

## Participant Information

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### Primary Contact Details

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#### Alpha Beta

123 abc road , Brussels, Brussels-Capital Region  
0101010  
Belgium

Telephone: 010101010  
Email: abc@abc.com

### Organisation Information

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#### PL

123 abc road, , Brussels, Brussels-Capital Region  
0101010  
Belgium

Telephone: 010101010  
Website: www.abc.com

## General Information

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### Project Acronym

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Acronym

### Project Title

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Short description of project

### Country Category

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Developed Countries

### Developed Countries

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Australia

## Project short summary

Clearly explain the objectives of the proposal and how they will be achieved, in particular the expected co-creation and/or technology uptake facilitation activities and future collaborative R&D&I. This short description will be used in the evaluation process and will be made publicly available in case the project is approved.

## Technical Area

Please select a technical area that best matches your project. Select the most appropriate category, you don't need to make a selection at every level.

4 Energy

## Specify Technical Area

Please select a technical area that best matches your project. Select the most appropriate category, you don't need to make a selection at every level.

4.7 Energy efficiency

## Specify Technical Area Further (if applicable)

Please select a technical area that best matches your project. Select the most appropriate category, you don't need to make a selection at every level.

4.7.3 Process optimisation, waste heat utilisation

## Market Area

Please select a market area that best matches your project. Select the most appropriate category, you don't need to make a selection at every level.

6. Energy

## Specify Market Area

Please select a market area that best matches your project. Select the most appropriate category, you don't need to make a selection at every level.

6.6 Energy Conservation Related

### **Specify Market Area Further (if applicable)**

Please select a market area that best matches your project. Select the most appropriate category, you don't need to make a selection at every level.

Please Select

### **Funding Declaration**

#### **Do you have closed and approved annual accounts?**

Yes

#### **Do the last closed and approved annual accounts show a turnover generated by your activity?**

Yes

#### **Will you use consolidated accounts?**

Please enter data from the last closed accounting period. If you are part of a group, you may use the consolidated accounts group.

Yes

#### **Is the beneficiary the parent company of this group?**

If no, please upload consolidated accounts.

Yes

#### **Date of closure of consolidated accounts**

01/04/2018

## Staff Headcount

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10

## Currency in which the business plan is drafted

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Euro (EUR)

## Annual turnover

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2,000,000.00

## Annual balance sheet total

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1,000,000.00

## Financial Viability

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### Upload financial viability check (please refer to guidelines)

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First download the >financial viability calculator.

**Fin\_calc.xlsx**

8 KB - 15/04/2019 21:30

Total Files: 1

**For startups with no closed annual accounts, please upload a business plan**

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### Additional documents

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## Ethics Self Assessment

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Please see the "[Guidelines Document](#)" relating to the Ethics self assessment.

## Human Embryos/ Foetuses

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Does your research involve Human Embryonic Stem Cells (hESCs)?

No

Does your research involve the use of human embryos?

No

Does your research involve the use of human foetal tissues / cells?

No

## Humans

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Does your research involve human participants

No

Does your research involve physical interventions on the study participants?

No

## Human Cells/ Tissues

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Does your research involve human cells or tissues (other than from Human Embryos/Foetuses, i.e. section 1)?

No

## Personal Data

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Does your research involve personal data collection and/or processing?

No

**Does it involve the collection and/or processing of sensitive personal data (e.g: health, sexual lifestyle, ethnicity, political opinion, religious or philosophical)**

No

**Does it involve processing of genetic information?**

No

**Does it involve tracking or observation of participants?**

No

**Does your research involve further processing of previously collected personal data (secondary use)?**

No

## Animals

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**Does your research involve animals?**

No

## Third Countries

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**Do the research related activities undertaken in these countries raise potential ethics issues?**

No

**Do you plan to use local resources (e.g. animal and/or human tissue samples, genetic material, live animals, human remains, materials of historical value, endangered fauna or flora samples, etc.)?**

No

**Do you plan to import any material - including personal data - from non-EU countries into the EU?**

No

**Do you plan to export any material - including personal data - from the EU to non-EU countries?**

No

**In case your research involves low and/or lower middle-income countries, are any benefits sharing actions planned?**

No

**Could the situation in the country put the individuals taking part in the research at risk?**

No

## Environment/ Health & Safety

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**Does your research involve the use of elements that may cause harm to the environment, to animals or plants?**

No

**Does your research deal with endangered fauna and/or flora and/or protected areas?**

No

**Does your research involve the use of elements that may cause harm to humans, including research staff?**

No

## Dual Use

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**Does your research involve dual-use items in the sense of Regulation 428/2009, or other items for which an authorisation is required?**

No

## Exclusive Focus on Civil Applications

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**Could your research raise concerns regarding the exclusive focus on civil applications**

No

## Misuse

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**Does your research have the potential for misuse of research results?**

No

## Other Ethics Issues

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**Are there any other ethics issues that should be taken into consideration?**

No

## Additional Uploads

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**Upload additional documentation if applicable**

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## Declaration

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**Please describe what the main result will be and the need for it. If it is a combination of several elements describe them all. Describe the objectives of the overall problem or business opportunity addressed.**

Description of the main aims of the project, which business opportunity or problem will be addressed and how.

**What is the current stage of innovation in the home market, globally and in the VAP target market?**

Current level of the innovation, may refer to TRL levels in the three areas mentioned.

## VAP Home Market

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Improved product process or service to market

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**VAP Target Market**

Improved product process or service to market

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**Cocreation or technology uptake facilitation (innovation and tech transfer services)**

Technology legal situation analysis, Technology partnership matchmaking, Small scale proof of concept awareness (trial and assimilation, further R&D preparatory work), Definition of a complementary joint R&D Project for cocreation or technology adaptation with the local subcontractor or other local partner/s

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**Marketing and practical prospection**

Business opportunities early survey detection (pre-conceptualisation), Qualitative analysis (consumer analysis: segments, preferences, patterns, motivations, opinions, attitudes, values, culture, ...), Market quantitative analysis (real, potential, tendencies), Analysis of potential partners for distribution and marketing

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**Compliance**

Administrative & legal FTO / due diligence verification

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**Business prospection trips (duly justified)**

Please Select

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**Specific technical promotional material preparation**

Please Select

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**Please present justification for specific technical promotional material preparation**

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**How will the VAP associated business model solve a problem or use a business opportunity?**

Explain approach and methodology, activities linked to technological/practical and commercial viability, including those related to foreseen cocreation or technology adaptation.

**Describe positioning of VAP from idea to market**

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At what stage is the VAP focused from idea to market

**Describe the role of the VAP subcontractor (s)**

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**In case a newly created company is planned, explain its purpose**

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If none planned, N/A

**As regards co-creation or technology adaptation, briefly describe the foreseen R&D project**

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**What is the envisaged solution compared to existing solutions/state of the art?**

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**What is the intended improvement potential over time?**

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**What would be needed for you to better fit towards existing competition in the target market?**

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**Proposal - Impact**

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**Potential End Users/ Target Market**

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**Do you have prior experience in cooperating with the target country?**

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Previous R&D cooperation projects

**Who are the envisaged end users?**

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Companies, end consumer, specific groups

**Which user needs have been identified and could be met upon completion of the VAP?**

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What are the main benefits (social/economic/environmental) for potential end users in the target market(s)?

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## Estimation of Market

Market description	Expected market size	Expected growth rate (per annum)	Short Term (2 year) Impact	Long Term (4 year) Impact
Solar hot water	€10,000,000	15.00%	Medium	High
	<b>€10,000,000</b>			

Who are the main competitors and competitive solutions?

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What would be the most relevant market segments?

specific market segments e.g. solar hot water installations

How will the targeted users be reached?

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Who would be the key stakeholders for making a successful commercial exploitation?

e.g. suppliers, distributors

What are your expectations from the project?

Generation of new products or services

## Lead Participant

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How does the VAP fit with your strategy?

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## Market Potential

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### Financial Expectations

	Expected Amount	Timeframe (years)	Comments
Revenue (€m)	€5,000,000.00	5	Baseline expectation

### Employment/ IP

	Expected Amount	Timeframe (years)	Comments
Employment (FTE's)	20	5	10 in home market, 10 in target market
Intellectual Property	2	5	patents

### Expected Profit Margin

	Expected Amount	Timeframe (years)	Comments
Market Share (%)	50%	5	
Profit Margin (% of revenue)	10%	5	

## Counterpart(s) to be subcontracted by the project leader

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### Describe the role of the project subcontractor(s) in target market:

Provide details for:

- Main local subcontractor (future R&D&I partner; to be identified)
- Other subcontractors (entity name or profile preferred)

Name: XYZ inc.

### Type of Organisation (main subcontractor)

SME

### Activity Field

Research / Technological Collaboration

### Brief description of counterpart(s):

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For example, type of organization, track record, size.

Provide details for:

- Main local subcontractor (future R&D&I partner; to be identified)
- Other subcontractors (entity name or profile preferred)

type of organization: Large company

track record: 20 years of market presence, leading player

size: 50 FTEs

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**How does the VAP meet the needs of the local counterpart(s) and what are the expectations?**

Details of what the project offers for the local counterpart(s) e.g. access to technology

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**What is the expected impact on the local counterpart organization(s)?**

Provide details for:

- Main local subcontractor (future R&D&I partner; to be identified)
- Other subcontractors (entity name or profile preferred)

How is the local partner expected to develop following the project

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**How will the local counterpart(s) increase the impact of the VAP and accelerate or enable commercial deployment?**

What is the accelerator/enabling effect of the local counterpart

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## Measures to Maximize Impact

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**What would be the complementary activities with the local counterpart(s), through co-creation or technology adaptation, needed to better fit in competition in the target market?**

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**Identify the potential barriers to market entry**

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**Please provide a short explanation of choices above and any mitigation actions you would take**

## Dissemination and Exploitation of Results

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**What would be the initial plan for commercialization? How does VAP fit into overall plan to reach market?**

**Intellectual property, knowledge protection and regulatory issues . What are the key IPR items and who owns them?**

Current and future status of IPR linked to the project

**What is the status and strategy for knowledge protection, including specific reference to VAP country context?**

IPR strategy, particularly for the target country

**Are there any regulatory / standard requirements to be fulfilled if known, how these will be addressed in the VAP?**

## Proposal - Implementation

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### Team and Resources

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**Describe the team. How will it match the project's objectives? Which are the applicant SME main tasks? How does its profile match these tasks?**

Size, composition of team and relevance to project. Main tasks to be fulfilled by project leader and relevant aspects of its profile.

**How does the local subcontractor(s) complement the lead? In what way does the subcontractor contribute?**

Synergies between local subcontractor(s) and lead SME.

**Describe any significant infrastructure and/or any major items of technical equipment crucial for the subsequent business model development**

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**VAP human and other resources to be committed (beneficiary and subcontractor(s))**

Brief description of resources to be dedicated to the project from both project leader and subcontractor

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**Please detail how you intend to address gender issues in your VAP**

Relevant information regarding gender balance

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**Number of male staff working on the project**

5

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**Number of female staff working on the project**

5

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**Upload CVs or description of person profiles**

**CV.docx**

11.2 KB - 15/04/2019 21:53

Total Files: 1

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**Does the team have previous experience with internationally funded cooperation projects?**

EUREKA projects

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## Work Plan

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**Workplan Description**

Detailed description of workplan

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**Upload detailed Workplan and a GANTT Chart**

**Workplan\_and\_GANTT\_chart.docx**

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Total Files: 1

## Budget

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**Budget Details**

Activity Category	Workplan	(A) Personnel	(B) Consumables	(C) Equipment Depreciation	(D) Subcontracting	(E) Other	(F) Indirect Costs	Total
Technology legal situation analysis	WP1	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Technology partnership matchmaking	WP2	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Small scale proof of concept awareness	WP3	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Definition of a complementary joint RD Project for cocreation	WP4	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Business opportunities early survey detection	WP5	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Qualitative analysis	WP6	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Market quantitative analysis	WP7	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Analysis of potential partners for distribution and marketing	WP8	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
Administrative legal FTO / due diligence verification	WP9	€5,000.00	€1,000.00	€1,000.00	€500.00	€500.00	€1,875.00	€9,875.00
		<b>€45,000.00</b>	<b>€9,000.00</b>	<b>€9,000.00</b>	<b>€4,500.00</b>	<b>€4,500.00</b>	<b>€16,875.00</b>	<b>€88,875.00</b>

**Security**

Please indicate if the project will involve: Activities or results raising security issues and/or EU-classified information as background or results

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If not, N/A

**Submission Date**

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**Redress Deadline**

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This date is set 14 days from the date that the application is moved to either "Ineligible" or "Incomplete" status.

**Project Start Date**

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**Approved Amount**

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**Progress Report:****Final Report:****Status of Review**

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Please Select

**Comments from Review**

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**Average Score from 1st Evaluation Stage Reviews**

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The average score must be at a minimum of 150 in order to be eligible.

#	Reviewer Name	Status	Summary	Impact (Score)	Excellence (Score)	Implementation (Score)	Total Score
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**1st Evaluation Stage Comments**

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**1st Evaluation Stage Decision**

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Please Select

#	Reviewer Name	Status	Comments	Ranking	Recommendation
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**2nd Evaluation Stage Comments**

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**2nd Evaluation Stage Decision**

Please Select

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**Status of Financial Viability Review**

Please Select

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**Comments from Financial Viability Review**

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**Status of Ethics Review**

Please Select

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**Comments from Ethics Review**

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