

IMEC.ICON INFORMATION SESSION

IMEC.ICON CALL 2018-1 JANUARY 9TH, 2018

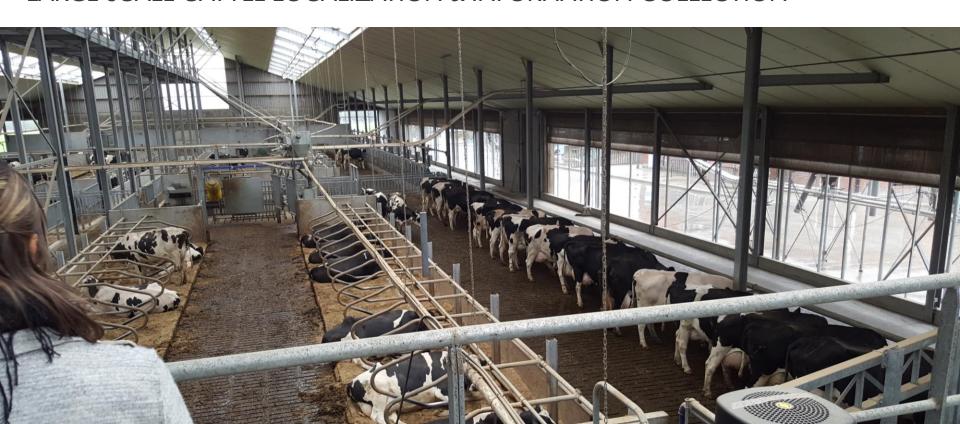
SUMMARY OF CHANGES SINCE PREVIOUS CALL

- Requirement for 3 independent <u>Flemish</u> companies in the project consortium (old requirement: 3 independent companies, of which at least 1 Flemish company)
- Requirement for the budget of companies with VLAIO or Innoviris funding to be higher than the budget of the research groups (adapted 50/50 rule) (old requirement: the budget of all companies, irrespective of funding, to be higher than the budget of the research groups)
- Funding by VLAIO
 - No extra funding for collaboration in an ICON project.
 - Capping of funding percentages:
 - Development activities: 50%
 - Research activities: 60%
- Funding by Innoviris: no changes
- Changes marked in this slideset with: Changed since previous call



EXAMPLE IMEC.ICON PROJECT: MONICOW

DEVELOPMENT OF ADVANCED AND ENERGY-EFFICIENT WIRELESS SYSTEM FOR LARGE-SCALE CATTLE LOCALIZATION & INFORMATION COLLECTION



ASPECTS OF AN IMEC.ICON PROJECT

- ✓ Project
- ✓ Consortium of partners
- ✓ Industry partners (min. 3)
- ✓ Research partners (min. 2)
- √ imec research groups (min. I)
- ✓ Demand-driven
- ✓ Bottom-up project genesis
- Collaboration
- ✓ Interdisciplinary approach
- ✓ Balanced consortium
- ✓ No dominant industry partner
- √ Valorization of project results
- ✓ New products or services
- New business models

- Technology development and validation
- ✓ User adoption validation
- ✓ Near-real-life tests
- ✓ Proof-of-concept demonstrators
- ✓ Intellectual property, knowledge and insights
- People
- ✓ Working closely together
- Concrete goals
- ✓ 2-year duration
- Research challenges
- ✓ Risks
- Scientific publications
- Flanders, Brussels Region and the world
- ✓ Qualitative employment
- ✓ Anchoring in Flanders or Brussels Region



AGENDA

- imec
- imec.icon
 - What is an imec.icon project?
 - Expected outcome of an imec.icon
 - Examples
 - Application procedure
 - VLAIO and Innoviris funding
 - IPR and Contracts



imec is the world-leading R&D and innovation hub in nanoelectronics and digital technology.



SECTORS













SMART CITIES

SMART MOBILITY

SMART INDUSTRY

SMART ENTERTAINMENT

SMART HEALTH

APPLICATIONS and PRODUCTS

SMART ENERGY

INFRASTRUCTURE

















DATA CENTERS

DATA SECURITY

DATA SCIENCE

SYSTEM FUNCTION















COMPUTING

STORAGE

CONNECTIVITY

SENSING

ACTUATION

SECURITY

POWER

TECHNOLOGY

























LOGIC

MEMORY

NANO IC

PACKAGING

PHOTONICS

MEMS

IMAGER

MICRO THIN FILM TECHNOLOGY POWER FLUIDICS ELECTRONICS

STORAGE

E



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IMEC.ICON PROGRAM

LARGE EXPERIENCE BASE

13 Calls 2009-2017

130 Projects 2009-2017 +380
Partners
2009-2017

+380 IMEC.ICON PARTNERS AND COUNTING





































Plantyn





























Universitair Ziekenhuis Gent



















zappware



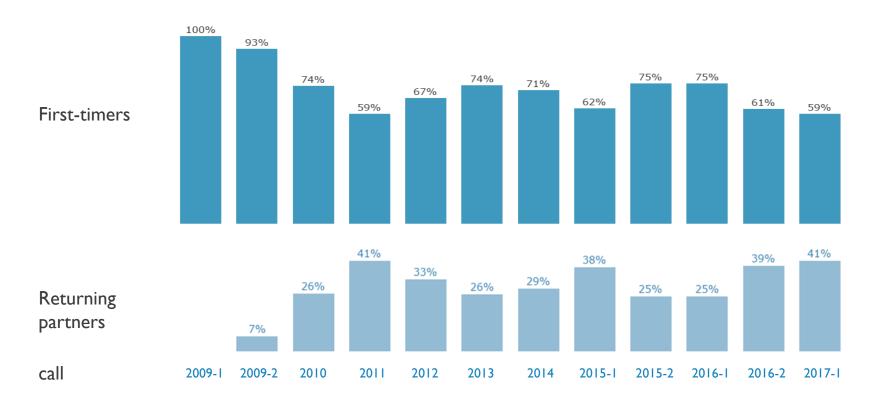








ECOSYSTEM CONTINUOUSLY GETTING BROADER



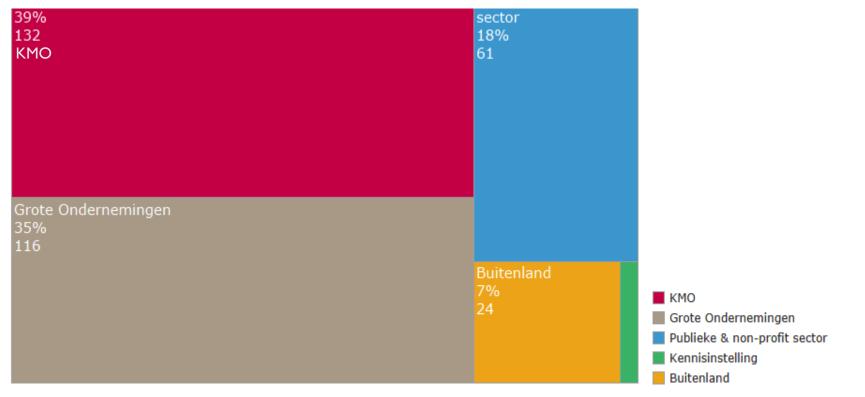


>30% RETURNING PARTNERS



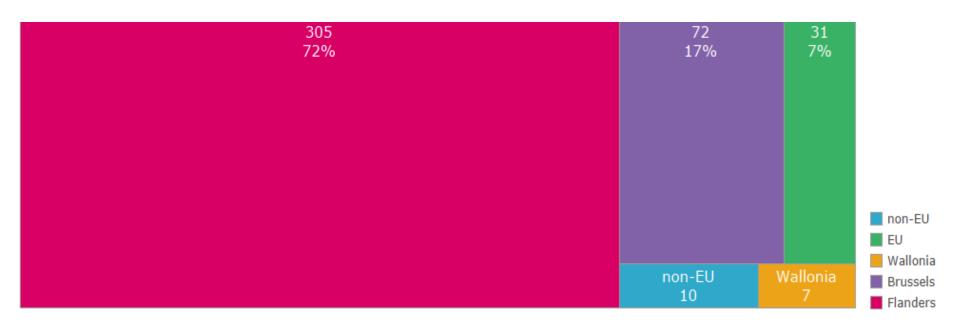


>80% OF THE PARTNERS ARE COMPANIES





ACT LOCAL, THINK GLOBAL



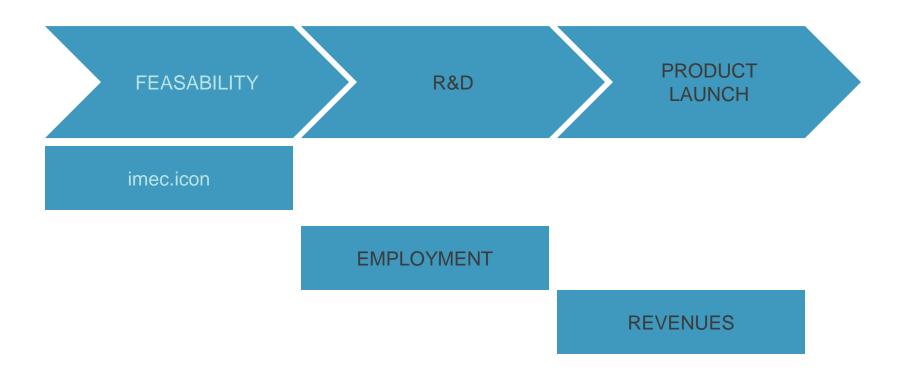


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THE POSITION OF IMEC.ICON IN THE PRODUCT LIFE CYCLE







50 jaar De Tijd - Wat is de sleutel tot succes?

De Tijd vroeg aan 50 toppers uit de Vlaamse bedrijfswereld wat hun belangrijkste businessles is.



'Een plus een is drie, of vier. Pas dit principe toe binnen je eigen team en in de <u>externe partnerschappen.'</u>



'Investeer in technologie, in verandering, in <u>vernieuwing</u>. Het zal voor zowel de business als de maatschappij altijd winst opleveren.'



Industrieel Koramic

"Durf <u>allianties</u> aangaan. Het levert je meer op dan je ooit had vermoed."



'Werken in en met een goed team is het belangrijkste om je doelstellingen te bereiken.'



Wim Dejonghe Voorzitter Allen & Overy

School

'Een partnership is sterk als het <u>intern</u> <u>divers</u> is en op de markt als een gestroomlijnde organisatie opereert.'



<u>partnerschappen</u> en op een goede relatie met je aandeelhouder.'

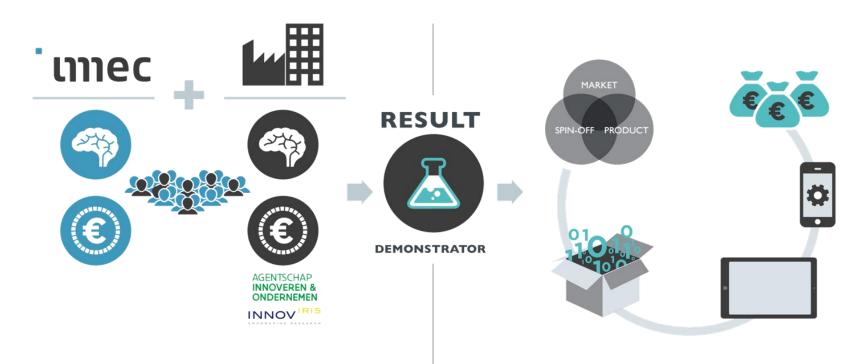
'Bouw op het talent van mensen, op



'Wat minder navelstaren binnen de eigen sector, wat meer <u>ideeën opdoen</u> erbuiten.'

IMEC.ICON

R&D COOPERATION WITH FLEMISH INDUSTRY & ECOSYSTEM



INTERDISCIPLINARY COOPERATIVE RESEARCH

PRODUCT AND SERVICES DEVELOPMENT



IMEC.ICON PRIME ASSUMPTIONS

- ICT-related: digital products, services and business models
- Demand-driven
 - Relating to a real need in industry/society
 - Involving companies, social/cultural sector, end users, customers,...
- Within the scope of imec's market segments













IMEC.ICON CHARACTERISTICS

- Cooperative research with a focus on valorisation for all industry partners involved
- Interdisciplinary approach
 - Technology, legal, social, business models
 - Different market segments
 - No dominant partner in the consortium
- Flemish partners involved
- 2-year duration



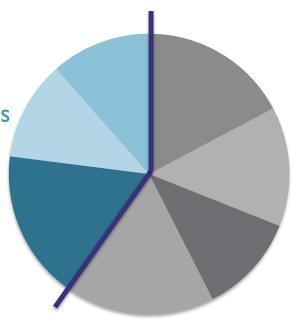
IMEC.ICON CONSORTIUM

MANY RESEARCH OPTIONS: IMEC + UNIVERSITIES

Research groups

- Min. 2 groups
 - imec
 - Flemish universities
 - other

Advice: go for lean and mean (research < 120MM)



Industry partners

- Min. 3 <u>Flemish</u> companies
- SMEs, large companies, social profit, technology providers or services, ...
- Flanders (min. 3)
 Brussels Region
 Belgium
 International



ALIGNING YOUR CONSORTIUM

MAKING ROOM FOR WIN-WIN

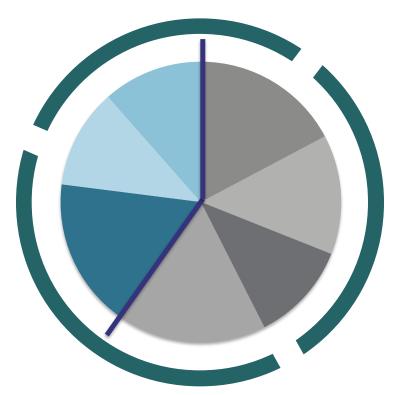


	Partner I	Partner 2	Partner 3	Partner 4
Goal I	must-have	nice-to-have	not-relevant	no-go
Goal 2	nice-to-have	must-have	must-have	not-relevant
Goal 3	not-relevant	nice-to-have	nice-to-have	nice-to-have
• • •	nice-to-have	nice-to-have	not-relevant	must-have



IMEC.ICON CONSORTIUM

OPTIONAL: USER GROUP



User/Stakeholder group

- Not a formal partner
- A user group is linked to the project to:
 - provide specific input
 - gather requirements
 - act as a sparring partner
 - validate project results
 - provide certain data
 - •



IMEC.ICON PROJECT BUDGET

CO-INVESTMENT BY ALL PARTNERS

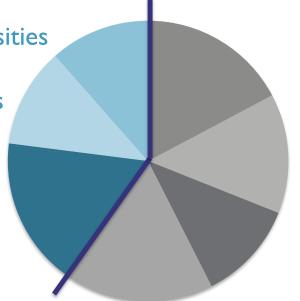
Research groups

imec & Flemish universities

imec dotation

Other research groups

own budget



Industry partners

- Own budget
- External funding is allowed
- Integrated application for VLAIO/Innoviris in imec.icon application

AGENTSCHAP
INNOVEREN & ONDERNEMEN





ADAPTED 50/50 RULE

BUDGET OF RESEARCH PARTNERS < BUDGET OF FUNDED INDUSTRY PARNTERS

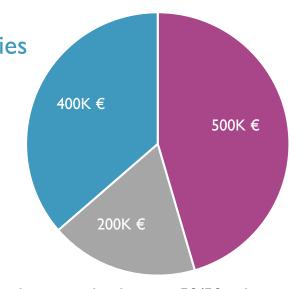
Research groups

- imec & Flemish universities
 - imec dotation
- Other research groups
 - own budget

e.g. 400K €

Industry partners with own funding

- Allowed
- don't count for the 50/50
 e.g. 200K €



Funded industry partners

- VLAIO
- Innoviris

e.g. 500K €

In the example, the new 50/50 rule is met:





FLANDERS MAKE

PARTNERS WITH IMEC IN IMEC.ICON PROJECTS

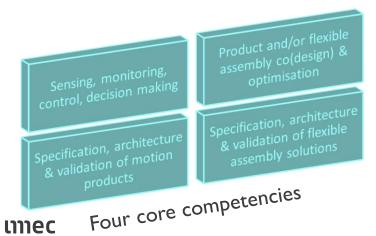


400+ highly specialised researchers

Two application areas



Flanders Make = the Strategic Research Centre for the Manufacturing Industry



Unique infrastructure



SMART EDUCATION IN IMEC.ICON

- Schools can receive funding from imec budget
- Goals
 - Enable evidence-based validation of effects of EdTech in schools
 - Increase adoption rate for EdTech through inclusion of schools in imec.icon

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- Funding of staff costs and operational costs
- Specific options for Flemish schools: PWB and TADD



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RESULTS AT THE END OF THE ICON PROJECT

Proof-of-Concepts / demonstrators

- PoC = minimum experimental setup needed to validate innovation goal(s)
- Ranging from pure technical tests to real-life validation
- Not a pilot ready for commercialization

Value for the companies has to be incorporated in the project from the beginning

involve the customers and end users using living labs, user groups, business model co-creation

OUTCOME OF AN IMEC.ICON

Added value

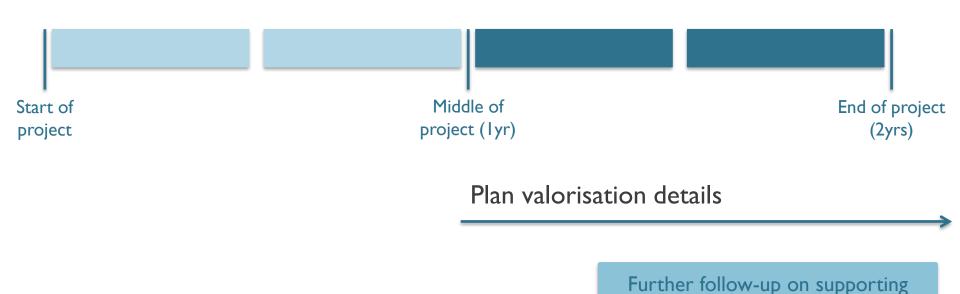
- Economic
 - Company results
 - Qualitative employment
- Social/cultural
 - Added value to target group
- Impact in Flanders



VALORISATION

unec

DETAILED PLANNING STARTS DURING THE PROJECT IMPLEMENTED BY THE COMPANIES AFTER THE PROJECT



valorisation will be organised during the project

VALORISATION

Launch new spin-off

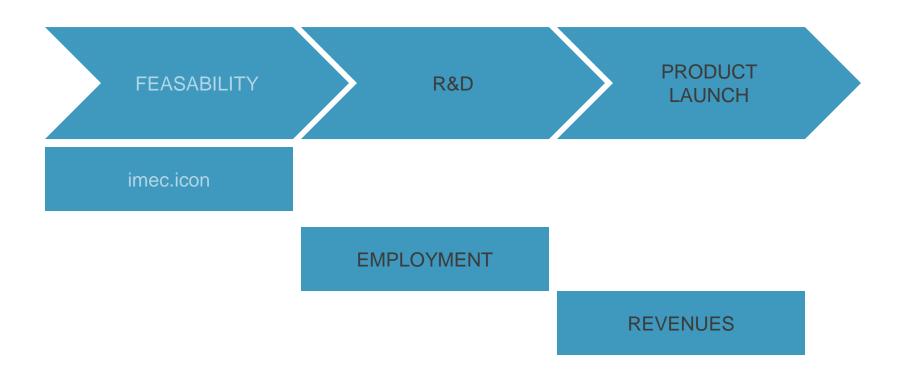
external startup

Market company, joint-venture or K Spin-off Product

Demonstrate credibility towards external partners and generate business impact

> Launch new product-line or improve current products

THE POSITION OF IMEC.ICON IN THE PRODUCT LIFE CYCLE





IMEC.ICON WORKS

PORTFOLIO IMPACT STUDY 2015 - AGGREGATED (30 COMPANIES)









AGENDA

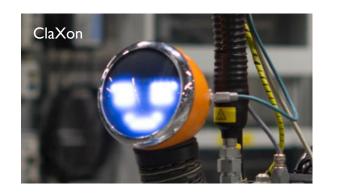
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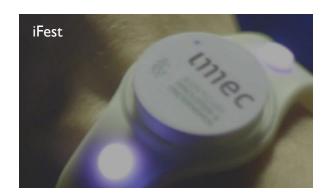


EXAMPLES OF ICON PROJECTS

CHECK OUR WEBSITE OR CLICK THE IMAGE TO FIND OUT MORE ABOUT THE PROJECT











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IMEC.ICON - YEARLY CYCLE

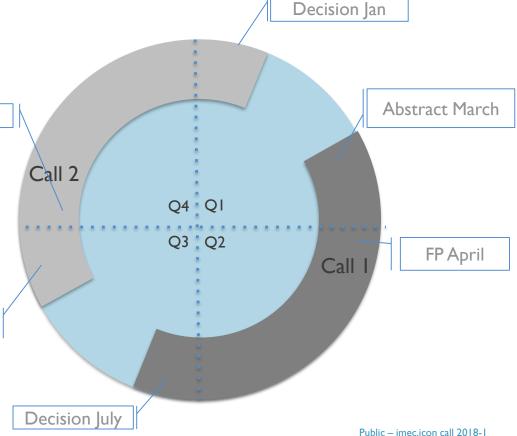
FAST PROCEDURE FOR ROADMAP ALIGNMENT

2 identical competitive calls:

- Similar budget
- Fast procedure
- · Fast resubmission possible
- 2 stages: abstract & full proposal

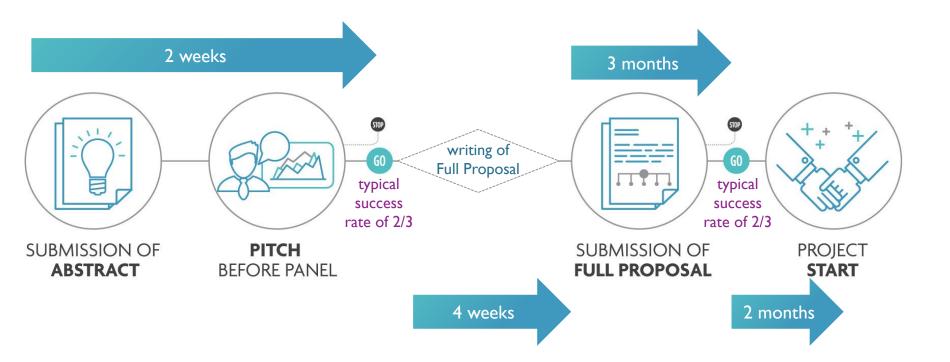
Abstract Sept

FP Oct





IMEC.ICON PROCESS





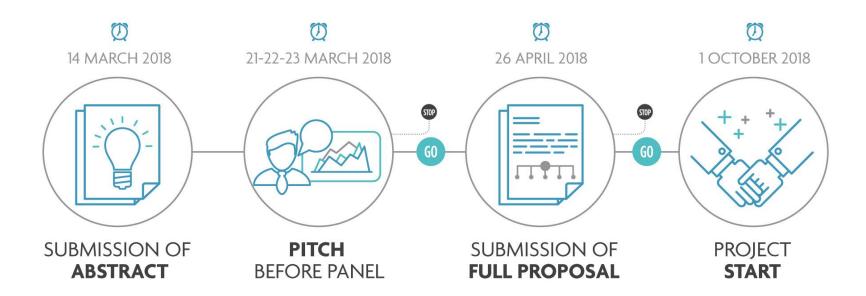
2-STEP APPLICATION PROCEDURE

Extended abstract + pitch

2. Full proposal



TIMING





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ABSTRACT PHASE: EXTENDED ABSTRACT

Content Abstract:

- Cause and context of the project
- Innovation goals
- State of the art and leap of knowledge
- Expected project outcome
- Valorization and Social/economic benefit
- Each partner/research group:
 - Brief presentation
 - Relevant expertise
 - Importance of the partner/research group
 - Strategic importance of the project

Abstract not eligible if over character limits

Template is available on imec website



ABSTRACT PHASE: PITCH BEFORE PANEL

Pitch

- Very short presentation (6 minutes)
- Followed by a short Q&A
- Consortium presence
 - Max. 5 consortium members, incl. research lead and project lead

Panel

- External domain experts
- Representatives of imec

info session on Pitch 16 March (10am)

Template is available on <u>imec website</u>



IMEC.ICON JURY

2 STEPS, 2 DIFFERENT APPROACHES

- Abstract Jury: focus on general quality, valorisation & fit
 - One jury for all abstracts
 - Jury appointed by imec: Patrick Crasson, Martin De Prycker, Hermann Hellwagner, Herman Derache, Marc Engels, Luis Munoz, Ruth Breu, Mart Graef, Menno Kok
- Full proposal Jury: detailed scientific quality & valorisation assessment
 - 3 international domain experts for each individual project
 - Combination research experts & company experts
 - Experts are selected from VLAIO database and are anonymous to imec
 - Match experts profile vs. project content validated by imec & VLAIO



ABSTRACT PHASE: CONCEPT OF KEY PARTNER

Key partners:

- Are essential for the project
- Without those partners, it's a different project → would need re-evaluation

Consequences:

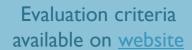
- The full proposal will be non-eligible if key partners withdraw between abstract and full proposal
- Other partners: are also committed to the project, but can be replaced
- New partners can join the project between the abstract and the full proposal

Cooperative nature of the consortium is an important evaluation criterion

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ABSTRACT PHASE: EVALUATION CRITERIA ALIGNED WITH VLAIO AND INNOVIRIS R&D CRITERIA

- Clearly defined and realistic research objectives
- Social/economic valorization and added value of the project
- Cooperative nature of the consortium and market driven character of the project
- Effort and timing



TIMING





FULL PROPOSAL PHASE

High-level content Full Proposal:

- Information on the whole imec.icon project
 - Cause and context, Innovation goals, Implementation
- Partner-specific information
 - Valorisation information
 - Requested funding (if applicable)



INFO SESSIONS ON FULL PROPOSAL

General info session

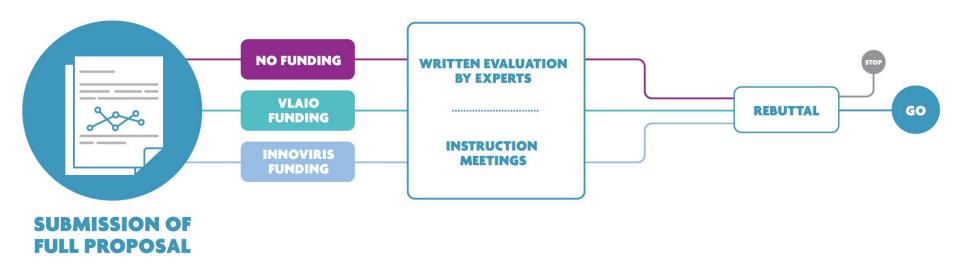
- Detailed session with tips & tricks
- March 30, 10-12:30, VLAIO Brussels
- (afternoon: option to book 1-on-1 session)

Sessions specific on valorisation (industry partners)

- Co-organised with Innovatiecentrum
- March 29, 2018, 10u30-12u00, VAC Gent
- Strongly advised for first time applicants



FULL PROPOSAL PHASE: EVALUATION PROCEDURE





FULL PROPOSAL EVALUATION CRITERIA

I. QUALITY

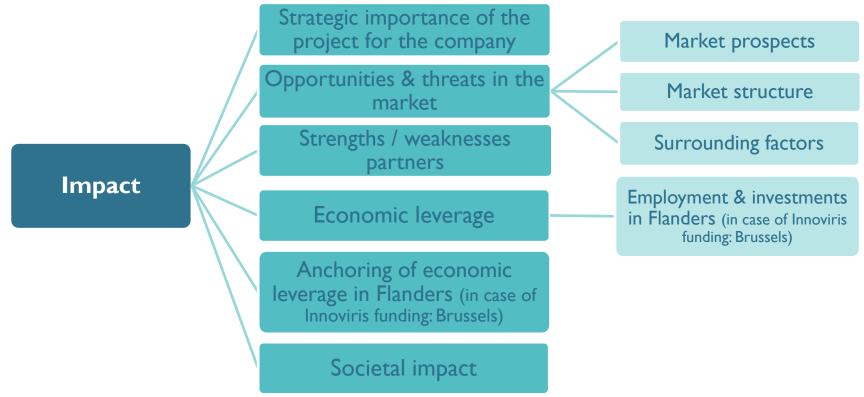


Evaluation criteria are aligned with VLAIO and Innoviris



FULL PROPOSAL EVALUATION CRITERIA

2. IMPACT





POSSIBLE OUTCOMES FOR THE FULL PROPOSAL

imec.icon file = imec decision
Industry funding = VLAIO or Innoviris decision

imec.icon file	Industry funding application	Possible outcome
		Both imec.icon project and VLAIO/Innoviris funding are approved
	X	imec.icon project approved but no VLAIO/Innoviris funding
X	Not evaluated	No imec.icon project and no VLAIO/Innoviris funding granted



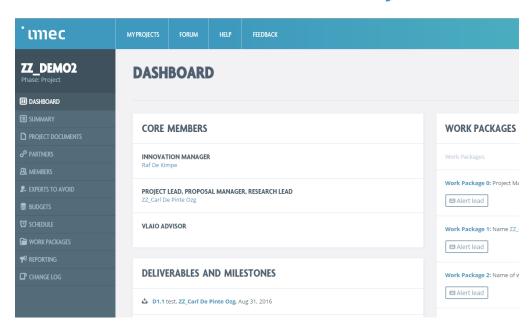
How to submit your application

ABSTRACT AND FULL PROPOSAL SUBMISSION: VIA MYPROJECTS

MyProjects:

- Submitting your application
- Follow-up
- Reporting

Current call accessible from mid of January



How to submit your project via MyProjects

ABSTRACT SUBMISSION: VIA MYPROJECTS

	Directly via MyProjects	.doc/.pdf upload or	n MyProjects
Abstract content	 Project metadata Partners + MM Members Executive summary 	 Cause & Context Innovation goals SOTA Outcome Valorisation Details on partners 	• Pitch slides
Deadline	March 14, 12 o'clock noon		March 20, 12 o'clock noon



ABSTRACT SUBMISSION: EXTRA DOCUMENTS

WHEN APPLICABLE

	Directly via MyProjects	.doc/.pdf upload on MyProjects
Extra documents		 Resubmission letter If your project has been submitted before in ICON AND if you have approval from imec to resubmit Motivation letter for new research groups If it's the first time the research group participated in ICON
Deadline	March 14, 12 o'clock noon	



SUBMITTING YOUR PROPOSAL VIA MYPROJECTS

The Proposal manager is responsible for creating and submitting the proposal

Already a user in MyProjects?⇒Use the button in MyProjects

Start a new application

- Not a user in MyProjects?
 - Register via website

NEED ACCESS TO MYPROJECTS

 If you are not a Proposal manager, but you need access to the platform, contact your proposal manager

- How to give access as Proposal manager:
 - Add the member
 - Give him a specific role or the role 'generate user'
 - The member will receive a mail with login information



VALIDATE AND SUBMIT YOUR PROJECT

- Steps to submit your project as a proposal manager
 - I. Start your application
 - (i) don't wait until the beginning of March
 - I. Fill in all information and upload the necessary documents
 - 2. Validate to check if all information is correct
 - i) you can validate as many times as you want
 - 3. Submit the project using the submission button



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APPLYING FOR VLAIO OR INNOVIRIS FUNDING

- Funding application within the imec.icon procedure
 - VLAIO (Flemish region)

Innoviris (Brussels region)

AGENTSCHAP
INNOVEREN & ONDERNEMEN



AGENTSCHAP INNOVEREN & ONDERNEMEN www.vlaio.be

VLAIO FUNDING (COMPANIES)

- For organisations (companies or non-profit) located in Flanders
- For innovation in all domains, except military applications
- New since October 1st, 2017: no funding for companies in difficulties (European definition):
 - Criteria for all companies: equity is less then 50% of the share capital
 - For large companies, two extra criteria:
 - Dept to equity ratio > 7,5
 - EBITDA interest coverage ratio < 1,0
 - More information on http://www.vlaio.be/onderneming-in-moeilijkheden



VLAIO FUNDING (COMPANIES)

- Budget contains:
 - Payroll costs: salary x (factor 1.00 1.68 depending on benefits one may have)
 - Other costs: max. € 40.000/FTE (of which max. 20.000 indirect costs, direct costs to be listed)
 - Possibly large subcontractors (> 8.500 €, offer with price detail needed)
- Funding = percentage of budget



FUNDING PERCENTAGES (COMPANIES)

Since 2018 new rules apply for funding, important changes:

Short term innovation projects open to all organizations

• Max. funding percentage of 50% for a development project and 60% for a research project

Confirmed for individual projects (2017)

CCL		
	Development Project	Research Project
	Short term, result-oriented, clear innovation driven business case	Knowledge-intensive, research-driven, long-term vision & strategy
Process	Simple: concise application in combination with interaction	Interaction with VLAIO advisor, written advice by external experts
Duration	Up to 2 years starting from a budget equivalent to 25,000 euros funding	Up to 3 years from a budget equivalent to 100,000 euros funding
Funding	Max 50% per company 25% basic funding percentage + upto 10% (me) of 20% (se) extra + upto 10% extra for collaboration between independent companies	Max 60% per company 25-50% basic funding percentage, depending on research content + upto 10% (me) of 20% (se) extra + upto 10% extra for collaboration between independent companies



FUNDING PERCENTAGES (COMPANIES)

- Rules within an ICON context:
 - No 10% extra funding for collaboration
 - Other percentages for development (max 50%) & research (max 60%) projects applicable

RESEARCH / DEVELOPMENT

- Basic funding percentage
 - 25% for a development project
 - 50% for a research project
- Differentiation based on important challenges and risks
- Considering activities per partner
- Which knowledge will be used?
 - Existing know-how
 - New knowledge applied to your specific business
 - Step forward w.r.t. state-of-the-art



AGENTSCHAP IMPORTANCE INFORMATION ON VALORISATION INNOVEREN & ONDERNEMEN

- Ranking is based on strategic importance and economic impact
- Adequate information (part C) is part of eligibility of VLAIO application
- Attendance info meeting March 30th incl. preliminary discussion with VLAIO advisor strongly recommended, especially for companies with no or little experience with VLAIO funding

Detailed info session with tips&tricks
March 30th, 2018



FUNDING BRUSSELS ENTERPRISES INNOVIRIS



- Eligibility: Brussels enterprise
- R&D project
- Procedure



WHO CAN APPLY



- All Brussels enterprises who:
 - develop all or some of their activities within the territory of the Brussels-Capital Region
 - present an innovative project likely to have a favourable impact on employment and/or the sustainable development of the Brussels-Capital Region
 - show their ability to finance their share in the project
 - have fulfilled their obligations in the context of previous support initiatives granted by the Region.
- Not exclusive Brussels partners within imec.icon consortium (at least one in Flanders)



R&D PROJECT



- imec.icon external partners can apply for R&D funding
- R&D project
 - Industrial Research: Series of activities carried out with a view to acquiring new skills and innovative scientific knowledge designed to develop a product, procedure or service.
 - **Experimental Development:** Activity designed to apply the results of industrial research in the form of prototype products, procedures or services.
- Who? SMEs and Large Enterprises



INNOVIRIS FUNDING PERCENTAGE



- Basic funding percentage
 - 25% development project or 50% research project
- Extra funding
 - SME
- SE (+20%) / ME (+10%)
- In case of doubt: contact Innoviris
- Collaboration +15% when, considering the project part for which funding (Innoviris or VLAIO) is granted,
 - At least I SME as project partner
 - None of the partners constitutes more than 70% of the budget
- Basic funding + extra funding: min. 25%, max. 80%



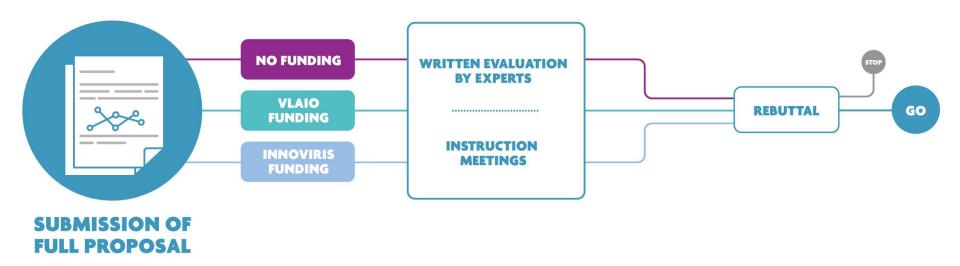
INNOVIRIS PROCEDURE



- Adjusted Part C of imec.icon-application for Innoviris
- Industrial Research and Experimental Development:
 - "Usual" Instruction meeting, with scientific advisor Innoviris



FULL PROPOSAL PHASE







IMPORTANCE INFORMATION ON VALORISATION

- Valorisation for Brussels Capital Region both strategic importance and on economic impact
- Adequate information (part C) is part of eligibility Innoviris application
- Attendance full proposal info session October 3 incl. preliminary discussion with Innoviris advisor strongly recommended, especially for companies with no or little experience with Innoviris funding

Detailed info session with tips&tricks
March 30, 2018

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INTELLECTUAL PROPERTY RIGHTS (IPR)

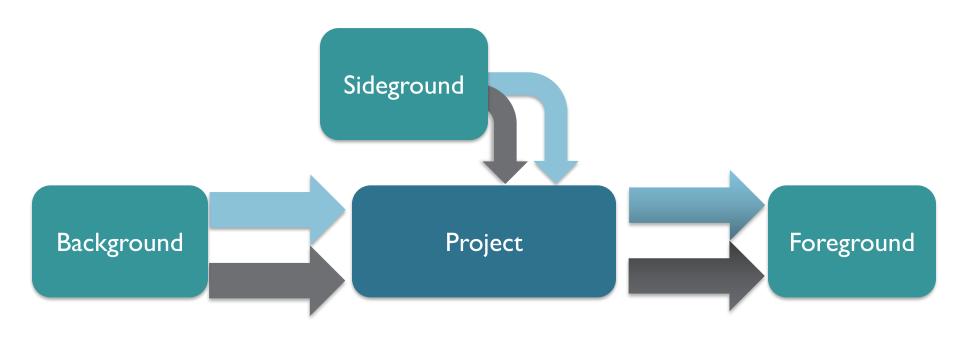
- IPR model in imec.icon is fixed
- Starting IPR discussions upfront is strongly advised



IPR IN IMEC.ICON: CONCEPTS

- Background = all pre-existing knowledge a partner contributes to the project
 - Necessary to perform the Project
 - Needs to be identified, substantiated and listed in the project description
- Foreground = all results obtained during the execution of the imec.icon Project
 - Foreground is to be reported to the steering committee (i.e. Project Deliverables)

IPR IN IMEC.ICON: CONCEPTS





IPR IN IMEC.ICON: OWNERSHIP AND ACCESS RIGHTS

Ownership	Rule: Each partner is and remains sole owner of own BG/SG/FG	
	Exception: Co-ownership when Foreground is created by two or more parties and when it is <u>impossible</u> to divide each partners' contribution in the result	
Access Rights During project execution	Free of charge: Background, Sideground and Foreground	
Access Rights Valorisation after project	Deemed granted if needed to valorise own results	



IPR IN IMEC.ICON: OWNERSHIP AND ACCESS RIGHTS

Access rights for valorisation are determined by project's Work Package (WP) structure

	Same WP	Different WP
FG	Free	Favorable
BG/SG	Favorable	Market conditions



Contracts

ICON NDA AND LOI

Non Disclosure Agreement (NDA)

- Recommended to use from abstract phase onwards
- Own choice consortium

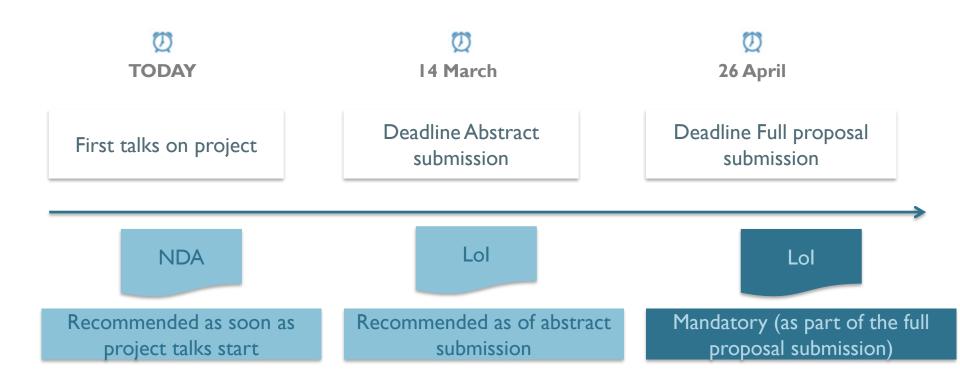
Letter Of Intent (Lol)

- Mandatory at full proposal phase
- Template not be changed. May be submitted in English or in Dutch
- Content:
 - Intention of each partner to implement its own task package
 - Acceptance of the imec.icon CA



IMEC.ICON NDA AND LOI

Documents available on website





CONTRACTS TO BE SIGNED AFTER PROJECT APPROVAL

- Collaboration Agreement (CA, Samenwerkingsovereenkomst)
 - Binding for all parties
 - imec (incl. related unis) <> all external partners
 - Stating imec's and all partners' research input
 - Aspects: project description, input, operation through steering groups, ownership of results, publication rights, ...
- VLAIO or Innoviris Funding Agreement (FA, Steunovereenkomst)
 - VLAIO or Innoviris R&D funding approval
 - VLAIO or Innoviris <> funded external partner(s)
 - Co-signed by imec
- User group Agreement (if applicable)



Next steps



EARLY-CONSORTIUM CONTACT MOMENTS

- Who?
 - Consortium with an imec Innovation Manager
- What?
 - Sparring with consortium (idea, approach,...)
 - Is imec.icon the right instrument?
 - Consortium partners (expertise, find other partners,...)
- How?
 - Physical meeting
 - Optional, upon request by consortium
 - Fix a date via icon@imec.be



THINGS TO DECIDE

- Project idea
- Consortium
 - Industry
 - Research
 - User group (if needed)
- Proposal manager
 - MyProjects
 - MyMinds



SET UP A MYMINDS COLLABORATION SPACE

MyMinds:

- Collaborating tool
- ✓ Document library
- ✓ Process follow-up
- Everything ready when project gets approved

How?

- Optional, upon request by consortium
- Send mail to icon@imec.be



MARK YOUR CALENDAR

Abstract submission

Pitch info session

Pitch slides submission

Pitch before panel

Full proposal info session

Full proposal valorisation sessions

Full proposal submission

Start project

14 March 12:00 noon

16 March 10:30 am

20 March 12:00 noon

21-22-23 March

30 March 10 am -1 pm

29 March 10:30 – 12 noon

26 April 12:00 noon

October 1,2018

Contacts

CONTACTS FOR ICON





- ICON Program Leader
 - Piet Verhoeve → Steven Van Assche
- Questions regarding the call
 - Sanne Willems
- Questions regarding content
 - Eric Van der Hulst
 - Dirk Hamelinck
 - any imec researcher









CONTACTS FOR ICON

- Questions regarding MyProjects or IPR
 - icon@imec.be



CONTACTS FOR ICON

- Questions regarding VLAIO funding
- Veerle Desmet





- Questions regarding Innoviris funding
- Stijn Maas







