**I4F Strategic Project Proposal**

The I4F Strategic Sector Program aims to facilitate the development of disruptive technologies in sectors of strategic importance for both India and Israel by tapping on academia and research performers and fast-tracking the commercialization of such technologies. The sector area of focus will be decided by the I4F Governing Board each year. Aside from companies in India and Israel, it is also mandatory for research performers (e.g. academia/research institutes) to participate in the project as sub-contractors or third-party consultants.

The maximum duration of a Strategic Sector Project is three years. I4F may co-fund a maximum of USD 5,000,000 or 66% of the total project cost, whichever is lower.

Applications for Strategic Sector Projects are open once a year. The exact dates and selected call theme will be published on the [I4F website](https://www.siird.com) and on IIA’s and TDB’s websites respectively.

|  |  |
| --- | --- |
| **Strategic Sector Project** | |
| **Project Objectives** | **To create disruptive technologies by tapping on academia and research performers, and to fast-track their commercialization** |
| **Supported Sector(s)** | **To be determined annually** |
| **Recommended Project TRL** | **3/4 – 7/8** |
| **Maximum Project Term** | **36 months** |
| **Total Co-funding Level** | **Up to 66% of the total project cost or up to US$5M, whichever is lower** |
| **Consortium Requirements** | **1 Israeli Industrial Corporation + 1 Indian Industrial Corporation + 1 Israeli researcher (subcontractor) + 1 Indian researcher (subcontractor)**  **Optional: 1 additional Industrial Corporation (Israel\India) / or 1 additional researcher (Israel\India)** |
| **Involvement of Academia** | **Academia as subcontractors up to 30% of total budget (mandatory)** |
| **Royalties** | **In compliance with IIA and TDB Rules** |

|  |  |
| --- | --- |
| **From:** | **Indian Project Lead (INPL)** |
|  | *(Company name)* |
|  | *(Office Address)* |
|  |  |

|  |  |
| --- | --- |
| **From:** | **Israeli Project Lead (ISPL)** |
|  | *(Company name)* |
|  | *(Office Address)* |
|  |  |

**Application Details**

|  |  |  |
| --- | --- | --- |
| **PROJECT TITLE** |  | |
| ESTIMATED START DATE OF PROJECT[[1]](#footnote-1) |  | |
| Project Type | Strategic Sector track | |
| Project Duration | X months | |
| Total Project Budget [[2]](#footnote-2)($) |  | |
|  |  | |
|  | Indian company | Israeli company |
| Company Name |  |  |
| Company Registration No. |  |  |
| Corporate Identification Number for (Indian Company) |  |  |
| Company Website |  |  |
| Contact Person |  |  |
| Position/Designation |  |  |
| Email |  |  |
| Phone Number |  |  |
| Previous I4F Project | Yes/No | Yes/No |

It is recommended to advise with the I4F team regarding the project start date as an I4F project can start only from the date of approval by the Governing Board of the Fund.

Total Project Budget is the cost of the total project for both companies. It must be equal to the sum of the companies’ budgets in the excel form submitted along with the application.

**Submission Checklist – For Indian Applicants**

|  |  |
| --- | --- |
| **Proposal Submission Checklist** | **Checked** |
| **Read the I4F Guidelines for Application** |  |
| 1. Covering letter |  |
| 1. I4F strategic Project Proposal |  |
| 1. Presentation for Evaluation Committee Meeting – add photographs in PPT (Upload in TDB PPT format) |  |
| 1. Project Brief Summary |  |
| 1. Breakup of Milestones and Budget for Proposed Project |  |
| 1. Memorandum of Understanding (MoU) /Letter of Intent between All Consortium Partners |  |
| 1. Copy of all relevant Certification like CMMI, ISO, etc, if any |  |
| 1. Registration Certificate of all project partners, including Academia/R&D Labs, issued by competent authority |  |
| 1. In case of in-house R&D Centres, all relevant certificates from stakeholders, competent authority relevant for in-house R&D, Defence Manufacturing & production should be submitted |  |
| 1. Audited Annual Reports (including Income Tax Return, Balance Sheet, and Profit & Loss Account & Auditor’s Reports) for the last three Financial Years |  |
| 1. Know Your Customer (KYC) documents of all Consortium partner(s) |  |
| 1. Self-Declaration of Applicant on Company letterhead, signed by MD/CEO/Company Secretary, as all Statutory Norms are compiled by the Applicant till date |  |
| 1. Share Holding Pattern of the Company (highlighting the Foreign Investment, if any) |  |
| 1. Checklist cum Security clearance |  |

**Submission Checklist – For Israeli Applicants**

|  |  |
| --- | --- |
| **Proposal Submission Checklist** | **Checked** |
| **Read the I4F Guidelines for Application** |  |
| 1. I4F Strategic Study Project Proposal |  |
| 1. Project Budget |  |
| 1. 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 |  |
| 1. Declaration to the Israel Innovation Authority (הצהרת מגישה הבקשה) |  |
| 1. Israeli company that has at the same calendar year more than one project supported by I4F/Israel Innovation Authority, needs to submit the "resources file" טופס ריכוז משאבים while submitting the proposal to the Israel Innovation Authority (can be found [here](https://innovationisrael.org.il/international/programsrnd/i4f)) |  |
| 1. Memorandum of Understanding (MoU) /Letter of Intent between All Consortium Partners. |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Submitted by:** | **Indian Company** |  | **Israeli Company** |
|  |  |  |  |
|  | **(Indian Company Name)** |  | **(Israeli Company Name)** |
| **Authorized**  **Company Official:**  **(CEO or Equivalent) \*** |  |  |  |
| **(Name & Title)** |  | **(Name & Title)** |
| **Signature:** |  |  |  |
|  |  |  |  |
| \* The Project proposal must be submitted jointly and signed by the company’s CEO, Managing Director or General Manager.  \*\* The final proposal for feasibility study project should be kept up to 30 pages.    **\*** | | | |

1. **PARTICIPANTS’ CONTRIBUTIONS**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Company/ Research Performer Name | Country | Main Role of Participant | Budget (INR/ILS) | Contribution (%) | Duration (Months) |
|  | India |  |  |  |  |
|  | India |  |  |  |  |
|  | India (if applicable) |  |  |  |  |
|  | Israel |  |  |  |  |
|  | Israel |  |  |  |  |
|  | Israel (if applicable) |  |  |  |  |
| **Total in US $:** | | |  |  |  |

**COMPANIES INFORMATION**

Detailed Company Profiles

1. ***Indian Consortium Members***

|  |  |  |  |
| --- | --- | --- | --- |
|  | ENTITY 1 (COMPANY) | ENTITY 2 (RESEARCH INSTITUTION) | ENTITY 3 (OPTIONAL) |
| Company\ Entity Name |  |  |  |
| Individual Project Cost (US$) |  |  |  |
| Year Established |  |  |  |
| Core Competencies |  |  |  |
| Main Products/Technologies |  |  |  |
| CUSTOMERS  (**This section refers to paying customers only.**  For companies – to indicate top 3 customers.  For RIs – to indicate top 3 licensees) |  |  |  |
| TOP 3 R&D PARTNERS IN OTHER PROJECTS  *(Involvement in this project cannot be considered*  *For RIs/IHLs – to indicate partners in their industry R&D projects)* |  |  |  |
| REVENUES MOST RECENT FISCAL YEAR\* (US$)  *(For companies, to refrain from including grants received*  *For RIs, to indicate research funding secured(* | INR | INR | INR |
| % REVENUES INCREASE / DECREASE OVER PREVIOUS YEAR |  |  |  |
| No. of Employees (Excluding personnel based in overseas offices) |  |  |  |
| No. of R&D Employees  (Excluding personnel based in overseas offices) |  |  |  |
| Location of overseas office |  |  |  |

1. ***Israeli Consortium Members***

|  |  |  |  |
| --- | --- | --- | --- |
|  | ENTITY 1 (COMPANY) | ENTITY 2 (RESEARCH INSTITUTION) | ENTITY 3 (OPTIONAL) |
| Company\ Entity Name |  |  |  |
| Individual Project Cost (US$) |  |  |  |
| Year Established |  |  |  |
| Core Competencies |  |  |  |
| Main Products/Technologies |  |  |  |
| CUSTOMERS  (**This section refers to paying customers only.**  For companies – to indicate top 3 customers.  For RIs – to indicate top 3 licensees) |  |  |  |
| TOP 3 R&D PARTNERS IN OTHER PROJECTS  *(Involvement in this project cannot be considered*  *For RIs/IHLs – to indicate partners in their industry R&D projects)* |  |  |  |
| REVENUES MOST RECENT FISCAL YEAR\* (US$)  *(For companies, to refrain from including grants received*  *For RIs, to indicate research funding secured.*    *Please include the audited financial reports of company applicants for the past 3 years in Appendix D)* | NIS | NIS | NIS |
| % REVENUES INCREASE / DECREASE OVER PREVIOUS YEAR |  |  |  |
| No. of Employees (Excluding personnel based in overseas offices) |  |  |  |
| No. of R&D Employees  (Excluding personnel based in overseas offices) |  |  |  |
| Location of overseas office |  |  |  |

* 1. Key Roles and Responsibilities of Each Partner and Subcontractor
  2. Project Teams

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

* 1. 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 subcontractors*

* 1. Existing Manufacturing/Testing Facility

*Details of Existing Equipment Manufacturing/Testing facility relevant for this project*

* 1. The Capabilities and Track Records of the Companies in Related Areas
  2. Financials

*Snapshot of Financial Health of INPL (Audited Data in INR Lakhs) – To be filled out by the Indian partner*

|  |  |  |  |
| --- | --- | --- | --- |
| **Particular** | **Year 3 (Latest Audited Year)** | **Year 2** | **Year 1** |
| Share Capital |  |  |  |
| Reserves & Surplus |  |  |  |
| Tangible Net Worth (TNW)  (Share Capital + Reserves –Accumulated Losses – Intangible Assets) |  |  |  |
| Total Outside Liabilities (TOL) |  |  |  |
| Debt Equity Ratio (TOL/TNW) |  |  |  |
| Current Ratio (CA/CL) |  |  |  |
| Total Sales / Revenue |  |  |  |
| PBDIT (Profit before Depreciation,  Interest & Tax) |  |  |  |
| PBT (Profit Before Tax) |  |  |  |
| PAT (Profit After Tax) |  |  |  |
| Cash Accruals |  |  |  |
| % Investment in R&D  (% of the Total Sales / Revenue) |  |  |  |

*Snapshot of Financial Health of ISPL (Audited Data in ILS) – To be filled out by the*

*Israeli partner*

|  |  |  |  |
| --- | --- | --- | --- |
| **Particular** | **Year 3 (Latest Audited Year)** | **Year 2** | **Year 1** |
| Share Capital |  |  |  |
| Reserves & Surplus |  |  |  |
| Tangible Net Worth (TNW)  (Share Capital + Reserves –Accumulated Losses – Intangible Assets) |  |  |  |
| Total Outside Liabilities (TOL) |  |  |  |
| Debt Equity Ratio (TOL/TNW) |  |  |  |
| Current Ratio (CA/CL) |  |  |  |
| Total Sales / Revenue |  |  |  |
| PBDIT (Profit before Depreciation,  Interest & Tax) |  |  |  |
| PBT (Profit Before Tax) |  |  |  |
| PAT (Profit After Tax) |  |  |  |
| Cash Accruals |  |  |  |
| % Investment in R&D  (% of the Total Sales / Revenue) |  |  |  |

**PROPOSED INNOVATION**

* 1. Background Motivation

*Describe the existing problem(s) in the target market that the proposed product is trying to solve.*

* 1. Project Description

*Give a detailed description of the product’s functions/features and the way it works along with a description of the core IP that each company contributes to the proposed product. Show why it is essential for research performers to be included in the project. (elaborate with schematic diagrams)*

* 1. Proposed Innovation
* *Specify and explain the degree of innovation and Technology Readiness Level (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.*
* *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.*
  1. Proof of Concept

*Provide the necessary details of any Proof of Concept for taking up this proposed project*.

*Details of Existing Patents held by INPL/ISPL or any sub-contractors*

* 1. Disruptiveness and technological breakthrough

*Elaborate on the* *technological breakthrough this project will achieve and explain why and how the proposed product/technology is “disruptive” (****A key factor for the Strategic Sector track****).*

* 1. Technical Challenges & Mitigations

*Possible technical challenges involved in the proposed project and its mitigation plan*

**PROJECT PLAN**

|  |  |
| --- | --- |
| **COMPANY** | **TASKS** |
| \_\_\_\_\_\_\_\_\_\_  *(Israeli Company)*  *(List the top 5 tasks for the project team)* |  |
| \_\_\_\_\_\_\_\_\_\_  *(*Indian *Company)*  *(List the top 5 tasks for the project team)* |  |
| \_\_\_\_\_\_\_\_\_\_  *(Israeli Researcher)*  *(List the top 5 tasks for the project team)* |  |
| \_\_\_\_\_\_\_\_\_\_  *(*Indian *Researcher)*  *(List the top 5 tasks for the project team)* |  |
| JOINT  *(List the main joint tasks of both companies)* |  |
| Third Israeli Consortium Member (if any) |  |
| Third Indian Consortium Member (if any) |  |
| BETA PARTNER  *(For planned beta trials, they must be included in the R&D programme plan. Written correspondence (email, LOI) from potential beta partners should also be included)* |  |

**COOPERATION**

* 1. Previous Relationship Between Partners (if any)
  2. Partnership Synergy
  3. Roles & Responsibilities of Each Partner

*Detail the key roles & responsibilities of each partner in the proposed project*

* 1. IP Sharing

*Expected IP to be generated though this proposed project.*

*Summary of the IP sharing agreement between project partners as reflected in the LOI/draft MOU*

* 1. Commercial Agreement

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

**MARKET & COMMERCIALIZATION**

* 1. Target Market

*Describe the potential market targeted through the proposed project*

* 1. 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*

* 1. Business Model & Commercialization Plan

*USPs and commercial/societal/technological benefits of the proposed product(s).*

*Proposed approach for acquiring the estimated market.*

*Product costing, sales projections, and ROI (Return on Investment*.

*Project partners' abilities to access local and global markets*.

*Description of existing competing solutions and differentiation of the proposed product compared to competition*

**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** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

**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, Indian Company, or jointly undertaken by both).*

**BUDGET**

*Please prepare the format for project budget excel documents for each company (format downloadable on IIA’s and TDB’s website – Guidelines & templates) and upload them separately.*

1. [↑](#footnote-ref-1)
2. [↑](#footnote-ref-2)