

Technology Gateway Programme Guidelines 2015

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EUROPEAN REGIONAL
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1.0 Introduction to the Technology Gateway Programme

1.1 Background

Enterprise Ireland in partnership with the Institutes of Technology has established a nationwide network of 12 Technology Gateways whose role is to deliver technology solutions close to the market needs of Irish industry through collaboration projects with companies. These Gateways are open access points for industry and act as a portal to a wider resource of industry relevant expertise in the Irish research infrastructure. The Programme builds on the Applied Research Enhancement Programme (ARE) funded by Enterprise Ireland. This supported the IoT sector to develop applied research and technology capabilities that were attractive to industry. Since 2008 over 600 Irish based companies have engaged in over a 1,200 collaborative projects with the ARE Centres and the Technology Gateways, at a total value of over €15.6 M, 43% of which came from industry.

In 2015 it was decided to expand the Technology Gateway Network by adding new a number of new Gateways. The objective of this funding is to help accelerate the industry engagement potential of an applied research group within an IoT, that has a defined industry and regional need that is not covered by the existing Technology Gateway Network.

1.2 Mission of a Technology Gateway

The mission of a funded Technology Gateway involves:

- Using its technological expertise to generate solutions for the close-to-market needs of Irish industry, as identified by a clearly defined industry client base.
- Forming partnerships with industry to work on challenging problems and facilitate technology transfer to companies.
- Providing an open access point delivering near to market solutions for Irish industry.
- Serving as a portal for companies to wider expertise on a national level through a Network of Technology Gateways.
- Engaging its industry support base strongly in its ongoing strategic development to ensure the continued relevance of the Gateway to evolving industry requirements.
- Contributing to greater R&D and innovation activities in indigenous and foreign-owned industry in Ireland.

It is expected the Gateways will integrate cohesively with other components of the entrepreneurship and business development infrastructure in the IoTs. They will leverage Enterprise Ireland programmes such as Innovation Vouchers and Innovation Partnerships in order to meet the needs of its clients. They will undertake appropriate activities to maintain and develop their technology expertise and, where relevant to the needs of their client base, may engage in applied research projects funded from state sources (such as Enterprise Ireland or other agencies) or other sources such as EU. In addition, the Gateways will seek to build on the number of industrial projects undertaken and the number and scale of other applied research funding sources including EU programmes, which are aligned with the technology offer for industry.

1.3 Technology Gateways Network

A key objective of the Programme is to maximise the collective impact of the supported activities on industry in Ireland. The individual Gateways are connected to form a coherent Network in which each will serve as a portal to the wider community of expertise, thereby providing industry with a wider array of solutions and opportunities than previously accessible. 12 Gateways have been funded and the virtual portal to the Technology Gateway Network can be found at www.technologygateway.ie.

The Network is branded and promoted on a regional, national and international basis in order to maximise industry awareness of the collective expertise available. Enterprise Ireland has mechanisms to:

- Develop consistent branding,
- Promote the Network to companies,
- Ensure that an effective client management system is in place,
- Monitor the use of effective and coherent procedures for knowledge, equipment and experiential exchange between the Gateways. This includes the sharing of project leads and contacts.

Moreover, while Gateways may focus on different technologies, there should be a consistent standard of industry experience across them, in terms of service delivery, communication and follow-up. In applying to the Technology Gateways Programme, the applicant Institution and Gateway is signing up to full and active participation in this Network (if approved for support).

Successful implementation of this Network will allow:

- A Gateway to serve as a local access point for companies to national technology resources and to wider community of expertise
- Mobility of expertise and of potential solutions both within the Gateways network and across the national research landscape
- The building of scale through cooperation, for example, multi-Gateway projects with industry.
- Increased industry/business collaborations for each Gateway
- Larger numbers of project leads transferred between Gateways
- Increased visibility nationally and internationally.
- Access for SMEs into a wider community of expertise across the research landscape (e.g. Technology Centres, CSETs etc) in Ireland and beyond

1.4 Current Technology Gateways

Each Technology Gateway funded operates under a performance related funding model. If a Gateway fails to achieve 80% of its agreed targets over two consecutive reporting quarters (please see Section 7.0 of this document), Enterprise Ireland reserve the right to implement a formal review of the Designated Institution's performance which may lead to a reduction in funding. This process does not include the first six months of the contract to allow adequate time to hire staff and set up the Gateway.

Existing gateways that are substantially exceeding their agreed contractual targets (>120%) are also invited to submit applications for additional resources. These resources are offered to help grow the number of interactions between the Gateway and industry. Eligible applicants will be asked to fill out an appropriately modified Stage 2 application form. This is an open call. Maximum funding levels are **€350,000** until December 2017 and cover the costs of additional targeted resources, promotional and domestic travel costs. The additional funding resources are subject to the standard technology Gateway model of performance related funding. This process will not apply to the new Gateways funded under the Technology Gateway Network funding call in 2015.

2.0 Technology Gateway Network Funding 2015

2.1 Objective

The main objective of this call for Technology Gateway Network Funding is to **increase the regional profile of the network**. Applicants must also show the funding will provide support to an IoT to increase its level of industry engagement, where the regional and industry sectoral need has been identified and this need is not currently being served by the Technology Gateway Network.

2.2 Eligibility Criteria

- The call is restricted to applied research groups within the IoTs.
- The call commences on May 22nd 2015.
- Only one application will be considered per IoT and it must be aligned with the strategic applied research plan of the host college.
- All applications to Enterprise Ireland's Technology Gateway Programme will be submitted on behalf of the host Institution and signed off by the Institute's President, Head of Research and Development and Head of Finance.
- Joint proposals from IoTs will be encouraged whereby the regional benefits of such collaboration can be clearly demonstrated.
- Funding for this initiative will end on the 31st of December 2017

2.3 Eligible Activities

All activities supported must have the endorsement of the industry support base. They will include the development of technological solutions to companies' near-term market needs, e.g. collaborative R&D projects that are directly funded by industry or that are assisted by the Innovation Vouchers and Innovation Partnerships Initiatives. They may involve the provision of specialist training and advice. They may also include activities that build the technology expertise and capability of the Gateway to deliver to industry, and activities that will seed future financing for technology themes that are aligned with industry needs, including securing of relevant state or EU funding support.

It is not intended to support standard consultancy services or very low risk technical projects or where funding for the work should be more appropriately sought from another source.

2.4 Funding Levels

The funding for each supported Gateway will be **up to €300,000**, subject to justification of costs and value for money evaluation by Enterprise Ireland.

Funding for a **consortium submission** may qualify for a higher level of funding, of **up to €350,000**, subject to justification of costs and value for money evaluation by Enterprise Ireland.

Funding for newly approved Technology Gateways will run until December 2017. Continuing funding within this time period will be contingent upon the applicant institution's achievement of performance metrics as agreed with Enterprise Ireland.

3.0 Eligible Costs and Activities

3.1 Eligible Activities

All activities supported must have the endorsement of the industry support base. They will include the development of technological solutions to companies' near-term market needs, e.g. collaborative R&D projects that are directly funded by industry or that are assisted by the Innovation Vouchers and Innovation Partnerships Initiatives. They may involve the provision of specialist training and advice. They may also include activities that build the technology expertise and capability of the Gateway to deliver to industry, and activities that will seed future financing for technology themes that are aligned with industry needs, including securing of relevant state or EU funding support. It is not intended to support standard consultancy services or very low risk technical projects or where funding for the work should be more appropriately sought from another source.

3.2 Exiting Gateway Funding Levels

The funding for existing Gateways is **up to €240,000 per annum**, subject to justification of costs and value for money agreed with Enterprise Ireland. Funding for a **consortium submission** qualified for a higher level of funding, of **up to €280,000 per annum**, subject to justification of costs and value for money evaluation by Enterprise Ireland. Funding for approved Technology Gateways is for up to five years, ending on the 31st of December 2017. Continuing funding within the five-year programme framework is contingent upon the applicant institution's achievement of performance metrics as agreed with Enterprise Ireland.

3.3 Eligible Costs for 2015 Applicants

Personnel for whom funding has been approved must be clearly assigned responsibilities in relation to the management and execution of the Gateway's industry engagement and delivery of the Industry technology Offer. Enterprise Ireland reserves the right, to reduce or disallow proposed funded costs, or to schedule some or all of the costs in stages over the term of funding. Only the following costs, subject to EI approval, are eligible:

Cost Category	Maximum funding for 2015 applicants
Gateway Manager	€160,00 over the remaining 2 years, (to a max EI contribution of €80,000 per year inclusive of base salary & 10.75% PRSI)
Gateway Engineer	€100,000 over the remaining 2 years (to a max EI contribution of €50,000 per year inclusive of base salary & 10.75% PRSI)
Gateway Technician	€70,000 over the remaining 2 years (to a max of €35,000 per year inclusive of base salary & 10.75% PRSI)
Teaching Replacement	€20,000 (over the remaining 2 years to a max of €10,000 per year, for the cost of providing teaching replacement for the academic researchers.
Domestic Travel	€20,000 over the remaining 2 years (€10,000 per year travel to Irish based companies)
Foreign Travel	To a max of €6,000 (€3,000 per year, for travel within EU for industry focussed events, unless otherwise specified in application and approved by evaluation panel)
Promotional Activities	To a max of €6,000 (€3,000 per year for the promotion of the Gateway's activities to its industry support base and to wider industry sectors) including, inter alia, awareness events, knowledge transfer seminars, promotional material, consumable materials costs used for promotional samples or small demonstration projects for industry (not cost-recoverable).

Total individual cost categories may vary up to 12% within the overall budget.
Actual salaries paid to Gateway staff are the responsibility of the host Institute.

In the case of a collaborative submission from a consortium of IoTs the above costs will be apportioned across the consortium in accordance with the work programme agreed with the consortium members. Additional funding sought and agreed for Consortium proposals may be apportioned against the above cost categories excluding the Gateway Manager category.

All reasonable direct costs (under the headings outlined above) involved in the implementation of the project are eligible for funding. However, the costs should be realistic and within the norms of the participating institution. A consideration of 'value for money' will generally apply and an unrealistic cost structure may damage the credibility of a proposal.

Institutional overhead costs are paid by Enterprise Ireland on an annual / programme basis and should not be included. Funding for successful proposals will be based on the cost structure in the original application and with any changes made at the offer stage. This final cost structure will be fixed and cannot be changed without prior written agreement with Enterprise Ireland.

3.3.1 Personnel

The categories of all staff to be involved with the project together with their time input and cost should be included. Salary costs funded by other sources are ineligible for funding under this programme. Recruitment costs are ineligible.

3.3.2 Capital Equipment

Capital Equipment is not eligible unless it can be justified, to the satisfaction of Enterprise Ireland, on a strong business case, including a clearly defined industry need and usage of this resource, analysis of total lifecycle costs and likely income generated, value for money and availability of this proposed resource for industry within Ireland, access to Gateways in the Technology Gateway Network etc.

In addition, there is no guarantee that any funding will be available for capital equipment and such equipment should not become a necessary feature of the proposed Gateway work programme.

3.3.3 Travel

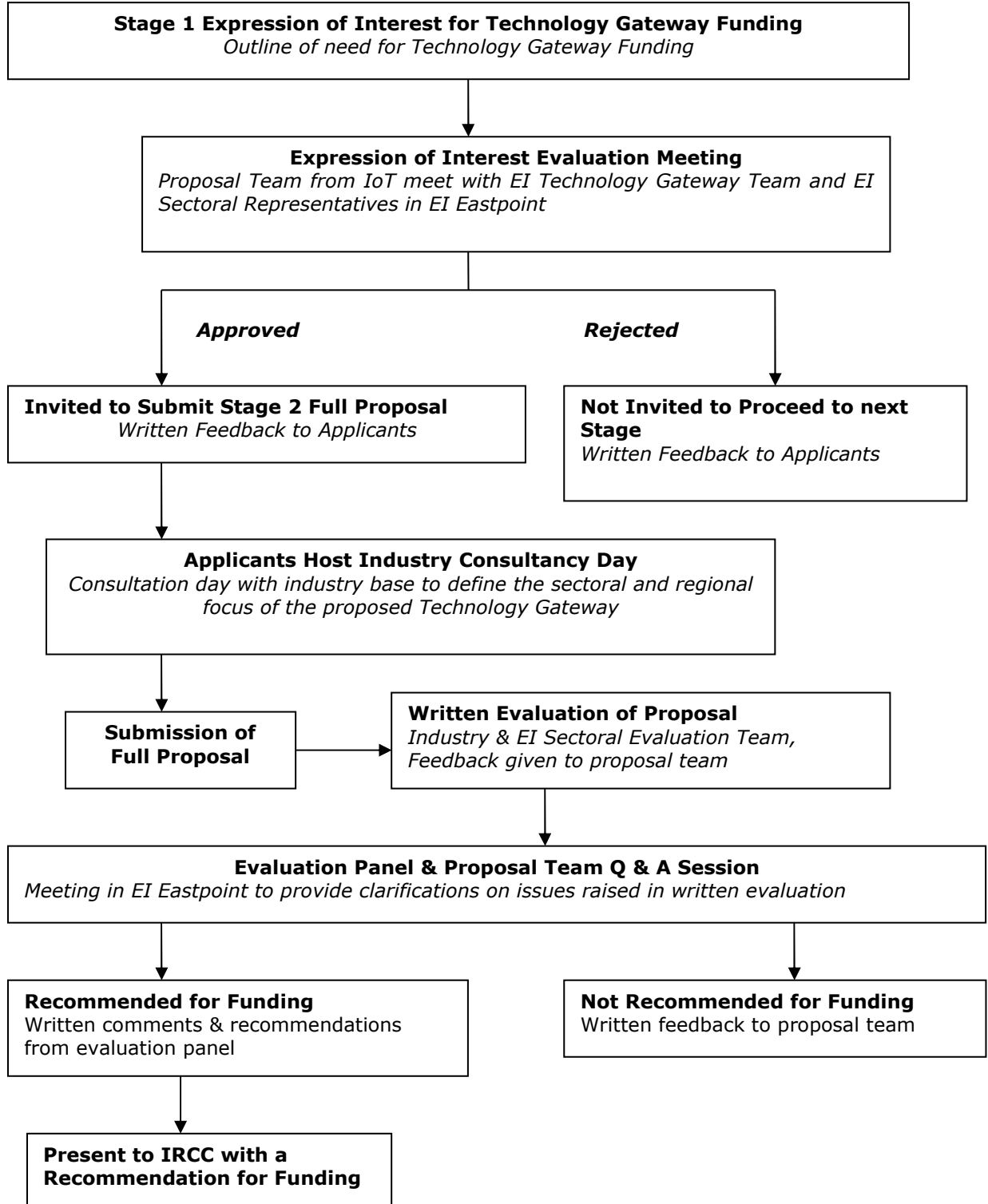
An outline should be included of relevant travel costs, for example travel to seminars/conferences, to specialist facilities elsewhere in Ireland or abroad where it is essential for the conduct of the activities of the Gateway. Please note all overseas travel should be identified. Attendance at events at locations outside the EU will only be considered if there are found to be essential to the Gateway.

4.0 Technology Gateway Network Funding Application Process

4.1 Outline of Application Process

The process will entail a 2 Stage process

- Submission of an Stage 1 Expression of Interest
- Successful Expressions of Interest are invited to submit a Stage 2 Detailed Application outlining the industry and regional need for the proposed Technology Gateway funding.



4.2 Stage 1 Expression of Interest

The objective of this phase of the evaluation is to assess whether there is sufficient industry and regional need for, and institutional commitment to, the proposed Technology Gateway. The expression of interest form and Q & A session will need to satisfy the below criteria for an application team to be invited to submit a full application for technology Gateway Network funding.

<ul style="list-style-type: none"> • There is a defined need and an industry support base for the proposed Gateway. • The proposed technology offer for industry has clear benefits for the proposed industry sector • A satisfactory industrial steering committee is proposed to guide the industrial focus of the Gateway, and that this committee has a majority industry composition and an independent chair. 	Industry Need
<ul style="list-style-type: none"> • There is a regional need for access not covered by the existing Technology Gateway Network • There is a sufficient concentration of industry for the proposed industry sector within the region that justifies the consideration for Technology Gateway Funding • The additional activity the new Gateway brings to the Network 	Regional Need
<ul style="list-style-type: none"> • The applicant Institution is prepared to provide comprehensive backing, e.g. strategic, operational, to the proposed Gateway. • The applicant team has a suitable track record of working with industry and of activity in the proposed technology themes, including the securing of necessary project financing. • The applicant team have the technical competency to address the proposed technology themes. • The proposed team has collaborative links with other applied research groups in Ireland relevant to the proposed technology themes and industry support base. 	Institutional Capability

4.3 Evaluation of the Stage 1 Expression of Interest

Applications received will be acknowledged within three working days and assigned a project code. They will be assessed by the Technology Gateway Team a panel of technical & sectoral expertise from Enterprise Ireland. Enterprise Ireland reserves the right to contact identified industry members of the proposed Gateway industry support base as part of the evaluation.

The scoring scheme for the Expression will rate applicants against 4 main criteria out of a total of 100 marks:

- Industry Rationale (30 marks)
- Proposed Technology Themes (30 marks)
- Regional Impact on the Network (30 marks)
- Institution and applicant team capability (10 marks)

A threshold mark of 70% is required for the applicant to progress to be invited to submit a full Stage 2 application for Technology Gateway Network Funding.

Unsuccessful applicants will receive written feedback on the decision of the evaluation panel.

4.4 Stage 2: Full Technology Gateway Application Process

The Stage 2 Application will include the follow topics:

- Gateway Description & Industrial Justification
- Detailed description of Technology Themes
- Industry Engagement Strategy and plan
- Applied Research & Industrial Engagement Track Record
- Support from and Synergy with the Host IoT
- Management Structures
- Performance Metrics
- Financial and Costing Details

4.5 Definition of Industry Support Base

Each Gateway will be founded on a defined and actively engaged industry support base. This industry support base will be deeply integrated into the ongoing development of a Gateway’s technology strategy and work programme. At the first stage of the application process for funding Gateways must be able to demonstrate a strong industry support base that is distributed and identified across the following levels of engagement:

Level	• Level of engagement of the company with proposed Gateway
1	<ul style="list-style-type: none"> • A level 1 company is aware of the proposed Gateway’s expertise and facilities and potentially would benefit from further engagement • It has had consultations or meetings with the proposed Gateway team or has attended an Industry Consultation Day • It has intermittent contact with the proposed Gateway, for example, to obtain answers to technical queries, or in the form of short project engagement with the Gateway (e.g. small consultancy project or Innovation Voucher)
2	<ul style="list-style-type: none"> • A Level 2 company has engaged the proposed Gateway frequently as a source of technical knowledge • It has completed 2-3 small projects (e.g. Innovation Vouchers or Direct Funded Projects by Industry) • It has attended the Industry Consultation Day & contributed to the development of the Gateway’s
3	<ul style="list-style-type: none"> • A Level 3 company has a deep relationship with the proposed Gateway • It has completed a substantial amount of project work (e.g. 3-5 small projects such as Innovation Vouchers and/or 1-2 large projects such as Innovation Partnerships) and continues this level of engagement with the Gateway • It has been actively involved in defining the Gateway’s Industry Technology Offer

The new Gateway will be directed by an industry-led steering committee that will be chaired by an independent industry person. The Committee will have a majority of industry membership to ensure focus on economic impact and the needs of the industry support base. This committee will also contain representatives from the host Institute and from Enterprise Ireland.

4.6 Industry Consultation

Prior to submitting to Enterprise Ireland the Stage 1 Industry Needs Assessment which forms the first part of the programme application process, the applicant will have undertaken a comprehensive consultation process with the industry support base. The purpose of this is for the applicant to ensure that there is sufficient industry relevance and support underpinning the proposed Gateway and to ensure that the proposed Industry Technology Offers are aligned with needs identified by companies themselves.

The consultation process will comprise three elements:

1. Industry Consultation Day(s): this will essentially be one or more workshops that will identify suitable (i.e. desired by industry) Industry Technology Offer for the proposed Gateway and assess the level of industry interest in them.
2. Bilateral company-Gateway consultation (including written feedback) on the proposed themes and how they map onto specific company needs.
3. A strategy with constituent technology themes that is guided and endorsed by the industry support base and agreed by the Industry Steering Committee.

4.7 Phase 2 Evaluation

The scoring scheme for the Technology Gateway Stage 2 Industry Needs Assessment will rate applicants against the following criteria out of a total of 100 marks:

- Technology Themes and work programme (15 marks)
- Regional Impact on the Network (15 marks)
- Industry engagement plan (10 marks)
- Capability and track record of applicant team (15 marks)
- Host college commitment and support (15 marks)
- Management structures and project planning (15 marks)
- Performance metrics and value for money (15 marks)

The final score will be an average consensus score of all of the panel members.

A threshold mark of 70% is required for the application to be considered for funding.

The evaluation of Stage 2 applications will be undertaken by a panel comprised of representatives from industry, technology experts drawn from the research community, other sources of independent expertise as required, and Enterprise Ireland.

The evaluation of the application will be undertaken in two parts:

- Panel evaluation of the submitted application;
- Applicant Team presentation (including Q & A) to the Panel.

The evaluation panel will be provided with a copy of the proposal, evaluation guidelines and the Technology Gateway Programme Guidelines a number of weeks in advance of the Q & A meeting. The completed written evaluation report from all the panel members will be circulated to the proposal team and to each evaluation panel member 1 week prior to the Q & A meeting. The Q & A consultation process will provide an opportunity for the proposal team to present the proposal directly to the evaluators and respond and provide clarification to issues raised by the panel both in advance of the meeting and on the day.

It is envisaged that the Q & A session will last approximately 2 hours and will include the following agenda points:

- Technology themes and industry support base
- Capability and track record of the proposal team
- The Technology Gateway proposal in the context of the host College's Strategic Plan'
- Host college capacity to initiate, manage and develop the proposed Gateway
- Clarifications to queries raised by the evaluation panel in the written evaluation stage
- Questions and Answers.

The evaluation panel will then meet in closed session. The 4 funding recommendation options which the panel can propose are:

Evaluation Panel Recommendation	Scoring
A. Proposal accepted as is	≥ 85%
B. Proposal accepted with minor issues to be corrected	≥ 70% < 85%
C. Proposal has major issues and requires resubmission	≥ 50% < 70%
D. Proposal not appropriate for funding	< 50%

Recommendations for funding will be submitted to relevant committees/board in Enterprise Ireland including the Industrial Research and Commercialisation Committee (IRCC) for final approval.

5.0 Conditions of Funding

5.1 Naming of Technology Gateway

Enterprise Ireland will work with funded Gateways to develop a strategic plan that will maximise industry awareness of individual Gateways and the network of Technology Gateways. This will include the branding and naming protocol of the network and of individual Gateways. Gateways and host IoTs will be required to comply with this protocol as a condition of funding.

5.2 Progress Reports & Performance Metrics

The Gateway will be required to submit regular reports on technical progress, Steering Committee meetings, performance against agreed metrics, and financial details. Reporting requirements will be agreed between Enterprise Ireland & the Gateway. Progress reports will serve as the basis for performance review and will determine the level of continued funding. Such reporting requirements will be included in the grant agreement, which is binding between the host Institution and Enterprise Ireland.

5.3 Mid Term Review

Each Gateway will undergo a mid term review of its activities by an evaluation panel. The evaluation will review the performance of the Gateway in terms of its applied research activities and industrial impact against its projected performance as agreed in the funding contract. An important consideration will be the level of engagement achieved with industry and what benefits have resulted for the companies.

5.4 Location of Gateway

The delivery of the Industry Technology Offer must be undertaken in facilities which are part of or immediately adjacent to the host Institute of Technology.

5.5 Acknowledgement of Funding Agencies

This programme is co-funded by the European Regional Development Fund (ERDF) under the National Strategic Reference Framework (NSRF) 2007-2013. It is a requirement of ERDF funding that there be compliance with the funding regulations including due acknowledgement of the support be given by the recipient of any support provided under the programme. Grantees must ensure that the European Union, Ireland's EU Structural Funds and Enterprise Ireland are given acknowledgement for their support in all Web pages, Reports, Publications & Presentations derived from the Project. With respect to EU acknowledgement ensure that it is in accordance with the requirements currently detailed in Commission Regulation (EC) No. 1828/2006 or as may be amended in the future. Grantees will be required to display a plaque (with appropriate funding logos) which should be displayed in appropriate prominent location(s) near the location of the Gateway.



Ireland's EU Structural Funds' logo and the EU flag are available to download from the Managing Authorities websites: www.bmwassembly.ie , www.seregassembly.ie, www.esf.ie and on www.eustructuralfunds.ie

5.6 Confidentiality

A condition of funding is that the Gateway team and associated IoT staff and the host institution accept that the primary purpose of the programme is to generate technology solutions for industry in Ireland. As a consequence, the protection of intellectual property and/or the ability to exploit the results must never be prejudiced by publication or other disclosure. However, Enterprise Ireland recognises that publication of results is a normal and reasonable aspiration for researchers. It will, therefore, use its best endeavours to ensure that a reasonable balance is maintained between the need to protect IP and the desire to publish. Nonetheless, proposers must accept as a condition of support under this programme that circumstances may arise wherein publication will be necessarily considerably delayed or even indefinitely deferred in the interests of protection of the intellectual property generated and the requirements of successful exploitation, (also see EI Standard Grant Agreement).

5.7 Standard Grant Agreement

Enterprise Ireland's Standard Grant Agreement will be applicable to awards made under the Technology Gateway Programme. The Agreement covers in detail the specific requirements relating to confidentiality and the ownership, protection and exploitation of IP. Successful applications may be subject to changes in the project as originally proposed, for example with respect to its cost structure, deliverables and work plan.

5.8 Payment of Grant

Normally 30% of the grant will be paid on signing of the grant agreement. Further payment of the grant will be made in instalments specified in an annex to the grant agreement and the instalments will be subject to the satisfactory progress of the project in terms of achievement of metrics, deliverables and milestones reached. Normally 10% of the grant will be retained for payment at the end of the project subject to all obligations with respect to final deliverables.

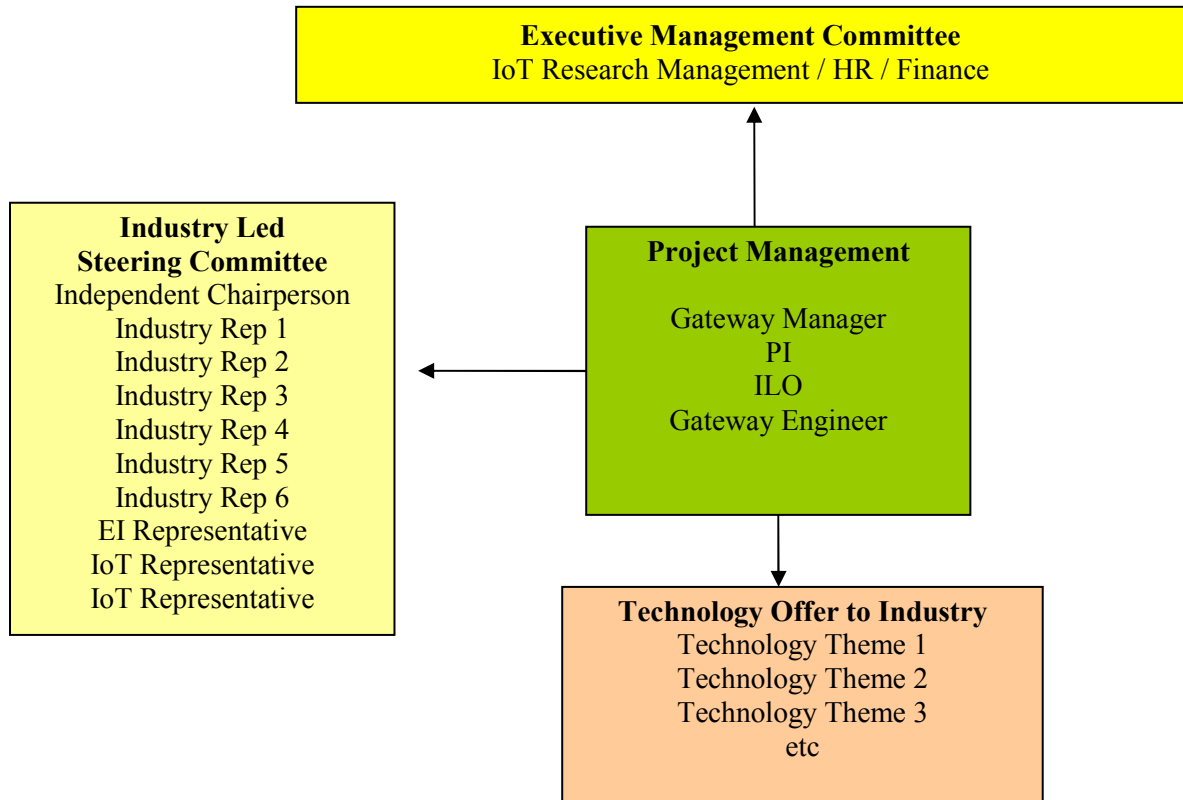
5.9 Technical / Financial audit

The basis of funding is the amount of the grant approved for the project or the actual cost whichever is the lower and its implementation in accordance with the project plan. Therefore, all funded projects will be subject to financial and technical audit at the discretion of Enterprise Ireland and/or any other competent authority. The host institution is obliged to maintain appropriate financial, administrative and scientific records to enable any such audits to be carried out. All payments are subject to the maintenance of time sheets.

5.10 Time Sheets

Time Sheets are required by all personnel funded by Enterprise Ireland that are working in the Technology Gateway. This is to ensure the transparency and traceability of the work commitments of each staff member.

6.0 Management Structure for Technology Gateways



6.1 Industry Led Steering Committee

It is critical that the Technology Gateway is industry led and responsive. A vital component in achieving this objective is the empowerment of the Industrial Steering committee, to one of governance for the Technology Offer to Industry from the Gateway. In relation to this objective for the Industrial Steering Committee:

- The majority membership of the Steering Committee should be from industry, (6 industrial members is strongly recommended)
- An independent chair should be appointed, subject to agreement of all relevant stakeholders, (Enterprise Ireland, host IoT & Industrial Representatives on the Committee)
- The Gateway Manager will report on the Gateway's progress against the agreed technology themes and work plan to the Industrial Steering Committee. The committee should have oversight on the development of the Technology Offer to industry, key milestones and deliverables, pipeline of future industrial projects and funding proposals, and IP transactions.
- The Steering Committee, the Gateway Manager and the host college will ensure that IP procedures are upheld.
- The Industrial Steering Committee should meet at least on a quarterly basis. Notes from the meeting along with the Gateway's quarterly progress report should then be forwarded to the EI Technology Gateway Management team.
- Progress reports to EI should be accepted and endorsed by the Steering Committee prior to submission.
- A conflict of interest policy in relation to all steering committee members should be in place.

- An NDA should be signed by all committee members prior to taking their place on the committee. All steering committee members should be clearly briefed on their role as a member of the Industrial Steering Committee.

6.2 Executive Management Committee

This committee role is to oversee HR, financial and applied research support issues in relation to the Technology Gateway. Its primary objective is to ensure the Gateway is provided with the necessary supports from the host IoT to achieve its industrial collaboration and commercialisation targets.

6.3 Project Management

This refers to the day to day management of the Gateway and is managed by the Gateway Manager. The project team includes the EI funded Gateway Manager, Gateway staff and PIs. A fuller description of these roles is given below.

6.4 Gateway Manager

The Technology Gateway is managed by a Gateway Manager, who is appointed and funded under this programme. He / she will:

- Have a proven capability in commercialisation of projects for industry.
- 5 Years Industrial Experience.
- Have industrial experience in the target technology area at the level of research or senior research engineer / scientist. The ideal candidate should have an in-depth knowledge of the development of innovation solutions from an industrial perspective and have the capacity to transfer this speciality to the Technology Gateway.

The role of the gateway Manager is to be the contact point for industry for the Gateway. He / she will promote and generate the targeted levels of industrial engagement and undertake responsibility for the promotion of the Gateway. The Gateway Manager will project manage the industrial client relationship from project initiation through to delivery on agreed time scale and to a standard agreed with the industry partner. The Gateway Manager will oversee the implementation of the technology themes for the industry supports base. He / she will report on a regular basis to the Industry Steering Committee on the performance of the Gateway. The Gateway Manager will attend Gateway Manager meetings, provide EI with agreed reports, and attend review meetings as required by EI to monitor the progress of the Gateway.

6.5 Principal Investigators

The PIs' role is to underpin the agreed applied research and Technology Offer to Industry of the Gateway and to contribute to the development of the required technology capabilities for the benefit of the industry support base. This may be achieved for example through funded activities such as Enterprise Ireland funding or EU funding programmes. They will contribute to the ongoing development of the Gateway's technology work programme for the industry support base.

6.6 Gateway Engineers/Technical staff

- The Gateway Engineer's role is to assist the Gateway Manager in the promotion of the Gateway to industry to develop project pipeline
- Led / be part of initial discussions and project outline with companies leading to secured industrial collaborations
- Technical Management of the projects from initiation to project completion with the transfer of technology to the company on an industry time scale.
- He / she should have a technical expertise aligned to the technology offer to industry, preferably to post graduate level. He / she should be a good

communicator and display a willingness to work on a range of different project sizes with a variety of collaborating companies.

All EI Technology Gateway Funded Staff are 100% allocated to delivery of targets of the Gateway. They manage the technical delivery of the projects but **do not undertake the research based lab work**, this is the function of the R & D staff aligned to the Gateway

7.0 Industry Engagement Targets & Performance Related Funding

7.1 Format of Agreed Targets

The below table demonstrates the format of the industry targets for completed industry projects for each funded Gateway. The level of annual targets is agreed prior to signing of contracts with the Enterprise Ireland Technology Gateway Team. Each Gateway is required to submit to Enterprise Ireland

- Monthly Updates on Industry projects Completed / Commenced within that Month
- Quarterly Reports on the performance and activities of the Gateway
- An annual report is reviewed by Enterprise Ireland prior to release of incremental funding.

Agreed Targets	2013	2014	2015	2016	2017	Total
• No of projects > €1.5k						
• No of projects > €5k;						
• No of projects > €10k (innovation partnerships, direct funded etc.)						
• Number of Companies engaged with						
• Total €,000 value of projects						
• Value €,000 of industry contribution to these projects						
• No of Licenses of IP /know how to industry						

7.2 Performance Related Funding

Without prejudice to Enterprise Ireland's rights under the Grant Agreement, where the Designated Institution has failed to achieve 80% of its agreed targets over two consecutive reporting quarters, Enterprise Ireland reserve the right to implement a formal review of the Designated Institution's performance which may lead to a reduction in funding. This process does not include the first six months of the contract to allow adequate time to hire staff and set up the Gateway.

A similar process for providing addition staff exists but will not apply to the new Gateways as it would require more than the 24 months to roll out