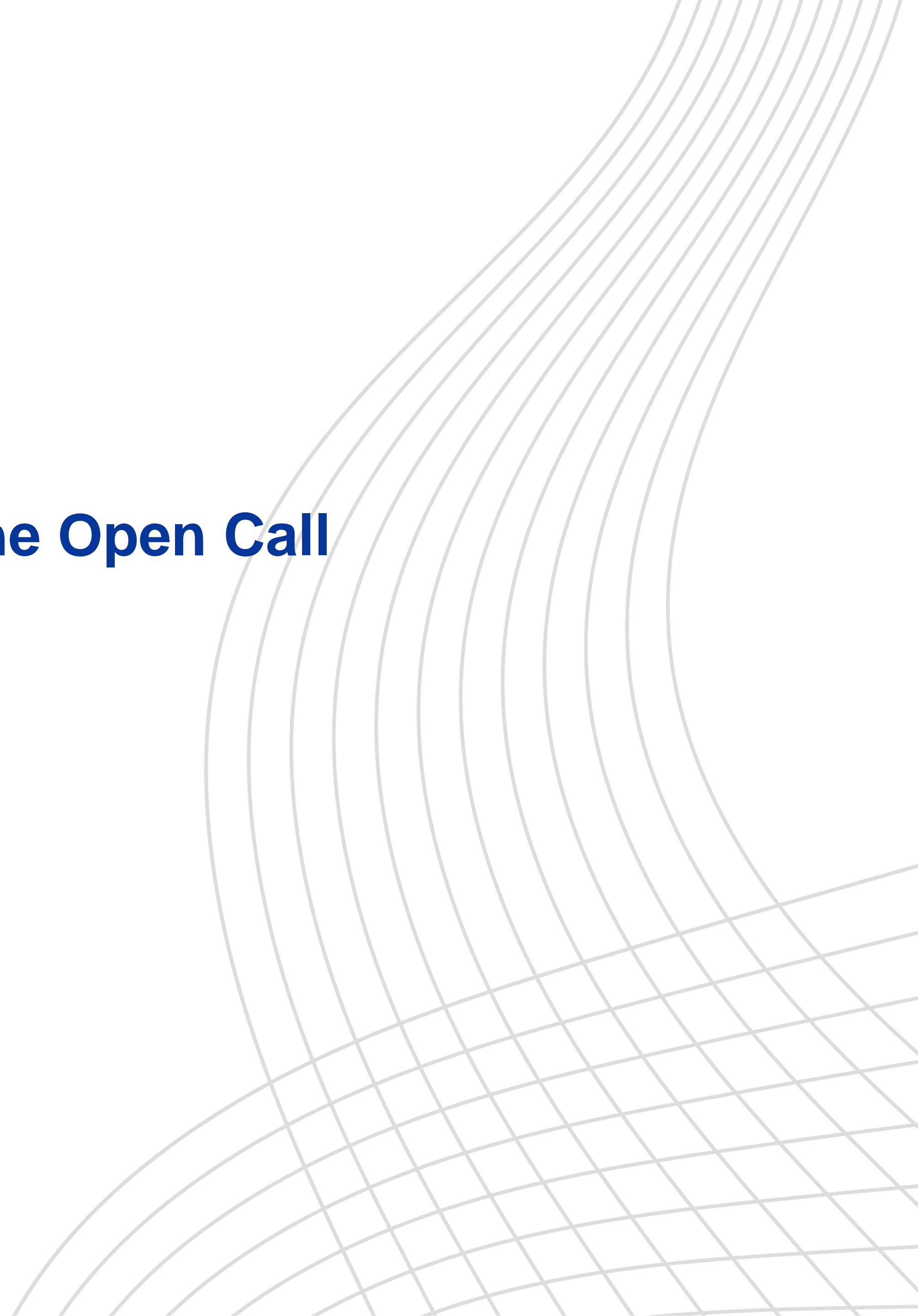




Section 2 - Specificities of the Open Call



- **6 Emerging Industries to get benefit: Mobility technologies, Climate, Environment, Blue Growth, Digital Creative & Gaming and Finance & Insurance industries**
- **Technologies to be utilised: SFOs (Smallsats, High Altitude Platforms, Drones), embedded KETs and data analysis and exploitation solutions to stimulate the development of new products and services by SMEs**

UFO project collects challenges and needs from end users and potential customers, enhances collaboration of SMEs from the different sectors (SFO, Embedded systems, ICT) and opens application calls to fund up to 60 K€/SME for projects offering solutions to the challenges

FUNDING OPPORTUNITY

- **€ 3 000 000.00** will be allocated to **direct financial support** and
- **€ 600 000.00** to **innovation services** provided by UFO partners

2 Call for proposals:

- 1st Call is **launched** on the **27th 2020 November** with submission **deadline at 17:00 CET on the 18th February 2021**
- 2nd call for proposals to be **launched in the 2nd quarter 2021** with a **deadline in August / September 2021 (TBD)**

For this 1st Call

€ 1 500 000.00 is allocated to direct financial support

3 VOUCHER TYPES TO BE FUNDED

VOUCHER type	VOUCHER scope	Duration
Feasibility	<ul style="list-style-type: none">• Technology feasibility analysis in a given market sector; identification of needed development for the technology• Adaptation and development of the technology for a given market sector• Analysis of a new project concept for emerging industries, using small flying objects, embedded KETs and ICT/ data analysis, processing and exploitation techniques	From 3 to 8 months
Demonstration	<ul style="list-style-type: none">• Development and implementation of a demonstration in a given market sector	From 6 to 12 months
Market and Business Development	<ul style="list-style-type: none">• Market study and business development support	From 3 to 8 months

INDICATIVE BUDGET SPLIT AND NUMBER OF SUPPORTED PROJECTS PER VOUCHER 1ST CALL

Financial Support indicative breakdown	Feasibility projects	Demonstration projects	Market and business development projects	Totals
Estimated financial support	€ 400 000	€ 850 000	€ 250 000	€ 1 500 000
Indicative number of projects to be supported	7	6	6	About 20
Indicative number of SMEs to be supported	14	15	12	About 40

FINANCIAL SUPPORT OFFERED TO DIFFERENT VOUCHERS

	Feasibility	Demonstration	Market and business development
Min. - Max financial contribution per beneficiary (SME)	€10.000 - €30.000	€60.000	€20.000
Max financial contribution per project	€60.000	€150.000	€40.000

ELIGIBILITY CRITERIA

1. **Applicants must be an SME** in accordance with the SME definition of the EU.
 2. **Be a member of one of the UFO cluster or having an office in one of the UFO regions i.e. Bulgaria, France, Greece, Romania and the United Kingdom**
 3. **Form a consortium of at least 2 SMEs:** one SFO technology/ embedded KET SME and one market SME from one of the six targeted emerging industries / markets.
 4. **Present a proposal aiming at developing a solution for one of the six targeted emerging industries** taking advantage of SFO/KETs/ICT and embedded technologies
 5. **Applications must be submitted in English** using a common template and must follow the online directions of the **application submission tool** found at www.ufoproject.eu;
 6. Applications must be **submitted through the online submission tool** accessible at www.ufoproject.eu by the **deadline of 17:00 CET on Thursday 18th Feb. 2021**
- Additional important considerations for the application:
- Project duration **3 months minimum to 8 months maximum for Feasibility Study and Market and Business Development** projects; **6 months minimum to 12 months maximum for Demonstration** projects.
 - Proposal applications from **cross-border consortia will get preference** in the evaluation

ELIGIBLE EXPENSES

VOUCHER scheme	Eligible expenses
Feasibility	<ul style="list-style-type: none"> • SMEs internal costs: Staff costs (up to 80% of the project budget), Travel costs, Equipment costs (depreciation only for the duration of the project) • Subcontracting (expert services): up to 50% of the total project budget
Demonstration	<ul style="list-style-type: none"> • SMEs internal costs: Staff costs (up to 80% of the project budget), Travel costs, Equipment costs (depreciation costs - only for the duration of the project) • Subcontracting (expert services): up to 50% of the total project budget
Market and business development	<ul style="list-style-type: none"> • SMEs internal costs: up to 20% of the total project budget (Staff costs, Travel costs, Equipment costs (depreciation costs - only for the duration of the project)) • Subcontracting (expert services): minimum 80% of the budget.

EVALUATION CRITERIA

Evaluation criteria (For Feasibility and Demonstration Projects)	
Criteria	Sub-criteria
1. Scientific and/or technological excellence	1.1 Scientific and technical quality and business need that is being addressed
	1.2 Innovative potential, novelty, originality
	1.3 Feasibility of the proposal as described by work plan
2. Quality and efficiency of the implementation	2.1 Quality, complementarity and relevant experience of the individual participants
	2.2 Appropriateness of the management structures and procedures, including risk and innovation management
	2.3 Coherence and effectiveness of the work plan, including appropriateness of the allocation of tasks and resources
3. Potential impact	3.1 Economic impact
	3.2 Social and Environmental impact
	3.3. Market and value chain impact
4. Cross-border partnership	Involvement of cross-border partnerships

EVALUATION CRITERIA

Evaluation criteria (For Market & Business Development Projects)	
Criteria	Sub-criteria
1. Excellence	1.1. Objectives
	1.2. Concept and Methodology
	1.3. Expected outputs / results
2. Implementation	2.1 Appropriateness, complementarity and relevant experience of the individual participants
3. Potential impact	3.1 Economic, social and environmental impact
	3.2 Market and value chain impact
4. Cross-border partnership	Involvement of cross-border partnerships

SCORING MECHANISM

- **Each sub-criterion is rated between 1 and 5 points**; score per criterion is the sum of the individual sub-criteria scores; total proposal score is the sum of the scores of the criteria and **normalised to 100 points**
- **For the Feasibility and Demonstration vouchers**; “Scientific and/or technological excellence” 35 points max, “Quality and Efficiency of Implementation” 25 points max and “Potential Impact” 40 points max.
- **For the Market and Business Development vouchers**; “Excellence” 40 points max, “Implementation” 20 points max and “Potential Impact” 40 points max.
- The threshold for the individual criteria is 60% of the maximum score of each criterion. The threshold for the overall score is 70% of the maximum score. Proposals where in one of the three individual criteria score below 60% or the overall score is below 70% will not be recommended for funding.
- **Cross-border partnership** criterion (if such a partnership exists) will give a **“push” of 5% up** in the final score.

APPLICATION AT A GLANCE

Partnerships	General Eligibility Criterion – only SMEs from UFO partnership countries	Budget Allocation per SME
<p>At least 2 SMEs</p>	<ul style="list-style-type: none"> • In accordance with the SME definition of the European Union (e.g. staff headcount below 250, turnover below or equal to 50M€ or balance sheet total below or equal to 43M€). • From the countries of the UFO partnership: Bulgaria, France, Greece, Romania and United Kingdom 	<ul style="list-style-type: none"> • Up to €60,000/SME
<p>Other entities</p>	<ul style="list-style-type: none"> • Major actors from Industry, University labs, Research Institutes, International Organisations and Public Authorities are encouraged and welcome to participate 	<ul style="list-style-type: none"> • Not eligible for funding – but can be subcontractors and/or end users to eligible SMEs
<p>SMEs from other countries</p>	<ul style="list-style-type: none"> • All SMEs from the European Economic Area (EEA) are welcome to participate. 	<ul style="list-style-type: none"> • Not eligible for funding– but can be subcontractors to eligible SMEs