CALL FOR PROPOSALS APPLICATION GUIDE

Singapore-Israel Industrial R&D and Technological Innovation Fund (SIIRD) Supported by

Enterprise Singapore (EnterpriseSG)

&

Israel Innovation Authority (IIA)

Contents

1. ABOUT THE PROGRAMME

Established in 1997, the Singapore-Israel Industrial R&D Technological Innovation Fund (SIIRD) is a cooperation between Enterprise Singapore (EnterpriseSG) and the Israel Innovation Authority (IIA) to promote, facilitate and support co-innovation by and pilot projects between companies from Israel and Singapore, which would lead to successful commercialisation.

Through its funding schemes, SIIRD facilitates the creation of new or improved products and technologies, expediting their time-to-market, and providing companies with avenues to explore new markets. SIIRD's four grant schemes (elaborated in <u>Section 4</u>) offered by SIIRD are crafted to cater to a diverse range of technological development stages, spanning from proof of concept to the execution of a comprehensive pilot project.

2. ABOUT THE IMPLEMENTING AGENCIES

Enterprise Singapore (EnterpriseSG)

Enterprise Singapore (EnterpriseSG) is the Singapore government agency championing enterprise development. It also supports the growth of Singapore as a hub for global trading and startups. The agency attracts global commodities traders to establish their global or Asian home base in Singapore.

For more information about EnterpriseSG, please visit www.enterprisesg.gov.sg

Israel Innovation Authority (IIA)

The Israel Innovation Authority (IIA), responsible for the country's innovation policy, is an independent and impartial statutory public entity that operates for the benefit of the Israeli innovation ecosystem and Israeli economy. Its mission is to invest in innovation in order to promote sustainable and inclusive growth.

The Authority functions as an enabler with all things related to the Israeli innovation ecosystem. It provides conditional grants to support disruptive technological innovations as well as engaged in creating the groundwork and infrastructure to prepare for future technologies in order to maintain

technological and economical leadership as well as improve productivity and global competitiveness of the Israeli economy.

IIA provides a variety of practical tools and funding platforms aimed at addressing the dynamic and changing needs of the local and international innovation ecosystems. For more information about IIA, please visit https://innovationisrael.org.il.

3. ELIGIBILITY CRITERIA

3.1. SUPPORTABLE TECHNOLOGY SECTORS

The collaboration aims to promote projects that are innovative and address real-world challenges or market demands, so that projects will give rise to products, technologies or solutions with strong commercial potential. On this basis, the Feasibility Study, R&D and Pilot Projects is open to all sector areas except defense. Meanwhile, Strategic Sector Projects should be submitted according to the focus sector selected by SIIRD, as published in the annual Call for Proposals (see Section 5).

3.2. PROJECT ELIGIBILITY

All Projects submitted to SIIRD are to adhere to the following criteria:

(a) The Project must be in one of the grant categories detailed in Section 5.

(b) The Project must be undertaken in Singapore and Israel, with at least 30% of the actual Co-Innovation work done in Singapore, and at least 30% of the actual Co-Innovation work done in Israel.

The above are applicable to **all** Projects submitted, regardless of the grant category applied for.

3.3. APPLICANT ELIGIBILITY

In addition to the terms and conditions set in the IIA Rules and EnterpriseSG's Guidelines for Coinnovation Programmes, SIIRD's Governing Board shall take into consideration the following eligibility and evaluation criteria when considering funding a Project submitted to SIIRD:

(a) The application must be jointly submitted by a Singapore-registered business entity to EnterpriseSG and by an Israel-registered industrial corporation to the IIA. The joint application submission form and the required additional documents must be submitted in parallel by the applicants from both sides.

(b) Either applicant must not have more than 20% holdings in the partner applicant, whether directly or indirectly.

(c) Either applicant must not have restricted accounts and must not be undergoing processes of asset consolidation, liquidation, or similar procedures.

(d) The application shall include an LOI (Letter of Intent) or a preliminary agreement which addresses the ownership and use of know-how, including intellectual property rights developed as the result of the Project, commercialisation strategy, and the division of labour between the applicants.

 Singapore applicants are also required to meet the following requirements:

(a) Be a business entity that is registered and operating in Singapore;

(b) Have at least 30% of its ordinary shares held directly or indirectly by Singapore Citizens or Singapore Permanent Residents; and

(c) Be in a financially viable position to start and complete the project.

• **All applicants are also to adhere to any other national laws, rules, regulations, and procedures set out by their respective home country.**

4. SIIRD GRANT SCHEMES

SIIRD offers the following four grant schemes to support development projects of different technological development stages.

4.1. FEASIBILITY STUDY PROJECTS

Companies from Israel and Singapore considering an R&D partnership may decide to perform preliminary investigations to determine the technical feasibility or market acceptability of a new product, technology concept, and so on. This can be done as a test of the project's viability, before committing to a R&D or Strategic Sector Project, which would be of much higher cost and longer duration.

For Feasibility Study Projects, SIIRD may co-fund a maximum of **USD 50,000 or 50% of the total project cost,** whichever is lower. The maximum duration of a Feasibility Study Project is **six months**.

Applications for Feasibility Study Projects are open twice a year. The exact dates will be published on the IIA and EnterpriseSG websites.

4.2. R&D PROJECTS

The SIIRD R&D Programme aims to support Israeli and Singapore companies looking to co-develop innovative products or technologies for commercialisation purposes. The maximum duration of an R&D Project is up to two years. SIIRD may co-fund a maximum of **USD 1,500,000 or 50% of the total project cost**, whichever is lower.

Applications for R&D Projects are open twice a year. The exact dates will be published on the IIA and EnterpriseSG websites.

4.3. PILOT PROJECTS

The purpose of the SIIRD Pilot Programme is to facilitate the commercialisation of near-market technologies (e.g. TRL 7-8) by two or more companies through joint piloting or testing of the product with potential customers or third-party beta sites. The maximum duration of a Pilot Project is **one year**. SIIRD may co-fund a maximum of **USD 1,000,000 or 50% of the total project cost**, whichever is lower.

Applications for Pilot Projects are open twice a year. The exact dates will be published on the IIA and EnterpriseSG websites.

4.4. STRATEGIC SECTOR PROJECTS

The SIIRD Strategic Sector Programme aims to facilitate the development of disruptive technologies in sectors of strategic importance for both Singapore and Israel by tapping on academia and research performers, and to fast-track the commercialisation of such technologies. The sector area of focus will be decided by SIIRD and vary each year. Aside from companies in Singapore and Israel, it is also mandatory for research performers (e.g. academia or research institutes) to participate in the project as

subcontractors or third-party consultants. The maximum duration of a Strategic Sector Project is **three years**. SIIRD may co-fund a maximum of **USD 3,000,000 or 66% of the total project cost**, whichever is lower.

Applications for Strategic Sector Projects are open once a year. The exact dates will be published on the IIA and EnterpriseSG websites.
respectively.

4.5. OVERVIEW

Grant Category	Feasibility Study	R&D Project	Pilot Project	Strategic Sector Programme
Project Objectives	To determine the technical feasibility and market acceptability of a new product or process concept	To create or enhance product or technology that can be commercialised	To test-bed existing near-market technologies in beta sites	To create disruptive technologies by tapping on academia and research performers, and to fast-track their commercialisation
Supported Sector(s)	All (except defense)			To be determined annually
Recommended Project TRL	3 – 4	5 – 6	7 – 8	3/4 – 7/8
Maximum Project Term	6 months	24 months	12 months	36 months
Total Cofunding Level	50% of the total project cost or up to US$50,000 whichever is lower	Up to 50% of the total project cost or up to US$1.5M, whichever is lower	Up to 50% of the total project cost or up to US$1M, whichever is lower	Up to 66% of the total project cost or up to US$3M, whichever is lower
Consortium Requirements	1 Israeli Industrial Corporation + 1 Singapore Business Entity			1 Israeli Industrial Corporation + 1 Singapore Business Entity + 1 Israeli researcher (subcontractor) + 1 Singapore researcher (subcontractor) Optional: 1 additional Industrial Corporation (Israel) / Business Entity (Singapore) **or** 1 additional researcher
Involvement of Academia	Academia as subcontractors up to 20% of the total budget (optional)			Academia as subcontractors up to 30% of total budget (mandatory)
Royalties	N/A	For Israeli applicants: in compliance with IIA Rules For Singapore applicants: N/A		
Other Conditions and Eligibility Criteria	For Israeli applicants: in compliance with IIA Rules For Singapore applicants: in compliance with EnterpriseSG Guidelines for Co-Innovation Programmes			

5. APPLICATION PROCESS

Projects and applicants that meet all the basic eligibility criteria listed in Section 3 are welcome
to submit their project proposals and relevant supporting documents to SIIRD during the
stipulated Calls for Proposals. For the project proposal, both companies should prepare a **joint**
proposal using the template found on the **IIA** and **EnterpriseSG** websites.

The Israeli and Singapore companies are to submit their applications (complete with the joint proposal
and any other supporting documents) to IIA and EnterpriseSG respectively, in accordance with the
following instructions:

- **The Israeli company** is required to submit SIIRD application forms in accordance with IIA regulations,
  through the official IIA website's **online system**. The submission for Israeli companies will follow the
  IIA's rules under Procedure 200-01 - Application submission, eligibility and evaluation criteria, project
  evaluation and project activation. Some of the supporting documents required include: o SIIRD R&D
  Project Proposal o Project Budget
    - o Latest Certificate of Business Registration of Israel Company as Filed with Israeli Corporations
      Authority (תעודת התאגדות) if this is the first-time submission to the Israel Innovation Authority
      o Declaration to the Israel Innovation Authority (הבקש ה הצהרת מגישה)
    - o If an Israeli company that has more than one project supported by SIIRD/Israel Innovation Authority
      within the same calendar year, the company will need to submit the "resources file" טופס ריכוז משאבים
      while submitting the proposal to the Israel Innovation Authority.

- **The Singapore company** will first have to submit their SIIRD forms via the Preliminary Application
  Form linked on EnterpriseSG's website, by the stipulated deadline (usually between one week to a
  month before the close of the Call). Then, upon receiving the unique Business Grants Portal (BGP)
  application link from EnterpriseSG, the company will then have to log on to BGP to submit their official
  application to EnterpriseSG, together with the relevant supporting documents as listed on the
  aforementioned EnterpriseSG website.

Important Note:
Only projects who submit their application **punctually** to both IIA and EnterpriseSG in accordance with the
above instructions will be considered for co-funding by SIIRD. Kindly note that strictly no extensions will be
granted to any applicants. Companies are strongly recommended to submit their applications earlier, to cater
for any technical difficulties with the respective submission portals.

6. GUIDELINES ON PROJECT COST

The intention of SIIRD is to defray the high costs of innovative development projects, so as to encourage
companies to embark on co-innovation in the form of joint R&D and pilot projects. To that end, only
project costs that are (a) directly related to the project, and (b) incurred by the applicant companies
during the qualified project period will be considered as eligible.

SIIRD does not recognise project costs which are incurred before the official project start date.
The start date for projects supported under all SIIRD Calls for Proposals will be determined by the date
indicated on the funding contract signed with the respective Implementing Agency, where the date will
be no earlier than the date of project approval by the SIIRD Governing Board.

Each applicant company is required to submit a proposed project budget using the respective budget templates provided by their country's Implementing Agency (if any). The proposed project budgets will undergo evaluation to determine the level of supportable costs.

Project costs that are considered to be eligible for co-funding are as follows:
- For Israeli companies, Procedure 200-2 in the IIA's rules elaborates on recognised expenses at Article 7.

- For Singapore companies, supportable cost categories include:
- Salary
- Travel
- Training
- Professional Services[1]
- Hardware/Equipment & Software
- Others (e.g. any product testing or certification required for completion of project)

Exchange Rates

The applicant company is required to present its proposed project budget in local currencies, i.e., Singapore dollars (SGD) for the Singapore company and Israeli New Shekels (ILS) for the Israeli company.

Both companies are also required to submit their total budget in US dollars (USD), where both project partners are to use the **same source** for the exchange rate, i.e. OANDA or XE only. Both companies will also have to use the exchange rate taken on the **same date**, exactly one month prior to the proposal submission date.

7. SELECTION CRITERIA

When evaluating projects, EnterpriseSG and IIA will take into consideration the following criteria:

- (a) The **level of innovation** in the Project:

  o What is the extent of technological innovation in the product to be developed?
  o Is there a Proof of Concept / Maturity of the Concept Proposed available?
  o What competing technologies exist and what are their relative disadvantages?

- (b) The **feasibility** of executing the Project and commercialising the end-product: o What are the technological challenges and technological risks to the project? o Are there any regulatory barriers?
  o What are some potential challenges to project commercialisation?
  o What is the cost of the proposed technology and the acceptability of the proposed solution by the target end-users?

- (c) The **level of synergy and complementarity** between the applicants in the Project:

  o Synergy between the companies, complementary technological abilities.
  o Balance of tasks between the partners and the benefits that each partner is expected to gain from the proposed collaboration.

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[1] For subcontractors and third-party consultants (including Research Institutions and Institutes of Higher Learning), applicants can choose to engage either companies or specified individuals. For individuals, however, applicants are required to submit additional documentary proof (e.g. certificates and CVs) of the legitimacy of the individual's capabilities, as well as to show that there is no conflict of interest between the applicant and the individual engaged.

- • (d) **Capabilities** of the Companies in executing the Project:

    - o The abilities of the applicants, including with respect to the technical capabilities of project team members, level of personnel, resources, infrastructure, financial viability, and match-funding which are required to complete the Project and to reach commercialisation thereafter.

- • (e) The level of contribution of the Project to the economies of both States.

8. EVALUATION PROCESS

1) The Singapore company submits its application to EnterpriseSG via BGP and the Israeli company submits its application to Israeli Innovation Authority via the IIA website.
2) Upon receiving the applications, both Implementing Agencies will assign technical evaluators for each Project, based on the nature of the project submitted. The agencies will also assess the applicants' financial capabilities and conduct a full due diligence on the companies.
3) The evaluators will conduct a review of the project proposal and budget, based on the project criteria and requirements specified in the project application forms. The Singapore company will be evaluated by the evaluator(s) appointed by EnterpriseSG while the Israeli company will be evaluated by the evaluator(s) appointed by IIA.
4) During the review process, the evaluator may also request for clarifications, additional information or documents from the companies, or conduct on-site evaluation as necessary.
5) Both the Singapore and Israeli evaluators' assessments and recommendations will be consolidated and presented to the SIIRD Governing Board during the biannual SIIRD Governing Board meeting, where the Governing Board will make their final decision on whether to approve each of the projects received.
6) The Governing Board's decision will be conveyed in email to the Singapore and Israeli Project Applicants after the conclusion of the Governing Board meeting.

9. GRANT DISBURSEMENT AND PROJECT IMPLEMENTATION

For approved projects, Singapore companies will receive funding from EnterpriseSG, while Israeli companies will receive funding from IIA. Funds will be provided through the signing of an agreement between the Singapore company and EnterpriseSG, or between the Israeli company and IIA. If needed, companies may be required to submit additional information and/or documents to facilitate the preparation of the funding offer.

All funds will be disbursed in local currencies. Upon signing the funding agreements, the companies will have to abide by the guidelines and requirements for progress reports and milestone deliverables as set out by the funding agreements signed between the companies and the respective Implementing Agencies.

For Israeli companies – more information about reporting are available in IIA's rules under Procedure 2002 - periodic performance reports, recognized expenses, audits, and final report.

10. ROYALTY PAYMENTS

For Israeli companies – grants awarded to Feasibility Study Projects will not require any repayment, while grants awarded to R&D Projects, Pilot Projects, and Strategic Sector Projects will require royalty repayments in accordance with IIA rules under Procedure 200-3 + Annexure D of track number 1 - Royalties payments and reporting.

For Singapore companies, no royalty repayments are required for any of the grant categories.

11. CONTACT INFORMATION

If you have any further queries about SIIRD, please contact the following officers in your respective country:

Singapore: **Israel** :

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