



SME Programme

Call for Proposals 2023, Round 2

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1. Background

The goal is to couple at least 125 Dutch SMEs to quantum technology making it a viable part of their business over the next 7 years

4.75mEur contribution is available for this call, intended for innovative projects focused on the development of products and services that serve the quantum technology roadmaps and product derivatives in the value chain.

Products and services: software, advisory, materials, equipment, electronics etc. [subassemblies]

Applications can vary between 500k-2mEur per project, stand alone or in PPP. Matching requirement $\geq 33\%$

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2. Available budget and timetable

- 4,75mEur contribution -

1 Mar 2023 23:59 **Pre-application**- intention to submit

7 Apr 2023 23:59 **Submission application**

Improvements

16 Apr 2023 23:59 Submission updated proposal

Pre review and rebuttal

1 May 2023 pre review made available

7 May 2023 rebuttal 23:59

Interview days

22-25 May 2023

Notice of decision

21 June 2023

If awarded, start project

1 October 2023 23:59

Reports

1 September 2024-2027 progress

2028- final report



3. Scope

Industrial research is critical research aimed at acquiring new knowledge and skills necessary for developing new products, processes, or services, or to significantly improve existing products, processes or services.

Experimental development comprises the acquisition, design and use of all existing knowledge and skills aimed at developing new products, processes or services. This includes activities aimed at the conceptual formulation, planning and documentation of new products, processes or services.

Software development particularly for either industrial or experimental purposes must adhere to the following conditions:

- it should be part of the development of an innovative physical process (control software) or;
- the development of the software carries a technical risk and the intended functionality cannot be achieved with existing techniques.



4. Duration

Projects have a maximum duration of **4 years**, yet are ultimately limited by the programme deadline- December 31, 2028.

A grace period of **1 year** is allowed in case of project delays related to calamities, sickness and/or paternal leaves.



5. Who can apply?

Small $< 50 \leq \text{€ } 10 \text{ m} \leq \text{€ } 10 \text{ m}$

Medium-sized $< 250 \leq \text{€ } 50 \text{ m} \leq \text{€ } 43 \text{ m}$

Companies must be registered as a Besloten Vennootschap (BV) or a Naamloze vennootschap (NV) in the Netherlands. Their activities in the Netherlands must be 'substantial'.

Representatives from research organisations can also submit as lead applicant, provided that at least one co-applicant is an SME.

Large and/or foreign companies can be part of a consortium but are not eligible for funding.

The organization SURF

Lead applicants who successfully submitted proposals in earlier rounds are **excluded** from submitting a new proposal as lead applicant in this round.



6. Cost eligibility

Project sizes can vary between € 500,000 and a maximum of € 2,000,000. The Quantum Delta NL contribution can amount to a maximum of € 1,340,000 per project.

This contribution as a percentage of the total project, can effectively end up lower due to the contribution caps associated with the scope and consortium make-up.

Research organisations are eligible for 100% contribution if they meet the set criteria. In any case the contribution received may not exceed the contribution requested by the SME in the consortium.

Contribution percentages (Article 25 AGVV)	Basic contribution %	Additional contribution Small sized company %	Additional contribution Medium sized company %	Max %
Industrial research	50	20	10	67
Experimental development	25	20	10	60*

* max. 15 % extra if one of the following conditions is met.



6.1 Labour costs

For SME'e- project related labour costs to be accounted for by applying either:

- The salary costs plus surcharge method, whereby the direct wage costs per hour are increased by a fixed surcharge of 50% for indirect costs.
- The fixed hourly rate method, using an hourly rate of max. €60.

For TNO- the integral cost system (IKS-rates).

For other research institutions- labour costs are capped by the University salary guidance per respective position i.e., for technicians, postdocs.



6.2 Other costs

Third party costs directly related to project activities, are capped at a rate of € 125 per hour. Third party costs entail costs related to external services such as consulting- provided by companies or freelancers.

All costs stated must include VAT unless the beneficiary is VAT exempt. Only actual costs incurred post to the start and prior to the end of the project are eligible for (partial) reimbursement.

Costs for consumables, small instruments and aids.

Investments in equipment, for SMEs only.

Costs for travel and lodging.

Costs for buying the rights to patents necessary for the project, for the duration of the project.

Miscellaneous costs directly related to the project.



7. Applications

The pre-application submission is an expression of interest indicating your intention to submit a full proposal. It will allow the programme office to gauge the level of interest and provide feedback on eligibility if deemed necessary. The pre-application submission should include the following information:

- name of the applicant(s);
- contact information main applicant;
- brief project description (max. 1 a4);
- project budget indication.

The pre-application submission is a prerequisite for the full application and can be submitted to sme@quantumdelta.nl.

The full application comprises the following:

- a signed application form;
- a completed project plan and project budget, including appendices;
- relevant support letters.

Templates for the application form, project plan and project budget can be downloaded from www.quantumdelta.nl/sme



8. Proposal evaluation

8.1 Advisory committee

When assessing the applications, the Advisory Committee provides advice to the Quantum Delta NL board. The Advisory Committee consists of research and innovation experts scientific from **science and business**.

8.2 Admissibility check

- the application was submitted before the deadline;
- the application has been drawn up correctly and completely;
- the application has been submitted by authorized bodies or persons (section 5) ;

- the project costs are between € 500,000 and € 2,000,000.

If the application is deemed inadmissible, the applicant will be notified and provided with one opportunity to make the necessary alterations to the proposal and resubmit within 2 working days.

8. Proposal evaluation

8.2 Written evaluation

After the application has been declared admissible, it will first be assessed in writing by the Advisory Committee on the basis of the set ranking criteria. A concise report will be shared with the applicant and can be used to prepare for the interviews.

8.4 Interviews and ranking

Applicants will be invited to present their proposal to the Advisory Committee. The committee members individually score the applications based on the ranking criteria. The ranking criteria center on:

- 1. technological potential;*
- 2. quality and feasibility of the project plan;*
- 3. business potential and economic impact;*
- 4. societal impact.*

Each criterion carries **equal** weight. The average marks of the various criteria form the basis for ranking at the end of the interviews. This is discussed by the Advisory Committee, after which the Advisory Committee draws up a final ranking.



9. Contribution terms

9.1 Payment

If awarded the contribution is paid out in **4 instalments** to the main applicant. **The first instalment** amounts to **40%** at the start of the project and will be transferred after all the stipulated funding conditions have been met.

This includes a signed acceptance of the contribution and the associated terms. A **second tranche of 40%** will be paid after the Midterm report is approved. A third tranche of **10% will be paid** after the End term report is approved. The **final 10%** will be paid at the end of the Quantum Delta NL programme.

9.2 Reporting

Reporting is required at **several stages**, each September for the duration of the project; halfway (MidTerm) and at project completion- End Term report.

In case the project is discontinued prematurely, applicants will be required to justify such decision and report on the final status. This can inherently lead to a reduction in the eligible contribution.

Reporting guidance and templates will be provided in due course.



10. Q&A



Thank you!

