

# BETTER FACTORY

D3.4

## Call Announcement and Guide for Applicants 2.0 version 1.0

PUBLIC

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### Abstract

This deliverable includes the documents needed for the 2<sup>nd</sup> BETTER FACTORY Open Call for funding up to 9 Knowledge Transfer Experiments (KTE).

This version of the 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.
- All documents are available on the open call microsite, available at <https://better-factory.fundingbox.com/>

The Open Call is addressed to individual applications from Manufacturing SMEs/Mid-Caps, Artists and Technology Suppliers.

|  |   |
|--|---|
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## HISTORY OF CHANGES

| Date       | Version | Author     | Comments  |
|------------|---------|------------|---|
| 09.05.2022 | 1.0     | FundingBox | Initial version including call for Eols from Manufacturing SMEs/Mid-Caps and calls for Technology Suppliers and Artists |

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## EXECUTIVE SUMMARY

This deliverable includes all the documents needed for the 2<sup>nd</sup> BETTER FACTORY Open Call for funding up to 9 Knowledge Transfer Experiments (KTE).

This version of the deliverable contains the following documents:

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

This deliverable will be updated to include the documents for the Open Call for Full Proposals, due to be launched later on this year.

The final version of this deliverable will include all the documents needed for the 2<sup>nd</sup> BETTER FACTORY Open Call for funding up to 9 Knowledge Transfer Experiments (KTE).

The completed version of this deliverable contains the following documents:

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

# 1 Call announcement 2<sup>nd</sup> Call for EOIs

**Project Full name:** Grow your manufacturing business

**Project Acronym:** Better Factory

**Project Full name:** Grow your manufacturing business

**Grant agreement number:** 951813

**Call title:** Better Factory Second Open Call for Expressions of Interest from: Manufacturing SMEs, Automation technology Suppliers and Artists

**Opening date:** 25 April 2022

**Deadline:** 25 June 2022, at 17:00 (Brussels time)

**Expected duration of participation:** 2 months

**Total funding available:** € 1,800,000

**Submission & evaluation process:** <https://better-factory.fundingbox.com/>

**Further information:**

Contact & Help Desk: <https://spaces.fundingbox.com/spaces/better-factory-helpdesk-1>

More Information: <https://betterfactory.eu/>

**Task description:**

Submission of Expressions of Interest from Manufacturing SMEs/Mid-caps, Artists and Technology Suppliers.

The preselected applicants will follow a matchmaking process allowing them to prepare and submit a joint proposal to the Better Factory 2nd Open call for Full Proposals (to be announced in August 2022).

## 2 2<sup>nd</sup> Call for EoIs from Manufacturing SMEs/Mid-caps

### 2.1 Guidelines



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

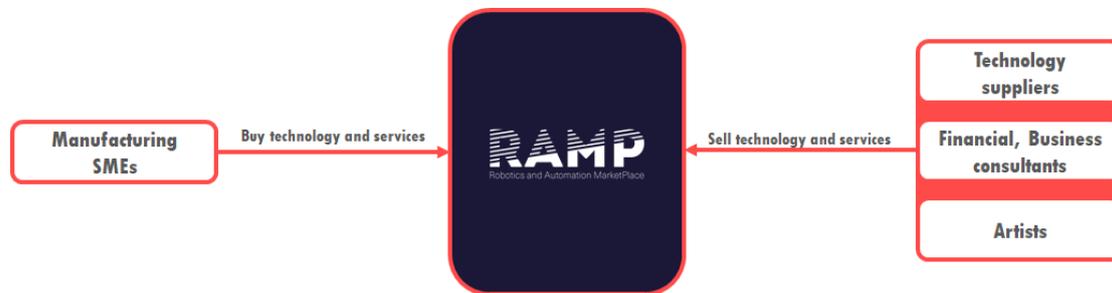
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### 2.1.1 Introduction to Better Factory

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](http://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 this Knowledge Transfer Program, **Better Factory will select 9 (nine) manufacturing SMEs, 9 (nine) Technology Suppliers and 9 (nine) Artists**. Each consortium of the trio (manufacturing SME + Technology Supplier + Artists) is referred to as a **Knowledge Transfer Experiment (KTE)**. These KTEs will include artists for artistic experimentation in the spirit of S+T+ARTS residencies program of the European Commission (see [starts.eu](http://starts.eu)). The KTEs will be supported to design new product lines and deploy automation solutions in the factory.

Better Factory will provide **up to EUR 200,000 to the 9 selected KTEs** and full support to the manufacturing SME/Mid-Cap to explore the possibilities of optimising their production and improving their products' design. If you are interested in improving your product design and your production, apply to this Call. By submitting your Expression of Interest, you will enter a pre-selection process and, if validated, the Better Factory consortium will assist you in identifying Artist and Tech Supplier partners to form the consortium for the full proposal call.

### 2.1.2 Overview and Summary of the Open Call Process

These guidelines summarise the main features of the **Call for Expressions of Interest (Eols)**, as a preliminary step to apply to the 2<sup>nd</sup> Better Factory Open Call for Full Proposals from Consortia that will end up with the selection of 9 KTEs.

This Call for Eols will be open

From **25 April 2022** at 00:00 CEST

Until **25 June 2022** at 17:00 CEST

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

The following industrial manufacturing 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 submit their EoI in the 2<sup>nd</sup> Better Factory Open Call.

The main objective of the EoIs is to find the best product design and production optimisation challenges. During this process, the Manufacturing SMEs/Mid-Caps will be able to find product design Artists and automation Technology Suppliers to support them to address these challenges and thus, ensure that a successful consortium and KTE is created.

The pre-selected individual applicants will be assisted by the Better Factory consortium to form the consortium which will be further supported to create and submit the full proposal.

[Technology Suppliers](#) and [Artists](#) are invited to apply in the 2<sup>nd</sup> Better Factory Call for Experts separately.

The steps within the 2<sup>nd</sup> Factory Better Open Call until the start of the Knowledge Transfer Program are as follows:

1. **Expressions of Interest** submission by Manufacturing SMEs/Mid-Caps (25 April-25 June 2022);
2. **Matchmaking process** for the pre-selected individual applicants, with the support of the Better Factory consortium (23 May-14 October 2022);
3. **Full proposal from consortia** preparation and submission by the matchmade consortium with Better Factory mentorship (1 September-15 November 2022);
4. **Selection process of the full proposals submitted by consortia**. This step will be fully detailed in the Guide for Applicants for Full Proposals (16 November 2022-end of January 2023).

#### 2.1.2.1 Expressions of Interest submission

Every Manufacturing SME/Mid-Cap should complete an online application form, and answer 28 questions to verify if compliance with the eligibility criteria for pre-selection in the Better Factory Call. This includes contact and legal information as well a digitization audit which will serve as a starting point for the matchmaking process. **Please make sure you go to the online form at [https://beta.ramp.eu/digitization\\_audit](https://beta.ramp.eu/digitization_audit) to fill in the questionnaire and upload it as pdf in the [application form](#).** The questionnaire and [detailed explanations](#) are available (at this link).

Any doubt about the formal aspects of the application modules, and IT issues of the submission system should be addressed to the [Helpdesk space](#). Any other doubt regarding the content of the application will be directed to and properly addressed by the experts in the Better Factory pre-selection sub-committee for Manufacturing SMEs/Mid-Caps.

This call for Expressions of Interest is open from **25 April 2022 at 00:00 CEST until 25 June 2022 at 17:00 CEST**. Only individual applications will be submitted during this period through the corresponding online platforms for each of the three categories of eligible applicants: Manufacturing SMEs/Mid-Caps, Artists and Technology Suppliers.

#### 2.1.2.2 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 are the key challenges and ambitions of your organisation 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 the steps, strategies and tools already undertaken to address your product design and production optimisation.

### Motivation

Describe what benefits you expect and what opportunities you will tackle from collaborating with an artist on innovating around your product portfolio and with a technology supplier on optimising 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](http://www.artdriveninnovation.eu)

### 2.1.2.3 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.

### 2.1.3 Matchmaking process

#### 2.1.3.1 Registration in RAMP

After the EoI has been submitted, a pre-selection process will be performed according to the criteria described in section 4.

The pre-selected applicant will be informed via e-mail and invited to register on RAMP following the instructions that will be provided by the Better Factory consortium. An invitation to register on RAMP will be sent after the pre-selection process is completed.

Based on the given challenge expressed by the Manufacturing SMEs through the Expression-of-Interest (Eoi), a progressive matchmaking with Technology suppliers and Artists will be initiated to ensure the creation of quality teams (consortia) that will prepare and submit their proposals to the Open Call for Full Proposals.

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

### 2.1.3.2 Contacting Artists and Tech Suppliers

The match-making process between Manufacturing SMEs/Mid-Caps and Technology Suppliers will be supported through different means, including the Robotics and Automation Marketplace (RAMP). RAMP is the space where Manufacturing SMEs/Mid-Caps will upload and disseminate their product portfolio, to be findable by Technology Suppliers to get in contact with them, to co-create their technical challenges. Once the Manufacturing SMEs/Mid-Caps have defined their challenges with the Technology Suppliers, Artists will be engaged, to develop, modify and individualise their products or design and develop new products and services. The pre-selected applicants will continuously be supported by members of the Better Factory consortium in every step of the process.

### 2.1.3.3 Full proposal from Consortia

Once the matchmaking process is completed, **Manufacturing SMEs/Mid-caps**, Technology Suppliers and Artists, acting as a Consortium and supported by Better Factory consortium, will collaborate to create joint proposal to be submitted to the Better Factory **2nd Open Call for Full Proposals from Consortia**. The artists will be part of the STARTS residency program and will contribute, in the spirit of this program, to artistic experimentation with technology to facilitate new uses of technology and to allow technology providers to make their technologies compatible with humans.

**The Better Factory Open Call for Full Proposals from Consortia will be launched in September 2022.**

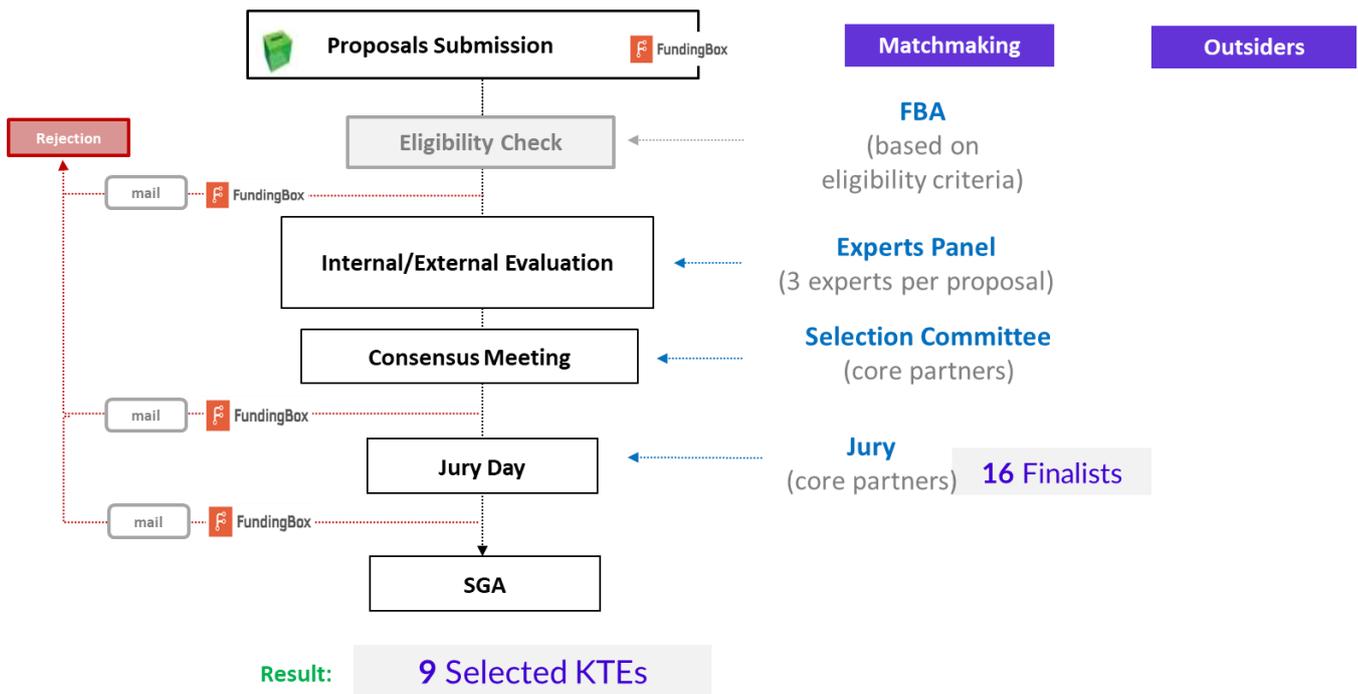
In the 2<sup>nd</sup> Open Call for Full Proposals from Consortia, eligible consortia are composed of **1 Manufacturing SME/Mid-Cap + 1 Artist + 1 Technology Supplier**.

Better Factory will provide the template for the full proposal and will support the pre-selected applicants to write the full proposal.

The evaluation of the proposals follows these steps:

- **Proposals submission:** full proposals by consortia of 1 manufacturing SME/Mid-Cap, 1 artist and 1 tech supplier.
- **Eligibility checks:** proposals which do not comply with the 'eligibility criteria' defined in the Guide for Applicants will be excluded and will not be shortlisted for the 'Eligible Applicants List'.
- **Internal /external evaluation:** individual evaluators, read and score the eligible proposals according to the established selection criteria.
- **Consensus meeting:** the 'Selection Committee' will consider the individual evaluation and will agree on the final score for each proposal and the 'Ranking List' of the best proposals.
- **Jury Day:** A Jury Day will be organised, to which 16 finalists will be invited to present their proposals for a final jury decision of the proposals which will be funded.

After the Jury Day, the winning proposals will be invited to provide some additional documents to validate their legal existence and a Sub-Grant Agreement will be signed.



#### 2.1.4 What do we offer?

As mentioned before, Better Factory will fund **9 Knowledge Transfer Experiments (KTEs)** via the **2<sup>nd</sup> Open Call for Full Proposals from Consortia**.

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

The value proposition for Manufacturing SMEs/Mid-Caps will be as follows:

- Connect with adequate Artists and automation Technology suppliers.
- Expand your business with new products and services.
- Test new technologies to turn your factory into a Lean-Agile production facility.
- Receive technical mentoring on your factory digital transformation.
- Get up to **EUR 50,000** for executing your experiment in a consortium with one Artist and one Tech Supplier.

#### 2.1.5 Manufacturing SMEs/MID-CAPs Eligibility Criteria

All Manufacturing SMEs must abide to all general requirements described in the Guidelines to be **eligible** for the 2<sup>nd</sup> Better Factory preliminary call.

##### 2.1.5.1 What types of entities are eligible?

Manufacturing SMEs and Mid-Caps, legally established in an eligible country as defined in 3.2, are eligible when they conform to the following:

A **Manufacturing SME** must comply with the Commission Recommendation 2003/361/EC (available here: [http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition\\_en](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 eligible to apply to this Call for EoIs.

#### 2.1.5.2 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.**

#### 2.1.5.3 English language

English is the official language for the Better Factory open calls. The proposal must be in English in all its mandatory parts 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.

### 2.1.6 Manufacturing SMEs/MID-CAPs Pre-Selection Criteria And Process

#### 2.1.6.1 Administrative and Eligibility Check

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

- Applicants are from an eligible country.
- The ability to work in English.
- All the mandatory fields in the application form are filled.
- The applicants provided sufficient information to define their challenges.

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

Eligible applications will then be evaluated by the pre-selection sub-committee for Manufacturing SMEs/Mid-Caps of the Better Factory consortium.

#### 2.1.6.2 Innovative challenges and technologies addressed by the EoIs

Better Factory consortium has created a pre-selection sub-committee which will act also as contact point for Manufacturing SMEs/Mid-Caps. The sub-committee will support the applicants technically (i.e., challenges to be addressed, technologies to be used, etc.) and address any content related doubts. The Better Factory consortium will ensure transparent and equal dissemination of all information to all interested parties.

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

### 2.1.6.3 Who does the pre-selection?

During the open call, the Better Factory pre-selection sub-committee for Manufacturing SME/Mid-Cap applicants will analyse periodically the applications received. The consortium will inform the pre-selected applicants by e-mail.

## 2.1.7 Submission System

### 2.1.7.1 How to submit the Eoi

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

**Manufacturing SMEs/Mid-caps**  
Click here to submit your Eoi:  
[Apply now](#)

**ARTISTS**  
Click here to submit your application:  
[Apply now](#)

**TECHNOLOGY SUPPLIERS**  
Click here to submit your application:  
[Apply now](#)

## Submit your Expression of Interest (Eoi) to the 2nd Better Factory Call for Experts

Starts on 25 April 2022 at 00:00 CET

Ends on 25 June 2022 at 17:00 CEST

[Apply now](#)

[Guidelines](#)

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

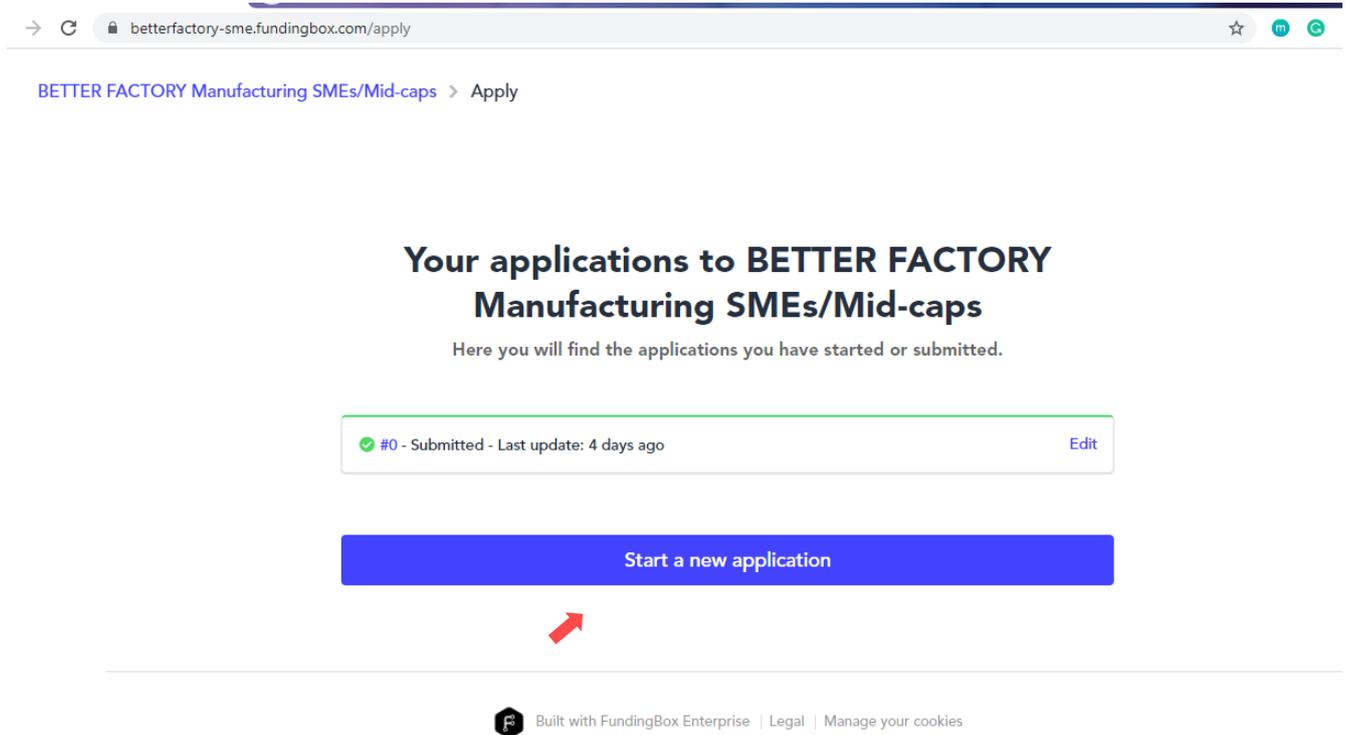
## Sign in with your FundingBox ID

[Forgot your password?](#)

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

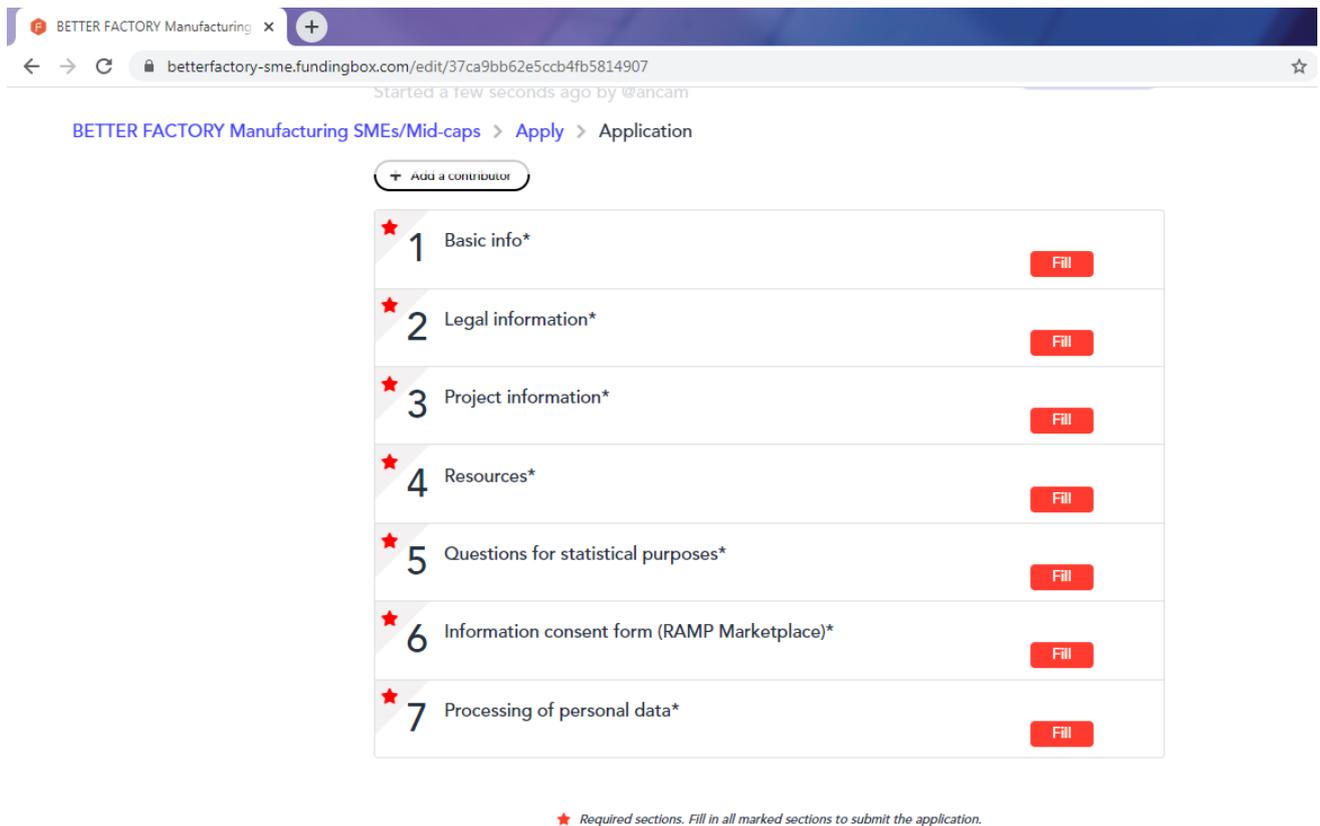
Verification email lost? [Send again](#)

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.



The screenshot shows a web browser window with the URL `betterfactory-sme.fundingbox.com/apply`. The page title is "BETTER FACTORY Manufacturing SMEs/Mid-caps > Apply". The main heading is "Your applications to BETTER FACTORY Manufacturing SMEs/Mid-caps". Below the heading, it says "Here you will find the applications you have started or submitted." There is a list of applications with one entry: "#0 - Submitted - Last update: 4 days ago" with an "Edit" link. A large blue button labeled "Start a new application" is prominently displayed. A red arrow points to this button. At the bottom, there is a footer with the text "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.

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

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

**The deadline for the submission of EoIs is 25 June 2022 at 17:00 CEST.**

#### 2.1.7.2 Multiple submissions

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

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

#### 2.1.8 Support for the Applicants

For more information about the 2<sup>nd</sup> 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:

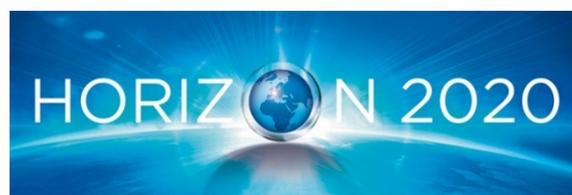
- your username, telephone number and your e-mail address,
- details of the specific problem (error messages you encountered, bugs descriptions, i.e., if a dropdown list is not working, etc.),

- screenshots of the problem.

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

### 2.1.9 General Disclaimer

1. Participation in this Call for Eols is voluntary and is aimed to help the process to prepare fitting consortia and proposals. Any Manufacturing SME/Mid-Cap can decide or not to take part in this process or apply directly a full proposal for the 2<sup>nd</sup> Better Factory Open Call for KTEs. Manufacturing SMEs can compose a consortium with any Artists and Technology Suppliers independently of whether they have or not participated in this preliminary call, and are or are not registered in RAMP.
2. A proposal that is pre-selected under this Call for Eols does not guarantee the selection to be funded and perform the KTE. Submitting a joint application to the 2<sup>nd</sup> Better Factory Open Call for KTEs 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, 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

## 2.2 Application form

### Manufacturing SMEs/Mid-Caps Expressions of Interest Application Form

<https://better-factory.fundingbox.com/pages/smes>

Welcome to the BETTER FACTORY 2nd Call for Expressions of Interest for Manufacturing SMEs and Mid-caps!

The Deadline for this Call is Saturday, 25 June 2022 at 17:00 (CEST).

Only applications in English will be admitted.

Finally, be aware that all information provided will be verified during the validation process and the detection of any false information will lead to exclusion.

Questions marked with (\*) are mandatory.

| Question   | Explanation text   |
|--|--|
| <b>1. Basic info</b>   |  |
| 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.)   | (http://, https://)  |
| Name of the contact person   | Enter your complete name (first name and last name), please.   |
| Contact person email address   | Please enter the email 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                                    |
| <b>2. Legal information</b>  |  |
| Legal name of your entity  | The legal name in the country where the company is incorporated. (max 75 characters)                       |
| Establishment/Registration country   | Take notice that only countries from the European Union, H2020 Associated countries and UK are eligible.   |
| Street name and number   | (max. 75 characters)   |
| Postal code  | textbox (25 characters)  |
| City   | Where your team or most of your the team members will be based   |
| Company registration number  | textbox (50 characters)  |
| VAT number (if applicable)   | textbox (50 characters)  |
| Website URL  | (http://, https://)  |
| Organisation size - Number of people employed in your organisation.  | 2<br>3-5<br>6-10<br>11-49<br>50-99<br>100-249<br>250-500<br>over 500                                       |
| Please refer to the Guidelines for a complete definition and select your entity's status.  | SME<br>Mid-Cap   |
| <b>3. Project information</b>  |  |

The following information will enable us to contact you and verify if you fill out the eligibility criteria for

|  |   |
|--|---|
| participating in the BETTER FACTORY project  |   |
| Sector(s)  | Plastic and Rubber<br>Furniture and Wood<br>Food and Agriculture<br>Construction<br>Metal and Machinery<br>Textile and Leather  |
| Description of key activities  | Please describe your products, the markets you are targeting (Business2Business / Business2Consumer), and your position in the value chain. (max 2000 characters)   |
| Description of key challenges and ambition   | Please provide a description of the key challenges and ambition your entity is focusing on, and how your entity is targeting them in terms of product diversification (new/improved products) and digital transformation (of production processes). (max 3000 characters) |
| Description of experience  | describe what you have already done to address your key product and digitalization challenges   |
| Motivation   | Describe what benefits you expect from collaboration with an artist on product portfolio and with a tech supplier on digitisation   |
| Value drivers of interest: Select which value drivers are most important for your company to grow. | Improve predictability<br>Improve safety<br>Empower people<br>Increase transparency<br>Improve productivity<br>Efficient use of resources<br>Cleaner production<br>Reduce waste   |
| Document attachment (pdf brochure / presentation)  | Optional. You can upload here a pdf document or presentation (Max 10 MB)  |

### 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) |
| Please fill in the digitization audit available at <a href="https://beta.ramp.eu/digitization_audit">https://beta.ramp.eu/digitization_audit</a> and upload the pdf to this application form. | Upload the digitisation audit here   |

### Ethical issues, data protection and privacy

|  |                                |
|--|--------------------------------|
| Are there any issues on ethics, data protection and privacy of relevance | Yes<br>No                      |
| If yes, please describe the issue(s)                                     | textbox (paragraph 1000 chars) |

### 4. Questions for statistical purposes

|  |  |
|--|--|
| How did you hear about BETTER FACTORY? | Social media,<br>e-mail campaigns,<br>Newsletter,<br>BETTER FACTORY website,<br>Internet search,<br>Regular media,<br>Partners' network, |
|--|--|

|   |   |       |
|---|---|-------|
|   | By word of mouth,<br>Other  |       |
| If your answer is "Partners' network", please specify   | (max 100 characters)  |       |
| If your answer is "other", please specify   | (max 100 characters)  |       |
| Is your organisation completely new in EU projects?   | Yes<br>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 Knowledge Transfer Experiment (KTE)? | Females<br>Males  |       |
| Types of customers: Which types of customers would use the product or service of the BETTER FACTORY KTE?  | Consumer<br>Business<br>Government<br>Indifferent<br>Other                |       |
| If your answer is "other", please specify   | (max 100 characters)  |       |
| Geographical scope: Select the targeted geographical areas for the products or services you offer.  | Regional<br>National<br>European<br>International<br>Other European areas | Union |
| 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 be continuously disseminated in the RAMP network and more specifically to the matchmaking process participants, leading to potentially significant improvements in the proposal content and consortium match. RAMP Marketplace focuses on providing complete and holistic solutions to specific problems and challenges. 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 register on RAMP. Please consult the RAMP Terms and Conditions at [https://www.ramp.eu/assets/legal-docs/RAMP\\_user\\_agreement.pdf](https://www.ramp.eu/assets/legal-docs/RAMP_user_agreement.pdf)  (yes)

### 6. Declaration of Honour

Please read carefully the statements below. You will not be able to change the statements after submission. By ticking the boxes below, I confirm that

I have read and understood the information about the project, as provided in the Guidelines for Manufacturing SMEs/Mid-Caps  Yes/No

I have been given the opportunity to ask questions about the project and my participation via helpdesk address  Yes/No

I voluntarily agree to participate in the Better  Yes/No

## Factory project

|  |            |
|--|------------|
| I understand I can withdraw at any time without giving reasons and that I will not be penalised for withdrawing nor will I be questioned on why I have withdrawn   | Yes/No     |
| I acknowledge that the evaluators and the European Commission and its bodies and agencies may have access to the data collected under this call  | Yes/No     |
| The data provided in the application form are true and up to date  | Yes/No     |
| The entity I represent meets the eligibility conditions described in the Guidelines  | Yes/No     |
| There is no conflict of interest between the company I represent and any of the Better Factory consortium partners   | TRUE/FALSE |
| Moreover, the entity I represent, or persons with power of representation, decision-making or control over the aforementioned legal entity:<br>is /are not bankrupt or being wound up, is not having its affairs administered by the courts, has not entered into an arrangement with creditors, has not suspended business activities, is not the subject of proceedings concerning those matters, or is not in any analogous situation arising from a similar procedure provided for in national legislation or regulations; | TRUE/FALSE |
| has/have not been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata  | TRUE/FALSE |
| has/have not been guilty of grave professional misconduct proven by any means which the contracting authority can justify, including by decisions of the European Investment Bank and international organisations  | TRUE/FALSE |
| is/are in compliance with their obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which it is established or with those of the country of the contracting authority or those of the country where the contract is to be performed   | TRUE/FALSE |
| has/have not been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organisation or any other illegal activity, where such illegal activity is detrimental to the Union's financial interests   | TRUE/FALSE |
| is/are not subject to an administrative penalty for being guilty of misrepresenting the information required by the contracting authority as a condition of participation in a grant award procedure or another procurement procedure, or failing to supply this information, or has/have not been declared to be in serious breach of their   | TRUE/FALSE |

obligations under contracts or grants covered by the Union's budget.

I did not make false declarations in supplying the information required, as a condition of participation in the Call or do not fail to supply this information

TRUE/FALSE

I confirm that none of the legal entities who are involved in the experiment consortium has received more than 100.000 EUR via open calls (Financial Support to Third Parties = FSTP = cascade funding) from H2020 I4MS (<https://i4ms.eu/>) and SAE (<https://smartanythingeverywhere.eu/>) projects.

TRUE/FALSE

I voluntarily agree to be registered at Better Factory Community at [https://spaces.fundingbox.com/c/i4ms/categories/Better-Factory-\(I4MS\)](https://spaces.fundingbox.com/c/i4ms/categories/Better-Factory-(I4MS)) and I understand that I can delete my profile from the above-mentioned Community by informing the Better Factory Team via helpdesk mail.

Yes/No

## 7. Processing of personal data

## Information clause for personal data processing in the Call for Expressions-of-Interest (Eols) from Manufacturing SMEs/Mid-Caps organized under Better Factory Project

### 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](mailto: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 realize the Project goals described in the Grant Agreement (e.g. communication, reporting, collaborating with other project partners)                   |   |   |
| 3) To consider potential complaints   |   |   |
| 4) To run a matchmaking process   |   |   |
| 5) To gather feedback from applicants when the Open Call is over to improve processes   |   |   |
| If an applicant has been selected to become the beneficiary of the project:   |   |   |
| 6) To collect the applicant's details and documentation necessary to verify its legal status. Data will be collected in separate form via FundingBox platform | Processing is necessary for the performance of a contract (based on Article 6, paragraph 1 (b) of GDPR)   |   |

### 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).

## 3 2<sup>nd</sup> Call for Experts from ARTISTS

### 3.1 Guidelines



# Guidelines for a Call for Experts from ARTISTS

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](http://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 9 (nine) manufacturing SMEs, 9 (nine) Technology Suppliers and 9 (nine) Artists**. Each consortium of the trio (manufacturing SME + Technology Supplier + Artists) is referred to as a **Knowledge Transfer Experiment (KTE)**. These KTEs will include artists for artistic experimentation in the spirit of S+T+ARTS residencies program of the European Commission (see [starts.eu](http://starts.eu)). The KTEs will be supported to design new product lines and deploy automation solutions in the factory.

Better Factory will provide **up to EUR 200,000 to the 9 selected KTEs** and full support to the manufacturing SMEs to explore the possibilities of optimising their production and improving their products' design. If you are interested to bring your artistic contribution to the improvement of the product design within one of the manufacturing companies, apply to this Call for Experts from Artists. By submitting your individual application, you will enter a pre-selection process and, if validated, the Better Factory consortium will assist you in identifying the Manufacturing SME/Mid-cap and Tech Supplier partners to form the consortium for the full proposal call.

### 3.1.2 Overview and Summary of the Open Call Process

These guidelines summarise the main features of the **Call for Artists** as a preliminary step to apply to the 2<sup>nd</sup> Better Factory Open Call that will end up with the selection of 9 KTEs.

This Call for Experts will be open

From **25 April 2022** at 00:00 CEST

Until **25 June 2022** at 17:00 CEST

With this Call for Experts, 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, 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. By participating in the Better Factory KTE experiment, Manufacturing SMEs/Mid-Caps and Artists will be able to develop new partnerships and create innovative 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.

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 pre-selected Artists will then enter a matchmaking process with Manufacturing SMEs/Mid-Caps and Technology suppliers to ensure the creation of a high quality consortium that can submit successful proposal to the Open Call for Full Proposals from Consortia and receive financial support to implement the manufacturing companies' challenges. The pre-selected individual applicants will be assisted by the Better Factory consortium to form the consortium as well as to create and submit the full proposal.

The steps within the 2<sup>nd</sup> Better Factory Open Call until the start of the Knowledge Transfer Program are as follows:

1. **Individual application** to the Artist call for experts (25 April-25 June 2022);
2. **Matchmaking process** for the pre-selected individual applicants, with the support of the Better Factory consortium (23 May-14 October 2022);
3. **Full proposal from consortia** preparation and submission by the matchmade consortium with Better Factory mentorship (1 September-15 November 2022);
4. **Selection process of the full proposals submitted by consortia.** This step will be fully detailed in the Guide for Applicants for Full Proposals (16 November 2022-end of January 2023).

#### 3.1.2.1 Individual application to the Artist call for experts

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

- Basic personal and legal information
- Autonomous artistic experience and practice through a portfolio question showing proof of previous relevant work
- Application domains worked so far (including Summary of Services offered)
- Motivation and expectations.

Any doubt about the formal aspects of the application modules, and IT issues of the submission system should be addressed to the [Helpdesk space](#). Any other doubt regarding the content of the application will be directed to and properly addressed by the experts in the Better Factory pre-selection sub-committee for Manufacturing SMEs/Mid-Caps.

This call for experts is open from **25 April 2022 at 00:00 CEST until 25 June 2022 at 17:00 CEST**. Only individual applications will be submitted during this period through the corresponding online platforms for each of the three categories of eligible applicants: Artists, Manufacturing SMEs/Mid-Caps and Technology Suppliers.

### 3.1.3 Matchmaking process

#### 3.1.3.1 Registration in RAMP

After the individual application submission, Artists will enter a pre-selection process according to the criteria described in section 4 of the current document.

Pre-selected applicants will be informed via e-mail and invited to register on RAMP (instructions will be provided by the Better Factory consortium). An invitation to register on RAMP will be sent after the pre-selection process is completed.

The matchmaking process will start as soon as the Tech Suppliers and manufacturing SMEs/Mid-Caps have defined their challenges to the Artists. The progressive matchmaking will be initiated to ensure the creation of quality teams (consortia) that will prepare and submit their proposals to the Open Call for Full Proposals from Consortia.

#### 3.1.3.2 Contacting Manufacturing SMEs/Mid-Caps and Tech suppliers

The contacts with Manufacturing SMEs/Mid-Caps and Technology Suppliers will be supported through different means, including the Robotics and Automation Marketplace (RAMP). RAMP is the space where Manufacturing SMEs/Mid-Caps will upload their product portfolio and through which Artists can get in contact with them, to develop, modify and individualise their products or develop new products and services. The pre-selected 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.

#### 3.1.3.3 Full proposal from Consortia

Once the matchmaking process is completed, Manufacturing SMEs/Mid-caps, Technology Suppliers and **Artists**, acting as a Consortium and supported by Better Factory consortium, will collaborate to create full proposals to be submitted to the Better Factory 2nd Open Call for Full Proposals from Consortia. The Artists will be part of the STARTS residency program and will contribute, in the spirit of this program, to artistic experimentation with technology to facilitate new uses of technology and to allow technology providers to make their technologies compatible with humans.

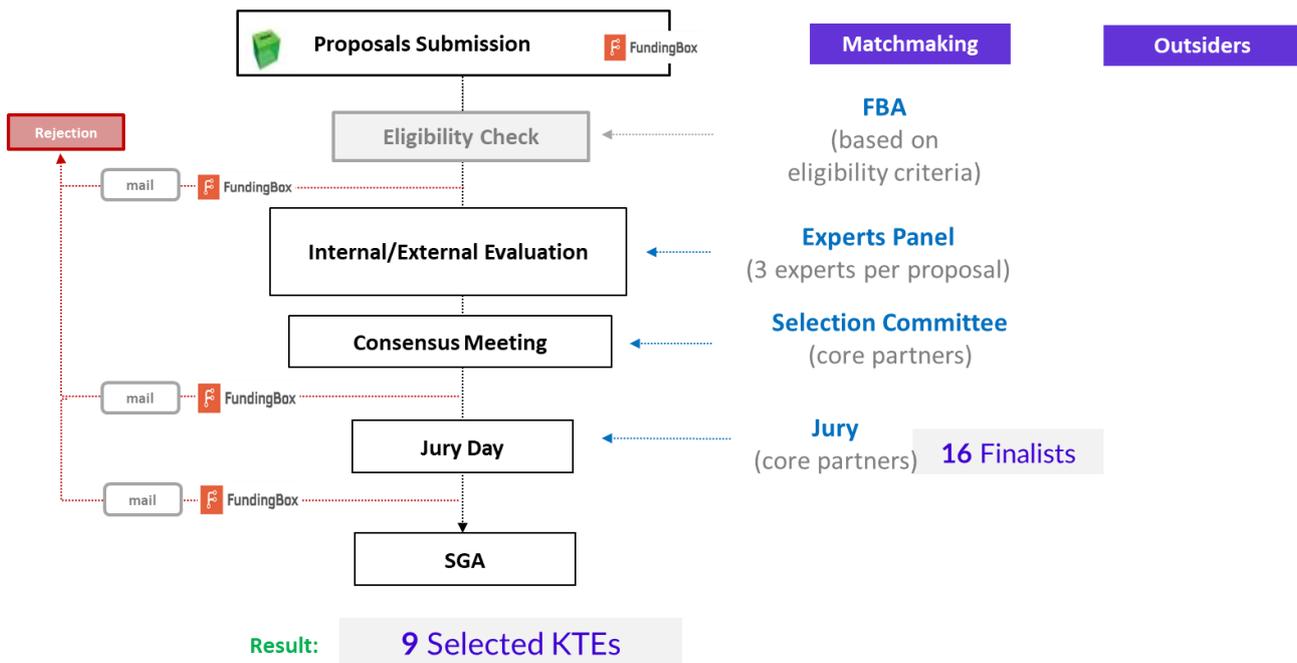
**The Better Factory Open Call for Full Proposals from Consortia will be launched in September 2022.**

In the Open Call for Full Proposals, 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 pre-selected applicants to write the full proposal.

The evaluation of the proposals follows these steps:

- **Proposals submission:** full proposals by consortia of 1 manufacturing SME/Mid-Cap, 1 artist and 1 tech supplier.
- **Eligibility checks:** proposals which do not comply with the 'eligibility criteria' defined in the Guide for Applicants will be excluded and will not be shortlisted for the 'Eligible Applicants List'.
- **Internal /external evaluation:** individual evaluators, read and score the eligible proposals according to the established selection criteria.
- **Consensus meeting:** the 'Selection Committee' will consider the individual evaluation and will agree on the final score for each proposal and the 'Ranking List' of the best proposals.
- **Jury Day:** A Jury Day will be organised, to which 16 finalists will be invited to present their proposals for a final jury decision of the proposals which will be funded.
- After the Jury Day, the winning proposals will be invited to provide some additional documents to validate their legal existence and a Sub-Grant Agreement will be signed.



### 3.1.4 What do we offer?

As mentioned before, Better Factory will fund **9 Knowledge Transfer Experiments (KTEs)** via the **2<sup>nd</sup> Open Call for Full Proposals from Consortia**.

**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 SMEs or Mid-Caps: up to EUR 50,000
- Artists: up to EUR 50,000
- Technology Suppliers: up to EUR 100,000

The value proposition for Artists will be as follows:

- Connect with Manufacturing SMEs/Mid-Caps to create new products and services.
- **Up to EUR 50,000** to demonstrate your creativity with Manufacturing SMEs/Mid-Caps.
- Support to find additional customers and unleash your creativity.
- Mentorship throughout the program.
- Trainings on how to use the RAMP platform to connect between stakeholders.
- Sell your creative services on the RAMP platform to Manufacturing SMEs and Mid-Caps.

### 3.1.5 Artist Eligibility Criteria

All artists must abide to the general requirements described in the Guidelines to be considered eligible for 2<sup>nd</sup> Better Factory preliminary call.

#### 3.1.5.1 What types of entities are eligible?

For this 2<sup>nd</sup> call for Artist Experts, 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, etc.

Artists must have already produced several artworks and provide relevant evidence for the jury to evaluate their artistic experience. Artists must submit 2 to 4 works as examples of previous work through the

portfolio section in the application form. Previous experience collaborating with industry SMEs and technology providers will be preferred but does not represent a condition for participation.

[Manufacturing SMEs/Mid-Caps](#) and [Technology suppliers](#) are invited to apply in the 2<sup>nd</sup> Better Factory Call for Experts separately. For your information, please see their definition below:

*A **Manufacturing SME** must comply with the [Commission Recommendation 2003/361/EC](https://ec.europa.eu/growth/smes/sme-definition_en) (available here: [https://ec.europa.eu/growth/smes/sme-definition\\_en](https://ec.europa.eu/growth/smes/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. Better Factory, defines a Mid-Cap as:*

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

***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.*

### 3.1.5.2 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.**

### 3.1.5.3 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:

- Minimum 3 years autonomous work experience.
- 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);
- Shared proof of at least 2 conducted autonomous art projects featuring novel concepts such as circular /green/ intelligent manufacturing, or AI -based novel production processes.
- Background or professional experience preferably in one of these 6 prioritised sectors:
  - 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, such as: Mission Driven Collaborative projects (Exploring new paths to progress) or Challenge Driven collaborative projects (Humanising Technology).

#### 3.1.5.4 English language

English is the official language for the Better Factory open calls communication, the applications and proposal. If the mandatory parts of the proposal are in any other language, the entire proposal 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.

#### 3.1.6 Artist Pre-Selection Criteria and Process

The submitted Artists' applications, will be validated by the Better Factory art pre-selection sub-committee 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:

##### 3.1.6.1 Administrative and Eligibility Check

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

- Applicant established in an eligible country (see 3.2);
- 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 evaluated according to the Quality and Operational Capacity Criteria.

##### 3.1.6.2 Quality and Operational Capacity Check

The second part of the validation process requires an in-depth assessment of the applicant. The quality and operational capacity of submitted applications will be reviewed by partner INOVA+, who will determine whether the applicant is qualified for the matchmaking process. The following criteria will be considered:

###### Artistic Experiment 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 conducting experiments and growth (in terms of potential to work with technology / interest in technology / curiosity and motivation to learn about).

During the open call, the Better Factory sub-committee for Artist applicants will analyse periodically the applications received. The consortium will inform the pre-selected applicants by e-mail.

### 3.1.7 Submission System

#### 3.1.7.1 How to submit the application

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

**Manufacturing SMEs/Mid-caps**  
Click here to submit your EoI:  
[Apply now](#)

**ARTISTS**  
Click here to submit your application:  
[Apply now](#)

**TECHNOLOGY SUPPLIERS**  
Click here to submit your application:  
[Apply now](#)

### Submit your Application to the Call for Experts in the 2nd Better Factory Call

**Starts on** 25 April 2022 at 00:00 CET  
**Ends on** 25 June 2022 at 17:00 CEST

[Apply now](#)

[Guidelines](#)

Better Factory invites Artists to register in the preliminary call towards a future application to the 2nd Better Factory Open Call together with a Manufacturing SME and a Technology Supplier.

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.

Apply Application Show history

Printed 3 hours ago by @ancam

|     |  |      |
|-----|--|------|
| ★ 1 | Basic info*                                  | Fill |
| ★ 2 | Legal information*                           | Fill |
| ★ 3 | Art Experience*                              | Fill |
| ★ 4 | Motivation*                                  | Fill |
| ★ 5 | Questions for statistical purposes*          | Fill |
| ★ 6 | Information consent form (RAMP Marketplace)* | Fill |
| ★ 7 | Declaration of Honour*                       | Fill |
| ★ 8 | Processing of personal data*                 | Fill |

Applications submitted by any other means will not be validated. Data provided should be actual, valid 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 validation process. The Call will be continuously open for applications, as the objective is to have a wide pool of artists.

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 25 June 2022 at 17:00 CEST.**

### 3.1.7.2 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 proposal which has been submitted and sent first for validation to the pre-selection sub-committee will be potentially pre-selected.

### 3.1.8 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](#)

### 3.1.9 General Disclaimer

1. Participation in this Call for Experts is voluntary and any Artist can decide or not to take part in this process or apply directly a full proposal for 2<sup>nd</sup> Better Factory Open Call for Full Proposals. Artists can compose a consortium with Manufacturing SMEs/Mid-Caps and Technology Suppliers independently of whether they have or not participated in this preliminary call and are or are not registered in RAMP.
2. A proposal that is pre-selected under this Call for Eols does not guarantee the selection to be funded and 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 and mandatory requirement to receive Financial Support to Third Parties (FSTP).
3. Thank you for 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

## 3.2 Application Form

### ARTISTS Call for Experts Application Form

<https://better-factory.fundingbox.com/pages/artists>

Welcome to the BETTER FACTORY 2nd Call for Experts from ARTISTS!

The Deadline for this Call is Saturday, 25 June 2022 at 17:00 (CEST).

Only applications in English will be admitted.

Finally, be aware that all information provided will be verified during the validation process and the detection of any false information will lead to exclusion.

*Questions marked with (\*) are mandatory.*

| Question   | Explanation text   |
|--|--|
| <b>1. Basic info</b>   |  |
| The following information will enable us to contact you and verify that you fill out the eligibility criteria for participating in the BETTER FACTORY project                |  |
| Title or Academic degree   | Add more rows if there is the case of more than one degree. (max 150 characters)                           |
| Online profile (LinkedIn profile, personal webpage etc.)   | (http://, https://)  |
| Name of the contact person   | Enter your complete name (first name and last name), please.   |
| Contact person/company email address   | Please enter the email 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.<br>E.g.: (+xx) xxxxxxxxx                                |
| Upload your CV   | (pdf file, Max 500 kB)   |
| <b>2. Legal information</b>  |  |
| 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 your entity (legal name, if applicable)  | The legal name in the country where the company is incorporated. (max 75 characters)                       |
| Establishment/Registration country   | Take notice that only countries from the European Union, H2020 Associated countries and UK are eligible.   |
| Street name and number   | (max. 75 characters)   |
| Postal code  |  |
| City   | Where your team or most of your the team members will be based   |
| Entity registration number   |  |
| VAT number (if applicable)   |  |
| Website URL  | (http://, https://)  |
| Are you an employee of any of the BETTER FACTORY project partners?   | If the answer is yes, you are not eligible for this call.  |
| <b>3. Art Experience</b>   |  |
| Please state your experience within each of below type of related ARTISTIC areas   |  |
| Please briefly describe your artistic statement.   | "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/>) (max. 300 characters)

Please describe which degree you received, in which year and at which Art Academy

Please describe 1 project that reflects your artistic practice and showcases relevant previous experience you might build upon during the KTE.

Define years of active artistic practice

3 - 10 years  
> 10 years"

#### 4. Motivation

What is your motivation in participating in the BETTER FACTORY project?

Please fill out the open question and express your motivation and expectations in participating in the BETTER FACTORY 2nd 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. You can always have a look at the previous selected KTEs, if you need some examples: <https://betterfactory.eu/knowledge-transfer-experiments/>

##### 4.1 Outcomes from Collaborations

Which outcomes/results do you expect to gain thanks to the collaborations with the industry?

(max 1000 characters)

##### 4.2 Expectations from Collaborations

Which knowledge/experience do you expect to bring into the collaborations with the industry partners? How about the knowledge/experience you are looking forward to achieving through your participation?

(max 1000 characters)

#### 5. Questions for statistical purposes

How did you hear about BETTER FACTORY?

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

S+T+ARTS

If your answer is "Partners' network", please specify  
If your answer includes "Other", please specify.

(max 100 characters)  
(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

#### 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 be continuously disseminated in the RAMP network and more specifically to the matchmaking process participants, leading to potentially significant improvements in the proposal content and consortium match. RAMP Marketplace focuses on providing complete and holistic solutions to specific problems and challenges. The he 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 register on RAMP. Please consult the RAMP

Terms and Conditions at

[https://www.ramp.eu/assets/legal-docs/RAMP\\_user\\_agreement.pdf](https://www.ramp.eu/assets/legal-docs/RAMP_user_agreement.pdf)

Yes

## 7. Declaration of Honour

Please read carefully the statements below. You will not be able to change the statements after submission. By ticking the boxes below, I confirm that

Yes/No

I have read and understood the information about the project, as provided in the Guidelines for Experts Artist

Yes/No

I have been given the opportunity to ask questions about the project and my participation via helpdesk address

Yes/No

I voluntarily agree to participate in the Better Factory project

Yes/No

I understand I can withdraw at any time without giving reasons and that I will not be penalised for withdrawing nor will I be questioned on why I have withdrawn

Yes/No

I acknowledge that the evaluators and the European Commission and its bodies and agencies may have access to the data collected under this call

Yes/No

The data provided in the application form are true and up to date

Yes/No

The entity I represent meets the eligibility conditions described in the Guidelines

TRUE/FALSE

There is no conflict of interest between the company I represent and any of the Better Factory consortium partners

Moreover, the entity I represent, or persons with power of representation, decision-making or control over the aforementioned legal entity:

TRUE/FALSE

is /are not bankrupt or being wound up, is not having its affairs administered by the courts, has not entered into an arrangement with creditors, has not suspended business activities, is not the subject of proceedings concerning those matters, or is not in any analogous situation arising from a similar procedure provided for in national legislation or regulations;

TRUE/FALSE

has/have not been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata

TRUE/FALSE

has/have not been guilty of grave professional

TRUE/FALSE

|   |            |
|---|------------|
| misconduct proven by any means which the contracting authority can justify, including by decisions of the European Investment Bank and international organisations  |            |
| is/are in compliance with their obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which it is established or with those of the country of the contracting authority or those of the country where the contract is to be performed  | TRUE/FALSE |
| has/have not been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organisation or any other illegal activity, where such illegal activity is detrimental to the Union's financial interests  | TRUE/FALSE |
| is/are not subject to an administrative penalty for being guilty of misrepresenting the information required by the contracting authority as a condition of participation in a grant award procedure or another procurement procedure, or failing to supply this information, or has/have not been declared to be in serious breach of their obligations under contracts or grants covered by the Union's budget. | TRUE/FALSE |
| I did not make false declarations in supplying the information required, as a condition of participation in the Call or do not fail to supply this information  | TRUE/FALSE |
| I confirm that none of the legal entities who are involved in the experiment consortium has received more than 100.000 EUR via open calls (Financial Support to Third Parties = FSTP = cascade funding) from H2020 I4MS ( <a href="https://i4ms.eu/">https://i4ms.eu/</a> ) and SAE ( <a href="https://smartanythingeverywhere.eu/">https://smartanythingeverywhere.eu/</a> ) projects.                           | Yes/No     |
| I agree to be included in the STARTS.EU database to facilitate the match making and that my portfolio information can be used for S+T+ARTs match making activities  | Yes/No     |
| I want to receive future info on calls and opportunities from S+T+ARTS  | Yes/No     |
| I voluntarily agree to be registered at Better Factory Community at <a href="https://spaces.fundingbox.com/c/i4ms/categories/Better-Factory-(I4MS)">https://spaces.fundingbox.com/c/i4ms/categories/Better-Factory-(I4MS)</a> and I understand that I can delete my profile from the above-mentioned Community by informing the Better Factory Team via helpdesk mail.  | Yes/No     |

## 8. Processing of personal data

## Information clause for personal data processing in the Call for Experts from ARTISTS organized under Better Factory Project

### 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](mailto: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 realize the Project goals described in the Grant Agreement (e.g. communication, reporting, collaborating with other project partners)                   |   |   |
| 3) To consider potential complaints   |   |   |
| 4) To run a matchmaking process   |   |   |
| 5) To gather feedback from applicants when the Open Call is over to improve processes   |   |   |
| If an applicant has been selected to become the beneficiary of the project:   |   |   |
| 6) To collect the applicant's details and documentation necessary to verify its legal status. Data will be collected in separate form via FundingBox platform | Processing is necessary for the performance of a contract (based on Article 6, paragraph 1 (b) of GDPR)   |   |

### 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).

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 those entities - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No.

## 4 2<sup>nd</sup> Call for TECHNOLOGY SUPPLIERS

### 4.1 Guidelines



## Guidelines for a Call from TECHNOLOGY SUPPLIERS

PUBLIC

### 4.1.1 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](http://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 this Knowledge Transfer Program, **Better Factory will select 9 (nine)** manufacturing SMEs, 9 (nine) Technology Suppliers and 9 (nine) Artists. Each consortium of the trio (manufacturing SME + Technology Supplier + Artists) is referred to as a **Knowledge Transfer Experiment (KTE)**. These KTEs will include artists for artistic experimentation in the spirit of S+T+ARTS residencies program of the European Commission (see [starts.eu](http://starts.eu)). The KTEs will be supported to design new product lines and deploy automation solutions in the factory.

Better Factory will provide **up to EUR 200,000 to the 9 selected KTEs** and full support to the manufacturing SMEs to explore the possibilities of optimising their production and improving their products' design. If you are interested in contributing to the improvement of the production facility within one of the manufacturing companies, apply to this Call for Technology Suppliers. By submitting your individual application, you will enter a pre-selection process and, if validated, the Better Factory consortium will assist you in identifying the Manufacturing SME/Mid-cap and Artist partners to form the consortium for the full proposal call.

### 4.1.2 Overview and Summary of the Open Call Process

The following guidelines summarise the main features of this **Call for Technology Suppliers**, as a preliminary step to apply to the 2<sup>nd</sup> Better Factory Open Call that will end up with the selection of 9 KTEs.

This Call for Technology Suppliers will be open

From **25 April 2022** at 00:00 CEST

Until **25 June 2022** at 17:00 CEST

With this Call, Better Factory is calling for **Technology Suppliers** that want to use advanced robotics and optimisation 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 the factory transformation to an agile production facility, which not only meets the current production demands of the manufacturing companies but at the same time enables them to manufacture a range of new and/or personalised products. The focus will be to minimise the production cost for the manufacturing companies by deploying many advanced robotics and optimisation technology to minimise the use of waste, energy, resources and logistic.

This call is a great opportunity for Tech Suppliers who seek to expand their collaborations and to scale up their technology.

The following industrial manufacturing sectors are prioritised:

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

The main objective of this call is to find the best production optimisation challenges based on the identified need of the manufacturing SME. The pre-selected Technology Suppliers will then enter a matchmaking process with Manufacturing SMEs/Mid-Caps and Artists to ensure the creation of a high quality consortium that can submit successful proposals to the 2<sup>nd</sup> Better Factory Open Call for Full Proposals from Consortia and receive financial support to implement the manufacturing companies' challenges. The pre-selected individual applicants will be assisted by the Better Factory consortium to form the consortium as well as to create and submit the full proposal.

[Manufacturing SMEs/Mid-Caps](#) and [Artists](#) are invited to apply in the 2<sup>nd</sup> Better Factory Call for Experts separately.

The steps within the 2<sup>nd</sup> Factory Better Open Call until the start of the Knowledge Transfer Program are as follows:

1. **Individual application** to the Technology Suppliers call for experts (25 April-25 June 2022);
2. **Matchmaking process** for the pre-selected individual applicants, with the support of the Better Factory consortium (23 May-14 October 2022);
3. **Full proposal from consortia** preparation and submission by the matchmade consortium with Better Factory mentorship (1 September-15 November 2022);
4. **Selection process of the full proposals submitted by consortia.** This step will be fully detailed in the Guide for Applicants for Full Proposals (16 November 2022-end of January 2023).

#### 4.1.2.1 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 your technical solutions, status of [technological readiness level \(TRL\)](#) and relevant industry sectors.
- Presence in international business or high market commercialisation potential.
- Research Development and Innovation, RDI co-operation experience;
- Type of organisation.

Any doubt about the formal aspects of the application modules, and IT issues of the submission system should be addressed to the [Helpdesk space](#). Any other doubt regarding the content of the application will be directed to and properly addressed by the experts in the Better Factory pre-selection sub-committee for Manufacturing SMEs/Mid-Caps.

This call for experts is open from **25 April 2022 at 00:00 CEST until 25 June 2022 at 17:00 CEST**. Only individual applications will be submitted during this period through the corresponding online platforms for

each of the three categories of eligible applicants: Artists, Manufacturing SMEs/Mid-Caps and Technology Suppliers.

### 4.1.3 Matchmaking process

#### 4.1.3.1 Registration in RAMP

After the individual application submission, a pre-selection process will be performed as described in section 4 of the current document.

Pre-selected applicants will be informed via e-mail and invited to register on RAMP (instructions will be provided by the Better Factory consortium). An invitation to register on RAMP will be sent after the pre-selection process is completed.

Based on a given challenge expressed by a Manufacturing SMEs through an Expression-of-Interest (EoI), a progressive matchmaking with Technology suppliers and Artists will be initiated to ensure the creation of quality teams (consortia) that will submit their proposals to the 2<sup>nd</sup> Open Call for Full Proposals from Consortia.

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

#### 4.1.3.2 Contacting Manufacturing SMEs/Mid-Caps and Artists

The contacts with Manufacturing SMEs/Mid-Caps and Technology Suppliers will be supported through different means, including the Robotics and Automation Marketplace (RAMP). RAMP is the space where Manufacturing SMEs/Mid-Caps will upload their product portfolio and through which Technology Suppliers can get in contact with them, to define their technical challenges. The pre-selected 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.

#### 4.1.3.3 Full Proposal from Consortia

Once the matchmaking process is completed, Manufacturing SMEs/Mid-Caps, **Technology Suppliers** and Artists, acting as a Consortium and supported by Better Factory consortium, will collaborate to create a joint proposal to be submitted to the Better Factory **2<sup>nd</sup> Open Call for Full Proposals from Consortia**.

**The Better Factory Open Call for Full Proposals from Consortia will be launched in September 2022.**

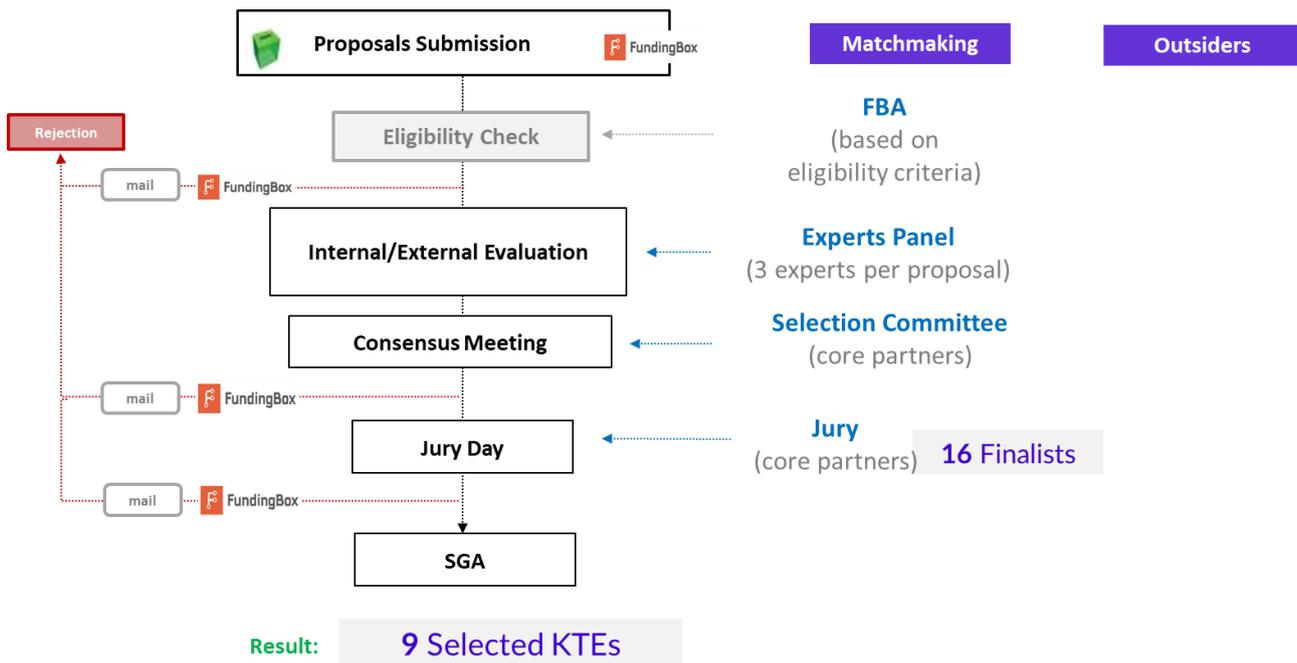
In this Open Call, applicants will be forming consortia composed of **1 Manufacturing SME/Mid-Cap + 1 Artist + 1 Technology Supplier**.

Better Factory will provide the template for the full proposal and will support the pre-selected applicants to write the full proposal.

The evaluation of the proposals follows these steps:

- **Proposals submission:** full proposals by consortia of 1 manufacturing SME/Mid-Cap, 1 artist and 1 tech supplier.
- **Eligibility checks:** proposals which do not comply with the 'eligibility criteria' defined in the Guide for Applicants will be excluded and will not be shortlisted for the 'Eligible Applicants List'.
- **Internal /external evaluation:** individual evaluators, read and score the eligible proposals according to the established selection criteria.
- **Consensus meeting:** the 'Selection Committee' will consider the individual evaluation and will agree on the final score for each proposal and the 'Ranking List' of the best proposals.
- **Jury Day:** A Jury Day will be organised, to which 16 finalists will be invited to present their proposals for a final jury decision of the proposals which will be funded.

After the Jury Day, the winning proposals will be invited to provide some additional documents to validate their legal existence and a Sub-Grant Agreement will be signed.



#### 4.1.4 What do we offer?

As aforementioned, Better Factory will fund **9 Knowledge Transfer Experiments (KTEs)** via the **2<sup>nd</sup> Open Call for Full Proposals from Consortia**.

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

The value proposition for Tech Suppliers will be as follows:

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

#### 4.1.5 Tech Supplier Eligibility Criteria

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

##### 4.1.5.1 What types of entities are eligible?

Better Factory is looking for Tech suppliers established in an eligible country as defined in subsection 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 **SME** must comply with the Commission Recommendation 2003/361/EC (available here: [http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition\\_en](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. Better Factory, defines a Mid-Cap as:

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

Please note that a 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.

#### 4.1.5.2 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**.

#### 4.1.5.3 Expertise and other experience criteria

The validated Technology Suppliers applicant should:

- Prove previous successful cases of collaboration with manufacturing companies.
- Have expertise and convincingly demonstrate experience on optimizing the following challenges in the manufacturing process:
  - Optimization of manufacturing resources (energy, material, space, water, reduction of CO<sub>2</sub> etc.)
  - Factory process flow automation
  - Automation and optimization of intra-factory logistics
  - Collaborative and cognitive robotics
- As aforementioned, the following industrial sectors will be prioritised:
  - Plastic and Rubber;
  - Furniture and Wood;
  - Food and Agriculture;
  - Construction;
  - Metal and Machinery;
  - Textile and Leather.
- Have experience in working in collaborative international environments and be interested to commercialise results and experience gained out of this KTE.

- Convincingly demonstrate the interest, need and added value of collaborating with manufacturing companies and Artists on RAMP.

#### 4.1.5.4 English language

English is the official language for the open calls communication, the applications and proposal. If the mandatory parts of the proposal are written in any other language, the entire proposal will not be eligible. If only the nonmandatory parts of the proposal are submitted in a language different from English, those parts will not be evaluated but the proposal will be still considered eligible.

#### 4.1.6 Tech Supplier Pre-Selection Criteria and Process

The submitted applications will be validated by the Better Factory art pre-selection sub-committee. 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:

##### 4.1.6.1 Administrative and Eligibility Check

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

- Applicants are from an eligible country.
- The ability to work in English.
- All the mandatory fields in the application form are filled.
- The applicants provided sufficient information to prove their technology experience.

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

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

##### 4.1.6.2 Quality and Operational Capacity Check

The second part of the validation process requires an in-depth assessment of the application. The quality and operational capacity of the 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 considered:

Technology Criteria:

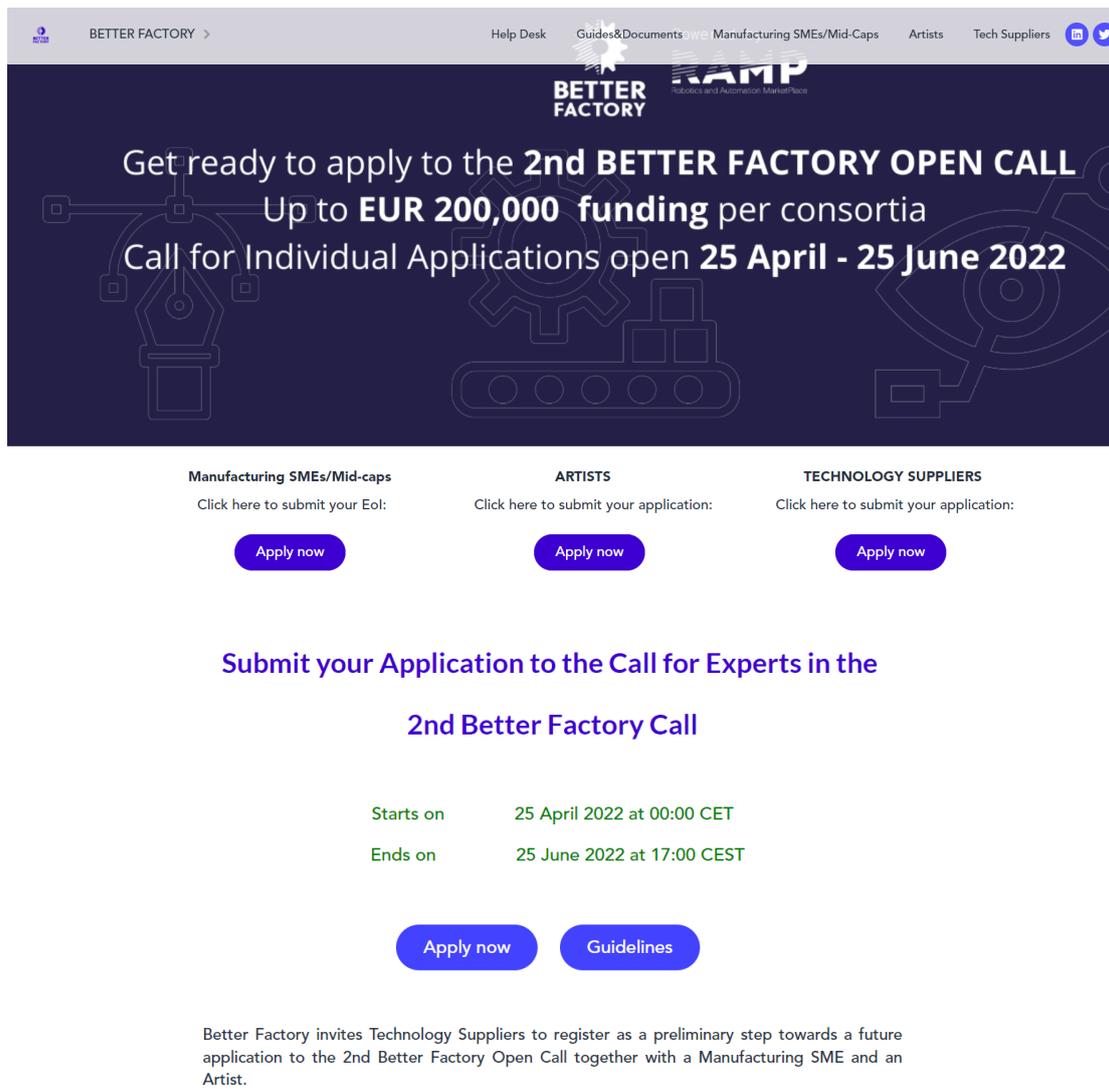
1. To what extent applicants have the experience and technological tools and competences in their technology challenges to successfully collaborate in a KTE.
2. To what extent applicants address one of the industrial sectors being prioritised by Better Factory.
3. To what extent there is real business benefit for the Technology supplier to reach the market growth and commercialisation of the solution, together with presence in national and international markets.

While the call is open, the Better Factory sub-committee for Tech Supplier applicants will analyse periodically the applications received. The consortium will inform the pre-selected applicants by e-mail.

#### 4.1.7 Submission System

##### 4.1.7.1 How to submit the application

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



**BETTER FACTORY**

Help Desk Guides&Documents Manufacturing SMEs/Mid-Caps Artists Tech Suppliers

**BETTER FACTORY** **RAMP**  
Robotics and Automation MarketPlace

Get ready to apply to the **2nd BETTER FACTORY OPEN CALL**  
Up to **EUR 200,000** funding per consortia  
Call for Individual Applications open **25 April - 25 June 2022**

**Manufacturing SMEs/Mid-caps**  
Click here to submit your EoI:  
[Apply now](#)

**ARTISTS**  
Click here to submit your application:  
[Apply now](#)

**TECHNOLOGY SUPPLIERS**  
Click here to submit your application:  
[Apply now](#)

**Submit your Application to the Call for Experts in the  
2nd Better Factory Call**

Starts on 25 April 2022 at 00:00 CET  
Ends on 25 June 2022 at 17:00 CEST

[Apply now](#) [Guidelines](#)

Better Factory invites Technology Suppliers to register as a preliminary step towards a future application to the 2nd Better Factory Open Call together with a Manufacturing SME and an Artist.

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.

STATUS: DRAFT  
2nd OC > Apply > Application Show history

|     |  |      |
|-----|--|------|
| ★ 1 | Basic info*                                  | Fill |
| ★ 2 | Legal information*                           | Fill |
| ★ 3 | Technology supplier information*             | Fill |
| ★ 4 | Ethical issues, data protection and privacy* | Fill |
| ★ 5 | Questions for statistical purposes*          | Fill |
| ★ 6 | Declaration of Honour*                       | Fill |
| ★ 7 | Information consent form (RAMP Marketplace)* | Fill |
| ★ 8 | 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 fill all the necessary form fields, which is available in [Word format](#) if working off-line is needed before fulfilling the online application.

Tech Suppliers can apply during the two -month call period, and the results will be announced to the applicants 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 deadline no additions or changes will be considered.

**The deadline for the call for Technology Suppliers is 25 June 2022 at 17:00 CEST.**

#### 4.1.7.2 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 proposal which has been submitted and sent first for validation to the pre-selection sub-committee will be potentially pre-selected.

#### 4.1.8 Support for The Applicants

For more information about the 2<sup>nd</sup> 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](#).

#### 4.1.9 General Disclaimer

1. Participation in this Call for Tech Suppliers is voluntary and any Tech Supplier can decide or not to take part in this process or apply directly a full proposal for 2<sup>nd</sup> Better Factory Open Call for Full Proposals. Tech Suppliers can compose a consortium with Manufacturing SMEs/Mid-Caps and Artists independently of whether they have or not participated in this preliminary call, and are or are not registered in RAMP.
2. A proposal that is pre-selected under this Call for Eols does not guarantee the selection to be funded and perform the KTE. Submitting a joint application to the 2<sup>nd</sup> Better Factory Open Call for KTEs and being selected by the BETTER FACTORY Consortium is the general and mandatory 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.




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della Svizzera italiana  
**SUPSI**




























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

## 4.2 Application Form

### TECHNOLOGY SUPPLIERS Call for experts Application Form

<https://better-factory.fundingbox.com/pages/tech>

Welcome to the BETTER FACTORY 2nd Call for TECHNOLOGY SUPPLIERS!

The Deadline for this Call is Saturday, 25 June 2022 at 17:00 (CEST)  
Only applications in English will be admitted.

Finally, be aware that all information provided will be verified during the validation process and the detection of any false information will lead to exclusion.

*Questions marked with (\*) are mandatory.*

| Question  | Explanation text  |
|---|---|
| <b>1. Basic info</b>  |   |
| Contact person name   | Enter your complete name (first name and last name), please.  |
| Contact person email address  | Please enter the email 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   |
| <b>2. Legal information</b>   |   |
| The following information will enable us to contact you and verify if you fill 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. (max 75 characters)  |
| Establishment/Registration country  | Take notice that only countries from the European Union, H2020 Associated countries and UK are eligible.  |
| Street name and number  | (max. 75 characters)  |
| Postal code   |   |
| City  | Where your team or most of your the team members will be based  |
| Company registration number   |   |
| VAT number (if applicable)  |   |
| Website URL   | (http://, https://)   |
| Organisation size   | Number of people employed in your organisation.   |
| Type of organisation  | For the definitions of the types of organisations, please check the Guidelines for Technology Suppliers.  |
| If your answer is "Other", please specify   | (max. 100 characters)   |
| Please refer to the Guidelines for a complete definition and select your entity's status.   |   |
| <b>3. Technology supplier information</b>   |   |
| This is the necessary input from you to enable us to identify your background and expertise and, if validated, to match you with compatible 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 |

|   |  |
|---|--|
| Sector(s)   | characters).<br>Plastic and Rubber<br>Furniture and Wood<br>Food and Agriculture<br>Construction<br>Metal and Machinery<br>Textile and Leather   |
| Technology Readiness Level of your component. Which of the following best describes your current status at a technological level?   | TRL 1 – basic principles observed<br>TRL 2 – technology concept formulated<br>TRL 3 – experimental proof of concept<br>TRL 4 – technology validated in lab<br>TRL 5 – technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)<br>TRL 6 – technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)<br>TRL 7 – system prototype demonstration in operational environment<br>TRL 8 – system complete and qualified<br>TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space) |
| International business  | Are you operating at an international level? Do you run any operations abroad? Shortly describe your international business or high market commercialisation potential. (max 1000 characters)  |
| Research, Development and Innovation (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)  |
| Describe previous collaborations with manufacturing companies.  | List up to 3 projects/contracts and provide proof of the collaboration(s) by including links, pdf document, announcement on websites, etc  |
| Proof of collaboration  | Upload a document: pdf, jpg  |
| Expertise in optimizing one or several of the following challenges in the manufacturing process. Select the challenge(s) you have worked on optimizing within a collaboration with manufacturing company. | Optimization of manufacturing resources (energy, material, space, water, reduction of CO2 etc.).<br>Factory process flow automation.<br>Automation and optimization of intra-factory logistics.<br>Collaborative and cognitive robotics.<br>Other.<br>None.<br>If Other, please detail   |
| Do you have experience in working in collaborative international environments?  | Please describe your experience in collaborative international environments.   |
| 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. (max   |

|  |  |
|--|--|
| Are you willing to collaborate with manufacturing companies and Artists on RAMP? | 1500 characters)<br>Yes/No   |
| Document attachment (pdf brochure / presentation)                                | Optional. You can upload here a presentation in pdf of your entity and your technologies, product and services (Max. 10MB) |

#### Ethical issues, data protection and privacy

|  |                                |
|--|--------------------------------|
| Are there any issues on ethics, data protection and privacy of relevance | Yes<br>No                      |
| If yes, please describe the issue(s)                                     | textbox (paragraph 1000 chars) |

#### 4. Questions for statistical purposes

|   |  |
|---|--|
| How did you hear about BETTER FACTORY?  | Social media<br>e-mail campaigns<br>Newsletter<br>BETTER FACTORY website<br>Internet search<br>Regular media<br>Partners' network<br>By word of mouth<br>Other |
| If your answer is "Partners' network", please specify   | (max 100 characters)   |
| If your answer is "Other", please specify.  | (max 100 characters)   |
| Is your organisation completely new in EU projects?   | Yes<br>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<br>Males   |
| Types of customers: Which types of customers would use the product or service of the BETTER FACTORY KTE?          | Consumer<br>Business<br>Government<br>Indifferent<br>Other   |
| If your answer includes "Other", please specify.  | (max 100 characters)   |
| Geographical scope: Select the targeted geographical areas for the services you offer.                            | Regional<br>National<br>European<br>International<br>Other European areas  |
| If your answer is "other European areas", please specify.   | (max 200 characters)<br>Union  |

#### 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 register on RAMP. Please consult the RAMP Terms and Conditions at [https://www.ramp.eu/assets/legal-docs/RAMP\\_user\\_agreement.pdf](https://www.ramp.eu/assets/legal-docs/RAMP_user_agreement.pdf)  (yes)

## 6. Declaration of Honour

Please read carefully the statements below. You will not be able to change the statements after submission. By ticking the boxes below, I confirm that

I have read and understood the information about the project, as provided in the Guidelines for Technology Suppliers  Yes/No

I have been given the opportunity to ask questions about the project and my participation via helpdesk address  Yes/No

I voluntarily agree to participate in the Better Factory project  Yes/No

I understand I can withdraw at any time without giving reasons and that I will not be penalised for withdrawing nor will I be questioned on why I have withdrawn  Yes/No

I acknowledge that the evaluators and the European Commission and its bodies and agencies may have access to the data collected under this call  Yes/No

The data provided in the application form are true and up to date  Yes/No

The entity I represent meets the eligibility conditions described in the Guidelines  Yes/No

There is no conflict of interest between the company I represent and any of the Better Factory consortium partners  TRUE/FALSE

Moreover, the entity I represent, or persons with power of representation, decision-making or control over the aforementioned legal entity:

is /are not bankrupt or being wound up, is not having its affairs administered by the courts, has not entered into an arrangement with creditors, has not suspended business activities, is not the subject of proceedings concerning those matters, or is not in any analogous situation arising from a similar procedure provided for in national legislation or regulations;  TRUE/FALSE

has/have not been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata  TRUE/FALSE

has/have not been guilty of grave professional misconduct proven by any means which the contracting authority can justify, including by decisions of the European Investment Bank and international organisations  TRUE/FALSE

is/are in compliance with their obligations relating to the payment of social security contributions or the  TRUE/FALSE

payment of taxes in accordance with the legal provisions of the country in which it is established or with those of the country of the contracting authority or those of the country where the contract is to be performed

has/have not been the subject of a judgment which TRUE/FALSE

has the force of res judicata for fraud, corruption, involvement in a criminal organisation or any other illegal activity, where such illegal activity is detrimental to the Union's financial interests

is/are not subject to an administrative penalty for TRUE/FALSE

being guilty of misrepresenting the information required by the contracting authority as a condition of participation in a grant award procedure or another procurement procedure, or failing to supply this information, or has/have not been declared to be in serious breach of their obligations under contracts or grants covered by the Union's budget.

I did not make false declarations in supplying the TRUE/FALSE

information required, as a condition of participation in the Call or do not fail to supply this information

I confirm that none of the legal entities who are TRUE/FALSE

involved in the experiment consortium has received more than 100.000 EUR via open calls (Financial Support to Third Parties = FSTP = cascade funding) from H2020 I4MS (<https://i4ms.eu/>) and SAE (<https://smartanythingeverywhere.eu/>) projects.

I voluntarily agree to be registered at Better Factory Yes/No

Community at

[https://spaces.fundingbox.com/c/i4ms/categories/Better-Factory-\(I4MS\)](https://spaces.fundingbox.com/c/i4ms/categories/Better-Factory-(I4MS)) and I understand that I can delete my profile from the above-mentioned Community by informing the Better Factory Team via helpdesk mail

## 7. Processing of personal data

## Information clause for personal data processing in the Call from TECHNOLOGY SUPPLIERS organized under Better Factory Project

### 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](mailto: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 realize the Project goals described in the Grant Agreement (e.g. communication, reporting, collaborating with other project partners)                   |   |   |
| 3) To consider potential complaints   |   |   |
| 4) To run a matchmaking process   |   |   |
| 5) To gather feedback from applicants when the Open Call is over to improve processes   |   |   |
| If an applicant has been selected to become the beneficiary of the project:   |   |   |
| 6) To collect the applicant's details and documentation necessary to verify its legal status. Data will be collected in separate form via FundingBox platform | Processing is necessary for the performance of a contract (based on Article 6, paragraph 1 (b) of GDPR)   |   |

### 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).

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 those entities - the so-called Standard Contractual Clauses. This means that in accordance with the decision of the European Commission No.

## 5 Frequently Asked Questions (FAQs)



# Frequently Asked Questions (FAQs)

## Better Factory 2<sup>nd</sup> Individual Call Expressions of Interests and Call for Experts

Application submission starts on: 25 April 2022, 00:00 CEST

Submission deadline is: 25 June 2022, 17:00 CEST



## 5.1 ADMINISTRATIVE ASPECTS

### 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 Individual Calls, the applicants have the opportunity:

1. to enter the pre-selection process for Manufacturing SMEs/Mid-Caps, Artists and Tech Suppliers,
2. to be assisted in the matchmaking process by the Better Factory consortium,
3. to form a team, known as Knowledge Transfer Experiment
4. to create and submit the Full Proposal in the 2nd Better Factory Open Call

### Why should you apply?

If you are a manufacturing SME/Mid-Cap, 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 identify the most adequate partners to engage in a set of one-year collaborative experiments to redesign manufacturers product portfolio. The formed consortia will submit the full proposal with a chance to access a variety of services and technology and EUR 200,000 funding.

### Who can apply?

Only individual applications from:

- Manufacturing SMEs/Mid-Caps
- Artists
- Technology suppliers

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

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

### 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.

### What is the Knowledge Transfer Program about?

9 most innovative KTEs in the 2<sup>nd</sup> Better Factory Open call for Full Proposals 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 [Guidelines for Applicants](#).

### **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 [Guidelines for Applicants](#).

### **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 [Guidelines for Applicants](#).

### **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.

### **How long does it take to fill in the application?**

The application form must be submitted individually by each category of eligible applicant through the Better Factory microsites. The completion of the application can take 1 to 3 days. Please refer to the specific [Guidelines](#) to fully understand the required information and see the application form per each applicant.

You will be able to add contributors to your application so that your team (if it's the case) can tackle their application area and you will be done quicker.

Considering that specific character limits have been established for some sections of the online application form, we encourage you to keep your proposal focused on the requested information keeping in mind that this pre-selection process is a competitive one and the most suitable applicants will be pre-selected.

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

### **Can an applicant submit two applications?**

Since this is an individual application where the purpose is to highlight the challenges of your manufacturing business (in the case of the manufacturing SMEs/Mid-caps, prove your artistic expertise in the case of the Artists and describe the technology you own and can contribute with in the manufacturing sector for tech suppliers), only one application per entity will be considered. The first application to enter the pre-selection process will be considered for validation by the pre-selection sub-committee which will evaluate proposals every two weeks. Subsequent applications will not be considered.

### **Which are the eligibility criteria to assess the applications?**

The proposals will be pre-selected according to the eligibility criteria described in each of the [Guidelines](#) for individual applicants.

### **Which are the pre-selection phases and the expected schedule?**

All submitted individual applications will enter the pre-selection process every two weeks. However, be aware that this timeframe might be altered depending on the number of proposals submitted. Irrespective of the results, all applicants will receive an email with the outcome of the pre-selection process

### **Does the Artist or Tech Supplier have to invoice the Manufacturing Company?**

In case they are pre-selected and join a consortium granted the financing at the subsequent phases, there should be no invoicing among the members of the consortium, as the financial support is equity-free grant

and should be registered as such in each member's accountancy. However, it is advisable to consult your local tax advisor to make sure you are fully compliant with national fiscal regulations.

**Regarding the eligibility criteria, could you please clarify whether non-profit SMEs (according to Commission Recommendation 2003/361/EC) are also eligible?**

Yes, The for profit or not-for-profit nature of the SME is irrelevant.

This aspect is clarified in Article 1 of the EC recommendation 2003/361. The important concept is the active engagement in an economic activity, irrespective of its legal form.

**Does the funding count as a de-minimis grant to be considered for our company's de-minimis budget?**

No, the funding through Better Factory projects is not considered a *de-minimis* grant, hence it will not be cumulated with another de-minimis financing you may have.

## 5.2 TECHNICAL ASPECTS

### 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.

**Who retains the IP rights? Does the tech supplier and artist have to give away their content to the manufacturer?**

From the perspective of the Better Factory consortium, IPR remains property of individual members within the applicant consortia. At the level of the consortium formed for the purpose of the Better Factory project, this aspect can and should be regulated internally, amongst the consortium members.

### Is 3D printing included as a topic for proposals?

3D printing is not in the scope of Better Factory. However, we can support the "Logistics optimisation", "Production planning", "Resource optimisation" and "Human-Robot collaboration" in a 3D printing facility.

**Does digitisation refer only to the digitisation of manufacturing processes or also to the digitisation of products and their manufacture, but produced independently of the digitisation of their manufacture?**

The full proposal application will have to revolve around both a product related challenge as well as factory automation deployment. The boundaries we set for the latter are the four categories of automation as mentioned in the full proposal template:

- 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.

Any proposal that focuses on the deployment of automation in the SME factory in at least two of the above-mentioned categories is eligible. You can see that the first two categories focus on direct robot integration into processes and logistics, whereas the latter two have a broader scope.

Whether your desire to digitize products/models/technologies are eligible depends upon their fit with at least two of the above categories.

## 5.3 ARTISTIC ASPECTS

### **Can an Artist be an SME?**

Yes, the Artist can be legally constituted as an SME. Please check the [Guidelines for Artists](#) for the eligibility criteria for Artists.

### **In case the artist is a SME, does it have the obligation to be registered with the NACE Code 9003 Artistic creation?**

Yes. The NACE 9003 category includes independent artists whose main activity concerns the creation of original works of art. These can be individuals or art studios that could be seen as SMEs. The creation of original works of art is leading in this definition. Therefore, it excludes industrial product designers or industrial design studios as artists. If you run an art business without this code, you do not comply with this eligibility criterion, as your business can not be considered an artist.

### **Is an art institution eligible for the individual application?**

No, art institution are not eligible entities.

### **Where can we find an art mentor?**

The art mentoring is a service provided to selected consortia by Better Factory partners. An art mentor will be available to selected KTE during the program, not at the proposal stage

### **Is it possible to apply for this call as a team?**

It is not eligible to apply as a team to this call. The call is open to individual artists.

## 6 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**

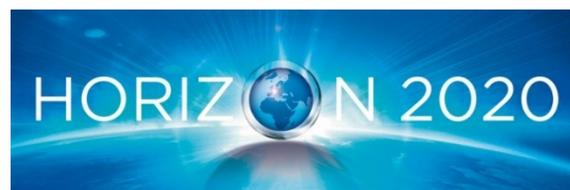
The formal call announcement document, together with the Guidelines for Applicants have been sent to the Project Officer one month before the launching of the Open call for proposals.

As stated in the guidelines of the individual calls, the aim is to launch the call in September 2022.

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.



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