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DISRUPTIVE TECHNOLOGIES INNOVATION FUND

Call 5

Webinar 19th May 2022 – Q&A

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General Call Information

Q: Will slides / recording be available after the DTIF Information Webinar?

A: The Webinar slides and recording of the webinar and this FAQ are available at <https://enterprise.gov.ie/dtif>.

Q: Will webinar questions be answered in this Frequently Asked Questions (FAQ) document?

A: The FAQ will answer webinar questions as well as those we have received through the DTIF mailbox.

Q: Where can I find the template for the application and budget?

A: The Indicative Application Form, including budget information, is available at <https://enterprise.gov.ie/dtif>. Applications must be submitted through the online submission system which will open at least 4 weeks prior to the deadline of 14 July 2022. Details will be available at <https://enterprise.gov.ie/dtif>.

Q: Will any other document be submitted with the online application form?

A: No. Applicants should only submit the application form which consists of:

- Part A (the Project Mission/Goal, List of Participants, Lead Applicant Details, Executive Summary, Project Budget, Breakdown of Costs Tables and Declarations), and
- Part B (General Project Information, Selection Criterion 1,2,3 and 4, Work Packages, Signatures, Information About the Consortium and Tables 1-6). Part B must be uploaded as a PDF Document on the Online Submission System. The Part B template should be downloaded from the On-line Submission System and should not exceed 50 pages.

Q: Is it a 1-stage application, is there no pitching this year?

A: Yes, it is a 1-stage application process, as with Call 4. Applicants should submit their applications through the online submission system before the Call deadline of 3pm (Irish time) on 14 July 2022. Eligible applications will be reviewed remotely by independent international technical and commercial experts. Following remote evaluation, where projects are scored above threshold in each of the four selection criteria, DTIF consortia will be invited to a pitch presentation and an interview session with the expert panel.

Q: Is there a process to review the potential project scope ahead of the formal DTIF funding submission?

A: No, we do not provide a review service.

Timelines

Q: If a project is funded what is the timeline to Agreement signing and commencement of project, approximately?

A: The timeline to contract is expected to be between 3-12 months. Each partner in a project is required to sign an Enterprise Ireland grant agreement (Letter of Offer for enterprises and General Annex for RPOs). All partners must agree and sign off on a Consortium Agreement, a template for which is

available at <https://enterprise.gov.ie>. Note that, if the project does not start within 12 months of approval, the DTIF offer will be withdrawn.

Q: Who sets the start date of the project?

A: The consortium members mutually agree the start date and include it in their Consortium Agreement.

Q: Are there duration time frames for DTIF projects?

A: The DTIF project duration is for a maximum of three years, from the commencement date indicated in the project's executed Consortium Agreement.

Q: Workstreams are expected to take up to 3 years. Please discuss as some of our workstreams may take less than that.

A: The DTIF project duration is for a maximum of three years. To date there have been a small number of projects of shorter duration. However, projects of less than two years duration would not be appropriate to DTIF.

Q: What is the draw down schedule and is this tied to progress related to milestones set at the beginning? If so, can these be amended if required as the project evolves?

A: Costs are retrospectively submitted for payment every 12 months. A technical progress report is required to show the progress, deliverables and industrial research conducted on the project during the period of the claim submitted. There is some latitude provided on milestones as this is a research related activity, provided always that the project remains within the scope of the initial application approved for funding and is completed within three years of the project commencement date.

Q: Do all partners need to submit a claim at the same time to draw down funds?

A: No. While costs should be submitted for payment every 12 months, ideally at the same time, there can be variability between partners for reasons such as availability of financial information, requests for further clarifications etc.

Q: Will the results from DTIF Call 4 be available before the deadline for DTIF Call 5 applications?

A: Yes, the applicants will be informed of their Call 4 result before the call 5 deadline.

Q: Do you know when the next DTIF Call might take place?

A: No information on future DTIF Calls is available at this time. All Call announcements will be posted on the Department's website at: <https://enterprise.gov.ie>, and posted on the Department and Enterprise Ireland Twitter accounts: @DeptEnterprise and @EntIrl.

Partner search and matchmaking

Q: Is there a platform or space where SMEs or Research organisations are looking for other partners, or would you provide guidance to those looking to join other consortia?

A: The DTIF does not provide such a platform or matchmaking facility. We would recommend that you use existing research communities and their communication channels, e.g.:

- Enterprise Ireland and IDA Ireland's partnering portal Disruptive Technologies Partnering Portal:

<https://www.idaireland.com/newsroom/publications/disruptive-technologies-partnering-portal>

- Knowledge Transfer Ireland:
<https://enterprise-ireland.com/en/Research-Innovation/Companies/Collaborate-with-companiesresearch-institutes/Knowledge-Transfer-Ireland/>
- Technology Centres:
<https://enterprise-ireland.com/en/research-innovation/companies/collaborate-with-companiesresearch-institutes/technology-centres.html>
- SFI Research Centres:
<https://www.sfi.ie/sfi-research-centres/>

Enterprises should also contact their Development Advisor or point of contact at Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta to discuss options.

Researchers should contact the Research or Tech Transfer Office at their Research Performing Organisation.

Q: Is there any assistance available for partnering, or do applicants have to identify and approach partners themselves?

A: The DTIF does not provide a matchmaking facility. See above.

Q: Is there a platform for prospective RPO's who are interested in promoting their expertise to potentially join a consortium as a research partner?

A: The DTIF does not provide a partner search or matchmaking facility. See above.

Q: For those considering applying and looking for appropriate partners, where can they find out which other SMEs (or other enterprises) are clients of EI or IDA?

A: The agency websites provide some information that may help, e.g.:

- Enterprise Ireland: <https://www.enterprise-ireland.com/en/About-Us/Our-Clients/>
- IDA Ireland: <https://www.idaireland.com/doing-business-here/company-listing>
- Údarás na Gaeltachta: <https://udaras.ie/en/about/directory/>

Please note that these sources may not include all client companies. They are suggested as a starting point only. Enterprise partners should confirm their agency status with their Development Advisor / point of contact by the deadline for application, i.e., 14 July 2022.

Q: Is there a list of the companies and enterprises in general that are clients of EI, IDA, etc? If yes, can you provide a link?

A: As above.

Q: Is there some mechanism available to enable us to check if potential partners are clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta?

A: The DTIF does not provide this service. See suggested information sources above.

Participation in more than one project

Q: Can an organisation participate in more than one consortium?

A: Yes. But please ensure that you will have the financial and operational capacity to participate if you are successful in more than one consortium. If not, you may put both projects at risk for your partners.

Resubmissions and previous DTIF awardees

Q: Are resubmissions of applications that were unsuccessful in previous DTIF calls eligible to reapply to this call (if aligned with the specific theme)? If so, what are the main considerations for those applicant consortia?

A: Yes. Note that the current call is completely independent of previous calls and their evaluations. If you had made an unsuccessful application in a previous Call, please consider the evaluator summary report carefully as it should contain useful information to assist your new application. Previous applicants should especially note the changes to this Call and should ensure that they are using the specific Guide for Applicants for DTIF Call 5.

Q: Is there any consideration given to prior applications?

A: No. As above.

Q: Will scoring from last year's application be taken into account at all if resubmitted this year or is it completely independent of previous reviews?

A: No. As above.

Q: Does a panel reviewing a resubmission have access to previous reviews?

A: No. As above.

Q: Are there any restrictions on applications from previous DTIF award winners?

A: No. Previous DTIF award winners can apply to the DTIF Call 5. Previous applicants should especially note the changes to this Call and should ensure that they are using the specific Guide for Applicants for DTIF Call 5. However, please ensure that you will have the financial and operational capacity to participate if you are successful in more than one consortium. If not, you may put both projects at risk for your partners.

Selection Criteria

Q: What is considered a 'disruptive' technology?

A: The DTIF uses the definition 'Disruptive technology is that which has the potential to drastically alter markets and their functioning and significantly alter the way that businesses operate. While it involves a new product or process, it can also involve the emergence of a new business model. Disruption is not about technology alone but the combination of technology and business model innovation'.

Q: Would you please explain how the proposals will be evaluated?

A: The DTIF is a competitive offer. Eligible applications will be reviewed by independent international technical and commercialisation experts using the Selection Criteria and marking described in the Guide for Applicants. Following remote evaluation by a minimum of three experts per application, DTIF consortia may be invited for interview by the expert panels.

Q: Is there a detailed definition/criterion for Industrial Research?

A: The definition is provided in page 18 of the Guide for Applicants. Industrial Research is defined in Commission Regulation (EU) No 651/2014:

Industrial research, means the planned research or critical investigation aimed at the acquisition of new knowledge and skills for developing new products, processes or services or for bringing about a significant improvement in existing products, processes or services. It comprises the creation of component parts of complex systems and may include the construction of prototypes in a laboratory environment or in an environment with simulated interfaces to existing systems as well as of pilot lines, when necessary for the industrial research and notably for generic technology validation.

Q: Is there a detailed definition/criterion for Experimental Development?

A: The definition is provided in pages 18-19 of the Guide for Applicants. Experimental Development is defined in Commission Regulation (EU) No 651/2014:

Experimental development, means the acquiring, combining, shaping and using existing scientific, technological, business and other relevant knowledge and skills for the purpose of producing plans and arrangements or designs for new, altered or improved products, processes or services. These may also include, for instance, other activities aiming at the conceptual definition, planning and documentation of new products, processes or services. The activities may comprise producing drafts, drawings, plans and other documentation, provided that they are not intended for commercial use.

The development of commercially usable prototypes and pilot projects is also included where the prototype is necessarily the final commercial product and where it is too expensive to produce for it to be used only for demonstration and validation purposes. In case of a subsequent commercial use of demonstration or pilot projects, any revenue generated from such use must be deducted from the eligible costs.

The experimental production and testing of products, processes and services shall also be eligible, provided that these cannot be used or transformed to be used in industrial applications or commercially. Experimental development shall not include routine or periodic changes made to products, production lines, manufacturing processes, existing services and other operations in progress, even if such changes may represent improvements.

Q: How does TRL 9 equate to "experimental development"? Does experimental not imply low TRL?

A: The consortium should be capable of demonstrating how it will move from the current state of the art at a lower TRL level to a higher TRL level. The levels are described for reference here¹.

¹ TRL 3 – Experimental proof of concept

Analytical and laboratory studies should take place to validate the technology's feasibility and achieve proof of concept.

TRL 4 – Technology validated in lab

Q: With regard to the call theme, do applications have to be related fully to technologies that support smart manufacturing processes or can smart product development concepts be considered?

A: Product development concepts may be considered where such development directly relates to manufacturing processes or operations and encompasses sufficient disruptive innovation within the scope of Industrial Research and Experimental Development activities. Critically, projects are being sought where meaningful collaboration results from the combined activities of the consortium members and have truly disruptive innovation outcomes as opposed to incremental or conventional project development activities.

Q: Can applications relating to disruptive product development be considered for this call?

A: As above.

Q: The call specified delivering radical enhancement in manufacturing or supply chains. can you elaborate more on how the supply chain element is looked at in the call?

A: Projects which involve collaborative innovation amongst project partners linked through supply chain relationships or where technology innovation concerning disruption in the functioning of supply chains to overcome challenges to manufacturing operations are welcomed. Projects will be assessed to ensure that the activity falls within the scope of Industrial Research or Experimental Development as defined in the guide for applicants.

Q: Would using existing manufacturing technologies to manufacture a novel digital device fall under this call?

A: If there is an existing technology and this is just changing a device it may not be sufficiently disruptive. Next generation products which represent incremental innovation or conventional project development may not satisfy the criteria for disruptive innovation.

Q: Can disruptive quality control testing as part of the manufacturing process fall under this call?

A: Projects are being sought where there is a radical enhancement in conventional operations, where there may be a combination of new technologies. Projects which are significantly disruptive to manufacturing operations may be considered. Notably, all partners must be engaged in either Industrial Research or Experimental Development activities and not in simple sub-supply relationships.

Q: Does the research activity have to be focused on manufacturing operations, supply chain, etc? If there is a disruptive technology realized that results in a later product launch, does this qualify under call 5?

A: We are looking for disruption to operations, supply chain etc but it should not be incremental or conventional project development activities. Research activity must be focused on manufacturing operations or supply chain

Once the technology has achieved proof of concept, its components should be tested together.

TRL 5 – Technology validated in relevant environment

Next, the components should be integrated with realistic supporting elements and tested in a simulated environment.

TRL 6 – Technology demonstrated in relevant environment

At TRL 6, you should develop and test a model or prototype in a relevant environment.

TRL 7 – System prototype demonstration in operation at environment

The prototype should be operated in its operational environment to demonstrate performance.

TRL 8 – System complete and qualified

At this stage, the technology has been tested and proven to work in its intended operational environment.

TRL 9 – Actual system proven in operational environment.

activities. Projects are being sought which have a commercial impact within a 3-7 year timeframe and consider the further stages and activities needed to commercialise the innovation.

Q: Although it is not a commercialisation project, there is advice in the call document to include a 'Commercialisation' work package. What can go in this work package?

A: As indicated in the selection criterion for Economic Impact and Sustainability, the proposal should consider the further stages and activities needed to commercialise the innovation. The activities and the funding of those will vary across consortia.

Q: We understand clearly the importance of Sustainability. However, in some projects there will be no significant Sustainability consideration, will this go against the project?

A: Successful DTIF Call 5 proposals will be expected to demonstrate, as much as possible, a positive contribution to the sustainability targets in the Climate Action Plan 2021. At a minimum, projects must demonstrate that they do not hinder the achievement of Ireland's climate objectives nor have other significant negative environmental impacts.

Q: Are letters from prospective international clients who would be willing to purchase the technology post-development considered in economic and market impact?

A: Letters of support are not required, but if submitted, will be counted in the page count of the application. As indicated in the selection criterion for Economic Impact and Sustainability, the proposal should consider the further stages and activities needed to commercialise the innovation.

Q: Can you please provide a case example of what a 'potentially dramatically altering market' technology is?

A: See multiple examples in the summary table at https://en.wikipedia.org/wiki/Disruptive_innovation#Disruptive_technology. See also DTIF projects funded to date at <https://enterprise.gov.ie>.

Q: International partnerships were highlighted in the call as a goal / objective - can more info be provided please?

A: We would like to see DTIF consortia to be able to compete internationally in future European or global initiatives, e.g., in Horizon Europe. Note that all partners must be clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022, or eligible Research Performing Organisations and the funded activity must take place in Ireland. Any exceptions to this must be made clear at application stage and must be justified.

Consortium and lead partners

Q: What type of partners are mandatory to have as part of the consortia? And how many?

A: Each consortium must have at least three independent partners seeking funding from the DTIF, of which two must be enterprises and one of these must be an SME. At least one of the enterprises must be an established manufacturing company.

Q: Is there a maximum number of partners in a consortium?

A: No. Most consortia have 3-5 partners with a smaller number having more than this. Consortium size should be considered in terms of ease of management and effective participation in the project.

Q: The stipulation is to have at least one established manufacturing company. But is there also a requirement to have a second enterprise?

A: As above

Q: Can the SME partner also be the manufacturing company?

A: Yes, noting that it must be an established manufacturing company.

Q: Can established manufacturing company be defined please?

A: A manufacturing company is a commercial entity involved in the production of physical products, materials, components through discrete or process manufacturing operations. Established means that the company has demonstrated operational manufacturing capacity, i.e., production of market-driven or commercial products (discrete or process).

Q: Can you further elaborate on established manufacturing company? If a company is established and set up, ready to manufacture a product supported under this call, is that meeting the requirement?

A: See above. The company must have demonstrated operational manufacturing capacity, i.e., a track record in the production of market-driven or commercial products (discrete or process) prior to participation in the DTIF Call 5.

Q: Could our third partner could be somebody like ADI. Or do we need 3 independent companies that satisfy all three categories independently?

A: Each consortium must have at least three independent partners seeking funding from the DTIF, of which two must be enterprises and one of these must be an SME. At least one of the enterprises must be a manufacturing company.

Q: Do all members of the consortium need to be a client of an agency or is it sufficient for a lead partner?

A: All partners must be clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta or eligible Research Performing Organisations at the deadline for the call, i.e., 14 July 2022.

Q: For MNC engagement with DTIF, with the requirement for all partners to be based in Ireland, we are assuming that similar rules to those in the EI IPP apply, i.e., that an MNC must have a presence within Ireland. Is this correct?

A: The multinational corporation must have a presence in Ireland and be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022. It is expected that the project work will be carried out in Ireland. Any exceptions to this must be made clear at application stage and must be justified.

Q: Can you expand on what must be based in Ireland means for a project partner? E.g. Would a company with a presence or subsidiary in Ireland qualify? Can some of the work take place outside Ireland?

A: As above.

Q: Can a multinational with a base in Ireland form a team that incorporates specialists based in other countries?

A: It is expected that the project work will be carried out in Ireland. Any exceptions to this must be made clear at application stage and must be justified.

Q: Is it acceptable for companies based in Ireland that have DTIF WP activity on site in Ireland but wish to access company expertise located from sister research sites in Europe to deliver the programme successfully?

A: As above.

Q: Is it essential that one collaborator be an RPO/university?

A: No. There is no requirement to include an RPO in the project.

Q: In the past were any projects sanctioned without an RPO as a partner?

A: Yes, some DTIF consortia involve companies only, although these are a minority to date.

Q: Can you please explain better about the technology transfer? Is it going to go through TTO in university?

A: There is no requirement to include an RPO in the project. If an RPO is participating, the researchers should engage with their institution's Research or Technology Transfer Office for initial endorsement and to guide their contract and consortium agreement.

Q: Are there any restrictions on who can lead the DTIF consortium? i.e. RPO vs MNC vs SME?

A: No. The lead partner should be chosen carefully to fulfil the requirements of the selection criterion 'Quality and Efficiency of the Consortium' e.g.

- Strength and credibility of the partners in the consortium to deliver on project goals.
- Collaborations have a **strong lead partner** and a strong project management structure.
- Appropriateness of allocation of tasks, ensuring that all participants have a valid role and adequate resources in the project to fulfil that role.

Please note that lead partners can include the costs of a project manager (see Section 8.1.g of the Guide for Applicants).

Q: Can a Research Performing Organisation lead?

A: Yes.

Q: Is there a preference on whether an enterprise or RPO leads a project?

A: No. As above.

Q: Does it matter whether the enterprise or the RPO leads the project? Would the choice affect the scoring?

A: No. As above.

Q: Can Micro organizations with less than 10 staff lead?

A: Yes, a micro enterprise can participate and potentially lead a project, but you should carefully consider if you have the financial and operational capacity to carry out a project of this scale. To apply and to drawdown funding under DTIF, the micro enterprise must be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta. Enterprises are advised to contact their Development Adviser/ point of contact who can advise them further.

Q: Can you have a participant in the consortium that is not an EI, IDA or Údarás na Gaeltachta client?

A: No. To apply under DTIF, participants must be clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta or eligible Research Performing Organisations at the deadline for applications, i.e., 14 July 2022.

Q: Could a partner be in the proposal as a non-funded partner, and if so, what are the Pros and Cons from EI's perspective?

A: No. As above.

Q: Can a company be included in the project who is not an EI client whereby the company would not be in receipt of funding, but their involvement is crucial for the project? Would they qualify as a consultant? What is the max amount of grant that can be paid in this case?

A: No. To apply and to drawdown funding under DTIF, companies must be clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta. Consultancy is dealt with under Eligible Costs below.

Q: Please define "independent" in the context of "independent partners". Does that refer to corporate entities rather than individuals? I would like to understand the position of an academic within an RPO who is also involved in a company. As the RPO and company are separate legal entities, please confirm that both organisations (RPO and SME) can be members of the same consortium.

A: Independent refers to separate legal entities. An academic with activities in an RPO and a company should consider their individual inclusion carefully to ensure clarity and their capacity to perform the activities required in both roles.

Q: Can two subsidiaries of one group be two separate partners in one project?

A: No, they are likely to be connected within the group structure. The DTIF requires separate legal entities.

Being an agency client

Q: Must all partners, including, say a large concern, be clients of EI, IDA, etc?

A: To apply and to drawdown funding under DTIF, all partners must be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022, or an eligible Research Performing Organisation (RPO).

Q: Do all 3 partners need to be clients of EI, IDA, or UnG including the SMEs or any consultants?

A: As above.

Q: Do all members of the consortium need to be clients of EI?

A: No. To apply and to drawdown funding under DTIF, you must be a client of Enterprise Ireland or IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022, or an eligible Research Performing Organisation (RPO). Enterprises are advised to contact their Development Adviser/ point of contact who can advise them further on this.

Q: If only one of the 3 enterprises is an EI (or Údarás na Gaeltachta) client can the other enterprises (who are non-qualifying) access 50% funding as subcontractors?

A: No. As above.

Q: If only one of the 3 enterprises is an EI client, can other non-qualifying enterprises (i.e., international or non-IDA clients) make up the minimum consortium quota?

A: No. As above.

Q: Are Local Enterprise Office (LEO) clients eligible to be involved?

A: No. To apply for DTIF, the company must be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta. A LEO client could contact Enterprise Ireland to determine if the company could become an Enterprise Ireland client before the closing date of 14 July 2022.

Q: If we are successful, are funds routed from EI through IDA? Or do they come directly from EI?

A: All funding is paid out to the project partners by Enterprise Ireland. As noted above, costs should be retrospectively submitted for payment to Enterprise Ireland every 12 months.

Q: What constitutes being a client of Enterprise Ireland?

A: Enterprise Ireland clients include:

- High Potential Start-Up companies with the capability to start a business and sell in export markets,
- Established manufacturing and internationally traded services businesses that are SMEs,
- Large companies (employing more than 250),
- Irish-based food and natural resource companies, that are overseas-owned or controlled.

Enterprise Ireland does not work with locally traded service companies or with micro-enterprises such as sole traders. A typical Enterprise Ireland client has a Development Advisor who is in regular contact with the company. If in doubt, please make contact immediately with Enterprise Ireland to confirm client status.

Q: What qualifies a company as being a client of EI? For example, we have received an innovation voucher from EI. Are we therefore a client?

A: Receipt of an innovation voucher does not qualify a company as an Enterprise Ireland client. We recommend that you talk directly with an EI advisor to see if you meet the criteria for becoming an Enterprise Ireland client:

<https://www.enterprise-ireland.com/en/Start-a-Business-in-Ireland/Do-I-qualify-as-a-HPSU/Overview.html>.

Q: Is it feasible to become a new agency client before July?

A: If you have not been in contact with an agency already, it is a very short timeframe to register as a client. You should make contact with the appropriate agency immediately. Note that each agency has specific requirements for registration as a client. These are independent of DTIF, i.e., participation in DTIF is not a rationale for becoming an agency client.

Q: If a company has recently commenced the process of becoming an EI client, will they meet the DTIF criteria within the existing timeframe?

A: The timeframe of onboarding clients can vary. You should discuss progress with your EI contact or development advisor. To be eligible, you must be registered as a client by the deadline for applications, i.e., 14 July 2022.

Large companies

Q: Are large enterprises defined by revenue, employee numbers, etc?

A: A large company is a company that employs greater than 250 employees, has either an annual turnover of greater than €50 million or an annual balance sheet of greater than €43 million. Note that, for DTIF Call 5, the aid intensity for a large company is 40% (down from 50% in previous Calls).

Q: Can you define the guidelines for a large enterprise please?

A: As above.

Early stage companies

Q: Are micro SMEs with headcount <10 ineligible, as they are not considered a small or medium enterprise as per EU recommendation 2003/361 definition in Appendix I

A: Micro-enterprises are eligible to apply to DTIF Call 5, noting that i) the company must be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta and ii) it must have the operational and financial capacity to participate in the project. Enterprise Ireland will contact successful consortia to review financial and operational capacity of the members, project plans and associated costs for eligibility under State Aid rules and national legislation² as set out in the EU-approved [Research, Development and Innovation Scheme, 2014-2020](#) prior to invitation to contract. Enterprises that cannot demonstrate that they are not “Undertaking-in Difficulty” (as defined on p17 of the Guide for Applicants) will not be funded, with potential impacts on the overall viability of the project.

Q: Are start-ups eligible and do they qualify as an SME?

A: Yes. But note that they must confirm that they have the financial and operational capacity to participate. To apply and to drawdown funding under DTIF, you must be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta or an eligible Research Performing Organisation (RPO). Enterprises are advised to contact their Development Adviser/ point of contact who can advise them further on this.

Q: Are HPSU’s eligible?

A: Yes. As above.

Q: Is the company required to show positive earnings before interest, taxes, depreciation, and amortization (EBITDA) to be eligible please?

A: No. Companies must confirm that they have the financial and operational capacity to participate. For successful applicants the financial and operational capacity will be reviewed prior to progressing to contract.

Note that enterprise applicants cannot be Undertakings in Difficulty. At application stage, each enterprise partner must declare that they are not an Undertaking in Difficulty (UiD), as defined in the Guide for the Applicants and if the consortium is successful applicants will be required to undergo a UID

² <http://www.irishstatutebook.ie/eli/1986/act/9/enacted/en/print#sec29>

assessment. Enterprises are advised to contact their Development Adviser/ point of contact, who can advise further on the UID assessment required.

Q: Are SMEs which are in the process of capturing VC or other investment for company running costs (or is likely to capture this in the near term), eligible?

A: Yes. But note that they must confirm that they will have the financial and operational capacity to participate, i.e., are expecting investment in the near term AND note that the DTIF Call 5 funds industrial research / experimental development (not running costs). Projects are expected to commence within 3-12 months of approval.

Note that enterprise applicants cannot be Undertakings in Difficulty (UIDs). The lead partner and each enterprise partner must declare that each enterprise applicant has confirmed that it is not an Undertaking in Difficulty, as defined in the Guide for the Applicants and if the consortium is successful applicants will be required to undergo a UID assessment. Enterprises are advised to contact their Development Adviser/ point of contact, who can advise further on the UID assessment required.

Q: Can we actually apply even when we as an early-stage startup which have not received further funding but we have a written funding confirmation from investors?

A: Yes. But note that you must confirm that you will have the financial and operational capacity to participate i.e. are expecting investment in the near term AND note that the DTIF funds industrial research (not running costs). Projects are expected to commence within 3-12 months of approval.

Note that enterprise applicants cannot be Undertakings in Difficulty. The lead partner and each enterprise partner must declare that each enterprise applicant has confirmed that it is not an Undertaking in Difficulty (UID), as defined in the Guide for the Applicants and if the consortium is successful applicants will be required to undergo a UID assessment. Enterprises are advised to contact their Development Adviser/ point of contact, who can advise further on the UID assessment required.

RPOs and others

Q: Is there a list of eligible Research Performing Organisations (RPOs)?

A: A full list of eligible RPOs can be found in Appendix 2 of the [Guide for Applicants](#).

Q: Can an Irish semi-state company be one of the partners in a DTIF application, and be eligible to receive a budget allocation?

A: Semi-state companies are not eligible to apply for DTIF. All partners in a consortium must be a client of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022, or an eligible Research Performing Organisation (RPO).

Location in Ireland and international participation

Q: Does it matter where in Ireland an SME is based?

A: No. The DTIF is open to applicants from all regions in the Republic of Ireland. Applicants must be clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022, to apply and to draw down funding. The project work must be carried out in the country.

Q: Can a partner be based in the Northern Ireland?

A: Entities based in Northern Ireland are not eligible to apply to DTIF. The DTIF is open to applicants from all regions in the Republic of Ireland.

Q: For EI backed companies in Ireland can the fund be used for initiatives in their non-Irish locations?

A: No. It is expected that the project work will be carried out in Ireland. Any exceptions to this must be made clear at application stage and must be justified. It is a requirement that the majority of the funded activity be undertaken in Ireland. Enterprise Ireland will remove any ineligible costs during the contract approval stage before signing the grant agreement.

Q: Does the manufacturing company need to do all or most of its manufacturing here? For instance, a company making kits where certain consumables are made at low cost abroad but the kit itself is made here.

A: The established manufacturing company could have demonstrated operational manufacturing capacity, i.e., production of market-driven or commercial products (discrete or process) anywhere in the world. Note that the DTIF aims to harness maximum medium-term economic impact for Ireland. It is expected that the DTIF project work will be carried out in Ireland. Any exceptions to this must be made clear at application stage and must be justified. It is a requirement that the majority of the funded activity be undertaken in Ireland. Enterprise Ireland will remove any ineligible costs during the contract approval stage before signing the grant agreement.

Q: Can an entity with an organisation with manufacturing facilities abroad be involved if the intention was to bring the new manufacturing process to Ireland?

A: As above. It is unclear if the suggested 'entity' is already in Ireland. Applicants must be clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta by the date of application. It is expected that the DTIF project work will be carried out in Ireland. Enterprise Ireland will remove any ineligible costs during the contract approval stage before signing the grant agreement.

Q: Is it possible to have a partner from abroad (but not receiving DTIF funding)?

A: No. The DTIF is open only to eligible applicants from the Republic of Ireland, i.e., clients of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta at the deadline for applications, i.e., 14 July 2022.

Q: Is it possible to include a European partner on a project as a non-funded collaborator?

A: No. As above.

Q: Can one of the 3 partners be a non-Irish based company (assuming they do not seek funding)?

A: No. As above.

Q: Can an international partner provide funding to the project overall, although they cannot draw down funding?

A: No. As above.

Q: In a 3-partner consortium - SME, RPO, Multinational, does the Multinational portion of the Research/Spend have to take place in Ireland?

A: It is expected that the project work will be carried out in Ireland. Any exceptions to this must be made clear at application stage and must be justified. It is a requirement that the majority of the funded activity be undertaken in Ireland.

Q: Are there specific rules relating to the amount of activity that can be carried out outside of Ireland?

A: It is expected that the project work will be carried out in Ireland. Any exceptions to this must be made clear at application stage and must be justified. It is a requirement that the majority of the funded activity be undertaken in Ireland.

Co-funding

Q: How does the company show that the partners can contribute financially in the project? Do they have to put an amount of money into an account?

A: Having access to financial resources to conduct the project is a declaration all partners sign on the application. There is no requirement to provide evidence for this at application stage, but it may put the project at risk if a partner cannot proceed upon approval.

Note that enterprise applicants cannot be Undertakings in Difficulty (UiD). The lead partner and each enterprise partner must declare that each applicant has confirmed that it is not an Undertaking in Difficulty (UID), as defined in the Guide for the Applicants and if the consortium is successful applicants will be required to undergo a UID assessment. Enterprises are advised to contact their Development Adviser/ point of contact, who can advise further on the UID assessment required.

Q: Does the cash in bank need to be there on application or at time of approval?

A: Having access to financial resources to conduct the project is a declaration all partners sign on the application. There is no requirement to provide evidence for this at application stage, but it may put the project at risk if a partner cannot proceed upon approval.

Q: For an SME, does having sufficient funds at the beginning of the grant simply mean cash in the bank? Or can this be expected available revenue over the 3 years?

A: As above.

Q: Is financial and operational capacity defined as the ability to cover all costs, or just the first year costs? I.e. for an early stage company they may not have all the cash available to cover the project; however, if they have proven revenue/profits will they be treated as a going concern (able to cofund in the future)?

A: As above.

Q: Do you consider money already invested? Or does it only consider investment moving forward?

A: As above. Any funding invested in the project before the agreed start date is not eligible for grant aid.

Q: Does each of the partners have to provide an equal amount of the matching funding? In other words, if you get €1.5m from DTIF does each of the partners have to provide €500k each?

A: No. Partners in a consortium can apply for different amounts of funding and they must match the amount they are seeking with private funding or finance as co-funding. It would be expected that no

participant should account for less than 10% of the project funding, though, unless they have specific capability or intellectual property on which the project hinges. For call 5, an exception is made for a single or pair of SMEs doing R&D activity, in which case the minimum requirement is reduced to 3% of the project funding for each SME or a total of 10% for a group of three SMEs.

Q: What's the minimum % that a SME needs to fund of the total budget, for example if the large enterprise has more funding available for the project?

A: There should be appropriate balance in the consortium and no participant should account for less than 10% of the project funding, unless they have specific capability or intellectual property on which the project hinges. For call 5, an exception is made for a single or pair of SMEs doing R&D activity, in which case the minimum requirement is reduced to 3% of the project funding for each SME or a total of 10% for a group of three SMEs.

Q: In what form is the co-funding e.g. finance, people time or other?

A: The DTIF requires 50% private funding or finance as co-funding and in-kind contributions are not acceptable. Company claims must be based on incurred costs.

Q: What is meant by matched funding? Is a % cash contribution expected?

A: As above.

Q: Does the co-funding need to be in cash or is in-kind acceptable and what are eligible costs that an SME can claim?

A: As above. Further details on eligible costs are set out in section 8 of the Guide for Applicants.

Q: Are in kind contributions from partners allowed - i.e. access to data, end users and market expertise?

A: As above.

Q: Can provision of capital items by industry be considered as part of their financial contribution? **A:** The DTIF requires 50% private funding or finance as co-funding and in-kind contributions are not acceptable. Company claims must be based on incurred costs.

Q: For the finance model, taking the €1.5M min award amount as an example - do the enterprises need to match with 50% cash or can in-kind contribution count as matched funds? Can the 50% contribution come from international partner in the way of in-kind access to a test facility?

A: The DTIF requires 50% private funding or finance as co-funding and in-kind contributions are not acceptable. Company claims must be based on incurred costs.

Q: Can a blend of secured private equity funding, asset finance and HPSU funding form the basis of matching sought DTIF funding?

A: Such aspects would need to be considered on a case by case basis, as each company's circumstances will differ. Note that the funding must be specific to the DTIF project, i.e., not allocated to other projects, and that other State or EU grants cannot be used as matched funding.

Q: Is a letter of intent from a VC investor for the co-funding element in SMEs sufficient?

A: Having access to financial resources to conduct the project is a declaration all partners sign on the application. There is no requirement to provide evidence for this at application stage, but it may put the project at risk if a partner cannot proceed upon approval.

Note that the DTIF offer must be accepted, and the project started, within 3-12 months of approval. Care should be taken to match this timeframe to any investment schedule.

Q: It has come to our attention from one of our partners that their previous experience of DTIF, is that none of the consortium members can have debt on their balance sheet. Is this correct?

A: No, this is not correct.

Note that enterprise applicants cannot be Undertakings in Difficulty. The lead partner and each enterprise partner must declare that each applicant has confirmed that it is not an Undertaking in Difficulty (UID), as defined in the Guide for the Applicants and if the consortium is successful applicants will be required to undergo a UID assessment. Enterprises are advised to contact their Development Adviser/ point of contact, who can advise further on the UID assessment required.

Pre-finance for small companies

Q: Please clarify the 33% pre-financing for SME's - what is the assessment?

A: SMEs employing less than 50 employees that are a partner in a successful application can apply for a pre-finance payment of up to one-third of their eligible DTIF funding prior to the approved costs being incurred.

The SME must supply a rationale for why the company requires pre-finance and evidence that it has available to it enough assets to cover its liability under the grant. The assessment will require the SME to provide audited accounts, management accounts and, where necessary, other evidence of assets. These documents will be examined by an external financial assessor in line with standard financial criteria to establish net worth and review forecast figures.

Successful applicants must prepare financial records of payments and receipts and maintain an adequate accounting code for all transactions related to the project. If this is not possible, they must provide a dedicated and separate grantee bank account for the project into which the grant monies will be paid.

Q: For pre-financing, if a small company applying meets this criterion for pre-financing but is part of a group, is the Company applying for the DTIF or the Group viewed for this criterion on pre-financing approval?

A: To be eligible for pre-finance, the company must be a small company, employing less than 50 employees. The Group structure would be assessed to determine that the small company is eligible.

Q: While one-third is attractive as an up-front, the indicated 12-month period for claims submissions is challenging. Is this being reviewed on the basis of previous experience? Can DTIF administrators provide some certainty to working capital lenders about grant cashflows which would be very useful in supporting working capital facility applications by SMEs?

A: While the DTIF initially used 6 monthly intervals for claims, in practice 12 monthly intervals suit the majority of companies better. If a company will have difficulty with this timing they can discuss the situation with their DTIF Project Contact. Note that all project partners are expected to provide project reports every 12 months, regardless of whether they submit a claim for costs.

State Aid, De Minimis and relationship with other funding mechanisms

Q: Does DTIF come under De Minimis – does De Minimis apply to DTIF? Do State Aid Rules Apply?

A. The DTIF scheme is a State Aid Scheme developed in accordance with the General Block Exemption Regulation 2014/2020, published in Official Journal No. 57, 26th June 2014, Commission Regulation (EU) No. 651/2014 (General Block Exemption Regulation (GBER)) as amended by Commission Regulation (EU) 2017/1084 of 14 June 2017). In July 2020, the General Block Exemption Regulation was prolonged until 31 December 2023. Previously received De Minimis Aid for other projects does not need to be taken into account.

The DTIF RD&I Fund is administered in accordance with the following Irish legislation: Industrial Development Act, 1986, Section 29; Industrial Development (Enterprise Ireland) Act, 1998, Section 7.

Q: Do State Aid Rules Apply?

A: Yes, State Aid rules apply. See above.

Q: Can other grants be used to cover the match funding?

Other State or EU grants cannot be used as matched funding. In signing the Enterprise Ireland grant agreement, companies warrant that funding has not been and will not be sought for the DTIF project within or outside of the State from any government agency and/or EU by way of grant for the purpose of funding the project. Note that equity funding, e.g., from Enterprise Ireland or the European Innovation Council, is allowed.

Q: Our firm has received funding from an EU VC fund which included some government funds in the pool. Could this make us ineligible for DTIF? (double dipping?)

A: No. Equity funding, e.g., from Enterprise Ireland or the European Innovation Council, is allowed. Other State or EU grants cannot be used as matched funding. In signing the Enterprise Ireland grant agreement, companies warrant that funding has not been and will not be sought for the DTIF project within or outside of the State from any government agency and/or EU by way of grant for the purpose of funding the project.

Q: Where a company is claiming 50% of their costs, the other 50% cannot be funded through other State or EU funds. If EI takes an equity stake or lends to a company (e.g. redeemable preference shares), does that fall foul of this rule?

A: No. As above. Equity stakes or redeemable preference shares in a company are not grants under the State Aid Rules.

Q: Can you comment on the relationship of DTIF and EIC Accelerator?

A: There is no relationship between these funds. Note that European Innovation Council (EIC) Accelerator grant funding cannot be used as matched funding, but EIC Accelerator equity investment funding is allowed.

Q: Please confirm, EIC co-funding through secured equity commitments is allowed but not the grant part of the EIC agreement? Can other grants be used to cover the match funding?

A: European Innovation Council (EIC) equity investment funding could be used. Other EU or State grants cannot be used as matched funding (as above).

Q: Can DTIF funding be combined with the EU Innovation Fund?

A: No. As above.

Q: Does success in the DTIF stop you from applying to the EU Innovation Fund in the future - in relation to commercialisation of the project?

A: No. There is no relationship between these funds.

Q: Could the DTIF award be leveraged as the co-funding portion in an EU Horizon application, e.g. MSCA COFUND?

A: No. The legislative basis of the DTIF, its industrial research focus and the timeframe of a maximum of 3 years would not allow it.

Q: Can a company qualify if they are also in receipt of EI other R/D funding?

A: Yes. The DTIF is separate to other Enterprise Ireland supports that are not directly linked to the project for which funding is being sought.

Q: What is the link between DTIF and EI Commercialisation Partnership program scheme please?

A: There is no link between the DTIF and any other Enterprise Ireland funding schemes.

Q: Can we apply for DTIF during EI Commercialization Fund or is it too early?

A: DTIF projects are expected to commence within 3-12 months of approval. For a newly established company this is a short timeline from Commercialisation Fund to DTIF project commencement and it should be considered very carefully. Note that any RPO researcher may submit an application with a qualifying consortium.

Q: Can HPSU awarded companies still apply through the Disruptive Technology Fund?

A: Enterprise Ireland High Potential Start Up (HPSU) companies can apply to DTIF.

Eligible costs: general

Q: The budget in the application form is high level, and there is no budget justification section?

A: Yes, we do not require the underpinning budget justification at this stage. We will request this information from successful applicants upon approval. Applicants are advised to be as accurate as possible in providing their costings as ineligible costs will not be funded and this may impact the viability of the project. The eligible costs are described in detail on pages 10 to 15 of the Guide for Applicants.

Q: If one partner in the consortium is an SME, can they benefit from the advantages of being an SME (e.g., claiming consultancy costs etc.), while other non-SME partners in the group do not?

A: Yes.

Q: What are the types of eligible costs that are covered through DTIF? Are there any rules around capital equipment?

A: The eligible costs are described in detail on pages 10 to 15 of the Guide for Applicants. They include detailed descriptions on capital equipment for R&D. Applicants are advised to be as accurate as possible in providing their costings as ineligible costs will not be funded and this may impact the viability of the project.

Q: Can you comment on the categories which money can be spent on?

A: As above.

Q: Last year the minimum funding that a partner could ask for was 10% of the overall funding. Is that still the case?

A: No participant should account for less than 10% of the project funding, unless they have specific capability or intellectual property on which the project hinges. For call 5, an exception is made for a single or pair of SMEs doing R&D activity, in which case the minimum requirement is reduced to 3% of the project funding for each SME or a total of 10% for a group of three SMEs.

Q: Is it still the case where each entity needs to participate at least 10% of the project?

A: As above.

Q: In sectors with higher levels of uncertainty, where material costs are subject to significant volatility, is a contingency allowed within the budget?

A: No. Applicants are advised to be as accurate as possible in providing their costings.

Q: Is there a cap on subcontract - and do subcontractors need to be in Ireland?

A: For companies, contractual research, knowledge acquisition and consultancy services used exclusively for the project must form a minority of the partner's cost and are allowable for SMEs only. Consultancy/contracting costs are generally only provided for work commissioned by SMEs in Ireland. Where consultancy needs to be contracted outside Ireland, it should form a small proportion of the spend and be supported by a clear business case.

For RPOs, contractual research, knowledge acquisition and consultancy services used exclusively for the project can account for 20% of their salary costs at most. Such costs are generally only provided for work commissioned in Ireland. Such costs are provided to RPOs primarily to facilitate the introduction of other academic partners who add value to the project.

Full details are provided on pages 12-13 (for SMEs) and 14-15 (for RPOs) of the Guide for Applicants.

Q: Can a portion of the budget be spent outside of Ireland, if a specific service or product is required to deliver the project but cannot be sourced within Ireland? Can this service or product be procured as a subcontract to one of the partners?

A: See above. Consultancy services may not be provided by a consortium member.

Q: Could costs for a pilot outside of Ireland be covered?

A: See above.

Q: Can an EI client who is an SME spend funds on testing that can only be done abroad? Is there a limit?

A: See above.

Q: Can part of the budget be spent on a consultant? What is the max allowed? Can the consultant be a LEO client?

A: See above. Note that consultancy will be subject to public procurement and consultants should not be identified prior to completion of a procurement procedure.

Q: Can a LEO client be a consultant in the project? I assume consultants are allowed so long as they are not partners?

A: See above.

Q: Can expenses associated with an external review (legal, consultancy etc.) of the submission documentation be claimed under the grant – regardless if SME or not?

A: No. Eligible costs must be focused on industrial research and/or Experimental Development and can only be incurred between the Start Date and End Date of the project.

Q: What level of the funding can be used for capital expenditure?

A: Part of the funding (typically less than 20%) can be used for R&D equipment purchases which are essential to the project, i.e., equipment which is specific to the project and only to the extent to which it is used on the project. Note that the DTIF is not a capital equipment fund nor is it aimed at supporting the construction of infrastructure. Costs should be reasonable within the context of the project.

Q: If funding is used to procure capital equipment by the industry partner, do they have to follow public procurement rules (time implications)?

A: Yes.

Q: If a product is built using capital expenditure just for the project and used for the necessary research, and it is then scrapped after the project, does this count as 100% depreciation and would the capital expenditure be fully funded?

A: No. Capital equipment is usually depreciated over 5 – 10 years in line with standard accounting practices. Only the actual time in use on the project can be covered. Note that it would generally be difficult to certify 100% use across a research project. Note that only part of the funding (typically less than 20%) can be used for R&D equipment purchases which are essential to the project. Note that the DTIF is not aimed at supporting the construction of infrastructure.

Q: If expensive equipment needs to be purchased to complete the project, can the DTIF supports for the SME be pre-paid for the procurement? Will the DTIF supports only pay for depreciation of said equipment leaving the remainder to be paid by the SME?

A: Claims are paid based on costs incurred, although there is a provision for small companies with less than 50 employees to apply for pre-finance. The DTIF covers depreciation costs only for the time the equipment is used on the project. Note that part of the funding (typically less than 20%) can be used for R&D equipment purchases which are essential to the project.

Q: If only depreciation is supported by DTIF, is the depreciation timeline the same as the programme i.e. 3 years? Or is it a longer period thereby making an even smaller proportion of the equipment to be funded by the DTIF supports?

A: Only depreciation for the time the equipment is used on the project is eligible for funding under DTIF. Typical depreciation times for testing equipment would be 5-10 years.

Q: Is Capital Equipment funded differently for RPO versus SME/Enterprise? Example, RPO are 100% funded but SME/Enterprise can only claim the depreciation?

A: Yes. See Guide for Applicants page 13 for companies and 15 for RPOs for full details.

Q: How long should equipment be depreciated over i.e. if purchased on day 1 of a 3-year project and used 100% on the project can it be 100% depreciated or should depreciation be over say 5 years? A:

Capital equipment is usually depreciated over 5 – 10 years in line with standard accounting practices. Only the actual time in use on the project can be covered. Note that it would generally be difficult to certify 100% use across an industrial research project.

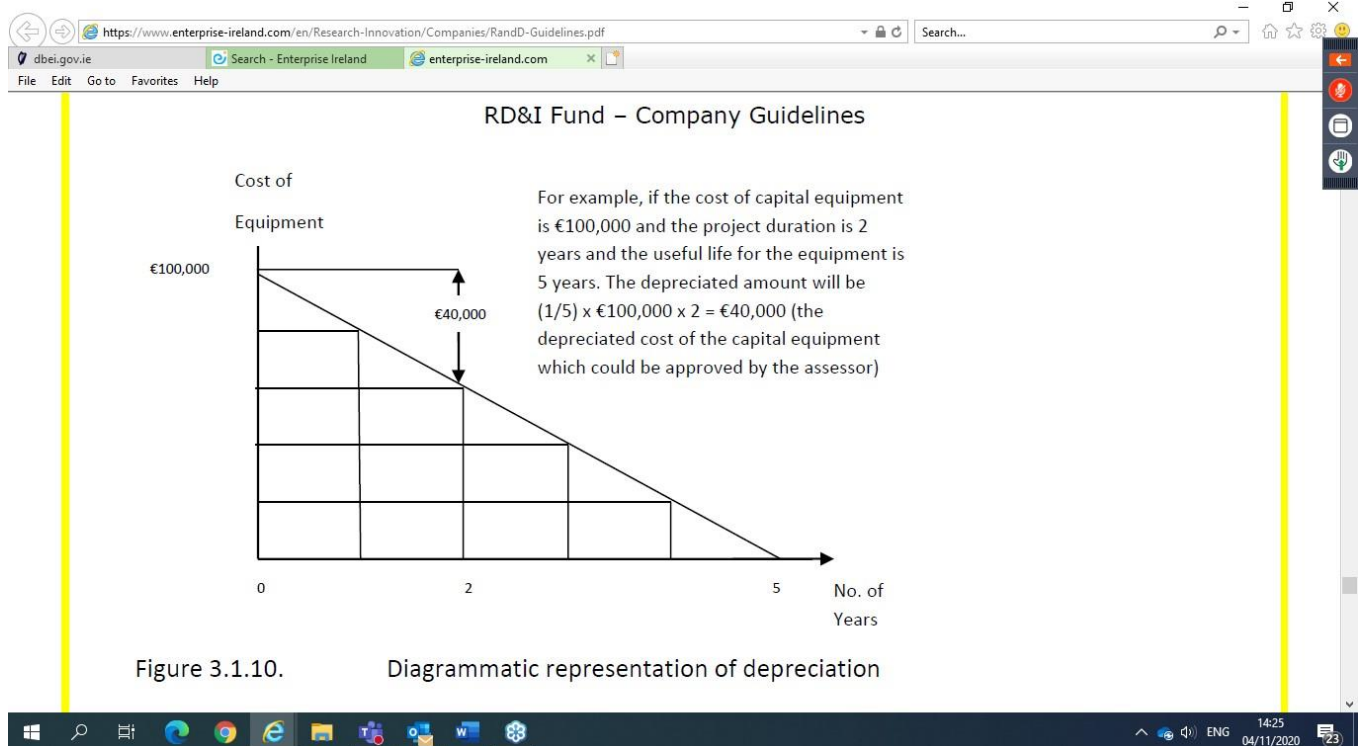
Q: Please explain basic R&D capital depreciation rules and typical % of R&D capital spend vs revenue?

A:

Enterprise Ireland provides the following guidance:

- Include R&D equipment (tangible assets) purchases which are essential to the project. This is for long-term rights or outright purchase, costs of software purchased outright (perpetual licences, with no recurring cost) may also be entered in this category.
- Licenses or rent for use of equipment or software for the period of the project is covered separately in Materials.
- Enter the category of asset e.g. developer PCs, oscilloscopes, software license, etc. Note that support for specific assets is subject to the following criteria being met:
 - o That the items are essential for the successful completion of the RD&I programme described in the application.
 - o Only the time that the asset is specifically used on the RD&I programme is supportable.
- Building costs for dedicated new R&D premises for a new R&D team if necessary may be entered.
- Eligible costs of assets are limited to the extent and for the period they are used in the research project. If such assets are not used for their full life within the research project, only the depreciation costs corresponding to the life of the research project, as calculated on the basis of good accounting practice, are considered as eligible. In accordance with the EU guidelines for RD&I capital grants, the depreciation in years (useful life) for equipment is 5 yrs. For ICT capital costs (including software & software licenses costs) a shorter appropriate number of years could be used, e.g. 3 years. Linear depreciation is assumed, see Figure 3.1.4 below.
- General production equipment, or equipment that will subsequently become production equipment is not eligible for RD&I capital equipment grants.

- Eligible RD&I Capital Equipment used in the RD&I project can be included but depreciation costs can only be used in line with the accounting policy of the company and accelerated depreciation for RD&I equipment will not be considered.
- The company must enter the time the asset will be used on the project (months). This cannot be longer than the project duration.
- Enter the depreciation period (i.e. the predicted functional life of the item in months). If the company has a formal depreciation policy agreed with its auditors, these figures may be used. Otherwise, generally equipment is considered to be depreciated over 3 years for ICT (computer) equipment and 5 years for other equipment. Buildings are depreciated over 20 years.



Most projects incur higher staffing costs than capital costs.

Q: Is the cost of renting or leasing equipment fully allowed?

A: Yes, but only for the portion of the time used on the project.

Q: R&D requirement to develop a new environmentally friendly building technology/ construction material is €1m. I assume that is eligible for funding. Question - it would be crucial to build out a pilot property also to prove the concept (say €8m build cost). Can some of the €8m be eligible for funding?

A: Only costs related to Industrial Research and Experimental Development tasks and activities can be funded under the DTIF. It would be expected that most projects would incur higher staffing costs than capital costs. The DTIF is not aimed at supporting the construction of infrastructure.

Q: Can there be a supplier - customer relationship and associated R&D Team i.e. three parties working on an infrastructure project where R&D is funded, the supplier requests funding for process improvement and customer requires funding for infrastructure enhancements.

A: All consortium members must be carrying out industrial research and/or experimental development to claim costs.

Q: If there is a large capex requirement for one of the partners in the collaboration versus the others in the project how is that handled?

A: Capital expenditure budgets for consortium partners can vary e.g. some partners may have a larger capital expenditure requirement than others. Note that capital expenditure typically accounts for a small part of the budget of any partner. The DTIF is not aimed at supporting the construction of infrastructure.

Q: Can you also comment on the overheads rates for SME and for RPOs?

A: Enterprise partners will be paid overheads at the rate of 30% of eligible salary costs as a contribution to indirect costs of the project (e.g. administration, finance, IT support etc.). RPO partners will be paid overheads at the rate of 30% of Modified Total Direct Costs, excluding capital equipment, as a contribution to indirect costs of the project (e.g. administration, finance, IT support etc.).

Q: What sort of administrative overhead is expected during the 3 years of the project? (reporting etc)

A: See above.

Eligible costs: companies

Q: Can any market validation and entry costs be covered under DTIF?

A: No sales or marketing costs can be covered under DTIF.

Q: Is market research an eligible cost?

A: No. Funding towards market research is eligible only insofar as the results are a necessary input to develop the product/service/process.

Q: You mentioned that clinical trials could be included in medical disciplines, however for technical companies can certifications be included which may be required for future "experimental development" (e.g. ISO, EIT, CC)?

A: Certification and testing costs will only be supported on work resulting directly from the project.

Q: Can a company claim the time spent by staff members on the grant to take part in say monthly meetings with the partners?

A: Yes. Project management meetings are an important part of collaborative research.

Eligible costs: RPOs

Q: Can DTIF fund an RPO researcher who's already in an EI-funded competence centre?

A: DTIF can fund RPO researchers already in an EI-funded competence centre. It is expected that staff engaged on the project would be spending at least 10%-20% of their time on the project for a sustained period, usually with a core team spending a significant proportion of their time on the project.

Q: For RPO applicants, are there specific eligibility criteria in terms of employment contract status (e.g. permanent staff member or contract researcher with contract that covers award duration?) Are Contract Research Salaries covered under the 50% contribution to the RPO - you have indicated that permanent staff cannot be covered?

A: The RPO researcher must be an employee of the RPO, either permanent or with a contract that covers the duration of the project. The salaries and wages of permanent academic staff are not eligible for grant support.

Q: Can an academic who has role in a company which is a partner in the DTIF application also act as the University principal investigator?

A: This is a matter for discussion with the RPO Research Office team.

Q: If an RPO hires a full-time researcher to work exclusively on the grant, does the researcher need to keep daily/hourly timesheets?

A: Yes, all claims for salary costs must be supported by detailed timesheets. A template is provided.

Clinical trials

Q: Is there a specific definition for what DTIF consider a clinical trial (as opposed to simply patient facing research, e.g., market access etc)?

A: The DTIF does not provide a formal definition of clinical trials. Funding towards clinical trials (up to phase 2A) is eligible provided that the results are a necessary input to develop the product/service/process as part of the industrial research project and are demonstrating market impact.

Q: Regarding Clinical Trials - Phase IIa is covered for pharma. What is the equivalent level for medical devices?

A: The DTIF will fund First-in-Human trials as part of an industrial research activity.

Q: In a Phase 2 clinical trial, recruitment is key to completion, so do all clinical trial sites have to be in Ireland?

A: Clinical trial sites do not have to be in Ireland.

Q: Can a multi-centered clinical trial that includes site/sites in and outside of Ireland fall under the budget of an Irish entity claiming 50% of clinical spend?

A: As above. Funding towards clinical trials (up to phase 2A) is eligible provided that the results are a necessary input to develop the product/service/process as part of the project.

Q: Can the RPO get funding for clinical trials (up to phase 2a)?

A: In general, these costs will not be supported in RPOs. It is anticipated that companies bring products to trial and onwards to the market. Their clinical trial activity is 50% grant aided under DTIF. In limited circumstances, and with the pre-approval of the DTIF team, some RPO trial costs may be supported.

Q: Do we agree clinical costs with EI, prior to DTIF application submission?

A: No, all project costs will be reviewed for successful applications, i.e., post-approval only.

Q: How are clinical trial costs presented in DTIF applications? A consultancy cost?

A: Costs associated with clinical trials are typically included under consultancy.

Legal matters

Q: Is there a boiler plate legal agreement available to partners?

A: The DTIF Call 4 Consortium Agreement template is available at www.enterprise.gov.ie/DTIF. This Agreement is mandatory, although provision will be made for limited amendment subject to satisfactory demonstration by enterprise partners of a commercial rationale for doing so. Project partners sign individual contracts (grant agreements) with Enterprise Ireland following successful completion of the Undertaking in Difficulty (UiD) assessments by the enterprise partners and notification of approval. These grant agreements are not made available at application stage.

Q: When does the Consortium Agreement need to be signed? Post approval, pre first drawdown?

A: The Consortium Agreement will be signed post-approval and prior to commencement of the project on the approved start date.

Q: Should any IP negotiations follow the national IP protocol?

A: The national IP protocol should generally be followed by consortia involving companies and research performing organisations. There is no formal protocol for consortia involving companies only, so IP negotiation is a matter for the companies themselves to agree.

Q: Does there need to be evidence of sharing of IP in the consortium agreement?

A: The development of IP is governed by the Consortium Agreement. See Section 9 of the Guide for Applicants.

Q: If an SME and an RPO engaged in a DTIF each equally contribute towards the development of a piece of IP during the project will a joint ownership agreement apply? Do state aid rules have an implication?

A: The development of IP is governed by the Consortium Agreement. See Section 9 of the Guide for Applicants.

Q: I am just wondering if a 'term-sheet' is required in the application?

A: No, a term-sheet is not required.

Other aspects

Q: We have been approached by a 3rd party consultant to complete our DTIF application. The entity usually does EIC applications and has a good success rate. Are such companies commonly involved in DTIF? Or would you advise us to do this independently?

A: We are aware that consultants are often used during the preparation of DTIF applications. In our experience we have seen excellent applications prepared by these consulting companies but also by the applicants themselves. Note that the cost of these consultancies is not eligible for funding under DTIF.

Q: Can R&D tax credit be claimed on the industry contribution?

A: This is a matter for your accountants and the relevant tax authority.

Q: How might a DTIF impact an R&D tax credit claim?

A: This is a matter for your accountants and the relevant tax authority.