

I4F Pilot Project Proposal

From: **Indian Project Lead (INPL)**
(Company name) _____
(Office Address) _____

From: **Israeli Project Lead (ISPL)**
(Company name) _____
(Office Address) _____

Application Details

PROJECT TITLE		
ESTIMATED START DATE OF PROJECT¹		
Project Duration	X months	
Total Project Budget (\$) ²		
	Indian company	Israeli company
Company Registration No.		
Company Website		
Contact Person		
Position/Designation		
Email		
Phone Number		
Previous I4F Project	Yes/No	Yes/No

¹ It is recommended to advise with the I4F team regarding the project start date as an I4F project can start only from the date of approval by the Governing Board of the Fund.

² Total Project Budget is the cost of the total project for both companies. It must be equal to the sum of the companies' budgets in the excel form submitted along with the application.

Submission Checklist – For Indian Applicants

Proposal Submission Checklist	Checked
Read the I4F Guidelines for Application	
1. Covering letter	
2. I4F Pilot Project Proposal	
3. Presentation for Evaluation Committee Meeting – add photographs in PPT (Upload in TDB PPT format)	
4. Project Brief Summary	
5. Breakup of Milestones and Budget for Proposed Project	
6. Memorandum of Understanding (MoU) /Letter of Intent between All Consortium Partners	
7. Copy of all relevant Certification like CMMI, ISO, etc, if any	
8. Registration Certificate of all project partners, including Academia/R&D Labs, issued by competent authority	
9. In case of in-house R&D Centres, all relevant certificates from stakeholders, competent authority relevant for in-house R&D, Defence Manufacturing & production should be submitted	
10. Audited Annual Reports (including Income Tax Return, Balance Sheet, and Profit & Loss Account & Auditor's Reports) for the last three Financial Years	
11. Know Your Customer (KYC) documents of all Consortium partner(s)	
12. Self-Declaration of Applicant on Company letterhead, signed by MD/CEO/Company Secretary, as all Statutory Norms are compiled by the Applicant till date	
13. Share Holding Pattern of the Company (highlighting the Foreign Investment, if any)	
14. Checklist cum Security clearance	

Submission Checklist – For Israeli Applicants

Proposal Submission Checklist	Checked

Read the I4F Guidelines for Application	
1. I4F Project Proposal	
2. Project Budget	
3. Latest Certificate of Business Registration of Israel Company as Filed with Israeli Corporations Authority (תעודת התאגדות) if this is the first-time submission to the Israel Innovation Authority	
4. Declaration to the Israel Innovation Authority (הצהרת מגישה) (הבקשה)	
5. Israeli company that has at the same calendar year more than one project supported by I4F/Israel Innovation Authority, needs to submit the "resources file" טופס ריכוז משאבים while submitting the proposal to the Israel Innovation Authority (can be found here)	
6. Memorandum of Understanding (MoU) /Letter of Intent between All Consortium Partners.	

Submitted by:

Indian Company

Israeli Company

(Indian Company Name)

(Israeli Company Name)

**Authorized
Company Official:
(CEO or Equivalent)***

(Name & Title)

(Name & Title)

Signature:

* The Project proposal must be submitted jointly and signed by the company's CEO, Managing Director or General Manager.

** The final Pilot Project proposal should be kept to up to 70 pages.

I PARTICIPANTS' CONTRIBUTIONS

Company Name	Country	Main Role of Participant	Budget (INR/ILS)	Contribution (%)	Duration (Months)
	India				
	Israel				
Total in US \$:					

II EXECUTIVE SUMMARY OF PROJECT (Executive Summary)

- A) Clear and concise Statement of Specific Objectives of the Joint Pilot Project
- B) Proof of Concept/Maturity of the Concept proposed
- C) Brief Scope of Work
- D) Background Motivation & Competency of the Project Partners
- E) Measurable Outcomes
- F) Partnership Synergy

III COMPANIES INFORMATION

- A) Detailed Company Profiles

Company Name		
Country	India	Israel
Year Established		
Company Description		
Core Competencies	<ul style="list-style-type: none"> • • • 	<ul style="list-style-type: none"> • • •

Main Products/Technologies	• • •	• • •
Main Customers	• • • • •	• • • • •
Revenue (current year)	INR	NIS
No. of Employees		
No. of R&D Employees		
Shareholding Breakdown <i>(State the top 5 shareholder's name and number of shares (%) held)</i>	• • • • •	• • • • •

B) Company Background & Key Strengths/Area of Expertise of Each Partner and Subcontractors (if any)

C) Credentials of Project Partners

References, information on previous or ongoing projects.

Details of existing patents held by project partners or any subcontractors.

D) Project Teams

Key personnel to the project. Should include for each team member: name, designation/organization, qualification/experience, credibility, and individual role in the project.

E) Existing Manufacturing/Testing Facility

Details of Existing Equipment Manufacturing/Testing facility relevant for this project.

F) Financials

Snapshot of Financial Health of INPL (Audited Data in INR Lakhs) – To be filled out by the Indian partner

Particulars	Year 3 (Latest Audited Year)	Year 2	Year 1
Share Capital			
Reserves & Surplus			
Tangible Net Worth (TNW) (Share Capital + Reserves – Accumulated Losses – Intangible Assets)			
Total Outside Liabilities (TOL)			
Debt Equity Ratio (TOL/TNW)			
Current Ratio (CA/CL)			
Total Sales / Revenue			
PBDIT (Profit before Depreciation, Interest & Tax)			
PBT (Profit Before Tax)			
PAT (Profit After Tax)			
Cash Accruals			
% Investment in R&D (% of the Total Sales / Revenue)			

Snapshot of Financial Health of ISPL (Audited Data in ILS) – To be filled out by the Israeli partner

Particulars	Year 3 (Latest Audited Year)	Year 2	Year 1
Share Capital			
Reserves & Surplus			
Tangible Net Worth (TNW) (Share Capital + Reserves – Accumulated Losses – Intangible Assets)			
Total Outside Liabilities (TOL)			
Debt Equity Ratio (TOL/TNW)			

Current Ratio (CA/CL)			
Total Sales / Revenue			
PBDIT (Profit before Depreciation, Interest & Tax)			
PBT (Profit Before Tax)			
PAT (Profit After Tax)			
Cash Accruals			
% Investment in R&D (% of the Total Sales / Revenue)			

IV PROJECT PLAN & PROPOSED INNOVATION

A) Background Motivation

Justify the need of the proposed pilot project.

B) Project Description

Detail of the entire project idea that describes the product/technology/service that you intend to jointly pilot.

C) Detailed Work Plan and Schedule for the Joint Pilot Project

S.No.	Broad Scope of Work	Sub-Activities	Deliverables	Duration (months)	Responsible Party (Israel/India)
1		a. b. c.			
2		a. b. c.			
3		a. b. c.			

D) Proposed Innovation

Specify and explain the degree of innovation and Technology Readiness Level (TRL) of your proposed project in the context of the current technologies available in the market.

E) Proof of Concept

*Provide the necessary details of any Proof of Concept for taking up this proposed project.
Details of Existing Patents held by INPL/ISPL or any sub-contractors.*

F) Technical Challenges & Mitigations

Possible technical challenges involved in the proposed project and its mitigation plan.

V COOPERATION

A) Previous Relationship Between Partners (if any)

B) Roles & Responsibilities of Each Partner

Detail the key roles & responsibilities of each partner in the proposed project.

C) IP Sharing

*Whether any new IP is expected to be generated through this proposed project (Indian or Israeli or shared).
Summary of the IP sharing agreement between project partners as reflected in the LOI/draft MOU.*

D) Commercial Agreement

Summary of the commercial agreement between project partners as reflected in the LOI/draft MOU.

VI MARKET & COMMERCIALIZATION

A) Target Market

Describe the potential market targeted through the proposed project.

B) Market Feedback/Testing

*Summary of the market research conducted by the project partners.
Details of any survey/test performed with potential customers/end users.
Proof of interest shown by any potential customer.*

C) Business Model & Commercialization Plan

*USPs and commercial/societal/technological benefits of the proposed product(s).
Proposed approach for acquiring the estimated market.
Product costing, sales projections, and ROI (Return on Investment).
Project partners' abilities to access local and global markets.
Description of existing competing solutions and differentiation of the proposed product compared to competition.*

VII BUDGET

Please prepare the format for project budget excel documents for each company (format downloadable on IIA's and TBD's website – Guidelines & templates) and upload them separately. See the Project Cost Guidelines (Section 10. in the Application Guidelines) to complete this section of the proposal.