

Call for Service Providers

High Impact Action 1st open call

(1st edition 2020)

Open date for proposals: 3rd of September 2020

Deadline: 10 days before the submission deadline of HIA call for SMEs

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# Introduction

HIA (High impact action for industrial transition) was designed through an intense consultative process in the context of the first phase of the European Commission (DG REGIO) Pilot Action on Industrial Transition. Through this HIA, Slovenia wishes to upgrade its industrial system and reach higher added value segments in industrial value chains. The HIA was designed to:

1) Address the factors hindering the modernisation of the Slovenian industry (related to skills/labours, the lack of specific technological capabilities, sub-optimal availability of capital, etc.) to accelerate its sustainable growth;

2) Build upon a new economic transformation approach formalised by the new Strategy which was validated in November/December 2018 (with AMI expert support);

3) Draw lessons that will feed into the reflection on the new/renewed Cohesion Policy framework and the underpinning Smart Specialisation concept;

The HIA will focus on Industry 4.0 deployment to the Slovenian ecosystem, using local and international competences to build capacity at the regional level. The motivations and drivers for this strategic decision are grounded into different challenges (difficult skills retention, high dependence on foreign economic decision centres, etc.) and the will to set up a new type of instrument: a “transformative mechanism”.

The High-Impact Action (HIA) consists of the piloting of a “transformative mechanism”. HIA has a focus on development of a physical and virtual platform for piloting and demonstrating modular and reconfigurable cells across various industries. When complete this platform will bring together equipment, resources, expertise, people from a broad range of organisations (research and technology organisations, centres of excellence, SMEs, corporates, etc.) specialising in industry 4.0 development and deployment. It will be the channel for public support to technology development and deployment (mainly piloting and demonstration activities), education for industry, as well as networking, match-making and information diffusion. It will build upon Slovenian capabilities but also competences sourced from European partner regions to complement missing assets in the region (sourced through the Vanguard initiative, Thematic smart specialisation platforms, cross regional projects and feed from international partners for instance).

To develop the above-mentioned platform during the HIA implementation the following strands will be addressed:

- Platform Alpha version development and implementation

- Implementation of a support voucher mechanism for SMEs,

- Evaluation of the Alpha version and voucher mechanism and development of specifications for Beta version.

HIA is financed by European commission through the tripartite contract between EC, Ministry of Economic Development and Technology, and TECOS, through the Grant Agreement for an Action with multiple beneficiaries under the pilot action: Regions in industrial transition, Agreement number: 2018CE160AT115. Whilst the coordinator of the grant is Ministry of Economic development and technology, TECOS is named the beneficiary and the implementor of the action. TECOS will handle the grant from both legal and managerial perspectives as well as all actions and tenders.

# Open call objectives

The purpose of this call is to obtain expressions of interest from companies specialising in one of the fields that drive the Industry 4.0 paradigm and create a list of possible service providers, the expertise and products of which, will benefit the project’s targeted SMEs in making their production cells more efficient, modular and reconfigurable. In the call for SMEs, which follows, the applicants will be matched with the service providers from the list based on specific needs of SMEs, and the expertise of the service providers. The contractual agreement or intent will have to be visible already from the SME proposal.

The call is intended for companies that are specialized in scope of at least one of the areas in the SRIP FoFs enabling technologies. These companies are expected to provide SME projects, selected in the SME call, with expert services or equipment, which would enable their production cells to improve efficiency and interconnect into an autonomous distributed network.

## Service provider obligations

The eligible service providers, who will be contracted by the voucher awarded SMEs, are to provide SMEs with the requested service in deadlines set by the SMEs, which would enable them to finish upgrading their production cells within the project’s timeline.

# Open call requirements

## Eligibility criteria

The submitted applications will be evaluated on the basis of the following criteria:

1. Applicants must be legal entities established in Slovenia or have a branch office located in Slovenia,

2. Each expression of interest must be submitted by a single applicant/legal entity, consortia are not allowed,

3. The application must be submitted in English,

4. Applicants/legal entities can submit only one proposal[[1]](#footnote-1).

5. Applicants/legal entities shall not have any potential conflict of interest with the selection process and during the implementation of the project. All cases of potential conflict of interest will be assessed case by case. It is worth repeating the fact that within HIA there are 3 calls: call for international group of experts to steer the project, call for service providers and call for SMEs.

6. Each application can only be submitted towards one area of expertise of the Industry 4.0 building blocks.

## Areas of expertise

The applying companies have to be competent and experienced in at least one of the vertical value chain technologies that present some of the building blocks of Industry 4.0 (photonics, plasma technologies, control technologies (including AI, HMI, digital twins, AR/VR, IIOT), smart mechatronics, cyber security in OT, and IIOT. These technologies represent the array of expertise which would enable the voucher winning SMEs to upgrade their production cells with equipment that allows them to interconnect into a common distributed platform. The expressions of interest should clearly describe expertise in the above-mentioned fields and the approach of the institution in addressing at least one of the following challenges:

* Worker profiles
* Cybersecurity
* Software-defined differentiation
* Platform business models

## List of services allowed

* Engineering
* Manufacturing
* Education/Training
* Research and development
* Consulting
* Data analysis
* Equipment provision

## KPIs

The service providers are to provide the selected SME projects with one or more services, that would directly or indirectly enable the production cells to be able to improve efficiency in at least one of the following parameters by 20 %: lead-time, material use, overall production/process costs, waste production, CO2 emission, part integration, people interaction, energy consumption.

## References

1. References of the institution:

* References in the industry 4.0 building blocks as per chosen expertise shown through number of successful cooperation projects with SMEs and patents, minimum 5

1. References of staff assigned in case service provider is chosen by SME:

* Years of expertise working in the chosen field, minimum 5 years per each expert proposed
* Clear showing of number of successful cooperation projects with SMEs minimum 5 per each expert

The two types of references will be weighed on 50:50% scale. Only those service providers reaching a minimum threshold of 80 points (40 points in both fields of evaluation) will be put on the list. The service providers will be ranked as per field of expertise and weighed against the service provider with the most references. The evaluation of the service providers and applications will be done by the international group of experts.

# Submission of expression of interest

## General information

This call will be open until 10 days before the submission deadline for the HIA call for SMEs.

All expressions of interest submitted before the deadline will be evaluated by TECOS and the international group of experts and on the basis of the evaluation criteria listed in this call.

All eligible applicants have the option to retract before the signing of the contract.

All of the following documents must be submitted in English:

1. Annex 1 – Application Form

2. Annex 2 – Applicant’s Statement

3. Annex 3 - Declaration of absence of conflict of interest

4. Annex 4 – CVs of experts to be submitted in europass format <https://europa.eu/europass/eportfolio/screen/profile-wizard?lang=en>

## Submission process

Expressions of interest must be submitted via e-mail in a PDF form to TECOS, following the email: [simona.vernon@tecos.si](mailto:simona.vernon@tecos.si).

If you discover an error in your proposal, and provided that the call deadline has not passed, you may submit a new version. Only the last version received before the call deadline will be considered in the evaluation. Proposals must be received by the closing time and date of the call. Late proposals – including force majeure circumstances – or proposals submitted in any other way than via e-mail, will not be evaluated.

## Acknowledgement of receipt

As soon as possible after the close of call, an Acknowledgment of receipt will be emailed to you by TECOS. The sending of an Acknowledgement of receipt does not imply that your proposal has been accepted as eligible for evaluation.

# Indicative budget for HIA

TECOS will make use of the cascade funding method under EC to support the winners of the open calls. The funding budget for third parties for HIA call is 250.000 €.

As part of the overall project, the five awarded SMEs will each receive a voucher of 50.000 € for the implementation of their pilot action. Within SME application the budget will be divided towards possible new investments (maximum 10% of the overall budget) needed to implement HIA and engagement of service providers to help them upgrade their existing production cells.

Each of the projects will have to be privately co-funded in a minimum amount of 50% of the overall project costs (also possible through in-kind contribution). Service providers contracted by the awarded SMEs will also have the option of co-funding the project along with the voucher winning SME.

The service providers matched with SMEs will have an exclusive contractual relationship with SMEs bearing all financial obligations. A draft contract for service providers and SMEs will be attached to call for SMEs.

# Evaluation process

The application review will not be public and will be done by TECOS and international group of experts in 15 working days after the submission deadline.

TECOS can contact the applicant at any time during the review and ask him for additional explanation of information in the application. The applicant must provide an explanation in the deadline, determined by TECOS, otherwise the evaluators will base its interpretation on the information in the application or by its own free discretion.

TECOS can ask the applicant at any time during the review to send additional documentation that proves the validity of information in the application. The applicant must provide the documentation in the deadline determined by TECOS, otherwise the information will not be considered as part of the application.

International expert group will validate all requests to be a service provider before the details will be available to the voucher awarded SMEs.

An approval of adequacy of the application will be sent to the applicant 20 working days after the submission deadline at the latest.

In the call for SME projects that will follow, the SMEs will have to disclose types of services that will be utilized and their plan of action for upgrading the SME production cells.

Based on the results of the call for SMEs, the service providers, if chosen by an SME, will be asked to sign a contract, obligating them to provide the planned services.

# Annex 1: Application Form

|  |  |
| --- | --- |
| INFORMATION ABOUT SERVICE PROVIDER | |
| Tax number |  |
| Legal Name of the institution |  |
| Department name if applicable |  |
| Address |  |
| City |  |
| Postcode and post |  |
| Country |  |
| Legal representative |  |
| E-mail address of legal representative |  |
| Function of the legal representative |  |
| Name of the department head if applicable |  |
| e-mail address of the department head if applicable |  |
| Building blocks of industry 4.0 expertise (mark one) | Data generation and capture,  Data analytics,  Human-machine interaction,  Highly flexible production,  Intellectual property |
| Expertise in challenges addressed (mark the ones relevant) | Worker profiles  Cybersecurity  Software-defined differentiation  Platform business models |

|  |
| --- |
| APPLICANT PRESENTATION (2000 characters max |
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| --- |
| Presentation of expertise of the applicant with clear listing of references (3000 characters max) |
|  |

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| --- |
| Presentation of services provided (3000 characters max) |
|  |

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| --- |
| Brief description of staff assigned (max 2000 characters)[[2]](#footnote-2) |
|  |

|  |
| --- |
| Absence of conflict of interest argumentation (if applicable max 2000 characters) |
|  |

|  |  |  |
| --- | --- | --- |
| Place and date | Stamp | Name and surname of the legal representative |
|  |  |  |
| Signature |
|  |

# Annex 2: Applicant’s statement

Legal representative \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (provide name and surname) of the applicant \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (provide full name of the applicant) declare that:

* We agree and accept all conditions stated in the public call.
* The application is prepared in English language.
* All statements given in this application are true and correspond to the actual situation
* We state there is no conflict of interest for the application to this call and we acknowledge if so found our application will be clearly dismissed.
* We are aware that we are indirectly responsible for achieving the objectives of the project.

|  |  |  |
| --- | --- | --- |
| Place and date | Stamp | Name and surname of the legal representative |
|  |  |  |
| Signature |
|  |

# Annex 3: Declaration of absence of conflict of interest

I \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (name and surname), as a legal representative of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ understand that conflict of interest refers to situations in which my organization or its representatives may occur financial or other gains.

I herewith declare on my word of honour that our organization does not have any interests that would conflict with duties and responsibilities as the Service Provider.

Further, in case of any form of conflict of interest (possible or actual) which may inadvertently emerge during my organizations conduct, I will dully report it to TECOS for immediate action.

I understand that my organization may be held accountable by TECOS for any conflict of interest which I have intentionally concealed.

Date: ………………….

Signature …………………..

1. In case of large institutions (companies or research institutions) exceptions can be made in case there are different departments with different assigned personnel, provided clear explanation of chain of command and absence of conflict of interest is argued and proven in the application. [↑](#footnote-ref-1)
2. Please note, CV in europass format for each expert proposed is an obligatory annex to this application [↑](#footnote-ref-2)