

Annexure-II

Eligibility and Guidelines

Technology Development Board (TDB), a body corporate, constituted by the Technology Development Board Act, 1995 (44 of 1995), and under the Ministry of Science and Technology, Government of India, providing financial assistance to industrial concerns registered under Indian Companies Act attempting development and commercial application of indigenous technology or adapting imported technology for wider domestic applications.

CEFIPRA is a binational organization to provide services for bilateral cooperation in Science and Technology between France and India, aiming to promote collaborative research between India and France.

Bpifrance is a public investment bank which finances businesses from the seed phase to transfer to stock exchange listing, through loans, guarantees and equity. Bpifrance accompanies firms developing export activities and provides support to innovation projects.

For the present programme, TDB and Bpifrance are referred collectively as '**Funders**' and all as Parties. On behalf of TDB, this joint call will be implemented by the Indo French Centre for Promotion of Advanced Research (IFCPAR/CEFIPRA).

1. AIMS:

This Joint call for proposals for the present Programme aims to:

- I. Promote development and commercialization of indigenous technology and adaptation of imported technology for wider domestic application.
- II. Carry out activities related to the exchanging of best practices and the setting up of coordinated measures to foster technological exchanges and innovation collaborations between companies, organizations and institutions of France and India.
- III. Develop technological exchanges and innovation collaborations among companies of France and India through facilitation of relevant meetings either directly through various events that they might organize or participate in, or indirectly by promoting an environment where such meetings can take place spontaneously.

2. UNIQUE FEATURES OF THE PROGRAMME:

- The project shall have at least one Company from India and one from France (1+1 model) as main participants and should clearly show the added value of the bilateral collaboration. The proposals must be written jointly by Indian and French partners.
- More than one company (Principal Collaborator Company with collaboration of any other company/Research Lab /Academic Institution as Joint Collaborator) from either side is also acceptable.

3. Eligibility Criteria for this call:

- Project shall have at least one Company from India and France each as “Joint Applicants” (1+1 model)
- Other companies / Research Labs / Academic Institutions may also participate as partners to make it 2 + 2 model. Another company involved can also be financed by Bpifrance. Academia can act as subcontractors of the company)
- An Indian Company is defined as one which is registered under the Indian Companies Act and in which more than 51 % of the ownership is held by Indian Citizens (not OCI or PIO).
- **For Bpifrance :**

All civil institutions (big companies, SMEs, research institutes) can participate in the projects.
- The applicants shall define a “Coordinator” or “Principal Applicant” on Indian and French sides and both are lead investigators and main contributor as they have ownership of the project, if the application is successful. Correspondences regarding application of the project and implementation of the project will be the responsibility of the Principal Applicants from India/France respectively.
- The project should demonstrate an obvious advantage and added value resulting from the cooperation between the participants from the countries (e.g. increased knowledge base, commercial leads, access to R&D infrastructure, new fields of application, etc.).
- The project should demonstrate a balanced contribution of the participants from the two countries.
- The project should have good business prospects and return on investment.

Any partner whose cooperative project is consistent with the criteria can apply in accordance with the national laws, rules, regulations and procedures in effect. The participants are required to sign a consortium agreement, prior to any release of installment as financial support.

4. Area to be **primarily** supported under this call

- Aeronautics*
- Automotive*
- Biotechnology with special emphasis to health biotechnology*

***Aeronautics**

1. Aeronautics Equipment Units

- Design & Production for Civil & Military Applications
- Mechanical, Hydraulic, Electronic & Electrical Equipments
- Optronics, Avionics & Stealth features

2. Airframe Manufacturing Units

3. Aircraft Engine Manufacturing Units

4. Logistics & Fleet Management Solutions

***Automotive**

1. Automobile Manufacturing
2. Electrical, Electronic & IT Equipments
3. Mobility & IoT Integration Technologies
4. Fuel efficiency /other Green Technologies
5. Electric Motors

***Biotechnology**

- Non invasive Tools & Devices including Imaging Techniques for Neurological, Cardiology and Oncology Investigations; Preventive Measures, Vaccines, Immunotherapies & other alternative strategies in the area of Non-communicable Diseases.

Types of projects that can be funded:

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- Development and commercialisation of a new product/process/application through indigenous technology;
 - Significant improvements in the existing product/ process/ application;
 - Substantial quality upgradation, reduced material consumption, reduced energy consumption, cost reduction, improved competitiveness, improved ergonomics;
 - Development & deployment of technology or design necessary to satisfy: i) existing occupational health &/or safety standards or improve upon them, ii) domestic or foreign environmental requirements/current standards/anticipated & iii) requirements of domestic legislation &/or decisions of the judiciary/product liability legislation in the export markets:
 - Adaptation/modification to product/process which has been imported so as to make it suitable for wider domestic applications;
 - Replacement of imported raw materials/components with indigenous substitutes;
 - Providing the socio-commercial viability of new &/or renewable sources of energy commercially deliverable to consumers;
 - Development of technology to meet the medical standards and providing socio-commercial viability of the Biomedical equipments and devices;
 - Hazardous waste recycling
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5. PROGRAMME MANAGEMENT

Full proposal submission:

Both the partners will write the proposal jointly in English and submit the full at the same time for the French partner to Bpifrance & Indian partner to CEFIPRA through email (targetedprogramme@cefipra.org).

Time Lines:

The time schedules for this call are as follows:

Launch of call	July 31 st 2016
First cut-off date of submission of proposal	October 31 st 2016
Joint Selection Committee meeting	December 31 st 2016
Announcement of final results	January 21 st 2017

Eligibility will be checked after receiving of proposal (s) as per respective funder's rules. The proposal submitted on one side will not be eligible for evaluation. After checking the eligibility criteria from both the sides, the successful proposal will be evaluated by the experts within the bounds of confidentiality. The evaluation criteria for proposals are as follows:

Evaluation Criteria:

1. Innovative content
2. Scientific and Technological excellence
3. Societal impact
4. Added value of the Indo-French collaboration
5. Strength of the project team; their qualifications and experience
6. Clarity in the Work plan
7. Consortium agreement quality
8. Financial component
 - a. Company's financial position and its ability to mobilize funds for the project
 - b. Ability to repay the loan
 - c. Estimation of budget details and their reasonableness
9. Commercialization: demand of the product/process being developed at the probable time of its introduction into market and company's ability to position itself in the market.

Duration: The duration of project proposal should be for a maximum period of 36 months, in general with a provision of extension for the projects in specific areas of biotechnology, biomedical or medical projects which require clinical trials/specific regulatory approval.

Allowable costs:

Bpifrance funding

According to Bpifrance funding rules, French Enterprises with less than 2000 employees are financed through reimbursable loan with 0% interest. The funding rate is up to 65% (maximum 3M € per beneficiary) for SMEs up to 250 employees, 40% for SMEs with more than 250 employees. Bpifrance provides funding support (grants 15000 to 50000 € to cover French companies needs in the preparation of their project via the [Technological Partnership Aid \(APT\)](#).

Eligible costs:

➤ For Bpifrance

- ✓ Personal costs
- ✓ Overheads: 20% of personal costs
- ✓ Costs related to intellectual property, patent extension etc.
- ✓ Feasibility study
- ✓ Market search
- ✓ Equipment (depreciation and amortization)
- ✓ Industrial research and experimental development
- ✓ Project management and associated costs (related travel costs of French participants)
- ✓ Implementation and development of prototypes, models, pilot productions, demonstration etc.

French companies must confirm their financial capacity (equity capital, fund-raising)

TDB funding: TDB will directly disburse the loan to the selected collaborator (s) and involve in the process of repayment of loan.

Although the assistance from the Board will take into account the totality of the financial environment in which the enterprise is to operate, the loan will normally be limited to half the estimated approved outlay on the activities eligible for funding. The enterprise has to produce evidence of arrangement for the remainder of the money required. A commitment letter from a third party investor such as another established company, a venture capital company, financial institution or commercial bank will facilitate speedy processing.

The interest on loan shall be at the rate of five percent (5%) per annum (simple interest). Royalty would also be payable at the rate of 0.5% on sale of products under the TDB's project, during the currency of loan and shall commence after completion of the project payable by the end of the financial year. The loan, interest and royalty require collaterals and guarantees. The repayment of loan, together with interest thereon, shall commence **after** one year **from the date when** the project is completed and shall be repaid in instalments, decided on case to case basis. The accumulated interest up to the repayment of the first instalment may be distributed over a period of three years commencing from the second year of repayment and terminating in the fourth year of repayment.

The following activities will be funded for the Indian side:

- Development, test and evaluation necessary for establishing proof-of-applicability of product, process or application.
- Costs of a capital nature including cost of acquisition of technology from France which is at "proof-of concept" or design stage requiring substantial indigenous technology development.
- Fabrication, testing and trial of prototypes.
- Setting-up pilot/demonstration plant including testing and trials.
- Industrial product design.
- Field trails (including limited market development, except as stand-alone activity)

- Setting-up the first or demonstrator commercial scale manufacturing unit using the innovative technology.
- Cost of studies, surveys and blue or grey-collar training necessary or incidental to the above.
- R&D / engineering consultancy for prototype / pilot plant / trails and testing.
- Develop linkage by organizing seminar, workshop and through exchange visit: Domestic & International travel

The expenditure incurred by the Applicant before the date of application shall not be considered in determining the amount of loan from TDB.

Review & Monitoring: A Joint Administration Committee (JAC) comprising representatives from TDB & CEFIPRA as well as nominated experts by TDB will review the Indian component project administration and the progress of the project. Bpifrance will review the French component.

Project Completion: After the completion of the project, the project will be monitored following the usual procedures of Bpifrance and TDB. Principal Investigator(s) will submit the final completion report to TDB, CEFIPRA & Bpifrance. The JAC will review the project.