



## CALL FOR PROPOSALS

### FRANCE - CHINA Industrial and commercial partnerships Technological Collaborations

#### 1. INDUSTRIAL AND COMMERCIAL PARTNERSHIPS

Bpifrance and MOST facilitate the development of companies in France and China. Links between Innovation and Exports are well known: most exporting companies innovate and innovative companies are expected to export more than others. Bpifrance will help companies to export, or establish a presence in China through its financing or guarantee products.

#### 2. SUPPORT TO SET UP TECHNOLOGICAL COLLABORATIONS

Setting up a technological collaboration with a company in a foreign country may necessitate feasibility studies, partner searches, or legal contract preparation involving outside counsel, before submitting a proposal. Specific support for the set-up of technological collaboration can be provided by Bpifrance. For more information, please contact the program managers.

#### 3. TECHNOLOGICAL COLLABORATIONS: CALL FOR PROPOSALS

The objective of this call for proposal is to identify technological collaborations projects between French and Chinese companies that may benefit from financial support from both Bpifrance and MOST.

Companies proposing projects in the following fields are encouraged to apply :

- Life Sciences,
- Agriculture Sciences,
- ICT,
- Advanced Materials

Companies wishing to propose projects in different fields are encouraged to contact the program managers, as different funding mechanisms might be more adapted to their project.

This call for proposal is open from mid-December 2017 to mid-February 2018. During this period, French firms can propose the project they wish to carry out jointly to the Program managers listed at the end of this document. Please also refer to the submission process below.

#### 4. PROPOSAL SUBMISSION

##### a. Declaration of Intension (DOI)

Firms interested to participate must submit a Declaration of Intent in English to Bpifrance and in Chinese to MOST. This Declaration of Intent will be signed by each participant, and sent to the program managers (See contact information below). Eligibility will be checked after reception of the DOI, and a notice of eligibility will be sent by Bpifrance to French firms involved within a month of receipt.

Companies are invited to take into consideration the deadlines for submission of the full application for funding when considering filing a DOI (the DOI does not replace the Funding Application necessitated by the national procedures).

##### b. Funding Application

Eligible firms will be invited to submit a complete funding application to, respectively, MOST, for Chinese firms, and the appropriate regional office of Bpifrance, for French firms ([www.bpifrance.fr](http://www.bpifrance.fr)). These applications will be considered according to laws, regulations and procedures of each country.

After all necessary documents are submitted, projects will be assessed considering technical, commercial and business aspects.

French firms are invited to submit the funding application within two month of receiving an eligibility notice. A financing decision will be taken within three months of receipt of a complete application. Funding is up to 50% of eligible costs.

Chinese firms must submit their funding application and Declaration of Intention both in Chinese and English together with MOST before the end of the public solicitation period. Information about MOST's public solicitation, schedule and conditions is given on the MOST web site ([www.most.cn](http://www.most.cn)).

#### 5. PROJECT CONTENT AND ASSESMENT

Acceptable projects must aim for the development of new products or services that are technologically innovative, meet a market need and show a clear path to commercialization after the completion of the collaboration. Pre-commercial demonstration projects can also be supported.

The proposals must meet the following requirements:

- The project must be led by a company from each country. Research centers, laboratories and universities can participate in the project, as long as they are not the main partners, in accordance with the procedures and regulations of each country.
- France: Companies with less than 2000 employees are eligible. Firms having more than 2000 and less than 5000 employees considering a joint project with a Chinese partner should contact the program managers before filing a Declaration of Interest. China: the Chinese firms should meet the Chinese standards for SMEs.
- The project must demonstrate an added value, resulting from the cooperation between the partners from both countries. The project must be balanced between the partners.
- Their respective roles must be well defined.

- Participants from other countries may also participate in the project but they will not be funded by Bpifrance or MOST.
- Agreement between the partners:
  - At the Declaration of Interest stage, partners must explicit the conditions of their partnership.
  - A draft agreement, specifying co-development conditions, from R&D phases to manufacturing and commercialization, along with Intellectual property rights split, should be submitted.
  - An executed agreement must be submitted before financial support by Bpifrance or MOST can be delivered.

For more details, please see the Bpifrance ([www.bpifrance.fr](http://www.bpifrance.fr)) or MOST websites ([www.most.cn](http://www.most.cn)) and /or contact the program managers.

Program managers:

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