



3rd TechMakers Brazil – Switzerland Call for Joint Innovation Projects

Deadline for submission of Pre-Proposal – **15th June, 2022**

Deadline for submission of Full Proposal – **30th September 2022**

1. Purpose of the Call

The innovation promotion agency of Brazil (**Empresa Brasileira de Pesquisa e Inovação Industrial – EMBRAPPII**) with the support of **Apex-Brasil** and the **Swiss Innovation Agency - Innosuisse** announce the 3rd edition of the TechMakers Brazil-Switzerland joint call to fund science-based innovation projects between Switzerland and Brazil. The joint call 2022 focuses on research and development ranging from experimental proof of concept to technology demonstrated in relevant environment, leading to innovative solutions, which are considerably differentiated from comparable existing solutions in the market in terms of their functions, parameters or other features. They shall provide added economic, societal or environmental values, which have a significant market potential in Brazil and Switzerland.

The call is open for all scientific disciplines; however, projects in the following topics are particularly appreciated:

- Biotech; Medtech
- Agriculture and food production
- Digitalisation; Industry 4.0
- Advanced materials
- Information and communication technologies
- Cleantech; Clean energy & water
- Sustainable cities and communities
- Innovation and creativity (social, technical, cultural)
- Mobility

2. Formal criteria

All proposals must meet following eligibility criteria to be qualified for evaluation:

- The project consortia must include at least one business entity from each country, one research institute accredited by EMBRAPPII as “EMBRAPPII unit” and one research institute from Switzerland.
- The participation of further research organizations and further commercial companies from both countries according to each country’s funding regulations is welcome.
- The eligibility for funding of research organizations and commercial companies must comply with the regulations of their respective country.
- The project partners shall name one designated main project contact. EMBRAPPII Units and Swiss research institutes will be automatically considered as national contacts.
- The project should demonstrate a relevant innovation content, added-value and benefit from the bilateral cooperation in both countries. The project must be equally significant to all participants. **One country cannot represent more than 70% of the overall project person-months¹.**
- With the proposal, the consortium is encouraged to present a draft agreement on the Intellectual Property Rights (IPR) together with the proposal, in order to reduce the negotiation time after the proposal approval and project start.
- Both agencies will only consider project costs, which arise in their country eligible for funding. Cross-border funding is not foreseen.

Only proposals meeting all eligibility criteria will be considered for evaluation. There will be no opportunity to correct errors in the proposals after the application deadline.

Please note that the inclusion of an ineligible partner in a proposal will result in the non-consideration of the entire proposal. For the definition of eligible partners, see the national regulations and contact your national contact person.

¹ Person-months is used to express the effort required for the project rather than the cost to reduce bias from the currency exchange rate.

3. Evaluation criteria

3.1. Innosuisse

Project Quality

- Clear and well defined project
- Realistic goals and milestones
- Justification of proposed procedures and resources.

Project Consortia

- Complementary technological excellence and expertise
- Added-value of international cooperation
- Strong base of partnership and aim for continuing collaboration even beyond the project duration,
- Management ability to successfully carry out the project and implement the results,
- Mutual advancement of R&D through the transfer of knowledge and expertise.

Research where downstream application is for national defence or security purposes, as well as research that poses a threat to public health and misuse of personal data will not be supported.

Innovation Degree

The innovation aspect of a project **must go beyond the international state of the art**. The innovation project should be **science-based**, targeting to achieve advances in new solutions. The main objectives in terms of performance enhancement of the new solution with regard to competitive ability shall be presented in a comprehensive way.

Market Value Creation

The project is targeting to establish a new, or to integrate into an existing value chain. A **market and implementation plan** must exist for the planned solution.

3.2. EMBRAPII

The EMBRAPII Units decide autonomously on the use of the EMBRAPII funding for their contribution to an innovation project in cooperation with a business operating in Brazil. Therefore, the scope of a project must be in line with the expertise of one of the EMBRAPII Units in Brazil (Please refer to: <https://embrapii.org.br/unidades-embrapii/>).

Additional requirements of EMBRAPII are the following:

- The Brazilian part of the project must address an industrial demand and involve one or more industrial partners.
- The International cooperation should provide a significant added-value.
- The “Technology Readiness Level” (TRL) should range from experimental proof-of-concept (TRL 3) to technology demonstrated in relevant environment (TRL 6). Projects that are co-financed by the Brazilian Development Bank – BNDES, may be within the 7 to 9 range of the TRL scale.
- The Brazilian part of the project must be developed/managed by an EMBRAPII unit.

4. Call Structure and Submission

Launch of Call	1 st of February 2022
Partnering	Partner search platform for b2b match-making meetings available from Jan 2022.
Webinar	Feb 2022 (in Portuguese), March 2022
Deadline for submission of Project Pre-Proposal	15th of June 2022
Communication of results of Project Pre-Proposal and recommendation letter	End of July 2022
Deadline for submission of full application	30th of September 2022
Communication of the full proposal results	December 2022
Start of projects:	Jan of 2023

4.1 Partnering

- Two **webinars** for interested parties are organized, first in **February** exclusively for **Brazilian companies** and next in **March 2022** (open to everyone). The webinar will provide information on funding conditions, call process, partner search and other aspects of the call. Interested parties will have the opportunity to ask questions to representatives of EMBRAPII, Innosuisse, Apex-Brazil and Enterprise Europe Network EEN. The link to the webinar will be provided on the websites of [Innosuisse](#) and EMBRAPII.
- The **identification of project partners** in Brazil and Switzerland will be provided by Apex-Brazil/EEN. An [online b2match platform](#) is setup by EEN Switzerland where partner profiles can be registered to establish contacts between interested organizations. All questions related to partner search will be managed by your partnering contact listed below.
- Partners are requested to register their needs at the earliest possible stage in order to increase the chance to build a consortia.

4.2 Pre-proposal (mandatory)

The submission of a pre-proposal is mandatory to be eligible to submit a full-proposal. The deadline for submitting a pre-proposal is **15 June 2022**. Both agencies will check and compare the preproposals and provide a recommendation to the applicants. The applicants can expect a feed-back on their project and recommendation for submission of a full-application by end of July 2022. .

In the pre-proposal, partners are invited to present the basic information on innovation content, market potential expertise of involved partners and their impact expectations benefit of the international cooperation and costs of the planned work.

The listed regulations and qualifications in chapter 6 apply to all applicants. Applicants of each country must refer and comply with the applicable regulations of the national funding organizations.

- **Swiss** participants have to submit a **simplified Innosuisse application**, as well as a **joint call document**. Both documents can be found on the [Innosuisse website](#).
- The pre-proposal must be submitted exclusively via the [PrivaSphere](#) transfer platform. This transfer platform and the corresponding contact form is available on our webpage as of 01 March 2022 and will be open until **15 June 2022**. Please add “JOINT CALL BR-CH 2022” in the subject field, and select option “Brazil” for “Joint.Call” of the PrivaSphere contact form. Applications submitted via any other channel will not be considered. Once you have submitted your pre-proposal, you will receive an automated confirmation email from in the name of Innosuisse.

4.3 Full proposal

The deadline for submitting a full-proposal is **30 September 2022**. Partners with a positive assessment will be invited to submit a full-proposal. The request for improvements from the pre-proposal assessment and other feedback must be specifically addressed.

The full-proposal consists of the updated joint call document and the submission of the national application at EMBRAPII and Innosuisse. Both agencies will individually evaluate and jointly decide on the full-proposals by December 2022.

The duly completed application must be submitted to EMBRAPII for Brazilian partners and to Innosuisse for Swiss partners as follows:

- In Brazil, the full proposal must be discussed and endorsed by an EMBRAPII unit;
- In Switzerland, the participants have to submit the Innosuisse application as described on the [Innosuisse webpage](#). On the web-based [submission portal of Innosuisse](#) (innolink.innosuisse.ch),
 - **Please mark your project title to begin with “Joint Call BR-CH 2022:”**
 - Please **select** option “**Bilateral - Brazil**” for “Are you submitting your funding application within the framework of a special funding measure?”
 - Please upload the **updated Joint Call Document as an attachment** on the submission portal under “[4. Solution: Publications and Documents](#)”

5. Contacts for Details and Partner Search Requests

Contacts for Information about the Call conditions (Pre- and Full Proposal)	
EMBRAPII https://embrapii.org.br/en/ Denise Neddermeyer Tel: +55 61 3772-1020 denise@embrapii.org.br ; swiss@embrapii.org.br	Innosuisse https://www.innosuisse.ch Prabitha Urwyler Tel: +41 58 469 17 67 prabitha.urwyler@innosuisse.ch
Contacts for Partner Search Requests EEN	
EEN contact Brazil Brazilian Institute of Information in Science and Technology Marcio Antonio Magalhães Canedo marciocanedo@ibict.br	EEN contact Switzerland Innosuisse Nicolas Lentze Tel: +41 58 469 07 59 nicolas.lentze@innosuisse.ch
Contacts for Partner Search Requests Apex-Brazil	
Brazilian Trade and Investment Promotion Agency (Apex-Brazil) Sérgio Gustavo Rossi Sergio.rossi@apexBrazil.com.br Jayme Queiroz jayme.queiroz@apexBrazil.com.br	

6. Funding rules

- The applications have to be in line with the rules of EMBRAPPII and Innosuisse as explained below. On request, partners will be instructed in detail by the contact persons of the two agencies on how to apply for funding.
- Each country will fund their eligible participants according to their national procedure and funding rules. Funding conditions and eligibility criteria may vary between Brazil and Switzerland. **However, the bilateral joint cooperation between the partners and its added value is an important aspect to be considered within the evaluation.**
- The project partners must submit a **common consortium agreement** (incl. Intellectual Property Rights agreement) to EMBRAPPII and Innosuisse **prior to start of the project**. Failing to submit this document would result in project nullity.

6.1. Switzerland – Innosuisse funding regulations

Innosuisse is responsible for encouraging science-based innovation in Switzerland. One of its main task is to help the innovation of products and services onto the market for the benefit of the Swiss economy.

Innosuisse funds the Swiss project partners according to the following rules:

- Swiss research partner and Swiss implementation partner share costs of the project by 50:50; Innosuisse may fund the share of the Swiss research partner, i.e. up to 50% of eligible project costs;
- The implementation partner has to cover at least 50% of the project costs from the total project work of the Swiss partners. The implementation partner(s) must also provide a cash contribution to the research partner(s) in the amount of 10% of the requested Innosuisse funding.
- Swiss implementation partners get a non-exclusive right to leverage the project results in their specific business area.

Project reviews, reporting

Innosuisse experts can request reviews or intermediate reports on the project progress, contents and time schedule if necessary. At the end of the project, a plan must be presented showing how the results will be implemented.

For more details, please refer to the [Innosuisse webpage](#).

New Covid-19 promotion initiative of Innosuisse: Impulse programme

Eased financial terms for innovation projects submitted in 2022 are intended to help small to medium-sized companies and organisations maintain their innovative strength during the pandemic. This measure is eligible for Swiss consortia with participating companies not bigger than 500 FTE.

The applicants must provide sound reasons that the economic consequences of the pandemic is affecting their business (e.g. turnover, profit, cash flow) and that this measure is absolutely necessary to start a project.

Please note:

- If the reasons for participating in the programme are not deemed sufficient by the evaluators, the application will be rejected and has to be resubmitted as soon as possible.
- The eligibility for the Impulse programme can be assessed at the pre-proposal assessment.

For more details, please refer to the [Innosuisse impulse programme webpage](#).

6.2. Brazil - EMBRAPII funding regulations

Companies engage with EMBRAPII projects as follows:

- The company negotiates the project directly with an EMBRAPII Unit
- The project approval and its direct hiring happens between the company and an EMBRAPII Unit
- The financial resources are available in the EMBRAPII Units
- Continuous flow: at any moment, your company can carry out projects, without waiting for a bid

The financing of a project follows the EMBRAPII funding model.

According to this model, EMBRAPII finances up to 1/3 of the Brazilian project costs. The Brazilian business partner must finance at least 1/3 of the project costs. The remaining costs of the project can be negotiated with the EMBRAPII Unit that may add in-kind contribution.

SMEs and Startups may apply to additional grants from SEBRAE, Rota 2030 and PPI-IoT Programs. These fundings are available at the EMBRAPII Units. For more information on these grants please refer to: www.embrapii.org.br or your national contact person

Responsible	Contribution
EMBRAPII	Maximum of 1/3 of Brazilian project costs
COMPANIES	At least 1/3 of Brazilian project costs
EMBRAPII Units	Up to 1/3 of the remaining costs of the Brazilian project (in kind only)