

1. THE PROPOSAL STAGE

Exploitation guarantor (EG)	
The main goal is to ensure that the results target a potential end user from the beginning of the project. Would that be beneficial for you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Do you manage your own open calls or advise on other parties' calls?	
If YES you might consider this GP ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Would you be able to facilitate matchmaking between applicants and potential EG's?	
If YES, GP is suited for your organisation. Your success rate will benefit from the matchmaking.	If NOT, GP is suited for your organisation, but applicants might be discouraged by this additional requirement.



Implementation plan	
Projects with a good grip on goals and future exploitation of results tend to have better results. Would this be of interest for you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Do your funded projects close enough to the market to be able to think about implementing their results?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Does your funding programme allow projects to make changes in the implementation plan on the go and possibly not to fulfill it without facing any sanctions?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations.



R&D&i development (project preparation and execution) - Sapiem	
Entrepreneurship support service to students keeps the talent in the region and adds to high-impact entrepreneurial culture. Would this be of interest to you?	
If YES, proceed to the next question ↓	NO, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Would you be able to deploy staff with skills on entrepreneurship and agile methodologies?	
If YES, proceed to the next question ↓	NO, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Is it possible for you to establish close cooperation with universities?	
If YES, proceed to the next question ↓	NO, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Could you somehow make your offering attractive to the students and staff to be competitive among other regional and national programmes with a similar target group?	
If YES you might consider this GP.	If NOT, you might consider cooperating with your competition.



Business plan as a proposal eligibility requirement by FICYT	
The ultimate goal is to motivate the applicants to reflect on implementation of their results and make a specific plan based on a market analysis. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Is commercialisation relevant for your programmes support? Implementation doesn't necessarily mean commercialization.	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to adapt the GP to your needs and only use some sections of it.
Are your funded projects close enough to the market to be able to think about commercializing their results (TRL at least 4)? They don't necessarily have to fulfill their plan in the end.	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to adapt the GP to your needs and only use some sections of it.
Does your funding programme allow projects to make changes in the business plan on the go and possibly not to fulfill it without facing any sanctions?	
If YES you might consider this GP.	If NOT and you cannot modify the programme, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.



Plans to achieve market entry as a proposal eligibility requirement by EUREKA	
The ultimate goal is to motivate close-to-market applicants to reflect on commercial implementation of their results and make a specific market oriented plan. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Do you support projects close to the market?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Is the objective of some of your programmes to support projects in commercializing their results?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may share this GP with better suited organisations.
Could you deploy staff with sufficient skill-set to evaluate market-entry plans?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations.



Advanced support services for successful application submission by FUNDECYT-PCTEX	
The main added value of this GP is highly individualized identification of market challenges of clients based on innovation diagnosis and corresponding solutions through R&D&I projects. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Are you allowed to consult with applicants on their project proposals before submission?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you allocate specialized consultants to visit potential applicants, analyze their innovation processes and recommend solutions through R&D&I projects? (Please note this would have to be staff transparently independent from project proposal evaluators.)	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations

... end of section 1 ...

2. THE EVALUATION STAGE

Centralised evaluation process (for Eurostars)	
This GP offers a description of highly efficient, excellence-oriented two-step evaluation process by EUREKA. Individual pieces may be implemented by other than transnational organizations. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Does your IT system allow (or could it be modified in order for it to allow) a two-step evaluation process?	
If YES, proceed to the next question ↓	If NOT, you will only be able to implement parts of this GP ↓
Would you be able to implement at least one of the following parts of the process? Deploy a mix of experienced and non-experienced experts, deploy experts with market and technical experience / background, have proposals evaluated by remote 3 independent experts and then an independent expert panel that creates the final ranking list, implement a strong self-control system in the form of numerous layers of checks to avoid mistakes.	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Evaluation criteria by EUREKA	
This GP offers a description of highly market-oriented evaluation criteria for project with higher TRL. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
In case you are not the programme owner, would you be able to coordinate and align with them on adding these criteria to the evaluation process?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would it be possible for you amend the form of the proposal? (It would need to be modified to be very well aligned with the new evaluation criteria included.)	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Does your funding programme allow you to evaluate proposals based on commercializability of the results?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to deploy evaluators with the skill-set to evaluate commercializability of the results, that is evaluate whether the applicants know the targeted customers and how realistic and ambitious are their goals?	
If YES you might consider this GP. We recommend to make sure the applicants understand what is required from them and is evaluated in this section. Also we recommend to combine this GP with supporting the applicants in being able to present their respective ideas and plans effectively.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Eureka experts database by EUREKA	
The GP presents a database of experts matched to projects based on a relevance score. The experts have a variety of expertise (background in specific industry, academia, local knowledge). Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you benefit from creating an expert-relevance score for projects to help project officers to assign the most relevant evaluators?	
If YES, proceed to the next question ↓	If NOT, you will only be able to implement parts of this GP, proceed to the next question ↓
Would you benefit from an international database?	
If YES, proceed to the next question ↓	If not, you might still consider using some other methodologies of the GP, proceed to the next question ↓
Would your organization benefit from cooperation with specialized industry and academic experts from across numerous sectors?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would it be possible for you to deploy personnel dedicated to keeping the database up to date (including motivating experts to provide the data needed)?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would your IT system allow you to gather relevance data (specific areas of expertise)? Or would you be able to modify the system?	
If YES, you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Steps that have been taken to speed up the project proposal control and evaluation process by TA CR. centralized solution.	
This GP offers a description of steps to shorten the evaluation process to enable projects to proceed to realization phase sooner. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Is it a feasible / desirable step for your organisation to introduce automation into document / data processing?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Once a proposal is submitted, do you have a legal obligation to ask the applicants for missing materials?	
If NO, you might consider this GP.	If YES, this GP is not the best match for your organisation, but you may share this GP with better suited organisations

... end of section 2 ...

3. IMPLEMENTATION AND MONITORING

Internal Evaluators by TA CR	
A team of internal or semi-internal experts can cover a number of results exploitation-related roles continuously and long-term, which increases trust between the parties. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would it be viable for your organization to deploy personnel to perform the role of rapporteurs (a rapporteur follows the project along its life-cycle and reviews and evaluates the final report) or consultants (consultants play the role of an insider)? Ideally, these experts would perform this role long-term without ending their cooperation mid-project.	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may try to get inspired and or / share this GP with better suited organisations
Would you be able to deploy internal or semi-internal personnel that would visit a selected beneficiary and review the results that are being developed by universities and their usability in cooperation with the private sector?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Monitoring and evaluation of the exploitation potential of the results by FICYT	
This GP offers a close follow-up of the research projects to ensure their correct execution and transfer / exploitation of results through external collaborations and/or additional funding. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you deploy staff with sufficient skill-set for monitoring?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Could you deploy staff with sufficient skill-set to help to prepare a technology offer?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Would you be able to recommend beneficiaries brokerage events to attend or organize brokerage events? If not, would you be able to deploy personnel with the required knowhow?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Would you be able to advise beneficiaries on how to secure a patent, provide a legal advice, advice on technology acquisition e.g. from abroad or translation? If not, would you be able to deploy personnel with the required knowhow?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Would you be able to match beneficiaries with new partners and / or investors (for example, are you an EEN member)? If not, would you be able to deploy personnel with the required knowhow?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Is your organization fit to work with data on long-term basis?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Does your legal framework allow you to provide these services?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
In case other stakeholders (chambers of commerce, regional government...) provide this service already, could you cooperate to avoid undesirable overlap?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



On-site monitoring visits by TA CR	
On-site monitoring to analyse progress of the projects during the realization phase increases trust between the parties, the chance of project success and knowledge of important challenges. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you deploy staff with sufficient skill-set for on-site visits?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to deploy a team with a pro-client approach ideally composed of a project officer and an expert?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Due to lack of resources, small projects are not visited unless an issue is reported by the rapporteur. Would you be able to set up a transparent prioritization system to choose from funded projects the ones to visit?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Authorized Consultants by TA CR	
Internal or semi internal consultants participate in close collaboration with the beneficiaries in order to review their work and support project's progress and results. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Do you currently enjoy a good level of trust between the consultant and beneficiaries?	
If YES, proceed to the next question ↓	If NOT, we recommend that you increase the trust level before implementing this GP
Could you deploy staff with sufficient skill-set? Relatively high level of expertise is needed for such a position, but at the same time Consultants should approach projects rather as helpers than agents penalizing deviation from the plan, so they need pro-client approach and soft skills.	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations

... end of section 3 ...

4. EX-POST STAGE

Highly specialised support service to help the beneficiaries find further funding by FICYT	
Support services to help the companies find additional funding and regional call may foster participation of regional entities in international R&I funding programmes and help increase their internationalization. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Are you subject to any legal barriers (posed by the laws regulating public funding) that could limit your activities in aftercare?	
If NO, proceed to the next question ↓	If YES, this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Respective agenda is sometimes fragmented among different agencies, RFOs or innovation centers. If it is your case, could you set-up cooperation with other players within the given ecosystem?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to advise your beneficiaries on further funding in terms of international calls or internationalization in general?	
If YES you might consider this GP.	You could implement this GP in partially.



Investment readiness activities by EUREKA	
The idea of this GP is assisting companies in internationalisation and corporate venturing by matchmaking with the private sector to foster opportunities. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Are you subject to any legal barriers posed by the laws regulating public funding that could limit your activities in aftercare?	
If NO, proceed to the next question ↓	If YES, this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to match beneficiaries with international and /or corporate private investors? If not, would you be able to deploy personnel with the required knowhow?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
If another party already provides this service in the given ecosystem, you might face some resistance by other public organisations and stakeholders. Could you overcome this resistance possibly by cooperating?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Market-Impact Reports (MIRs) by EUREKA	
This GP offers a description of EUREKA's methodology of online ex-post follow up on the achievements of projects specifically with regard to commercialisation. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would it be feasible to upgrade your current IT system to host an online monitoring tool following up on the implementation / commercialization plans built in the project proposal? The questions in the survey are closely following the proposal content.	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to motivate beneficiaries to fill out the survey? The fact that the survey is online does increase the response rate, but the RFO still needs to boost it in other ways.	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be ready to maintain the gathered data and the system long-term?	
If YES you might consider this GP.	If NOT, we recommend you investigate this option later on.



Close ex-post follow-up to monitor further exploitation and support service on additional funding programmes by FUNDECYT-PCTEX	
The main goal of this GP is to help to identify additional resources for completed projects to develop demonstrators and short runs of the new product to test the market, make presentations in specialised fairs, etc. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Is aftercare in line with your organization's mission? For instance, make sure you are not in conflict with the legal framework you abide to or that this is not uniquely the role of another organization in your ecosystem.	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you deploy staff with sufficient skill-set to be able to advise on further sources of funding (ideally also external and even international)?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Could you deploy staff able to recommend further partners and / or investors, events to attend or organize such events?	
If YES, proceed to the next question ↓	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it. ↓
Could you deploy staff able to evaluate how has the already granted funding help te beneficiaries with their previously identified challenges and opportunities? These challenges are opportunities are individually analyzed before proposal submission.	
If YES you might consider this GP.	If NOT, this GP is not the best match for your organisation, but you may try to implement parts of it.



Observatory by FUNDECYT-PCTEX	
The Observatory integrates various data on activities, results and policies in real time with the final aim to help the regional government to make strategic decisions on R&D and innovation. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Is the respective government / department that is working on the innovation strategies such as the RIS3 ready to make use of the analysis you could provide?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you possibly secure long-term funding to develop AND maintain the tool?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you access the key sources of reliable public data?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to find a way to develop a tool that could process data from various sources in various formats?	
If YES you might consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



Mapping of Innovation Capacities by TA CR

INKKA conducts mapping of primary data on various R&D activities and results in the country with the final aim to help the the government to make strategic decisions on R&D and innovation. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Is collection of new primary data feasible within your organization from the perspective of IT readiness and outreach?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to address relevant "targets" (SMEs, large businesses, research facilities) in large enough numbers on your given territory?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you deploy staff with sufficient skill-set for data gathering, analysis and interpretation?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Would you be able to align with other players in the ecosystem that gather primary data, so that respondents are asked to react to only one investigation? The higher the number of surveys and investigations your respondents are asked participate in, the lower the probability that they are willing to commit their time and provide the data.	
If YES, proceed to the next question ↓	If NOT, you may still try to implement this GP, but we stringly recommend to work on this ↓
Is the respective government working on the innovation strategies such as the RIS3 ready to make use of the analysis you would provide?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you somehow incentivize the respondents to participate regularly and provide quality data?	
If YES you migh consider this GP.	If NOT, you may still try to implement this GP, but we stringly recommend to work on this



Sectoral Reports by FUNDECYT-PCTEX

The goal of this GP is to connect scientific and technological knowledge with the industry needs in order to better align the R&I developed in the region with real problems in the market. Would this be of interest to you?	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
Could you deploy staff with sufficient skill-set for researching and writing the reports? In the case of FUNDECYT-PCTEX, these are experts from the connected university. They should have a solid understanding of the industry as well as academia.	
If YES, proceed to the next question ↓	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations
If relevant, would you be able to cooperate with organizations with similar agendas and with local gate-keepers (regional governments, associations, etc.)?	
If YES, proceed to the next question ↓	If NOT, you may still try to implement this GP, but we stringly recommend to work on this ↓
Would you be able to establish and foster frequent and open communication with the scientific and industrial stakeholders in order to identify the main territorial challenges?	
If YES you migh consider this GP.	If NOT this GP is not the best match for your organisation, but you may share this GP with better suited organisations



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