Proposal Template

Open Call IOF2020

document identification

|  |  |
| --- | --- |
| Project Acronym | **IoF2020** |
| Project Full Title | Internet of Food and Farm 2020 |
| Project Number | 731884 |
| Starting Date | January 1st, 2017  |
| Duration | 4 years |
| H2020 Call ID & Topic | H2020-IOT-2016 |
| Date | June 4, 2018 |

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# Cover page

**General details**[[1]](#footnote-2)

|  |  |
| --- | --- |
| **Proposal Title** |  |
| **Proposal Acronym**  |  |

**Category**

|  |  |
| --- | --- |
| **Category 1: New regions** | Yes/No |
| **Category 2: Post-farm stakeholders or other sectors** | Yes/No |
| **Both categories 1 & 2** | Yes/No |

**Coordinator details**

|  |  |
| --- | --- |
| **Title (Mr/Ms/Mrs/Dr/Prof)** |  |
| **First Name**  |  |
| **Last Name**  |  |
| **Organisation** |  |
| **Address** |  |
| **E-mail coordinator** |  |
| **Telephone** |  |
| **SME** | Yes/No |

# Proposal Description

The allowed font type is “Arial” and the minimum font size is 10 points, the paragraph spacing 6pt and the line spacing single. The page size is A4, and all margins (top, bottom, left and right) should be at least 15 mm (not including any footers or headers).

The total length of the entire proposal (after removing the explanatory text), including the tables on Costs justification and funding (paragraph 3), should not be more than 15 pages.

## General description

Briefly summarise how the proposed use case addresses the main challenges of the Open Call.

Describe the following elements:

* + 1. Objectives
		2. Work plan and activities
		3. Expected results and deliverables

Propose SMART indicators to make the main objectives and expected results measurable.

## Geographical impact: cross-border testbeds

Describe which testbeds will be located in a new country[[2]](#footnote-3), or in a new region in an existing country. See the Open Call document (Annex 1, table 1) for an overview of countries involved in current IoF2020 use cases.

Also describe which of the project partners are located in a new country (EU member state or associated country).

## Business impact: business plan and scalability

Describe the business challenge and business potential. Demonstrate how the proposed IoT solution will reach a large number of end-users, especially in areas and production sectors with serious growth potential.

Special attention should be paid to the following elements:

* business model: describe which business model is proposed and what are the financial projections;
* scalability: describe how the proposed business case will be able to scale on the European and international markets; formulate a few important KPIs, with which the business impact can be measured.
* business innovation: clearly describe the innovative elements of the product and its business model.

*Business model*

Describe how the project will develop the value proposition, KPI’s and business models for the partners. A first glance of these issues should be included in the proposal. Substantiate your business model by relating it to a general business model, for example the Business Model CANVAS. To learn more, visit [www.BusinessModelGeneration.com](http://www.BusinessModelGeneration.com) and [www.BusinessModelGeneration.com/book](http://www.BusinessModelGeneration.com/book).

## Technology impact and use of standards

Describe the IoT challenge: IoT-elements of the application and the technological concept. Clearly describe the innovative elements of the IoT application, in terms of new technologies used, new re-composition of existing technologies or innovative process improvement. Also include in the description:

* Interoperability
* Replicability
* Reuse

*Graphical Overview of the Application’s Architecture*

* Please add a graphical overview of the application’s architecture. This shall identify the main components of your solution (i.e. new developments as well as reuse of existing components), the interoperability points as well as indicate the envisaged usage of related standards.
* The IoF architecture is described in Deliverable 3.3, which is available on the IoF website.

## Sustainability impact

Describe the environmental and other sustainability impacts of the use case in the agrifood sector. Formulate a few important KPIs, with which the impact could be measured.

## Multi-actors involvement

Describe to what extent the different actors of the food supply chain are involved in the use case, especially in processing and consumption. Explain how the use case will contribute to consumer empowerment and consumer acceptance.

Describe how the IoT value chain will be addressed in the use case Implementation.

## Team / consortium composition & ability

Describe how the team represents all necessary skills and experiences to develop and exploit the proposed product or service.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Nr** | **Partners involved (Organisation)** | Role | Address | Contact person | Company | SME |
| **1** |  |  |  |  | Yes/No | Yes/No |
| **2** |  |  |  |  | Yes/No | Yes/No |
| **3** |  |  |  |  | Yes/No | Yes/No |

Describe the scale and content of each partner’s contribution in the project.

## Ethical issues

Describe how the consortium will comply with European Union ethical rules/ principles by following an 'ethics by design'-way of working.

# Costs justification and funding

## Deliverables List

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| No[[3]](#footnote-4) | Deliverable Name/Description[[4]](#footnote-5) | Type[[5]](#footnote-6) | Delivery Date[[6]](#footnote-7) | Cost (€) | % |
| 1 |  |  |  |  |  |
| 2 |  |  |  |  |  |
| 3 |  |  |  |  |  |
| 4 |  |  |  |  |  |
| 5 |  |  |  |  |  |
|  | **Total Deliverables Cost** |  | 100 |

## Budget and cost justification

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Budget** | **Partner 1** | **Partner 2** | **Partner 3** | **Total** | **Justification** |
| **Personnel Cost** |  |  |  |  |  |
| **Travel Cost[[7]](#footnote-8)** |  |  |  |  |  |
| **Equipment Cost**  |  |  |  |  |  |
| **Other goods/services** |  |  |  |  |  |
| **Subcontracting[[8]](#footnote-9)** |  |  |  |  |  |
| **Total Cost[[9]](#footnote-10)** |  |  |  |  |  |
| ***Of which total costs for private partners*** |  |  |  |  |  |

## Funding

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Funding** | **Partner 1** | **Partner 2** | **Partner 3** | **Total** | **Justification** |
| **1. Total Costs** | € 130 | € 200 | € 120 | € 450 |  |
| **2. Private funding of new equipment[[10]](#footnote-11)****in Euro and as % of total costs Private partners** | € 50 | - | - | € 50 | In this example Partner 1 and Partner 3 are private companies, with total costs of 250 (= 130+120). The private funding is 50, which is 20% of 250.Partner 2 is a non-profit organisation. |
|  |  |  | 20% |
| **3. External co-funding for specific activities[[11]](#footnote-12)****in Euro and as % of total costs Proposal** | € 50 | € 40 | - | € 90 | This percentage is the share of the total costs of the proposal (= 90 of 450). |
|  |  |  | 20% |
| **4. Costs excluding private funding equipment (2) and external co-funding (3)** | € 30 | € 160 | € 120 | € 310 |  |
| **5. Requested EU sub-grant funding[[12]](#footnote-13)**  | **€ 21** | **€ 160** | **€ 84** | **€** **265** | 70% funding rate for private Partners 1 and 3. 100% funding rate for non-profit Partner 2. |
|  |  |  |  |  |  |

\* Please note that the figures in this Funding table are just an example. The column Justification is now used to explain some calculations.

1. All fields in the cover page are mandatory [↑](#footnote-ref-2)
2. Current countries: AT, BE, DE, DK, ES, FR, GR, IT, NL, UK [↑](#footnote-ref-3)
3. Deliverable numbers in order of delivery dates. [↑](#footnote-ref-4)
4. Give a meaningful name, followed by a concise description. [↑](#footnote-ref-5)
5. Use one of the following codes:

 R: Document, report (excluding the periodic and final reports)

 DEM: Demonstrator, pilot, prototype, plan designs

 OTHER: Software, technical diagram, etc. [↑](#footnote-ref-6)
6. Measured in months from the project start date (1-1-2019). [↑](#footnote-ref-7)
7. Travel costs necessary for the execution of the use case. [↑](#footnote-ref-8)
8. In case of subcontracting this should be clearly justified. [↑](#footnote-ref-9)
9. [↑](#footnote-ref-10)
10. Part of the total Equipment Cost that will be funded by private funding. [↑](#footnote-ref-11)
11. This refers to external co-funding (e.g. from national/regional funds or private investors) for specific activities, that are originally developed for this proposal. The specific activities should be well described in the proposal and clearly marked as funded through external co-funding. [↑](#footnote-ref-12)
12. Funding rate for non-profit partners: 100% of total costs excluding funding equipment (2) and external co-funding (3); and for private partners: 70% of total costs excluding funding equipment (2) and external co-funding (3) [↑](#footnote-ref-13)