)
- Uniqueness of proposed technology
- Development stage: Performance verified at a lab level / Technology currently being established / Implemented for practical use
- Current performance
  - Color production (full color, color, black and white)
  - Print size (mm x mm)
  - Resolution (dpi)
  - Printing time (sec.)
  - Device size (mm x mm x mm)
- Current challenges and future development plans
- Conditions for submitting printing samples (e.g., necessity of NDA, period, costs)
- Past results (e.g., additional data to demonstrate your R&D capability such as research papers and patents)
- Profile of proposer

Please submit your proposal via [NineSights](#), the platform of NineSigma's Open Innovation community, which allows you to manage all your proposals. Please contact the Solution Provider Help Desk [phd2@ninesigma.com](mailto:phd2@ninesigma.com) for assistance about registration and proposal submission.

#### NOTES ON RESPONSE

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Proposal shall have clear points and should not include confidential information. Supplemental files may be submitted in addition to the proposal.

#### RESPONSE EVALUATION

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The client will evaluate all responses with the following criteria.

- Overall scientific and technical merit
- Approach to proof of concept or performance
- Economic potential of concept
- Realism of the proposed plan (action items, timeline, roles, deliverables, cost estimation)
- Potential for proprietary position
- Respondents' capability and related experiences

#### ANTICIPATED PROJECT PROCESS

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After the submission due date, the client will review all submitted proposals. NineSigma will send the review results to each proposer 6-8 weeks after the due date. The client possibly asks clarifying questions before selecting the most suitable candidates for collaboration. The client will select best candidates through evaluations. During the selection process, the client may execute NDA with selected respondents, seek further information disclosure, and discuss specific development targets or potential opportunities. The client will execute necessary agreements with the selected respondents and move to the advanced development phase. Specifics of any collaboration will be determined through consultation with the concerned parties.

#### FREQUENTLY ASKED QUESTIONS

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Please see the following FAQ link.

<https://www.ninesigma.com/about-us/solution-providers/>