**Imagen que contiene corbata, persona, negro, hombre

Descripción generada con confianza altaImagen que contiene corbata, persona, negro, hombre

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| **GRANT AGREEMENT N.** **777890** |
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| Second DIVA call for proposals  Description of Work (DoW)  Template |
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This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 777890

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Please follow the structure of this template to prepare your technical proposal, in order to ensure the good comprehension of your work to evaluators and make them able to assess your proposal, applying with impartiality evaluation criteria.

The Description of Work document **mustn’t exceed** **10 pages**, including tables and figures. Minimum font size is 11.

All proposal’s documents, data and information received from each applicant are treated as confidential. Confidentiality rules are respected along the whole span of the project.

1. Excellence

**Objectives**

Describe origin of business idea and market needs/demands that support this idea.

Describe objectives of the overall innovation project and the subsequently expected outcome. Industrial, economic, social, sectoral problem to be solved and business opportunity addressed.

**Quality of the proposed solution**

Describe the proposed solution (product, service, process), its highlights and advantages comparing to existing solutions.

Describe the technical feasibility of the proposed solution.

Describe how the proposal solution is doable within timeframe of the project.

**Innovation**

Describe innovativeness of the proposed solution and how it will solve the identified problem through the business idea implementation.

Describe the positioning of the business innovation project, where it is situated in the spectrum from “idea to application” or from “lab to market”.

Describe the current stage of innovation of the technology, referring to the Technology Readiness Levels definition (see <https://ec.europa.eu/research/participants/data/ref/h2020/other/wp/2016_2017/annexes/h2020-wp1617-annex-g-trl_en.pdf>)

1. Impact

**Business model**

Describe the potential business model and how it fits with the SME / consortium strategy.

Describe user needs and potential users (mention DIVA challenge addressed if relevant).

Describe type of market project addresses: size, maturity, trends, barriers, geographical zone[[1]](#footnote-2).

Describe main competitors and competitive existing solutions.

**Value chain**

How the proposed solution can provide more added value in the whole focused value chain.

How can the proposed solution contribute to creation of innovative value-chain?

**Cross sectoral features and cross-border ambition**

Description of how the project contributes to create a new value chain with cross-sectoral features and a cross-border ambition.

**Diva thematic alignment**

Describe how the proposed solution is in line with DIVA trends and digitech.[[2]](#footnote-3)

1. Implementation

**Work plan**

Describe general work plan of the project, work packages and corresponding deliverables: work to be done, role of each SME (when applicable) and methodology to be deployed to achieve objectives of the proposal.[[3]](#footnote-4) Mention DIVA demonstration site if relevant[[4]](#footnote-5).

|  |  |
| --- | --- |
| Work package title |  |
| Timeline |  |
| Objectives |  |
| Description of work |  |
| Deliverable |  |

Describe timeline of the project.

**Capacities**

Give a general description of (each) SME main activity and achievements.

Describe complementarity of partners in the consortium (if applicable) and how its profile matches tasks in the proposal.

Describe technical and business experience of each SME person involved into the proposal (Curriculum Vitae) and its role into the proposal.

Describe management capacity to lead team /consortium (if applicable).

**Resources to be committed**

Describe availability of resources required (facilities, personnel, networks etc..) to develop project activities.

Describe the overall cost structure of the proposal. For subcontracting, describe activities to be developed by subcontractors and their capacities.

Provisional budget should be equivalent or superior of the amount of the voucher.

Fulfill the following budget chart:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Cost (€) | Direct personal | Subcontract | Other direct costs | Indirect costs | Total |
| Leader (SME 1) |  |  |  |  |  |
| SME 2 |  |  |  |  |  |
| SME 3 |  |  |  |  |  |
| SME 4 |  |  |  |  |  |
| .. |  |  |  |  |  |
| Total |  |  |  |  |  |

1. For internationalization proposal, applicants have to explain the targeted country where he wants to deploy his technology [↑](#footnote-ref-2)
2. “DIVA’ priority thematics can be consulted in DIVA’s website, in the Digital Trends Map and Framework [↑](#footnote-ref-3)
3. For demonstration proposal, applicants have to explain the demonstration activities and what is expected in terms of results [↑](#footnote-ref-4)
4. List of DIVA demonstration sites can be found on : <https://www.projectdiva.eu/demonstration-facilities/> [↑](#footnote-ref-5)