



4th TechMakers Brazil – Switzerland Call for Joint Innovation Projects

Deadline for submission of Pre-Proposal – **28th June, 2023**

Deadline for submission of Full Proposal – **30th September 2023**

Purpose of the Call

The innovation promotion agency of Brazil (**Empresa Brasileira de Pesquisa e Inovação Industrial – EMBRAPPII**) with the support of **ApexBrasil** and the **Swiss Innovation Agency – Innosuisse** are announcing the 4th edition of the TechMakers Brazil-Switzerland bilateral call for joint R&D project outlines. The proposals must contribute to the development of ready to market solutions for products, technology-based services or methods, 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; Healthtech
- Agritech and Foodtech
- Bioeconomy; Circular economy
- Climatech and sustainability
- Cleantech; Clean energy & water
- Digitalisation; Industry 4.0; Advanced materials
- Innovation and creativity (social, technical, cultural)
- Mobility

The aim of this call is to support Swiss-Brazilian international business-led innovation collaboration and thereby support their global growth prospects EMBRAPPII and Innosuisse have opted for a two-stage evaluation process, to align the common targets and allow for a greater number of funded projects.

Eligibility

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 and one research institute accredited by EMBRAPPII as “EMBRAPPII unit”.
- The participation of further research organizations and further commercial companies from both countries according to each country’s funding regulations is welcome.
- The research organizations and commercial companies must comply with the regulations of their respective country.
- The project partners shall name a designated main-coordinator.
- The project duration is between 18 and 36 months.
- The project should demonstrate a relevant innovation content, added-value and benefit from the bilateral cooperation in both countries.
- Projects should have a balanced contribution of the total eligible project costs among the partners from the participating partner countries. **No more than 70% of the overall project person-months¹** can be claimed by any single partner or by all partners from a single participating country.
- Along with the proposal, the consortium is encouraged to present a draft agreement on the Intellectual Property Rights (IPR).
- 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.

Call Dates

Launch of Call	17 th of February 2023
Partnering	Partner search platform for b2b match-making meetings available from 10 Feb 2023.
Call information webinar	15 th of March 2023
Deadline for submission of Pre-Proposals	28th of June 2023
Communication of Pre-Proposal evaluation results	End of July 2023
Deadline for submission of full application	30th of September 2023
Communication of decision	December 2023
Start of projects:	January 2024

Call information Event and Partnering (optional)

The **identification of project partners** in Brazil and Switzerland will be provided by ApexBrasil/EEN. [EEN Switzerland](#) provides an [online b2match platform](#) with partner profiles to establish contacts between interested organizations. The platform allows easy scheduling of meetings (incl. video) among participants. All questions related to partner search is managed by the country specific EEN contact listed below. Partners are requested to register their needs on the platform at the earliest possible stage to increase their chances of building a successful consortium.

Two **webinars** for interested parties are organized, first one in **March 2023** is open to everyone and the next one is exclusively for **Brazilian companies**. 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 EMBRAPA, Innosuisse, ApexBrasil and Enterprise Europe Network EEN. The link and registration to the webinar will be provided on the online b2match platform <https://brazil-swiss-bilateral-call-2023.b2match.io/>.

Pre-Proposal (mandatory) submission

The submission of a pre-proposal is mandatory to be eligible to submit a full-proposal. The deadline for submitting a pre-proposal is **28th June 2023**. Both agencies will nationally evaluate and provide a joint recommendation to the applicants. The applicants can expect feedback on their project and recommendation for submission of a full-application by end of July 2023.

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.

Applicants of each country must refer and comply with the applicable regulations of the national funding organizations. The pre-proposal consists of the **joint call document** and a respective national application.

- **Swiss** participants must submit the **simplified Innosuisse pre-proposal application**, as well as a **joint call document**. Both documents can be found on the [Innosuisse webpage](#). The pre-proposal documents (in English) must be submitted exclusively via [PrivaSphere](#). Please add "JOINT CALL BR-CH 2023" 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 in the name of Innosuisse.

Full-Application (mandatory) submission

Partners with a positive assessment of the pre-proposal 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 a submission of the national application to EMBRAPA and Innosuisse. The duly completed application must be submitted by end of day **30th of September 2023** as follows:

- In Brazil, the full proposal must be discussed and endorsed by an EMBRAPA unit;
- In Switzerland, the participants have to submit the Innosuisse application (in English) via the [submission portal of Innosuisse](https://innolink.innosuisse.ch) (innolink.innosuisse.ch),
 - Please **select** the drop-down option "**Brazil**" under "*Bilateral Call / Please select the partner country of the bilateral call you intend to submit*" in the Introduction section.
 - Implementation partners with < 250 full time employees need to submit **the annual accounts of the past two years** as an annex to the full-proposal; start-ups without annual accounts submit a **business plan**. If an implementation partner with < 250 full time equivalents is requesting more than CHF 1 Mio. funding, Innosuisse checks the due diligence of the implementation partner. If Innosuisse has already checked the due diligence in the context of another initiative, the result will be considered in an appropriate way.

Both agencies will individually evaluate and jointly decide on the full-proposals by 21st of December 2023.

Evaluation

Subsidy control

Innosuisse is unable to award organisations that are considered to be in financial difficulty. We will conduct financial viability tests to confirm that this is not the case following the application stage.

Evaluation Criteria - Innosuisse Switzerland

Project Quality

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

Project Consortia

The project partners should demonstrate:

- 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.

Evaluation Criteria – EMBRAPII, Brazil

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.

Contacts for Details and Partner Search Requests

Contacts for Information about the Call conditions (Pre- and Full Proposal)	
EMBRAPII https://embrapii.org.br/en/ Rita de Fátima Aragão Macêdo Tel: +55 61 3772-1046 rita.macedo@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 ApexBrasil	
Brazilian Trade and Investment Promotion Agency (ApexBrasil) Sérgio Gustavo Rossi Sergio.rossi@apexBrasil.com.br Jayme Queiroz jayme.queiroz@apexBrasil.com.br	

Funding rules

The applications have to be in line with the rules of EMBRAPII 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 bi-lateral joint cooperation between the partners and its added value is an important aspect to be considered within the evaluation.** If you are successful with the application, the project partners must submit a **common consortium agreement** (incl. IPR agreement) signed by all partners to EMBRAPII and

Innosuisse **prior to start of the project**. A failure in submitting this document would rule the project as void.

Switzerland – Innosuisse funding regulations

Innosuisse is responsible for encouraging science-based innovation in Switzerland. One of its main tasks is to help the innovation of products and services onto the market for the benefit of the Swiss economy. Swiss implementation partners get a non-exclusive right to exploit the project results in their specific business area.

- Innosuisse covers a **maximum of 70%** of the eligible direct project costs of the Swiss partners as follows:

Funding rate for Research institutions:	100% of eligible costs
Funding rate for Start-up's:	max. 70% of eligible costs
Funding rate for SME's or other implementation partners < 250 FTE	max. 50% of eligible costs
Funding rate for Large Companies or other implementation partners > 250 FTE	max. 25% of eligible costs

- If the commercial entity is a Start-up in Switzerland, the requirement for a research institute in the project consortium is exempted
- The implementation partners must cover **at least 30% of the total project costs** of the Swiss partners

Project reviews, reporting:

Innosuisse experts can request reviews or intermediate reports on the project progress, contents and time schedule where 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](#).

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 Start-ups' 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)