

## Zhejiang-Israel R&D Cooperation Program

**A bilateral framework providing financial support for collaborative industrial R&D Projects between Zhejiang and Israeli companies**

**4<sup>th</sup> Call for Proposals – 2018**

**Launch Date: January 1<sup>st</sup>, 2018**  
**Phase I Deadline: April 24<sup>th</sup>, 2018**

### 1. About the Program

With the goal of promoting industrial R&D cooperation between Zhejiang and Israeli companies, an agreement was signed in May 2014 between the State of Israel and the Government of Zhejiang Province. The program provides Israeli and Local companies from Zhejiang province access to government funding for collaborative research and development (R&D) projects aimed at the development of products or processes leading to commercialization in the global market; as well as assistance in locating R&D partners.

This bilateral framework is jointly implemented and promoted by Zhejiang Science and Technology Department (ZSTD) on behalf of the Zhejiang Government in China; and the Israel Innovation Authority in Israel.

These guidelines and information are specific to the Zhejiang (China)-Israel R&D Cooperation Program, for projects submitted under the current Call for Proposals (CFP).

ZSTD and the Israel Innovation Authority invite Zhejiang and Israeli companies to submit proposals for funding for bilateral industrial research and development (R&D) projects, involving at least one company from each country, which include science and technology (S&T) development leading to commercial success, social good and benefit to both countries.



## 2. Common Requirements & Criteria

In order to apply to the current call for proposals, companies and projects must meet the following criteria:

- a) At least two science and technology companies from the respective countries, fulfilling the company eligibility criteria mentioned below, should express a desire to cooperate in the research and development of a new product or a new process.
- b) The project may involve more than one company from each side; academic/research entities are eligible to join as sub-contractors only.
- c) The product should be highly innovative with significant commercial potential. The joint industrial R&D project should aim at the development of products/processes leading to commercialization in the global market.
- d) Companies and projects from the technology fields including new energy, energy conservation, smart community, environment and resource conservation, robot technology, machinery systems technology, electronics, Information and Telecommunications, materials and nanotechnology, biotechnology & pharmaceuticals, agricultural machinery, medical devices and water treatment.
- e) The project partners should agree in advance on the IP rights and on the commercialization strategy of the product or process.\*
  - ***\*Note: For the submission phase, only an LOI (Letter of Intent), a preliminary agreement or draft MOU is required, however the final agreement has to be presented to the funding authorities only after the project is jointly approved.***
- f) The project should demonstrate the contribution of the participants from both countries
- g) The project must be balanced between participants and significant to both partners.

Any partner whose cooperative R&D project is consistent with the aforementioned criteria can apply to the present Call for Proposals in accordance with the national laws, rules, regulations and procedures in effect.

## 3. Eligibility

**Zhejiang Applicants** - Eligible applicants will be R&D performing companies registered and operating in Zhejiang.

**Israeli Applicants** -Eligible applicants will be R&D performing Israeli registered companies operating in Israel.



#### 4. Funding Support

Funding support will be provided to each partner through its own implementing & funding organisation (ZSTD in Zhejiang province, China, Israel Innovation Authority in Israel) in accordance with the national laws, rules, regulations and procedures in effect.

##### **In Zhejiang Province**

1. ZSTD will entrust Zhejiang Companies selected under the Call for Proposals to carry out the projects.
2. The total funding to a project from ZSTD shall not exceed 25% of the total approved R&D expenses of a project, up to 5 million yuan.
3. For more information on funding conditions, applicants should visit the website of ZSTD: <http://www.zjkjt.gov.cn>

##### **In Israel**

1. Funding will be provided in the form of a conditional grant to the projects selected under the Call for Proposals.
2. The total funding from the Government of Israel via the Israel Innovation Authority will not exceed 50% of the eligible and approved costs of the R&D, in accordance with the national laws and regulations.
3. When a project results in sales of a product, service or process, the financial support must be repaid to the Israel Innovation Authority according to its regulations (in general, royalties are paid at rates beginning at 3% of sales, depending on various criteria. Royalties are payable until 100% of the amount of the grant has been repaid with interest as provided in the applicable regulations). If the project does not result in sales, no repayment is required.
4. For more information on funding conditions, applicants should visit the website of the Israel Innovation Authority:  
<https://innovationisrael.org.il/program/2851>



## 5. The Application Process

To ensure the effective delivery of the CFP and reinforce the principles of bilateral partnership, ZSTD and the Israel Innovation Authority employ a joint, two-step application process for each Call for Proposals.

### Step 1: Bilateral Application Form (BAF)

A BAF provides a summary of the proposed project with enough detail for the reviewers to make an initial assessment of the merits of the project. Submission of a BAF is mandatory, and is the first required document that companies must submit. The form should be filled out by both applicants together, and identical copies should be submitted to the program managers in Zhejiang province and Israel on or before the mutually agreed upon deadline of **24.4.2018** to be eligible for further consideration.

The identical Bilateral Application Form (BAF) must be sent in softcopy via email / online application simultaneously to both the Implementing organizations – ZSTD and Israel Innovation Authority in Israel - within the deadline of the particular call period. The BAF must be signed by both Zhejiang and Israeli partners, and must include a Letter of Intent or MOU detailing IP plans for the project, as well as resumes/CVs of key personnel. Incomplete BAF template or BAFs submitted in any other format will not be accepted.

ZSTD and the Israel Innovation Authority will acknowledge the receipt of all BAFs **within 7 working days**.

The BAF would then be referred for basic technical review to confirm that all the documents required are provided and that companies are considered eligible by both sides. Upon approval, the companies will receive notification as to whether or not they can move to Step 2 in the application process.

Notification to Companies on BAF approval will be given in **1.5.2018**. If approved, companies will be requested to submit a full project proposal (national format) to their local implementing agency - separately but in parallel, in Zhejiang and Israel, based on local requirements.



## 6. Step 2: Full Project Proposal (FPP) – National Format

Partners meeting all eligibility criteria and whose BAFs are approved will be invited to submit the Full Project Proposal (FPP) no later than the agreed upon deadline, according to the procedures and rules that apply in their country – for Zhejiang companies, based on the rules and instructions of ZSTD; and for Israeli companies, based on the rules and regulations of the Israel Innovation Authority respectively.

The deadline for the **Full Proposal Format (FPP)** application is based on the mutually agreed upon published date – **01.06.2018**.

Applicants are required to follow the local requirements and use the provided application format with instructions and submit their proposal. Proposals that are not in the approved format will not be accepted.

### In Zhejiang, China

The Zhejiang partner is required to submit a ZSTD Bilateral Industrial R&D Cooperation Application Form in accordance with the ZSTD regulations, through an online system (<http://pm.zjsti.gov.cn/lib/default.html>). A copy of the Feasibility Report is required to be uploaded as well. After online verification, the application in the prescribed format bearing the applicant's official seal, along with the LOI/Draft MOU co-signed by the applicant and its Israeli partner should be submitted to ZSTD.

### In Israel

The Israeli partner is required to submit a national application form to the Israel Innovation Authority in accordance with its regulations, through an [online system](#). A signed copy of the Bilateral Application Form is required to be uploaded as well.

Please review the "Guidelines for Israeli Companies" document for more information as well as the following link: <https://innovationisrael.org.il/program/2851>



## 7. Evaluation and Selection

ZSTD in China and the Israel Innovation Authority in Israel will carry out an independent evaluation of the joint R&D application and will select the eligible project to be financially supported in accordance with their State Laws and Regulations. The successful projects will be jointly selected by the two funding organizations at a **“Joint Committee Meeting”** based on the project criteria and requirements specified in the application form. Companies who receive joint approval will be notified by their local implementing or funding agency.

Parties whose projects have been selected will be informed of the result and the amount of funding for the successful projects by their respective implementing organization in a timely manner, by **September –October, 2018**.

## 8. Timeline & Deadlines (Plan)

Item	Date/Deadline	Details
Launch of 1 <sup>st</sup> Call for Proposals	1.1.2018	Companies are invited to submit applications (BAFs)
BAF Deadline & Close of 1 <sup>st</sup> Call for Proposal	24.4.2018	Deadline for Submitting BAF
Notification to Companies – BAF Approval	1.5.2018	Companies are notified of approval of BAF and requested to prepare FPP (on or before this date)
Full Project Proposal (FPP) Deadline	01.06.2018	Deadline for Submitting FPP
Evaluation period	June- August 2018	
Joint Committee	September 2018	Results will be sent to applicants by Israel Innovation Authority and ZSTD only after Joint Committee meeting's protocol will be signed
Notification to Companies	September /October 2018	

## 8. CONTACTS

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