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RIF INNOVATION PROGRAMMES

New Calls for Proposals
PRE-SEED/1221
SEED/1221
INNOVATE/1221

21 January 2022

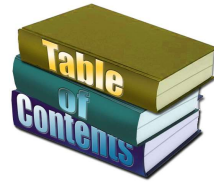






ΙΔΡΥΜΑ
ΕΡΕΥΝΑΣ ΚΑΙ
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► Targets (1)

«Creation and Initial Development of STARTUPS with International Orientation (PRE-SEED)» Programme

- ❑ **Creation and initial development of innovative startups** which aim to develop innovative products and services with global market penetration prospects
- ❑ Supporting startups which are still in the **idea phase** and their product/service is not yet fully developed

«Development of Internationally Competitive Innovative Products and Services by STARTUPS (SEED)» Programme

- ❑ Supporting the rapid development of **dynamic and innovative startups** which, based on their business plan, intend to develop internationally competitive products or services
- ❑ Companies **may have already been active for a short period of time** but their product/service has not entered the market yet
- ❑ Innovative idea falls within a **high technological readiness level**




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► Targets (2)

«Development and Promotion of Internationally Competitive Innovative Products and Services by Existing Enterprises (INNOVATE)» Programme

- ❑ Supporting **existing enterprises** from all activity sectors, with marketable products/services and with a record for sales and turnover, that will invest in research and innovation, for the development of competitive innovative products or services with **quick global market penetration prospects**
- ❑ **Attracting private investment funds** for the support of rapid development innovative businesses
- ❑ Supporting projects which fall within a **high technology readiness level (TRL ≥ 6)**, where the innovative idea has already been validated in laboratory and relevant environment and is at least being demonstrated at relevant environment




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▶ General Call Information (1)

- ❑ Calls Announcement: **14 December 2021**
- ❑ Proposal Submission Deadlines:
 - PRE-SEED/1221: **14 February 2022, 13:00 local time**
 - SEED/1221: **18 February 2022, 13:00 local time**
 - INNOVATE/1221: **22 February 2022, 13:00 local time**
- ❑ Evaluation Timeline: **February 2022 – July 2022**
- ❑ Contracts Signing: **December 2022**
- ❑ Budget:
 - PRE-SEED/1221: **€ 1.000.000**
 - SEED/1221: **€ 6.000.000**
 - INNOVATE/1221: **€ 6.000.000**






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▶ General Call Information (2)

- ❑ Maximum Funding per Project:
 - PRE-SEED/1221: **€ 100.000**
 - SEED/1221: **€ 500.000**
 - INNOVATE/1221: **€ 1.000.000**
- ❑ Project Duration:
 - PRE-SEED/1221: **Up to 18 Months**
 - SEED/1221 & INNOVATE/1221: **Up to 24 Months**
- ❑ Funding Intensity: Funding Percentage on Eligible Expenses
 - PRE-SEED/1221 & SEED/1221: **85%**
 - INNOVATE/1221: **50%**



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► Beneficiaries (1)

For PRE-SEED and SEED Programmes:

- Host Organisation (HO): Startup Company ***
For PRE-SEED a proposal can be submitted by a group of natural persons, however the registration of the company should be completed until the Contract Signing
- Partner Organisations (PA): Research Organisations, Enterprises, Other Private Organisations**
- The participation of Foreign Research Organisations is not allowed

** **Startup**, is considered as any small enterprise not listed in the stock exchange, up to five years after its registration, which (a) has not taken over the activity of another enterprise, (b) has still not distributed profits, and (c) has not been incorporated through a merger.*

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► Beneficiaries (2)

For INNOVATE Programme:

- Host Organisation (HO): Enterprise**
- Partner Organisations (PA): Research Organisations, Enterprises, Other Private Organisations**
- The participation of Foreign Research Organisations is allowed

✓ *Only enterprises with marketable products/services and with a record for sales and turnover, or their linked newly established spinout enterprises undertaking part of their activities, are allowed to participate as HOs.*








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▶ Beneficiaries (3)

Additional Conditions for Participation:

- ✓ *An Enterprise may receive funding as Host Organisation (HO), **only in one Project***
- ✓ *An enterprise **cannot be at the same time HO of a Project in more than one of the Innovation Programmes (Pre-Seed, Seed, Innovate) – Calls announced in December 2021 (1221)***




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Eligible Activities and Costs for Programmes addressing Startups PRE-SEED and SEED







► Eligible Activities

Indicative Activities:

- Prototype** Development
- Market Research**
- Business Plan** development (*validation for SEED*) / Identification of the appropriate **Business Model**
- Promotional Activities**
- Obtaining **consulting, legal or accounting services**
- Seeking of **partners and investors**



► Eligible Costs (1)



For the HO:

- Personnel Cost**
- Costs for Instruments and Equipment** (*full cost*)
- Costs for External Services** (*up to 50% of total project budget*)
- Costs for Travelling Abroad**
- Consumables**
- Other specific costs** (*related to the project activities but cannot be included in the above cost categories*)
- Overheads** (*up to 20% of the direct costs*)

Clarifications:

- ✓ *For Cost Category «Instruments and Equipment», purchase cost for instruments and specialised equipment, and computers and software (including standard office computer and software), is eligible.*






► Eligible Costs (2)

✓ **Indicative** eligible costs for Cost Category «External Services»:

- Market Research,
- Technical consulting services and training relating to the prototype development (incl. Testing and certification, quality labelling, access to research infrastructures, libraries and databases),
- Innovation advisory services, assistance and training in the fields relating to the use of standards and regulations embedding them,
- Purchase of patents, as well as licensing patent rights from external sources,
- Website Development,
- Logo Design,
- Accounting services related to payroll and tax issues, bookkeeping and office automation, or
- Legal services in issues related to registration of business name / logo, shareholders capital structure (incl. employees' stock ownership plan, shareholders agreements etc), mergers and acquisition contracts, bank transactions, data protection and privacy, employment conditions.






► Eligible Costs (3)

For PAs:

- Personnel Cost
- Costs for Instruments and Equipment (*depreciation*)
- Costs for External Services
- Costs for Travelling Abroad
- Consumables
- Other specific costs Overheads (*up to 20% of the direct costs*)

The total costs of the Partner Organisations, should not exceed 30% of the total project budget





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Eligible Activities and Costs for the Programme addressing Existing Enterprises INNOVATE







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▶ Eligible Activities

- Experimental Development:** **Prototyping, demonstration, pilot** operation, **testing and validation** of new or improved innovative products / services.
- Feasibility Study:** **Scientific / technical Feasibility** Study for the innovative business idea, including the **investigation of its commercial potential**
- Participation in Fairs/Exhibitions:** Participation of the company in trade fairs / exhibitions with **private stand** for the **promotion** of the product / service
- Innovation:**
 - **Innovation advisory services, assistance and training** in the fields relating to the use of **standards and regulations** embedding them
 - **Innovation Support Services** for: (a) Testing and certification, (b) Access to research infrastructures, libraries and databases, (c) Market Research, and (d) Quality Labelling
- Promotional Activities and Other Activities:** **Promotional (Marketing / branding) activities** of the company for the products / services such as publications, advertisements, audio-visual material, graphics, etc










► Eligible Costs (1)

1. Experimental Development: For the HO and PAs

- Personnel Cost
- Costs for Instruments and Equipment (*depreciation*)
- Costs for Foreign Research Organisations – **only for the HO** (*up to 15% of requested funding for Experimental Development activities*)
- Costs for Travelling Abroad
- Costs for External Services (*up to 10% of Experimental Development Budget and up to 40% of the Partner Budget*)
- Consumables
- Other specific costs
- Overheads (*up to 20% of the direct costs for Experimental Development Activities*)

The total costs of the Partner Organisations, should not exceed 30% of the total project budget

► Eligible Costs (2)

2. Feasibility Study:


- Personnel Cost
- Overheads


3. Innovation: *De-Minimis for Large Enterprises*

- Innovation Advisory and Support Services

4. Participation in Fairs: *De-Minimis for Large Enterprises*

- Costs for Renting and Setting-up stand
- Registration Cost
- Transportation of material / insurance costs
- Travelling






► Eligible Costs (3)


5. Promotional and Other Project Activities: Do not fall within the above categories / **De-Minimis**

- Personnel Costs** (for Activities other than Experimental Development and Feasibility Study)
- Costs for Instruments and Equipment**, incl. industrial production equipment (**full cost**)
- Costs for External Services** (up to 20% of total Project Budget)
- Costs for Travelling Abroad** (for promotional activities and/or for attracting foreign investors)
- Other Costs** (real costs for promotional/marketing activities)

► New Elements (1)

- For Cost Category «Personnel Cost», all organisations **which have not previously participated in the RESTART 2016-2020 Programmes**, are obliged to make use of the **Simplified Cost Option « Standard Scales of Unit Costs»** for the calculation of personnel costs.
- Funded Projects should **comply with the «Do No Significant Harm» principle**, according to which they must not include or support activities that could cause significant harm to the Environment







WHAT'S NEW?

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▶ New Elements (2)


Beneficiaries in funded projects will be eligible to benefit, through a fast-track procedure, from the innovation and knowledge transfer support services to be offered by the RIF through the central Knowledge Transfer Office and the "Innovation Factory" Initiative.

- ❑ The following Innovation Costs **are not** eligible: (a) **Acquisition, validation and protection** of patents / industrial designs and other intangible assets, (b) Consulting services, assistance and training for issues related to **technology transfer** (incl. services for feasibility study/business plan), and (c) **Secondment of highly qualified personnel** from a research and knowledge dissemination organisation or large enterprise.
- ❑ The acquisition of **Coaching / Mentoring** services from specialized experts, **is not mandatory** in the frame of the funded project










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▶ Proposal Submission




- ❑ **Proposals are submitted** through the Research and Innovation Foundation's IRIS Portal (<https://iris.research.org.cy>)
- ❑ The Project Proposal consists of the following parts:
 - **Part A** – General Information & Budget (*electronic form (fields) to be completed online through the IRIS Portal*)
 - **Part B** – Technical Annex (*document to be uploaded as an Annex on the IRIS Portal in PDF format*)
 - **PRE-SEED: Maximum number of pages 20**
 - **SEED & INNOVATE: Maximum number of pages 25**
 - **Annex I** – Curricula Vitae (*document to be uploaded as an Annex on the IRIS Portal in PDF format and includes the CVs of the Coordinator and the key personnel of the project team – Mandatory Submission*)







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► Evaluation

- ❑ **Stage I: Remote Evaluation** by two Independent Evaluators specializing in the proposal topic
- ❑ The best ranked applications according to their Final Evaluation Score, starting with the highest scoring proposal and in descending order requesting an aggregated financial support equal to the double of the available Call budget, and provided that they secure a Final Evaluation Score of at least **12.00/15.00, qualify to Stage II** of the Evaluation
- ❑ **Stage II:** Those Proposals that have qualified from Stage I, present their Proposals to an **Independent Evaluation Committee** (5-7 members), consisted by experts with business background.
- ❑ **Evaluation Criteria:** (1) **Excellence 30%**, (2) **Added Value and Benefit 35%**, (3) **Implementation 35%**
- ❑ **Selection for Funding:** Proposals that have been deemed eligible for funding by the Committee, will be selected for funding
- ❑ Total funding of approved projects, **will not exceed** the total Call budget







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► Useful Documents

- ❑ **RESTART 2016-2020 Work Programme Document**
<https://iris.research.org.cy/#!/index>
- ❑ **Calls for Proposals / Part B- Technical Annex / Guide for Evaluators**
<https://iris.research.org.cy/#!/calls>
- ❑ **IRIS Guidelines (Registration, Proposal Preparation/Submission)**
<https://iris.research.org.cy/#!/documentlibrary>





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► **Contact / Support**



For More Information:
RIF Website: www.research.org.cy
IRIS Portal: <https://iris.research.org.cy/>



Supporting RIF's Clients
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Thank You...

It's not about ideas. It's about making ideas happen!
 Scott Belsky, Behance Co-founder

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