



Schweizerische Eidgenossenschaft
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Swiss Confederation

Innosuisse – Swiss Innovation Agency



5th TechMakers Brazil – Switzerland Call for Joint Innovation Projects

Deadline for submission of proposals – 30 Sept 2024

Scope/Objectives

The Innovation Promotion Agency of Brazil (**Empresa Brasileira de Pesquisa e Inovação Industrial – EMBRAPPII**), with the support of The Brazilian Trade and Investment Promotion Agency - ApexBrasil - and the **Swiss Innovation Agency – Innosuisse**, are pleased to announce the 5th edition of the TechMakers Brazil-Switzerland bilateral call for joint R&D project outlines. The proposals sought should contribute to the development of ready-to-market solutions for products, technology-based services, or methods that hold significant market potential in both Brazil and Switzerland.

While the call is open to all scientific disciplines, projects in the following topics are particularly appreciated:

- Biotech; Medtech; Healthtech
- Agritech and Foodtech
- Bioeconomy; Circular economy
- Climatech and sustainability
- Cleantech; Clean energy & water

Eligibility criteria

All proposals must meet the following eligibility criteria to be considered:

- The project duration must be between 18 and 36 months.
- The project consortium must include at least one business entity from each country (Brazil and Switzerland) and one research institute accredited by EMBRAPPII as “EMBRAPPII unit”.
- Participation of other research organisations and other commercial companies from both countries is welcome in accordance with the funding regulations of each country.
- The research organisations and commercial companies must comply with the regulations of their respective countries.
- To ensure that projects promote genuine international collaboration rather than internal company research, affiliated companies will be considered as a single entity under the parent company. Each Brazilian registered organisation involved in an application must be a separate legal entity, not linked to the Swiss partners or vice versa.
- The project must demonstrate a relevant innovation content, added value and benefit from the bilateral cooperation in both countries.
- No country may contribute **more than 70% of the total person-months** to the project. Person-months is the measure of the time in months that staff will devote to the project.
- A draft consortium agreement, including intellectual property rights (IPR), must be submitted with the proposal.
- Both agencies will only consider project costs incurred in their country as eligible. 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 entire proposal not being considered.

Call dates

Publication of the call	26 February 2024
Call information webinar	20 March 2024
Call information webinar for Brazilian companies	02 April 2024
Closing date for submission	30 September 2024
Notification of decision	01 December 2024
Earliest project start date	01 January 2025

Call Brokerage Event and Partnering (optional)

The **search for project partners** is supported and organised in Switzerland by the Enterprise Europe Network (EEN) and in Brazil by ApexBrasil/EEN. [EEN Switzerland](#) provides an online [business to match platform](#) with partner profiles to establish contacts between interested organisations. The platform allows easy scheduling of meetings (incl. video). All questions related to the partner search will be handled by the country specific EEN contact listed below. Partners are encouraged to register their needs on the platform as early as possible to increase their chances of building a successful consortium.

Two webinars for interested parties are organized, the first one on 20 March 2024 is open to everyone and the next one in April 2024 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 EMBRAPAII/ApexBrasil, Innosuisse and EEN. The link to the webinar can be found on the online [business to match platform](#) and on the [Innosuisse webpage](#).

Submission of applications

Each project must submit a full application before the submission deadline of **30 September 2024**. The completed full application must be submitted to EMBRAPAII for Brazilian partners and to Innosuisse for Swiss partners as follows:

- Brazilian participants must discuss and have approved a full proposal with an EMBRAPAII unit.
- Swiss participants must submit a *Bilateral Cooperation Application* via the [Innosuisse submission portal](#) (innolink.innosuisse.ch), together with the mandatory documents listed below:
 - The title of your project must match the title provided by your Brazilian partners in their respective national application to the EMBRAPAII unit and the title in the common proposal.
 - Please **select** the “**Brazil**” drop-down option under “*Bilateral Call / Please select the partner country of the bilateral call you intend to submit*” in the Introduction section.
 - The completed **common proposal** must be uploaded as part of the application.
 - The Consortium Agreement (CA) is mandatory for international projects. A draft CA must be uploaded as an attachment to the application.
- Documents for financial check:
 - Implementation partners with < 250 FTE are required to submit **the annual accounts from the last two years** as an annex to the full proposal. If annual accounts are not available, the financial Excel spreadsheet available on the [Innosuisse website](#) must be sent to Innosuisse via [secured mail](#).
 - If an implementation partner with < 250 FTE applies for more than CHF 1 Mio., Innosuisse will conduct a due diligence (additional documents will be requested later). If Innosuisse has already carried out a due diligence in the context of another initiative, the result will be taken into account in an appropriate way.

Evaluation

Applications are evaluated separately. In order to be funded and to continue as a viable project, the proposal must be successful on both sides of the consortium.

Subsidy control

Innosuisse cannot award grants to organisations that are considered to be in financial difficulty. After the application phase, Innosuisse carries out eligibility checks (entry in the Swiss Commercial Register; not on [SECO's sanctions list](#)) and financial viability checks (has the financial means to bear the planned own contribution, to complete the project, and to implement the project results).

Evaluation Criteria – Innosuisse, Switzerland

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.

Project Quality

- Clear and well defined project
- Realistic and quantifiable objectives and milestones
- Justification of the proposed approach and resources

Project Consortia

Project partners should demonstrate:

- Complementary technological excellence, expertise
- Added value of international collaboration
- Strong partnership base and commitment to continue working together beyond the duration of the project
- Management capacity to successfully complete the project and implement the results
- Mutual enhancement of R&D through the transfer of knowledge and expertise

Degree of Innovation

The innovation aspect of a project **must go beyond the international state of the art**. The innovation project should be scientifically based and aim to achieve advances in technology or service aspects. The main objectives in terms of product, process or service performance and cost issues (in terms of competitiveness) must be presented in a comprehensive manner.

Market Value Creation

The project aims to create a new value chain, or to integrate into an existing one. There must be a **market and implementation plan** for the proposed product, process or service.

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 see <https://embrapii.org.br/unidades-embrapii/>). Additional EMBRAPII requirements are the following:

- The Brazilian part of the project must address an industrial need and involve one or more industrial partners.
- The international cooperation should provide significant added value.

- The "Technology Readiness Level" (TRL) should range from experimental proof of concept (TRL 3) to technology demonstrated in a relevant environment (TRL 6). Projects co-financed by the Brazilian Development Bank - BNDES - can be in the range of 7 to 9 on the TRL scale.
- The Brazilian part of the project must be developed/managed by an EMBRAPII unit.

Funding rules

Applications must comply with EMBRAPII and Innosuisse guidelines, as explained below. Detailed guidance on how to apply for funding is available to partners on request at both agencies. Each country will fund its eligible participants in accordance with its national procedures 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 will be an important aspect to be considered in the evaluation.** Successful applicants will be required to submit a **common consortium agreement** (including an IPR agreement) signed by all partners to Brazil and Innosuisse **prior to the start of the project.** Failure to submit a draft (unsigned) consortium agreement at the application stage will result in the application being disqualified.

Projects will be funded by the national funding agencies (Brazil and Innosuisse) in the order of the joint ranking list. The funding agencies will fund as many projects as their budgets allow.

Switzerland - Innosuisse funding regulations:

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

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

Funding rate for research organisations:	100% of eligible costs
Funding rate for start-ups and SMEs 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

- The implementation partners must cover **at least 30% of the total Swiss project costs.**

Eligible costs:

Only costs necessary for the proper execution of the project are eligible. These include personnel costs (salaries + employer's social contributions), material costs, coordination costs (management of the consortium, if not covered by personnel or material costs), travel costs (covers international travel to project partners) and overheads (only for research institutions).

Project reviews, reporting:

Innosuisse can request reviews or interim reports on project progress, content and schedule them as needed. At the end of the project, a plan must be submitted showing how the results will be implemented. More details can be found on 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 approval of the project and its direct hiring takes place 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 funding 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, which may add an in-kind contribution.

SMEs and Start-ups' can apply for 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)

Data Sharing

This bilateral call is jointly managed by EMBRAPII, and Innosuisse (each an “agency”). All relevant information submitted and generated during the application process may be shared by one agency with the other for their individual storage, processing and use.

This means that any information provided to or generated by one agency in relation to your application may be disclosed to the partner agency and vice versa. This includes, but is not limited to:

- the information provided in the application, including the personal details of all applicants
- evaluation and feedback on the application
- information received during the management and administration of the grant.

EMBRAPII and Innosuisse are directly accountable to you for the holding and processing of your data, including all personal data and confidential information. Data will be held in accordance with their policies. Accordingly, EMBRAPII, and Innosuisse will be the data controllers of personal data submitted as part of the application process.

Contacts for details and Partnering enquires

Contacts for Call details	
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