



Rialtas na hÉireann  
Government of Ireland

**FUTURE JOBS**  
**IRELAND**  
Preparing Now for Tomorrow's Economy

# Disruptive Technologies Innovation Fund- Call 2

## Webinar 30<sup>th</sup> July 2019



## Introduction

On Tuesday, 30<sup>th</sup> July 2019 Enterprise Ireland held a Webinar to address questions relating to Call 2 of the Disruptive Technologies Innovation Fund. You can listen to the audio file from the Webinar on [YouTube](#). Below is a list of the questions raised throughout the Webinar and the time that each question was received. This will provide a **rough indication** of the time that the question was answered throughout the Webinar.

Please note that you can find the answer to many of the questions in the [Guide for Applicants](#) which is published on our website.

## Questions raised

Question	Timestamp
According to the DTIF application criteria, successful applicants must have at least 3 partners: a Research Performing Organisation (RPO), an enterprise partner and an SME? Is this correct? Just out of interest, why is an enterprise partner mandatory and could you give us examples of Enterprise Partners? Thanks.	10:53:24 AM
Can I apply for the DTIF as a sole entity?	11:01:44 AM
What are the details of the selection stages, is there an interview stage, who sits on the selections committees for each selection round?	11:02:47 AM
Can an enterprise partner contribute matched funding as an in-kind contribution only, or do they have to contribute cash as well?	11:04:04 AM
What happens when the innovation comes via a startup and not a college? can we apply?	11:06:09 AM
Will these slides also be available online after?	11:11:04 AM
Can you elaborate on what is industry disruption?	
Can you clarify what is an "Enterprise" ?	11:11:11 AM
How does "Projects should target National Strategic Outcome 5 - A strong Economy supported by Enterprise, Innovation and Skills" relate to the 'refreshed priority areas'.. (As seen on Slide 5 of the DTIF Presentation)	11:11:56 AM

When it is said that the Enterprise Partners need to provide matching funding, does this mean that the costs need to be evenly distributed between them or can there be a mix more heavily weighted in one?	11:12:13 AM
Can you elaborate on financial capacity requirements and in particular the criteria for the 50% co-funding requirement?	11:12:23 AM
We are a micro enterprise with less than 10 employees. We intend on applying as the SME member of the consortium. Can you confirm that this is allowed?	11:12:25 AM
The eligibility criteria state that "All partners in the consortium have confirmed that they have the financial and operational capacity to participate." Could you please elaborate on this? Is it just a statement, or does it require demonstration of some sort?	11:12:48 AM
When will the 'editable' application form be available?	11:13:03 AM
(1) Is the application to be submitted into online forms and sections or will the document(s) be submitted/uploaded as complete i.e. pdf documents?(2) What are the necessary documents for a complete submission in the DTIF, call 2. In call 1, individual partner plans plus a joint consortium application was necessary. In call 2, is a joint consortium application sufficient or are individual partner plans necessary?(3) Do tables 1-8 (Gantt chart, WP tables etc.) form part of the page limits or are these extra?	11:13:27 AM
Are the slides being shared?	11:13:43 AM
What way is the finance released - in tranches across 3 yrs or prefinabce how? Is it fixed process or pending spend by company	11:13:43 AM
When will the template agreement be available?	11:13:45 AM
Are project management costs eligible as direct costs for RPOs? (we're aware that administration costs are not eligible direct costs, per page 14 of the guidelines, but PM costs are sometimes categorised separately to admin).	11:13:49 AM
How do SMEs/startups have to prove capacity to participate (financial, operational, etc)? Is it part of the application or at a later stage?	11:13:50 AM

Does industry contribution need to be in cash or can it be in kind?	11:13:51 AM
Is minimum funding level of €1.5 the total project size or just the funding provided by DBEI?	11:14:19 AM
Is the enterprise partner required to make a match contribution in cash or can it be made by man hours?	11:14:21 AM
Is there a focus on funding specific areas of innovation? - i.e. Medtech, Climate Change/Energy efficiency?	11:14:35 AM
We are small company with a disruptive production battery technology, we don't have funding to support all the project cycle, can we participate?	11:14:40 AM
1. Do you have an upper limit on the fund requested? 2. What is the definition of enterprise? Do you mean private companies?	11:14:51 AM
Please clarify the depreciation requirements for both Enterprise Partners and RPOs. In the context of prototype systems, an integral aspect of industrial research, these would not have value outside of the project life and are normally decommissioned. What is the process to get approval for depreciation over 36 months?	11:15:01 AM
Who will make up the selection panel and will they cover the six areas of priority in equal measure?	11:15:08 AM
Can Local Authorities be considered a partner if they have 2 other partners?	11:15:12 AM
There is no reference to Phd stipends or fees in the call documentation. Will these costs be eligible once again in the 2019 DTIF call? If so, will there be any caps on EI funding of Phd fees and stipends?	11:15:17 AM
Will the assessors be domain experts? At what level should we pitch the technical explanation of the innovation?	11:15:32 AM
Do all of the consortia have to be EI or UnG clients or only a subset?	11:15:56 AM
IS RESEARCH FELLOW ELIGIBLE FOR APPLICATION? is UL A RPO?	11:16:07 AM
can any of the partners be based outside of the Irish state if it is led by the Irish SME?	11:16:10 AM

The DTIF guidance documents offer ranges for certain cost centres, for example, travel and subsistence for an enterprise partner must be 5% of the salaries budget. Is there an expected % of total project costs attributable to capital expenditure to support prototype development and testing as part of Industrial Research?	11:16:29 AM
Must matched funding be for direct euro spend or can it be for services provided or credits given by multinational to get reimbursed for match funding...basically are there different types of funds acceptable for match funding or just spend be cash?	11:16:33 AM
We are a med-tech SME that would like to include a Health Economics aspect, as it will be required to disrupt the existing standard of care - e.g. to change clinical pathways and policy - can we bring a research partner into the consortium to execute on this?	11:16:38 AM
You mention a panel of international experts who will be performing the evaluation. Are the names of the panel members/an anonymised description of their backgrounds and areas of expertise going to be made available please?	11:16:46 AM
Can one of the partners remain outside of the DTIF i.e. one of the three is not eligible for funding but is willing to partner?	11:16:52 AM
Difference between an SME & Enterprise ??	11:17:10 AM
In the summary budget tables for both Enterprise Partners and RPOs, please clarify what value should be entered for Capital Expenditure, i.e. should this read real costs (invoiced values) or eligible costs (allowable value of Capital Expenditure based on approved depreciation term).	11:17:37 AM
Will all the partners be required to attend the interview, or will it be just the lead partner? What will be the format of the interview (commercial pitch etc)?	11:17:51 AM
For industry contribution, are salary costs of engineers assigned to the project from the partner companies eligible as a project cost?	11:18:13 AM
Do all SMEs / Enterprises need to be EI / IDA client companies? Or only one has to be?	11:19:04 AM

Does the fund give any split as regards available/allocated funds under different Themes as per priorities	11:19:15 AM
Do you have any restriction on the applicants from Irish Universities as partners? For example, is it required that the applicant should be on a permanent contract like a professor/senior lecturer/lecturer?	11:19:22 AM
Will there be future DTIF calls based on specific priority research areas like "Energy, Climate Action and Sustainability"	11:19:25 AM
Where can I find the application form?	11:19:26 AM
If an enterprise partner is a named partner on two applications (e.g. engineering services enterprise) does that disadvantage one of the applications?	11:19:44 AM
Can the SME or Enterprise partner qualify for R&D tax credits for there 50% match funding contribution?	11:19:47 AM
Do all enterprises partners need to be Irish (EI, IDA, UnG) or is it sufficient to have one e.g. EI registered entity as the lead applicant?	11:20:35 AM
For RPOs, are the costs of staff on Academic salary scales for time spent on the project eligible, if wholly necessary for the completion of the project? (which is our interpretation of the following section from p14 of the guidelines: "8.3 - RPO Costs." "1) Salaries wholly necessary for the completion of the project:"	11:20:38 AM
Will there be a defined document detailing eligible and ineligible costs	11:20:41 AM

<p>I received the following response from DTIF to an email I sent: As per the criteria you cite below, only clients of Enterprise Ireland, IDA Ireland, Údarás na Gaeltachta and eligible RPOs can draw down funding from the DTIF in Call 2. ESB Networks could participate but not draw down funding as that entity does not have client status with any of our agencies nor is it an eligible RPO.</p> <p>My question is why wouldn't ESB Networks fall under the category of 'a potential client' of Enterprise Ireland, IDA Ireland or Údarás na Gaeltachta.</p>	11:20:48 AM
Do the matching funds need to be available upfront?	11:21:19 AM
Do in-kind software/time commitments qualify as a costs under enterprise partner claims?	11:21:48 AM
Will funding be provided on a positive cash flow basis? i.e. staged payments in advance of costs being incurred	11:22:50 AM
If a company has an existing grant covering a portion of work that is now becoming part of a new DTIF application, does this impact upon the application?	11:23:31 AM
Is there a minimum percentage of the overall budget of the project that must be allocated to the SME partners?	11:25:53 AM
Are in-kind contributions from the industry allowed?	11:27:28 AM
Does cash contribution need to be in place in advance of receiving the grant?	11:28:56 AM
What qualifies as being a client of Enterprise Ireland?	11:29:00 AM
The man hours question, just wanted clarified. In enterprise are you saying that the time of our internal Research scientists cannot be claimed?	11:29:23 AM
Can non-European enterprise qualify as an Enterprise partner?	11:29:34 AM
"There should be appropriate balance in the consortium and ideally 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." How strict is this 10% (since it is not stated as a rule as such?	11:30:29 AM

Start ups tend to be leading charge in Disruptive Technology but how can they finance matching funding for this?	11:30:42 AM
Is there a requirement for up to date management accounts, FDS etc..	11:31:25 AM
Will the word document to become available provide a template re: what each section needs to address? The pdf as is at the moment looks more like a guide re: the selection criteria for reviewers.	11:31:30 AM
The statement about 50% cash only contribution from enterprises is misleading - it is clearly stated on page 12 of the guide for applicants that salary costs are eligible. Can this be confirmed please?	11:31:48 AM
After 30 years in aviation I have just founded a disruptive startup in Blockchain for Aviation based in Dubai and Malta. I have a number of partners who wish to collaborate on a disruptive solution project - all based in Ireland - including an SME supported by EI. Can we apply under this scheme?	11:32:08 AM
If not, what if we decided to move our operations to Ireland - would this allow us to be eligible?	11:36:37 AM
Given that capital costs will be a small component: most of the costs will be salaries. Are such costs allowed?	11:33:19 AM
We are a start-up and this call maybe too early for us will there be a call 3 in 2020?	11:33:44 AM
We are hoping to use an RPO based project management unit to look after the delivery and reporting - should this cost be under consultancy?	11:35:51 AM
In the match funding from companies, what is the minimum that they have to contribute in terms of cash?	11:37:21 AM
Will there be another (DTIF 3) call in 2020?	11:38:45 AM

Why do you require at least three partners drawing down funding?	11:39:47 AM
would you mind clarify the previous answer, that you will need the three partners all draw out the funding?	11:40:33 AM
Would you provide feedback on applications before the review if we send them early?	11:41:10 AM
There is no need to respond to the second question as that is now clarified	11:42:13 AM
Is it possible to include "optionality" in the scope of a project? For example, if a discrete work package is identified as optional and it is identified by the examiners as being not critical to the project, can these be removed from the scope?	11:42:38 AM
You said that public organisations are not allowed to be funded partners in relation to the question on local authorities, is this the same for the RPOs or can they be a funded partner?	11:42:45 AM
Any advice re. RPO vs Enterprise partner being the lead partner and what will be typically viewed more favourably by evaluators	11:43:53 AM
Would you prefer a new idea that has not been implemented yet or a product that was trialed in a different market and will be further developed into one of the priority area?	11:44:54 AM
we are a startup company to lead the application. currently thinking to have two partners. one is university partner in Ireland, the other is oversee company. are we eligible for the criteria of partners?	11:45:30 AM
Will it cover clinical work done in the U.S. or Europe?	11:46:45 AM
We are currently fundraising and will likely have it raised by October/November. Can we submit an application with a letter of support from investors?	11:53:47 AM
Can a large company enlist multiple partners over the course of the 3-yr program? If so, can the combined contribution of these partners be counted towards the 10% minimum contribution?	11:55:19 AM
Is the budget increased on the previous call and how many projects are expected to be funded in this call?	11:59:28 AM

As an example; if I apply for €1.5M as the lead RPO, are the bulk of the funds allowed to go to cover RPO research staff salaries without a cash contribution?	11:00:20 AM
How many submissions were received for call 1? How many applicants were successful? What made the difference between the successful and unsuccessful applications?	11:00:35 AM
Who will make up the selection panel and will they cover the six areas of research priority in equal measure?	11:01:45 AM
How many successful RPO led applications were there in Call 1?	11:01:48 AM
Does each partner have to demonstrate they are carrying out industrial research or for example, can one partner contribute as a service provider to another partner developing the disruptive technology?	11:02:48 AM
Building on the question about US based clinical trials, can field trials take place outside of Ireland?	11:03:30 AM
To support projects, it is likely that the Tier 1 partners will need additional support from qualified companies in Ireland and abroad to design and build test equipment. Should these contractors, and their importance in the project, be named in the application?	11:04:40 AM
Technology is a broad term. Will disruptive machine learning be classified as technology?	11:06:58 AM
Whats its exactly about	11:13:04 AM
You said today that a project underway can't be funded. But that projects need to be at TLR level 3-7 how does this work as a project needs to be underway to get to a TLR level 3 or more !	11:13:10 AM