

# Eurolab4HPC BPP Proposal

## INSTRUCTIONS FOR COMPLETING THE PROPOSAL

**Call deadline: 8/11/2019**

### 1. ADMINISTRATIVE DATA

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- **Project title**

Give the project a descriptive title. An acronym may also prove helpful.

- **Project duration (months) and preferred project start date**

The project typically lasts 3 months. Do not give an earlier preferred starting date than 21 November 2019 as this is when notifications will be sent out. The BPP needs to end by 30 April 2020. The call will close on 8 November 2019 and the review process will take approximately 2 weeks after the call deadline. Notifications will be sent out on 21 November 2019.

- **Requested Eurolab4HPC funding**

The grant amounts to 15 000 EUR excl. VAT. Once the BPP has been approved, the grantee's organisation will sign a subcontracting agreement with Eurolab4HPC. This subcontract will clarify what tasks the organization will perform to be entitled to the 15 000 EUR (excl. VAT) BPP grant.

- **Applicant organization**

Both beneficiaries working at universities and beneficiaries working at companies are eligible. "University" here means a university, other publicly funded higher education institution, or publicly funded research organization. Only universities based in the European Union or Associated States are eligible. "Company" here means an entity that is privately funded. Only companies with business activities and/or physical sites in the European Union or Associated States are eligible. However, the actual participating company department does not necessarily have to be located itself in these countries.

### 2. TEAM

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Maximum length in proposal: 1 page

Score: 1-5

Threshold: 3

Weight: 2

All team members are typically from one site located in an EU member state or in a country associated to H2020; nevertheless, the team may be formed by one **or** more entities, and a team member may be located in a different country.

- **Entrepreneurial lead**

a person with a commercial interest and technical competence needed to investigate the commercial potential of the technology. Typically, a master student, PhD or postdoc. The entrepreneurial lead is responsible for leading the BPP through the process.

- **Principal investigator**  
the senior researcher associated with the technology for the project. The PI will be the grant holder and primary contact person for the project. The PI will participate actively in the BPP in for example the capacity as door opener for business contacts and if needed through more direct involvement.
- **Mentor**  
a business-oriented contact person experienced in taking research-based technologies to the marketplace. The mentor will guide and track progress according to milestones set out for the BPP. If needed, mentors will be suggested from a joint Eurolab4HPC network. The person responsible for the technology transfer at the university (scientist in charge) and her/his contact information.

### 3. TECHNOLOGY

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Maximum length in proposal: 1 page  
 Score: 1-5  
 Threshold: 3  
 Weight: 2

The overall goal of a BPP is to mobilize, challenge and train small teams of potential entrepreneurs in HPC, thereby having a long-term perspective. This BPP focuses on the evaluation and generation of sustainable business opportunities for new, possibly disruptive, actors in Europe's HPC markets.

- **What are the unique aspects of the technology?**
- **Who are the owners of the technology?**
- **How can the technology be protected?**
- **What is the technology's current state of development e.g. proof-of-principle, alpha or beta prototype?**

### 4. RELEVANCE TO HPC

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Maximum length in proposal: 1/2 page  
 Score: 1-5  
 Threshold: 3  
 Weight: 1

- **How does the developed technology uniquely address specific problems in HPC?**
- **What is the problem the technology solves?**
- **What are the state-of-the-art solutions?**
- **What is unique about this solution?**

## 5. COMMERCIAL POTENTIAL

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Maximum length in proposal: 1 page

Score: 1-5

Threshold: 3

Weight: 2

- **How well has the commercial potential of the innovation been considered?**
- **Please give a brief profile of a typical customer.**
- **Describe how the innovation meets customer needs.**
- **Describe how customers currently meet those needs.**
- **Describe how many potential customers exist.**
- **How much are potential customers expected to pay?**

## 6. BUDGET

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- **Describe how the budget will be used**

Human resources to be allocated to carry out the work. Possible other resources needed and their availability. Justification of other direct costs than salaries. Contributions of the company partner financially and/or as “in kind” efforts.

Calculate the project costs at the university, assuming:

- Salary costs incl. social overheads
- necessary travel
- purchase of materials and consumables, and
- 7% general overhead on the above costs.

All the costs need to be eligible costs as per EU H2020 project rules

- **Eurolab4HPC may announce the technology transfer**

After completing the TTP, a public abstract (Deliverable) has to be drafted and delivered to the European Commission. This abstract will also be published at the end of the funded technology transfer in any case. If permission is given, Eurolab4HPC may publish the title and partners of the TTP already when the funding has been approved.

### **BPP proposal selection and granting rules:**

The Eurolab4HPC Steering Committee (SC) will check all incoming proposals for eligibility. The eligible proposals will be evaluated by a sufficient number of independent experts, who will be appointed by the SC for each BPP call, By default, each proposal shall be reviewed by two independent experts, normally involving one academic and one industrial expert. The independent experts will, after signing an NDA, evaluate the proposals remotely w.r.t. the above criteria and will report their results to the SC. The SC will prepare a ranking list of

proposals according to their total weighted average scores. Proposals with a sub-threshold score in at least one criterion after averaging the individual reviewer scores will be excluded.

In case of ties, the following secondary ordering criteria shall apply:

1. Higher average score on "Commercial Potential"
2. Higher average score on "Technology"
3. BPP involves a new EU member state
4. BPP involves an SME

Finally, the SC will decide on the which proposals will be funded in top-down fashion according to the ranking list. proposals will be accepted until the total call budget is exhausted.