ELIIT
PROJECT

PROPOSAL ACRONYM

ELIIT Call 2

Technical Proposal Template

Last revision date:
December 2020

European Commission

ELIIT Project is funded by COSME Programme of the European Union for the competitiveness of Enterprises and Small and Medium-Sized Enterprises (SMEs)

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General Instructions on the template

- You must use the structure of the present template in order to prepare your proposal. You are kindly requested not to modify or delete any section.
- You may delete all the parts of instructions written into brackets and in Italics (*[italics]*).
- The length of the sections 1 to 3 shall not exceed 10 pages in total, whereas the **maximum total length of the sections 1 to 4 of your proposal shall not exceed 13 pages** in total (including figures and tables) with the following page limits for each section:

Section 1 – Technical Description of the Project and its Impact	3 pages (max)
Section 2 – Excellence and Innovation	3 pages (max)
Section 3 – Implementation	4 pages (max)
Section 4 – Identification of Needs and Obstacles	3 pages (max)
ANNEX – to include images and charts (not mandatory) …….	3 pages (max)

- Please remember that it is your responsibility to verify that you conform to page limits. Experts will be instructed to disregard any excess pages above **the 13-page limit.**
- Please bear in mind that the Annex Section is not mandatory and that it's to be used only if needed to clarify or provide details of concepts or assumptions via pictures, charts or tables. This part should not be longer than 3 pages.
- The minimum allowed font size is 11. Please use the same page margins as in this template.

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START PAGE

Full title of your proposal
Acronym of your proposal
Your organisation name
Your organisation country
Your organisation website or social networks
Your partner´s organisation name
Your partner´s organisation country
Your partner's website or social networks

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PROPOSAL ABSTRACT

[Please provide the summary of the project (max 2500 characters). Please note that this information may be used for dissemination purposes. You should therefore ensure that it gives a concrete overview of the concept and the innovation capacity of the proposed partnership and the envisaged impact.]

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1. TECHNICAL DESCRIPTION OF THE PROJECT AND ITS IMPACT

[Length: 3 pages maximum]

1.1. Concept and Objectives

[Please describe the main challenges this Partnership is addressing, the rationale behind and the derived technical and business objectives.

List and explain those objectives bearing in mind they should be achievable within your proposed action's timeframe and resources.

Finally, describe the proposed technological solution.]

1.2 Partner's role

[Please provide a brief description of the role of each partner within the project.]

1.3. Market Potential

[Please describe the current and future challenges posed by the targeted market as well as the opportunity the TCLF SME has detected. Also, quantify the market growth expectations derived from this project and list the risks identified along with their corresponding alleviating measures envisaged]

1.4. Impact on the Partnership members

[Please explain the impact this project will have on the competitiveness and global position not only of the TCLF SME, but also of the technology provider/owner involved.

Provide quantifications that demonstrate improvements in turnover, employment generation rate, market share (access to new markets if it's the case) and overall financial performance.

Finally, explain the main measures proposed to maximise those impacts in terms of the related business, investments and commercialisation plans.]

1.5. IPR Strategy

[Please provide a description of the current freedom to operate situation with respect to the technologies involved and describe the envisaged Partnership's IPR strategy that will ensure the technology transfer to the SME after the finalisation of this project.]

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2. EXCELLENCE AND INNOVATION LEVEL

[Length: 3 pages maximum]

2.1. Potential of the innovation proposed

[Please describe the innovative capacity of your proposal and its disruptiveness. Where relevant, refer to any existing similar products/services on the market or processes used by other players in the sector and explain the innovation potential of your proposal in comparison to those.]

2.2. Technology readiness level

[Please explain the maturity level of the technology to be applied/integrated and its appropriateness to solve the challenges set up in the project's objectives within the established timeframe and resources. As a reference, you can have a look at the EC's Technology Readiness Levels (TRLs) definitions here.

You can also include pictures, images or diagrams proving the current TRL of the technology already developed here or in the Annex section.]

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3. IMPLEMENTATION

[Length: 4 pages maximum]

3.1. Technical methodology

[Please describe in detail the activities that you will carry out in order to implement the project. Base your account on a logical structure, on the main phases in which you could divide its implementation in order to achieve the objectives and on the contributions of each partner.

Use the table below in order to present an overview of your work plan broken into work packages (WPs)[1] and tasks (if relevant), as well as the allocated time for their execution. Illustrate the timing using a Gantt diagram or similar.]

WP (Number and Name)	Description of work	Starting Month	Ending Month

[List the associated deliverables using the table below.

Note that these deliverables are different from the contractual reports that must be submitted to the ELIIT team if the project is selected.]

No	Deliverable Name	Description	Lead Partner	Delivery date (Month)

3.2. Budget of the action

[Please provide an estimation of the direct costs to be incurred during the implementation of the project. Please use the following table.]

Cost categories	TCLF SME	Tech Provider/Owner	TOTALS
	Amount (€)	Amount (€)	
Staff costs	-	-	-
Travel expenses	-	-	-

[1] A work package is a major sub-division of the proposed work with a verifiable end-point - normally a deliverable or a milestone in the overall action.

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Materials	-	-	-
Subcontracting of external services (IPR, legal advice, certification, etc.)	-	-	-
Total	-	-	-

In case of subcontracting, explain the purpose of it.

[Please also provide a budget breakdown estimation per WP.]

Work packages	**TCLF SME**	**Tech Provider/Owner**	**TOTALS**
	Amount (€)	Amount (€)	
WP1	-	-	-
WP2	-	-	-
WP3	-	-	-
…	-	-	-
Total	-	-	-

3.3. The Partnership

3.1. Profile of the organisations

[Please provide a short description of the applicant organisations, the main products/processes and the technological capabilities/limitations. Also, provide a short biography of the key personnel to be involved in the execution of this project, their foreseen role as well as their relevant experience in technology transfer and/or R&D&I innovation activities.]

3.2. Added value of the cooperation

[Please describe the complementarities between the partners, what it is unique in your proposed collaboration and the reasons that make this cooperation a perfect combination for success.]

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4. IDENTIFICATION OF NEEDS AND OBSTACLES

[Length: 3 pages maximum.

The information provided in this section will be used to provide a more tailored coaching programme and professional links as part of the support provided by ELIIT.

While this section is not subject to any evaluation, the completion of the following question items is mandatory to consider the formal application in full conformity.]

4.1 Mentoring needs and gaps (SME)

*[Please rank your **partnership needs** in potential training opportunities within ELIIT support if your proposal is finally selected, using a scale of 1 (the most important need) to 9 (the least important one).]*

List of training Needs and Gaps	Ranking
Business strategy	
Patents, utility models or any protectable IP rights (including copyrights)	
Platforms for challenges and innovation	
Marketing and sales	
Crowdfunding and investment	
Internationalisation, buying and sourcing management	
Circular economy	
Testing, inspection and certification	
Others (please specify any technical interests):	

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4.2 Obstacles and barriers (SME)

[Please mark with an X, your obstacles and barriers that can negatively impact the interaction/cooperation between the R&D sector and enterprises in implementing and transferring the innovative/research solutions, products, processes etc.

Please note that this section should be filled in by an SME representative.]

	Implementing new technologies - SMEs	
Organisational-economic barriers	Insufficient co-operation and different vision between R&D organisations and enterprises	
	Insufficient operational capacities	
	Issues encountered during the planning stage	
	Others (please specify):	
Technical barriers	Lack of qualified personnel	
	Insufficient market awareness	
	Insufficient knowledge on technology-ready solutions	
	Expensive technology, less competitiveness	
	Prototype technology version not compatible with mass production	
	Others (please specify):	
Economic barriers	Problems concerning IPR	
	Others (please specify):	
System barriers	Lack of effective organisational structures supporting the implementation of the advanced technologies to the market	
	R&D organisations focused on research results, not implementations	
	Access to funding	
	Others (please specify):	

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4.3. Obstacles and barriers (Technology providers/owners)

[Please mark with an X, your obstacles and barriers that can negatively impact the interaction/cooperation between the R&D sector and enterprises in implementing and transferring the innovative the innovative/research solutions, products, processes etc.

Please note that this section should be filled in by a Technology provider/owner representative.]

	Transferring new technologies – Tech providers, universities or research centres	
Organisational-economic barriers	Insufficient co-operation and different vision between R&D organisations and enterprises	
	Insufficient knowledge about potential markets and consumers	
	Insufficient time for testing the technology solution	
	Lack of an accurate assessment of technology transfer	
	Product compliance	
	Others (please specify):	
Technical barriers	Technology too sophisticated for industrial scale-up	
	Others (please specify):	
Economic barriers	Problems concerning IPR	
	Others (please specify):	
System barriers	Lack of effective organisational structures supporting the implementation of the advanced technologies to the market	
	Access to funding	
	Others (please specify):	

END PAGE COUNT – MAX 13 PAGES

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ANNEX (max. 3 pages)

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