TRINITY: Digital Technologies, Advanced Robotics and increased Cyber-security for Agile Production in Future European Manufacturing Ecosystems

**Annex 3.1– Proposal Template**

Call for Proposals for Demonstration Programme 2

**Identifier**: TRINITY Call-2

**Call title**: 2nd call for TRINITY Demonstration Programme

**Project full name**: Digital Technologies, Advanced Robotics and increased Cyber-security for Agile Production in Future European Manufacturing Ecosystems

**Acronym**: TRINITY

**Grant agreement number**: 825196

**Deadline**: 1, June, 2021 at 17:00 Brussels local time

**<PROPOSAL NAME>**

|  |  |  |
| --- | --- | --- |
| Coordinating Organisation  Name, Lastname,  position in the organisation  E-mail: | Name of the partner org.  Name, Lastname,  position in the organisation | Name of the partner org.  Name, Lastname,  position in the organisation |

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# Executive Summary (max 1 Page)

**Need:**

* Describe the need for the solution from your consortia point of view.
* Why this is important? (The evaluators may not be core of this business, so please explain)

**Approach:**

* Describe the longer term vision where you aim in 3-5 years and how this proof-of-concept will help you to get there
* Please identify the most important challenges or are there important challenges overlooked?
* Justify the approach so that it is clear, logical and effective.
* Or does a wrong approach introduce extra risks?
* Do the milestones allow a solid execution of the project?
* How does the project aim to consider CyberSecurity and Privacy by design?

**Benefit:**

* How will your company benefit from this demonstration project?
* What kind of growth you are expecting?
* **If you are the system developer** developing a new product: Is there a realistic estimation of the scale and the growth of the (relevant) market(s) in which the results are applied?
* **If you are the manufacturing company**: What are the main benefits that you will get from this project? How your processes will be more cost-efficient and increase the product quality?

**Competition:**

* What is the competition you face with your solution?
* What are the alternative solutions already in the market?
* By what means your results will achieve good position in your market area?

# Objectives, industrial relevance (max 1 page)

**Describe the Objectives**

* Are the described objectives of the project clear, verifiable, relevant and realistic?
* Are the new or improved products, processes or services intended in the long run new for the domain or the sector in which the partners operate or will operate?
* Is the leap in knowledge for the partners involved both clear and relevant?
* Is the progress made in the project in relation to the state-of-the-art in the domain or the sector in which the partners operate or will operate? Or does the project mainly apply existing knowledge?

**Industrial relevance**

* What are the most important industrial challenges you face within the scope of the project?
* Are there real challenges related to achieving the project objectives?
* What is the contribution of this project to improve the agility of manufacturing

# Potential impact and exploitation plans (max 1 page)

**Potential Impact**

* What will change and how much with the solution you are targeting? You can describe for example the situation 2 years after this demonstration.
* Please describe shortly your longer term goals and how this first successful proof-of-concept will lead to there.
* What are the Key Performance Indicators you use to measure your project’s success?
* Is the business case realistic and sufficiently elaborated?
* Does the project fit within the roadmap of the companies involved?

**Dissemination and Exploitation Plans[[1]](#footnote-1)**

* What are the main exploitable results you expect to achieve with this Demonstration?
* Please explain how you will exploit the results.
* What are the means you will use to publish and market your achievements? Please refer to the table for some example (Website, social media, etc.)
* When do you expect the commercialization to start?
* Please indentify the Tradefairs, conferences, Open Events and other dissemination activities that you plan to do or attend to to showcase your results to your target audience by using the below table.
* Please describe how and who will produce the requested dissemination video?

The following table is to collect the dissemination activities you plan to perform. You can already find a list of expected activities to set the example (dissemination best practices):

|  |  |  |  |
| --- | --- | --- | --- |
| Dissemination activity | Short description | Type of audience | Reference link (if any) |
| Webpage / landing page on your company’s website with the objectives and characteristic of the project |  |  |  |
| Social media posting |  |  |  |
| Demonstrator’s video |  |  |  |
| Booth at XXX trade fair |  |  |  |
| Workshop at XXX event |  |  |  |
| Promotion of the demonstrator at XXX Webinar / Conference |  |  |  |
| Publication on a sectorial magazine |  |  |  |
| Networking / matchmaking event |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

Examples of dissemination activities performed by the demonstrators can be found on TRINITY website and social media.

# Description of the work plan and concept (max 2 pages)

* Does the project plan provide realistic solutions for the most important challenges? Is the project plan achievable?
* Are the resources and the lead time in proportion with the project plan?
* Is the assignment of tasks between the partners clear?
* Does the project (described via tasks) actually contribute to the intended result?
* Is the project considering qualitative time and efforts to ensure CyberSecurity and Privacy?
* Please be consistent with the budget you have requested in F6S.

|  |  |  |  |
| --- | --- | --- | --- |
| **Demonstrator Title:** | | | |
| **Participant short name** |  |  |  |
| **Role[[2]](#footnote-2)** |  |  |  |
| **Description:**  The main aim of this work.... | | | |
| **Workplan**  **Task 1: xx (M1-2)**  Lorem ipsum  ***Deliverable****: xxx.*  **Task 2: xx (M1-8)**  Lorem ipsum  ***Deliverable****: xxx.*    **Task 3: xx (M6-M12)**  Lorem ipsum  ***Deliverable****: xxx.* | | | |
| **Impact and Outputs**  Main Deliverables:  Main Milestones: | | | |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Participants and effort** | | | | | | |
| **Participant** |  |  |  |  |  | **TOTAL** |
| **Effort (PM)** |  |  |  |  |  |  |

*PM = Person Months*

# Quality of the consortium as a whole and of the individual proposers (max 1 page)

Introduction of the participants, their roles and expertise. Please introduce also the key staff and their competence assigned to the project:

* Do the partners possess required competence to fulfil the project expectations?
* Is there a sound mutual interaction?
* Is there an effective collaboration between the partners?
* Do the project objectives contribute to a broader common goal?
* What makes you the dream team?

**Describe #1 partner - consortium leader**

Please describe the competences of the company and in particular the team which will realise the results.

1. Company and main products,
2. business and technical competences and
3. participating team members competences/ skills

**Describe #2 partner**

Please describe the competences of the company and in particular the team which will realise the results.

1. company and main products,
2. business and technical competences and
3. participating team members competences/ skills

**Describe #3 partner (if exists)**

Please describe the competences of the company and in particular the team which will realise the results.

1. company and main products,
2. business and technical competences and
3. participating team members competences/ skills

Explain the value of fusion as a consortium and how you will be structured as a sole team

Identify synergies, trans-disciplinary competences, cross-border dimension

# Risk management

*List here main risks related to implementing this demonstration. Also present a mitigation plan. Please note, that we expect high impact, and accept that there are risks associated. No risks mean that the risks have not been identified or the ambition level is so low, that there are no risks.*

*Consider the risks related to Technology, Management, CyberSecurity, and address personal data protection properly in case this is needed.*

|  |  |  |  |
| --- | --- | --- | --- |
| Risk description | Technical/ managerial | Impact (Low, medium, high)  Propability (L,M,H) | Mitigation |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

# Justification of costs and resources

<please copy the numbers from the F6S budget template>



*Costs for experimental facilities of the applicants, if any, are included in “Other direct costs”.*

*Costs for subcontracting and other direct costs need to be clearly explained. Indirect costs are to be calculated as 25% of direct costs (i.e. personnel costs + other direct costs).*

1. According to Horizon2020 guidelines, dissemination is the set of activities performed to showcase your project and the results produced. Exploitation refers to the sustainability of the results in the long-term scenario, and the possibility for such results to be applied or used in contexts different from the one in which the demonstrator is operating. [↑](#footnote-ref-1)
2. Examples of roles: End-user, application or technology expert, developer. [↑](#footnote-ref-2)