

# COMMERCIALISATION FUND PROGRAMME - GUIDANCE FOR APPLICANTS -

## COMMERCIAL CASE FEASIBILITY(CFF) GRANT

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REGIONAL  
DEVELOPMENT  
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## Purpose of the Commercialisation Fund Feasibility Grant

Enterprise Ireland recognises the excellence in applied research in the Higher Education sector and the need for business development expertise to complement researchers' technical expertise, to develop strong commercialisation strategies for innovations.

To this end, funding is provided to researchers in partnership with their Technology Transfer (TTO) or equivalent office to scope and develop the commercial case for their innovation in line with the information required to complete the 'Technical and Commercial' information section of the standard Commercialisation Fund Project Support application. Researchers who have not had funding previously from the Enterprise Ireland Commercialisation Fund Programme are particularly encouraged to consider this support.

Support is provided to assist the project team to conduct the following activities:

- **Customer discovery** - Identify end users, paying customers, relevant others across key geographies and interview them to validate the need, understand their specific requirements and challenges. Identify potential KOLs and/or trial partners
- **Market analysis** - Perform analysis to understand the size of the market and relevant market segment/s in key geographies along with the trends, drivers and barriers to market entry
- **Competitor Analysis** - Profile the emerging and existing competitor landscape to determine the key players in the market, their products and to define the USPs and differentiation of proposed innovation
- **Business Model** - Identify companies that have a need for the proposed innovation and get feedback.
  - Understand how similar products/services were brought to market.
  - Consider what the business of a potential start-up would be, skills needed, feedback from investors in the relevant space.
- **Initial patentability analysis/patent landscaping** - Engage with the TTO/equivalent re the IP strategy and if required seek an initial patentability opinion. Understand the patent landscape

For some innovations and sectors, the following tasks may also be included as part of the Feasibility Grant:

- **Regulatory** - Get early regulatory guidance re the likely classification and regulatory requirements / pathway in key geographies
- **Reimbursement** - Understand what reimbursement options may apply for the innovation
- **Prototyping** - Create a small demonstration or early prototype to support building the commercial case
  - This support is not designed to fund laboratory-based research except in exceptional cases where the creation of a small prototype or demonstration will add significant value to the commercial case. While researcher salary costs may be funded for the prototyping activity it is not envisaged that the researcher salary costs will be funded to undertake other project activities.

The Enterprise Ireland Commercial Case Feasibility Grant will cover consultancy costs up to €15,000.

**It is expected that the applicant will co-develop the application in conjunction with the TTO Case Manager, or equivalent. The project team must consult with a relevant Enterprise Ireland Commercialisation Specialist during the preparation of their application.**

## Who May Apply and When

- Researchers in 3rd level institutions and research performing organisations in the republic of Ireland are eligible to apply in partnership with their TTO or equivalent office.
- An open call programme operates and applications can be submitted at any time to the programme.
- An on-line application system is available at <https://enterpriseireland.smartsimple.ie> for application preparation and submission.
- Before commencing the application online you must consult a Technology Transfer office case manager or equivalent in your institution and an Enterprise Ireland Commercialisation Specialist and they must agree to be advisors on your application.

## Evaluation of the Project

The proposal will be evaluated in Enterprise Ireland. The criteria for evaluation will include:

- Relevance of the tasks of the feasibility project to the development of the commercial case
- Strength of planned stakeholder engagement
- Level of interaction between the applicant and the TTO or equivalent office
- Track record of the applicant

## Duration of the Feasibility Project

The duration of the project will be not more than 3 calendar months from the agreed start date.

## Project Deliverables

- The Project team (Applicant, TTO or equivalent, and external consultants/experts) will provide Enterprise Ireland with a report at the end of the Feasibility project along with copies of all consultant, patent attorney or other external reports obtained during the project.
- Where a reasonable commercial case is determined in the Feasibility project, it is expected that the project team will submit a follow-on Commercialisation Fund Project Support application to the programme. It is expected that the applicant will extract the requisite information from consultant and other reports obtained in the feasibility project to complete relevant questions in the 'Commercial and Technical' information section of a CF project support application.

## General Conditions of Funding

This project is co-funded by the European Regional Development Fund (ERDF) under Ireland's European Structural and Investment Funds Programmes 2014-2020

- If a project is not commenced within 2 months of such notification, the grant approval will be withdrawn.
- Research Costs incurred prior to the Commencement Date shall not be eligible for reimbursement from the Grant.

- Payment of the Grant will be based on submission of a financial report detailing vouched expenses on a standard Financial Report template provided by Enterprise Ireland.
- Financial records of payments and receipts must be prepared and maintained by either a separate accounting system or an adequate accounting code for all transactions relating to the Project and keep all other administrative records of the Project (including, without prejudice to the generality of the foregoing, timesheets detailing the time spent by all persons on the Project) in accordance with current EU requirements and maintain such records until 31 December 2027 or for a two year period from 31 December following the submission of the accounts (declaration) in which the final expenditure of the completed operation is included in accordance with Art 140 of 1303/2013 the start date of which will be communicated by the managing authority and make such records available on request such as to enable evaluation and/or financial audit of expenditure to be carried out if so required by Enterprise Ireland, the European Union or any other competent authority. Note: Details of current EU requirements are given in Regulation 1303/2013. Research Costs incurred during the Term of the Project may be claimed up to 6 weeks after the completion of the Project.
- All European and national public procurement regulations and guidelines must be complied with in carrying out the Project.
- ERDF Co-funding: This project is co-funded by the European Regional Development Fund (ERDF) under Ireland's European Structural and Investment Funds Programmes 2014-2020. It is an explicit requirement of participation in the Commercialisation Fund Programme that College authorities, Finance Officers and all Principal Investigators undertake to comply fully with ERDF Publicity, Audit and Reporting requirements as will be specified by Enterprise Ireland and/or its agents. Please ensure that Enterprise Ireland and the European Union are given acknowledgement for their support in all reports; Publications derived from the Project and with respect to EU acknowledgement ensure that it is in accordance with the requirements detailed in the Common Provisions Regulation 1303/2013 (Article 115) and Annex XII of the Common Provisions Regulation as amended. Ensure that any publicity display material supplied be placed in a prominent position appropriate to the location of the research activity. The Regulations for the current ERDF Programme 2014-2020 can be accessed from the Enterprise Ireland website: <http://www.enterprise-ireland.com/en/Process/Higher-Education-Institutes/>
- The list of beneficiaries of ERDF co-funding shall be published in accordance with the Common Provisions Regulation 1303/2013.
- Enterprise Ireland reserve the right to terminate a grant at any time, subject to reasonable notice and the payment of such final instalment as may be necessary to cover outstanding and unavoidable commitments.
- All questions as to eligibility to participate in the programme, scope of the programme and support obtainable are to be ultimately decided by Enterprise Ireland.
- Foreground IP generated in the project shall be owned by the Designated Institution.
- Third Level Institutions, which participate in the Programme, must accept:
  - o All normal duties and responsibilities of an employer in relation to any person whose services are provided there by means of the grant.
  - o Full responsibility with regard to all claims for compensation or other claims for which it may become liable as employer.
  - o Responsibility for any liability, financial or otherwise arising out of the project.
- The Researcher must submit a report on project completion detailing the findings of the Feasibility project on the template provided and furnish consultant/s report obtained in the project.

- Should EI request a meeting between the project participants, TTO and EI Commercialisation Specialist to discuss the findings of the Feasibility project and the potential for a full Commercialisation Fund Project submission, attendance is mandatory.
- Enterprise Ireland reserves the right to vary or rescind these conditions from time to time, as it may consider appropriate.
- Consultancy Services should be outsourced and impartial. Any deviation from this policy should have prior approval from Enterprise Ireland in writing.
- Where a Conflict of Interest exists it must be declared, outlining the nature and extent of the conflict and the actions taken to manage the conflict.