

# FLANDERS MAKE

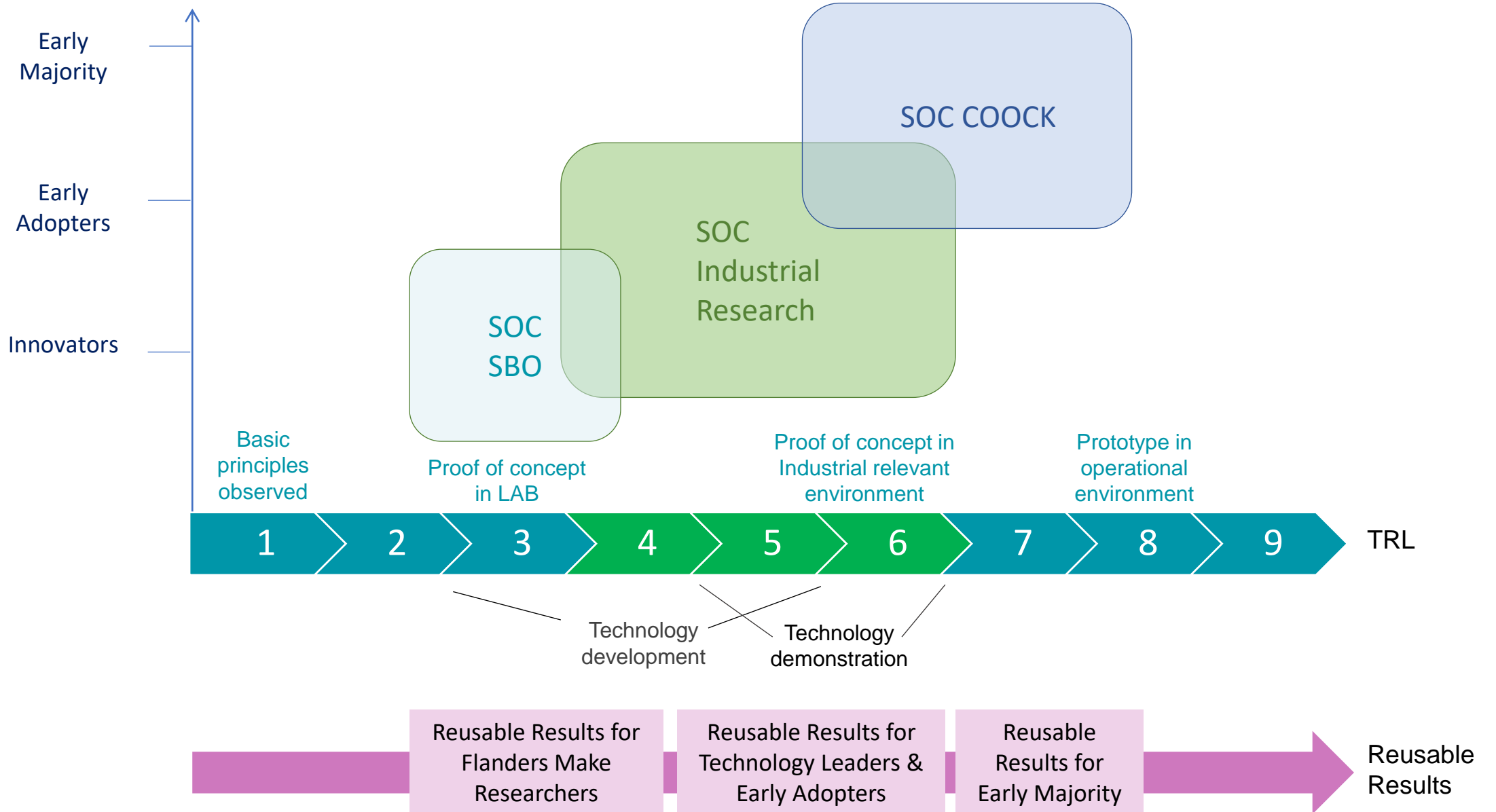
DRIVING INNOVATION IN MANUFACTURING

**Industrial Research & Valorisation Acceleration (IRVA)**

**The essentials to get on board!**

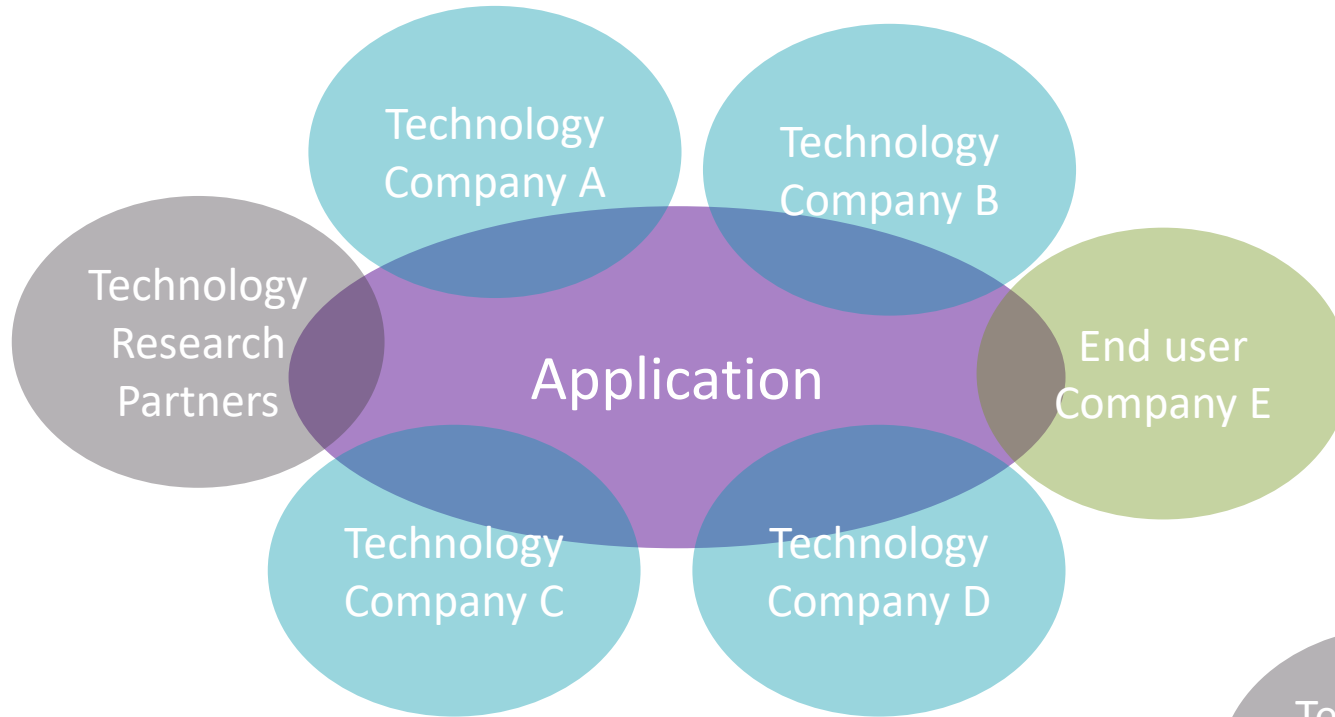
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# CONTEXT: THE RESEARCH LANDSCAPE FOR SOC'S

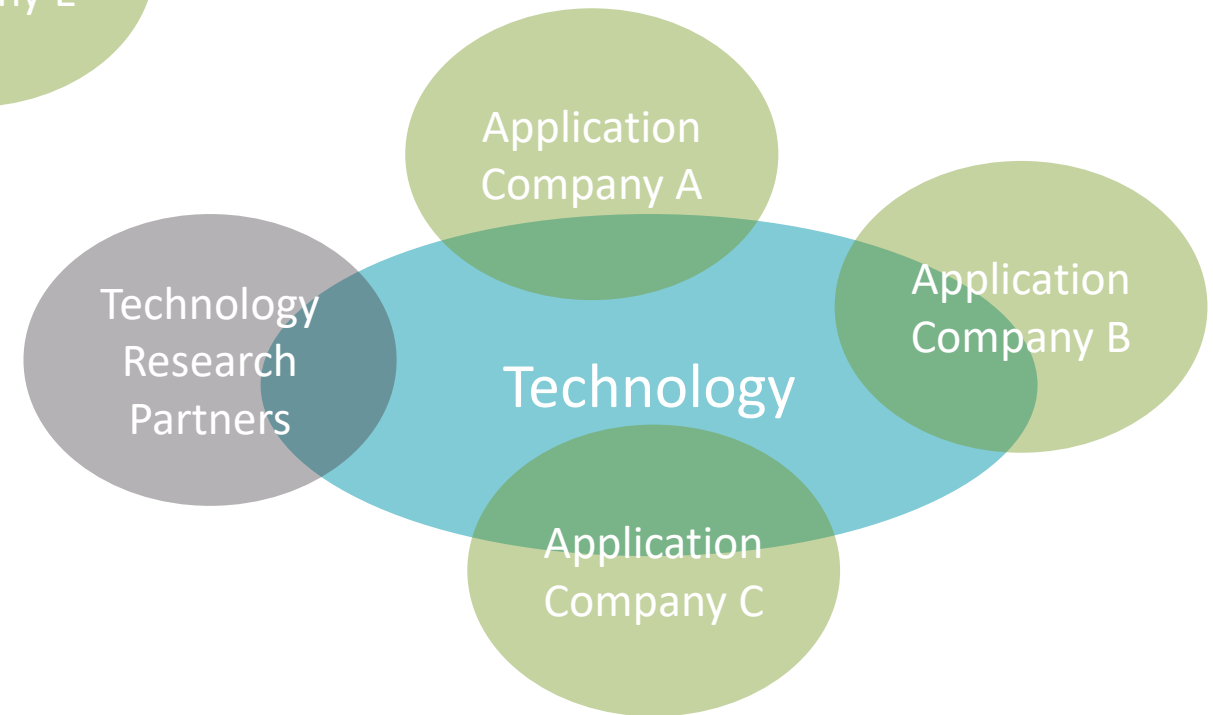


# CONTEXT: 2 TYPES OF COLLABORATION TOPOLOGIES

## Industrial Value Chain Projects



## Technology platform projects (=star construction)



Mixed forms are common

# ICON PROJECT TYPE AS STANDARD FOR INDUSTRIAL RESEARCH

## HAS LOST MOST OF ITS ATTRACTIVENESS

- The **approval rate has dropped** significantly in last two years
- **Restrictions on industrial consortium:** ie. OIM status and valorization & execution track records.
- **Long evaluation time** of 4 months
- **Need for cooperation between industrial partners**
  - More difficult in technology platform projects
  - No extra 10% cooperation bonus from VLAIO
- **Technology Transfer by Subcontracting** to research partners is **not foreseen** within the ICON framework
- **Complex management of multi-company projects** due to changing priorities in companies
- Discussion on **Research vs. Development** activities
- **Increased sensitivity towards indirect state-aid** gives uncertainty and growing formal requirements

## KEY BENEFITS OF THE IRVA INSTRUMENT



Research along the value chain as well as **technology platforms suited for different applications**

Focus on **prototype development** with research from **TRL 4 to TRL6**



**Stimulate industrial participation** (in-kind cooperation, financial contribution and contract research)

**Maximum flexibility** in the composition of the industrial consortium



**Ease of IP transfer for valorization**

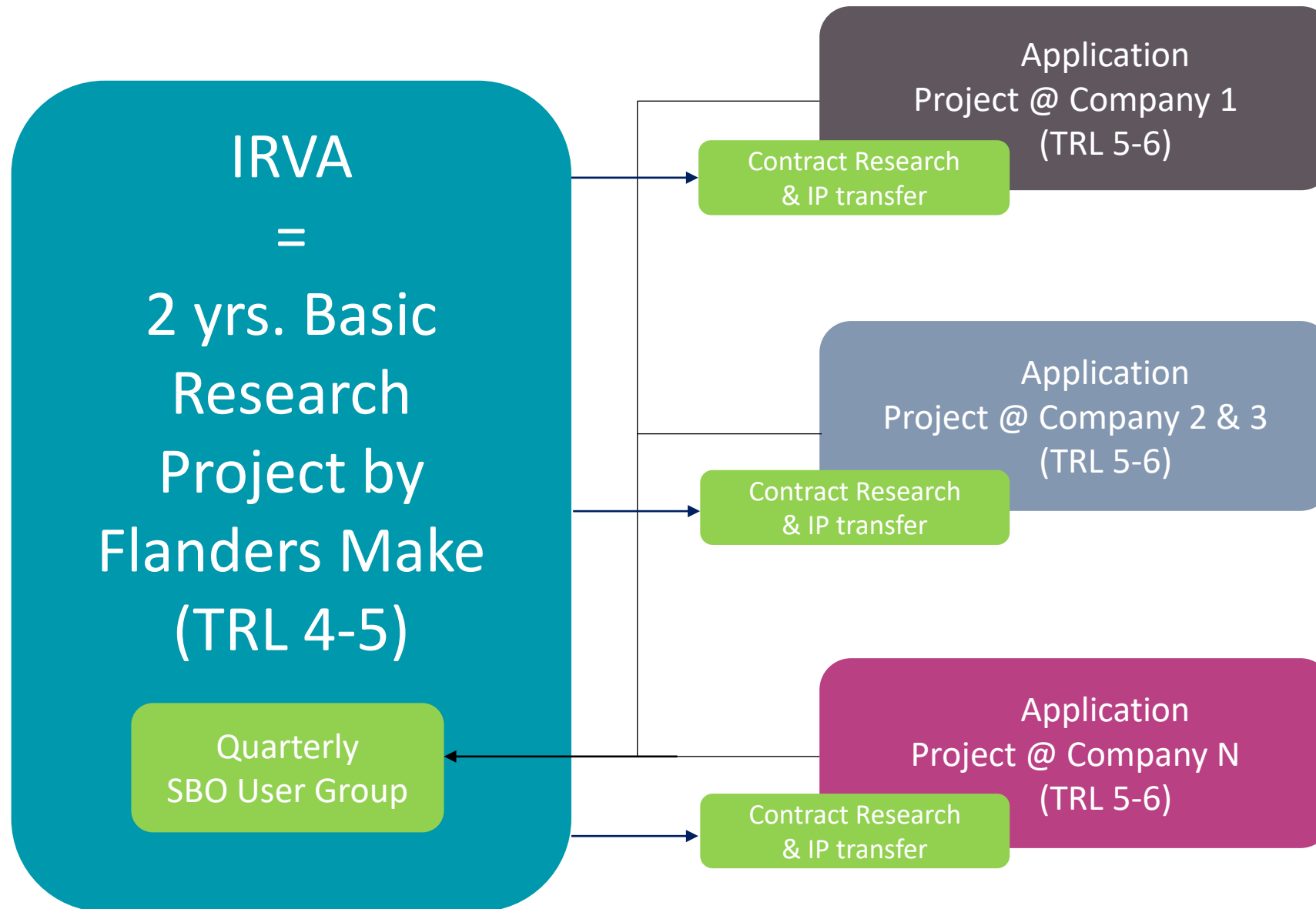
**Low threshold for early adopters to participate**



**Fast and efficient proposal evaluation**, efficient project management, monitoring and control

**Maximum flexibility to handle changes** that occur in companies during project execution

# THE 'IRVA' PRINCIPLE



# THE IRVA PROJECT TYPE IN A NUTSHELL

## Main project characteristics

**2-year SBO project** with midterm evaluation

*Exceptionally also 2,5- and 3- year projects*

**SBO is funded by Flanders Make** covenant and **executed by core labs of Flanders Make** only

*Research groups of other SOCs must be financed by their SOC*

*If needed other research groups (not belonging to a SOC) can be subcontractors of Flanders Make*

Combination of SBO-project (TRL 4-5) with several **application projects (TRL 5-6) at companies**

**Application projects are funded by the company**

*And may be submitted as VLAIO (cooperative) R&D projects or Innovation Boosting*

An **application project can be joined for multiple companies**

*No explicit needs for collaboration between the companies*

This combination of projects requires:

- **User group of min. 3 companies** of which **2 are based in Flanders**
- **Contract Research by Flanders Make** towards the companies in the application projects, **including IP licensing.**

Target is the **realization of similar research and development as in ICON** projects

# COMMITMENT FROM THE COMPANIES

## Main project characteristics

For participation in the **SBO** user group **the standard Flanders Make fees apply**

- Large Enterprise (LE): € 4.000,00
- Small & Medium sized Enterprise (SME): € 1.000,00

### Criteria for **Contract Research**:

- Applying results of the SBO to company case
- **Total ≥ 15% of SBO budget**
- Contract research of a **single company cannot count for more than 50%** of total
- **Minimum contract research** per company **€ 15.000,00**
- **Is binding** and execution should be between the start up to 6 months after the end of the SBO
- Agree on **public communication of technology utilization**
- **Executed by Flanders Make corelabs**
- **IP transfer @ market conditions for exploitation** of the contract research results to be agreed before start of the company project (case dependent)



## EXAMPLE CALCULATION

- **SBO** research with **budget of 1mio€**
- **5 companies in user group** of which 3 Large Enterprises (LE) and 2 Small & Medium Sized (SME)

Company	User group fee (€)	Contract research to Flanders Make (€)	Total budget to Flanders Make (€)
LE 1	4.000,00	45.000,00	49.000,00
LE 2	4.000,00	45.000,00	49.000,00
LE 3	4.000,00	30.000,00	34.000,00
SME 1	1.000,00	27.000,00	28.000,00
<b>SME 2</b>	<b>1.000,00</b>	<b>20.000,00</b>	<b>21.000,00</b>
<b>Total</b>	<b>14.000,00</b>	<b>167.000,00</b>	<b>181.000,00</b>

### GREAT VALUE FOR MONEY !

Let's look from the perspective of **SME 2**

For 21.000,00 € SME 2 gets

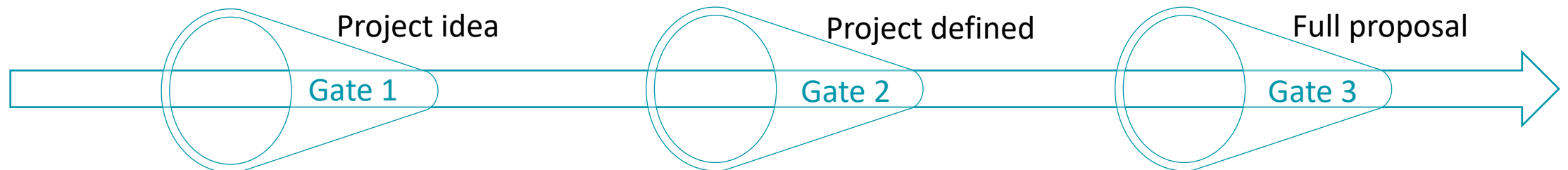
**1.5 man-months** of contract research from Flanders Make & access to the results of **1M€** SBO research

<b>SBO budget</b>	<b>1.000.000,00</b>
Contract research amount	<b>167.000,00</b>
SBO coverage by contract research	<b>16,7% → OK, larger than 15%</b>

# HOW ABOUT THE PROJECT SUBMISSION?

## Project submission guidelines

- The SBO proposal follows the **standard Flanders Make submission process**
- **Project funnel with 3 gates** and approval by BoD based on IAB/SAB advise
  - *Full proposal is more compact than for ICONs*
  - *Faster approval and high approval rate in Gate 3*
- The IRVA project can start with following company commitment
  - **User group** formed
  - **Binding Letter of Intent (LOI)** when submitting project proposal
  - Amount of **Contract Research to Flanders Make committed**  
*Contract Research Agreement is conditional on continuation at midterm and detailing before the end of the project*
- **VLAIO R&D projects** of users/companies **can be submitted in parallel** with SBO proposal **or afterwards**  
*The proposal text of the SBO project can be used by the companies in their application.*



## JOIN US IN RESEARCH AND VALORIZATION ACCELERATION

- **First project has been submitted** in 2021 and is currently being executed with 6 companies
- The **IRVA Project Portfolio & Pipeline Management** will be officially **launched in 2022**



**CALL FOR  
PROPOSALS  
IS OPEN !**

**GET IN TOUCH FOR IDEATION VIA YOUR ACCOUNT MANAGER or [INFO@FLANDERSMAKE.BE](mailto:INFO@FLANDERSMAKE.BE)**