IMEC.ICON INFORMATION SESSION
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
imec is the world-leading R&D and innovation hub in nanoelectronics and digital technology.
CLOSE TO 4,000 HIGHLY SKILLED RESEARCHERS
IMEC BUSINESS MODELS TO CREATE IMPACT

R&D COLLABORATION

INNOVATION SERVICES & SOLUTIONS

VENTURING STARTUPS & FUNDS
IMEC BUSINESS MODELS TO CREATE IMPACT

R&D COLLABORATION

INNOVATION SERVICES & SOLUTIONS

VENTURING STARTUPS & FUNDS
IMEC BUSINESS MODELS TO CREATE IMPACT

R&D COLLABORATION

INNOVATION SERVICES & SOLUTIONS

VENTURING STARTUPS & FUNDS

low-barrier access applied research between imec and industry
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
EcoDaLo

Ecosystem for Data management of Local publishers

Click on the image for the video
LECTURE+

Developing an interactive, scalable & cost-effective lecture platform that enhances the (remote) learning experience

Click on the image for the video
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
THE POSITION OF IMEC.ICON IN THE R&D LIFE CYCLE

- PRE-COMPETITIVE R&D
- FEASIBILITY & DE-RISKING
- PRODUCT R&D
- PRODUCT LAUNCH

EXPLORATION

IMEC.ICON PROJECT

EMPLOYMENT

REVENUES
POSITIONING AGAINST TECHNOLOGY READINESS LEVELS (TRL)

TRL 1 – basic principles observed
TRL 2 – technology concept formulated
TRL 3 – experimental proof of concept
TRL 4 – technology validated in lab
TRL 5 – technology validated in relevant environment
TRL 6 – technology demonstrated in relevant environment
TRL 7 – system prototype demonstration in operational environment
TRL 8 – system complete and qualified
TRL 9 – actual system proven in operational environment
INTERDISCIPLINARY COOPERATIVE RESEARCH

RESULT

- DEMONSTRATOR

VALORIZATION

- MARKET
- PRODUCT & SERVICE
- SPIN-OFF
**IMEC ICON CHARACTERISTICS**

- **ICT and nanoelectronics-related** digital products, services and business models

- **Demand-driven** relating to a real need in industry or society

- **Balanced consortium** balanced contribution of industry and research partners

- **Interdisciplinary approach** tackling technological, legal and social challenges, new business models, etc.

- **Cooperative research** with a focus on valorization for all industry partners involved

- **2-year duration**
IMEC.ICON – YEARLY CYCLE

FAST PROCEDURE FOR ROADMAP ALIGNMENT

CALL 1

FULL PROPOSAL
NOVEMBER

DECISION
JULY

ABSTRACT
OCTOBER

CALL 2

FULL PROPOSAL
MAY

DECISION
MARCH

ABSTRACT
MARCH
IMEC.ICON EVALUATION PROCESS

1. SUBMISSION OF ABSTRACT
2. ABSTRACT PITCH
3. SUBMISSION OF FULL PROPOSAL
4. FULL PROPOSAL DEFENSE
5. PROJECT START
IMEC.ICON KEY FIGURES 2012 – 2019

- **12** CALLS ORGANIZED
- **276** PROJECT PROPOSALS
- **108** PROJECTS APPROVED
- **€83M** RESEARCH FUNDING
- **327** PARTNERS INVOLVED
- **67%** FIRST TIME PARTNERS PER CALL
- **6X** LEVERAGE ON PUBLIC FUNDING WITHIN COMPANIES
- **61%** INDUSTRY CONTRIBUTION
- **€2M** AVERAGE PROJECT SIZE
- **49%** SME PARTICIPATION
300+ IMEC.ICON PARTNERS AND COUNTING
EVOLUTION OF SME PARTICIPATION

Fraction of SMEs, large companies and non-profits

<table>
<thead>
<tr>
<th>Call year</th>
<th>SME (%)</th>
<th>Large company (%)</th>
<th>Non-profit (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>37%</td>
<td>53%</td>
<td>10%</td>
</tr>
<tr>
<td>2013</td>
<td>42%</td>
<td>36%</td>
<td>22%</td>
</tr>
<tr>
<td>2014</td>
<td>50%</td>
<td>50%</td>
<td>17%</td>
</tr>
<tr>
<td>2015</td>
<td>47%</td>
<td>47%</td>
<td>10%</td>
</tr>
<tr>
<td>2016</td>
<td>39%</td>
<td>57%</td>
<td>10%</td>
</tr>
<tr>
<td>2017</td>
<td>50%</td>
<td>43%</td>
<td>39%</td>
</tr>
<tr>
<td>2018</td>
<td>43%</td>
<td>56%</td>
<td>46%</td>
</tr>
<tr>
<td>2019</td>
<td>46%</td>
<td>56%</td>
<td>46%</td>
</tr>
</tbody>
</table>
EVOLUTION OF FIRST-TIME PARTNERS

Fraction of first-timers and returning partners

<table>
<thead>
<tr>
<th>Call year</th>
<th>First-timer (%)</th>
<th>Returning partner (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>73%</td>
<td>27%</td>
</tr>
<tr>
<td>2013</td>
<td>73%</td>
<td>27%</td>
</tr>
<tr>
<td>2014</td>
<td>70%</td>
<td>30%</td>
</tr>
<tr>
<td>2015</td>
<td>66%</td>
<td>34%</td>
</tr>
<tr>
<td>2016</td>
<td>75%</td>
<td>25%</td>
</tr>
<tr>
<td>2017</td>
<td>72%</td>
<td>28%</td>
</tr>
<tr>
<td>2018</td>
<td>61%</td>
<td>39%</td>
</tr>
<tr>
<td>2019</td>
<td>72%</td>
<td>28%</td>
</tr>
</tbody>
</table>
**IMEC.ICON CONSORTIUM**

**RESEARCH GROUPS**

**MIN. 2 GROUPS**
- imec (min. 1)
- Flemish universities
- Other

**FUNDED RESEARCH GROUPS**
- **imec donation**: imec & Flemish universities
- **Own budget**: other research groups

**INDUSTRY PARTNERS**

**MIN. 3 FLEMISH COMPANIES**
(+ Brussels region, Belgium, international)

**FUNDED INDUSTRY PARTNERS**
- VLAIO (Flanders)
- Innoviris (Brussels region)

**INDUSTRY PARTNERS WITH OWN FUNDING**
- Allowed
- Don’t count for the 50/50
KEY INGREDIENT: CLOSE COLLABORATION
ALIGNING YOUR CONSORTIUM
MAKING ROOM FOR WIN-WIN

| Goal 1 | Goal 2 | Goal 3 | ...
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner 1</td>
<td>Partner 2</td>
<td>Partner 3</td>
<td>Partner 4</td>
</tr>
</tbody>
</table>
## ALIGNING YOUR CONSORTIUM
### MAKING ROOM FOR WIN-WIN

<table>
<thead>
<tr>
<th>Goal</th>
<th>Partner 1</th>
<th>Partner 2</th>
<th>Partner 3</th>
<th>Partner 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goal 1</td>
<td>must-have</td>
<td>nice-to-have</td>
<td>not-relevant</td>
<td>no-go</td>
</tr>
<tr>
<td>Goal 2</td>
<td>nice-to-have</td>
<td>must-have</td>
<td>must-have</td>
<td>not-relevant</td>
</tr>
<tr>
<td>Goal 3</td>
<td>not-relevant</td>
<td>nice-to-have</td>
<td>nice-to-have</td>
<td>nice-to-have</td>
</tr>
<tr>
<td>...</td>
<td>nice-to-have</td>
<td>nice-to-have</td>
<td>not-relevant</td>
<td>must-have</td>
</tr>
</tbody>
</table>

**Partners as stakeholders:**
- at least one ‘must-have’ goal per partner
- each goal must be carried by at least one partner
- avoid ‘no-go’ goals

www.win-winnovatie.be
IMEC.ICON CONSORTIUM
OPTIONAL: USER GROUP

USER/STAKEHOLDER GROUP

- NOT A FORMAL PARTNER
- IS LINKED TO THE PROJECT TO:
  - provide specific input
  - gather requirements
  - act as a sparring partner
  - validate project results
  - provide certain data
  ...
FLANDERS MAKE

PARTNERS WITH IMEC IN IMEC.ICON PROJECTS

450+ highly specialised researchers

Flandres Make = the Strategic Research Centre for the Manufacturing Industry

Unique infrastructure

Two application areas

Smart products

Smart assembly

Sensing, monitoring, control, decision making

Product and/or flexible assembly co-design & optimisation

Specification, architecture & validation of motion products

Specification, architecture & validation of flexible assembly solutions

Four core competencies

Contact: marc.engels@flandersmake.be
SMART EDUCATION IN IMEC.ICON

- Objectives
  - Enable evidence-based validation of effects of EdTech in schools
  - Increase adoption rate for EdTech through inclusion of schools

- Schools can receive funding from imec budget
  - Funding of staff costs and operational costs
  - Specific options for Flemish schools: PWB and TADD
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
RESULTS AT THE END OF THE IMEC.ICON PROJECT

- Proof-of-Concepts / demonstrators
  - Minimum experimental setup needed to validate innovation goals
  - Ranging from pure technical tests to real-life validation
  - Not a pilot ready for commercialization

💡 Incorporate the value of the project for your company from the start
⇒ involve customers and end users using living labs or user groups
IMPACT OF AN IMEC.ICON PROJECT

- Added value of the project for your company and for Flanders
  - Economic
    - Company results
    - Qualitative employment
  - Social/cultural
    - Added value to target group
  - Impact and anchoring in Flanders

💡 Plan and prepare your valorization path early on
⇒ kick-off your valorization mid-project
VALORIZATION

- Demonstrate credibility towards external partners and generate business impact
- Launch new product-line or improve current products
- Launch new spin-off company, joint-venture or external startup
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
INTELLECTUAL PROPERTY RIGHTS (IPR)

- IPR model in imec.icon is fixed
- Starting IPR discussions upfront is strongly advised
IMEC.ICON IPR MODEL CONCEPTS

**Background**
All pre-existing knowledge a partner contributes to the project
- Necessary to perform the project
- Needs to be identified, substantiated and listed in the project description and consortium agreement

**Foreground**
All results obtained during the execution of the project
- Foreground is to be reported to the steering committee (i.e., project deliverables)
- Types of IPR protection: patent, copy right, trademark, trade secret
OWNERSHIP AND ACCESS RIGHTS

**Ownership**

Each partner is and remains **sole owner** of own Background and Foreground

Exception: **co-ownership** when Foreground is created by two or more parties and when it is **impossible** to divide and unambiguously attribute parts of the results to each partner

**Access Rights**

*During project execution*
License to Background and Foreground **free of charge**

*For valorization after project*
License to Background and Foreground **deemed granted** if needed to valorize own project results
Remark: **no exclusive access** is possible in imec.icon
## ACCESS RIGHTS FOR VALORIZATION

**BASED ON WORK PACKAGE (WP) STRUCTURE**

<table>
<thead>
<tr>
<th></th>
<th>Same Work Package</th>
<th>Different Work Package</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Foreground</strong></td>
<td>Royalty-free (extra conditions: see below)</td>
<td>Favorable</td>
</tr>
<tr>
<td><strong>Background</strong></td>
<td>Market conditions</td>
<td>Market conditions</td>
</tr>
</tbody>
</table>

**Conditions**

Access is required for exploitation of industry partner’s **own Foreground**

**Balanced collaboration** between industry partners and research groups

*For royalty-free access*

**Intensive collaboration** in WP between industry partner and research group on Foreground topic
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
IMEC.ICON IMPACT ON FLEMISH COMPANIES
PORTFOLIO IMPACT STUDIES 2015 AND 2017 – NON-ECONOMIC EFFECTS

Reported effects at project’s closing
- Effective collaboration
- Enhanced knowledge and competence
- Tapping into new knowledge domains
- Development of demonstrator
- Increased scale of research activities

Reported effects at moment of survey
- Adaptation and fine-tuning of product roadmap
- Expansion to new markets
- Growth in existing markets
- Increased turnover
- Accelerated product or process development

Expected effects for next two years
- New product development
- Launch of new products
- Increased employment
- Stronger reputation and branding
IMEC.ICON IMPACT ON FLEMISH COMPANIES
PORTFOLIO IMPACT STUDIES 2015 AND 2017 – AGGREGATED (29 + 22 COMPANIES)

FOR EVERY \text{	ext{\euro}}

\begin{itemize}
\item \text{10} \times \text{\euro} \quad \text{COMPANY TURNOVER}
\item \text{5} \times \text{\euro} \quad \text{INVESTMENTS IN JOBS AT COMPANY LEVEL}
\item \text{1} \times \text{\euro} \quad \text{INVESTMENTS IN INFRASTRUCTURE}
\end{itemize}
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
EXAMPLE
IMEC.ICON
PROJECTS
NEWSBUTLER
an intelligent, personalized news engine for consumer engagement in publishing

RHETORIC
reducing Hate with Editorial Tools for Online Reactions and Comments

DAIQUIRI
Data & Artificial Intelligence for Quantified Reporting In sports

ILLUMINATE
interactive streaming and representation for totally immersive applications

ECODALO
Ecosystem for Data management of Local publishers

RHETORIC
reducing Hate with Editorial Tools for Online Reactions and Comments

DAIQUIRI
Data & Artificial Intelligence for Quantified Reporting In sports

ECODALO
Ecosystem for Data management of Local publishers
iXCon

Industrial (X-ray) CT for high-throughput quality control
SMART INDUSTRIES PROJECTS

HYCOWARE
hybrid connected warehouses

ARIA
Augmented Reality for industrial maintenance procedures

ELITE
efficiency-optimized production lines using industrial IoT enhancements

INWAREDRONES
Indoor Inventory Drone Solution

HYCOWARE
hybrid connected warehouses

ARIA
Augmented Reality for industrial maintenance procedures

ELITE
efficiency-optimized production lines using industrial IoT enhancements

iXCon
industrial X-ray CT for high throughput quality control
LEAPS

Paving the way for adaptive learning with a multi-purpose, self-learning analytics system

Click on the image for the video
SMART EDUCATION PROJECTS

LEAPS
Paving the way for adaptive learning with a multi-purpose, self-learning analytics system

COSMO
COgnitive Support in Manufacturing Operations

LECTURE+
Effective learning in remote classrooms through technology-enhanced user engagement

EduTablet
Bridging the app gap in Flemish secondary schools
ROBO-CURE

Social robots, connected devices and artificial intelligence to improve healthcare

Click on the image for the video
SMART HEALTH PROJECTS

I-CART
sensor-equipped garment that warns the firefighter when they are in harm’s way

DISCRETE
supporting incontinence management in nursing homes through ambient monitoring and actionable data

WONDER
interactive, automated support for personalized care services with Zora

PATRONUS
personalized anxiety therapy through longitudinal and user-aware services

ROBO-CURE
social robots, connected devices and artificial intelligence to improve healthcare
AI-FOCUSED PROJECTS

- cREAtive: reconfigurable embedded artificial intelligence
- SenseCity: operator support in emergency situations
- RHETORIC: Reducing Hate with Editorial Tools for Online Reactions and Comments
- DAIQUIRI: Data & Artificial Intelligence for Quantified Reporting in sports
- SMARTWATERGRID: facilitating and automating leak localization up to street level in soft real-time
- GAP: high-performance genome analytics platform for cost-effective DNA analysis
IOT-FOCUSED IMEC.ICON PROJECTS

**MONICOW**
More Efficient Cattle Monitoring Through an Advanced Data System

**MUSCLE-IOT**
low-cost & reliable wireless communication for asset management and industrial IoT applications

**HOOF-MATE**
multipurpose activity tracker for equines focusing on training, nutrition and health

**IOT-CHEF**
connected cooking system that enhances the cooking and eating experience

**BLUESS**
Bluetooth-based self-managed mesh networks for next-generation sustainable sensing

**MAGICIAN**
low-power cellular network technology for mission-critical IoT applications

**MONICOW**
More Efficient Cattle Monitoring Through an Advanced Data System

**MUSCLE-IOT**
low-cost & reliable wireless communication for asset management and industrial IoT applications

**HOOF-MATE**
multipurpose activity tracker for equines focusing on training, nutrition and health

**IOT-CHEF**
connected cooking system that enhances the cooking and eating experience

**BLUESS**
Bluetooth-based self-managed mesh networks for next-generation sustainable sensing

**MAGICIAN**
low-power cellular network technology for mission-critical IoT applications
HARDWARE-FOCUSED IMEC.ICON PROJECTS

i2AFO
flexible and stretchable sensors to monitor the movement of a patient’s foot and ankle

massLIFT
new method for mass assembly of ultra-small electronic components

Smart Suitcases
with integrated sensing, geolocalization and identification functionalities

SHAKE
user experience of haptic mid-air feedback systems

TWILL-BIPV
innovative cell interconnection technology for bifacial solar cells

SmartGLAZ
Head Mounted Display integrated onto helmet visor to display routing information
ANALYST PV
Integrated sensors and data analysis tools for PV plants

SMART DIAPERS
Generating alerts when changing is required

SMARTWATERGRID
Facilitating and automating leak localization up to street level in soft real-time

SMARTWATERWAY
Autonomous pallet shuttle barges for urban logistics

RHETORIC
Reducing hate with editorial tools for online reactions and comments

DAIQUIRI
Data & artificial intelligence for quantified reporting in sports
"Thanks to imec.icon, we were able to enter a new market and the business unit's turnover grew by 30%.

These are the words from Patrick Catthoor, Business Development Manager at Aucxis. About six years ago, the company, together with 7 other partners, submitted an imec.icon project proposal. Two years later, this resulted in a unique solution for hospitals to manage inventory and logistics processes more efficiently. For Aucxis, it also resulted in an ongoing collaboration with 2 of the partners. It is a good example of how imec.icon - which celebrates its 10th anniversary in 2020 - can make a difference for companies. And this for both large and small companies, and active in a wide range of sectors.
BUSINESS REASONS TO CONSIDER IMEC.ICON

- imec’s technologies and expertise can provide companies with significant product / service differentiators
- imec.icon enables companies to setup new and unfamiliar collaborations
  - Between different companies in a value chain or an ecosystem
  - Between companies and knowledge institutions
  - Between different disciplines or domains of expertise
BUSINESS REASONS TO CONSIDER IMEC.ICON (2)

- imec.icon helps companies deal with innovation risks
  - Co-innovation risk: when multiple complementary angles are needed to realize an innovation
  - Adoption-chain risk: by involving end-users, value chain partners and other stakeholders in the development of the innovation
- imec’s large network of researchers is well-connected to the Flemish innovation ecosystem and helps companies find possible partners
- imec.icon projects deliver tangible results and support an iterative approach
- Low barrier to work with imec in applied research
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
IMEC.ICON – YEARLY CYCLE

FAST PROCEDURE FOR ROADMAP ALIGNMENT
IMEC.ICON EVALUATION PROCESS CALL 2020-1

12 MARCH 2020
SUBMISSION OF ABSTRACT

25-26 MARCH 2020
ABSTRACT PITCH

7 MAY 2020
SUBMISSION OF FULL PROPOSAL

9-10 JUNE 2020
FULL PROPOSAL DEFENSE

1 OCTOBER 2020
PROJECT START
IMEC.ICON EVALUATION PROCESS CALL 2020-1

ABSTRACT PHASE

12 MARCH 2020

SUBMISSION OF ABSTRACT

25-26 MARCH 2020

ABSTRACT PITCH

7 MAY 2020

SUBMISSION OF FULL PROPOSAL

9-10 JUNE 2020

FULL PROPOSAL DEFENSE

1 OCTOBER 2020

PROJECT START
ABSTRACT PHASE: EXTENDED ABSTRACT

Content Abstract:

- Cause and context of the project
- Innovation goals and outcome
- State of the art and leap of knowledge
- Valorization and Social/economic benefit
- Information on the partners

Templates available on imec website
ABSTRACT PHASE: PITCH BEFORE PANEL

- **Pitch**
  - Very short presentation (6 minutes)
  - Followed by a short Q&A
  - Consortium presence
    - Max. 5 consortium members, incl. research lead and project lead

- **Panel**
  - External domain experts
  - Representatives of imec
PITCH FLOW

30 MINUTES PER CONSORTIUM

PANEL ONLY
5 MINUTES
Expressing the most important remarks & questions

CONSORTIUM
6 MINUTES
Pitch presentation

CONSORTIUM & PANEL
8+2 MINUTES
Q&A

PANEL ONLY
9 MINUTES
Discussion + scoring
Abstract Jury: focus on general quality, valorization & fit

- One jury for all abstracts
- Jury appointed by imec*: Patrick Crasson, Martin De Prycker, Herman Derache, Marc Engels, Luis Munoz, Mart Graef, Hermann Hellwagner, Menno Kok, Amela Karahasanovic and Marc van Lieshout

* in cases of a conflict of interest, jury members do not participate in the evaluation of the abstract
ABSTRACT PHASE: EVALUATION CRITERIA
ALIGNED WITH VLAIO AND INNOVIRIS R&D CRITERIA

• Clearly defined and realistic research objectives
• Good social/economic valorization perspectives and high added value of the project
• Strong cooperative nature of the consortium and market-driven character of the project
• Well-balanced and sufficient effort contribution and realistic timing
IMEC.ICON EVALUATION PROCESS CALL 2020-1

FULL PROPOSAL PHASE

SUBMISSION OF ABSTRACT

ABSTRACT PITCH

SUBMISSION OF FULL PROPOSAL

FULL PROPOSAL DEFENSE

PROJECT START

12 MARCH 2020

25-26 MARCH 2020

7 MAY 2020

9-10 JUNE 2020

1 OCTOBER 2020
INFO SESSION ON FULL PROPOSAL
APRIL 3@ VLAIO BRUSSELS

- 10am – 12.30pm: General info session
  - Detailed session with tips & tricks

- 12.30pm – 2pm: lunch and 1-on-1 sessions

- 2pm – 3.30pm: Sessions specific on valorization (industry partners)
  - Co-organized with Team Bedrijfstrajecten (Innovatiecentrum)
  - Strongly advised for first-time applicants
FULL PROPOSAL PHASE

High-level content Full Proposal:

- Information on the whole imec.icon project
  - Cause and context, Innovation goals, Implementation
- Partner-specific information
  - Valorization information
  - Requested funding (if applicable)
FULL PROPOSAL PHASE: EVALUATION PROCEDURE

SUBMISSION OF FULL PROPOSAL

PROJECT PROPOSAL

FUNDING APPLICATION

WRITTEN FEEDBACK BY EXPERTS

WRITTEN FEEDBACK BY FUNDING AGENCIES

FULL PROPOSAL DEFENSE
DEFENSE FLOW
80 MINUTES PER CONSORTIUM

PANEL ONLY
20 MINUTES
Discussion & scoring

PANEL ONLY
15 MINUTES
Expressing the most important remarks & questions

CONSORTIUM
15 MINUTES
Pitch presentation & oral rebuttal

CONSORTIUM & PANEL
30 MINUTES
Q&A
IMEC.ICON FULL PROPOSAL JURY

- **Oral defense** before expert panel: pitch, oral rebuttal and Q&A
  - No instruction meeting any more
  - Written feedback from experts and VLAIO for oral rebuttal and update of business cases

- **Panel of international experts**
  - Experts independent from imec and the project proposals
  - Well-balanced: expert panel covers broad research scope of imec
  - Same expert panel for all proposals (with priority readers)

- **Panel reviews both quality and impact of proposals**
  - Result of oral defense: approval/rejection advice for VLAIO and imec

- **Procedure under VLAIO governance**
  - Chairman: VLAIO representative
  - Secretary: imec.icon program manager
FULL PROPOSAL PHASE: EVALUATION CRITERIA
ALIGNED WITH VLAIO AND INNOVIRIS R&D CRITERIA

- General criteria for research projects
  - Objectives: clear innovative character, real challenges, leap of knowledge,…
  - Potential to achieve objectives: feasible workplan, identified risks, available expertise,…
  - Impact: realistic and convincing business case for each partner
    - Details on the business case in a confidential part
  - Potential to realize impact: strengths or remarks on market potential, real market(s) of realistic growth, accessibility by the partners, external factors, regulations,…

- ICON specific criteria
  - Effective collaboration between partners: broad common goal, clear contribution for each partner, interdisciplinary approach,…
  - Genericity of research: application potential of the research results outside the consortium
  - Research by research groups beyond SOTA: clear added value w.r.t. the state of the art
  - Compliance with EU state aid rules: IPR model and term sheet
### POSSIBLE OUTCOMES FOR THE FULL PROPOSAL

<table>
<thead>
<tr>
<th></th>
<th>Project funding</th>
<th>Industry funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>imec and VLAIO</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>VLAIO/Innoviris</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>(if 50/50 rule is met)</td>
<td></td>
<td>Not evaluated</td>
</tr>
</tbody>
</table>

imec EB selects projects based on full proposal evaluation **ranking**

Public – imec.icon call 2020-1
HOW TO SUBMIT YOUR APPLICATION
ABSTRACT AND FULL PROPOSAL SUBMISSION: VIA MYPROJECTS

MyProjects:
- Submitting your application
- Follow-up
- Reporting

Tutorials on how to submit
SUBMITTING YOUR PROPOSAL VIA MYPROJECTS

- The Proposal manager is responsible for creating and submitting the proposal.

  - Already a user in MyProjects? 
    ⇒ Use the button in MyProjects

  - Not a user in MyProjects? 
    ⇒ Register via website

Start your new abstract as from next week
no test project necessary
NEED ACCESS TO MYPROJECTS

- If you are not a Proposal manager, but you need access to the platform, contact your proposal manager.

- How to give access as Proposal manager:
  - Add the member
  - Give him a specific role or the role ‘generate user’
  - The member will receive a mail with login information
MYPROJECTS

OVERVIEW OF THE ROLES

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Project lead</td>
<td>representative of the External partners</td>
<td>Project lead</td>
<td>all access</td>
<td>By editing Summary</td>
<td>Y</td>
<td>Abstract</td>
</tr>
<tr>
<td>Research Lead</td>
<td>Representative of the Research partners</td>
<td>Research Lead</td>
<td>all access</td>
<td>By editing Summary</td>
<td>Y</td>
<td>Abstract</td>
</tr>
<tr>
<td>Proposal Manager</td>
<td>Responsible for the submission proposal</td>
<td>Proposal manager</td>
<td>all access</td>
<td>By editing Summary</td>
<td>Y</td>
<td>Abstract</td>
</tr>
<tr>
<td>Core Role Delegate</td>
<td>For administrative support</td>
<td>e.g. Co-workers of the core roles</td>
<td>all access</td>
<td>By editing member</td>
<td>Y</td>
<td>No</td>
</tr>
<tr>
<td>Financial Lead</td>
<td>submitting financial report</td>
<td>Project lead</td>
<td>can view project information + upload documents + access to edit the financial report</td>
<td>By editing member</td>
<td>Y</td>
<td>Full Proposal</td>
</tr>
<tr>
<td>Financial Lead without personnel cost details</td>
<td>submitting financial report</td>
<td>Project lead</td>
<td>can view project information + upload documents + access to edit the financial report excluding personal costs</td>
<td>By editing member</td>
<td>Y</td>
<td>No</td>
</tr>
<tr>
<td>Workpackage Lead</td>
<td>Workpackage lead</td>
<td>Workpackage lead</td>
<td>can view project information + upload documents + access to edit the status report for own workpackages</td>
<td>By editing WP</td>
<td>Y</td>
<td>Project ongoing</td>
</tr>
<tr>
<td>Generate User (no specific role)</td>
<td></td>
<td>Generate User (no specific role)</td>
<td>can view project information + upload documents</td>
<td>By editing member</td>
<td>Y</td>
<td>no</td>
</tr>
<tr>
<td>Legal lead</td>
<td></td>
<td>Legal lead</td>
<td>no access</td>
<td>By editing member</td>
<td>N</td>
<td>no</td>
</tr>
<tr>
<td>Steer Co</td>
<td></td>
<td>Steer Co</td>
<td>no access</td>
<td>By editing member</td>
<td>Y</td>
<td>Project ongoing</td>
</tr>
<tr>
<td>Primary Contact for imec</td>
<td>Will be contacted by imec for important communication</td>
<td>Primary Contact for imec</td>
<td>no access</td>
<td>By editing member</td>
<td>N</td>
<td>Abstract</td>
</tr>
<tr>
<td>University Lead</td>
<td>submitting financial report</td>
<td>University Lead</td>
<td>can view project information + upload documents + Can change financial information of different research groups of one university</td>
<td>By editing member</td>
<td>Y</td>
<td>no</td>
</tr>
</tbody>
</table>
## ABSTRACT SUBMISSION: VIA MYPROJECTS

### DEADLINES AND TO DO’S

<table>
<thead>
<tr>
<th>Add directly</th>
<th>Upload</th>
</tr>
</thead>
</table>
| • Project metadata  
• Partners + MM  
• Members + roles  
• Experts to avoid | • Abstract doc (doc/PDF)  
• Resubmission letter  
• Motivation letter | • Pitch slides (ppt) |

<table>
<thead>
<tr>
<th>Deadlines</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>March 12</strong> 12:00 noon</td>
<td><strong>March 24</strong> 12:00 noon</td>
</tr>
</tbody>
</table>
ABSTRACT SUBMISSION: VIA MYPROJECTS
DIRECTLY IN MYPROJECTS

- Project metadata
  - Acronym
  - Project lead – research lead – proposal manager
  - Executive summary
- Partners + MM
- Members
  - Primary contact
  - Core role delegate
- Experts to avoid

⚠️ Check VAT number of partners
DASHBOARD

CORE MEMBERS

PROPOSAL MANAGER
ZZ_Sanne Willems Ext
ABSTRACT SUBMISSION: VIA MYPROJECTS
ABSTRACT DOCUMENT

• Cause & Context
• Innovation goals and outcome
• SOTA and leap of knowledge
• Valorization
• Details on partners

⚠ Abstract not eligible if over character limits
ABSTRACT SUBMISSION: EXTRA DOCUMENTS

EXTRA DOCUMENTS

- Pitch slides

*If necessary:*

- Resubmission letter
  - If your project has been submitted before in ICON AND if you have approval from imec to resubmit
- Motivation letter for new research groups
  - If it’s the first time the research group participated in ICON
### ICON ABSTRACT

Document containing the offline sections of the ICON Abstract.

**Templates**

- ICON Abstract

### ICON ABSTRACT MOTIVATION LETTER

Motivational letter for time-constrained research groups.

This document is free format, but needs to contain the following elements:

- Which research group (University, Faculty, Research Group, JVO…)
- Why did the consortium choose this research group?
- The document needs to be signed by the Research lead.
- Length: 0.5-1.5 pages
- Language: free choice NL or Eng

### ICON ABSTRACT PITCH SLIDES

PowerPoint template for the slides for the pitch before the expert panel.

### ICON ABSTRACT RESUBMISSION LETTER

If an ICON project already been submitted in a previous call, the following procedure needs to be followed:

- Prior to resubmission, a mandatory meeting has to be set up with COG (Danny Golterman) and the instrument leader (Pier Verhoeye) to discuss the feedback & modifications for resubmission. Please contact danny.golterman@imec.be in order to set up this meeting.
- Prepare a resubmission document prior to the meeting, that contains a description of the major changes between this submission and the previous one (must be added/removed/verified, …). This document is free format, e.g. 1 page, checklist.
- The meeting will result in a decision if a resubmission will be considered.
- The resubmission document needs to be uploaded on the MyProjects platform (same deadline as the abstract document).
- The resubmission document will be sent to the evaluation panel together with the abstract information.
VALIDATE AND SUBMIT YOUR PROJECT

- Steps to submit your project as a proposal manager
  1. Start your application
     ① don’t wait until the beginning of March
  1. Fill in all information and upload the necessary documents
  2. Validate to check if all information is correct
     ① you can validate as many times as you want
  3. Submit the project using the submission button
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
APPLYING FOR VLAIO OR INNOVIRIS FUNDING

- Funding application within the imec.icon procedure
  - VLAIO (Flemish region)
  - Innoviris (Brussels region)
FUNDING BY
AGENTSCHEP INNOVEREN & ONDERNEMEN
www.vlaio.be
FUNDING BY VLAIO: ELIGIBILITY

- For organizations (companies or non-profit) with activities in Flanders
- Since October 2017: no funding for companies in difficulties (European definition):
  - Criteria for all companies: equity is less than 50% of the share capital
  - For large companies, two extra criteria:
    - Debt to equity ratio > 7.5
    - EBITDA interest coverage ratio < 1.0
FUNDING BY VLAIO: BUDGET

- Budget contains:
  - Payroll costs: gross salary x (factor 1,00 – 1,68 depending on benefits one may have)
  - Other costs: max. € 40,000/FTE (of which max. € 20,000 indirect costs, direct costs to be listed)
  - Possibly large subcontractors (> € 8,500, offer with price detail needed)

- Funding = percentage of budget
FUNDING BY VLAIO: PERCENTAGES

- Basic funding percentage
  - 50% for research activities; 25% for development activities
  - Differentiation based on important challenges and risks
  - Considering activities per partner or per work package

- Extra funding
  - SME
    - Upto +20% (SE) and upto +10% (ME)
  - No longer +10% for collaboration within an ICON-context

- Basic funding + extra funding:
  - min. 25%
  - Overall max. 60% for a research project and max. 50% (45%) for a development project
FUNDING BY VLAIO: RESEARCH/DEVELOPMENT

- Basic funding percentage
  - 25% for a development project
  - 50% for a research project
- Differentiation based on **important challenges and risks**
- Which knowledge will be used?
  - No funding when purely using existing know-how
  - Development: new knowledge applied to your business
  - Research when step forward w.r.t. state-of-the-art
- Considering activities per partner/work-package
FUNDING BY VLAIO: CRITERIA

- Innovation goals: innovative character, challenges,…
- Potential to reach the innovation goals: feasibility manpower, expertise,…
- Impact: business case, focus on delta with project,…
- Potential to reach impact: market access, go-to-market strategy,…
- Additionality: why is funding needed?
INNOVIRIS
FUNDING BY INNOVIRIS: ELIGIBILITY

- Companies which:
  - Develop all or some of their activities within the Brussels-Capital Region
  - Are not in difficulty, in accordance with the European legislation
  - Are proposing a R&D project presenting the development, completion or implementation of an innovative product, process or service
  - Can show their ability to finance their share in the project
  - Have fulfilled their obligations in the context of previous support initiatives granted by the Region.

- SMEs and Large Enterprises
FUNDING BY INNOVIRIS: RESEARCH VS DEVELOPMENT

- imec.icon industry partners can apply for R&D funding
- R&D project
  - **Industrial Research:** series of activities carried out with a view to acquiring new skills and innovative scientific knowledge designed to develop a product, procedure or service.
  - **Experimental Development:** activities designed to apply the results of industrial research in the form of prototype products, procedures or services.
- Not exclusively Brussels partners within imec.icon consortium (at least 3 in Flanders)
FUNDING BY INNOVIRIS: PERCENTAGES

- Basic funding percentage of Budget
  - 25% development project
  - 50% research project

- Extra funding
  - SME
    - SE (+20%) / ME (+10%) (in case of doubt: contact Innoviris)
  - Collaboration +15% when, considering the project part for which funding is granted,
    - Contains at least 1 SME as project partner and
    - None of the partners contributes more than 70% of the budget → in ICON-project fulfilled

- Basic funding + Extra funding: min. 25% max. 80%
FUNDING BY INNOVIRIS:
IMPORTANT EVALUATION CRITERIA

- Strategic and economic impact (Incentive effect of the financial aid, FP, BP, …)
- Valorization: economic impact for the Brussels Region

- Adequate valorization information is part of eligibility for Innoviris application
- Attendance full proposal info session April 3 incl. preliminary discussion with Innoviris adviser is strongly recommended, especially for companies with no or little experience with Innoviris funding
AGENDA

- imec
- imec.icon
  - What is an imec.icon project?
  - Expected outcome of an imec.icon project
  - Intellectual property rights
  - Effects at companies
  - Examples
  - Application procedure
  - VLAIO and Innoviris funding
  - Contracts
ICON NDA AND LOI

- **Non Disclosure Agreement (NDA)**
  - Recommended to use from abstract phase onwards
  - Own choice consortium

- **Letter Of Intent (LoI)**
  - Mandatory at full proposal phase
  - Template not be changed. May be submitted in English or in Dutch
  - Content:
    - Intention of each partner to implement its own task package
    - Acceptance of the imec.icon Consortium Agreement
    - Termsheet with IPR framework
IMEC.ICON NDA AND LOI

- **Today**
  - First talks on the project

- **March 12**
  - Abstract submission

- **May 7**
  - Full proposal submission

**NDA**
- Recommended as soon as project talks start

**LoI**
- Recommended as of abstract submission

**Mandatory**
- (part of full proposal submission)
CONTRACTS TO BE SIGNED AFTER PROJECT APPROVAL

- **Collaboration Agreement** *(CA, Samenwerkingsovereenkomst)*
  - Binding for all parties
  - imec (incl. universities) and all industry partners
  - Stating imec’s and all partners’ research input
  - Aspects: project description, operations through steering groups, ownership of results, publication rights, background IPR, …

- **VLAIO or Innoviris Funding Agreement** *(FA, Steunovereenkomst)*
  - VLAIO or Innoviris R&D funding approval
  - VLAIO or Innoviris and funded industry partner(s)
  - Co-signed by imec

- **User group Agreement** *(if applicable)*
NEXT STEPS
THINGS TO DECIDE

- Project idea
- Consortium
  - Industry
  - Research
  - User group (if needed)
- Proposal manager
  - MyProjects
  - MyMinds
EARLY-CONGORTIUM CONTACT MOMENTS

- Who?
  - Consortium with an imec Innovation Manager

- What?
  - Sparring with consortium: idea, approach,…
  - Is imec.icon the right instrument?
  - Match-making with extra partners (e.g., missing expertise)

- How?
  - Physical meeting
  - Optional, upon request by consortium
  - Fix a date via this form
SET UP A MYMINDS COLLABORATION SPACE

MyMinds:
✓ Collaborating tool
✓ Document library
✓ Process follow-up
✓ Everything ready when project gets approved

How?
- Optional, upon request by consortium
- Send mail to icon@imec.be
## MARK YOUR CALENDAR

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 MARCH</td>
<td>Abstract submission</td>
<td>12:00 noon</td>
</tr>
<tr>
<td>24 MARCH</td>
<td>Pitch slides submission</td>
<td>12:00 noon</td>
</tr>
<tr>
<td>25-26 MARCH</td>
<td>Abstract Pitch</td>
<td></td>
</tr>
<tr>
<td>3 APRIL</td>
<td>Full proposal info sessions</td>
<td>10 am – 1 pm</td>
</tr>
<tr>
<td>7 MAY</td>
<td>Full proposal submission</td>
<td>12:00 noon</td>
</tr>
<tr>
<td>9-10 JUNE</td>
<td>Full proposal defense</td>
<td>12:00 noon</td>
</tr>
<tr>
<td>1 OCT</td>
<td>Start project</td>
<td></td>
</tr>
</tbody>
</table>
CONTACTS
CONTACTS FOR IMEC.ICON

IMEC.ICON PROGRAM MANAGER

Steven Van Assche

QUESTIONS REGARDING CALLS, WEBSITE, MYPROJECTS, IP & CONTRACTS
icon@imec.be

Sanne Willems
Charlotte Waegebaert

QUESTIONS REGARDING CONTENT

Annelies Vandamme
Eric Moons
Kasper Jordaens
Eric Van der Hulst
CONTACTS FOR ICON

- Questions regarding **VLAIO funding**
  - Marc Tiri

- Questions regarding **Innoviris funding**
  - Stijn Maas
embracing a better life