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| **IPE LOGO ENGRPF_Restart Logo**THE RESEARCH PROMOTION FOUNDATIONPROGRAMMESFOR RESEARCH, TECHNOLOGICAL DEVELOPMENT AND INNOVATION “RESTART 2016 – 2020” |

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| PROPOSAL DETAILS |
| PILLAR | 1. **SMART GROWTH**
 |
| PROGRAMME | **RESEARCH IN START-UPS** |
| RPF PROPOSAL NUMBER  | **START-UPS/0618/XX** |
| PROPOSAL TITLE |  |
| PROPOSAL ACRONYM |  |

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|  ΔΤ-ΕΕ-LOGO |

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| **PART B – TECHNICAL ANNEX *(A page limit of 30 pages will be applied. Any excess pages will be disregarded by evaluators.)*** |

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| B1. PROJECT OBJECTIVES  |
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| **B1.1. General Objectives of the Project and Compatibility with the Objectives of the Programme and the Call *(Maximum Recommended 1 page)*** |

Describe the general objectives of the proposed project, justifying their compatibility with the objectives of the Programme and the specific Call. Where applicable, justify the selection of priority area(s) / topic(s) specified in Part A of the Proposal (General Profile of the Project Proposal).

Describe the specific industrial/economic/social problem to be solved and the business opportunity that arises. Explain the reasons for investing time and money for the development of the proposed new or substantially improved product/service/production method.

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| **B1.2. Specific Scientific and Technological Objectives of the Project *(Maximum Recommended 1 page)*** |

Describe the scientific and technological objectives of the proposed project, defining the specific aims and expected results in a quantitative manner in relation to the development of a new or substantially improved product /service/production method that will be commercially exploited after the end of the project. Project objectives should be specific, measurable, attainable, relevant and timely.

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| B2. EXISTING KNOWLEDGE – PROJECT INNOVATION |
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| B 2.1. Existing Knowledge / State of the Art *(Maximum Recommended 2 pages)* |

Explain the rationale behind the proposed project with clear reference to the current state-of-the-art. State the project’s vision and mission with regards to expected outcomes. Explain how the proposed project advances beyond the state-of-the-art and is different from existing solutions.

Please list any relevant references (including those relating to intellectual property) and additional bibliography.

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| B.2.2. Project Innovation and Originality *(Maximum Recommended 1 page)* |

Describe the extent of innovation and originality of the proposed project. This could correlate to:

* the creation of new knowledge/technology which is not yet known in the field or a radically new application of an existing technology, and/or
* the acquisition of new knowledge and skills which will bring the partners to the forefront of the area in question and thus well beyond the present state-of-the-art, and/or
* the development of novel concepts, approaches and solutions that could be the potential basis for a wide number of applications and could improve the quality of life, stimulate economic growth, contribute to social progress etc
* the improvement of the participants’ business environment and competitiveness.

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| B3. ADDED VALUE AND BENEFIT |

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| B3.1 Impact *(Maximum Recommended 1 page)* |

Describe the added value and benefit expected to emerge from the implementation of the proposed project and the development of a new or substantially improved product/service/production method (e.g. economic, environmental, social benefit etc., perspectives for technological application, possible licensing of patents etc. for each participating organisation individually and for the Consortium as a whole).

Describe the potential significance and impact of the project for economic, social and technological development at national and international level.

Describe how the project fits with the overall strategy of each participating organisation.

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| B3.2. Dissemination and Exploitation of Results *(Maximum Recommended 1 page)* |

Describe the strategy for the dissemination and exploitation of project results, including management and protection of intellectual property rights, by the participating organisations justifying the initiatives and activities to be undertaken, during the project implementation and beyond.

This should include dissemination (e.g. Publications, Scientific Information Days, Conference Presentations, etc.) as well as activities undertaken in line with the National Policy for “Open Access”.

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| B3.3. Business Plan *(Maximum Recommended 4 pages)* |

Describe the initial Business Plan for the new or substantially improved product / service / production method. You should comment on the following elements:

### Market

* Quantify the size of market, the type of market (e.g. niche market or high volume market), the growth prospects (mature, growing market) and the expected market share for the participating organisations after the launch of the new or substantially improved product/service/production method.
* List the main competitors and existing competitive solutions. Describe the market gap that the project is addressing.
* Describe if there is a profitable market for the new or substantially improved product/service/production method you will develop and also if this represents a strong foundation for sustainable competitiveness.
* Describe if the potential market share is well considered and justified.
* Describe the expected growth potential of the new or substantially improved product/service/production method in terms of market size, turnover, employment, intellectual property management, sales, return on investment, profit, etc.
* List the key stakeholders to get involved for the successful commercial exploitation of the research results.

### Market Access and Risk

* Indicate the most important risks and barriers to overcome to realize the commercialization of project results as well as ways to reduce the time and costs to market, including a contingency plan.
* Give realistic and credible projections about investment required and anticipated costs associated with the launch of the new or substantially improved product/service/production method on the market (the commercial exploitation of research results should start after the completion of the project).

### Competitive Advantage

* Describe if the new or substantially improved product/service/production method will be unique comparing with other competing products/services/production methods.
* Describe if the new or substantially improved product/service/production method will have a significant price or quality advantage comparing with competition.
* Describe the proposed measures to be undertaken to prevent copying from competitors.
* Describe how the new or substantially improved product/service/production method will give strong and clear time to market advantage over the competition.
* Highlight the value proposition of new or substantially improved product/service/production method and the advantages compared to existing solutions and state of the art.

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| B4. IMPLEMENTATION PLAN  |

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| B4.1. Analysis and Description of Methodology *(Maximum Recommended 2 pages)* |

Describe the structure of the proposed activities and provide an analysis of the methodology and the important phases of the project, justifying the selection of the key techniques to be used. Possible scenarios - assumptions for the implementation of the proposed project should also be described, as well as the critical risks and all mitigation measures/contingency plans.

Work Package 1 (WP1) should include the management and coordination activities of the project and WP2 should include the proposed dissemination activities.

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| **B4.2. Work Package Description *(Maximum******Recommended 8 pages –******1-1.5 pages per WP)***A separate Work Package (WP) Form should be filled for each WP. There is no limitation on the number of WPs. |

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| **Work Package Number:** | **1** | **Start Month:** |    | **End Month:** |    |
| **Work Package Title**  | **Project Management** |
| **Work Package Leader**  |  |
| **Partner Role** | **HO** | **PA1** | **PA2** | **PA3** | **PA4** |
| **Person Months** |  |  |  |  |  |
| **Partner Role** | **PA5** | **PA…** |  |  |  |
| **Person Months** |  |  |  |  |  |
| **Partner Role** |  |  |  |  |  |
| **Person Months** |  |  |  |  |  |
| **Work Package Objectives** |
| Briefly describe the objectives of the WP.  |
| **Work Description and Expected Key Results** |
| Describe the activities regarding project management (e.g. preparation of Progress Reports, coordination meetings, decision making procedures etc) and networking (i.e. exchange of visits between partners including timeframe and purpose of each visit). Where possible, provide quantitative information on activities and results. Where appropriate describe the work broken down into Tasks indicating the participating organisations and the lead partner.  |
| **Deliverables** |
| Provide a brief description for each of the Deliverables. All Progress Reports to be submitted to RPF during project duration and the minutes of the various Consortium meetings (during the exchange of visits) should be included as Deliverables of WP1. |

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| **Work Package Number:** | **2** | **Start Month:** |    | **End Month:** |    |
| **Work Package Title**  | **Dissemination Activities and Commercialisation Plan** |
| **Work Package Leader**  |  |
| **Partner Role** | **HO** | **PA1** | **PA2** | **PA3** | **PA4** |
| **Person Months** |  |  |  |  |  |
| **Partner Role** | **PA5** | **PA…** |  |  |  |
| **Person Months** |  |  |  |  |  |
| **Partner Role** |  |  |  |  |  |
| **Person Months** |  |  |  |  |  |
| **Work Package Objectives** |
| Briefly describe the objectives of the WP.  |
| **Work Description and Expected Key Results** |
| Describe the activities regarding dissemination of research results (e.g. Publications, Scientific Information Days, Conference Presentations etc.). Where possible, provide quantitative information on activities and results. Where appropriate describe the work broken down into Tasks indicating the participating organisations and the lead partner. |
| **Deliverables** |
| Provide a brief description for each of the Deliverables. A separate Deliverable entitled “Commercialisation Plan” should be drafted and submitted along with the final report of the project. The “Commercialisation Plan” must include an assessment and analysis of the dynamics of the projects’ results to support future decisions of the Consortium regarding their commercial exploitation.  |

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| **Work Package Number:** |    | **Start Month:** |    | **End Month:** |    |
| **Work Package Title**  |  |
| **Work Package Leader**  |  |
| **Partner Role** | **HO** | **PA1** | **PA2** | **PA3** | **PA4** |
| **Person Months** |  |  |  |  |  |
| **Partner Role** | **PA5** | **PA…** |  |  |  |
| **Person Months** |  |  |  |  |  |
| **Partner Role** |  |  |  |  |  |
| **Person Months** |  |  |  |  |  |
| **Work Package Objectives** |
| Briefly describe the objectives of the WP.  |
| **Work Description and Expected Key Results** |
| Describe the activities included in the specific WP. Where possible, provide quantitative information on activities and results. Where appropriate describe the work broken down into Tasks indicating the participating organisations and the lead partner. |
| **Deliverables** |
| Provide a brief description for each of the deliverables. |

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| **B4.3. Work Package Table**The table is a brief presentation of the project’s Work Packages. |
| **Work Package Number** | **Work Package Title** | **Person-months** | **Start Date** (project month) | **End Date** (project month) |
| **WP1** | Project Management  |       |    |    |
| **WP2** | Dissemination Activities and Commercialisation Plan |       |    |    |
| **WP3** |       |       |    |    |
| **WP4** |       |       |    |    |
| **WP5** |       |       |    |    |
| **WP6** |       |       |    |    |
| **WP7**  |       |       |    |    |
| **WP8** |       |       |    |    |
| **WP9** |       |       |    |    |
| **WP10** |       |       |    |    |

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| **B4.4. List of Deliverables**The table is a brief presentation of the project’s deliverables. |
| **Deliverable No** | **Deliverable****Name** | **Relevant****WP No** | **Deliverable Type**(Document, Report, Publication, Poster, Pilot, Prototype, Website, Video, Software, Database, Other) | **Classification of Dissemination** (Public, Confidential) |  **Deliverable Completion** (Project Month) |
| **D1** |  |  |  |  |  |
| **D2** |  |  |  |  |  |
| **D3** |  |  |  |  |  |
| **D4** |  |  |  |  |  |
| **D5** |  |  |  |  |  |
| **D6** |  |  |  |  |  |
| **D7** |  |  |  |  |  |
| **D8** |  |  |  |  |  |
| **D9** |  |  |  |  |  |
| **D10** |  |  |  |  |  |
| **D11** |  |  |  |  |  |
| **D19** |  |  |  |  |  |
| **D20** |  |  |  |  |  |

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| **B 4.5. Time Frame** Indicate the duration of each Work Package and the timing of submission of the Progress Reports. |
| **Work Package Number / Title** | **D U R A T IO N** (Months) |
| **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **13** | **14** | **15** | **16** | **17** | **18** | **19** | **20** | **21** | **22** | **23** | **24** | **25** | **26** | **27** | **28** | **29** | **30** | **31** | **32** | **33** | **34** | **35** | **36** | **37** | **38** | **39** | **40** | **41** | **42** | **43** | **44** | **45** | **46** | **47** | **48** |
| WP1. Project Management |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP2. Dissemination Activities and Commercialisation Plan |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP3. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP4. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP5. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP6.  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP7. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP8.  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP9. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| WP10.  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Progress Reports Submitted to RPF** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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| B5. CONSORTIUM AND RESOURCES TO BE COMMITTED |

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| B5.1. Consortium Description *(Maximum Recommended 2 pages)* |

Describe the host organisation and each of the other participating organisations, with emphasis on their:

* competences and scientific and technological expertise (including management experience),
* available infrastructures and any other resources necessary for the implementation of the project,
* major relevant publications (produced by its key personnel participating in the project), and/or products/services developed, or other achievements, projects or activities relevant to the proposal,
* how the project fits with the strategy of each participating organization, and
* the relevance and rationale of the proposed project for the management team of each participating organisation.

Demonstrate the synergies in the partnership, the strategic, scientific and/or commercial interests of partners in achieving the results, the added value to emerge from cooperation and the sharing of know-how, risks and benefits within the consortium.

Describe the Management Structure and relevant procedures (communication flow between the participating organisations, decision making mechanisms and conflict management).

If the Consortium includes Large Enterprises, their participation must be clearly justified according to the four criteria of participation of Large Enterprises (please refer to Section III 1.2. of RESTART 2016-2020 Work Programme).

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| B5.2. Roles and Activities of Participating Organisations *(Maximum Recommended 1 page)* |

Briefly describe the role and the activities to be undertaken by each participating organisations and their contribution in the project. Indicate the Work Packages (and Tasks if applicable) each organisation will be participating in.

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| B5.3. Research Team |

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| **B.5.3.1 Project Coordinator *(Maximum Recommended 1 page)*** |

Describe the research activity, capabilities and scientific, technical and managerial experience of the Project Coordinator in relation to the implementation of research and innovation projects (including multi-partner and international cooperation projects) as well as any significant achievements in the scientific and technological field of the proposed project. (Full CV may be included in Annex I – Curricula Vitae).

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| **B.5.3.2 Other Team Members – Key Personnel *(Maximum Recommended******2 pages)*** |

Provide a brief description of the profile of the key personnel (short CV) for each of the participating organisations which will be primarily responsible for carrying out the project’s activities with emphasis on their capabilities and experience relevant to the proposed project. (Full CVs may be included in Annex I – Curricula Vitae).

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| **B.5.3.3 Research Team Gender Table** Please fill in the following Table specifying the Gender of each research team member described in sections B.5.3.1 and B.5.3.2. |
| **Num.** | **Name** | **Organisation**(HO, PA1, PA2, PA...) | **Gender** (Male/Female) |
| 1. |  |  |  |
| 2. |  |  |  |
| … |  |  |  |

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| B6. PROJECT BUDGET DESCRIPTION *(Maximum Recommended 1 page)* |

Provide a detailed justification of the costs included in the proposed budget, as analysed in Section “Part A - Project Budget Overview Table”. This should include a justification of the proposed costs (per cost category) for the implementation of the project and the budget distribution amongst the partners, the technical specifications for any infrastructure/equipment to be acquired etc.

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| B7. ETHICAL AND ENVIRONMENTAL ISSUES ***(Maximum Recommended 1 page)*** |

Describe the measures to be undertaken in order to address any Ethical and/or Environmental issues arising from the implementation of the proposed project, according to the Coordinator’s Declaration in Part A. State any necessary licences and/or other documents that have already or will need to be secured.