

India-Russia Joint Technology Assessment and Accelerated Commercialization Programme – Call for Application from Indian Techno-Entrepreneurs

Solicitation Document

By: Federation of Indian Chambers of Commerce and Industry



About the Programme:

The **India-Russia Joint Technology Assessment and Accelerated Commercialization Programme** is a bilateral initiative of India and Russia focused on strengthening the relationship based on Science, Technology and Innovation.

The programme is a joint initiative of the Department of Science & Technology, Govt. of India and Foundation for Assistance to Small Innovative Enterprises (FASIE) of the Russian Federation. On the Indian side, Federation of Indian Chambers of Commerce & Industry (FICCI) is implementing this programme on behalf of the Department of Science & Technology.

Through a rigorous application and evaluation process, the programme aims to identify innovative technologies from India and Russia for

- Joint Development through R&D Collaboration
- Technology Transfer/Adaptation

A detailed matchmaking process will be implemented to create sustainable joint technology ventures for market-ready technology-based solutions, products and services; with the potential to scale in India, Russia as well as other countries.

The programme is jointly funded by DST, Govt. of India and FASIE and will provide access to public funding for joint selected projects with the participation of at least one SME from Russia and one SME/Startup from India.

The funding to the Indian entity will be provided by the Department of Science & Technology (GoI) and the funding to the Russian entity will be provided by FASIE. The joint projects will be partially funded by both the agencies, with the remaining costs to be borne by the project partners themselves either through own funds or alternate sources of external funding.

The project comprises of two annual cycles and upto five projects will be funded under each program cycle.

Programme Objectives:

The key programme objectives are:

1. Promote joint research and development (R&D) between India and Russia
2. Promote validated technology transfer between India and Russia
3. Promote innovation and entrepreneurship development through financial, capacity building, mentorship and business development support to create successful joint enterprises

4. Development of a robust S&T and R&D ecosystem to scale mutually-beneficial innovations of both the countries
5. Provide financial support to upto five technology projects per cycle between India and Russia.

Application & Evaluation Process:

Applications is sought under two separate tracks:

1. Joint Partnership Projects:

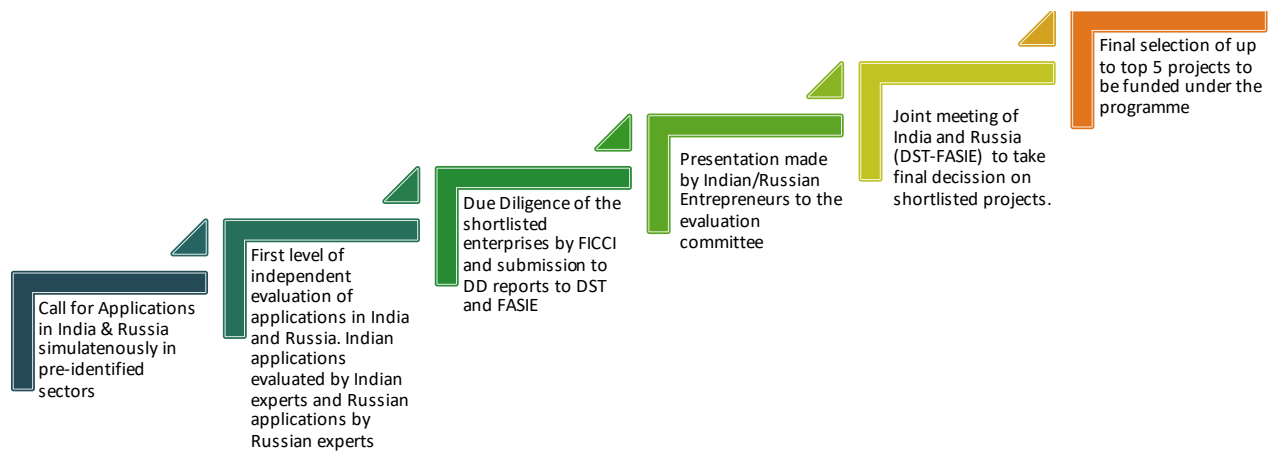
It is expected that the joint projects result in the development of commercial/market-ready technology-based solutions products, applications and services.

- The application must include at least one SME from Russia and one SME/Start-up from India (subject to each country's regulations).
- The project must have an obvious advantage and added value resulting from the cooperation between the participants from each country, including but not limited to increased knowledge base, commercial leads, access to R&D infrastructure, new fields of application etc.
- The project must clearly demonstrate the contribution of each participant from the two countries.
- The project must demonstrate high commercialization potential, industrial and economic agenda/ business plan.

2. Technology Transfer/Adaptation

This category will include applications specifically for transfer/adaptation of technology between India and Russia and vice-versa. Both Indian and Russian applicants must include a clearly defined business plan and commercials. Clear description of the R&D performed both in India and Russia (technology refinement, adaptation, etc) must be presented.

The following process shall be followed towards application solicitation and evaluation:



All applications will be submitted through an online application in India and Russia using special forms identified by FASIE, DST and FICCI.

Focus Sectors:

The programme will prioritize, but not limit, applications under the following thematic areas:

1. IT & ICT, including AI, AR, VR
2. Medicine/ Pharmaceuticals
3. Renewable Energy
4. Aerospace
5. Clean Technologies/Alternative Technologies
6. Environment
7. New materials
8. Biotechnologies
9. Artificial intelligence
10. Robotics and drones

Applications addressing other technological sectors will be accepted as well.

It is expected that before submitting the proposal, the heads of the principal entities (Project Leads) of both countries shall have completed negotiations on details including payment of contributions, roles and mutual responsibilities.

Eligibility Criteria for Entities:

Indian Applications:

- Only S&T-based Indian SMEs and start-ups, as defined and incorporated in India under the Indian laws are eligible to apply.
- The company must be at least 51% owned by Indian citizens over the total duration of the project.

- Universities, academic institutions, research organisations and other public bodies can only participate as subcontractors (30%)
- Must have a prior identified project partner in Russia
- The Indian team should have the required expertise and team capacity to manage the proposed project
- Sole proprietors and partner firms are not eligible for support under this programme
- Companies headquartered and owned outside India and their subsidiaries in India, or vice versa, are not eligible to apply as Indian applicant and/or receive funding from DST under this programme
- The maximum funding per project from DST, Gol would be upto INR 1.5 Crore and the applicant must match the amount requested from DST, Gol.
- DST funding support for the project must be matched equally (1:1) by Indian Industry and R&D organisation/academic institution.
- **Permissive use of funding:** Salary, materials, subcontractors, technology modification, design & development, testing & trials and similar miscellaneous costs.
- The exact amount of funding will be approved by the Indian Project Evaluation Committee based on merit and the contribution of industry, R&D organisation and academic partners respectively.
- Funding from other public sector sources will be taken into account when awarding grant, and applicants will be asked to declare funding from other sources in the application.
- Project Duration: 18 to 24 months

Russian Applications:

- Only small innovative companies (Federal Law №209, Article 4) can apply
- Universities, academic institutions, research organisations and other public bodies can only participate as subcontractors (30%)
- Must have a prior identified project partner in India
- The maximum funding per project would be RUB 15 000 000 and the applicant must co-finance 30% of the amount requested from FASIE
- **Permissive use of funding:** Salary, materials, subcontractors, technology modification, design & development, testing & trials and similar miscellaneous costs
- Project Duration: 18 or 24 months

Evaluation Criteria:

I) General Overview: Applications will be evaluated on the following broad criteria for a maximum score of 20.

- Scientific and Technological Excellence
- Foreign Partner
- Commercialization Perspectives

- Project Team

II) Detailed Overview:

1. Scientific and technological excellence:

- Evaluation of the innovation potential of the product/technology
- Evaluation of the terms of reference and calendar plan
- Evaluation of the background of the company related to the implementation of the current R&D. Evaluation of the Intellectual Property that the company possesses
- Evaluation of the physical infrastructure and the main funds of the company

2. Foreign Partner:

- Evaluation of feasibility and need of attracting foreign partner to implement the project competitive advantages of both partners etc.
- Evaluation of the potential of the foreign partner
- Evaluation of the contribution that the foreign partner will be bringing towards the project

3. Commercialization Perspectives:

- Evaluation of the current status and the perspectives of economic and financial position of the company and patterns of its development. Evaluation of the potential of the company to co-finance the project
- Evaluation of the commercial perspective/outlook of the project and identification of the target segments and markets
- Evaluation of the potential competitive advantages
- Evaluation of the business model and the strategy of product promotion

4. Project Team:

- Evaluation of the potential, competences, qualification, and expertise level of the team staffing capacity
- Evaluation of the previous experience of international cooperation of the team/company

Funding:

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Benefits of the awarded joint projects

Following are the key benefits of applying to the programme. If your enterprise gets shortlisted, you shall get the following benefits:

Access to Funds: The top five selected India and Russian partners will be provided partial funding support by DST and FASIE respectively. The remaining cost will be borne by the partners.

Capacity Building: Workshop(s) with a focus on but not limited to, partnership mentoring and scaling; business plan and strategy; basic principles of technology commercialization, readiness for market; legal and IP advisory; competitive positioning; creating sustainable enterprises etc.

Mentorship and hand-holding support One to one mentoring by Indian and Russian Experts.

Technology Transfer Technology Transfer guidance and handholding support to the Indian entrepreneurs.

Technology Showcase and Networking Opportunity Opportunity to showcase innovations at a technology expo attended by high-level government dignitaries, global industry leaders and media.

Programme Timeline:

S.No.	Activity	Timeline
1.	Programme Launch & Call for Applications (Parallely in India & Russia)	1 st October 2021
2.	Applications Close	31 st March 2022
3.	Stage 1 Online Screening (Eligibility Check)	1 st April 2022 – 30 th April 2022
4.	Stage 2 Online Evaluation by Subject-matter Experts + A brainstorming session with experts to shortlist technologies from India for Due Diligence	1 st May 2022 – 31 st May 2022
5.	Due Diligence of the shortlisted enterprises by FICCI and submission of DD reports to DST and FASIE	1 st June 2022 – 30 th June 2022
6.	Joint Meeting with DST and FASIE for final decision for Funding	By 15 th July 2022
7.	Awards Ceremony & Technology Expo	August 2022
8.	Fund Disbursement & Awardee Contracting & Management	September 2022
9.	Joint Capacity Building Workshop in India	October 2022

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