



**SMART
AGRI
HUBS**

**DIVA X-EU INNOVATION
FACTORY**

EOI - GUIDE FOR APPLICANT



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smartagrihubs.eu



| Project | SmartAgriHubs |
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| Project Full Title | DIVAx – services for company Europeanisation |
| Project Number | SUB-GRANT AGREEMENT 2282300354 -SERVICE-20 |
| Starting Date | April 1 st 2022 |
| Duration | 6 months |
| H2020 Call ID & Topic | DT-RUR-12-2018: ICT Innovation for agriculture – Digital Innovation Hubs for Agriculture |
| Partners | ASOI, CTA, HFARM, INESCTEC, TEC LABS, VALORIAL |
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1. BACKGROUND

DIVAx project aims at supporting IT, agri-food or agtech companies to strengthen their position in European market through the deployment of their R&D&I transnational projects related to digitalisation of agrifood sector.

DIVAx project has developed a **set of support services** called **EU INNOVATION FACTORY** based on its partners competences to give an answer to the agtech and agrifood companies demand identified under the previous DIVA project:

- Access to finance: Identification and connection to suitable funding sources,
- Identification of opportunities for collaboration and prioritization of innovation
- Positioning at European level
- R&D&I project development: identification of opportunities, creation of consortia, development of proposals
- Legal aspects and Intellectual Property Rights.
- Etc.

Companies can access to this set of support services through an Expression of Interest procedure. The 6 first eligible companies will receive assistance that is free of charge thanks to the SAH and EU contribution.

2. DIVAX BUSINESS SERVICES – EU INNOVATION FACTORY

What is EU INNOVATION FACTORY?

Is a set of business services offered by DIVAx consortium.

What is the objective of EU INNOVATION FACTORY?

To boost Research & Innovation collaborative transnational projects promoted by companies in order to internationalize their business activity, providing free of charge assistance to companies, in any maturity stage of their transnational project, from the project idea generation until the submission of the project to a European call.

Who are the targeted companies of EU INNOVATION FACTORY?

European companies such as SMES, start up, mid cap or big companies from agriculture, food, IT or agtech sectors.

What is the scope of EU INNOVATION FACTORY?

The provided services address transnational collaborative projects related to the agrifood digitalisation.

What are the services provided by EU INNOVATION FACTORY?

- **Project idea maturation**
Support to formulate the idea as a R&D&I transnational project in terms of objectives, technological challenge and innovation issue.
Support to formulate the project concept note.
- **Partners identification in the four participating countries (France, Italy, Portugal, Spain)**
Support to define external capacities required to build a consortium.
Support to identify and contact adequate partners from the DIVAx ecosystem: technology providers, research centre, innovation centre, end-user companies, demonstration site, labs etc...
- **Identification of funding opportunities**
Support to identify European funding programmes for digitalisation activities, aligned with goals of the project and the consortium (Eurostars, ict agri food, etc..)
- **Project and financial engineering**
Support to build a work plan in consistence with capacities, timeline and budget.
Support to analyse complementarity of different funding sources and to define an optimum funding road map.
- **Market dimension and business models**
Support to analyse the potential of the proposed solutions and its business model into French, Italian, Portuguese, and Spanish markets.
- **Legal aspects and Intellectual Property rights**

Support to define potential IPR issues of the proposal and the best legal instruments to guarantee the protection of Intellectual Property Support to Consortium Agreement writing.

- **Critical review of proposal**

Support to review transnational proposal for EU funding applications. Main aspects to be reviewed are excellence (innovation, technological challenge), impact (potential market) and implementation (work plan, timeline, budget).

3. EU INNOVATION FACTORY EXPRESSION OF INTEREST

EOI TIMELINE

Companies can submit their Expression of Interest from the 21ST of June 2022 until the 15th of July 2022.

The 6 best proposals will be selected to receive DIVAx assistance until the 30th of September 2022 at 17h00 (CEST)

EOI SUBMISSION PROCEDURE

Applicants can submit their application through the following link: <https://inqueritos.ciencias.ulisboa.pt/index.php/796299?lang=en>

EOI APPLICATION FORM

Company will provide the following information:

- Applicant administrative data (see form Annex I)
- Power point presentation to describe: the applicant company, the project idea, the innovation, the potential market and the transnational dimension of the project idea (10 slides maximum, see expected content Annex I).

PROPOSALS SELECTION

Proposals will be evaluated taking into account the following issues:

- o Capacity to undertake the project as well as the technical and business experience of the team
- o The business opportunity behind the idea
- o The degree of innovation
- o The potential market uptake of the proposed solution/product/service
- o Level of development and feasibility
- o The transnational dimension of the project idea

ANNEX I. EOI APPLICATION FORM

Administrative data

- Name of the company:
- Legal Status:
- Date of creation:
- Number of employees:
- VAT number:
- Turnover (last registered one):
- Balance (last registered one):
- Address:
- Phone:
- Email:
- Web:
- Contact person name:
- Contact person Email:
- Contact person Phone:

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Company (1 slide maximum)

- Company presentation
- Company activity
- Company background
- Business and technical team
- Current portfolio of solutions/products/services

Project idea (3 slide maximum)

- Project idea description
- General and specific objectives
- Context, problem to be solved
- Work already done
- Project idea level of maturity

Innovation (2 slide maximum)

- Technological challenge to overcome
- Scientific-technical background and technological need
- Technological barriers (product/service or production/manufacturing level).
- Innovation addressed

Market (3 slide maximum)

- Solutions/products/services to be set up
- Targeted end-users / consumers
- Market(s) barriers
- Business model to access

Transnational dimension (1 slide maximum)

- Previous transnational collaborations in R&D&I and technological projects
- Justification of transnational dimension of the project idea
- Geographical targeted market(s)
- Transnational targeted partners