



## Excellent Laser Technologies for the Sustainable Prosperity of Europe

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### Application Guidelines for LASER-PRO Open Calls

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LASER-PRO is a European project consortium offering an objective to support companies in the **advanced laser-based innovation**, helping to strengthen Europe's position in photonic and laser technologies to drive industrial innovation in the Czech Republic, Lithuania, and Ukraine.

These guidelines contain basic information needed for preparing your proposal for submission to the LASER-PRO Open Call for Application Experiments. They provide guidance on how to structure your application and provide the criteria on which it will be evaluated.

#### ***What is an Application Experiment?***

An Application Experiment describes a **small-scale** collaborative project focused on **sustainable manufacturing, semiconductor technology, biomedical innovations, and digital and 3D printing**. Within the application experiment projects, selected potential users receive subsidized access to LASER-PRO facilities and services.

All services of the LASER-PRO members are accessible in the LASER-PRO Catalogue of Services.

LASER-PRO will support successful applicants by providing access to services with up to 100% co-funding. This means that up to 100% of the costs of the LASER-PRO partners (labor, materials and consumables, travel cost, machine time/depreciation) will be covered by LASER-PRO and any remaining part by the beneficiary. The final amount will be specified during the negotiation of the Service Delivery Plan for the selected cases.

Applicants are advised to check **the technical and business feasibility of their ideas well in advance of submission**. The LASER-PRO consortium is happy to support this check. You can **consult the idea** for pre-qualification, please contact the helpdesk ([laserpro-eh-helpdesk@hilase.cz](mailto:laserpro-eh-helpdesk@hilase.cz)) for further information.



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**IMPORTANT:**

- Please register online [HERE](#); answer the questions, download the Application Form, fill all sections of the Application Form, save it as a .pdf document, and submit it through the LASER-PRO system within the deadline.
- You can save your proposal and return to it as many times as you wish until you are satisfied with it and decide to submit it. Please note that you will no longer be able to change your application form once you click the "Submit" button.
- Reference font for the body text of the proposal is Calibri, Times New Roman or Arial. The minimum font size allowed is **11 points**. Standard character spacing and a minimum of single-line spacing must be used. The page size is A4, and all margins (top, bottom, left, and right) should be at least 20 mm. In addition, figures, schemes, and photos are encouraged to be provided to make clearer the aim of the proposal considering its final length (**max. 5 pages**).
- Please provide your submission in English. If you would like to submit your application in another language, please contact the Open Call helpdesk first ([laserpro-eh-helpdesk@hilase.cz](mailto:laserpro-eh-helpdesk@hilase.cz)) prior to your submission!

In order to be eligible for this Call, your company has to be established in one of the eligible countries listed in the [attached document](#). The Call is open for Small and Medium-sized Enterprises (**SMEs**) and / or **mid-cap Innovative Companies**. By submitting a proposal to the LASER-PRO platform, you declare that, to your knowledge, there are no conflicts of interest that might affect the objectivity of your proposal's evaluation. The list of LASER-PRO partners can be found [here](#).



## COMPANY INFORMATION:

Company's name:

Company Registration Number (if applicable):

Date of Registration:

Size (number of employees):

Annual turnover (in millions of €):

## REGISTERED COMPANY ADDRESS:

Street:

Postcode:

City:

Country of registration:

## APPLICANT CONTACT DETAILS:

Contact name:

First name:

Last name:

Position in Company:

Email Address:

Telephone Number:

Password:

Password confirmed:

## ADDITIONAL

How did you learn about LASER-PRO?

e.g. from one of the project partners, from its webpage, from social media, at a conference etc.

## PROPOSAL

Proposal full name\*:

\*Cannot be the same as the company name

Proposal acronym\*:

\*Should summarize the main objective of the proposed project

Summary (do not disclose any confidential information):

- Please provide a concise summary of the content and objectives of your proposed Application Experiment and the resulting outputs, including what is innovative about it.
- Please outline in 1-2 sentences the relevance and expected impact of the project to your business.
- Please stick to the character limit (2000 characters)!
  - product demonstrator/series of demonstrators you would like to develop and integrate in it/implement;
  - definition of the business need, technological challenge, and market opportunity;
  - potential short and long-term benefits for your business.
- ! Although the summary is not scored, it is a requirement of the application form, and all applicants are requested to provide it, including all abovementioned information.

Is this the first time that you submit your proposal?

- Please select between 1<sup>st</sup> Submission and Re-submission

Have you read and understood the Application guidelines? YES/NO

Have you read and understood the Service Delivery Agreement (SDA) template, and do you agree with its terms and conditions? YES/NO



- The SDA will be the primary legal contract between the beneficiary and LASER-PRO. Please note that the published SDA template is a preliminary version and its content will be negotiated case-specifically).

#### Market sector your Pilot Case project refers to?

- Please list all relevant ones.

#### Have you received any support in proposal preparation from the LASER-PRO consortium?

#### CONCEPT

##### Please highlight the problem you intend to address in this project and how it is innovative.

- **Challenges to be overcome:** Describe the problem to overcome (including some quantifications). Please derive from the problem your technical (and business-related) objectives for the project, setting clear specifications and key performance indicators (KPI) for measuring the success of the implemented project work.
- **Description of the proposed solution:** Provide a detailed description of the solution / final prototype /demonstrator to be developed in collaboration with LASER-PRO (including a description of the functionality, size, etc.). Explain how it will solve the challenges described above.
- **Description of current State-of-the-art:** Describe how your solution / final prototype /demonstrator goes beyond the state of the art. Do you have background knowledge, including Intellectual Property Rights, related to this final prototype part/demonstrator? Have you validated the Freedom-To-Operate (i.e., there is no external IP that would limit the scope)?
- **Alignment with the services provided by LASER-PRO:** Which particular LASER-PRO services do you need, and do they now help you solve the challenge(s) described?

#### IMPACT

##### Please focus on what results you expect to generate in this project and what benefit you expect to get from it.

- **Key exploitable results:** What results do you expect? How do the results will support your product developments and business? Please describe your Return On Investment and the global economic value creation.
- **Market opportunity:** Please describe how your innovation provides a competitive advantage with respect to competitors or how it opens up a new market opportunity. Can it be sustained (e.g. through IP protection)? What is the unique selling point of your innovation? What is the value proposition? What is the expected market size, business opportunity and return on investment?
- **Go-to-market strategy:** Please provide a description of how the target market(s) will be penetrated including the necessary tools, resources, and timeframe. What are the channels to reach the market(s)?
- **Other expected impacts:** Please provide a short description of any expected societal, environmental and economic impacts outside your company.

#### IMPLEMENTATION

##### Please provide a suggested workplan, including the most important milestones/goals that need to be achieved and approximate timings.

The objective of the implementation section in proposal phase is to assess the feasibility of the project within the given time frame and the available resources. The final work-plan including the services of the LASER-PRO consortium will be mutually agreed between the applicant and involved LASER-PRO partners during preparation of the Service Delivery Agreement.

- **Work plan description:** Please provide a description of the proposed work plan (key inputs, outputs and time schedule including overall expected project duration). Please concentrate on the timeline for expected results, and (if applicable) planning that you need to do for e.g. accessing your production facilities.
  - Please include a list of services that you would need to achieve your goals.
- **Resources to be committed:** Please provide a description of the internal resources you plan to allocate to the project. Will cooperation with third parties in the supply chain be required? Do you expect us to handle the access to these third parties?
- **TRL level:** Please describe the technology readiness level (TRL) positioning of your proposed solution and the change from current state (e.g. from a laboratory-verified component – TRL4 – to demonstration in relevant industrial environment – TRL7).



- **Risk management:** Please provide a description of the possible risks (technological, business and managerial risks) together with a mitigation strategy.

## EVALUATION CRITERIA

*The application will be evaluated following three main criteria as described below. Experts score each award criterion on a scale from 0 to 5 (half-point scores may be given):*

**0 – Application** fails to address the criterion or cannot be assessed due to missing or incomplete information.

**1 – Poor:** The criterion is inadequately addressed or there are serious inherent weaknesses.

**2 – Fair:** The application broadly addresses the criterion, but there are significant weaknesses.

**3 – Good:** The application addresses the criterion well, but a number of shortcomings are present.

**4 – Very good:** The application addresses the criterion very well, but a small number of shortcomings are present.

**5 – Excellent:** The application successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

*The threshold for individual criteria is 3 (out of 5), and the overall threshold is 10 (out of 15). In order to be considered for support, the application must score above both individual and overall thresholds.*

*During the evaluation, a geographic representation will be taken into consideration by giving a priority according to geographical diversity criteria, defined as proposals with applicants established in a country, not otherwise represented as an applicant higher up the ranking list.*

