



## SIIRD Pilot Project Proposal

The purpose of the SIIRD Pilot Program is to facilitate the commercialization 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 such a project is up to 1 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 [SIIRD website](#) and on IIA's and EnterpriseSG's websites respectively.**

<b>Pilot Project</b>	
<b>Project Objectives</b>	To test-bed existing near-market technologies with potential customers or in third-party beta sites
<b>Supported Sector(s)</b>	All (except defense)
<b>Recommended Project TRL</b>	7 – 8
<b>Maximum Project Term</b>	12 months
<b>Total Co-funding Level</b>	Up to 50% of the total project cost or up to US\$1M, whichever is lower
<b>Consortium Requirements</b>	1 Israeli Industrial Corporation + 1 Singapore Business Entity
<b>Involvement of Academia</b>	Academia as subcontractors up to 20% of the total budget (optional)
<b>Royalties</b>	For Israeli applicants: in compliance with IIA Rules For Singapore applicants: N/A
<b>Other Conditions and Eligibility Criteria</b>	For Israeli applicants: in compliance with IIA Rules For Singapore applicants: in compliance with EnterpriseSG Guidelines for Co-Innovation Programmes

**Application Details**

<b>PROJECT TITLE</b>		
<b>ESTIMATED START DATE OF PROJECT<sup>1</sup></b>		
<b>Project Type</b>	Pilot	
<b>Project Duration</b>	X months	
<b>Total Project Budget (\$)²</b>		
	<b>Singapore company</b>	<b>Israeli company</b>
<b>Company Name</b>		
<b>Company Registration No.</b>		
<b>Company Website</b>		
<b>Contact Person</b>		
<b>Position/Designation</b>		
<b>Email</b>		
<b>Phone Number</b>		
<b>Previous SIIRD Project</b>	Yes/No	Yes/No

**Submitted by:**

**Singapore Project Lead (SGPL)**

**Israeli Project Lead (ISPL)**

\_\_\_\_\_  
**(Singapore Company Name)**

\_\_\_\_\_  
**(Israeli Company Name)**

**Authorized  
Company Official:  
(C-suite representative)\***

\_\_\_\_\_  
**(Name & Title)**

\_\_\_\_\_  
**(Name & Title)**

<sup>1</sup> It is recommended to consult the SIIRD team regarding the project start date as an SIIRD project can start only from the date of approval by the Governing Board of the Fund.

<sup>2</sup> Total Project Budget is the total cost of the project for both companies. It must be equal to the sum of the companies' budgets submitted with the application.

<sup>3</sup> The Project proposal must be submitted jointly and signed by a C-suite member, Managing Director, General Manager, or equivalent level representative.

<sup>4</sup> The final Pilot project proposal should be kept to up to 70 pages.

## I PARTICIPANTS' CONTRIBUTIONS

Company Name	Country	Main Role of Participant	Budget (SGD/ILS)	Contribution (%)	Duration (Months)
	Singapore				
	Israel				
<b>Total in US \$:</b>					

## II EXECUTIVE SUMMARY OF PROJECT

- A) Objectives of the Pilot Project (please provide your response in clear and concise statements).
- B) Proof of Concept/Maturity of the Concept proposed
- C) Brief Scope of Work
- D) Background Motivation & Competency of the Project Partners
- E) Measurable Outcomes
- F) Synergy between Project Partners

## III APPLICANT INFORMATION

- A) Detailed Company Profiles

Company Name		
Country	Singapore	Israel
Year Established		
Company Description		
Core Competencies	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> </ul>

Main Products/Technologies	• • •	• • •
CUSTOMERS  <i>(This section refers to paying customers only. For companies – to indicate top 3 customers.)</i>	• • • • •	• • • • •
TOP 3 PARTNERS IN OTHER PROJECTS  <i>(Involvement in this project cannot be considered)</i>	• • •	• • •
REVENUES MOST RECENT FISCAL YEAR* (US\$)  <i>(to refrain from including grants received)</i>	SGD	NIS
No. of Employees (Excluding personnel based in overseas offices)		
Location of overseas office	•	•

B) Key Roles and Responsibilities of Each Partner and Subcontractor (if any)

C) Company Strengths/Area of Expertise of Each Partner

*References, information on previous or ongoing projects  
Details of existing patents held by project partners or any third-party beta sites and/or subcontractors*

D) Project Team

*List all the project members, including their designation, and the respective consultants and subcontractors, and describe what their responsibilities in the project are.*

E) Existing Manufacturing/Testing Facility/Third-party Beta Site

*Details of existing equipment manufacturing/testing facility/third-party beta site relevant to this project.*

## **IV PROPOSED INNOVATION**

### **A) Background Motivation**

*Justify the need for the pilot and how it will advance the product/technology toward commercialization and large-scale deployment in the target market(s).*

### **B) Project Objectives and Project Description**

*Describe the pilot objectives and elaborate on how the project will be carried out in the chosen beta site. Include a detailed description of the end product's functions/features and how it should work. Testing details should also show what is being tested, where it will be tested, how many tests are needed, test objectives, methodology, expected results, etc. Elaborate with schematic diagrams where appropriate.*

### **C) Proposed Innovation**

- Explain the degree of innovation and provide the current level of technological readiness (TRL) of your proposed project in the context of the current technologies available in the market - Try to highlight the uniqueness or differentiation of the proposed product compared to existing solutions/products.*
- Describe the competitive advantages and novelty of the proposed product.*
- If the product is an improvement/upgrade from an existing product of the participating companies, describe the differences between the existing product and the proposed product.*

### **D) Proof of Concept**

*Provide the necessary details of any Proof of Concept for taking up this proposed pilot. Include any details of existing patents held by SGPL/ISPL or any subcontractors.*

### **E) Technical Challenges & Mitigations**

- Possible technical challenges involved in the proposed project .*
- Describe how the companies plan to overcome or mitigate these challenges, technological gaps, and barriers to success.*

## **V PROJECT PLAN**

<b>COMPANY</b>	<b>TASKS</b>
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<p>_____</p> <p><i>(Israeli Company)</i></p> <p><i>(List the top 5 tasks for the project team)</i></p>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> <li>•</li> <li>•</li> </ul>
<p>_____</p> <p><i>(Singapore Company)</i></p> <p><i>(List the top 5 tasks for the project team)</i></p>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> <li>•</li> <li>•</li> </ul>
<p>JOINT</p> <p><i>(List the main joint tasks of both companies)</i></p>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> <li>•</li> <li>•</li> <li>•</li> </ul>
<p>ISRAEL SUBCON / CONSULTANT <i>(if any)</i></p>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> </ul>
<p>SINGAPORE SUBCON / CONSULTANT <i>(if any)</i></p>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> </ul>
<p>BETA PARTNER</p> <p><i>(For planned beta trials, they must be included in the R&amp;D programme. Written correspondence (email, LOI) from potential beta partners should also be included).</i></p>	<ul style="list-style-type: none"> <li>•</li> <li>•</li> </ul>

## VI COOPERATION

A) Previous Relationship Between Partners (if any)

B) IP Sharing

*Include information about any expected IP to be generated through this pilot project. Provide a summary of the IP agreement between project partners, which should be as reflected in the LOI/draft MOU.*

C) Commercial Agreement

*Summary of the commercial agreement between project partners as reflected in the LOI/draft MOU.*

## **VII MARKET & COMMERCIALIZATION**

A) Target Market

*Describe the potential market targeted through the proposed project.*

B) Target Geographies

C) Market Feedback/Testing

*Summary of the market research conducted by the project partners.  
Details of any survey/test performed with potential customers/end users.  
Proof of interest shown by any potential customer.*

D) Size of Potential Market (US\$M) & Growth Potential (%)

*Please include supporting information substantiating the information, e.g. 3rd party reports, in the Annexes section of the proposal. If there is existing interest in the product from potential customers, please also provide written proof in the Annexes section)*

E) Target Market Share (by year)

F) Role of Each Partner in the Commercialization Plan

G) Business Model & Commercialization Plan

*Share the proposed approach for acquiring the estimated market.  
Please include - a customer engagement plan, management plan for mass production and supply chain, Product costing, sales projections, ROI (Return on Investment), and the Project partners' abilities to access local and global markets.*

H) Certifications or Regulatory Standards Required for Commercialization (if any)

*(E.g. FDA approval, ISO certification)*

I) Planned Joint Commercialization Activities

J) Proposed System and Pricing

(E.g. price per unit, subscription fee per X months/years, etc.)

K) Revenue Forecast

- Revenue forecast:

\_\_\_\_\_ (Israeli Company) estimates revenues of \_\_\_ in the first year (20\_) and cumulative revenues of \_\_\_ by the sixth year (20\_)

\_\_\_\_\_ (Singaporean Company) estimates revenues of \_\_\_ in the first

year (20\_) and cumulative revenues of \_\_\_ by the sixth year (20\_)

## VIII COMPETITOR ANALYSIS

Using the table template below, provide a comparison of the proposed product to the competitors' products in terms of performance (functions, features, etc.) and price.

Competitor Name	Country	Name of Product	Price (US\$)	Market Share (%)	Strength/Weakness

## VIII PROJECT MANAGEMENT PLAN

Please provide a Gantt chart showing the detailed list of key tasks to be completed during the project, along with the allocation of tasks between the two companies (i.e. whether each task is led by the Israeli Company, Singapore Company, or jointly undertaken by both). For this, you may make use of the template provided below and submit either a screenshot of the Gantt chart or a filled Excel file embedded within this document.





SIIRD Joint Proposal  
Gant Chart Template\_

## IX BUDGET

Please prepare the project budget for each company using the respective templates downloadable from the IIA's and EnterpriseSG's websites and submit your project budget to your respective agencies.

<b>Source of Exchange Rate: OANDA / XE</b> (please select <u>ONLY</u> either one of these)			
<b>Date of Exchange Rate: DD MMM YYYY</b>			
<b>Israeli Company</b>		<b>Singapore Company</b>	
Exchange Rate:	1 ILS = ____ USD	Exchange Rate:	1 SGD = ____ USD
Total Budget (ILS):		Total Budget (SGD):	
Total Budget (USD):		Total Budget (USD):	
<b>TOTAL PROJECT BUDGET (USD):</b> (Sum of Israeli Company's project budget and Singapore Company's project budget)			

### ANNEXES