



BETTER FACTORY

D3.1

Call Announcement and Guide for Applicants 1.0 version 1.1

PUBLIC

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Abstract

This deliverable is now completed with the inclusion of the documents needed for the 1st BETTER FACTORY Open Call for funding up to 8 Knowledge Transfer Experiments (KTE).

The final version of this deliverable contains:

- the Package of Documents for the preliminary individual calls to select Manufacturing SMEs/Mid-Caps (through Expressions of Interest, EoI) and validate Artists and Technology Suppliers. The documents include the Guidelines to apply and the Application forms necessary to set up the FundingBox online platform.
- The Open Call Package of Documents for the 1st Better Factory Open Call for Full Proposals from Consortia. The package includes: the Call Announcement, the Guide for Applicants (GfA), the Frequently Asked Questions (FAQ), the Application Form and the Full Proposal template. All documents are available on the open call microsite, available at <https://better-factory.fundingbox.com/>

The Open Call is addressed to consortia composed of 1 Manufacturing SME/Mid-Cap, 1 Artist and 1 Technology Supplier. The call is opened for proposals submitted via EoI and supported by the project through the matchmaking process, but also for the proposals submitted by outsiders without requesting additional support.

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Notification

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HISTORY OF CHANGES

Date	Version	Author	Comments
26.12.2020	1.0	FundingBox	Initial version including call for Eols from Manufacturing SMEs/Mid-Caps and calls for Technology Suppliers and Artists
14.05.2021	1.1	FundingBox	This document contains the Call Announcement, the Guide for Applicants, the FAQ, Application Form and Full Proposal template for the 1 st Open Call for Full Proposals from Consortia

EXECUTIVE SUMMARY

This deliverable is an updated document including all the documents needed for the 1st BETTER FACTORY Open Call for funding up to 8 Knowledge Transfer Experiments (KTE).

The first version of this deliverable contained the following documents:

1. Guidelines and Application Form (in Word format) for the 1st Call of Expressions of Interest from **Manufacturing SMEs/Mid-Caps**.
2. Guidelines and Application Form (in Word format) for the 1st Call for Experts from **Artists**.
3. Guidelines and Application Form (in Word format) for the 1st Call for **Technology Suppliers**.

Additionally, next steps until the deliverable includes the documents for the Open Call for joint proposals were also mentioned.

The final version 1.1 of this deliverable includes all the documents needed for the 1st BETTER FACTORY Open Call for funding up to 8 Knowledge Transfer Experiments (KTE).

The completed version of this deliverable contains the following documents:

1. Call Announcement for the 1st Better Factory Open Call for Full Proposals from Consortia.
2. Guide for Applicants for the 1st Better Factory Open Call for Full Proposals from Consortia.
3. Frequently Asked Questions
4. Application Form for the 1st Better Factory Open Call for Full Proposals from Consortia.
5. Full Proposal template (in Word format) for the 1st Better Factory Open Call for Full Proposals from Consortia.

CALLS FOR EXPERTS AND EXPRESSIONS OF INTEREST

This section of the deliverable contains the package of documents necessary in the first call for Experts and Expressions of Interest in the Better Factory project.

1st Call for Eols from Manufacturing SMEs/Mid-caps

1.1 Guidelines



Guidelines for a Call for Expressions-of-Interest (Eols) from Manufacturing SMEs/Mid-Caps

PUBLIC

1.1.1 Introduction to Better Factory

Better Factory is an EU initiative to help Small and Medium sized (SMEs) European manufacturers to enter new markets. For SMEs to explore new markets Better Factory provides:

- **Reduction of production cost** by optimizing the use production resources (material, space, energy, water, machines, labour, logistics, etc.) and production planning. Better Factory will connect manufacturing SMES with companies who have proven technologies in production optimization.
- **Redesigning of products** so they can be easily customised or personalised for individual customers. Better Factory will connect manufacturing SMEs with experienced design artists.
- **Financial and business consultancy** to improve production, develop new products and create new business strategy.

The SME will be given access to Robotics and Automation MarketPlace (RAMP – www.RAMP.eu). RAMP is a Business-to-Business (B2B) internet marketplace for the manufacturing SMEs. Through RAMP, manufacturing SMEs can buy production automation technologies, purchase product design services, and hire financial and business consultants.



To test and validate the transfer of technology and services on the RAMP, Better Factory is launching a Knowledge Transfer Program. In the Knowledge Transfer Program, Better Factory will select 8 manufacturing SMEs, 8 Technology Suppliers and 8 Artists. Each consortium of these trio (manufacturing SME + Technology Supplier + Artists) is referred as a Knowledge Transfer Experiment (KTE). KTEs will be supported to design new product lines and deploy automation solutions in the factory.

Better Factory will provide EUR 200,000 and full support to the manufacturing SME to explore the possibilities of optimizing their production and improving their products’ design. If you are interested in improving your product design and improving your production apply to our Open Call for the Expression of Interest.

1.1.2. Overview and Summary of the Open Call Process

These guidelines summarise the main features of the **Open Call for Expressions of Interest (Eols)** as a preliminary step to apply to the Better Factory Open Call that will end up with the selection of 8 KTEs.

This Call for Eols will be open

from **18 January 2021** at 00:00 CET
 until **18 March 2021** at 17:00 CET

With this Call for Eols, Better Factory is looking for **Manufacturing SMEs and Mid-Caps** willing to redesign their current products and services together with product design Artists and automation Technology Suppliers and optimising their production cost.

The following industrial manufacturing sectors will be given priority:

- Plastic and Rubber;
- Furniture and Wood;
- Food and Agriculture;
- Construction;
- Metal and Machinery;
- Textile and Leather.

Manufacturing SMEs and Mid-Caps are invited to submit their EoI in the Better Factory Open Call.

The main objective of EoIs is to find the best product design and production optimization challenges. The Manufacturing SMEs/Mid-Caps will then be joined with product design Artists and automation Technology Suppliers to ensure that a successful KTE can be created.

The steps of Better Factory Open Call are as follows:

1.1.2.1 Expressions of Interest submission

Every SME/Mid-Cap will be required to complete a set of questions which will enable us to contact you and verify if you meet the eligibility criteria to participate in Better Factory. Next to basic information and legal information you will be asked to provide information which will serve as a starting point for the matchmaking process.

1.1.2.1.1 Project information

Description of key activities

What products do you produce? For which market verticals and geographical areas? What position do you occupy within the value chain?

Description of key challenges and ambitions

What key challenges and ambitions does your organisation hold in relation to:

- Product innovation (diversification of portfolio / improvements / personalisation / individualisation/ artistic design/ co-design/ innovative aesthetics)
- Optimisation of production process (material, space, energy, water, machines, labour, logistics, etc.)

What are the barriers you face today with achieving these challenges?

Sector

Select the sector your company operates in from the dropdown list (list of domains as shown above).

Description of experience

Describe what steps, strategies and which tools you have already undertaken in order to address your product design and production optimization.

Motivation

Describe what benefits you expect and what opportunities you will tackle from collaborating with a design artist on innovating around your product portfolio and with a technology supplier on optimizing your current production process.

Key value drivers

Select which value drivers are most important for your company to realise growth. An overview of the drivers in the dropdown list is provided below.

Value driver	Path to innovation	System	Focus	Description
Improve productivity	GREEN & CARE	A smarter economy	Leveraging technology to create economic value	The improved ratio of an aggregated output to a single or aggregated input in a production process. Increasing the efficiency of production. Producing more (of existing) with the same or less input.
Efficient use of resources	GREEN	A smarter economy & a cleaner biosphere	Designing distributive processes and value chains	Maximizing the supply of money, materials, staff, and other assets by a person or organization in order to function effectively with a minimum of wasted resource expenses. Using the earth's limited resources in a sustainable manner while minimising environmental impact.
Cleaner production	GREEN	A cleaner biosphere	Contributing to the energy transition	Organisational or technological improvements that help to reduce energy use or suggest better energy-use choices from generation to end of life.
Reduce waste	GREEN	A cleaner biosphere	Regenerating the flow of materials from linear to circular	Minimization of waste at its source (e.g. through upcycling or reusing) to minimize the quantity that must be treated and disposed of. Usually achieved through better (eco) product design and/or process management.

Source: www.artdriveninnovation.eu

1.1.2.1.2 Resources

Description of assets

Are you willing to test the technology directly in your factory? What machines, systems, robots, etc. will be used during the Technology Transfer Experiment.

Description of skills

Who from your organisation will be involved in the project? Describe their role, experience and skills briefly.

1.1.2.2 Matchmaking process

1.1.2.2.1 Registration in RAMP

After the EoI has been submitted, Manufacturing SMEs/Mid-Caps will be pre-selected according the criteria described in section 4.

The selected manufacturing SMEs will be informed via e-mail and will be invited to register on RAMP. Better Factory will provide support during the process.

Then the matchmaking process with design Artists and the Technology Suppliers, will start.

1.1.2.2.2 Contacting Artists and Tech Suppliers

The matchmaking will happen on the RAMP. The Manufacturing SME/Mid-Caps will be continuously supported by members of the Better Factory consortium to ensure a right matchmaking.

1.1.2.3 Joint proposal

Once the matchmaking process is completed, **Manufacturing SMEs/Mid-Caps**, Technology Suppliers and Artists will be supported to create a joint proposal to be submitted to the Better Factory **Open Call for Full Proposals**.

The Better Factory Open Call for Full Proposals will be launched in May 2021.

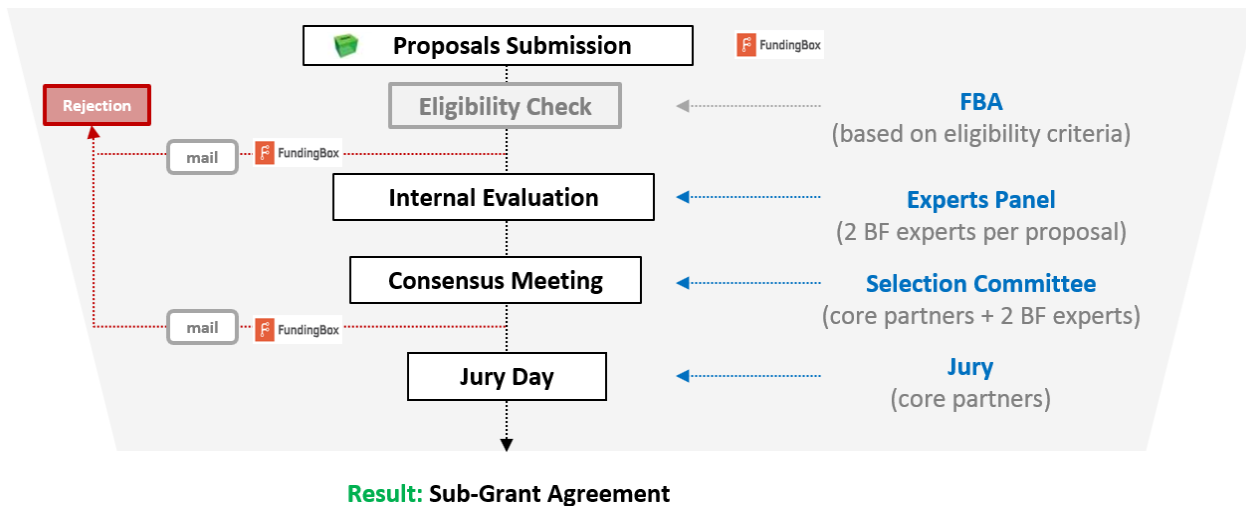
In this Open Call for Full Proposal, applicants will apply as consortia composed of **1 Manufacturing SME/Mid-Cap + 1 Artist + 1 Technology Supplier**.

Better Factory will provide the template for the full proposal and will support the selected applicants to create the full proposal.

The evaluation of the proposals will be done in the following steps:

- Proposals submission
- Eligibility checks Proposals which do not comply with the 'eligibility criteria' will be excluded from shortlisting at 'Eligible Applicants List'.
- Internal evaluation: individual evaluations of submitted proposals, resulting in the 'Ranking List'
- Consensus meeting: The 'Selection Committee' will check then the best proposals scored in previous phase.
- Jury Day: A Jury Day will be organised, to which finalists will be invited to present their projects.

After the Jury Day, once validations have been done, and before starting any activity, each selected consortium will sign a Sub-Grant Agreement.



1.1.2.3.1 Selection process for Knowledge Transfer Experiments

Eligible KTE applications will be composed of consortia of:

- **One Manufacturing SME or Mid-Cap**
- One Technology Supplier
- One Artist

Each proposal will be evaluated by 2 internal experts, appointed according to the specific characteristics of the KTEs. The best 16 proposals will be invited to the Jury Day, where the candidates will pitch in front of the Selection Committee composed of the core partners of the Better Factory consortium.

The Evaluation criteria will be detailed in the Guide for Applicants when the joint-proposal Open Call is launched, containing at least the following:

1. **EXCELLENCE** will evaluate:
 - **Ambition/Innovation:** The applicants will have to demonstrate to what extent the proposed experiment is beyond the State-of-the-Art. Differentiation in terms of innovation and originality of targeted artistic work and developed vision in relation to the technology will also be assessed.
 - **Co-creation** contributions of artistic and technology suppliers.
 - **Soundness** of the technical approach and credibility of the proposed methodology.
2. **IMPACT** will analyse:
 - The **Market opportunity** addressed by the applicants.
 - A clear **competition analysis**.
 - **Commercial Strategy and Scalability**, as well as the contribution to RAMP Marketplace.

3. IMPLEMENTATION will consider:

- **Team:** demonstrate management and leadership qualities. The team should be balanced and cross-functional, with strong background and skills.
- **Art-tech congruency:** synergy between technological challenge and artistic thematic and methodological approaches.
- **Resources:** demonstrate the quality and effectiveness of the resources and underline the benefit of solutions already offered by Better Factory Project under RAMP.

All applications will be assigned a score from 0 to 5 for each criterion which will be reflected by the evaluators in an Individual Evaluation Report. A Ranking List will be elaborated according to the final average scores and passed to the next phase.

CONSENSUS MEETING

The **Selection Committee**, formed by core partners and 2 Better Factory experts, will decide by consensus (or majority vote of $\frac{2}{3}$), and based on the ranking gotten as result of the Evaluation, the **List of finalists**.

JURY DAY

A Jury Day will be organised, to which finalists will be invited to present their proposals. After the event, the Jury will select the winners and include them in the **Provisional List of recipients** and **Reserve List**.

The awarding criteria will be detailed in the Guide for Applicants when the joint-proposal Open Call is launched.

The **Provisional List of recipients** will go through the validation procedure to check whether all formal requirements are met. Once positively validated, each 'Applicant' will sign the **Sub-Grant Agreement** under a 'lump sum model'. The **Sub-Grant Agreement** will include, as an annex, the **Individual Mentoring Plan** for each project. This document establishes, among others, the KPIs and Deliverables that will be considered when evaluating the KTEs' performance at the milestones review, as well as the budget.

MILESTONE REVIEWS AND DELIVERABLES

The **Mentoring Committee** will evaluate the KTEs performance at the **Milestone Review** (established every time a payment is due), according to the following criteria:

- Deliverables quality.
- Business performance indicators.
- Technical performance indicators.
- Deadline Compliance.

The **Mentoring Committee** proposal will be reviewed and validated by the **Selection Committee**.

The **Financial Support** will be paid against the Deliverables included in the 'Individual Mentoring Plan' and based on the results of the Milestone Reviews.

Each consortium that completed a given stage will receive the grant corresponding to that stage. Payment amount will be known before the end of the project so all participants will be aware of it before they join the Programme.

1.1.2.3.2 What do we offer?

As mentioned before, Better Factory will fund **8 Knowledge Transfer Experiments (KTEs) via Open Call**.

Up to **EUR 200,000 (total lump sum)** will be distributed to each one of the selected KTEs, based upon the successful delivery of technical and business reports along the 16-month Technology Transfer Program. This lump sum will be distributed among the KTE partners as follows:

- Manufacturing SME or Mid-Caps: up to EUR 50,000

- Artists: up to EUR 50,000
- Technology Suppliers: up to EUR 100,000

In addition to the funding, Better Factory will provide following support services:

- Connect with correct design Artists and automation Technology suppliers.
- Get **EUR 50,000** for executing your experiment in a consortium with one Artist and one Tech Supplier.

1.1.3. EoI Eligibility Criteria

All Manufacturing SMEs have to abide to all general requirements described in the Guidelines in order to be considered eligible for Better Factory preliminary call.

1.1.3.1 What types of entities are eligible?

Better Factory is looking for Manufacturing SMEs and Mid-Caps legally established in an eligible country as defined in 3.2.

A **Manufacturing SME** will be considered as such if it complies with the [Commission Recommendation 2003/361/EC](http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en) (available here: http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en). As a summary, the criteria which define a SME are:

- **Headcount in Annual Work Units (AWU) less than 250;**
- **Annual turnover less or equal to EUR 50 million OR annual balance sheet total less or equal to EUR 43 million.**

Regarding **Mid-Caps**, there is no common EU definition. For the purposes of Better Factory, we are defining a Mid-Cap as:

- **A company that is not an SME and has a headcount of up to 3,000 AWU.**

Please note that an SME or a Mid-Cap owned by a company bigger than a Mid-Cap – i.e. having a shareholder with more than 50% of the shares whose headcount is higher than 3,000 – will be considered as a Big Company and will not be able to apply to this Call for Eols.

1.1.3.2 Eligible countries

Only SMEs and Mid-Caps legally established in any of the eligible countries will be eligible for the Better Factory calls. The eligible countries include:

- **The Member States of the European Union:** Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden;
- **H2020 Associated Countries**, as identified in Article 7 of the Horizon 2020 Regulation: Iceland, Norway, Albania, Bosnia and Herzegovina, North Macedonia, Montenegro, Serbia, Turkey, Israel, Moldova, Switzerland, Faroe Islands, Ukraine, Tunisia, Georgia and Armenia.
- **United Kingdom:** EC and UK have entered into a Cooperation Agreement which allows UK entities to participate in the Horizon Programme until 2027. However, please note that the entry into force of the said Agreement is subject to the approval of the European Parliament. The decision of the European Parliament will be made in June 2021 at the latest.

1.1.3.3 English language

English is the official language for the Better Factory open calls. The proposal must be in English in all its mandatory parts in order to be eligible. If the mandatory parts of the proposal are in any other language, the entire will not be eligible.

If only nonmandatory parts of a proposal are submitted in a language different from English, those parts will not be evaluated but the proposal is still eligible.

1.1.4. EoI Pre-Selection Criteria

1.1.4.1 Innovative challenges and technologies addressed in the EoIs?

Better Factory will nominate a dedicated person to be the contact with potential applicants. These Contact Points will provide information, from a technical point of view (i.e. challenges to be addressed, technologies to be used, etc.) Better Factory project will take care that all information supplied to any proposer is equally available to all.

The EoIs which already have a potential solution in the market will not be selected for the project but will be put in contact with potential providers for addressing their specific needs.

1.1.4.2 Who does the pre-selection?

As soon as the Manufacturing SMEs EoIs are submitted, the Better Factory will review the EoIs and will select the most innovative challenges defined by the applicants.

1.1.5 Submission System

1.1.5.1 How to submit the EoI

Expressions of Interest need to be submitted through the our [Better Factory call microsite](#).

The screenshot shows the Better Factory call microsite. At the top, there is a navigation bar with links for Help Desk, Guides&Documents, Manufacturing SMEs, Artists, and Tech Suppliers, along with social media icons for LinkedIn and Twitter. The main banner area has a dark blue background with white text that reads: "Get ready to apply to our 1st OPEN CALL for CONSORTIA Up to EUR 200,000 equity-free funding Open now until 15 March 2021". Below the banner, there are three columns, each with a heading and a button: "Manufacturing SMEs/Mid-caps" with a red arrow pointing to its "Apply now" button, "ARTISTS" with its "Apply now" button, and "TECHNOLOGY SUPPLIERS" with its "Apply now" button. The Better Factory logo and "Powered by BETTER RAMP" are visible in the bottom left corner of the banner area.

Before applying, applicants need to be registered or create an account to FundingBox, as shown in the following screenshot:

Sign in with your FundingBox ID

Username or email

Password

[Forgot your password?](#)

Sign in

Don't have a FundingBox ID? [Sign up](#)

Verification email lost? [Send again](#)

After signing in, the applicant will be able to start a new application or edit an existing one. Eols can be edited as many times as wished until the deadline. Eol submitted by any other means will not be pre-selected.

→ betterfactory-sme.fundingbox.com/apply ☆ m

BETTER FACTORY Manufacturing SMEs/Mid-caps > Apply

Your applications to BETTER FACTORY Manufacturing SMEs/Mid-caps

Here you will find the applications you have started or submitted.

✔ #0 - Submitted - Last update: 4 days ago

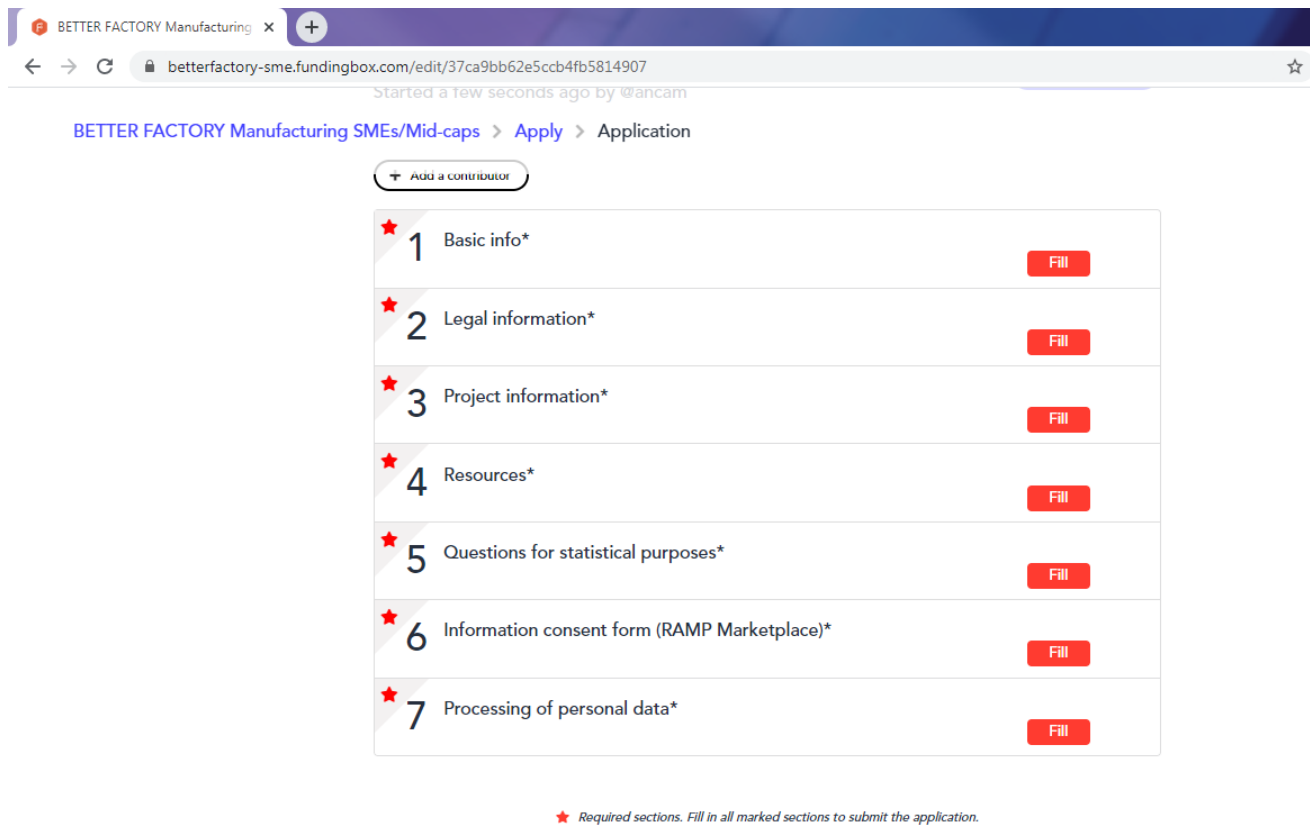
[Edit](#)

Start a new application



Built with FundingBox Enterprise | [Legal](#) | [Manage your cookies](#)

The application includes the sections shown in the following screenshot. All the sections and topics marked with a star (*) are mandatory. Data provided should be actual, true and complete and should allow the assessment of the Eol.



BETTER FACTORY Manufacturing SMEs/Mid-caps > Apply > Application

+ Add a contributor

★ 1	Basic info*	Fill
★ 2	Legal information*	Fill
★ 3	Project information*	Fill
★ 4	Resources*	Fill
★ 5	Questions for statistical purposes*	Fill
★ 6	Information consent form (RAMP Marketplace)*	Fill
★ 7	Processing of personal data*	Fill

★ Required sections. Fill in all marked sections to submit the application.

Only the information included in the application form and in the attachments to the form will be considered. It is the applicant's responsibility to include all the necessary information in the form, which is available in [Word format](#) if working off-line is needed before fulfilling the online application.

Eols can be received throughout the 2-month call for submission period, and applicants will be announced about the results after the weekly pre-selection process. The Call will be continuously open for applications, as the objective is to have a wide pool of Eols from Manufacturing SMEs/Mid-Caps.

Only Eol submitted before the deadline will be accepted. After the call closure no additions or changes to received Eol will be considered.

The deadline for the submission of Eols is 18 March 2021 at 17:00 CET.

1.1.5.2 Multiple submissions

Only one Expression of Interest per entity can be submitted to Better Factory in this call.

If more than one Eol per applicant is identified by the Better Factory team, only the last proposal which has been submitted in order of time, will be potentially pre-selected.

1.1.6 Support for the Applicants

For more information about the Better Factory Open Call, please check our [Better Factory call microsite](#).

For further information about the Call, in case of any doubts regarding the eligibility rules, the information in the application form, or if you encountered technical issues or problems with the online submission tool of applications, please contact the [Helpdesk space](#).

When contacting the Helpdesk, please include the following information in your e-mail message:

- your username, telephone number and your e-mail address,

- details of the specific problem (error messages you encountered, bugs descriptions, i.e. if a dropdown list is not working, etc.),
- screenshots of the problem.

For updates and project news, please visit our [Better Factory website](#).

1.1.7 General Disclaimer

1. Participation in this Call for Eols is voluntary and if the Manufacturing SME/Mid-Cap does not participate in it, it does not mean it will not be able to participate in the Better Factory Open Call for Full Proposals. Especially Manufacturing SMEs can compose a consortium with Artists and Technology Suppliers who have not participated in this preliminary call and are not registered in RAMP.
2. A pre-selection under this Call for Eols is not equal with selection to perform the a KTE. Submitting a joint application to the Better Factory Open Call for Full Proposals and being selected by the BETTER FACTORY Consortium is the general requirement to receive Financial Support to Third-Parties (FSTP).
3. Thanks to participating in this Call for Eols Expression, the pre-selected applicants will benefit from the support of the BETTER FACTORY Consortium:
 - a. To find the right partners to compose a competitive consortium (matchmaking process),
 - b. To get a continuous support in the preparation of the proposal.



H2020 Innovation Action – This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 951813

1.2 Application form

BETTER FACTORY

<https://betterfactory-sme.fundingbox.com/apply>

**Welcome to the BETTER FACTORY 1st Call for Expressions of Interest
from Manufacturing SMEs and Mid-Caps!**

The Deadline for this Call is Thursday 18 March 2021 at 17:00 (CET)

Only applications in English will be admitted.

Remember that you can EDIT your application after you submit it before the deadline, as many times as you wish.

Finally, be aware that all information provided will be verified during the validation process. Where any false information is detected, your candidacy will be immediately excluded.

Questions marked with (*) are mandatory.

1. Basic info

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Online profile (LinkedIn profile, personal webpage etc.):

Name of the contact person*:

Enter your complete name (first name and last name), please.

Contact person e-mail address*:

Please, enter the e-mail address (mail@mail.com format) to contact your team and send all the communications.

Contact person phone number*:

Remember to include your country code in brackets. E.g.: (+xx) xxxxxxxxx.

2. Legal Information

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Legal name of your entity*:

The legal name in the country where the company is incorporated.

Establishment/Registration country*:

Take notice that only countries indicated in the Guidelines are eligible for application.

Street name and number*:

Postal code*:

City*:

Where your team or most of your team members will be based.

Company registration number*:

VAT number*: (if applicable)

Website URL*:

Organisation size*:

Number of people employed in your organisation (Select one category)

- 2
- 3-5
- 6-10
- 11-49
- 50-99
- 100-249
- 250-500
- over 500

3. Project Information

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Sector(s)*:

Select the sector(s) you are operating. (Multiple selection possible)

- Plastic and Rubber
- Furniture and Wood
- Food and Agriculture
- Construction
- Metal and Machinery
- Textile and Leather

Description of key activities*:

Please describe your products, the markets you are targeting (B2B / B2C), and your position in the value chain. (Max 2000 characters)

Description of key challenges and ambitions

What key challenges and ambitions does your organisation hold in relation to:

- Product innovation (diversification of portfolio / improvements / personalisation / individualisation/ artistic design/ co-design/ innovative aesthetics) (Max 1500 characters)

- Optimization of production process (material, space, energy, water, machines, labour, logistics, etc.) (Max 1500 characters)

What are the barriers you face today with achieving these challenges? (Max 1000 characters)

Description of experience*:

Describe what steps, strategies and which tools you have already done to address your key product and digitalization challenges. (Max 1000 characters)

Motivation*:

Describe what benefits you expect and what opportunities you will tackle from collaborating with an artist on innovating around product portfolio and with a tech supplier on digitisation production processes. (Max 1000 characters)

Value drivers of interest*:

Select which value drivers are most important for your company to grow. (Multiple selection possible)

- Improve productivity
- Efficient use of resources
- Cleaner production
- Reduce waste

Document attachment (pdf brochure / presentation)

Optional. You can upload a pdf document or presentation describing offering. (Max 10 MB)

4. Resources

Description of assets*:

What assets (key resources) will you bring into the project? Think about machines, production lines, etc. (Max 1000 characters)

Description of skills*:

Who from your organisation will be involved in the BETTER FACTORY project if you are finally selected? Describe their role, experience and skills. (Max 1500 characters)

5. Questions for statistical purposes

How did you hear about BETTER FACTORY*? (Please select one)

- Social media
- e-mail campaigns
- Newsletter
- BETTER FACTORY website
- Internet search
- Regular media
- Partners' network
- By word of mouth

- Other

If your answer includes "Other", please specify*: (Max 100 characters)

Is your organisation completely new in EU projects*?

- Yes
- No

If the answer to the above question is "Yes", is your organisation completely new in the EU business? (Max 200 characters)

Gender: How many female and male team members approximately would be actively involved in the BETTER FACTORY KTE*?

- Females
- Males

Types of customers: Which types of customers would use the product or service of the BETTER FACTORY KTE*? (Multiple answers possible)

- Consumer
- Business
- Government
- Indifferent
- Other

If your answer includes "Other", please specify*: (Max 100 characters)

Geographical scope: Select the targeted geographical areas for the services you offer*: (Multiple answers possible)

- Regional
- National
- European Union
- International
- Other European areas

If your answer is "other European areas", please specify*: (Max 200 characters)

6. Information consent form (RAMP Marketplace)*

RAMP Marketplace will significantly increase the visibility of the tools, educational material, services and solutions that will be shared or/and contributed by the partners as well as 3rd parties. RAMP Marketplace will provide AI based services that will link technology providers with technology receivers and vice versa. Therefore, tools, educational material, services and solutions that are shared/provided through the RAMP Marketplace will

continuously participate in this matchmaking process leading to potentially significant benefits. RAMP Marketplace focuses on providing complete and holistic solutions to specific problems and challenges. Therefore, the tools, the educational material, the services and the solutions shared/provided through the RAMP Marketplace will be envisioned and integrated as part of complete solutions thus increasing the respective added value of specific and isolated tools.

I agree to share my personal data with Teknologian tutkimuskeskus VTT Oy (VTT, VUORIMIEHENTIE 3, Espoo 02150, Finland, www.vtt.fi) to publish the provided information in RAMP Marketplace. The consent may be withdrawn at any time by contacting the Controller at the e-mail address: privacy@fundingbox.com. The withdrawal of consent does not affect the lawfulness of processing based on a consent before its withdrawal*:

- Yes

7. Processing of Personal Data*

CONTROLLER'S IDENTITY AND CONTACT DETAILS

The data controller is FundingBox Accelerator sp. z o.o. (Al. Jerozolimskie 136, 02-305 Warsaw, Poland).

In all matters regarding personal data, you can contact us using the following email address: privacy@fundingbox.com.

PURPOSES, LEGAL BASIS AND PROCESSING PERIOD

The purpose and legitimate interest of processing	Legal basis for processing	Period
To run an Open Call and collect data necessary to evaluate applications submitted in the Open Call	Legitimate interest of Funding Box is based on (Article 6, paragraph 1 (f) of GDPR in this respect) which is fulfilling the obligations laid down in the Grant Agreement and our other interests related to this purpose.	6 years from the end of the year in which the Project ended.
To realize the Project goals described in the Grant Agreement (communication, reporting, collaborating with other project partners)		
To consider potential complaints		
To possibly establish and enforce claims or defend against them		
To send to selected applicants invitations to take part in next Open Call taking place on a different platform as part of the next stage of the Project		

DATA RECEIVERS

Data controller will transfer personal data only to trusted recipients such as entities belonging to the FundingBox's capital group, evaluators, IT service providers, accountants, law firms, postal and courier companies (who process personal data on the controller's behalf).

Due to the fact that we use the services of Google LLC, your data may be transferred to the USA. We have concluded an agreement with Google LLC - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No. 2010/87 / EU of February 5, 2010, your personal data may be processed by this company in the USA. More information about the decision at: <https://eur-lex.europa.eu/legal-content/PL/TXT/?uri=celex%3A32010D0087>

To realize the Project data can be transferred also to Project Partners (complete list of the project partners is available at the email address: privacy@fundingbox.com), European Commission and other affiliated entities.

RIGHTS OF DATA SUBJECT

Due to the fact that we process your personal data, you have the right to:

- 1) request access to your personal data,
- 2) demand the rectification of your personal data,
- 3) request to remove or limit the processing of your personal data,
- 4) complain with the supervisory authority (The President of the Personal Data Protection Office, Warsaw, Poland, <https://uodo.gov.pl/en>).

You also have a right to object to processing of your personal data (according to the Article 21 of GDPR).

2 1st Call for Experts from ARTISTS

2.1 Guidelines



Guidelines for a Call for Experts from ARTISTS

PUBLIC

2.1.1 Introduction to Better Factory

Better Factory is an EU initiative to help Small and Medium sized (SMEs) European manufacturers to enter new markets. For SMEs to explore new markets Better Factory provides:

- **Reduction of production cost** by optimizing the use production resources (material, space, energy, water, machines, labour, logistics, etc.) and production planning. Better Factory will connect manufacturing SMES with companies who have proven technologies in production optimization.
- **Redesigning of products** so they can be easily customised or personalised for individual customers. Better Factory will connect manufacturing SMEs with experienced design artists.
- **Financial and business consultancy** to improve production, develop new products and create new business strategy.

The SME will be given access to Robotics and Automation MarketPlace (RAMP – www.RAMP.eu). RAMP is a Business-to-Business (B2B) internet marketplace for the manufacturing SMEs. Through RAMP, manufacturing SMEs can buy production automation technologies, purchase product design services, and hire financial and business consultants.



To test and validate the transfer of technology and services on the RAMP, Better Factory is launching a Knowledge Transfer Program. In the Knowledge Transfer Program, Better Factory will select 8 manufacturing SMEs, 8 Technology Suppliers and 8 Artists. Each consortium of these trio (manufacturing SME + Technology Supplier + Artists) is referred as a Knowledge Transfer Experiment (KTE). KTEs will be supported to design new product lines and deploy automation solutions in the factory.

Better Factory will provide EUR 200,000 and full support to the manufacturing SME to explore the possibilities of optimizing their production and improving their products' design. If you are interested in improving your product design and improving your production apply to our Open Call for Experts from Artists.

2.1.2 Overview and Summary of the Open Call Process

These guidelines summarise the main features of the **Call for Design Artists** as a preliminary step to apply to the Better Factory Open Call that will end up with the selection of 8 KTEs.

This Call for Registration will be open

from **18 January 2021** at 00:00 CET
until **18 March 2021** at 17:00 CET

With this Call for Registration, Better Factory is looking for **Artists** willing to collaborate with Manufacturing SMEs/Mid-Caps and Technology Suppliers for the redesign and co-creation of new products and services. Special focus will be on how products can be customised, and individualised and new services can be created around them.

This call is a great opportunity for Artists who seek to expand their creative frontiers in new manufacturing sectors. Through this process, Manufacturing SMEs/Mid-Caps and Artists will be able to develop new partnerships and create new products and services.

The following industrial sectors are prioritised:

- Plastic and Rubber;
- Furniture and Wood;
- Food and Agriculture;
- Construction;
- Metal and Machinery;
- Textile and Leather.

Manufacturing SMEs and Mid-Caps are invited to Register in the Better Factory Open Call.

The main objective of this Call is to identify Artists willing to redesign the products of Manufacturing SMEs for personalisation around the core value proposition of the products, or design new products and services based on the core knowledge of the SME. The selected Artists will then enter a matchmaking process with Manufacturing SMEs/Mid-Caps and Technology suppliers to ensure the articulation of a quality consortia that can submit successful proposals to the Open Call and receive financial support to implement their challenges.

The steps of this Factory Better Open Call until the start of the KTE is as follows:

2.1.2.1 Application to Artist call for experts

On this call for experts, artists will be asked to fill an application form with:

- Basic personal and legal information
- Artistic related experience and proofs of previous relevant work
- Background and application domains worked so far.
- Tools experience and engagement with new tools
- Summary of Services offered
- Motivation and expectations

Any doubt concerning the application should be addressed to the [Helpdesk space](#), which will provide support regarding the formal aspects of the Expert application modules, and as IT support for the submission system. Any other doubt mote content specific will be properly addressed to the Art experts in the Better Factory Project.

2.1.2.2 Matchmaking process

2.1.2.2.1 Registration in RAMP

After the Registration, Artists will be selected according the criteria described in section 4.

The selected Artists will be informed via e-mail and will be invited to register on RAMP. Better Factory will provide support during the process.

Then, the matchmaking process to contact Manufacturing SMEs/Mid-Caps and then Technology Suppliers, will start.

2.1.2.2.2 Contacting Manufacturing SMEs/Mid-Caps and Tech suppliers

The contacts with Manufacturing SMEs/Mid-Caps and Technology Suppliers will happen on RAMP. RAMP is the space where Manufacturing SMEs/Mid-Caps will upload their product portfolio and through which Artists can get in contact with, in order to develop modify and individualise their products or develop new designer products and services. The applicants will continuously be supported by members of the Better Factory consortium to ensure a proper matching among all the parties requested to execute the Experiment.

2.1.2.3 Joint proposal

Once the matchmaking process is completed, Manufacturing SMEs/Mid-caps, Technology Suppliers and **Artists** will collaborate to create joint proposals to be submitted to the Better Factory **Open Call for Full Proposals**.

The Better Factory Open Call for Full Proposals will be launched in May 2021.

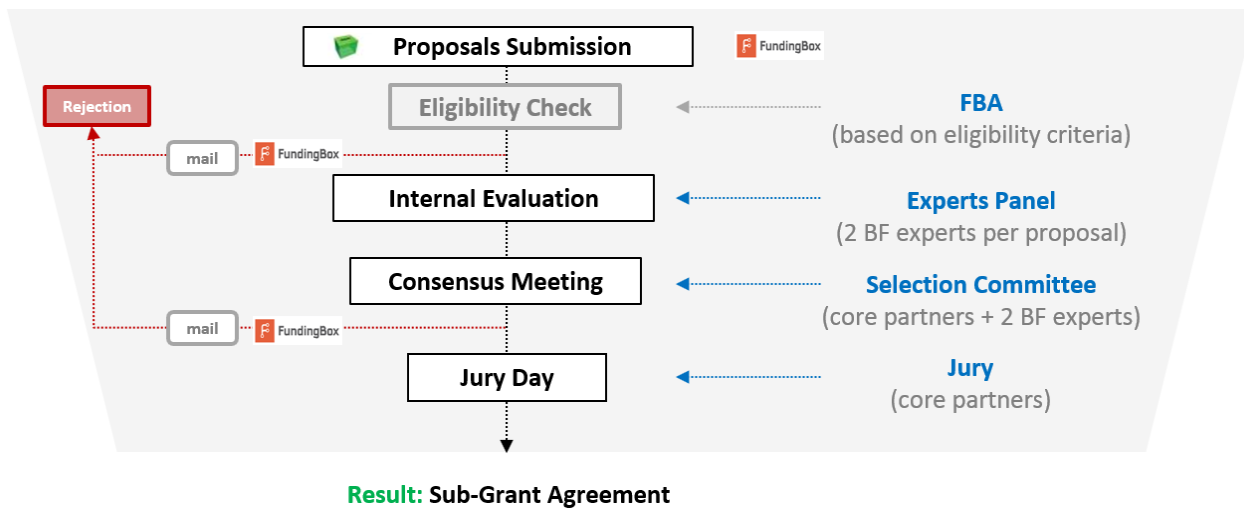
In this Open Call, applicants will be forming consortia composed of **1 Manufacturing SME/Mid-Cap + 1 Artist + 1 Technology Supplier**.

Better Factory will provide the template for the full proposal and will support the selected applicants to create the full proposal.

The evaluation of the proposals will be done in the following steps:

- Proposals submission
- Eligibility checks Proposals which do not comply with the 'eligibility criteria' will be excluded from shortlisting at 'Eligible Applicants List'.
- Internal evaluation: individual evaluations of submitted proposals, resulting in the 'Ranking List'
- Consensus meeting: The 'Selection Committee' will check then the best proposals scored in previous phase.
- Jury Day: A Jury Day will be organised, to which finalists will be invited to present their projects.

After the Jury Day, once validations have been done, and before starting any activity, each selected consortium will sign a Sub-Grant Agreement.



2.1.2.3.1 Selection process for Knowledge Transfer Experiments

KTE applications will have to be submitted by consortia composed of:

- One Manufacturing SME or Mid-Cap
- **One Artist**
- One Technology supplier

Each proposal will be evaluated by 2 internal experts, appointed according to the specific characteristics of the KTEs. The best 16 proposals will be invited to the Jury Day, where the candidates will have to pitch in front of the Selection Committee composed of the core partners of the Better Factory consortium.

The Evaluation criteria will be detailed in the Guide for Applicants when the joint-proposal Open Call is launched, containing at least the following:

1. EXCELLENCE will evaluate:

- **Ambition/Innovation:** The applicants will have to demonstrate to what extent the proposed experiment is beyond the State-of-the-Art. Differentiation in terms of innovation and originality of targeted artistic work and developed vision in relation to the technology will also be assessed.
- **Co-creation** contributions of artistic and technology suppliers.
- **Soundness** of the technical approach and credibility of the proposed methodology.

2. IMPACT will analyse:

- The **Market opportunity** addressed by the applicants.
- A clear **competition analysis**.
- **Commercial Strategy and Scalability**, as well as the contribution to RAMP Marketplace.

3. IMPLEMENTATION will consider:

- **Team:** demonstrate management and leadership qualities. The team should be balanced and cross-functional, with strong background and skills.
- **Art-tech congruency:** synergy between technological challenge and artistic thematic and methodological approaches.
- **Resources:** demonstrate the quality and effectiveness of the resources and underline the benefit of solutions already offered by Better Factory Project under RAMP.

All applications will be assigned a score from 0 to 5 for each criterion which will be reflected by the evaluators in an Individual Evaluation Report. A Ranking List will be elaborated according to the final average scores and passed to the next phase.

CONSENSUS MEETING

The **Selection Committee**, formed by core partners and 2 Better Factory experts, will decide by consensus (or majority vote of $\frac{2}{3}$), and based on the ranking gotten as result of the Evaluation, the **List of finalists**.

JURY DAY

A Jury Day will be organised, to which finalists will be invited to present their proposals. After the event, the Jury will select the winners and include them in the **Provisional List of recipients** and **Reserve List**.

The awarding criteria will be detailed in the Guide for Applicants when the joint-proposal Open Call is launched.

The **Provisional List of recipients** will go through the validation procedure to check whether all formal requirements are met. Once positively validated, each 'Applicant' will sign the **Sub-Grant Agreement** under a 'lump sum model'. The **Sub-Grant Agreement** will include, as an annex, the **Individual Mentoring Plan** for each project. This document establishes, among others, the KPIs and Deliverables that will be considered when evaluating the KTEs' performance at the milestones review, as well as the budget.

MILESTONE REVIEWS AND DELIVERABLES

The **Mentoring Committee** will evaluate the KTEs performance at the **Milestone Review** (established every time a payment is due), according to the following criteria:

- Deliverables quality.
- Business performance indicators.
- Technical performance indicators.
- Deadline Compliance.

The **Mentoring Committee** proposal will be reviewed and validated by the **Selection Committee**.

The **Financial Support** will be paid against the Deliverables included in the 'Individual Mentoring Plan' and based on the results of the Milestone Reviews.

Each consortium that completed a given stage will receive the grant corresponding to that stage. Payment amount will be known before the end of the project so all participants will be aware of it before they join the Programme.

2.1.2.3.2 What do we offer?

As mentioned before, Better Factory will fund **8 Knowledge Transfer Experiments (KTEs) via Open Call**.

Up to **EUR 200,000 (total lump sum)** will be distributed to each one of the selected KTEs, based upon the successful delivery of technical and business reports along the 16-month experiment program. This lump sum will be distributed among the KTE partners as follows:

- Manufacturing SME or Mid-Caps: up to EUR 50,000
- Artists: up to EUR 50,000
- Technology Suppliers: up to EUR 100,000

In addition to the funding Better Factory will provide following support services:

- Connect with Manufacturing SMEs/Mid-Caps to create new products and services.
- **EUR 50,000** to demonstrate your creativity with Manufacturing SMEs/Mid-Caps.
- Support to find additional customers and unleash your creativity.

2.1.3 Artist Eligibility Criteria

All Manufacturing SMEs have to abide to all general requirements described in the Guidelines in order to be considered eligible for Better Factory preliminary call.

2.1.3.1 What types of entities are eligible?

Better Factory is looking for artists established in an eligible country as defined in 3.2.

Artist refers to entities registered under NACE Code '9003 Artistic creation' and self-employed individuals (freelancers) that undertake artistic activities as a profession/job occupation, such as performers, designers, composers, writers, etc.

The artist must have produced enough artwork for the jury to evaluate their artistic experience. The Artist must share evidence for each artwork reference as part of their portfolio. Previous collaborations with industry SMEs and technology providers will be valued but does not represent a condition for participation.

2.1.3.2 Eligible countries

Artists legally established in any of the eligible countries will be eligible for the Better Factory calls. The eligible countries include:

- The **Member States of the European Union**: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden;
- **H2020 Associated Countries**, as identified in Article 7 of the Horizon 2020 Regulation: Iceland, Norway, Albania, Bosnia and Herzegovina, North Macedonia, Montenegro, Serbia, Turkey, Israel, Moldova, Switzerland, Faroe Islands, Ukraine, Tunisia, Georgia and Armenia.

United Kingdom: EC and UK have entered into a Cooperation Agreement which allows UK entities to participate in the Horizon Programme until 2027. However, please note that the entry into force of the said Agreement is subject to the approval of the European Parliament. The decision of the European Parliament will be made in June 2021 at the latest.

2.1.3.3 Expertise and other experience criteria

Since we are looking for artists who will work in a KTE together with a Manufacturing SME/Mid-Cap and a Technology supplier in a co-creation platform, the following criteria will be considered:

- Preferably 3 years of collaborative related experience (research related collaboration; experiment/science related collaboration; technology related collaboration; design related collaboration; material related collaboration; production related collaboration; audience related collaboration; artistic related collaboration; marketing related collaboration, co-creation, design thinking expertise, other);
- Background or professional experience preferably in one of these 6 industries: Plastic and Rubber; Furniture and Wood; Food and agriculture; Construction; Metal and Machinery; Textile and Leather;
- Experience working with technological means of any kind and digital aids;
- Interest in work in a collaborative project preferably with a checkbox with different options: Mission Driven Collaborative projects (Exploring new paths to progress) or Challenge Driven collaborative projects (Humanising Technology).

2.1.3.4 English language

English is the official language for the Better Factory open calls. The proposal must be in English in all its mandatory parts in order to be eligible. If the mandatory parts of the proposal are in any other language, the entire will not be eligible.

If only nonmandatory parts of a proposal are submitted in a language different from English, those parts will not be evaluated but the proposal is still eligible.

2.1.4 Artist Validation Criteria and Process

As soon as the Artist applications are submitted, the Better Factory consortium will start the validation process according to the eligibility criteria. The validated applicant will be contacted by the Better Factory consortium and will receive further information on how to register on RAMP.

The validation process consists of:

2.1.4.1 Administrative and Eligibility Check

Call managers will evaluate the eligibility of the proposal according to the following criteria:

- Applicant from an eligible country;
- Capacity to work in English;
- Applicant is either a physical person, a collective of individuals or a company whose main activity, as professionals or students, is of artistic nature;
- All the mandatory fields in the application form are completed;
- The applicant provided sufficient information to evaluate their artistic experience.
- Proof of previous artistic works. The provided references are reliable and the assessment of the artist's work can be performed.

The eligibility check will be done on all proposals submitted before the deadline. The applications that do not comply with these criteria will be excluded and marked as ineligible.

Eligible applications will then be validated according to the Quality and Operational Capacity Criteria.

2.1.4.2 Quality and Operational Capacity Check

The second part of the validation process consists in an in-depth assessment of the applicant. The quality and operational capacity of submitted applications will be reviewed by one of the consortium partners (INOVA+), which will determine whether the applicant is qualified for the matchmaking process. The following criteria will be taken into account for the validation of the applicants:

Design Criteria:

1. To what extent applicants have the experience and competence in the thematic field concerned or convincing description of how the current background can be useful in the targeted manufacturing areas, as well as the necessary capacity to successfully implement the idea (human resources, background)
2. Applicant's potential for growth (in terms of artistic potential) Portfolio, credentials and track record of the applicant (to be judged from artistic experience)
3. Innovativeness and feasibility of proposed general concept for the production industry and artistic community (for example illustration of innovative concepts of work and new target market).

Technology Criteria:

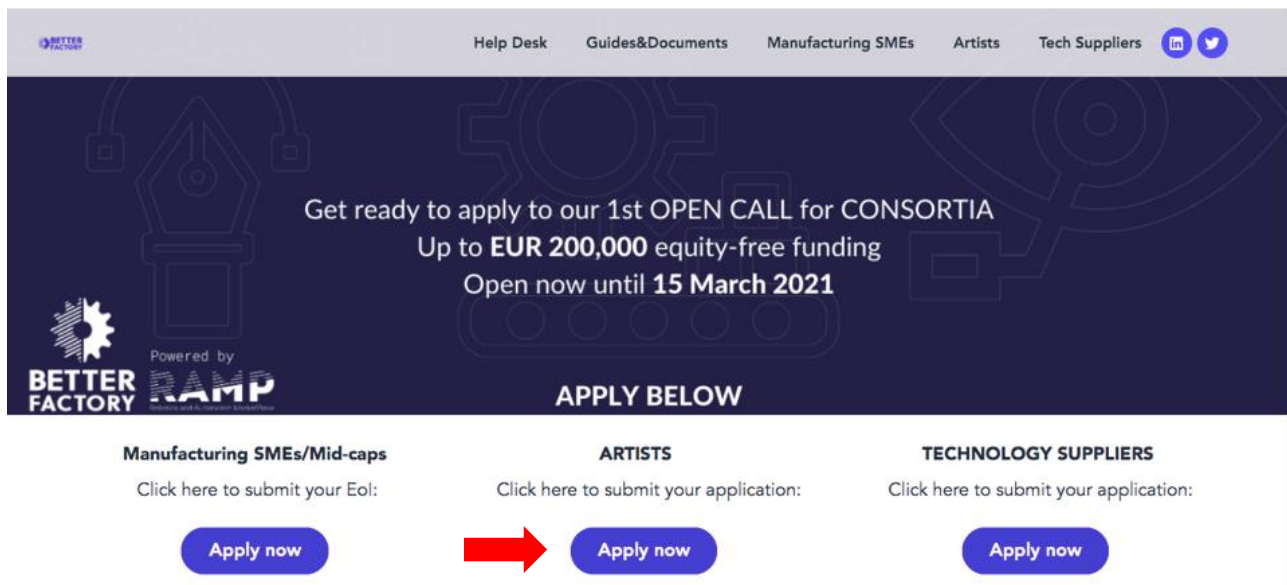
1. To what extent applicants have the experience and competence with technology to successfully collaborate in a KTE?
2. Applicant's potential for growth (in terms of potential to work with technology / interest in technology / curiosity and motivation to learn about).

While the call is open, INOVA+ will analyse periodically the applications received. The consortium will inform the applicants having been validated accordingly by e-mail.

2.1.5 Submission System

2.1.5.1 How to submit the application

Artists need to apply through the Call submission tool at our [Better Factory call microsite](#).



The screenshot shows the Better Factory website interface. At the top, there is a navigation bar with links for Help Desk, Guides&Documents, Manufacturing SMEs, Artists, and Tech Suppliers, along with social media icons for LinkedIn and Twitter. The main banner features the text: "Get ready to apply to our 1st OPEN CALL for CONSORTIA Up to EUR 200,000 equity-free funding Open now until 15 March 2021". Below the banner, there are three columns for different applicant types: Manufacturing SMEs/Mid-caps, ARTISTS, and TECHNOLOGY SUPPLIERS. Each column has a link to submit an application and a blue "Apply now" button. A red arrow points to the "Apply now" button for ARTISTS.

Before applying, applicants need to be registered or create an account to FundingBox, as shown in the following screenshot:

Sign in with your FundingBox ID

Username or email

Password

[Forgot your password?](#)

Sign in

Don't have a FundingBox ID? [Sign up](#)

Verification email lost? [Send again](#)

After signing in, the applicant will be able to start a new application or edit an existing one. Applications can be edited as many times as wished until the deadline. Applications submitted by any other means will not be validated.

Your applications to BETTER FACTORY ARTISTS

Here you will find the applications you have started or submitted.
Make sure you submit your applications before the deadline in 2 months.

Start a new application



The application includes the sections shown in the following screenshot. All the sections and topics marked with a star (*) are mandatory. Data provided should be actual, true and complete and should allow the assessment of the application.

Application		Helpdesk	BETTER FACT
★ 1	Basic info*		
★ 2	Legal information*		View
★ 3	Related experience of the Artist*		View
★ 4	Background/Knowledge*		View
★ 5	Tools*		View
★ 6	Services*		View
★ 7	Motivation*		View
★ 8	Questions for statistical purposes*		View
★ 9	Information consent form (RAMP Marketplace)*		View
★ 10	Processing of personal data*		View

Applications submitted by any other means will not be validated. Data provided should be actual, true and complete and should allow the assessment of the applicant.

Only the information included in the application form and in the attachments to the form will be considered. It is the applicant's responsibility to include all the necessary information in the form, which is available in [Word format](#) if working off-line is needed before fulfilling the online application.

Artists can apply throughout the 2-month call for submission period, and applicants will be announced about the results after the weekly validation process. The Call will be continuously open for applications, as the objective is to have a wide pool of technology suppliers.

Only Artists having applied before the deadline will be accepted. After the call closure no additions or changes will be considered.

The deadline for the call for experts is 18 March 2021 at 17:00 CET.

2.1.5.2 Multiple submissions

Only one application per entity can be submitted to Better Factory in this call.

If more than one application per Artist is identified by the Better Factory team, only the last proposal which has been submitted in order of time, will be validated.

2.1.6 Support for the Applicants

For more information about the Better Factory Open Call, please check our [Better Factory call microsite](#).

For further information about the Call, in case of any doubts regarding the eligibility rules, the information in the application form, or if you encountered technical issues or problems with the online submission tool of applications, please contact the [Helpdesk space](#).

When contacting the Technical Helpdesk, please include the following information in your e-mail message:

- your username, telephone number and your e-mail address,
- details of the specific problem (error messages you encountered, bugs descriptions, i.e. if a dropdown list is not working, etc.),
- screenshots of the problem.

For updates and project news, please visit our [Better Factory website](#).

2.1.7 General Disclaimer

1. Participation in this Call for Experts is voluntary and if Artist does not participate in it, it does not mean it will not be able to participate in the Better Factory Open Call for Full Proposals. Especially Artists can compose a consortium with Manufacturing SMEs/Mid-Caps and Technology Suppliers who have not participated in this preliminary call and are not registered in RAMP.
2. A validation under this Call for Experts is not equal with selection to perform a KTE. Submitting a joint application to the Better Factory Open Call for Full Proposals and being selected by the BETTER FACTORY Consortium is the general requirement to receive Financial Support to Third-Parties (FSTP).
3. Thanks to participating in this Call for Experts, the validated artists will benefit from the support of the BETTER FACTORY Consortium:
 - a. To find the right partners to compose a competitive consortium (matchmaking process),
 - b. To get a continuous support in the preparation of the proposal.



H2020 Innovation Action – This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 951813

2.2 Application Form

BETTER FACTORY

<https://betterfactory-artists.fundingbox.com/apply>

Welcome to the BETTER FACTORY Call for Experts from ARTISTS!

The Deadline for this Call is Thursday 18 March 2021 at 17:00 (CET)

Only applications in English will be admitted.

Remember that you can EDIT your application after you submit it before the deadline, as many times as you wish.

Finally, be aware that all information provided will be verified during the validation process. Where any false information is detected, your candidacy will be immediately excluded.

Questions marked with (*) are mandatory.

1. Basic info

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Title or Academic degree*:

Online profile: (LinkedIn profile, personal webpage etc.)

Name of the contact person*:

Enter your complete name (first name and last name), please.

Contact person/company e-mail address*:

Please, enter the e-mail address (mail@mail.com format) to contact your team and send all the communications.

Contact person phone number*:

Remember to include your country code in brackets. E.g.: (+xx) xxxxxxxx.

Upload your CV*: (pdf file, Max 500 kB)

2. Legal Information

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Legal name of your entity*:

The legal name in the country where the company is incorporated.

Establishment/Registration country*:

Take notice that only countries indicated in the Guidelines are eligible for application.

Street name and number*:

Postal code*:

City*:

Where your team or most of your team members will be based.

Company registration number*:

VAT number*: (if applicable)

Website URL*:

Are you an employee of any of the BETTER FACTORY project partners*?

- Yes
- No

3. Related Experience of the Artist

Please state your experience within each of below type of related ARTISTIC areas.

Define years of active artistic practice*: (Select one)

- <= 3 year
- 3 - 10 years
- 10 years

Please select the areas where you have experience collaborating with*:

One or more options for the nature of your collaboration. (Multiple selection possible)

- Research
- Experiment/Science
- Technology
- Design
- Material
- Production
- Audience
- Artistic
- Marketing
- Other
- None

If your answer includes "Other", please specify: (Max 100 characters)

Please add your references (such as website, media content, publication, article) proving the above-mentioned experience*:

This is not meant to be a formal reference but rather information which can support the validation and assessment of the Artist collaborative experiences. (Multiple selection possible)

- Website
- Media content
- Publication
- Article,
- Other

If your answer includes "Other", please specify: (Max 100 characters)

Upload a file to prove expertise, if needed

If the content is not online or not available by link, you can upload documents merged in a pdf file. (Max 10MB)

4. Background/Knowledge

Please indicate if you have a background/knowledge or professional experience in any of the industries listed below*: (Multiple selection possible)

- Plastic and Rubber
- Furniture and Wood
- Food and Agriculture
- Construction
- Metal and Machinery
- Textile and Leather
- Other

If your answer includes "Other", please specify: (Max 100 characters)

Please list your Art categories*: (Multiple selection possible)

- Painting
- Architecture
- Sculpture
- Literature
- Music
- Performing and Cinema
- Media Art
- Bioart
- Fashion Design
- Product Design
- Other

If your answer includes "Other", please specify: (Max 100 characters)

Please briefly describe your artistic statement*: (Max 300 characters)

An artist statement is a not-too-long series of sentences that describe what you make and why you make it. It's a stand-in for you, the artist, talking to someone about your work in a way that adds to their experience of viewing that work". (<https://thecreativeindependent.com/guides/how-to-write-an-artist-statement/>)

5. Tools

Did you use any technology(ies), digital tools of any kind in your previous artwork*?

- Yes
- No

List up to 10 software tools/technologies and define the outcome for which they were used*:

Are you familiar with any of these technologies' areas*?

Please select one or more options.

- Cognitive Human Robot Interaction
- Machine Learning
- Virtual Reality
- Sensors (I4.0)
- 3D Printing
- E-textiles
- Bio Tech

Please list and provide a brief description of the hardware devices you have worked with, related with the sectors/categories you have selected*: (Max 1500 characters)

List up to 5 software tools/technologies*:

Please list and provide a brief description of the software programs you have worked with or created and illustrate for each one the purpose for which they were used*: (Max 1500 characters)

6. Services

Have you ever made artistic consultancy during your experience?

- Yes
- No

If yes, shortly describe the service and illustrate your experience and previous work with proofs of them (for each one): (Max 500 characters)

7. Motivation

What is your motivation in participating in the BETTER FACTORY project*? (Max 1500 characters)

Please fill out the open question and express your motivation and expectations in participating in the BETTER FACTORY 1st Open Call, first applying to this call for artists and then to make a joint proposal together with Manufacturing SMEs and Technology Suppliers for a Knowledge Transfer Experiment. What will be improved in your future business prospects?

General concept*: (Max 1500 characters)

Considering to envisage collaboration for the Knowledge Transfer Experiment, please indicate how you would approach the challenge to rethink a mass-produced product and turn it into a personalised / individualised product which puts emphasis on artistic design, contribution, value? How this can revolutionise the industry of traditional production? What are the possibilities beyond the specific case to redeploy this approach further in other products or production domains? What are the opportunities you and artistic get out of this concept?

Collaborative project*:

Please select the point(s) of entry you relate to the most in your artistic practice?

QUESTIONING TECHNOLOGY - An interest in exposing what goes on inside technology, who has access to it, and which intentions it serves.

TAKING SCIENCE OUT OF THE LAB - An interest in transmitting scientific information to inform the populace or to advance science by bringing research to the scale of human senses or experiences.

HUMANISING TECHNOLOGY - An interest in contributing to the reinvention of technology or the use thereof under an ethical paradigm of fairness.

EXPLORE NEW PATHS TO PROGRESS - An interest in investigating speculative or hypothetical future scenarios for progress to explore new paths to battle societal and technological grand challenges
<https://www.starts.eu/media/uploads/start-toolkit-13july2020.pdf>

Please select one or more options:

- Technology driven collaborative projects (Questioning Technology)
- Science Driven Collaborative projects (Taking science out of the lab)
- Challenge Driven collaborative projects (Humanizing Technology)
- Mission Driven collaborative projects (New Paths to Progress)
- None

Outcomes from Collaborations*: (Max 1000 characters)

What outcomes/results do you expect to gain thanks to the collaborations with the industry? What are the new services that will be added to your capability offering?

Expectations from Collaborations*: (Max 1000 characters)

Which knowledge/experience do you expect to bring into the collaborations with the industry partners? Why is this strong/ unique/ valuable to be funded?

8. Questions for statistical purposes

How did you hear about BETTER FACTORY*? (Please select one)

- Social media
- e-mail campaigns

- Newsletter
- BETTER FACTORY website
- Internet search
- Regular media
- Partners' network
- By word of mouth
- Other

If your answer includes "Other", please specify*: (Max 100 characters)

Is your organisation completely new in EU projects*?

- Yes
- No

If the answer to the above question is "Yes", is your organisation completely new in the EU business? (Max 200 characters)

Gender: How many female and male team members approximately would be actively involved in the BETTER FACTORY KTE*?

- Females
- Males

Types of customers: Which types of customers would use the product or service of the BETTER FACTORY KTE*? (Multiple answers possible)

- Consumer
- Business
- Government
- Indifferent
- Other

If your answer includes "Other", please specify*: (Max 100 characters)

Geographical scope: Select the targeted geographical areas for the services you offer*: (Multiple answers possible)

- Regional
- National
- European Union
- International
- Other European areas

If your answer is "other European areas", please specify*: (Max 200 characters)

9. Information consent form (RAMP Marketplace)*

RAMP Marketplace will significantly increase the visibility of the tools, educational material, services and solutions that will be shared or/and contributed by the partners as well as 3rd parties. RAMP Marketplace will provide AI

based services that will link technology providers with technology receivers and vice versa. Therefore, tools, educational material, services and solutions that are shared/provided through the RAMP Marketplace will continuously participate in this matchmaking process leading to potentially significant benefits. RAMP Marketplace focuses on providing complete and holistic solutions to specific problems and challenges. Therefore, the tools, the educational material, the services and the solutions shared/provided through the RAMP Marketplace will be envisioned and integrated as part of complete solutions thus increasing the respective added value of specific and isolated tools.

I agree to share my personal data with Teknologian tutkimuskeskus VTT Oy (VTT, VUORIMIEHENTIE 3, Espoo 02150, Finland, www.vtt.fi) to publish the provided information in RAMP Marketplace. The consent may be withdrawn at any time by contacting the Controller at the e-mail address: privacy@fundingbox.com. The withdrawal of consent does not affect the lawfulness of processing based on a consent before its withdrawal*:

- Yes

10. Processing of Personal Data*

CONTROLLER'S IDENTITY AND CONTACT DETAILS

The data controller is FundingBox Accelerator sp. z o.o. (Al. Jerozolimskie 136, 02-305 Warsaw, Poland).

In all matters regarding personal data, you can contact us using the following email address: privacy@fundingbox.com.

PURPOSES, LEGAL BASIS AND PROCESSING PERIOD

The purpose and legitimate interest of processing	Legal basis for processing	Period
To run an Open Call and collect data necessary to evaluate applications submitted in the Open Call	Legitimate interest of Funding Box is based on (Article 6, paragraph 1 (f) of GDPR in this respect) which is fulfilling the obligations laid down in the Grant Agreement and our other interests related to this purpose	6 years from the end of the year in which the Project ended.
To realize the Project goals described in the Grant Agreement (communication, reporting, collaborating with other project partners)		
To consider potential complaints		
To possibly establish and enforce claims or defend against them		
To send to selected applicants invitations to take part in next Open Call taking place on a different platform as part of the next stage of the Project		

DATA RECEIVERS

Data controller will transfer personal data only to trusted recipients such as entities belonging to the FundingBox's capital group, evaluators, IT service providers, accountants, law firms, postal and courier companies (who process personal data on the controller's behalf).

Due to the fact that we use the services of Google LLC, your data may be transferred to the USA. We have concluded an agreement with Google LLC - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No. 2010/87 / EU of February 5, 2010, your personal data may be processed by this company in the USA. More information about the decision at: <https://eur-lex.europa.eu/legal-content/PL/TXT/?uri=celex%3A32010D0087>

To realize the Project data can be transferred also to Project Partners (complete list of the project partners is available at the email address: privacy@fundingbox.com), European Commission and other affiliated entities.

RIGHTS OF DATA SUBJECT

Due to the fact that we process your personal data, you have the right to:

- 1) request access to your personal data,
- 2) demand the rectification of your personal data,
- 3) request to remove or limit the processing of your personal data,
- 4) complain with the supervisory authority (The President of the Personal Data Protection Office, Warsaw, Poland, <https://uodo.gov.pl/en>).

3 1st Call for TECHNOLOGY SUPPLIERS

3.1 Guidelines



Guidelines for a Call from TECHNOLOGY SUPPLIERS

PUBLIC

3.1.1 Introduction to Better Factory

Better Factory is an EU initiative to help Small and Medium sized (SMEs) European manufacturers to enter new markets. For SMEs to explore new markets Better Factory provides:

- **Reduction of production cost** by optimizing the use production resources (material, space, energy, water, machines, labour, logistics, etc.) and production planning. Better Factory will connect manufacturing SMES with companies who have proven technologies in production optimization.
- **Redesigning of products** so they can be easily customised or personalised for individual customers. Better Factory will connect manufacturing SMEs with experienced design artists.
- **Financial and business consultancy** to improve production, develop new products and create new business strategy.

The SME will be given access to Robotics and Automation MarketPlace (RAMP – www.RAMP.eu). RAMP is a Business-to-Business (B2B) internet marketplace for the manufacturing SMEs. Through RAMP, manufacturing SMEs can buy production automation technologies, purchase product design services, and hire financial and business consultants.



To test and validate the transfer of technology and services on the RAMP, Better Factory is launching a Knowledge Transfer Program. In the Knowledge Transfer Program, Better Factory will select 8 manufacturing SMEs, 8 Technology Suppliers and 8 Artists. Each consortium of these trio (manufacturing SME + Technology Supplier + Artists) is referred as a Knowledge Transfer Experiment (KTE). KTEs will be supported to design new product lines and deploy automation solutions in the factory.

Better Factory will provide EUR 200,000 and full support to the manufacturing SME to explore the possibilities of optimizing their production and improving their products' design. If you are interested in improving your product design and improving your production apply to our Open Call for Technology Suppliers.

3.1.2 Overview and Summary of the Open Call Process

These guidelines summarise the main features of this **Call for Technology Suppliers** as a preliminary step to apply to the Better Factory Open Call that will end up with the selection of 8 KTEs.

This Call for Registration will be open

from **18 January 2021** at 00:00 CET
until **18 March 2021** at 17:00 CET

With this Call for Registration, Better Factory is calling for **Technology Suppliers** looking to use advance robotics and optimization technologies for the optimisation of factory logistics, space, material, energy, labour, etc. for Lean-Agile production in collaboration with **Manufacturing SMEs/Mid-Caps** and **Artists**.

Technology suppliers will support to transform the factory into an agile production facility which not only meets their current production demands but at the same time enables them to manufacture a range of new and/or personalised products. The focus will be to minimise the impact on the production cost by deploying many advance robotics and optimization technology to minimise the use of waste, energy, resources and logistic.

This call is a great opportunity for Tech suppliers to expand their collaborations and to scale up their innovations.

The following industrial manufacturing sectors are prioritised:

- Plastic and Rubber;
- Furniture and Wood;
- Food and Agriculture;
- Construction;
- Metal and Machinery;
- Textile and Leather.

Tech Suppliers are invited to register are invited to register in the Better Factory Open Call.

The main objective of Eols is to find the best production optimization challenges. The automation Technology Suppliers will then be joined with Manufacturing SMEs/Mid-Caps to ensure that a successful KTE can be created.

The steps of Better Factory Open Call are as follows:

3.1.2.1 Application to the Tech Suppliers call

On this call for Tech Suppliers, applicants will be asked to fill an application form with:

- Basic personal and legal information;
- Short description of technical solution, status of technological readiness level (TRL) and relevant industry sectors;
- Presence in international business or good market commercialisation potential;
- Research Development and Innovation, RDI co-operation experience;
- Type of organisation;

Any doubt concerning the application should be addressed to the [Helpdesk space](#), which will provide support regarding the formal aspects of the Tech Supplier application modules, and as IT support for the submission system. Any other doubt mote content specific will be properly addressed to the Art experts in the Better Factory Project.

3.1.2.2 Matchmaking process

3.1.2.2.1 Registration in RAMP

After the application has been submitted, a validation process will be undertaken as described in section 4 of these Guidelines.

If the applicant is validated, they will be invited to register on RAMP following the instructions that will be provided by the Better Factory consortium after the communication of the selection by e-mail.

Based on a given challenge expressed by a Manufacturing SMEs through an Expression-of-Interest (Eoi) process, a progressive matchmaking with Technology suppliers and Artists will be induced to ensure the articulation of quality teams that will submit their proposals to the Open Call.

The matchmaking process will start as soon as the Tech Suppliers and SMEs have defined the challenges for the Artists. The challenges will be published in the Co-creation Space of the RAMP Marketplace.

3.1.2.2.2 Contacting Manufacturing SMEs/Mid-Caps and Artists

The matchmaking will happen on the RAMP. The Technology suppliers will be continuously supported by members of the Better Factory consortium to ensure a right matchmaking.

3.1.2.3 Joint proposal

Once the matchmaking process is completed, Manufacturing SMEs/Mid-Caps, **Technology Suppliers** and Artists will be supported to create a joint proposal to be submitted to the Better Factory **Open Call for Full Proposals**.

The Better Factory Open Call for Full Proposals will be launched in May 2021.

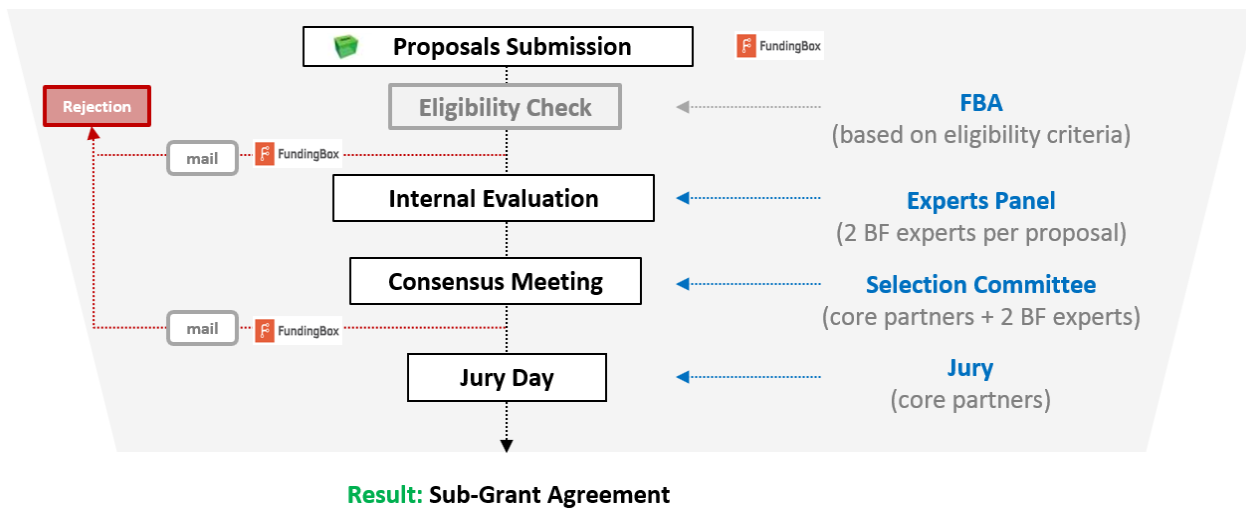
This Open Call, applicants will be forming consortia composed of **1 Manufacturing SME/Mid-Cap + 1 Artist + 1 Technology Supplier**.

Better Factory will provide the template for the full proposal and will support the selected applicants to create the full proposal.

The evaluation of the proposals will be done in the following steps:

- Proposals submission
- Eligibility checks Proposals which do not comply with the 'eligibility criteria' will be excluded from shortlisting at 'Eligible Applicants List'.
- Internal evaluation: individual evaluations of submitted proposals, resulting in the 'Ranking List'
- Consensus meeting: The 'Selection Committee' will check then the best proposals scored in previous phase.
- Jury Day: A Jury Day will be organised, to which finalists will be invited to present their projects.

After the Jury Day, once validations have been done, and before starting any activity, each selected consortium will sign a Sub-Grant Agreement.



3.1.2.3.1 Selection process for Knowledge Transfer Experiments

At technical level, the focus will be to minimise the impact on production cost by:

- Reduction of waste
- Reduction of energy
- Resource consumption
- Efficient logistic processes

KTE applications will have to be submitted by consortia composed of:

- One Manufacturing SME or Mid-Cap
- **One Technology Supplier**
- One Artist

Each proposal will be evaluated by 2 internal experts, appointed according to the specific characteristics of the KTEs. The best 16 proposals will be invited to the Jury Day, where the candidates will pitch in front of the Selection Committee composed of the core partners of the Better Factory consortium.

The Evaluation criteria will be detailed in the Guide for Applicants when the joint-proposal Open Call is launched, containing at least the following:

1. **EXCELLENCE** will evaluate:
 - **Ambition/Innovation:** The applicants will have to demonstrate to what extent the proposed experiment is beyond the State-of-the-Art. Differentiation in terms of innovation and originality of targeted artistic work and developed vision in relation to the technology will also be assessed.
 - **Co-creation** contributions of artistic and technology suppliers.
 - **Soundness** of the technical approach and credibility of the proposed methodology.
2. **IMPACT** will analyse:
 - The **Market opportunity** addressed by the applicants.
 - A clear **competition analysis**.
 - **Commercial Strategy and Scalability**, as well as the contribution to RAMP Marketplace.
3. **IMPLEMENTATION** will consider:

- **Team:** demonstrate management and leadership qualities. The team should be balanced and cross-functional, with strong background and skills.
- **Art-tech congruency:** synergy between technological challenge and artistic thematic and methodological approaches.
- **Resources:** demonstrate the quality and effectiveness of the resources and underline the benefit of solutions already offered by Better Factory Project under RAMP.

All applications will be assigned a score from 0 to 5 for each criterion which will be reflected by the evaluators in an Individual Evaluation Report. A Ranking List will be elaborated according to the final average scores and passed to the next phase.

CONSENSUS MEETING

The **Selection Committee**, formed by core partners and 2 Better Factory experts, will decide by consensus (or majority vote of $\frac{2}{3}$), and based on the ranking gotten as result of the Evaluation, the **List of finalists**.

JURY DAY

A Jury Day will be organised, to which finalists will be invited to present their proposals. After the event, the Jury will select the winners and include them in the **Provisional List of recipients** and **Reserve List**.

The awarding criteria will be detailed in the Guide for Applicants when the joint-proposal Open Call is launched.

The **Provisional List of recipients** will go through the validation procedure to check whether all formal requirements are met. Once positively validated, each 'Applicant' will sign the **Sub-Grant Agreement** under a 'lump sum model'. The **Sub-Grant Agreement** will include, as an annex, the **Individual Mentoring Plan** for each project. This document establishes, among others, the KPIs and Deliverables that will be considered when evaluating the KTEs' performance at the milestones review, as well as the budget.

MILESTONE REVIEWS AND DELIVERABLES

The **Mentoring Committee** will evaluate the KTEs performance at the **Milestone Review** (established every time a payment is due), according to the following criteria:

- Deliverables quality.
- Business performance indicators.
- Technical performance indicators.
- Deadline Compliance.

The **Mentoring Committee** proposal will be reviewed and validated by the **Selection Committee**.

The **Financial Support** will be paid against the Deliverables included in the 'Individual Mentoring Plan' and based on the results of the Milestone Reviews.

Each consortium that completed a given stage will receive the grant corresponding to that stage. Payment amount will be known before the end of the project so all participants will be aware of it before they join the Programme.

3.1.2.3.2 What do we offer?

As mentioned before, Better Factory will fund **8 Knowledge Transfer Experiments (KTEs) via Open Call**.

Up to **EUR 200,000 (total lump sum)** will be distributed to each one of the selected KTEs, based upon the successful delivery of technical and business reports along the 16-month Technology Transfer Program. This lump sum will be distributed among the KTE partners as follows:

- Manufacturing SME or Mid-Caps: up to EUR 50,000
- Artists: up to EUR 50,000

- Technology Suppliers: up to EUR 100,000

In addition to the funding Better Factory will provide following support services:

- Connect with Manufacturing SMEs, Artists and other Technology suppliers across Europe.
- Provide access to open and standardised Advance Production Planning and Scheduling tools for your customers.
- Provide **EUR 100,000** for learning, testing and developing Agile-Production technologies with customers.
- Provide support to find additional customers and finance to scale-up your business.

3.1.3 Tech Supplier Eligibility Criteria

All Tech Suppliers must abide to the general requirements described in the Guidelines in order to be considered eligible for Better Factory preliminary call.

3.1.3.1 What types of entities are eligible?

Better Factory is looking for Tech suppliers established in an eligible country as defined in 3.2.

Technology Suppliers refer to companies (SMEs or Mid-Caps) that develop, produce and sell software applications and/or hardware to be implemented in Manufacturing companies.

A **Manufacturing SME** will be considered as such if it complies with the [Commission Recommendation 2003/361/EC](http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en) (available here: http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en). As a summary, the criteria which define a SME are:

- **Headcount in Annual Work Units (AWU) less than 250;**
- **Annual turnover less or equal to EUR 50 million OR annual balance sheet total less or equal to EUR 43 million.**

Regarding **Mid-Caps**, there is no common EU definition. For the purposes of Better Factory, we are defining a Mid-Cap as:

- **A company that is not an SME and has a headcount of up to 3,000 AWU.**

Please note that an SME or a Mid-Cap owned by a company bigger than a Mid-Cap – i.e. having a shareholder with more than 50% of the shares whose headcount is higher than 3,000 – will be considered as a Big Company and will not be able to apply to this Call.

3.1.3.2 Eligible countries

Only eligible organisations legally established in any of the eligible countries will be eligible for the Better Factory calls. The eligible countries include:

- The **Member States of the European Union**: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden;
- **H2020 Associated Countries**, as identified in Article 7 of the Horizon 2020 Regulation: Iceland, Norway, Albania, Bosnia and Herzegovina, North Macedonia, Montenegro, Serbia, Turkey, Israel, Moldova, Switzerland, Faroe Islands, Ukraine, Tunisia, Georgia and Armenia.
- **United Kingdom**: EC and UK have entered into a Cooperation Agreement which allows UK entities to participate in the Horizon Programme until 2027. However, please note that the entry into force of the said Agreement is subject to the approval of the European Parliament. The decision of the European Parliament will be made in June 2021 at the latest.

3.1.3.3 Expertise and other experience criteria

The validated Technology Suppliers applicant should:

- Demonstrate experience working with manufacturing companies.
- Have expertise and demonstrate experience working for optimisation the following challenges in the manufacturing process:
 - Reduction of energy
 - Resource consumption
 - Efficient logistic processes
- As stated before, preferably provide services, develop applications or produce hardware for manufacturing companies from the following industrial sectors:
 - Plastic and Rubber;
 - Furniture and Wood;
 - Food and Agriculture;
 - Construction;
 - Metal and Machinery;
 - Textile and Leather.
- Have experience working in collaborative international environments.
- Have interest in collaborating with manufacturing companies and Artists on RAMP.

3.1.3.4 English language

English is the official language for the Better Factory open calls. The proposal must be in English in all its mandatory parts in order to be eligible. If the mandatory parts of the proposal are in any other language, the entire will not be eligible.

If only nonmandatory parts of a proposal are submitted in a language different from English, those parts will not be evaluated but the proposal is still eligible.

3.1.4 Tech Supplier Validation Criteria and Process

As soon as the Artist applications are submitted, the Better Factory consortium will start the validation process according to the eligibility criteria. The validated applicant will be contacted by the Better Factory consortium and will receive further information on how to register on RAMP.

The validation process consists of:

3.1.4.1 Administrative and Eligibility Check

Call managers will evaluate the eligibility of the proposal according to the following criteria:

- Applicant from an eligible country;
- Capacity to work in English;
- All the mandatory fields in the application form are completed;
- The applicant provided sufficient information to evaluate their technology experience.

The eligibility check will be done on all proposals submitted before the deadline. The applications that do not comply with these criteria will be excluded and marked as ineligible.

Eligible applications will then be validated according to the Quality and Operational Capacity Criteria.

3.1.4.2 Quality and Operational Capacity Check

The second part of the validation process consists in an in-depth assessment of the project. The quality and operational capacity of submitted applications will be reviewed by consortium DIHs, which will determine whether the applicant is qualified for the matchmaking process. The following criteria will be taken into account for the validation of the applicants:

Technology Criteria:

1. To what extent applicants have the experience and competence in their technology challenges to successfully collaborate in a KTE.
2. To what extent applicants are addressing one of the industrial sectors being prioritised by Better Factory.
3. Applicant's potential for growth and commercialisation of the solution, together with presence in national and international markets.

While the call is open, the Better Factory will analyse periodically the applications received. The consortium will inform the applicants having been validated accordingly by e-mail.

3.1.5 Submission System

3.1.5.1 How to submit the application

Technology suppliers need to apply through the Call submission tool at our [Better Factory call microsite](#).

The screenshot shows a web page for the Better Factory call. At the top, there is a navigation bar with links for 'Help Desk', 'Guides&Documents', 'Manufacturing SMEs', 'Artists', and 'Tech Suppliers', along with LinkedIn and Twitter social media icons. The main content area has a dark blue background with white text and icons. The text reads: 'Get ready to apply to our 1st OPEN CALL for CONSORTIA', 'Up to EUR 200,000 equity-free funding', and 'Open now until 15 March 2021'. Below this, there is a 'BETTER FACTORY RAMP' logo and the text 'Powered by'. A large 'APPLY BELOW' button is centered. Underneath, there are three columns of application options: 'Manufacturing SMEs/Mid-caps' with a link 'Click here to submit your EoI' and an 'Apply now' button; 'ARTISTS' with a link 'Click here to submit your application:' and an 'Apply now' button; and 'TECHNOLOGY SUPPLIERS' with a link 'Click here to submit your application:' and an 'Apply now' button. A red arrow points to the 'Apply now' button for Technology Suppliers.

Before applying, applicants need to be registered or create an account to FundingBox, as shown in the following screenshot:

Sign in with your FundingBox ID

Username or email

Password

[Forgot your password?](#)

Sign in

Don't have a FundingBox ID? [Sign up](#)

Verification email lost? [Send again](#)

After signing in, the applicant will be able to start a new application or edit an existing one. Applications can be edited as many times as wished until the deadline. Applications submitted by any other means will not be validated.

Your applications to BETTER FACTORY TECH SUPPLIERS

Here you will find the applications you have started or submitted.
Make sure you submit your applications before the deadline in 2 months.

Start a new application

The application includes the sections shown in the following screenshot. All the sections and topics marked with a star (*) are mandatory. Data provided should be actual, true and complete and should allow the assessment of the application.

[+ Add a contributor](#)

★ 1	Basic info*	Fill
★ 2	Legal information*	Fill
★ 3	Technology supplier information*	Fill
★ 4	Questions for statistical purposes*	Fill
★ 5	Information consent form (RAMP Marketplace)*	Fill
★ 6	Processing of personal data*	Fill

★ Required sections. Fill in all marked sections to submit the application.

Only the information included in the application form and in the attachments to the form will be considered. It is the applicant's responsibility to include all the necessary information in the form, which is available in [Word format](#) if working off-line is needed before fulfilling the online application.

Tech Suppliers can apply throughout the 2-month call period, and the applicants will be announced about the results after the weekly validation process. The Call will be continuously open for applications, as the objective is to have a wide pool of technology suppliers.

Only Tech Suppliers having applied before the deadline will be accepted. After the call closure no additions or changes will be considered.

The deadline for the call for Technology Suppliers is 18 March 2021 at 17:00 CET.

3.1.5.2 Multiple submissions

Only one application per entity can be submitted to Better Factory in this call.

If more than one application per Tech supplier is identified by the Better Factory team, only the last proposal which has been submitted in order of time, will be validated

3.1.6 Support for The Applicants

For more information about the Better Factory Open Call, please check our [Better Factory call microsite](#).

For further information about the Call, in case of any doubts regarding the eligibility rules, the information in the application form, or if you encountered technical issues or problems with the online submission tool of applications, please contact the [Helpdesk space](#).

When contacting the Technical Helpdesk, please include the following information in your e-mail message:

- your username, telephone number and your e-mail address,
- details of the specific problem (error messages you encountered, bugs descriptions, i.e. if a dropdown list is not working, etc.),
- screenshots of the problem.

For updates and project news, please visit our [Better Factory website](#).

3.1.7 General Disclaimer

1. Participation in this Call for Tech Suppliers is voluntary and if the Tech Supplier does not participate in it, it does not mean it will not be able to participate in the Better Factory Open Call for Full Proposals. Especially Tech Suppliers can compose a consortium with Manufacturing SMEs/Mid-Caps and Artists who have not participated in this preliminary call and are not registered in RAMP.
2. A validation under this Call is not equal with selection to perform a KTE. Submitting a joint application to the Better Factory Open Call for Full Proposals and being selected by the BETTER FACTORY Consortium is the general requirement to receive Financial Support to Third-Parties (FSTP).
3. Thanks to participating in this Call for Tech Suppliers, the validated applicants will benefit from the support of the BETTER FACTORY Consortium:
 - a. To find the right partners to compose a competitive consortium (matchmaking process),
 - b. To get a continuous support in the preparation of the proposal.



H2020 Innovation Action – This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 951813

3.2 Application Form

BETTER FACTORY

<https://betterfactory-tech.fundingbox.com/apply>

Welcome to the BETTER FACTORY 1st Call for TECHNOLOGY SUPPLIERS!

The Deadline for this Call is Thursday 18 March 2021 at 17:00 (CET)

Only applications in English will be admitted.

Remember that you can EDIT your application after you submit it before the deadline, as many times as you wish.

Finally, be aware that all information provided will be verified during the validation process. Where any false information is detected, your candidacy will be immediately excluded.

Questions marked with (*) are mandatory.

1. Basic info

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Name of the contact person*:

Enter your complete name (first name and last name), please.

Contact person e-mail address*:

Please, enter the e-mail address (mail@mail.com format) to contact your team and send all the communications.

Contact person phone number*:

Remember to include your country code in brackets. E.g.: (+xx) xxxxxxxx.

2. Legal Information

The following information will enable us to contact you and verify that your organisation fills out the eligibility criteria for participating in the BETTER FACTORY project.

Legal name of your entity*:

The legal name in the country where the company is incorporated.

Establishment/Registration country*:

Take notice that only countries indicated in the Guidelines are eligible for application.

Street name and number*:

Postal code*:

City*:

Where your team or most of your team members will be based.

Company registration number*:**VAT number*:** (if applicable)**Website URL*:****Organisation size*:**

Number of people employed in your organisation. (Select one category)

- 2
- 3-5
- 6-10
- 11-49
- 50-99
- 100-249
- 250-500
- over 500

Type of organisation:

For the definitions of the types of organisations, please check the Guidelines for Technology Suppliers. (Select one category)

- RTO
- SME
- Start-up
- Competence Centre
- Mid-Cap
- Big company
- Other

If your answer is "Other", please specify: (Max 100 characters)

3. Technology supplier information

This is the necessary information for us to identify your background and expertise and, if validated, to do a proper matchmaking with Manufacturing SMEs and Artists.

Brief technology description*:

Tell us more about your technology and how you perceive your market penetration and potential of shared gains for the entire ecosystem. (Max 2000 characters)

Sector(s)*:

Select the sector(s) your technologies are being applied. (Multiple selection possible)

- Plastic and Rubber
- Furniture and Wood

- Food and Agriculture
- Construction
- Metal and Machinery
- Textile and Leather

Description of key challenges and ambition*:

What key challenges and ambitions does your organisation hold in relation to:

- Product innovation (diversification of portfolio / improvements / personalisation / individualisation/ artistic design/ co-design/ innovative aesthetics) (Max 1500 characters)
- Optimization of production process (material, space, energy, water, machines, labour, logistics, etc.) (Max 1500 characters)

What are the barriers you face today with achieving these challenges? (Max 1000 characters)

National, European or International business*:

Are you operating in national, European and international markets? What is the size of the market you are currently serving? Do you have operations outside your own country? Shortly describe your international business. (Max 1000 characters)

RDI Co-operation Experience*:

Do you have any experience in participating in national or international RDI co-operation projects? If yes, please provide a brief description of these projects. (Max 1000 characters)

Motivation*:

Please describe your main motivation in participating in BETTER FACTORY and how can you benefit from it and you can provide benefit for Manufacturing SMEs from your domains. What are the identified opportunities in the market this project will help you pursue? How this innovation overcomes the barriers identified above? (max 1500 characters).

Document attachment (pdf brochure / presentation):

Optional. You can upload a presentation in pdf of your entity and your technologies, product and services (Max. 10MB)

4. Questions for statistical purposes

How did you hear about BETTER FACTORY*? (Please select one)

- Social media
- e-mail campaigns
- Newsletter
- BETTER FACTORY website
- Internet search
- Regular media
- Partners' network
- By word of mouth
- Other

If your answer includes "Other", please specify*: (Max 100 characters)

Is your organisation completely new in EU projects*?

- Yes
- No

If the answer to the above question is "Yes", is your organisation completely new in the EU business? (Max 200 characters)

Gender: How many female and male team members approximately would be actively involved in the BETTER FACTORY KTE*?

- Females
- Males

Types of customers: Which types of customers would use the product or service of the BETTER FACTORY KTE*?
(Multiple answers possible)

- Consumer
- Business
- Government
- Indifferent
- Other

If your answer includes "Other", please specify*: (Max 100 characters)

Geographical scope: Select the targeted geographical areas for the services you offer*: (Multiple answers possible)

- Regional
- National
- European Union
- International
- Other European areas

If your answer is "other European areas", please specify*: (Max 200 characters)

5. Information consent form (RAMP Marketplace)*

RAMP Marketplace will significantly increase the visibility of the tools, educational material, services and solutions that will be shared or/and contributed by the partners as well as 3rd parties. RAMP Marketplace will provide AI based services that will link technology providers with technology receivers and vice versa. Therefore, tools, educational material, services and solutions that are shared/provided through the RAMP Marketplace will

continuously participate in this matchmaking process leading to potentially significant benefits. RAMP Marketplace focuses on providing complete and holistic solutions to specific problems and challenges. Therefore, the tools, the educational material, the services and the solutions shared/provided through the RAMP Marketplace will be envisioned and integrated as part of complete solutions thus increasing the respective added value of specific and isolated tools.

I agree to share my personal data with Teknologian tutkimuskeskus VTT Oy (VTT, VUORIMIEHENTIE 3, Espoo 02150, Finland, www.vtt.fi) to publish the provided information in RAMP Marketplace. The consent may be withdrawn at any time by contacting the Controller at the e-mail address: privacy@fundingbox.com. The withdrawal of consent does not affect the lawfulness of processing based on a consent before its withdrawal*:

- Yes

6. Processing of Personal Data*

CONTROLLER'S IDENTITY AND CONTACT DETAILS

The data controller is FundingBox Accelerator sp. z o.o. (Al. Jerozolimskie 136, 02-305 Warsaw, Poland).

In all matters regarding personal data, you can contact us using the following email address: privacy@fundingbox.com.

PURPOSES, LEGAL BASIS AND PROCESSING PERIOD

The purpose and legitimate interest of processing	Legal basis for processing	Period
To run an Open Call and collect data necessary to evaluate applications submitted in the Open Call	Legitimate interest of Funding Box is based on (Article 6, paragraph 1 (f) of GDPR in this respect) which is fulfilling the obligations laid down in the Grant Agreement and our other interests related to this purpose	6 years from the end of the year in which the Project ended.
To realize the Project goals described in the Grant Agreement (communication, reporting, collaborating with other project partners)		
To consider potential complaints		
To possibly establish and enforce claims or defend against them		
To send to selected applicants invitations to take part in next Open Call taking place on a different platform as part of the next stage of the Project		

DATA RECEIVERS

Data controller will transfer personal data only to trusted recipients such as entities belonging to the FundingBox's capital group, evaluators, IT service providers, accountants, law firms, postal and courier companies (who process personal data on the controller's behalf).

Due to the fact that we use the services of Google LLC, your data may be transferred to the USA. We have concluded an agreement with Google LLC - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No. 2010/87 / EU of February 5, 2010, your personal

data may be processed by this company in the USA. More information about the decision at: <https://eur-lex.europa.eu/legal-content/PL/TXT/?uri=celex%3A32010D0087>

To realize the Project data can be transferred also to Project Partners (complete list of the project partners is available at the email address: privacy@fundingbox.com), European Commission and other affiliated entities.

RIGHTS OF DATA SUBJECT

Due to the fact that we process your personal data, you have the right to:

- 1) request access to your personal data,
- 2) demand the rectification of your personal data,
- 3) request to remove or limit the processing of your personal data,
- 4) complain with the supervisory authority (The President of the Personal Data Protection Office, Warsaw, Poland, <https://uodo.gov.pl/en>).

You also have a right to object to processing of your personal data (according to the Article 21 of GDPR).

INFORMATION ABOUT VOLUNTARY OR OBLIGATORY DATA PROVISION

Providing data is voluntary, although it is necessary to participate in the Open Call. Without providing your data, it is not possible to contact you and evaluate the application.

-
- (1) I confirm that I read and understood the information clause concerning processing of the personal data provided above*:**
 - Yes

 - (2) I will pass the information clause provided above to all team members mentioned in the application form*:**
 - Yes

4 Following Steps

The individual open calls presented in this first version of the deliverable are necessary for an adequate matchmaking between Manufacturing SMEs/Mid-Caps, Artists and Technology Suppliers. The formal Open Call for KTEs involve consortia composed of one entity among these 3 categories and, although it is not mandatory that the proposals come from the matchmaking process, it is a fact that this matchmaking and the support provided by the Better Factory consortium will have an impact in the quality of the proposals.

Guide for Applicants, FAQs and Better Factory Application Form

The package of documents needed for the formal Open Call will be elaborated in detail during the matchmaking process, when the Better Factory consortium will have all the elements to define the technical and artistic challenges, to fine-tune the selection process and its criteria, and to select and train adequate internal evaluators and Jury members.

Lessons learned from the individual calls will also be taken into account, in the elaboration of these documents.

Formal announcement of the Open Call

The formal call announcement document, together with the Guide for Applicants, the FAQs and the Better Factory Application Form will be sent to the Project Officer one month before the launching of the Open call for proposals.

As stated in the guidelines of the individual calls, the aim is to launch the call as soon as possible during the second semester of 2021.

The Open Call will be addressed to consortia composed of 1 Manufacturing SME/Mid-Cap, 1 Artist and 1 Technology Supplier. The call will be opened for proposals submitted via EoI and supported by the project through the matchmaking process (as described in detail in this first version of the deliverable), but also for the proposals submitted by outsiders without requesting additional support.

OPEN CALL FOR FULL PROPOSALS FROM CONSORTIA

This section of the deliverable contains all the Open Call package of documents necessary for the 1st Open Call for Full proposals from Consortia.

1 Announcement of Better Factory First Open Call for Full Proposals from Consortia

FP7 Competitive Calls and H2020 Financial Support to Third Parties

Call title:	Better Factory First Open Call for Full Proposals from Consortia
Full name of the EU funded project:	Better Factory - Grow your manufacturing business
Project acronym:	Better Factory
Grant agreement number:	951813
Call publication date:	01.05.2021
Call deadline:	15.07.2021 at 17:00 (Brussels time)
Expected duration of participation:	16 months
Total EU funding available:	EUR 1,600,000 (Up to EUR 200,000 per selected consortia)
Submission & evaluation process:	<p>Consortia composed of 1 Manufacturing Company, 1 Technology Supplier (both of the type SME/Mid-Cap or Slightly Bigger Company) and 1 Artist (either of the type SME/Mid-Cap or Slightly Bigger Company or a self-employed individual) can apply and propose a Knowledge Transfer Experiment (KTE). All entities must be registered in a Member State of the EU or in a H2020 Associated Country.</p> <p>Each proposal will be evaluated on its Excellence, Impact and Implementation by 3 independent experts. The best 16 proposals will be invited to pitch in front of a Jury (Jury Day) and the best 8 will be selected.</p>
Further information:	https://better-factory.fundingbox.com/
Task description:	<p>The selected proposals will participate in a Knowledge Transfer Program in either Plastic and Rubber, Furniture and Wood, Food and Agriculture, Construction, Metal & Machinery or Textile and Leather.</p> <p>The program is divided in 3 stages: 1) Knowledge co-creation (1 month); 2) Knowledge Transfer (12 months) and 3) Knowledge scale-up (3 months)</p>

Additional Information:

Better Factory is an EU initiative to help European manufacturing companies to become more competitive in the global market.

Through two rounds of Open Calls, in total **16 consortia composed of 3 members** – one manufacturing company, one artist and one technology supplier - will be selected to participate in a Knowledge Transfer Program. **8 selected**

consortia per Open Call, referred to as a **Knowledge Transfer Experiment (KTE)**, will be supported to design new product lines and deploy automation solutions in the factory. The beneficiaries will receive financial support, training and other technical and business services throughout the one-year collaborative experiments.

Applicants will have **two and a half months to complete the full proposal**. Support from Better Factory will be provided to complete the full proposal.

The Better Factory consortium, coordinated by VTT Technical Research Centre (Finland), includes 28 partners from 18 European countries representing arts ecosystems, technology competence centres, industrial clusters, tech suppliers, artist suppliers, business developers, legal framework and communication and dissemination.

Contact us for further information at betterfactory.helpdesk@fundingbox.com. You can also ask your questions at the [Helpdesk space of Better Factory](#).

Please visit <https://betterfactory.eu/> to find more information on the project.

2 Guide for Applicants (GfA)



Guide for Applicants (GfA) Better Factory First Open Call Full Proposals from Consortia

Application submission starts on:
Submission deadline is:

1 May 2021
15 July 2021

00:00 CEST
17:00 CEST

PUBLIC

2.1 Basic info about Better Factory

Better Factory is an EU initiative to help European manufacturing companies to become more competitive in the global market. For these manufacturing companies Better Factory provides:

- **Reduction of production cost** by optimising the use production resources (material, space, energy, water, machines, labour, logistics, etc.) and production planning. Better Factory will connect manufacturing companies with Technology suppliers who have proven technologies in production optimisation.
- **Redesigning of products** so they can be easily customised or personalised for individual customers. Better Factory will connect manufacturing companies with experienced design artists.
- **Financial and business consultancy** to improve production, develop new products and create a new business strategy.

The manufacturing company will be given access to Robotics and Automation MarketPlace (RAMP – www.RAMP.eu). RAMP is a Business-to-Business (B2B) internet marketplace for the manufacturing companies. Through RAMP, manufacturing companies can buy production automation technologies, purchase product design services, and hire financial and business consultants.



To test and validate the transfer of technology and services on the RAMP, Better Factory is launching a Knowledge Transfer Program. In the Knowledge Transfer Program, Better Factory will select 8 consortia composed of 1 manufacturing company, 1 technology supplier and 1 Artist. Each consortium of this trio (Manufacturing Company + Technology Supplier + Artist) is referred to as a Knowledge Transfer Experiment (KTE). KTEs will be supported to design new product lines and deploy automation solutions at the manufacturer's assets.

The duration of each KTE Program will be 16 months and includes three stages of development:

- Stage 1 (M1, 1 month): Knowledge Co-creation
- Stage 2 (M2-M13, 12 months): Knowledge transfer
- Stage 3 (M14-M16, 3 months): Knowledge Scale-up.

The Better Factory consortium, coordinated by VTT Technical Research Centre (Finland), includes 28 partners from 18 European countries representing arts ecosystems, technology competence centres, industrial clusters, tech suppliers, artist suppliers, business developers, legal framework and communication and dissemination.

2.2 What do we offer?

If you are a manufacturing company, an artist or a tech supplier who wants to work in a consortium composed of one of each of the three entities, then Better Factory will help you engage in a set of one-year collaborative experiments to redesign manufacturers product portfolio.

1st Better Factory Open Call for Full Proposals will enable:

- **manufacturing companies** to enter new markets or become more innovative and competitive on existing markets with customisable products or service portfolios.
- **artists**, with an industrial background, to create new business models for themselves and reach new prospective clients.
- **technology suppliers** to reach out to new potential customers and test technologies in real-life situations with low financial risk.

Based on a given challenge expressed by manufacturing companies, the consortium will work together to submit a joint proposal to the 1st Better Factory Open Call. After the proposal evaluation process, 16 finalists will be selected to participate in the Jury Day, where they will pitch their projects and **the best 8 consortia will be selected to participate in the 16-month Better Factory Knowledge Transfer Program**. Each consortium of this trio (manufacturing company+ technology supplier + artist) is referred to as a Knowledge Transfer Experiment (KTE).

Better Factory will provide two cutting-edge tools developed and tested during the lifetime of the project:

- RAMP - the one-stop-shop where Manufacturing Companies will be able to buy services from Technology Suppliers, Artists, Competence Centres, training providers and financial brokers.
- APPS - Advanced Production Planning and Scheduling, deployed on a free and open IoT platform at 10% of the cost in 50% less time. APPS will automatically reconfigure the collaborative robots.

Up to **EUR 200,000 (total lump sum)** will be distributed to each one of the selected KTEs, based upon the successful delivery of technical and business reports throughout the duration of the program. This lump sum will be distributed among the KTE partners as follows:

- Manufacturing companies: up to EUR 50,000
- Artists: up to EUR 50,000
- Technology Suppliers: up to EUR 100,000

2.3 Eligibility Criteria

The KTEs have to be proposed by a consortium team, composed of the 3 following profiles:

- One Manufacturing Company
- One Artist
- One Technology supplier

All consortia must abide by the general requirements described in the Guide for Applicants in order to be considered eligible for Better Factory open call.

2.3.1 Who are we looking for?

In this Open Call for Full Proposals, applicants will apply as consortia¹ composed of **1 Manufacturing Company + 1 Artist + 1 Technology Supplier**.

¹ The applicant consortium may be either the result of the matchmaking process through RAMP after the pre-selection of manufacturing companies and of the validation of Artists and Tech Suppliers, but consortia created outside the matchmaking process will also be eligible.

Manufacturing companies, Artists and Technology Suppliers can be legally established as SMEs, Slightly Bigger Companies or Mid-Caps.

An **SME** will be considered as such if it complies with the [Commission Recommendation 2003/361/EC](#). As a summary, the criteria which define an SME are:

- **Staff Headcount in Annual Work Units (AWU) less than 250;**
- **Annual turnover less or equal to EUR 50 million OR annual balance sheet total less or equal to EUR 43 million.**

A **Slightly Bigger Company** will be considered as such if it complies with the following criteria:

- **Staff Headcount in Annual Work Units (AWU) less than 500;**
- **Annual turnover less or equal to EUR 100 million OR annual balance sheet total less or equal to EUR 86 million.**

Regarding **Mid-Caps**, for the purposes of Better Factory, we are defining a Mid-Cap as:

- **A company that has a staff headcount of up to 3,000 Annual Work Units (AWU)²**

A **Manufacturing Company** refers to an SME, a Slightly Bigger Company or a Mid-Cap involved in the production of goods that convert raw materials, parts or components into finished or semi-finished products using manual labour and/or machines in a physical factory.

Please note that an SME, a Slightly Bigger Company or a Mid-Cap owned by a company bigger than a Mid-Cap – i.e. having a shareholder with more than 50% of the shares whose headcount is higher than 3,000 – will be considered as a Big Company and will not be able to apply to this Open Call.

A **Technology Supplier** refers to an SME, a Slightly Bigger Company or a Mid-Cap that develops, produces and sells software applications and/or hardware to be implemented in Manufacturing Companies.

An **Artist** refers to either an SME, a Slightly Bigger Company or a Mid-Cap registered under NACE Code '9003 Artistic creation' or a self-employed individual (freelancer) who undertakes artistic activities as a profession/job occupation, such as a performer, a designer, a composer, an architect, a writer, etc. The artist must have produced enough artwork for the jury to evaluate their artistic experience. The Artist must share evidence for each artwork reference as part of their portfolio. Previous collaborations with industry companies and technology providers will be valued but does not represent a condition for participation.

Only Manufacturing Companies, Artists and Tech Suppliers legally established in any of the eligible countries will be eligible for the Better Factory calls. The eligible countries include:

- **The Member States of the European Union:** Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden;
- **H2020 Associated Countries**, as identified in Article 7 of the Horizon 2020 Regulation: Iceland, Norway, Albania, Bosnia and Herzegovina, North Macedonia, Montenegro, Serbia, Turkey, Israel, Moldova, Switzerland, Faroe Islands, Ukraine, Tunisia, Georgia and Armenia.
- **United Kingdom**

2.3.2 What types of activities can be funded?

KTEs should be focussed on transforming the traditional manufacturing companies into fully connected cyber-physical systems by implementing cognitive Human-Robot Interaction (HRI) solutions which can

² The Headcount must be calculated in Annual Work Units (AWU) and cannot exceed 2999 employees. The staff headcount is calculated in accordance with Articles 3 to 6 of the EU Recommendation 2003/361/EC.

dynamically meet the changing production demands and collaborate with workers considering their individual knowledge, physique and gender.

At a technical level, the focus will be to minimise the impact on production cost and more value creation by:

- Reduction of waste, energy and other production resources;
- Optimized factory logistic;
- Use of robots to support workers;
- Production preplanning and simulation.

At a sectoral level, the sectors prioritised are:

- Plastic and Rubber;
- Furniture and Wood;
- Food and Agriculture;
- Construction;
- Metal and Machinery;
- Textile and Leather.

2.3.3 Ideal project

Collaborations between Manufacturing Companies, Artists and Tech Suppliers can take on many forms and deliver a wide variety of (successful) outcomes. To give applicants an idea of the types of projects we are looking for, we have included a short list of potential ideal project formats. Please note that this list is not complete and serves only as a source of inspiration for applicants:

- **Plastic and Rubber**

A manufacturer of composite articles for different markets has the ambition to reuse the waste streams from their production process through new product development and current product design optimisation. Their factory employs a lot of floor workers, their challenge for the tech supplier revolves around ergonomic improvements to improve the health of their team and implementing a prediction system to optimize the flow of materials through the process. In collaboration with an artist who is an expert in additive manufacturing and circular design they developed a range of potential new products from their inhouse waste streams. The technology supplier has used these waste streams to implement a resource planning optimisation solution allowing the SME to optimise their raw material purchasing planning.

- **Furniture and Wood**

A specialised manufacturer of office furniture has the ambition to integrate IoT applications into their products with the goal to expand their portfolio offering. In order to do this, changes in the design and production are required, as well as staff training. The collaboration with a furniture designer with a background in digital art has led to the development of a new product that integrates ergonomics, data gathering and advice to the user of the furniture. The new design requirements have led to a set of production process adaptation requirements where the technology supplier has contributed to.

- **Food and Agriculture**

A producer of edible products and a range of other products based on the farm activities has the ambition to introduce precision farming principles into their process with the purpose of expanding their envelope of possibilities in terms of land use, harvesting and production of products with a short shelf life and a long shelf life. They have collaborated with a food design artist to develop new products they can add to their portfolio and the technology supplier has helped them with a series of

interventions aimed at gathering data from their resources which helped them to create a dashboard overview of their performance and a prediction module to simulate alternatives.

- **Construction**

A manufacturer of building components active in different European markets has the ambition to become more sustainable and innovative in their product portfolio as well as their factory processes. They intend to experiment with new materials and technologies in an effort to expand their production portfolio with new product propositions and optimize their factory processes through automation and prediction. In collaboration with an artist who is experienced in material innovation and renewable technologies they developed a new, multifunctional product as an outcome of the KTE. The technology supplier has implemented a set of automation processes that led to a decrease of waste and water usage in their production line.

- **Metal & Machinery**

A manufacturer of specialised steel products has been faced with changing demands over the last years. Clients demand a higher degree of specialisation / customisation while maintaining short lead times. This poses a challenge: how can they design products that allow for small batch, fast paced production. They seek their solution both in redesign and automation of their processes. In collaboration with an installation artist who has a lot of experience with complex steel structures they looked at their current design process and implemented a number of changes that allowed for customisation of a larger number of elements in the design. In collaboration with the tech supplier, an assessment of their current processes led to a set of possible improvements to increase the flexibility and allow for small batch production.

- **Textile and Leather**

A producer of textile products mainly focused on the B2B market wants to venture into B2C markets through product customisation and production automation. Their challenge revolves around material experimentation and replacing humans by robotic solutions in different parts of the production chain. In collaboration with a smart textile designer, they tested a new material that combines textiles with printable elements. This development allowed them to create modular products with a high degree of customisation and extent the degree of digital fabrication in their production processes. This was used by the tech supplier to implement robotic solutions in the production chain.

2.3.4 How to apply?

When applying to the Better Factory open call, please also note that:

- we will evaluate only proposals submitted through [the online form](#) before **15 July 2021, 17:00 CEST**. Upon receipt of each proposal, the system will send you a confirmation of your submission.
- you have to verify the completeness of the form, as it won't be possible to add any further information after the deadline. Applications can be edited as many times as wished until the deadline. The only exception for editing after the deadline is if a mistake has been made in the key administrative data (e.g. contact mail or phone, name of the company, etc.). In this case, the applicants have to contact us at betterfactory.helpdesk@fundingbox.com indicating the proposal ID, their username and the data which should be corrected.
- Though applicants could submit multiple applications, neither team members nor any legal entities can be funded twice by Better Factory. In the case that more than one proposal with any similar

team members or from the same organisation will be among the selected projects, only the one with more points will be funded.

- your proposal must be written in English in all mandatory parts in order to be eligible. Only parts written in English will be evaluated.
- all mandatory sections of your proposal must be completed. The data provided should be actual, true, complete and should allow assessment of the proposal. Additional material, not specifically requested in the online application form, will not be considered for the evaluation. We will check all the information provided in your application during the evaluation phase and Sub-grant Agreement (SGA) preparation phase.
- we will take into consideration the existence of potential conflict of interest among you and one or more Better Factory Consortium partners. Consortium partners, their affiliated entities, employees and permanent collaborators cannot take part in the Better Factory programme. All cases of potential conflict of interest will be assessed case by case.
- we don't accept entities that are under liquidation or are an enterprise under difficulty according to the Commission Regulation No 651/2014, art. 2.18, or that are excluded from the possibility of obtaining EU funding under the provisions of both national and EU law, or by a decision of both national or EU authority;
- your project should be based on your original work or your right to use the IPR must be clear. Going forward, any foreseen developments must be free from third party rights, or those third-party rights must be clearly stated.
- as per European Commission's rules, financial support will not be awarded to individual legal entities that have already received more than EUR 100,000 via open calls (Financial Support to Third Parties = FSTP = cascade funding) from H2020 I4MS (<https://i4ms.eu/>) and SAE projects (<https://smartanythingeverywhere.eu/>). This limited amount does not include any EC contribution that your organisation receives or has received within an EU-funded project (within FP7 or H2020) as a beneficiary. Participation as a beneficiary within EU-funded projects does not affect the participation in Better Factory open calls. Additionally, any legal entity or consortium participating in this open call will be able to apply for any other Better Factory open calls, provided the above-mentioned limits are observed. For clarification, please contact the relevant department in your organisation.

Better Factory provides the full proposal template in the following [link](#).

Better Factory planned 4 online webinars about this open call. They will be announced at the [Better Factory Community Space](#).

2. 4 How will we evaluate your proposal?

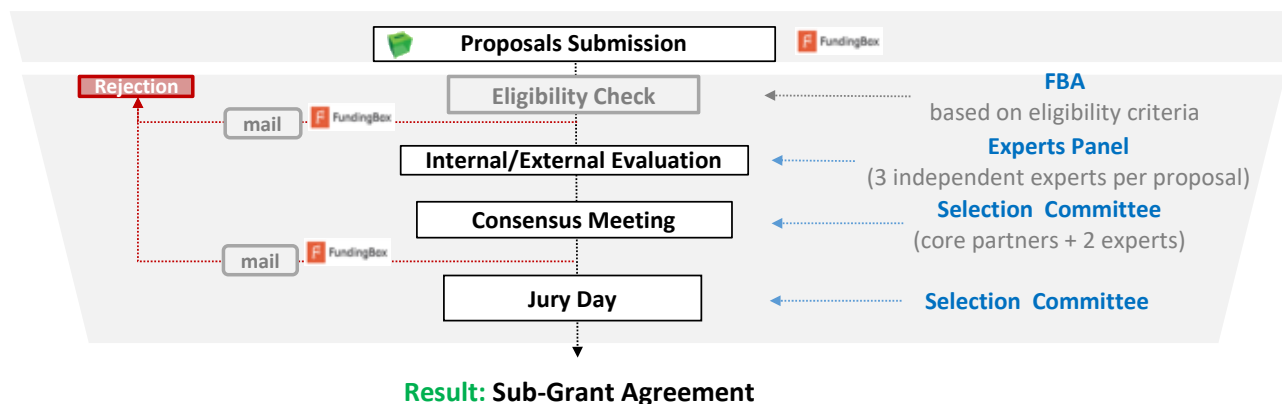
Our evaluation process is transparent, fair and equal to all our participants. For this call, we are looking for the best fit for our project. We expect a high number of applications and since we are much more concerned with quality than quantity, we suggest that you put effort into how you present your project. Please make sure you provide as many details as you can, identifying the main key points and how they fit with the overall Better Factory scope. This will provide us a better understanding of your application during the evaluation process.

The evaluation of the proposals will be done in the following steps:

- Proposals submission
- Eligibility checks: Proposals which do not comply with the 'eligibility criteria' will be excluded from shortlisting at 'Eligible Applicants List'.
- Internal/External evaluation: individual evaluations of submitted proposals, resulting in the 'Ranking List'

- Consensus meeting: The 'Selection Committee' will check the proposals with the best score in the previous phase.
- Jury Day: to which finalists will be invited to present their projects.

After the Jury Day, once formal checks and validations have been successfully completed each selected consortium will sign a Sub-Grant Agreement.



2.4.1 Eligibility check

The eligibility check will be done on all proposals submitted before the deadline. All criteria are listed below in this Guide for Applicants. The projects that do not comply with those criteria will be excluded and marked as ineligible.

We will inform you about the results of the eligibility check.

All proposals received will be checked according to criteria described in Section 3 above.

2.4.2 Internal/External Evaluation

After the eligibility check, each eligible proposal will be evaluated by 3 internal and external experts³, appointed according to the specific characteristics of the KTEs. The best 16 proposals will be invited to the Jury Day, where the candidates will pitch in front of the Selection Committee composed of the core partners of the Better Factory consortium.

The Evaluation criteria will take into account at least the following:

EXCELLENCE - under this criterion, proposed projects will be evaluated in terms of:

- **Ambition/Innovation:** We are looking for proposals with ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models. The ambition and innovation aspects of the proposal should highlight aspects where RAMP and APPS mentioned above should clearly contribute added value and demonstrate valuable use cases. Aspects such as diversification of portfolio / improvements / personalisation / individualisation/ artistic design/ co-design/ innovative aesthetics and digitisation of production processes and use cases of cognitive HRI are sought for.
- **The co-creation** contributions of artistic and technology providers to address the manufacturers challenges should be elaborated upon.
- **Soundness** of the technical approach and credibility of the proposed methodology. Justify how this approach will be implemented by adopting the tools provided and developed and how the co-creation process will look like at the end of the project.

IMPACT will analyse:

³ *Internal experts* means experts having a labour or shareholding relationships with the Better Factory consortium partners, provided they are not involved in the Better Factory project.

- **Market opportunity:** Provide convincing arguments about how addressing the proposed challenges and technological solutions will lead to new or improved market opportunities, what their expected impact is (optimisation of energy, waste, logistics and resources) and how this will be measured.
- **Competition:** Identify the key competitive advantages your project delivers to all members of the consortium.
- **Commercial Strategy and Scalability:** proved scalability of the new/improved product and contribution to RAMP Marketplace. How is this solution further commercialised? What are the characteristics of the target groups to be addressed? How can they be reached? What is the added value? What is the size of this target group? What are the barriers to overcome to achieve this scale?

IMPLEMENTATION will consider:

- **Team:** demonstrate management and leadership qualities. The team should be balanced and cross-functional, with strong background and skills.
- **Art-tech congruence:** synergy between technological challenge and artistic thematic and methodological approaches.
- **Resources:** demonstrate the quality and effectiveness of the resources and underline the benefit of solutions already offered by Better Factory Project under RAMP.

Transversal criteria such as 'Environment and low carbon economy contribution', 'Equal Opportunities & Gender balance' and 'Social Impact' will also be considered by evaluators when scoring the proposals.

All applications will be assigned a score from 0 to 5 for each criterion which will be reflected by the evaluators in an Individual Evaluation Report. The threshold for each individual criterion will be 3. The overall threshold, applying to the sum of the three individual scores, will be 10.

0 = Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information

1 = Poor – criterion is inadequately addressed or there are serious inherent weaknesses

2 = Fair – proposal broadly addresses the criterion, but there are significant weaknesses

3 = Good – proposal addresses the criterion well, but a number of shortcomings are present

4 = Very good – proposal addresses the criterion very well, but a small number of shortcomings are present

5 = Excellent – proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

The preliminary score will be calculated as an average of the individual assessments provided by the Evaluators.

Proposals addressing challenges related to one of **the prioritised sectors** (Plastic and Rubber; Furniture and Wood; Food and Agriculture; Construction; Metal and Machinery; Textile and Leather) **will be given 1 extra point to the preliminary score.**

In case the scores of the evaluators differ by (or more than) 3 points in at least 2 of the award criteria, this difference will be solved by involving the third evaluator in the process.

Ties will be solved using the following criteria, in order:

- Impact score,
- Implementation score,
- Excellence score,
- Date of submission: earlier submitted proposals go first.

A Ranking List will be elaborated. All proposals obtaining a score above the threshold, will pass to the next phase.

2.4.3 Consensus Meeting

The **Selection Committee**, formed by Better Factory core partners and 2 independent experts, will decide by consensus (or majority vote of $\frac{2}{3}$ of the core partners), and based on the ranking obtained as result of the Evaluation, the **List of finalists to pass to the next phase**.

Whilst normally the highest ranked proposals will be invited to the Jury Day, the Selection Committee might have fair reasons for objecting to a specific third party. The list of reasons may include, but is not limited to, the alignment with Better Factory goals and scope, the ability to achieve the highest impact possible, commercial competition, as well as the existence of significant ethical concerns or a potential conflict of interest. In this case, the choice may pass to the next-ranked proposal.

The exact number of proposals to move to the Jury Day will be decided based on the overall quality of the proposals. Up to 12 consortia may be invited to the Jury Day.

2.4.4 Jury Day

A Jury Day will be organised, to which finalists will be invited to present their proposals. After the event, the Jury will select the winners and include them in the *Provisional List of recipients* and *Reserve List*.

The 'Selection Committee' will select the final beneficiaries considering the following 'Awarding criteria':

- Relevance to the objectives of the Better Factory project.
- Level of illustration of the value of co-creation
- Complementarity of the application domains
- Contribution to expected impacts (Reduction of waste, energy, Resource consumption and Efficient logistic processes)
- Scalability potential

The 'Selection Committee' will decide by consensus (or majority vote of $\frac{2}{3}$) the 'Provisional List of FSTP recipients', and 'Reserve List'.

Although the objective is to select 8 proposals for the KTE program, the exact number of proposals approved will be decided based on the overall quality of the proposals.

EUR 1,800 will be granted to each consortium selected to participate in the Jury Day, which will take place in a physical location of the EU. However, if the Covid-19 situation is still affecting people's mobility, the Jury Day would take place on-line. All consortia invited to the Jury Day will have to participate in this phase of the KTE, after signing a mini-grant agreement.

After the Jury Day, we will communicate the results to the applicants by email.

2.4.5 What's next? Subgrant Agreement Preparation and Signature

Once positively validated, before the Better Factory programme starts, we will ask you to sign the Sub-Grant Agreement (hereinafter call agreement) with the Better Factory Consortium. To do so, we will ask you to provide documents regarding your formal status to prove your eligibility (for the details please check our Frequently Asked Questions Document). Please do it within the deadlines that will be communicated to you. If you fail to deliver the requested documents on time, without clear and reasonable justification, we will exclude you from the further formal assessment and you will be replaced with the company from the Reserve list.

The **Sub-Grant Agreement** will include, as an annex, **Individual Mentoring Plan** for each project. This document establishes, among others, the KPIs and Deliverables that will be considered when evaluating the KTEs' performance at the milestones review, as well as the budget allocated to each stage of the experiment.

In the case of for-profit legal entities, even if we will provide a lump sum, you will need to specify in your budget that the grant obtained will be equal to the 70% of the costs estimated for the execution of the project.

The exact amount of financial support per KTE is a fixed lump sum of up to EUR 200,000 distributed as follows:

- **Jury Day:** fixed lump sum of up to EUR 1,800 per KTE
- **Stage 1. Knowledge Co-creation:** fixed lump sum of up to EUR 14,000 per KTE
- **Stage 2. Knowledge Transfer:** fixed lump sum of up to EUR 158,200 per KTE
- **Stage 3. Knowledge Scale-up:** fixed lump sum of up to EUR 26,000 per KTE

2.5 Our Support Programme and Payment Arrangements

The selected grantees will receive a fixed lump sum of up to EUR 200,000. The lump sum is a simplified method of settling expenses in projects financed from Horizon 2020 funds. It means that the grantee is not required to present strictly defined accounting documents to prove the cost incurred (e.g. invoices) but they are obliged to demonstrate the implementation of the project in line with the milestones set for it. Simply speaking it means that we will assess your progress and quality of your work during Interim Reviews, not your accountancy. The milestones (deliverables, KPIs and ethical recommendations) will be fixed in the 'Individual Mentoring Plan' elaborated at the beginning of the programme.

The lump sum will be transferred to the Manufacturing Companies and they will be responsible to distribute the funds to the Artist and to the Technology Supplier.

The lump sum does not release any of the members of the consortium from the obligation to collect documentation to confirm the costs under fiscal regulation.

MILESTONE REVIEWS

The KTEs selected will define at the beginning of the support programme, together with the mentors allocated, their 'Individual Mentoring Plan'. The 'Mentoring Committee' will evaluate the KTEs performance at the Milestone Review (established every time a payment is due), according to the following criteria:

- **Deliverables quality.** To be scored by the Mentors based on the Deliverables established in the 'Individual Mentoring Plan'.
- **Business performance indicators.** To be scored by the Business Mentors based on the KPIs established in the 'Individual Mentoring Plan'
- **Technical performance indicators.** To be scored by the Technical Mentor based on the KPIs established in the 'Individual Mentoring Plan'
- **Deadline Compliance.** To be scored by the Mentors.

Each criterion will be scored from 0 to 10 and the weight of each one of these criteria, in the final score, will be following:

- Deliverable quality (30%).
- Technical performance indicators (30%).
- Business performance indicators (30%).
- Deadline Compliance (10%).

According with this final score:

- **Beneficiaries over threshold** (7 points) will successfully receive the next payment and be candidates to continue in the programme.
- **Beneficiaries under threshold.** The beneficiaries which have not reached the threshold will be proposed, by the 'Mentoring Committee', as candidates to leave the programme. And, if this decision is finally ratified by the 'Selection Committee', they will have to leave the programme and will not receive the next payment.

The 'Selection Committee' will review and validate the 'Mentoring Committee' proposal, putting special attention to the 'under threshold' cases, if any, by taking into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiaries' performance). The Selection Committee will make the final decision and approve/deny the payments accordingly.

As stated previously, the maximum amount of financial support to be granted to each third party is as follows:

- Tech supplier: fixed lump sum of up to EUR 100,000 per Tech supplier and KTE;
- Manufacturing Companies (end users): fixed lump sum of up to EUR 50,0000 per Manufacturing company and KTE;
- Artist: fixed lump sum of up to EUR 50,000 per Artist and KTE.

DELIVERABLES

For sake of simplicity and transparency, the Financial Support will be paid against specific Deliverables (which will be included in the 'Individual Mentoring Plan' annexed to the FSTP Agreement) and based on the results of the Milestone Reviews Each Application Experiment will receive the funding as follows:

KTE Funding Instrument. Payments schedule

Knowledge Transfer Experiments [KTEs]	Duration (months)	Month within support program	Deliverable	Payment Milestone	% of total grant	Sheduled Payment (in EUR)	Acumulative (in EUR)	No. payments per stage
Mini-grant				After Jury Day	0.9%	1,800.00	1,800.00	1
Stage 1: Knowledge Co-creation	1	M0	D1.1 Individual Mentoring Plan	Beginning stage1	3.0%	6,000.00	7,800.00	2
		M01	D1.2 Requirements for RAMP IoT platform	End stage1	16.0%	32,000.00	39,800.00	
Stage 2: Knowledge Transfer	12	M08	D2.1 Resource optimization requirements	Mid stage 2	30.0%	60,000.00	99,800.00	2
			D3.1 Logistics optimization requirements					
		M13	D4.1 Collaborative robot requirements	End stage 2	37.1%	74,200.00	174,000.00	
			D5.1 Production planning requirements					
			D5.2 KTE demonstration					
			D6.1 Automation Roadmap					
D6.2 Business Plan								
Stage 3: Knowledge Scale-up	3	M17	D7.1 Technology scale-up	End stage 3	13.0%	26,000.00	200,000.00	1
			D7.2 Design scale-up					
Total						200,000.00		6

Once the deliverable milestones and payments to each KTE are approved by the 'Selection Committee', according to the Milestone Review Process described in bullet (3), VTT, as Coordinator, will transfer the relevant part of the FSTP budget to FBA and FBA will pay to the 3rd parties on behalf of the Consortium.

Each Beneficiary that completed a given stage will receive the grant corresponding to that stage.

Beneficiaries will be informed from the beginning about these conditions and relevant provisions will be included in the Sub-Grant Agreements.

Ethical Principles: All KTEs must carry out the action in compliance with H2020 ethical standards. To ensure that KTEs are compliant with it, all selected projects will undergo an Ethics Review before the first payment of the grant (excluding mini grant). Where potential issues are identified, the proposer will be required to detail any mitigating actions which will be included in the 'Ethics Summary Report', and an Ethical Committee

will be established to supervise and monitor the ethical concerns during the bottom-up project's implementation.

2.6 Contact us

How can we help you?

If you have extra questions regarding our Open Call process you can post your questions at Helpdesk space at <https://spaces.fundingbox.com/spaces/better-factory-helpdesk-1> or you can send us a message to the Helpdesk email: betterfactory.helpdesk@fundingbox.com.

In case of any technical issues or problems, please include the following information in your message:

- your username, telephone number and your email address;
- details of the specific problem (error messages you encountered, bugs descriptions, i.e. if a dropdown list isn't working, etc.); and
- screenshots of the problem.

For more information about the 1st Better Factory Open Call, please check our [Better Factory call microsite](#).

For updates and project news, please visit our [Better Factory website](#).

Complaints

If, after receiving the results of one of the evaluation phases (when foreseen), you consider that a mistake has been made, you can send us your complaint. To do so please send us your complaint in English by email to betterfactory.helpdesk@fundingbox.com including the following information:

- your contact details (including email address),
- the subject of the complaint,
- information and evidence regarding the alleged breach.

You have **3 calendar days** to submit your complaint starting from the day of becoming aware of the grounds for the rejection. We will review your complaint within no more than seven calendar days from its reception. If we need more time to assess your complaint, we will inform you by email about the extension.

We will not review anonymous complaints or complaints with incomplete information.

Please consider that the evaluation is run, from a technical, artistic and business perspectives, by experts from the Better Factory consortium. We do not interfere with their assessment; therefore, we will not evaluate complaints related to the results of the evaluation other than related to the mistakes in the evaluation of the eligibility criteria.

2.7 Last but not least - final provisions

Any matters not covered by this Guide will be governed by Polish law and rules related to the H2020 and EU grants.

Please consider that we make our best effort to keep all provided data confidential; however, for the avoidance of doubt, you are solely responsible to indicate your confidential information as such.

Your IPR will remain your property. Moreover, as far as the IPR generated during the KTEs is concerned:

- the licensing of IPR of the newly developed product shall be agreed between THE Manufacturing SME and the Artist.

- if the Technology Supplier develops some new components (IPR), it shall belong to the Technology Supplier. However, it shall be made available on the RAMP under reasonable licensing conditions, for them to be exploited commercially.
- the IPR shall remain available for non-profit research and development activities.

FSTP beneficiaries will agree that certain information regarding the projects selected for funding can be used by the Better Factory consortium for communication purposes.

For the selected grantees, the agreement will include the set of obligations towards the European Commission (for example: promoting the project and giving visibility to the EU funding, maintaining confidentiality, understanding potential controls by the EC/ECA and OLAF).

The Better Factory Consortium might cancel the call at any time, change its provisions or extend it. In such a case we will inform all applicants about such change. Signature of the agreement is an initial condition to establish any obligations among applicants and any Consortium partners (with respect to the obligation of confidentiality of the application).

Did not find what you were looking for? You may want to check our **Frequently Asked Questions Section**.

2.8 Annex 1: Processing of personal data in Better Factory 1st Open Call

CONTROLLER'S IDENTITY AND CONTACT DETAILS

The data controller is FundingBox Accelerator sp. z o.o. (Al. Jerozolimskie 136, 02-305 Warsaw, Poland). In all matters regarding personal data, you can contact us via: privacy@fundingbox.com.

PURPOSES, LEGAL BASIS AND PROCESSING PERIOD

The purpose and legitimate interest of processing	Legal basis for processing	Period
1) To run an Open Call and collect data necessary to evaluate applications submitted in the Open Call	Legitimate interest of FundingBox (based on Article 6, paragraph 1 (f) of GDPR) which is fulfilling the obligations and our other interests related to these purposes	6 years from the end of the year in which the Project ended
2) To run a matchmaking process for selected applicants		
3) To realize the Project goals described in the Grant Agreement (e.g. communication, reporting, collaborating with other project partners)		
4) To consider potential complaints		
5) To possibly establish and enforce claims or defend against them		

DATA RECEIVERS

Data controller will transfer personal data only to trusted recipients such as entities belonging to the FundingBox's capital group, IT service providers, accountants, law firms, postal and courier companies (who process personal data on the controller's behalf).

Once the matchmaking process is finished, we share the contact details between the matched companies, so they can start working on proposals together.

Due to the fact that we use the services of Google LLC, your data may be transferred to the USA. We have concluded an agreement with Google LLC - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No. 2010/87 / EU of February 5, 2010, your personal data may be processed by this company in the USA. More information about the decision at: <https://eur-lex.europa.eu/legal-content/PL/TXT/?uri=celex%3A32010D0087>

To realize the Project data can be transferred also to Project Partners (complete list of the project partners is available at the email address: privacy@fundingbox.com), European Commission and other affiliated entities.

RIGHTS OF DATA SUBJECT

Due to the fact that we process your personal data, you have the right to:

- 1) request access to your personal data,
- 2) demand the rectification of your personal data,
- 3) request to remove or limit the processing of your personal data,
- 4) complain with the supervisory authority (The President of the Personal Data Protection Office, Warsaw, Poland, <https://uodo.gov.pl/en>).

You also have a right to object to processing of your personal data (according to the Article 21 of GDPR).

INFORMATION ABOUT VOLUNTARY OR OBLIGATORY DATA PROVISION

Providing data is voluntary, although it is necessary to participate in the Open Call. Without providing your data, it is not possible to contact you and evaluate the application.

- (1) I confirm that I read and understood the information clause concerning processing of the personal data provided above*:**
 - o Yes
- (2) I will pass the information clause provided above to all team members mentioned in the application form*:**
 - o Yes



BETTER FACTORY

VTT

	Scuola universitaria professionale della Svizzera italiana SUPSI			



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 951813.

3 Frequently Asked Questions (FAQs)



Frequently Asked Questions (FAQs)

Better Factory First Open Call Full Proposals from Consortia

Application submission starts on: 1 May 2021, 00:00 CEST

Submission deadline is: 15 July 2021, 17:00 CEST



3.1 What is Better Factory?

Better Factory brings together key actors in the European technology, art and innovation landscape to provide an integrated framework and a European network to deliver a standardised solution for **Manufacturing Companies** to invent and manufacture new and personalised products and create services around them.

Through the Open Calls, beneficiaries have the opportunity to benefit from mentoring services, cutting-edge tools and equity-free funding opportunities for collaborative experiments to bring the European Manufacturing Industry to the forefront of digital transformation.

3.2 Why should you apply?

If you are a manufacturing company, an artist or a tech supplier who wants to work in a consortium composed of one of each of the three entities, then Better Factory will help you engage in a set of one-year collaborative experiments to redesign manufacturers product portfolio. The selected consortia will get access to a variety of services and technology and EUR 200,000 equity-free funding.

3.3 Who can apply?

Eligible applicants are consortia composed of:

- One manufacturing company
- One artist
- One technology supplier

Manufacturing companies and Tech Suppliers can be of the type SME/Mid-Cap or Slightly Bigger Company. The Artist member of the consortium can be either of the type SME/Mid-Cap or Slightly Bigger Company or a self-employed individual. All entities must be registered in a Member State of the EU or in a H2020 Associated Country.

Please refer to the [Guide for Applicants](#) for more details.

3.4 What is a KTE?

KTE stands for Knowledge Transfer Experiments. The consortium constituted from one manufacturing company, one artist and one technology supplier are referred to as a **KTE**. The collaboration within the project will enable the members to exchange knowledge and ideas on resolving issues and improving solutions. Technical mentors will guide the technical implementation of the KTEs, provide expertise for resolving technical issues and ensure that the solution is beyond the current state-of-the-art.

3.5 What is the Knowledge Transfer Program about?

8 most innovative KTEs, per open call, will be selected to participate in the 16-month Better Factory Knowledge Transfer Program. Throughout the program, selected consortia will engage in a 3-stages support program: Knowledge Co-creation, Knowledge Transfer and Knowledge Scale-up. Based on the results of the Milestone Reviews, each KTE will receive the pertinent instalments of the funding as specified in the [Guide for Applicants](#).

3.6 What is TRL?

The TRL - Technology Readiness Level – is an indicator of the maturity level of a particular technology. This measurement system provides a common understanding of technology status and addresses the entire innovation chain.

There are nine technology readiness levels; TRL 1 being the lowest and TRL 9 the highest. Please refer to [Annex G of the General Annexes](#) to the Work Programme 2016/17 for a full description of TRLs.

3.7 Is it mandatory to use RAMP?

Yes, RAMP is the project's platform to ensure technology transfer and project development for each selected KTE.

3.8 Can we apply for the Call for Full Proposals if we did not participate in individual calls and the matchmaking process?

Yes, consortia from one manufacturing company, one artist and one tech supplier, formed outside the matchmaking process are eligible to apply, as long as they comply with the eligibility criteria defined in the [Guide for Applicants](#).

3.9 Can we apply with two technology suppliers and one manufacturing company?

No, the consortium has to be formed by three entities, one of each: manufacturing company, artist and tech supplier.

3.10 Are there any differences in the evaluation between consortia formed through the RAMP matchmaking process and the outsiders?

No, all eligible applicant consortia will be considered equally according to the eligibility and scoring criteria defined in the [Guide for Applicants](#).

3.11 What happens if I do not submit my application within the deadline?

We do not accept applications after the deadline. We strongly encourage you not to wait until the last minute to submit your proposal. Failure of meeting the submission deadline for any reason, including extenuating circumstances, will result in the rejection of the proposal.

3.12 How long does it take to fill in the application?

The application form must be submitted through the Better Factory microsite and include the Full proposal document as per the provided [template](#). The completion of the application can take 3 to 5 days. Please refer to the [Full Proposal template](#) to fully understand the required information and the distribution of work among members of the consortium.

You will be able to add contributors to your application so that each team member can tackle their application area and you will be done quicker.

Considering that specific character limits have been established for both the Full Proposal and specific sections of the online application form, we encourage you to keep your proposal focused on the requested information keeping in mind the challenges and the sectors covered by this open call.

We also recommend that you start the submission process quite early before the deadline in order to avoid last minute circumstances.

3.13 Can an applicant submit two project ideas?

You can submit more than one project either within the same consortium or with different consortia. However, be aware that your entity can be funded only once for one project. If more project ideas with the same applicant (be it consortium or member of one) are validated, only for one will the applicant be receiving the financing.

3.14 Which are the criteria to assess the proposals?

The proposals will be evaluated on the following criteria: EXCELLENCE, IMPACT and IMPLEMENTATION. See more details in section 4 of the [Guide for Applicants](#).

Transversal criteria such as 'Environment and low carbon economy contribution', 'Equal Opportunities & Gender balance' and 'Social Impact' will also be considered by evaluators when scoring the proposals.

Proposals addressing challenges related to one of the prioritised sectors (Plastic and Rubber; Furniture and Wood; Food and Agriculture; Construction; Metal and Machinery; Textile and Leather) will be given **1 extra point** to the preliminary score.

3.15 What type of support is available for preparing the proposal?

The proposal will be submitted according to the available template which enables all applicants to follow a coherent and comprehensive structure. If you have further questions or need to clarify aspects you cannot find details for in the Guide for Applicants or the current document, please address them to the Helpdesk in the [Better Factory community](#).

3.16 Which are the different evaluation phases and the expected schedule?

The table below presents the indicative dates in which each of the evaluation phases will end and the number of expected applicants that would go through to the next phase:

Phase	Duration	Indicative Date	Number of applicants passing to the Next Phase
Deadline for Full Proposals submission	2.5 months	15 July 2021	All applications submitted correctly within the deadline
Eligibility checks	1 week	15-22 July 2021	All applications in line with the eligibility criteria set in the Guide for Applicants
Internal/External evaluation	3 weeks	22 July – 9 August 2021	All applications above the threshold
Consensus meeting	1 week	9-16 August 2021	List of finalists to pass to the next phase
Jury Day	2 weeks	13-31 August 2021	Up to 16 consortia will be invited to Jury Day
Formal check of selected finalists	2 weeks	1-15 September 2021	8 selected consortia
Signature of the Sub-Grant Agreement	2 weeks	16-30 September 2021	8 selected consortia
Start of the KTE		1 October 2021	8 selected consortia

Please, be aware that this timeframe might be altered depending on the number of proposals submitted or included in the external evaluation phase.

3.17 How will we check your entity status (SME, Mid-Cap or Slightly Bigger Company)?

Before signing the Sub-grant agreement, we are going to verify your entity status. More specifically, we will request you to provide the following documentation:

- Status information of the beneficiaries:
 - entity checklist. In the event the entity is declared non-autonomous: the balance sheet and profit and loss account (with annexes) for the last period for upstream and downstream organizations.
- Financial information. It includes the headcount (AWU), balance, profit & loss accounts of the latest closed financial year and the relation, upstream and downstream, of any linked or partner company.
- Legal existence. Company Register, Official Journal or similar, showing the name of the organisation, the legal address and registration number and, if applicable, a copy of a document proving VAT registration (in case the VAT number does not show on the registration extract or its equivalent). In

case the applicant does not have a VAT number, they will need to provide a certificate from their tax authorities to confirm their tax ID.

- In cases where either the number of employees or the ownership is not clearly identified: any other supporting documents which demonstrate headcount and ownership such as payroll details, annual reports, national regional, association records, etc.
- Name and position of persons authorized to represent each member of the applied consortia.
- Bank identification forms.
- Information about participation in other acceleration programmes and other H2020 grants received.

3.18 What services does Better Factory offer in the Support Program?

Better Factory will provide two cutting-edge tools developed and tested during the lifetime of the project:

- RAMP (Robotics and Automation MarketPlace): a one-stop-shop where Manufacturing Companies will be able to buy services from Technology Suppliers, Artists, Competence Centres, training providers and financial brokers.
- Advanced Production Planning and Scheduling (APPS): a technology to transform factories into a fully reconfigurable cyber-physical production system providing an optimum combination of Lean Agile Production for each batch of new or personalised products.

In addition to the funding and the technology platforms, Better Factory provides:

- Learning, testing and developing Agile-production technologies with customers.
- Business, Technical and Art mentoring services.
- Support to find additional customers and finance to scale-up your business.

3.19 Is any accountability required on the way the funds have been used?

e. g. invoices and other financial documents? Are there any specific restrictions on how the funds are utilised?

The beneficiary consortia FSTP will receive a fixed lump sum of up to EUR 200,000.

The lump sum is a simplified method that means that the recipient is not required to present accounting documents like invoices, timesheets, etc, to prove that the cost was actually incurred. However, Better Factory will assess your progress and quality of your work during Interim Reviews, not your accountancy. In this sense, we will ask you to demonstrate the implementation of the project in line with the milestones set. In any case, the lump sum methodology does not release you from the obligation to collect documentation to confirm the costs under fiscal regulation.



BETTER FACTORY

4 Application Form

BETTER FACTORY First Open Call Full for Proposals from Consortia

Welcome to the BETTER FACTORY First Open Call Full for Proposals from Consortia

The Deadline for this Call is on **Thursday 15 July 2021 at 17:00 (CEST)**

Only applications in English will be admitted.

We strongly recommend you read carefully the **“Guide for Applicant”** and **“FAQs section”**, before starting to fill in this form.

Remember that you can EDIT your application after you submit it before the deadline, as many times as you wish.

Finally, be aware that all information provided will be verified during the validation process. Where any false information is detected, your candidacy will be immediately excluded.

Questions marked with (*) are mandatory.

4.1 Basic Info

1. Basic info

Name of the contact person	Please, use your full name (first name and last name)	textbox (140 characters)
Email of the contact person	Please enter only one email address in format: mail@mail.com. This will be the email address to which we will send all the communications	textbox (140 characters)
Phone number of the contact person	Please add the country code as well	textbox (50 characters)
Proposal Acronym	Please type a short acronym for your proposal	textbox (50 characters)
Proposal Name	Please type the full name of your proposal	textbox (140 characters)

4.2 Legal Information

2. Legal information

Your consortium is composed of	Please confirm	One Manufacturing Company One Artist One Technology Supplier
Has your consortium followed the matchmaking process? (This is just for information purposes; it will not be a criterion in the evaluation process. All consortia will be evaluated equally.)		Yes No

First legal entity

Legal name of your entity	The legal name in the country where the company is incorporated. (max 75 characters)	textbox (75 characters)
Type of entity		Manufacturing Company Artist Technology Supplier
City	City where the headquarters of your legal entity are based	textbox (50 characters)
Establishment/Registration country	Take notice that only countries from the European Union, H2020 Associated countries and the UK are eligible.	Country drop-down (EU & H2020 Associated countries)
Are you an employee of or do you have any professional/business relationship with any of the Better Factory project consortium partners? If the answer is yes, you are not eligible for this call.		Yes No
Years of Operation	Number of years (or fractions) since incorporation.	textbox (50 characters)
Entity registration number	Please type the company registration no for manufacturing companies and tech suppliers or the tax identification no for freelancers)	textbox (50 characters)
VAT number		textbox (50 characters)
Website / LinkedIn URL	(http://, https://)	textbox (150 characters)
Organisation size	Number of people employed in your organisation.	1 2-5 6-10 11-49 50-99 100-249 250-499 500-2999

Second legal entity

Legal name of your entity	The legal name in the country where the company is incorporated. (max 75 characters)	textbox (75 characters)
Type of entity		Manufacturing company Artist Technology Supplier Other (Please, specify)

City	City where the headquarters of your legal entity are based	textbox (50 characters)
Establishment/Registration country	Take notice that only countries from the European Union, H2020 Associated countries and the UK are eligible.	Country drop-down (EU & H2020 Associated countries)
Are you an employee of or do you have any professional/business relationship with any of the Better Factory project consortium partners? If the answer is yes, you are not eligible for this call.		Yes No
Years of Operation	Number of years (or fractions) since incorporation.	textbox (50 characters)
Entity registration number	Please type the company registration no for manufacturinf companies and tech suppliers or the tax identification no for freelancers)	textbox (50 characters)
VAT number		textbox (50 characters)
Website / LinkedIn URL	(http://, https://)	textbox (150 characters)
Organisation size	Number of people employed in your organisation.	1 2-5 6-10 11-49 50-99 100-249 250-499 500-2999

Third legal entity

Legal name of your entity	The legal name in the country where the company is incorporated. (max 75 characters)	textbox (75 characters)
Type of entity		Manufacturing company Artist Technology Supplier Other (Please, specify)
City	City where the headquarters of your legal entity are based	textbox (50 characters)
Establishment/Registration country	Take notice that only countries from the European Union, H2020 Associated countries and the UK are eligible.	Country drop-down (EU & H2020 Associated countries)
Are you an employee of or do you have any professional/business relationship with any of the Better Factory project consortium partners? If the answer is yes, you are not eligible for this call.		Yes No
Years of Operation	Number of years (or fractions) since incorporation.	textbox (50 characters)
Entity registration number	Please type the company registration no for manufacturinf companies and tech suppliers or the tax identification no for freelancers)	textbox (50 characters)
VAT number		textbox (50 characters)
Website / LinkedIn URL	(http://, https://)	textbox (150 characters)

Organisation size	Number of people employed in your organisation.	1
		2-5
		6-10
		11-49
		50-99
		100-249
		250-499
		500-2999

4.3 Proposal Description

3. Proposal Description

This is the necessary information for us to identify your full proposal. Keep it short and concise, please, and make sure you upload the complete proposal in accordance with the provided template.

Sector(s)	Select the sector(s) your technologies are being applied. (For multiple selection, use [CTRL] + left mouse button or [CMD]+left mouse on Mac)	<ul style="list-style-type: none"> Plastic and Rubber Furniture and Wood Food and Agriculture Construction Metal and Machinery Textile and Leather Other (please, specify)
Potential Impact	Select the most important impacts of your product / service. Select all relevant options from the list. (For multiple selection: use [CTRL] + left mouse button or [CMD]+left mouse on Mac)	<ul style="list-style-type: none"> Reduction of waste, energy and other production resources Optimized factory logistic Use of robots to support workers Production preplanning and simulation Other (please, specify)
Website / LinkedIn URL	Optional (no need to have a site).	textbox (url)
Full Proposal Document	Upload a PDF of the full proposal describing the project. The link to the template can be found on the application page and the Guide for Applicants. (Max 10 MB)	Max 10 MB

4.4 Questions for statistical purposes

4. Questions for statistical purposes

How did you hear about BETTER FACTORY? (Please select one)	Only one selection is possible.	<ul style="list-style-type: none"> Social Media Better Factory Website Email / Newsletter Events Internet search Partners' network / Word of mouth Others
If your answer is "Other", please specify.	(max 100 characters)	textbox (paragraph 100 chars)

Gender: How many female and male research team members approximately would be actively involved in the BETTER FACTORY KTE?		Females Males
Types of customers: Which types of customers would use the product or service of the BETTER FACTORY KTE?	(For multiple selection: use [CTRL] + left mouse button or [CMD]+left mouse on Mac)	Consumer Business Government Indifferent Other
If your answer includes "Other", please specify.	(max 100 characters)	textbox (paragraph 100 chars)
Geographical scope: Select the targeted geographical areas for the services you offer.		Regional National European Union International Other European areas
If your answer is "other European areas", please specify.	(max 200 characters)	textbox (paragraph 200 chars)

4.5 Information consent for RAMP

5. Information consent form (RAMP Marketplace)

RAMP Marketplace will significantly increase the visibility of the tools, educational material, services and solutions that will be shared or/and contributed by the partners as well as 3rd parties. RAMP Marketplace will provide AI based services that will link technology providers with technology receivers and vice versa. Therefore, tools, educational material, services and solutions that are shared/provided through the RAMP Marketplace will continuously participate in this matchmaking process leading to potentially significant benefits. RAMP Marketplace focuses on providing complete and holistic solutions to specific problems and challenges. Therefore, the tools, the educational material, the services and the solutions shared/provided through the RAMP Marketplace will be envisioned and integrated as part of complete solutions thus increasing the respective added value of specific and isolated tools.

I agree to share my personal data with Teknologian tutkimuskeskus VTT Oy (VTT, VUORIMIEHENTIE 3, Espoo 02150, Finland, www.vtt.fi) to publish the provided information in BETTER FACTORY Marketplace. The consent may be withdrawn at any time by contacting the Controller at the e-mail address: privacy@fundingbox.com. The withdrawal of consent does not affect the lawfulness of processing based on a consent before its withdrawal

4.6 Processing of personal data

6. Processing of personal data

CONTROLLER'S IDENTITY AND CONTACT DETAILS

FundingBox Accelerator sp. z o.o. (Al. Jerozolimskie 136, 02-305 Warsaw, Poland). In all matters regarding personal data, you can contact us via: privacy@fundingbox.com.

PURPOSES, LEGAL BASIS AND PROCESSING PERIOD

The purpose and legitimate interest of processing Legal basis for processing Period

- 1) To run an Open Call and collect data necessary to evaluate applications submitted in the Open Call
- 2) To run a matchmaking process for selected applicants
- 3) To realize the Project goals described in the Grant Agreement (e.g. communication, reporting, collaborating with other project partners)
- 4) To consider potential complaints
- 5) To possibly establish and enforce claims or defend against them

DATA RECEIVERS

Data controller will transfer personal data only to trusted recipients such as entities belonging to the FundingBox's capital group, IT service providers, accountants, law firms, postal and courier companies (who process personal data on the controller's behalf).

Once the matchmaking process is finished, we share the contact details between the matched companies, so they can start working on proposals together.

Due to the fact that we use the services of Google LLC, your data may be transferred to the USA. We have concluded an agreement with Google LLC - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No. 2010/87 / EU of February 5, 2010, your personal data may be processed by this company in the USA. More information about the decision at: <https://eur-lex.europa.eu/legal-content/PL/TXT/?uri=celex%3A32010D0087>

To realize the Project data can be transferred also to Project Partners (complete list of the project partners is available at the email address: privacy@fundingbox.com), European Commission and other affiliated entities.

RIGHTS OF DATA SUBJECT

Due to the fact that we process your personal data, you have the right to:

- 1) request access to your personal data,
- 2) demand the rectification of your personal data,
- 3) request to remove or limit the processing of your personal data,
- 4) complain with the supervisory authority (The President of the Personal Data Protection Office, Warsaw, Poland, <https://uodo.gov.pl/en>).

You also have a right to object to processing of your personal data (according to the Article 21 of GDPR).

INFORMATION ABOUT

VOLUNTARY OR OBLIGATORY DATA PROVISION

Providing data is voluntary, although it is necessary to participate in the Open Call. Without providing your data, it is not possible to contact you and evaluate the application.

5 Full Proposal Template

For all sections the given page limit shall be strictly followed. Pages beyond the limit will be discarded and will not be considered during the evaluation. All tables, drawing and figures must be included within this the section page limit. The minimum font size allowed is 11 points. The page size is A4, and all margins (top, bottom, left, right) should be at least 15 mm (not including any footers or headers).

CONFIDENTIAL

Acronym – Title of the of the proposal⁴

Name - Manufacturing company

Street address

Postal code - City, Country

Contact person

e-mail address

phone number

Name - Artist

Street address

Postal code - City, Country

Contact person

e-mail address

phone number

Name - Technology supplier

Street address

Postal code - City, Country

Contact person

e-mail address

phone number

⁴ Throughout this template, only the text highlighted YELLOW shall be update. Text in highlighted GREEN are instructions and shall be deleted. Other parts of the document cannot be modified

5.1 Executive Summary

The summary shall describe the main objectives of the proposal. The Executive Summary should be maximum half a page in total (no specific table is required for this section).⁵

5.2 EXCELLENCE

5.2.1 Introduction of the team (1 page)

Describe the expertise and the role of the consortium members (Manufacturing company, Artist and Technology Supplier) who are going to carry out the activities during the project.

5.2.2 Project description (1 page)

Provide an overview of your project and the reason why it is valuable for your organizations (Manufacturing company, Artist and Technology Supplier).

5.2.3 Concept and innovativeness (6 pages)

The goals of Better Factory project is to enable European Manufacturing SMEs to develop new customizable and individualized products, and also to deploy automation in factories to manufacture new customizable and individualized products. Better Factory project provides technologies:

- For the deployment of collaborative robots working with humans.
- For the deployment of mobile robots for automation of factory logistics.
- For resource optimization (materials, water, energy, CO₂, etc.)
- For production planning and simulation.

Based on the goals of Better Factory, describe the details of the product(s) and automation solutions you will develop or improve during the project. The project shall plan the deployment of at least two technologies offered by the Better Factory.

Explain how the developed product(s) and automation solutions address the challenges of the manufacturing company.

Use data, figures, pictures, etc. to give detailed information.

5.3 IMPACT

5.3.1 Business potential (2 pages)

Describe the exploitation potential of the products and automation solutions you will develop during the project. Describe the current market and the potential of scalability and replicability of the project results. Each partner shall describe the exploitation of results in their current business.

5.3.2 Go to market strategy (2 pages)

Describe your exploitation strategy of the project results. Who will be your customers for the products and automation solutions you will develop during the project? Describe your networks and strategy to reach these customers.

Manufacturing SME shall also describe its investment plans and roadmap for commercial implementation of the automation solutions developed during the project.

⁵ The executive summary will be used for dissemination by Better Factory, only if your proposal is awarded.

5.3.3 Environmental and Societal impact (1 page)

Describe the potential social and environmental impact of the project results:

- Social: Jobs created, social inclusion, better living, health benefits, etc.
- Environmental: amount of waste avoided, amount of recycled raw materials, amount of CO₂ emissions avoided, etc.)

5.4 IMPLEMENTATION

The implementation plan is fixed. No changes shall be made to tasks, schedule, deliverables, milestones, etc. Only parts highlighted in yellow shall be updated.

5.4.1 Work Breakdown structure (KTE Execution)

Task number	1
Task title	Preparation for KTE
Task duration	M01
Lead partner	Name of the Manufacturing company
Other partners	Name of the other consortium partners
Objective of the task	
Objectives of the task are as follows: <ol style="list-style-type: none"> 1. Complete the Individual Mentoring Plan (IMP). 2. Setup the project on the RAMP marketplace (www.ramp.eu). 3. Define the project requirements. 4. Providing structured feedback about the execution of this task via interview and questionnaire. 	
Description of work	
<p>Task 1.1: With the support of the Better Factory, project members shall fill out the IMP. This shall include the allocation of Business, Technology and Art mentors, their goals and other needed information. The output of the task will be D1.1.</p> <p>Task 1.2: The project members shall setup the project on the RAMP marketplace. This includes registration of companies, registration of relevant employees (At least one Administrator and two distinct groups shall be created for the added employees with different rights. In case company do not have any other employees, this is not required.), and setting up projects for product(s) and automation solutions development.</p> <p>Task 1.3: Project partners shall define the product(s) and automation solutions development requirement. The technical requirements shall include hardware and software for the deployment of the RAMP IoT platform in the factory. The hardware shall at least fulfil the connectivity and deployment requirements for the project. These shall include: <ul style="list-style-type: none"> - Description of machines, robots, sensors, humans and management systems to be connected to the RAMP IoT platform. - Define the interfaces and requirements for connectivity with RAMP IoT platform of these machines, robots, sensors, humans and management systems. - Identify readily available IoT agents which will be used for connectivity and define if there is a need for the development of new IoT agents. The output of the task will be D1.2. </p> <p>Task 1.4: Members of the Manufacturing SME, Technology suppliers and Artist will be required to provide feedback on the execution of task and functionality of RAMP.</p>	

Deliverable					
#	Title	Type	Dissemination level	Lead partner	Due date
D1.1	Individual Mentoring Plan	Report	Confidential	Manufacturing SME	M01
D1.2	Requirements for project	Report	Confidential	Technology Supplier	M01
Description of the deliverable					
<p>The template for D1.1 will be provided by Better Factory and it will become part of the sub-grant agreement.</p> <p>The template for D1.2 will be provided by Better Factory.</p>					

Milestone		
#	Description	Verification
MS1.1	Individual Mentoring Plan is ready.	D1.1
MS1.2	Project requirements are ready.	D1.2
MS1.3	Project is set up on the RAMP marketplace.	RAMP data
MS1.4	Feedback on the execution of task has been collected.	RAMP data

Task number	2
Task title	Portfolio innovation
Task duration	M02 – M13
Lead partner	Name of the Artist
Other partners	Names of the consortium partners
Objective of the task	
<p>The purpose of the task is to diversify the product portfolio of the Manufacturing SME with a focus on business model innovation, based on customization or individualisation of new or existing products and/or services.</p> <p>The objectives of the task are as follows:</p> <ol style="list-style-type: none"> 1. Definition of the project requirements in RAMP 2. Performing an iterative process of rapid iteration 3. Demonstrate the new product use case prototype solution in the factory of the SME 4. Demonstrate the strategy of ideas solution on the RAMP 5. Providing structured feedback about the execution of this task via interview and questionnaire. <p>All tasks must be performed in the created “Project” on the RAMP.</p>	
Description of work	
<p>Task 2.1: The Manufacturing SME will set-up 2 different projects on the RAMP marketplace:</p> <ul style="list-style-type: none"> - A challenge-driven project with the Artist to develop a product portfolio innovation. In the challenge-driven project the new product development challenge will be described based on a specified problem and aimed at a specific domain. - A mission-driven project with the Artist to develop a strategy of ideas or prototypes. In the mission-driven project the artist will be involved to explore new paths to progress to respond to the direction set by the Manufacturing SMEs mission. <p>The output of the task will be D2.1</p> <p>Task 2.2: Artist shall:</p> <ul style="list-style-type: none"> - Use the art-enabled prototyping execution process to produce a new product use case (outcome challenge-driven project) and a strategy of ideas and prototypes (outcome mission-driven project) for the Manufacturing SME. - The process follows a 3 x 3-month process of 4-step rapid iterations: learn, ideate, experiment, build. <p>The output of the task will be D2.2 and D2.3</p> <p>Task 2.3: Members of the manufacturing SME, Technology Supplier and Artist will be required to provide feedback on the execution of task and functionality of the RAMP marketplace.</p>	

Deliverable					
#	Title	Type	Dissemination level	Lead partner	Due date
D2.1	Challenge-driven and mission-driven project requirements	Report	Confidential	Manufacturing SME & Artist	M03
D2.2	KTE demonstration – new product use case	Prototype	Confidential	Artist	M12
D2.3	KTE demonstration – strategy of ideas	Report	Confidential	Artist	M12
Description of the deliverable					
The template for D2.1 will be provided by Better Factory. Manufacturing SME will be required to demonstrate the milestones.					
Milestone					
#	Description			Verification	
MS2.1	Portfolio innovation Requirements defined			D2.1	
MS2.2	First portfolio innovation iteration cycle completed			Meeting with consortium and involved mentors in M6	
MS2.3	Second portfolio innovation iteration cycle completed			Meeting with consortium and involved mentors in M9	
MS2.4	Third portfolio innovation iteration cycle completed			Meeting with consortium and involved mentors in M12	
MS2.5	KTE demonstration of outcomes			D2.2 and D2.3	
MS2.6	Feedback on the execution of task has been collected.			RAMP data	

Figure 2.1: Task 2.2 process overview



Art-enabled prototyping process



Task number	3
Task title	Automation processes deployment
Task duration	M02 – M013
Lead partner	Name of the Technology supplier
Other partners	Names of the consortium partners
Objective of the task	
<p>Objectives of the task are as follows:</p> <ol style="list-style-type: none"> 1. Deployment of RAMP IoT platform in the factory. 2. Implementation of the automation solutions in the factory of Manufacturing SME accessible on RAMP. 3. Demonstration of the automation solutions in the factory of Manufacturing SME via RAMP. 4. Providing structured feedback about the execution of this task via interview and questionnaire. <p>All tasks must be performed in the created “Project” on the RAMP.</p>	
Description of work	
<p>Task 3.1: According to the identified hardware requirements in D1.2:</p> <ul style="list-style-type: none"> - The needed hardware shall be acquired and the RAMP IoT platform shall be deployed in the manufacturing SME’s factory. - The data connection between the RAMP IoT platform and RAMP marketplace shall be established. - The systems, robots, sensors and humans shall be acquired in the factory and connected to the RAMP IoT platform through proper interfaces. The hardware in the factory shall be ready to demonstrate and validate the software solutions by Technology Supplier during the KTE. - Using the ‘Graphs’ on RAMP marketplace, Manufacturing SME shall setup the data dashboards to visualize real-time data from all the connected devices identified in D1.2. Various data sets shall be grouped logically into various dashboards. - Using the “Factories” on RAMP marketplace, 3D model of the factory shall be setup by the Manufacturing SME. The 3D model shall visualize the real-time movement from all connected devices identified in D1.2. Various sections of the factory shall be divided into separated models as needed. <p>Task 3.2: Based on the factory automation use-cases defined in D1.2, the technology suppliers shall:</p> <ul style="list-style-type: none"> - Identify the list of software components which can be utilized from the existing RAMP software library. - Develop the additional needed software components. These components shall be uploaded to the RAMP ‘Software’ library. The developed components shall follow the Quality Assurance requirements for RAMP. - Develop the automation solutions using the existing and newly created software components on the RAMP marketplace. The solution shall be developed using the RAMP ‘Software’ development environment. - Demonstrate the developed solutions via data visualization dashboards and GUI on the RAMP. <p>The demonstration shall contribute to D3.1.</p> <p>Task 3.3: Members of the Manufacturing SME and Technology suppliers will be required to provide feedback on the execution of task and functionality of RAMP.</p>	

Deliverable					
#	Title	Type	Dissemination level	Lead partner	Due date
D3.1	Automation solutions	Demonstrator	Confidential	Technology Supplier(s)	M13
Description of the deliverable					
<p>Manufacturing SME will be required to demonstrate the solutions.</p> <p>The deliverable D3.1 will consist of:</p> <ul style="list-style-type: none"> - A professionally developed video of the fully implemented AE with either background commentary or captions explaining the KTE. The results from Task 2 shall also be included in the video. The format and requirements of the video will be provided by the Better Factory. - A success story in the format of I4MS catalogue. The results from Task 2 shall also be included in the success story. The format and requirements of the success story will be provided by the Better Factory. 					

Milestone		
#	Description	Verification
MS3.1	Platform deployed in the factory.	RAMP data
MS3.2	Automation solutions are demonstrated via RAMP	D2.1
MS3.3	Feedback on the execution of task has been collected.	RAMP data

Task number	4
Task title	Business scale-up
Task duration	M11-M16
Lead partner	Name of the Manufacturing company
Other partners	Name of the other consortium partners
Objective of the task	
<p>The objectives of the task are:</p> <ul style="list-style-type: none"> - Define the Automation Roadmap for implementing the automation solutions at the Manufacturing Company after the experiment. - Business plan to launch individualized and customized new products including the strategy to access the funds needed for the growth. - Business plan for Technology Suppliers to scale-up the automation solution and including additional customers on ther RAMP. 	
Description of work	
<p>Task 4.1: Manufacturing SME should:</p> <ul style="list-style-type: none"> - In cooperation and support from the Business mentor and Technology supplier, use the 'Automation Roadmap' tool on RAMP, to produce a 3-year roadmap report for the Manufacturing company for implementing the automation solutions based on the results from KTE. - Roadmap report should clearly state all remaining bottlenecks/limitations/challenges in the Manufacturing Company (identified partly with the help of Digitisation Audit) and the suggested technological solutions related directly to the challenges (a 3-year action plan) that together make up the Automation Roadmap report. <p>Task 4.2: Manufacturing company should:</p> <ul style="list-style-type: none"> - In cooperation and support from the Business mentor and Artist, Manufacturing company shall develop the business plan to launch individualized and customized new products including the strategy to access the funds needed for the growth. <p>Task 4.3: Technology Suppliers shall:</p> <ul style="list-style-type: none"> - Create the business case that concentrates on their offering through RAMP Marketplace. The business case shall include value proposition & business model for RAMP as well as a commercialization plan. - Technology Suppliers shall invite at least two new Manufacturing SMEs to the RAMP marketplace. Technology Suppliers shall prepare a feasible proposal for both Manufacturing SMEs for the deployment of automation technologies on the RAMP. <p>Task 4.4: Members of the manufacturing SME, Technology Supplier and Artist will be required to provide feedback on the execution of task and functionality of the RAMP marketplace.</p>	

Deliverable					
#	Title	Type	Dissemination level	Lead partner	Due date
D4.1	Automation Roadmap	DEM	Confidential	Manufacturing SME(s)	M16
D4.2	Manufacturing Business plan	SME Report	Confidential	Manufacturing SME(s)	M16

D4.3	Technology Business plan	Supplier	Report	Confidential	Technology Supplier	M16
Description of the deliverable						
The deliverable D4.1 will be prepared on www.RAMP.eu .						

Milestone		
#	Description	Verification
MS4.1	Automation roadmap ready	RAMP data
MS4.2	Business plans ready	D4.2, D4.3

Task number	5
Task title	Additional tasks assigned
Task duration	M1-M16
Lead partner	Name of the Manufacturing company
Other partners	Name of the other consortium partners
Objective of the task	
The objective of the task is to manage and deliver additional requirements assigned by the Better Factory project based on the evaluators' feedback.	
Description of work	
Task 5.1: Describe in detail how the Ethical and Safety issues will be managed during the AE. Task 5.2: Describe how the AE will manage and address the other additional requirements.	

Deliverable					
#	Title	Type	Dissemination level	Lead partner	Due date
Description of the deliverable					
The deliverables will depend as per assigned task.					



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