



Innovate UK CORFO

**Newton
Fund**

ADDITIONAL GUIDANCE FOR CHILE APPLICANTS

Additional Guidance

**Newton Fund
Corfo-Innovate UK Experimental Development Call**

October 2015

This additional guidance document is for the appendices and finance form that are required to be submitted by Chile partners for this competition.

Note: In addition to this document, it is **compulsory** for all Chile Applicants to read and adhere to the full Corfo terms and conditions document (Bases Línea Prototipos) available at:

<http://www.corfo.cl/programas-y-concursos/programas/prototipos-de-innovacion-corfo--innovate-uk>

Summary

The objective of this Programme of cooperation is to foster and support the development of experimental development projects that bring together businesses and other collaborators from Chile and the UK for the joint development of innovative products, processes or services that meet particular challenges that Chile is facing in its growth and development trajectory.

In Chile, this Programme has been made possible by Corfo in line with the Productivity, Innovation and Growth Agenda strategy launched by the Ministry of Economy, Development and Tourism in May 2014, the overall aim of which is to create the necessary conditions for national companies to improve their management and finance structures, increasingly incorporate better technology, knowledge and new processes, as well as ingrain innovation and internationalisation into their priorities.

In the UK, this Programme has been made possible by the Newton Fund (www.newtonfund.ac.uk). This is a Ministerial-led, high-profile programme managed by the Department of Business, Innovation and Skills, aiming to strengthen research and innovation partnerships between the UK and 15 emerging (knowledge) economies, including Chile.

The Newton Fund comprises of 3 broad pillars of activity:

- Pillar 1 (People): improving capacity in research and science, individually and institutionally
- Pillar 2 (Research): facilitating research collaborations on critical socio-economic development challenges in partner countries
- Pillar 3 (Translation): facilitating the creation of collaborative, innovative solutions to socio-economic development challenges through the translation of research into policy, products, processes, services or other mechanisms; and creating the conditions for those solutions. Innovate UK is delivering under this pillar along with RCUK, British Council, Royal Academy of Engineering and the Met Office.

In Chile the fund has been named the Newton-Picarte Fund, in honour of the British Scientist Sir Isaac Newton and the Chilean Mathematician, Ramón Picarte, who was the first Chilean researcher to publish his work abroad. Up to £12 million will be spent by the UK through the Fund over a 3-year period (2014-2017), with matched funding/effort to be provided by Chile, bringing the amount of funding up to £24 million in total. The Fund forms part of the UK's Official Development Assistance (ODA), which aims to provide support to developing and emerging economies for their socio-economic development.

This competition in collaboration with Corfo and Innovate UK through the Newton-Picarte Fund will help both UK industry (SMEs) and Chilean businesses of all sizes, working within the energy, sustainable agriculture and food and resource efficiency sectors, explore and identify partnerships together in order to collaborate and jointly develop innovative products, processes and services fit for the Chilean market. This is the first such jointly-funded competition with Chile that Corfo and Innovate UK have run.

Through this Call, Chilean businesses will have the opportunity to collaborate internationally with UK businesses in jointly funded projects to develop innovative solutions for some of the most important challenges faced by Chile today. For UK businesses this will be an opportunity to understand the needs of such a vibrant and fast moving market, and ultimately access those markets in collaboration with local partners.

About the Funders

Corfo

www.corfo.cl

Corfo is the Chilean government's national innovation agency. At Corfo we wish to contribute to the improvement of our economy's competitiveness, taking advantage of high potential business opportunities by generating an enhanced environment for productivity, innovation and entrepreneurship. We aim to eliminate gaps and market inefficiencies through the generation and dissemination of initiatives among relevant public-private agents.

Our mission is to improve the competitiveness and the productive diversification of the country by encouraging investment, innovation and entrepreneurship, and in addition, strengthen human capital and technological capabilities to achieve a sustainable and territorially balanced development.

Our vision is to transform Chile into a global innovation and entrepreneurial hub. To achieve this we work towards: Promoting the diversification and sophistication of our economy; Supporting sectors with high growth potential, giving a new impetus to exports; Increasing innovation sustainably; Developing competitive financial markets that facilitate access to investment financing and protect the economy from risks; Encouraging transferring of knowledge capabilities generated by researching and development activities in the country.

Innovate UK

<https://www.gov.uk/government/organisations/innovate-uk>

Innovate UK is an executive non-departmental public body established by the UK Government in 2007, and sponsored by the Department for Business, Innovation and Skills (BIS). The activities of Innovate UK are jointly supported and funded by BIS and other government departments, the devolved administrations (Scotland, Wales and Northern Ireland) and research councils.

The role of Innovate UK is to support and stimulate business-led innovation in the areas which offer the greatest scope for boosting UK growth and productivity. It promotes, supports and invests in technology research, development and commercialisation. It also spreads knowledge, bringing people together to solve problems or make new advances. Innovate UK advises Government on how to remove barriers to innovation and accelerate the exploitation of new technologies, and works in areas where there is a clear potential business benefit, helping today's emerging technologies become the growth sectors of tomorrow.

Innovate UK will fund the UK partners of successful applications working in collaboration with Chilean partners capacity building and networking of organisations in technology and innovation through collaborative projects.

1. Competition information

Competition

Innovate UK-Corfo Experimental Development Call - **Launch October 2015 through the Newton Picarte Fund**

Funding

There is up to £1 million of funding available from Corfo, for projects at the Experimental Development stage of research and development.

Financial support will be made available to the Chilean side of the collaboration (i.e. Chilean project partners) by Corfo and to the UK side of the collaboration (i.e. UK project partners) by Innovate UK.

Requirements and eligibility

To be eligible for this competition, projects must fall under the Experimental Development category of research and development and in line with the Corfo description of *Línea Prototipos*. Full descriptions are available in the guidance for applicants sections of the following websites: <https://interact.innovateuk.org/-/funding-rules>
<http://www.corfo.cl/programas-y-concursos/programas/prototipos-de-innovacion-corfo--innovate-uk>

In order for any joint project to be considered eligible for joint Corfo-Innovate UK funding and pass through to the assessment stage, it must fulfill the respective eligibility criteria of each country.

Information on requirements and full eligibility criteria for Chile Applicants is available in the Corfo terms and conditions document (*Bases Línea Prototipos*) available at: <http://www.corfo.cl/programas-y-concursos/programas/prototipos-de-innovacion-corfo--innovate-uk>

The reading of this terms and conditions (*Bases Línea Prototipos*) document is **compulsory** for all Chile Applicants. The following is a summary of overall eligibility requirements:

- Micro/small, Medium and Large Chile-based businesses are eligible to apply for Corfo funding. Chile business size is determined by Corfo's national terms and conditions.
- Companies must be able to accredit that they have been trading for at least 12 months prior to the closing date for applications.
- Chile businesses will receive different rates of funding depending upon their size. In accordance with *Línea Prototipos* terms and conditions for this Call, Corfo will fund up to 70% for Micro/Small enterprises, 60% for Medium-sized enterprises and 50% for Large-sized enterprises.
- Corfo Chile partner grants can be made up to a maximum of \$60,000,000 Chilean pesos [excluding the funding for the UK partners] per project.
- Projects are expected to last up to a maximum of 6 months.
- There is a 75% limit on the amount of work one country can undertake.

- Collaborations must be business-led and address the specific requirements of the competition as outlined in the scope for this competition.
- All applications will be assessed on individual merit in accordance with the Corfo process detailed in the terms and conditions (*Bases Línea Prototipos*) document. Innovate UK will also assess all eligible applications according to its normal assessment process.

Competition scope

The Chilean and United Kingdom Corfo-Innovate UK Newton-Picarte joint Experimental Development call is an open call within the thematic areas given below.

Note: UK partners are funded through the Newton-Picarte Experimental Development Fund and in addition to their overall eligibility criteria, projects **must fit the Official Development Assistance (ODA) rules**, and should demonstrate a clear added value for the economic and social development of Chile, showing clearly potential for wider impact for the development of the country. Please refer to <http://www.newtonfund.ac.uk/about/what-is-oda>

Project partners will have to demonstrate which societal challenge the project is targeted at, aims and objectives, how it tackles the challenge, and how this will be achieved through the collaboration.

- Agri-Food (agri, aqua, functional food)
- Solar Energy
- Resource efficiency for sustainable extraction of raw materials (sustainable mining)

Evaluation Criteria

In Corfo's assessment of eligible joint projects, the evaluation criteria below will be used. For full details on the Corfo assessment process, please refer to the full terms and conditions (*Bases Línea Prototipo*) document. Projects will be assigned a score for each criteria below ranging from 1 to 5, 1 being the minimum and 5 the maximum. The final score will be achieved by averaging the individual scores obtained from each criterion.

CRITERIA	DESCRIPTION
Opportunity	<ul style="list-style-type: none"> ▪ An evaluation of whether the project's manages to overcome or solve a production problem or make good use of an opportunity for the business. ▪ An evaluation of the estimated additional earnings or costs savings generated in the business through the implementation of this innovation project (impact).
Solution	<ul style="list-style-type: none"> ▪ An evaluation of the novelty, differentiation and added-value of the proposed solution taking into account what already exists in the market in which the business is positioned. ▪ An evaluation of the technical quality of the Project (coherency of objectives, work plan, results,

	timescales/deadlines, budget).
Team/Business	<ul style="list-style-type: none"> An evaluation of the capability and experience of the business and proposed work implementation team, in the project's area of action.

Chilean and UK partners must express the will to cooperate, on an equal basis, for the development of new products, industrial processes and/or services. The product, process or service must be innovative and there must be a technological risk involved.

Competition key dates for your calendar

If you are intending to submit an application to this competition, please make a note of the key dates below.

The deadlines below are absolute and final. Please note that the submission deadline is at **17.30 Central European Time** and we are unable to accept any applications after this time.

Timeline summary	
Competition opens	14 th October 2015
Submission of the full application, appendices and finance form	Deadline: 17.30 Central European Time 8th January 2016
Decision to applicants	Close of business 1 st March 2016

Important Note:

Please do not leave your submission to the last minute.

If any technical difficulties arise or if you identify any errors in your submission, we will not be able to grant an extension to the above deadlines.

It is your responsibility to ensure you follow the competition guidance rules and allow sufficient time to complete all of the competition requirements described in this document.

Competition process

This competition will follow the process set out below:

Deadline: 17.30 Central European Time 8th January 2016. Your EUREKA application form, appendices and finance form should be emailed to: uk.Chile.call2016@eurekanetwork.org

Please note, the Eureka application form and Appendices should be submitted as Portable Document Format (.pdf) and the Finance Form as an excel document.

The following link contains detailed information on full eligibility criteria and which documents need to be uploaded as annexes to prove eligibility for Chile companies:

<http://www.corfo.cl/programas-y-concursos/programas/prototipos-de-innovacion-corfo--innovate-uk>

Once the competition submission deadline is reached, and provided your joint project fulfils the respective project eligibility criteria of Corfo and Innovate UK, your application will pass through to the assessment stage. Your application will then be assessed by independent assessors assigned by Corfo, all experts within their fields who will review your application, score it and return their scores and comments.

Once all applications have been assessed, they will be ranked according to the scores given by the assessors. The Corfo assessment panel, Subcomité de Innovación Empresarial, will then convene to discuss all applications and scoring with a view to ensuring the appropriate applications are recommended for funding.

Each partner will be notified of the outcome of their application on **1st March 2016**.

2. The additional application requirements for Chile partners

In addition to the EUREKA form, Chile partners need to submit additional information. This is detailed below.

- 1) **Appendices 1 and 2**, as per below
- 2) **Finance Form** for each Chile partner (including Work Plan on tab 2)
- 3) **Accreditation of trade** for at least the 12 months prior to the closing date for applications
(see detailed requirements section 5.1 of Bases Línea Prototipos document)
- 4) **Accreditation of annual sales** for determining size of company
(see detailed requirements section 5.1 of Bases Línea Prototipos document)
- 5) **Accreditation of Chilean Legal Capacity**
(see detailed requirements section 14c of Bases Línea Prototipos document)

These documents must be submitted with the application form to Eureka via email:
uk.Chile.call2016@eurekanetwork.org

Please note: all appendices are compulsory for Chile partners

In order that assessors can open and read the appendices, each appendix must:

- conform to the maximum length specifications listed below
- be submitted in Portable Document Format (.pdf)
- be legible at 100% zoom/magnification
- font size Calibri 11
- display prominently the 'Project title' as entered on the application form

If you submit appendices longer than specified below, they will be truncated and the excess discarded.

Appendices may be printed or photocopied in black and white, so colour should not be used as the sole method of conveying important information.

Please note: The numbering within each appendix relates to the relevant section of the Eureka application form. You must answer **ALL** of the questions listed below.

Appendix	Guidance – Answer ALL Questions Below
<p><u>APPENDIX 1</u></p> <p>Related to section 2.2.1 <i>Describe the state-of-the-art of the technology.</i> <i>(Up to 2 sides A4)</i></p> <p>Related to section 2.2.2 <i>Describe the technological developments envisaged</i> <i>(Up to 2 sides A4)</i></p>	<p><u>OPPORTUNITY</u></p> <ol style="list-style-type: none"> i. From what need, problem, challenge or opportunity does this project originate? ii. Which target market does your project aim to impact upon? Describe quantitatively and qualitatively. iii. What are the expected economic impacts on your business if the innovative project is implemented? Quantify in relation to additional earnings, cost reduction etc. iv. Are there any regulatory issues that could interfere in the proposed development of the project and if so, how would you deal with them? v. If your project involves developing an innovative solution for a specific product, provide any evidence indicating any potential buyer interested in your solution (letter of intent for example). Note: If your project does not involve the development of a specific product, please ignore. <p><u>SOLUTION</u></p> <ol style="list-style-type: none"> i. What solution do you propose for the opportunity specified as per above? How do you plan to develop this solution? ii. What are the risks or technological risks that must be overcome during the development of the project, in order to be able to reach the expected results? iii. What makes you think that the solution proposed by this project will work? (Outline your initial hypothesis upon which the proposal is based. Include any existing preliminary background information such as experimental tests, papers, state-of-the art etc. that may support your argument that this proposal will be a success).
<p><u>APPENDIX 2</u></p> <p>Related to section 2.3 <i>Market Application and Exploitation</i> <i>(Up to 1 side A4)</i></p>	<p><u>MARKET APPLICATION AND EXPLOITATION</u></p> <ol style="list-style-type: none"> i. Who is/are your main competitor(s)? ii. What similar developments to your project proposal exist (to the best of your knowledge), in the global market? iii. Describe the novelty and added value of your proposed solution in relation to any other existing ones, emphasising how yours differs from that of your competitors.

<p>Related to section 2.2.3 <i>Describe the concrete results expected at the end of the project</i> <i>(Up to 1 side A4)</i></p>	<p><u>BUSINESS MODEL</u></p> <ul style="list-style-type: none"> i. Outline the strategy you will implement in order to be able to capture the value generated by the project’s innovative development. ii. Outline any plan you have to further commercialise and/or upscale production in order to satisfy potential demand, once your project has finished. What alternative sources of finance are you considering exploring once this project has finished, in order to carry this out?
<p>Related to sections 3.6/7 and 4.6/7 <i>Contribution to the Project</i> <i>(Up to 1 side A4)</i></p>	<p><u>SKILLS, EXPERIENCE AND CAPACITY</u></p> <ul style="list-style-type: none"> i. Indicate who will make up the team working on the project. What skills and experience do each of you have in the project area or in similar developments? ii. What is the level of dedication that the implementing team will have throughout the course of this project? iii. Include a brief description of the beneficiary (Chile business) and Chile-based associate (if relevant), demonstrating your ability to carry out this project (infrastructure, commercial, financial capacity etc.) iv. Include a brief description of the UK business with which you will be partnering in this joint project and their added value, demonstrating your ability to carry out this joint project.

3. Finance Forms detailing project costs and work plan

Information on project finances and eligible costs is available in the Corfo terms and conditions document (Bases Línea Prototipos) available at:

<http://www.corfo.cl/programas-y-concursos/programas/prototipos-de-innovacion-corfo--innovate-uk>