



IMEC.ICON INFORMATION SESSION

| imec.icon CALL 2024-2

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SHOWCASING PROJECT RESULTS: AI4FOODLOGISTICS PROJECT



**Supermarkets rely on seamless coordination
between retailers, suppliers, and logistics**

IMEC.ICON INFORMATION SESSION

imec.icon CALL 2024-2

SHOWCASING PROJECT RESULTS: 5G BROADCAST PROJECT



The imec.icon project 5G Broadcast created a unified solution using 5G for live video streaming to mobile devices,

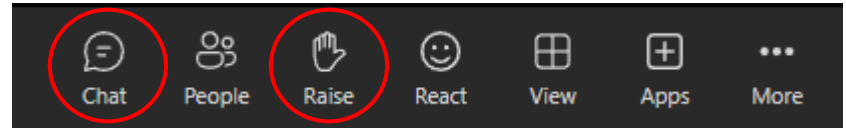


IMEC.ICON INFORMATION SESSION

| imec.icon CALL 2024-2

WEBINAR

- You are all put on mute
- If you have a question:
 - Type your question in the chat
 - Raise your virtual hand and we will unmute you
- This session will be recorded and shared with you afterwards, together with the slides



AGENDA

- Introduction to imec
- imec.icon program, project modalities and IPR model
- Example projects
- Application procedure
- VLAIO and Innoviris funding
- Next steps

A pair of hands is shown from the bottom, cupping a glowing Earth globe. The globe is illuminated from within, showing continents and oceans in a warm, golden-brown light. The background is dark and filled with small, out-of-focus light points, suggesting a starry sky or a futuristic environment. The overall mood is one of care, responsibility, and hope for the future.

As a **world-leading R&D** hub, we aspire the impossible and aim for **disruptive innovation**. We maximize societal impact by creating **smart sustainable solutions** that enhance **quality of life**.

At imec, we shape the future.

KORTRIJK
SMART EDUCATION

ANTWERP
CITY OF THINGS



Universiteit
Antwerpen



UNIVERSITEIT
GENT

GHENT
SMART APPLICATIONS



VRIJE
UNIVERSITEIT
BRUSSEL

BRUSSELS
EU HUB

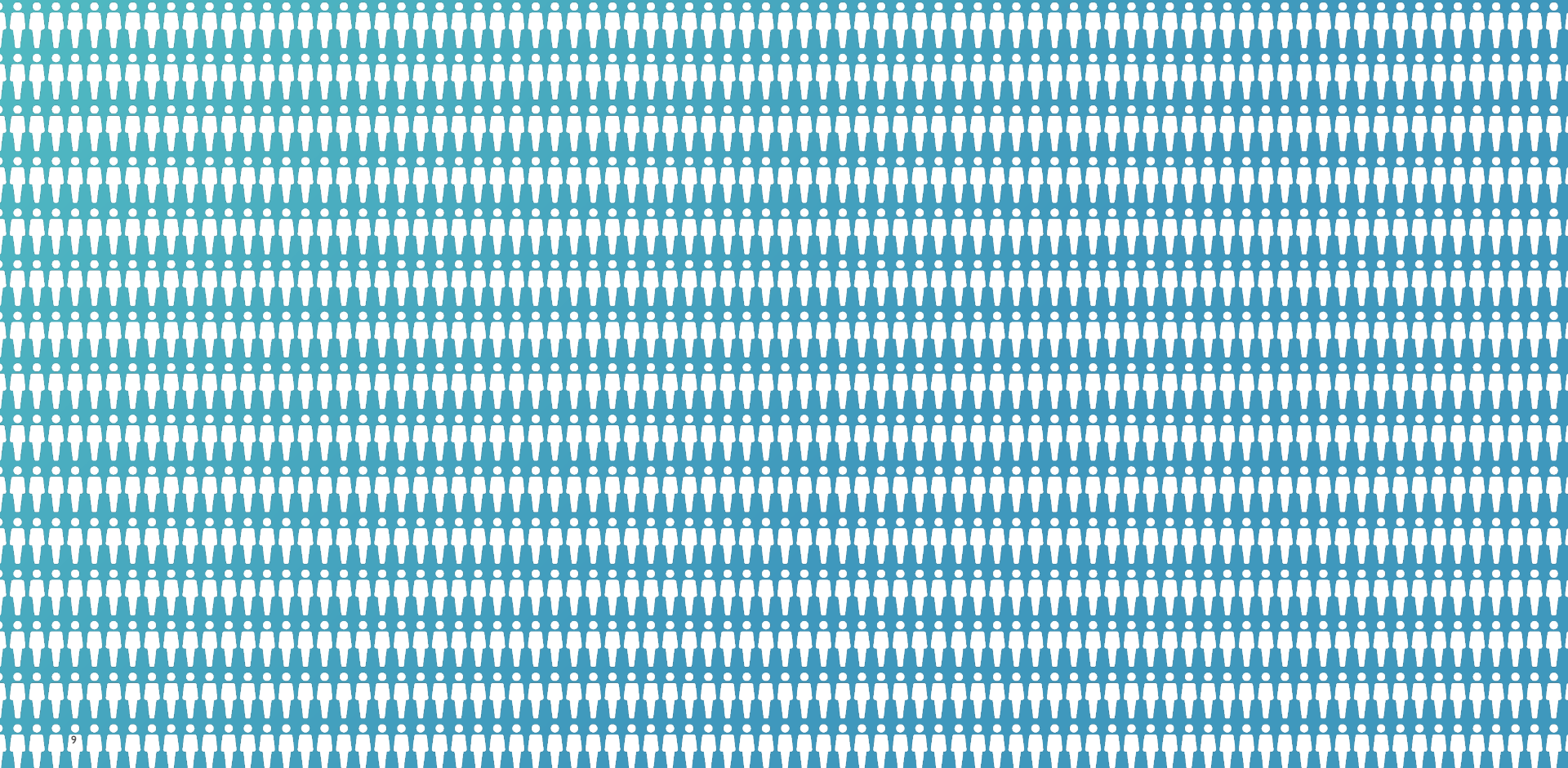
UHASSELT

KU LEUVEN

LEUVEN
HEADQUARTERS

GENK
ENERGYVILLE

MORE THAN 5,500 BRILLIANT MINDS



IMEC R&D PLATFORMS

APPLICATION DOMAINS

SMART HEALTH



SMART MOBILITY



SMART CITIES



SMART INDUSTRIES



SMART ENERGY



SMART EDUCATION



SMART INFOTAINMENT

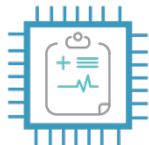


SMART AGROFOOD

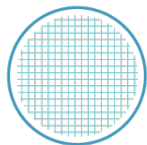


SEMICONDUCTOR & SYSTEM TECHNOLOGIES

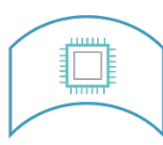
CORE CMOS



SENSOR TECHNOLOGY



FLEXIBLE TECHNOLOGY



PATTERNING TECHNOLOGY

LOGIC TECHNOLOGY

MEMORY TECHNOLOGY

INTERCONNECT TECHNOLOGY

3D INTEGRATION OPTICAL I/O

DIGITAL TECHNOLOGY PLATFORMS

CONNECTIVITY & NETWORKING



DIGITAL PRIVACY & SECURITY



DATA MANAGEMENT & ARTIFICIAL INTELLIGENCE



IMEC BUSINESS MODELS TO CREATE IMPACT


R&D
COLLABORATION

The icon depicts two overlapping speech bubbles. The upper bubble contains three interlocking gears, symbolizing research and development. The lower bubble contains a simple bar chart with three vertical bars of increasing height, representing data analysis or collaboration.

DEVELOPMENT

The icon shows a hand holding a wrench, positioned as if working on a lightbulb. The lightbulb is illuminated, with several short lines radiating from its top, signifying an idea, innovation, or the development process.

VENTURING
STARTUPS & FUNDS

The icon features a stylized rocket ship with a pointed nose and a circular window, launching upwards from a base. The base is represented by a horizontal line with several small circles, suggesting a launch pad or a network of support.

IMEC BUSINESS MODELS TO CREATE IMPACT

R&D
COLLABORATION



DEVELOPMENT



VENTURING
STARTUPS & FUNDS



IMEC BUSINESS MODELS TO CREATE IMPACT

R&D
COLLABORATION



DEVELOPMENT

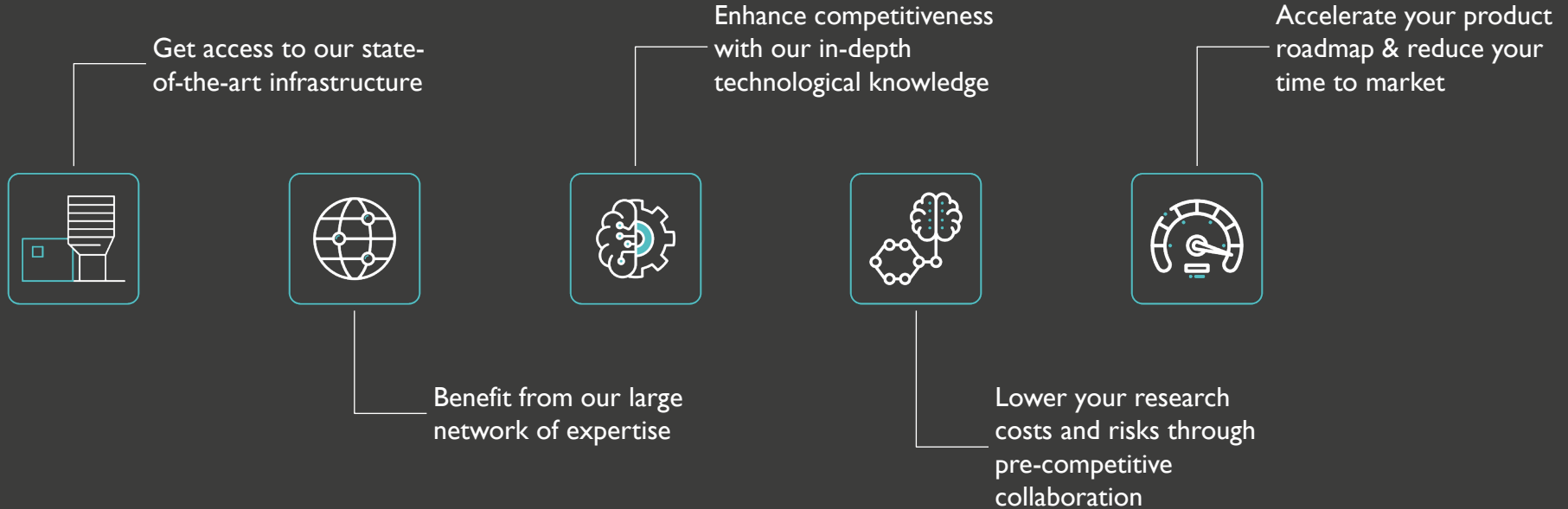


VENTURING
STARTUPS & FUNDS



low-barrier access applied research
between imec and industry

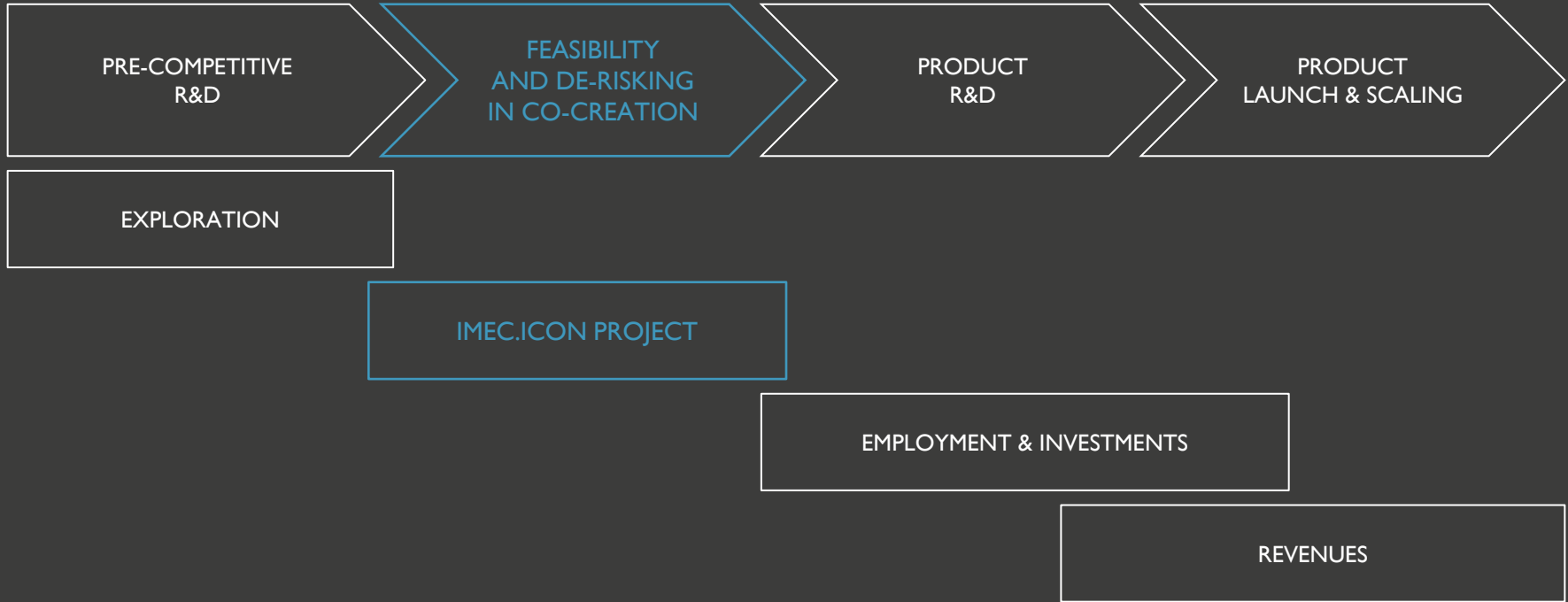
COLLABORATIVE RESEARCH MODELS ANSWERING YOUR NEEDS



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- Example projects
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THE POSITION OF IMEC.ICON IN THE R&D LIFE CYCLE



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

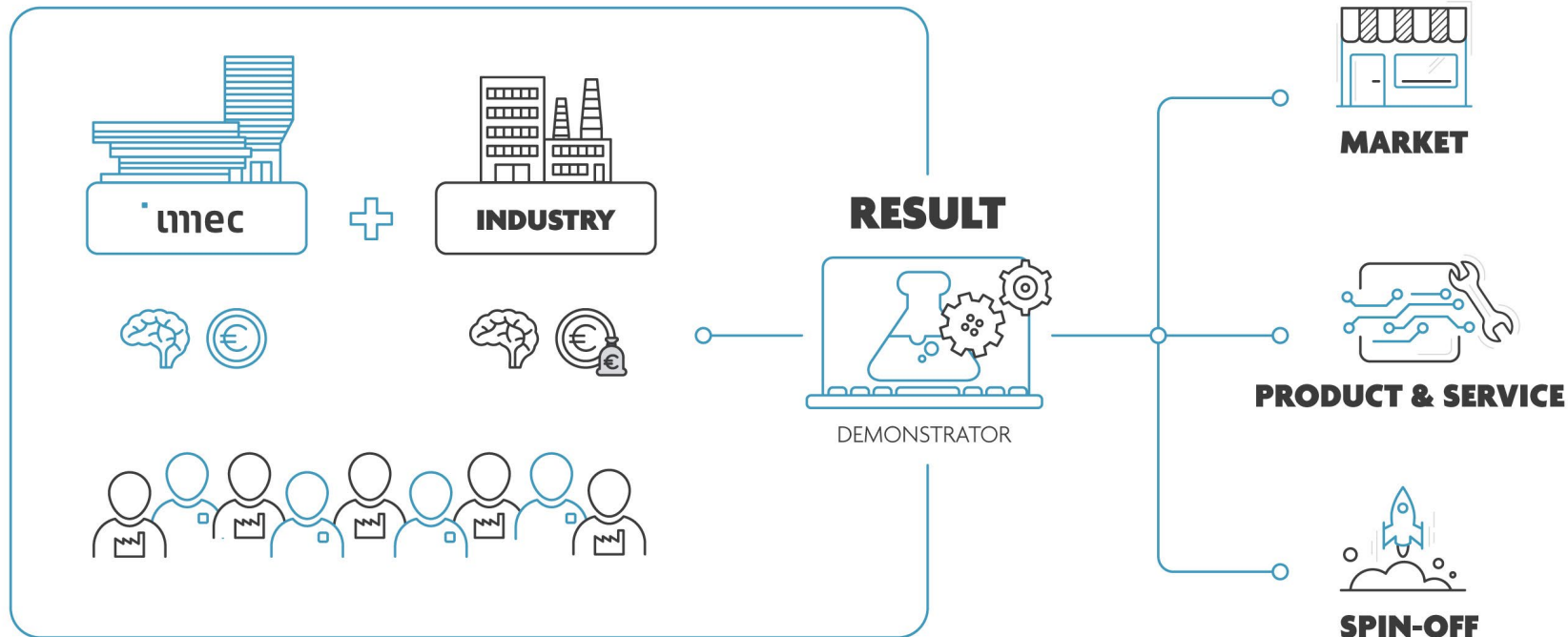
TRL 7 – system prototype demonstration in operational environment

TRL 8 – system complete and qualified

TRL 9 – actual system proven in operational environment

INTERDISCIPLINARY COOPERATIVE RESEARCH

VALORIZATION



IMEC.ICON CHARACTERISTICS



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



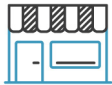
Balanced consortium
balanced contribution of industry
and research partners



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



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 to 3 year duration

IMEC.ICON KEY FIGURES 2012 – 2024



20
CALLS ORGANIZED



364
PROJECT PROPOSALS



142
PROJECTS APPROVED



€ 114M
RESEARCH FUNDING



417
PARTNERS
INVOLVED



70%
FIRST TIME PARTNERS
PER CALL



6X
LEVERAGE ON PUBLIC FUNDING
WITHIN COMPANIES



61%
INDUSTRY CONTRIBUTION

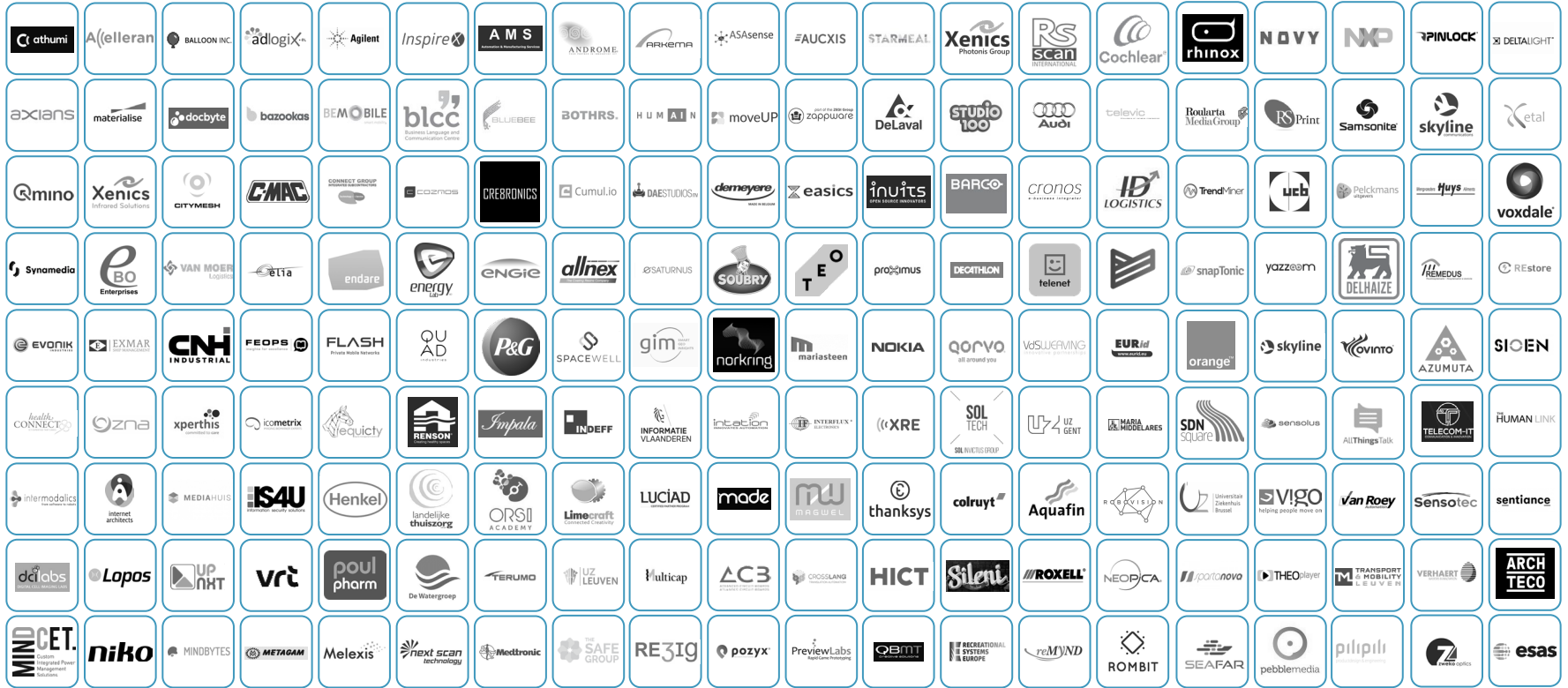


€ 2.1M
AVERAGE PROJECT
SIZE



51%
SME PARTICIPATION

417 IMEC.ICON PARTNERS AND COUNTING



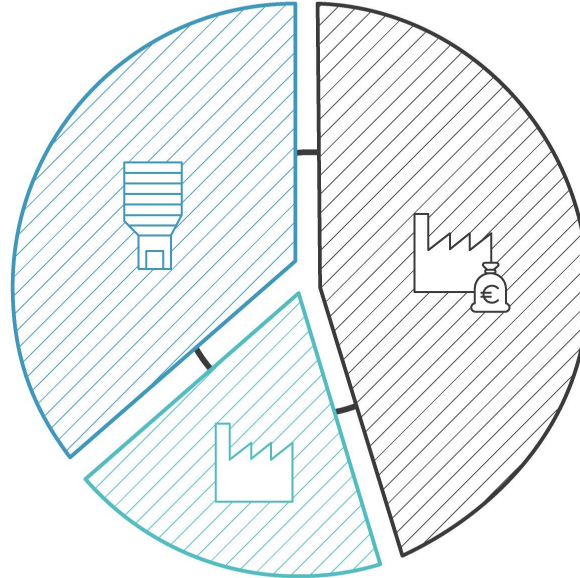
IMEC.ICON CONSORTIUM

RESEARCH GROUPS



Min. 2 groups

- imec (min. 1)
- Flemish universities
- Other



INDUSTRY PARTNERS



Min. 3 independent companies,
of which **2 Flemish** companies

(+ Brussels region, Belgium, international)

IMEC.ICON CONSORTIUM

RESEARCH GROUPS

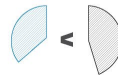
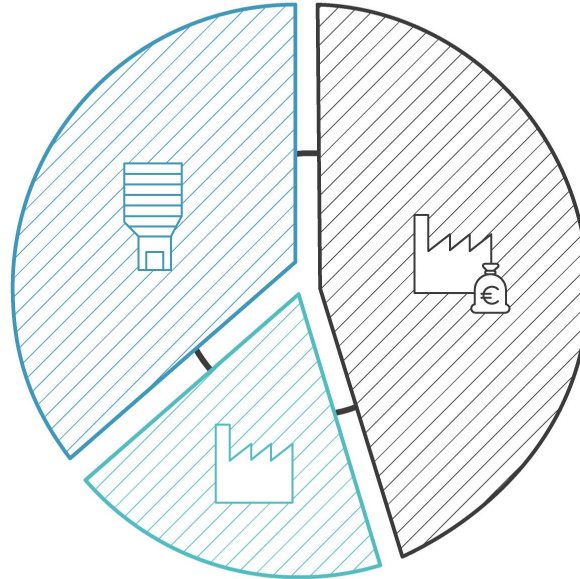


Min. 2 groups

- imec (min. 1)
- Flemish universities
- Other

FUNDED RESEARCH GROUPS

- **imec dotation:** imec & Flemish research organisations
- **Own budget:** other research groups



INDUSTRY PARTNERS



Min. 3 independent companies,
of which **2 Flemish** companies

(+ Brussels region, Belgium, international)

FUNDED INDUSTRY PARTNERS

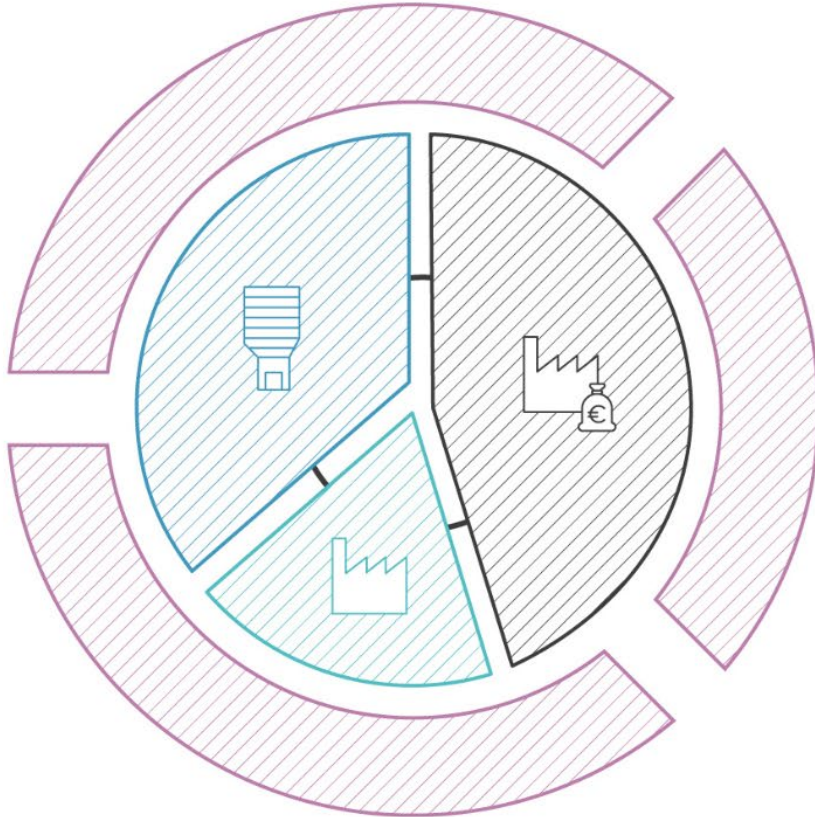
- VLAIO (Flanders)
- Innoviris (Brussels region)

INDUSTRY PARTNERS WITH OWN FUNDING

- Allowed
- Don't count for the 50/50

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

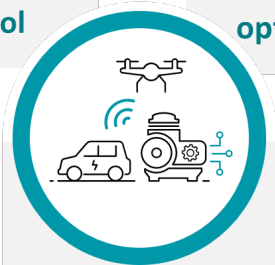
PARTNERS WITH IMEC IN IMEC.ICON PROJECTS



Decision & control



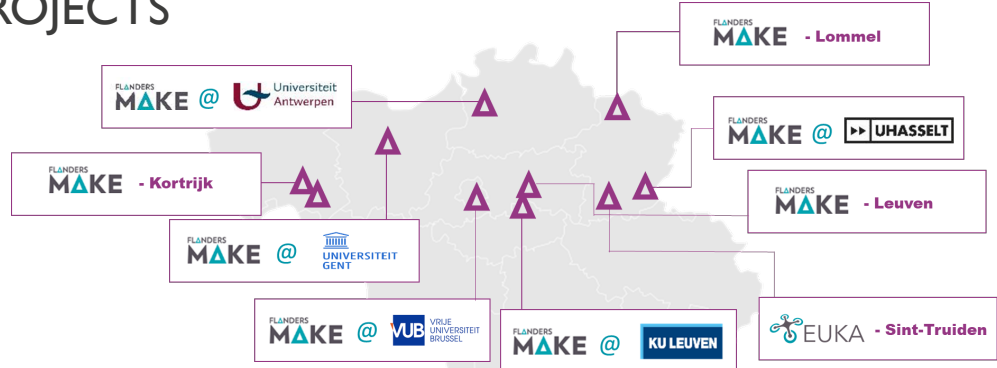
Design & optimisation



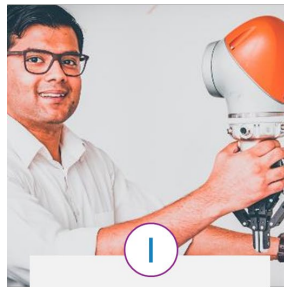
Motion products



Flexible assembly

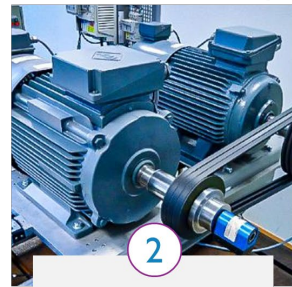


650+ highly specialised researchers



1

Production



2

Machines



3

Vehicles

SMART EDUCATION IN IMEC.ICON

SMART EDUCATION EXTENSION PROJECTS

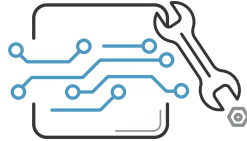


- Objectives
 - Enable **evidence-based validation** of effects of the developed educational technologies (EdTech) in schools
 - Increase **adoption rate** of EdTech by Flemish schools
- Schools can receive funding from imec
 - Activities: **experimenting** with cutting-edge EdTech, **validating** the added value of the technologies developed in the project and broad **dissemination** of the insights

VALORIZATION



Entering new markets or targeting new customer segments



Launching new product line or improving current products or services



Launching new spin-off company, joint-venture or external startup

IMPACT FOR COMPANY AND FOR FUNDING REGION



Added value for the **company**

EXTRA REVENUES, LARGER MARKET SHARE,
IMPROVED MARGIN, ETC.

Added value for the **funding region**

EXTRA EMPLOYMENT & INVESTMENTS
OR GROWTH IN LABOR PRODUCTIVITY

ANCHORING IN THE FUNDING REGION
SOCIAL BENEFITS

Up to 5 years after project end

INTELLECTUAL PROPERTY RIGHTS (IPR)



- The IPR model in imec.icon is **fixed** and complies with **EU state aid rules**
- The IPR model stimulates and rewards **collaboration**
- 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: exclusive access to Foreground is **not possible** in imec.icon

ACCESS RIGHTS FOR VALORIZATION BASED ON WORK PACKAGE (WP) STRUCTURE

	Same Work Package	Different Work Package
Foreground	Royalty-free (extra conditions: see below)	Favorable
Background	Market conditions	Market conditions

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

BUSINESS REASONS TO CONSIDER IMEC.ICON



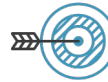
imec's technologies and expertise can provide companies with **significant product** or **service differentiators**



imec's **large network of researchers** is well-connected to the Flemish innovation ecosystem and helps companies find possible partners



imec.icon stimulates **collaborations** between the different actors in the innovation ecosystem



imec.icon projects deliver **tangible results** and support an **iterative approach**



imec.icon helps companies deal with **co-innovation** and **adoption-chain risks**



imec.icon is a **low barrier** program to work with imec in applied research

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RECENTLY APPROVED IMEC.ICON PROJECTS



Floodify
Improved Flash Flood Identification via Optimised Data Usage & Sharing

Use case: Flash-flood Detection & Assessment
Use case: Flash-flood Forecasting & Assessment
Use case: Flash-flood Forecasting & Assessment
Use case: Flash-flood Forecasting & Assessment

SHARCS
Selective sHARing of aCcredited Solid pod data

1. log in
2. grant and check permissions
3. minimize data & 4. accredit minimized data
Clearing House
Secure Data Exchange

SWC 5.0
Hybrid AI and transfer learning for efficient water leak localisation

PACSOI
Unleashing the potential of personal health data vaults in a safe, trustworthy and scalable manner

Historical health data
Aggregators to enable scalable Analytics & Querying (AQ)
Federated ML (ML)
Transparent, Efficient, Encrypted & Interoperable & High-quality Linked Data
Sustainable multi-modal Linked Data Consortium (M2LDC)

PULSAR
Positioning Using Light Signals of opportunity for room-reliable Asset tRacking

VITAZ DE FOFER MARIA MIDDLELARES HICT
ULTIMO waves
TELECOMIT

HAIRoad
Hybrid AI for Predictive Road Maintenance

- (1) Sensors + Data Distribution
- (2) Quality Indicators
- (3) External Data
- (4) Forecasting with Hybrid AI
- (5) Sensor Fusion
- (6) Recommendations
- (7) Recommendations

IMEC.ICON INFORMATION SESSION

| imec.icon CALL 2024-2

SHOWCASING PROJECT RESULTS: WISH PROJECT



SHOWCASING PROJECT RESULTS: SURV-AI-LLANCE PROJECT

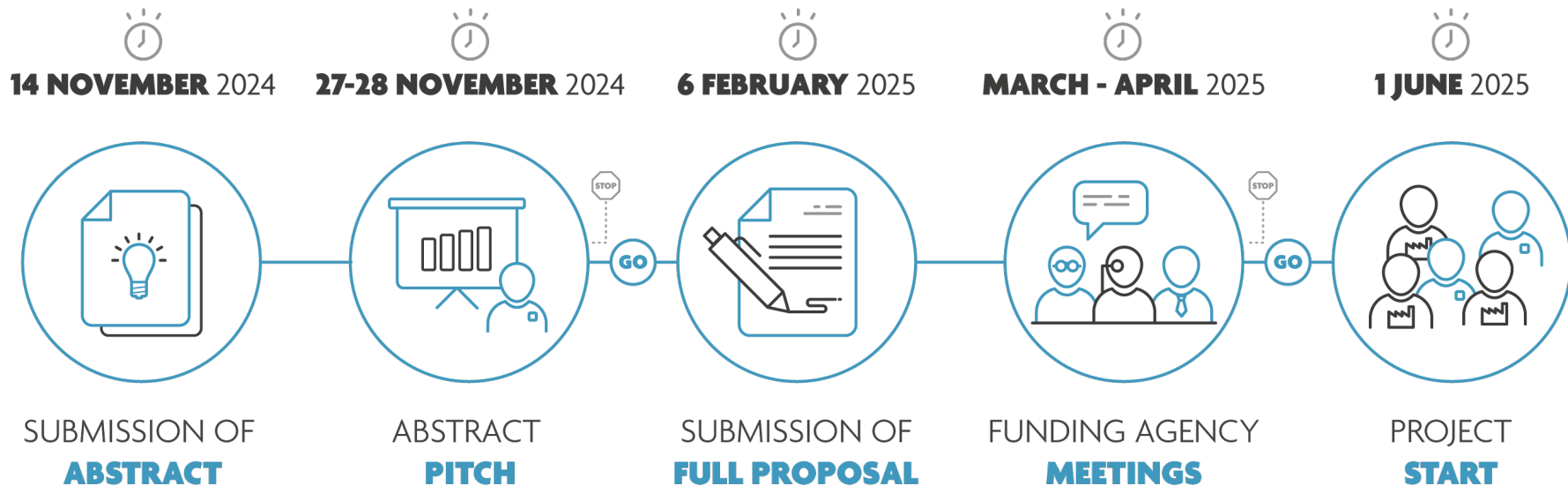


Q&A

AGENDA

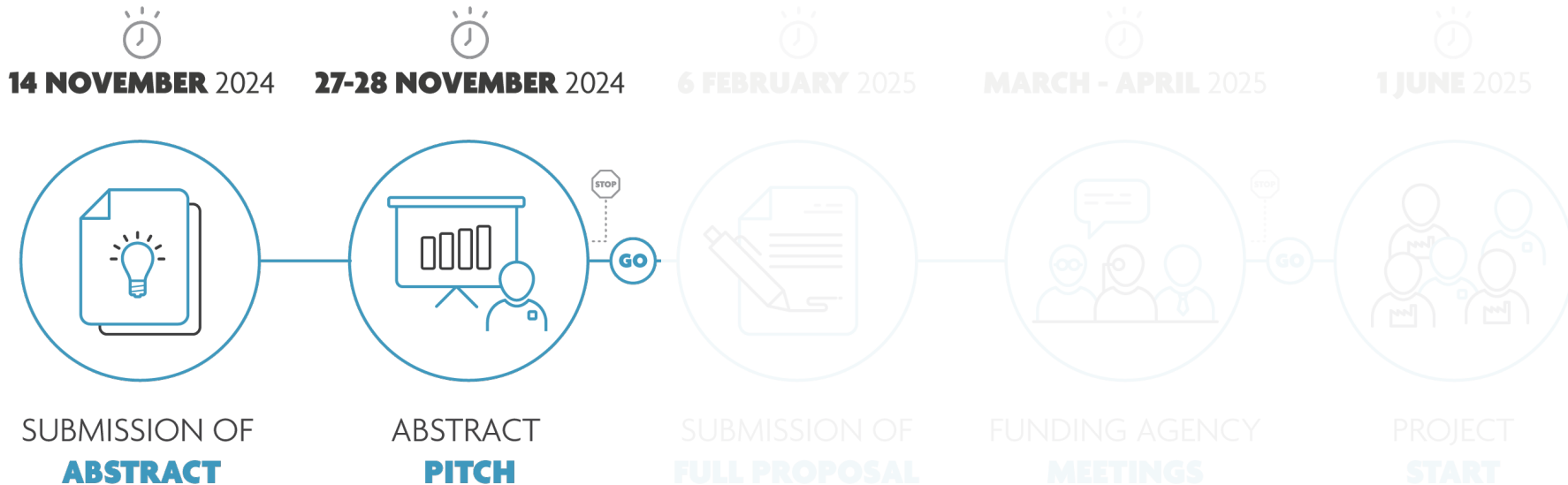
- Introduction to imec
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IMEC.ICON EVALUATION PROCESS



IMEC.ICON EVALUATION PROCESS CALL 2024-2

ABSTRACT PHASE



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 impact
- Information on the partners, as input for **Pre-application** step

Structure of abstract is aligned with structure of full proposal



Template is available on imec website

ABSTRACT PHASE: EVALUATION PROCEDURE



14 November

- Submit your abstract

20 November

- Receive feedback and questions from experts

27 – 28 November

- Pitches in front of panel

ABSTRACT PHASE: PITCH IN FRONT OF PANEL



■ Pitch

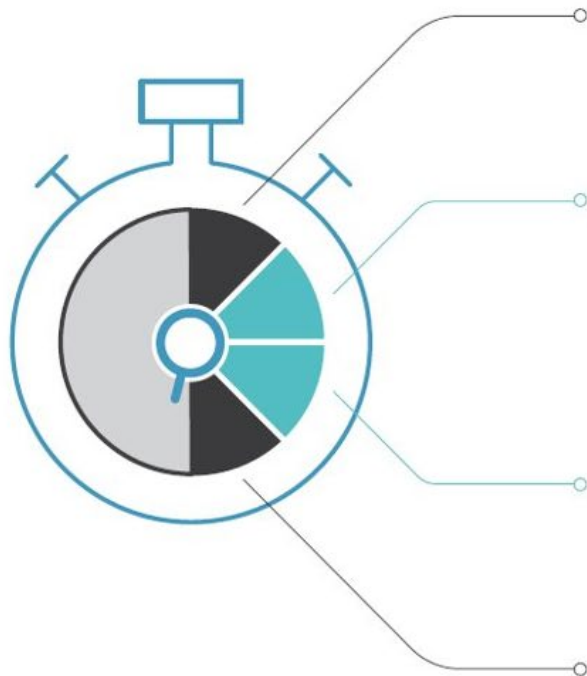
- Short presentation (15 minutes)
 - General project presentation
 - Presentation of valorization plans of the industry partners (preferably presented by representatives of the industry partners)
 - Rebuttal on questions received from panel
- Followed by a short Q&A
- Consortium presence
 - Max. 5 consortium members, incl. research lead and project lead

■ Panel

- External domain experts
- Representatives of imec

PITCH FLOW

60 MINUTES
PER CONSORTIUM



PANEL ONLY

10 MINUTES

Expressing the most important remarks & questions



CONSORTIUM

15 MINUTES

Pitch presentation



CONSORTIUM & PANEL

20 MINUTES

Q&A



PANEL ONLY

15 MINUTES

Discussion + scoring



Abstract Jury: focus on general quality, valorization & fit

- One jury for all abstracts
- Jury appointed by imec*

* in cases of a conflict of interest, jury members do not participate in the evaluation of the abstract

IMEC.ICON ABSTRACT EVALUATION CRITERIA (1/2)

CLEARLY DEFINED AND AMBITIOUS RESEARCH OBJECTIVES

- The research goals as well as the problems that the project wants to tackle are well-defined, focused and clear.
- There is a substantial progress (improvement) in comparison with former or ongoing research.

APPROPRIATE CONSORTIUM WITH RELEVANT APPROACH

- The consortium organization and structure are in line with the project challenges.
- All the necessary areas of expertise are represented within the consortium.
- The contribution and added value of each partner in the project is clear.
- The consortium is cooperative, the partners work together instead of side by side.
- There is a suitable partner for each important step in the value chain.
- Risks related to privacy or ethical issues during project execution or valorization are identified and a plan for mitigation is outlined.

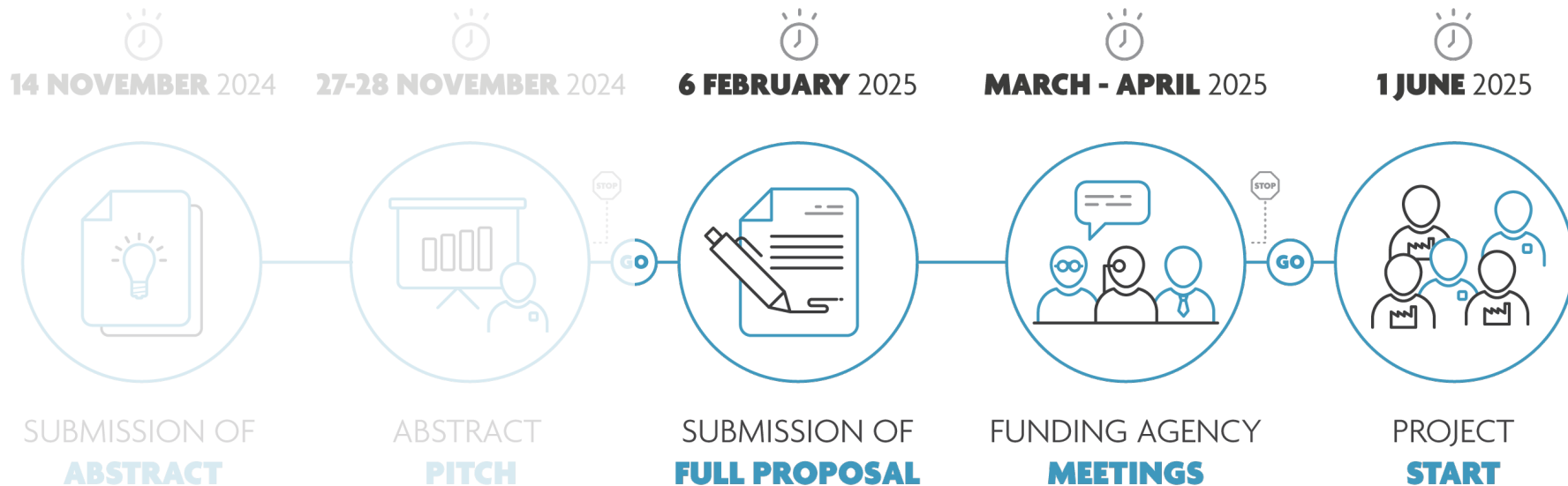
IMEC.ICON ABSTRACT EVALUATION CRITERIA (2/2)

SOCIAL / ECONOMIC VALORIZATION AND ADDED VALUE OF THE PROJECT

- The project is driven by demand from the market.
- The description of the valorization potential is clear. The project is aimed at the economic and / or social valorization of the knowledge creation.
- The project offers clear perspectives on (multiple) applications for (several) companies and / or sectors.
- It is clear which partner(s) take responsibility for the go-to-market.
- The added value of the project to the companies (e.g., in terms of extra revenues) and to the funding region (in terms of extra employment, investments and possible societal benefits) is substantiated.

IMEC.ICON EVALUATION PROCESS CALL 2024-2

FULL PROPOSAL PHASE



There will be a specific info session on the full proposal procedure

INFO SESSION ON FULL PROPOSAL

ONLINE SESSION

5 December

- 11am – 13.00pm: General info session
 - Detailed session with tips & tricks

5 December – 6 February

To be planned: 1 session per consortium

- Discuss feedback from abstract jury
- Kick-off of support by VLAIO Team Bedrijfstrajecten (Innovatiecentrum)

HOW TO SUBMIT YOUR APPLICATION

ABSTRACT AND FULL PROPOSAL SUBMISSION: VIA MYPROJECTS

MyProjects:

- Submitting your application
- Follow-up
- Reporting

The screenshot shows the imec MyProjects interface. At the top, there is a teal navigation bar with the imec logo on the left and three menu items: 'MY PROJECTS', 'HELP', and 'CONFIDENTIALITY STATEMENT'. Below the navigation bar, the main content area is divided into a left sidebar and a main dashboard. The sidebar is dark grey and contains a list of menu items: 'DASHBOARD', 'SUMMARY', 'PROJECT DOCUMENTS', 'PARTNERS', 'MEMBERS', 'EXPERTS TO AVOID', and 'CHANGE LOG'. The main dashboard is light grey and features a 'Validate Submission' button with an information icon. Below the button, the word 'DASHBOARD' is displayed in large, bold, dark letters. Underneath, there is a section titled 'CORE MEMBERS' which lists three roles: 'PROJECT LEAD' (ZZ_Charlotte Waegebaert, charlottewaegebaert-zz@email.com), 'RESEARCH LEAD' (ZZ_Roger Willems Ozg, rogerwillems-zz@email.be), and 'PROPOSAL MANAGER' (ZZ_Laura De Sutter, zz-laurads@email.com).

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

Start a new application

- Not a user in MyProjects?

⇒ Register via website



Start your new abstract as of today

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

ABSTRACT SUBMISSION: VIA MYPROJECTS

TO DO'S

	Add directly	Upload	
Content	<ul style="list-style-type: none">• Project metadata• Partners + MM• Members + roles• Experts to avoid	<ul style="list-style-type: none">• Abstract doc (doc/PDF)• Resubmission letter• Motivation letter• Company size determination	<ul style="list-style-type: none">• Pitch slides (ppt)
	Deadline: 14 November		1 day before pitches

!! Check VAT number of partners !!

ABSTRACT SUBMISSION: EXTRA DOCUMENTS

EXTRA DOCUMENTS

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

ZZ_TESTPROJEC...

Phase: Abstract

DASHBOARD

SUMMARY

PROJECT DOCUMENTS

PARTNERS

MEMBERS

EXPERTS TO AVOID

CHANGELOG

PROJECT DOCUMENTS

The maximum size per document is 25MB. If you have a document that is larger or another file type, please contact icon@imec.be and transfer by a manner of your own choosing.

TEMPLATES

ICON ABSTRACT

What? Document containing the offline sections of the ICON Abstract.

Templates **Template (ENG)**

[Link to template](#)

ICON ABSTRACT MOTIVATION LETTER

What? Motivation letter for first-time research groups:
First-time research groups in imec/icon that want to request research funding from imec, have to provide a motivational side letter.

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

- Which research group? (university - faculty - research group...)
- Why did the consortium choose this research group?
- The document needs to be signed by the Research lead.
- Length: 0.5-1 A4 page
- Language: free choice NL or Eng

ICON ABSTRACT REBUTTAL

What? Document with answers to the questions from the experts.

Templates **Template (ENG)**

[Link to template](#)

ICON ABSTRACT RESUBMISSION LETTER

What? If an ICON project already has 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 Steven Van Assche (the instrument leader) to discuss the feedback & modifications for resubmission. Please contact icon@imec.be in order to set up such a meeting.
- Prepare a resubmission document prior to the meeting, that contains a description of the major changes between this submission and the previous one (what will be added/removed/clarified...). This document is free format (e.g. one pager, slideset).
- 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.

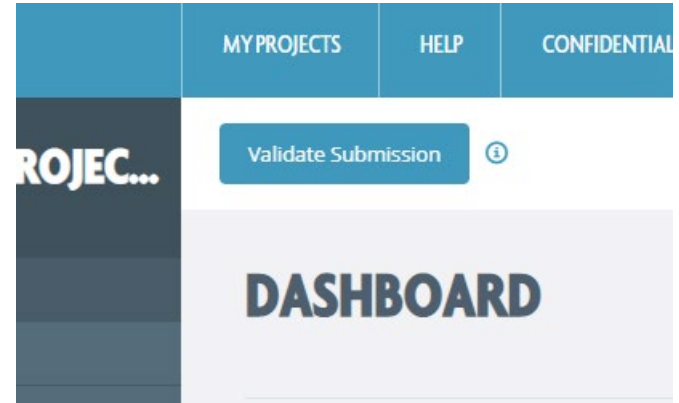
ADD DOCUMENT

Project Document Type

--None--

VALIDATE AND SUBMIT YOUR PROJECT

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



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
 - Text is fixed
 - To be signed in VLAIO KRIS portal by legal representative
 - Content:
 - Intention of each partner to implement its own task package
 - Acceptance of the imec.icon Collaboration Agreement
 - Termsheet with IPR framework

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, ...
- **User group Agreement (if applicable)**

AGENDA

- Introduction to imec
- imec.icon program, project modalities and IPR model
- Example projects
- Application procedure
- **VLAIO and Innoviris funding**
- Next steps

APPLYING FOR VLAIO OR INNOVIRIS FUNDING

- Funding applications within the imec.icon procedure

- VLAIO (Flemish region)

AGENTSCHAP
INNOVEREN & ONDERNEMEN

- Innoviris (Brussels region)

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.brussels 
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www.vlaio.be



Vlaanderen
is ondernemen

imec.icon

Information session 2024.09.05

1. ICON: what & why participate
2. Some info & eligibility requirements
3. Funding percentage (R versus D)
4. Project budget – VLAIO cost model
5. Project impact for the company and for Flanders
6. Evaluation process

VLAIO

1. ICON: what & why participate?

- Demand driven cooperative research
- **Interdisciplinary Collaborative Research Project, consisting of**
 - at least 2 (imec) research organizations, and
 - at least 3 unrelated companies (or social profit organizations), of which min. 2 and max. 6 with VLAIO support.
- **Duration of an icon project:** min. 2 years, max. 4 years.
- **An ICON project consists of 2 project parts:**
 - a research part = strategic basic research, carried out by the research organisations
 - company part = industrial research, carried out by the companies
- **Goal: Generate new knowledge that can be practically applied to develop innovative solutions that will subsequently find their way into the market offerings of the participating partners**

1. ICON: what & why participate?

→ **What are your specific reasons to participate?**

i.e. what do you hope/expect to get out of the project?

→ **Why are you a key partner in the project?**

i.e. what do you bring to the project?

→ **If this is clear: project quality & success will increase!**

2. Some info & eligibility requirements


- For organisations (companies or non-profit) with legal entity and activities in Flanders
- For innovation topics in all domains
 - Possible restrictions for military and dual use applications: see <https://www.vlaio.be/nl/subsidies-financiering/onderzoeksproject/voorwaarden/projecten-met-militair-tweeerlei-gebruik-dual>

2. Some info & eligibility requirements

- **Determination of company size**



- In pre-application:

type of company	<i>large</i>
document “bepaling grootte onderneming” and mandatory attachments attached	<i>yes</i>

- Use  VLAIO_bedrijfsinnovatiesteun_bepaling_grootte_onderneming_eng_mei2024
- Mandatory document for all companies applying for VLAIO funding
- When part of a group -> need to consolidate at group level (-> consolidation rules)

-> needed to determine grant % + some specific requirements vary accordingly to company size

2. Some info & eligibility requirements

- No funding when UID (Undertaking In Difficulty) See [more information](#)
 - In pre-application: **The partner is not UID now, nor by FP filing deadline**
 - The UID calculation module is mandatory for all companies applying for VLAIO funding
 - To calculate the UID status of your stand-alone company:  [VLAIO_bedrijfsinnovatiesteun_Rekenmodule_moeilijkheden_januari2024](#)
 - When your company is part of a group, additionally use:  [Berekening ondernemingsgrootte en OIM op groepsniveau juli 2023](#)
 - When UID:
 - to be solved at latest by the date of submission of full proposal!
 - please inform your consortium partners & imec/VLAIO TB project advisor

4	Vul elke (niet-gearceerde) groene cel in: ook nulwaarden dient u in te voeren met de waarde 0.		
5			
6	Naam van de onderneming		000000000
7	Ondernemingsnummer		000000000
8	<u>Onderneming stand-alone</u>		
9		Groottetypologie	KMO
10	Kapitaalvenootschap (BVBA, CVBA, NV,...) => ja // Kapitaallose venootschap (BV, CV,...) => nee		ja
11	Einddatum laatst afgesloten boekjaar of (historisch/gebudgetteerde) tussentijdse financiële staten		
12	Einddatum voorlaatst afgesloten boekjaar (indien niet van toepassing, vul nvt in)		
18			
19			
20	Kapitaalhoudende onderneming		
21			
22	LAATST AFGESLOTEN BOEKJAAR OF (HISTORISCHE/GEBUGETTEERDE) TUSSENTIJDSE FINANCIËLE STATEN		
23			
24	000000000		
25			
26	Criterium 1: eigen vermogen (EV) minder dan 50% van geplaatst kapitaal (GK)		
27	Code	Omschrijving	0/01/1900
28	10/15 (+)	Eigen vermogen	0,00
29	101 (+)	Niet opgevraagd kapitaal	0,00
30	***	***	0,00
31	100 (+)	Geplaatst kapitaal	0,00
32	11 (+)	Uitgiftepremies	0,00
33	***	***	0,00
34	***	***	0,00
35		EV/GK	vul cellen C28-C32 in
36		Resultaat	vul cellen C28-C32 in
37			
38	vul alle bovenstaande groene cellen in om tot de OIM-beoordeling te komen		
39			
40			

2. Some info & eligibility requirements

- **Cashflow plan**, mandatory when filing full application document, in case when:
 - Your business is a small or medium-sized business and has been in existence for less than 3 years at the time of filing. The cash flow plan must reflect the financial impact of the VLAIO project at company level. You draw up the cash flow plan in a mandatory cash flow planning template on a monthly basis.



VLAIO_ENG_Kasstrooimplan maandbasis - v 20221122

2. Some info & eligibility requirements

- **Outline of Climate plan**
 - *Mandatory for large and energy-intensive companies* [>0.1 PJ/year final energy consumption at the site level, with $0,1$ PJ = $27,8$ GWh electricity, gas, fuel oil, diesel, heat, ...]
 - Describes how the company's relevant site will make the transition towards low-carbon operations in a climate-neutral Europe by 2050, taking into account the objectives of the Flemish Energy and Climate Plan (Horizon 2030)
 - Through the outline of the climate plan, the subsidy applicant must demonstrate that it has a climate plan
 - To be submitted at moment of full proposal submission
 - The detailed specification of the climate plan is not part of this outline
 - However, that document should be available for inspection by VLAIO

 VLAIO_toelichting_klimaatplan_eng_Jul2023

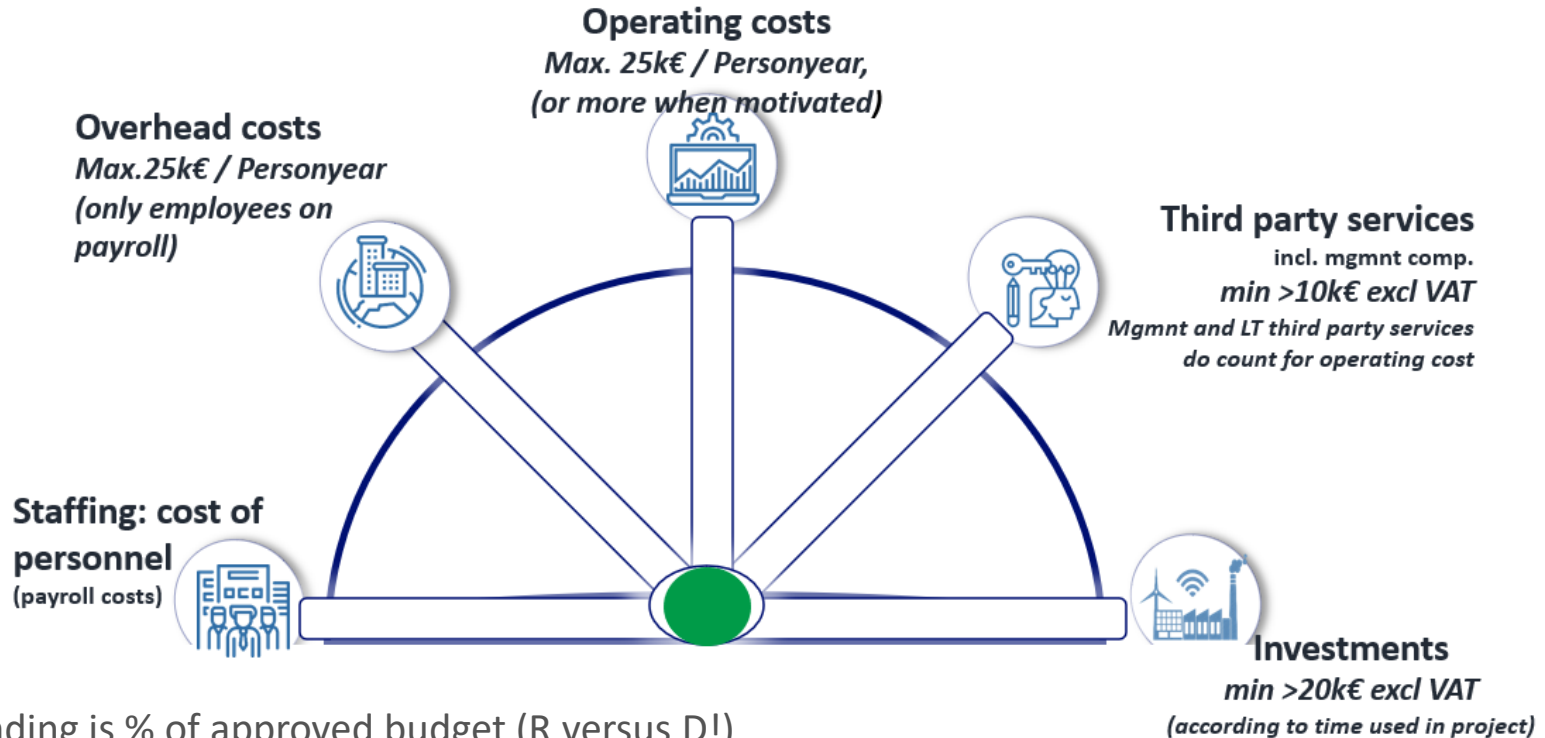
3. Funding percentage – R versus D

	Small	Medium-sized	Large
Experimental Development	45%*	35%*	25%*
Industrial Research	60%	60%	50%*

* + possibly 10% extra for *effective* collaboration between companies, of which one is an SME (!). Max. funding = 60%

- **Differentiation** based on:
 - Company size
 - Challenges and risks & type of knowledge used *as described in the activities in the WPs -> per partner!*
- **No funding** when purely using existing know-how ('standard engineering') or for non-eligible activities
- **Development** (TRL 4-7) if new knowledge is applied to your specific business. *Explain carefully:*
 - Why it is really new (compared to what others are doing)
 - Why it is more than merely combining what you already know
- **Research** (TRL 1-3) if clear step forward w.r.t. the state-of-the-art in your domain (worldwide) which involves significant challenges. *Explain carefully!*
- **A mix** of development activities & research activities is possible as well -> weighted R&D funding %

4. Project budget -> VLAIO cost model



- Funding is % of approved budget (R versus D!)
- Effective costs will be checked at the end of the project

• Cost model template (mandatory):



A108 *operating costs can be easily claimed up to a ceiling of EUR 25,000/p

Confidential - Budget application :											
PROJECT DETAILS											
4	Project name:										
5	Project form (from xx/xx/20xx to xx/xx/20xx):										
6	Company name or institution:										
7	Contract person for additional information (name, position, phone number and email address):										
STAFFING COSTS											
Employee (a), Operating costs (a), Barrens (b)											
14	Staff	Code (1)	Monthly salary (2)			PM spent on project			Total accepted PMN	Project staffing costs	
			Monthly salary year 1	Monthly salary year 2	Monthly salary year 3	PM Y.1	PM Y.2	PM Y.3			
15	Name or staff category								0,0	0,1	
16									0,0	0,1	
17									0,0	0,1	
18									0,0	0,1	
19									0,0	0,1	
20									0,0	0,1	
21									0,0	0,1	
22									0,0	0,1	
23									0,0	0,1	
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36									0,0	0,1	
37									0,0	0,1	
38									0,0	0,1	
39									0,0	0,1	
40									0,0	0,1	
41									0,0	0,1	
42									0,0	0,1	
43									0,0	0,1	
44									0,0	0,1	
88	TOTAL STAFFING COSTS							0,0	0,0	0,0	0,1

(1) Please enter one of the following codes in the "Code" column.
 "a": for project members with employee status (with a payroll and therefore on the company's payroll). Self-employed professionals who submit invoices for their services, including business managers contracted through management service companies, are considered third-party services.
 "o": (operating costs) for business managers and working partners listed in the company's share register + self-employed professionals and freelancers with a long-term formal commitment to the applicant company who may or may not pay themselves a salary (PMs do not count towards overhead costs, whereas they are considered in determining the ceiling on operating costs, except for workers who have a full replacement income). Long-term formal commitment means that the worker in question has or had the intention to work for the company for 12 consecutive months or for at least half the runtime of the project, provided that they do not work exclusively for the applicant company.
 "b": (barrens/pay scale) for companies or research institutions that have made prior arrangements with regard to the use of gross wages for certain staff categories or that have fixed pay scales. These rates are entered on an annual basis.
 (2) Wages costs are calculated based on a standard hourly rate (SHR) multiplied by the time spent on the project. The SHR is determined on a flat rate basis by multiplying the average gross monthly wages over the first project year (assuming full-time employment) of the staff member concerned at the start of the project by the coefficient 1.25. For employees who are yet to be contracted at the start of the project, one can enter the estimated gross monthly wages for their first month of employment. These average gross monthly wages are based on the fixed monthly wages/basic monthly wage/fixed composition, i.e. without any other allowance or benefits, such as holiday pay or an end-of-year bonus, yet these are already included in the 1.25 coefficient. Example: employee X works part-time (50%) and their average gross wages over the next 12 months = EUR 2,000/month. This employee's gross monthly salary will be = (EUR 2,000/50%) = EUR 4,000, EUR 4,000 x 1.25 = EUR 5,000 (= SHR). For projects spanning multiple years, an annual

5. Project impact

(1) Impact for your company	(2) Impact for Flanders*
= business case of the innovation project for your company (new products, services, ... new customers, extra sales,...)	Option 1: Impact based on employment and/or investment $\sum \text{EMP} + \text{INVESTMENT} > 10X \text{ grant}$
	Option 2: Impact based on growth in labour productivity Gross Value Added/FTE > 50%

* **In multi-partner projects:** project partners each can choose option 1 or 2

5. Project impact for Flanders: (1) employment + investments

- **Project impact for region -> lever 10**

- Activities/effects in Flanders, linked to the innovation project, specifically:

- (1) **Personnel effect**: job creation, job retention (max. 50%), job effects on subcontractors or suppliers in Flanders with whom the applicant has a history of cooperation

- (2) **Depreciation on investment costs** after the project (in R&D, buildings, machinery, ...)

- **Impact for region > 10 x net grant** in 5-year* period after end of the imec.icon project

- * When longer: the provided argumentation is subject to evaluation

- **Keep in mind:**

- Numbers are crucial, yet **substantiation and motivation** are too!
 - In ICON: **evaluation of lever at project level**
 - Yet, **for all VLAIO applicants a substantiated and convincing business case is required!**

5.2 Project impact for Flanders: (1) employment + investments

Option 1 - Impact based on employment and/or investment

Impact calculation based on employment and/or investment	XXXX (year)	XXXX	XXXX	Total
<i>Extra employment</i> because of the project (break down per profile such as employees, vendors, R&D, etc.) - to be expressed in FTEs						
<i>Sustained employment</i> because of the project - to be expressed in FTEs						
Payroll costs - new hires ⁵						
Payroll costs - staff retention						
Project-related investments						
....						

cfr imec xls impact file

5.3 Project impact for Flanders: labour productivity

- **Increase in labour productivity (GVA/FTE) > 50%**
 - **Only applicable for:**
 - companies in sectors with labour market tightness, having minimum 10 FTE employees on payroll (excluding freelancers!)
 - growth in labour productivity relates to Flemish entity and its employees
 - **Reference value = LP at the start of the project**
 - **When subsidy > 250000 EUR: the cumulative extra Gross Value Added needs to be > 10X subsidy**
 - **Needs to be more than standard growth + clear link with the innovation project**
 - **No staff layoff:** variation in personnel due to natural attrition is accepted. max. 2.5% (BUT remains subject to evaluation)
 - **Based on filed annual accounts**
 - large companies with multiple business units: can be at the level of a business unit
 - sufficient data at the level of the BU needs to be available

5.3 Project impact for Flanders: labour productivity

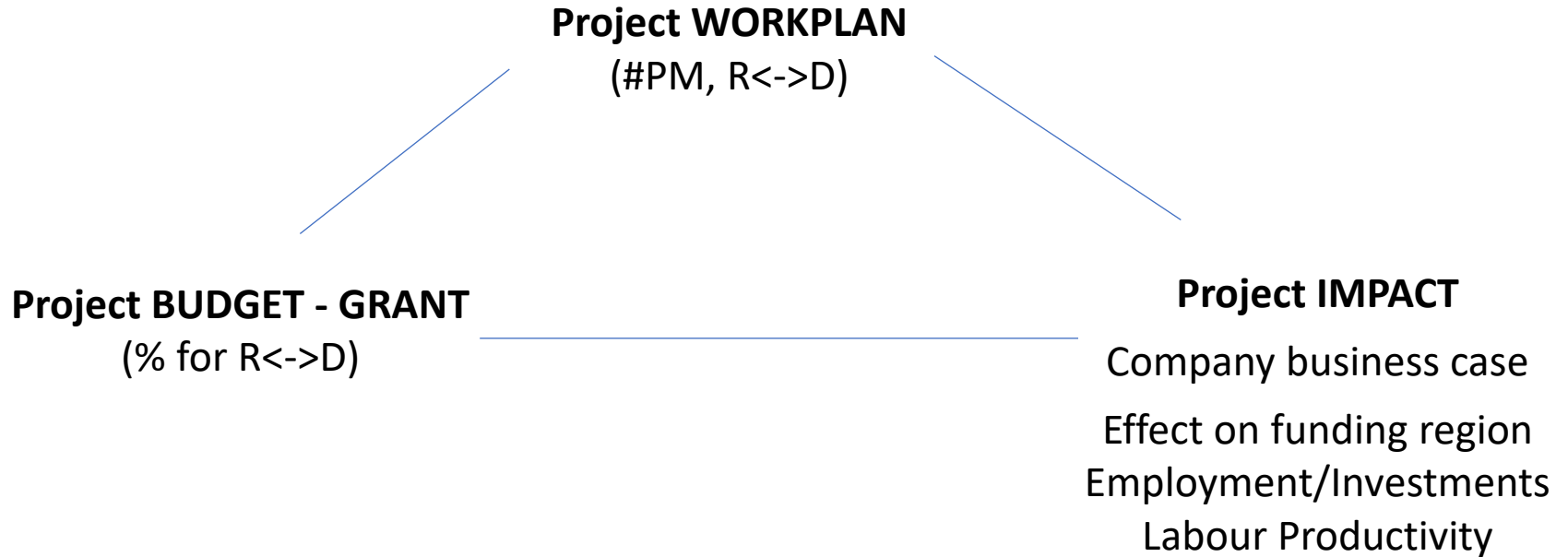
- **Increase in labour productivity (GVA/FTE) > 50%**
 - **Based on filed annual accounts**
 - large companies with multiple business units: can be at the level of a business unit
 - sufficient data at the level of the BU needs to be available
 - **In multi-partner projects:**
 - joint labour productivity = weighted average of the LP projects with weighting factor the number of FTE
 - partners each can choose different options in impact
 - **Follow up projects:**
 - for projects aimed at the same innovation, the same impact option is mandatory
 - exception: follow up projects of projects submitted before labour productivity option

5.3 Project impact for Flanders: labour productivity

Impact calculation based on growth in labor productivity	On request	XXXX1	XXX2	XXX3	XXX4	XXX5
<i>Calculation BrTW</i>						
<ul style="list-style-type: none"> Factor X that affects the BrTW due to the project results 						
<ul style="list-style-type: none"> Factor Y that affects the BrTW due to the project results 						
<ul style="list-style-type: none"> ... 						
<ul style="list-style-type: none"> Total of the factors of the BrTW that are not affected by the project results 						
<ul style="list-style-type: none"> Evolution BrTW (= sum of the rows above) 						
<i>Evolution of FTE (permanent employees only, not freelancers) ⁶</i>						
Total return for Flanders						
<ul style="list-style-type: none"> Evolution AP = BrTW / FTE 						
<ul style="list-style-type: none"> Growth in BrTW (incremental compared to starting value) 	N/A					
<ul style="list-style-type: none"> Growth in BrTW (cumulative) 	N/A					

cfr imec xls impact file

It all links together:

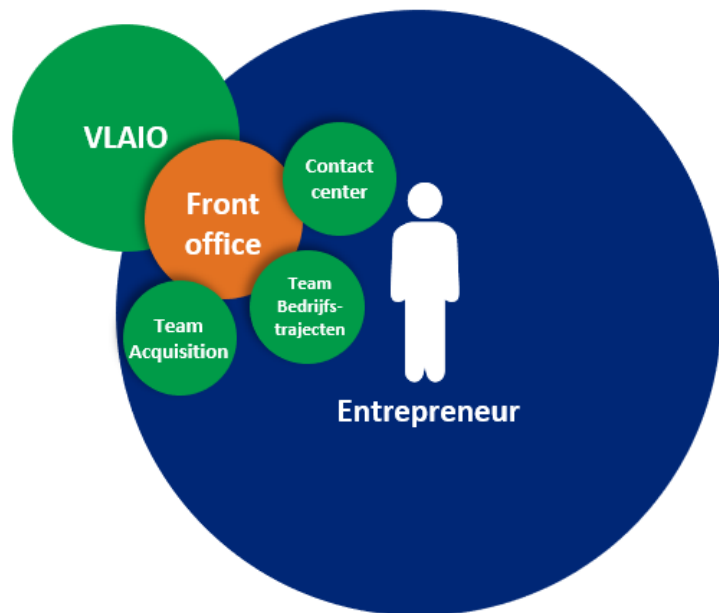


6. VLAIO evaluation process

VLAIO steps in after imec pre-application selection

- **After imec pre-application selection, based on pre-application document:**
 - possible to ask for VLAIO pre-application advise
 - Based on interaction with VLAIO advisor + documents/info provided
 - Advise on project quality/issues
 - Provide all the necessary documents (pre application document, UID calculation module, determination of company size, input for determining VLAIO track record, ...)
 - 6 to 8 weeks after upload in KRIS
 - No 'guarantee' for approval in full proposal phase
- **Full proposal:**
 - No VLAIO deadlines -> submit *to VLAIO* when ready / first time right
 - ! Unsolved/open issue of 1 project partner -> possibly an issue for all partners

Need help? VLAIO Team Bedrijfstrajecten can assist



Expertises



Construction



Energy & environment



Finance



EU



Digitech



Green energy carriers



Agro food(chain)



Materials & Chemistry



IP



Biobased economy



CrossRoads
Flanders-
the Netherlands



Health & Care



Mechanical engineering & Electronics



Circular economy

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www.innoviris.brussels

CONTACT FOR INNOVIRIS

- Questions regarding **Innoviris funding:**

- [Stijn Maas](#)

[T. +32 2 600 50 67](tel:+3226005067)



- **All Brussels enterprises which:**
 - Develop all or part of its activities in the Brussels-Capital Region.
 - Are not in difficulty, [in accordance with the European legislation \(p.19, point 18\)](#)
 - Can show their ability to fund their share of the cost of the program.
 - Have fulfilled all obligations under previous funding granted by the Brussels-Capital Region.

- Not exclusive Brussels partners within ICON -consortium (at least two in Flanders)

R&D PROJECT

imec.icon external partners can apply for R&D funding

R&D project:

- **Industrial Research:** All of the actions, critical surveys and planned works carried out with a view to acquiring new skills and scientific knowledge in order to develop a product, process or service at a later date. (TRL 1 to TRL 4)
- **Experimental Development:** Activity which targets the application of the results of industrial research in the form of prototype products, procedures or services which may not be used for commercial purposes before the end of the project (TRL 4 to TRL 7)

Who?

SMEs and Large Enterprises

INNOVIRIS FUNDING PERCENTAGE

- Min. 40% - Max. 80% of project Budget
(15% collaboration bonus included, 80% = legal maximum)
- Depending on:
 - Nature of tasks Brussels partner in WP
Research (65%) vs Development (40%)
 - Size of company:
 - SE (+20%) / ME (+10%)
 - In case of doubt: contact Innoviris

INNOVIRIS FUNDING

- Subsidy: percentage of costs
- Budget contains:
 - Payroll costs
 - Investment costs
 - Working costs
 - Possible subcontractors
- Budget template is available

- **Industrial Research and Experimental Development:**
 - Aligned with instruction meeting imec and VLAIO
 - Valorization case for Brussels evaluated by Innoviris

EVALUATION CRITERIA

RESEARCH AND DEVELOPMENT PROJECTS

- Contribution of external partner has to be clear
 - Within program
 - Especially for Research project
- Impact on Brussels Capital Region:
Employment, Environment, Societal challenges, ...
- Valorization in Brussels Capital Region

AGENDA

- Introduction to imec
- imec.icon program, project modalities and IPR model
- Example projects
- Application procedure
- VLAIO and Innoviris funding
- Next steps

THINGS TO DECIDE

- Project idea
- Consortium
 - Industry partners
 - Research partners
 - User group members (e.g., for dissemination activities)
- Proposal manager
 - Start abstract in MyProjects
 - Optional: request imec Teams space via icon@imec.be

EARLY-CONSORTIUM CONTACT MOMENTS

- Who?
 - Consortium with an imec Innovation Manager
- What?
 - Sparring with consortium: idea, approach, research ambition, valorization, ...
 - Is imec.icon the right instrument?
 - Match-making with extra partners (e.g., missing expertise)
- How?
 - Online meeting
 - Optional, upon request by consortium
 - Fix a date via [this form](#)

MARK YOUR CALENDAR

14 NOV	Abstract submission	12:00 noon
20 NOV	Feedback from experts	
27 – 28 NOV	Pitches	
5 DEC	Full proposal info session	
6 FEB	Full proposal submission	
MAR – APR	Funding agency meetings	
1 JUN	Expected start project	

CONTACTS

CONTACTS FOR IMEC.ICON

**IMEC.ICON
PROGRAM MANAGER**

○—○ Steven Van Assche



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

○—○
○—○ Laura De Sutter
○—○ Charlotte Waegebaert



QUESTIONS REGARDING CONTENT



CONTACTS FOR ICON

- Questions regarding **VLAIO funding**

- [Marc Tiri](#)

AGENTSCHAP
INNOVEREN & ONDERNEMEN



- Questions regarding **Innoviris funding**

- [Stijn Maas](#)

 **innoviris**
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Q&A



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IMEC.ICON TIPS AND TRICKS

CONTENTS

- Example sparring questions
- Tips for writing convincing research goals
- Specific attention points for AI projects and projects dealing with user data
- Attention points for ICON specific evaluation criteria
- Tips concerning valorization

EXAMPLE SPARRING QUESTIONS

Research challenges

- What are the project's research objectives? Are they clearly formulated?
- How do they relate to the SotA? Are the research challenges sufficiently ambitious?
- What will be the demonstrators and how will they validate the research objectives?

Consortium

- Is the consortium capable of tackling the research challenges?
- Is the required expertise available?
- Are the contributions of the partners balanced and a good fit for the research challenges?
- Will the consortium engage in real collaboration? Are the partners' role clear?

Valorization

- What are the valorization plans of the industry partners? How will they integrate the technologies and project results into their products/services?
- How will the industry partners (together or separately) bring (parts of) the innovation to the market? What is the likelihood that they will be successful?
- Are there any parties missing in the consortium for successful valorization? If so, how will they be involved in the project (e.g., through user groups, ...)?
- What is the return for Flanders/Brussels region in terms of qualitative employment, investments and societal impact? Does the industry consortium reach a lever of 10 against the subsidies they will request?

ICON RESEARCH GOALS

1. Converge and align on the overall **project objective(s)**
 - What do you aim to achieve in the project?
 - What will the demonstrator look like?
2. Identify the **difficult problems** to be solved in the path to the realize the deliverables
3. Identify the **research goals**
 - Ensure the goals are **ambitious**
 - Improving on the SotA → **research** challenges
 - While still in line with the competence and the means of the partners
4. Define **measurable success criteria** for the research goals

ICON RESEARCH GOALS

CHARACTERISTICS OF GOOD GOALS

- **Specific:** what challenging problems need to be solved
- **Concise:** capture the essence of the challenge
- Realization that can be **verified:** measurable, preferably quantified
- Success criteria must be **positioned against the SotA**
 - SotA scope: worldwide, EU, market segment, organization
 - Is a measure of the risks and ambitions
- Innovation goals are **not to be confused with project activities or deliverables!**

ICON RESEARCH GOALS

FICTIVE EXAMPLE

Innovation objective: ***gain competitive edge with a consumer TV with world class display***

Requires research to make substantial steps in specific domains:

Concrete research goals	Ambition	State of the art	Specific criteria	Measurable
Resolution (pixel density)	↑↑	Best in class: 150 pixels/cm	200 pixels/cm	Y
Color gamut	↑↑	Rec.709	Rec.2020	Y
Brightness	↑	LCD: 600 nits;	800 nits	Y
Power	↓	AMOLED: 15mW/cm ²	5mW/cm ²	Y
Compatible with common semiconductor processes	+	11th generation fab processes	Per fab requirements	Verifiable
Radiologists QoE	↑	MOS = 4.0 on reference monitor	MOS = 4.4	Y

PROJECT APPROACH

SPECIFIC ATTENTION POINTS

- **AI projects**
 - Need credible approach to
 - collecting sufficient and relevant data
 - training the AI algorithms
 - validating the AI algorithms
 - Within the project duration and with the project partners / user group members
 - Consider compliance with the EU AI act
- **Projects dealing with user data**
 - Compliance with General Data Protection Regulation (GDPR)
 - Consultation of mandatory ethical committees and voluntary ethical boards
 - Data management and governance plan
 - Suggestion: DMPonline (<https://dmponline.be/>, <https://dmponline.dcc.ac.uk/>)
 - Can be part of research activities

ICON-SPECIFIC CRITERIA

ATTENTION POINTS

- Real collaboration
 - Collaboration (also between industry partners) is a **clear goal of the project**
- Generic character of research
 - Broader applicability of the results of the research groups **beyond the consortium** and the use cases of the companies
 - Research activities are **independent** from the industry partners
 - In case of possible conflict of interest: explain how it will be handled
- Research beyond the state of the art
 - Only **high-risk research activities** can be funded at 100%
 - Ensuring beyond SotA character of research activities is an important responsibility of the **research lead**
- Compliance with EU state aid rules
 - Now handled in Letter of Intent

VALORIZATION BY INDUSTRY PARTNERS

ATTENTION POINTS

- Sufficient valorization in Flanders/Brussels is key for funding: need increase in **qualitative employment** and **investments**
- Business case should give **convincing economic rationale**
 - Unique Selling Propositions (UPSs) of envisioned innovation for target market
 - Credible go-to-market strategy
 - Realistic revenue increases
 - Extra employment and investments in 5 years after project
 - Societal benefits are considered a “plus”
- Requests for **research funding** must be substantiated: elaborate on ambitions beyond the state of the art and the risks of **the company’s** activities
- Check for **fundability** with VLAIO and Innoviris
 - E.g., against Undertaking-in-Difficulty (UID) / “Onderneming-in-Moeilijkheden” (OIM) rules



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