



THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of the Economy



LUXINNOVATION
TRUSTED PARTNER FOR BUSINESS

StartupsVsCovid19

CALL FOR PROPOSALS

Date of Publication: 09/04/2020

Deadline for Submission of the Proposals: 30/04/2020 17:00 CET

<https://www.startupluxembourg.com/>

1. INTRODUCTION

1.1. Background

The Luxembourg economy has been facing one of the most important and fast coming crises ever experienced. Since mid-March 2020 the outbreak of the COVID-19 coronavirus obliged governments in Europe and now all over the world to enforce confinement measures to protect their populations. As a result, business activities have dramatically decreased and small and medium sized companies are particularly exposed. Besides the difficulties faced by all type of companies, Start-ups are among the most affected as they experience the freezing of private investments (VC, Business angels, ...) and the postponement of projects with first customers or potential first customers (POC, pilot, demonstration project, ...).

Nonetheless, even in this difficult situation start-ups continue to prove their capacity to reinvent themselves by using outstanding innovations created by their talented teams at a very fast pace.

Within this context and in addition to the general measures already put-in place by the Government to support Luxembourg based enterprises, the Ministry of the Economy has decided to launch the StartupsVsCovid19 call for project.

1.2. Objectives

With the present call for proposals, the Ministry of the Economy, together with Luxinnovation and their partners (Technoport, HOST, LHOFT and LCI) is looking to select the best projects focusing on the development of technology-based innovative products and services intended to limit, or even overcome, the economic, health and societal effects of the crisis linked to the COVID-19 pandemic.

There are two main objectives foreseen:

- Objective 1 – Supporting young innovative start-ups to be able to contribute to the fight against the economic, sanitary and societal impacts caused by the COVID-19 crisis.
- Objective 2 – Boosting the development of technological solutions / products / services that will tackle the COVID-19 crisis and its economic, sanitary and societal impact. Examples of possible fields of action are the following:
 - **Creating societal impact** – e.g. Improving the citizens' quality of life during confinement;
 - **Creating economic impact** – e.g. Improving the working conditions and maintaining business opportunities for companies;
 - **Creating sanitary impact** – e.g. Improving the working conditions or ensuring better protection of the people most exposed to the risk of infection (i.e. hospital employees, supermarket staff).

The overall intention of the present call for proposals is to create a win-win situation both for the participating start-ups and for the society and economic players affected by the COVID-19 crisis.

2. ELIGIBLE APPLICANTS

Eligible applicants are all types of young companies with less than 5 years of existence.

To be eligible for a grant from by the Ministry of the Economy, the participant must have a legal entity and operational activities in Luxembourg.

3. EVALUATION OF PROPOSALS

3.1. Evaluation procedure

The call for proposals will be subject to a two-stage evaluation procedure.

First stage: remote evaluation

After the call deadline, a panel of evaluators/ experts representing the Ministry of the Economy, Luxinnovation and the partners of the programme will remotely and individually review the applications and pre-select the most promising projects. Assignments will take into account the technical / business expertise of the reviewers. At the end of the evaluation process, the applicants will be notified if they are invited for hearings or if their application has been rejected.

Second Stage: Hearings

The hearings will have the objective to establish the ranking among the most promising projects. The number of projects that will be financed will depend on the amount requested by the participants (up to 150.000 EUR).

The hearings will take the form of a Visio-conference, regrouping the jury (representatives of the Partners) and the individual pre-selected applicants.

Pre-selected applicants will have 15 minutes to present their project and 15 additional minutes to answer the panel's questions.

At the end of the hearings, the jury will decide on the ranking and the projects that will be funded and will decide on a number of projects on the "reserve list". Selected participants will be informed via an official letter from the Ministry of the Economy and will be asked to provide the Ministry with all administrative documents needed before receiving the first payment.

3.2. Evaluation criteria

Proposals will be evaluated on the basis of the award criteria:

- 1. Innovation and relevance with the scope of the call (Covid-19 crisis)**
- 2. Quality and Efficiency of the implementation**
- 3. Impact on the Economy / Society**

Each criteria will be scored from 1 to 5.

1. Innovation and relevance within the scope of the call

Proposers have to demonstrate an innovative approach to tackle Covid-19 crisis issues. It is not foreseen to have disruptive innovation, but the project should demonstrate to what extent the proposed service or product goes beyond the state of the art on the Luxembourg market.

2. Quality and efficiency of the implementation

Quality and efficiency of the work plan including the extent to which the resources assigned to the project are in line with their objectives and deliverables.

3. Impact

Proposers needs to demonstrate how the outputs of the project will contribute to the country's economic diversification and create clear added value by contributing to enhance quality of life of the citizen, better management of the sanitary crisis or decrease effects of the crisis on the economy.

4. TIMETABLE AND DEADLINE FOR APPLICATIONS

Stages	Date and/or time period
Publication of the call	09.04.2020
Opening of the submission platform	20.04.2020
Deadline for submitting applications	30.04.2020
Evaluation period	30.04.2020 to 07.05.2020
Information to preselected applicants	07.05.04.2020
Hearings & selection of participants	11.05.2020 to 14.05.2020

5. SUBMISSION OF PROPOSALS

5.1. Application

The application file is to be submitted via the digital submission platform within the deadline for submitting applications (see Chapter 4 – *Timetable and deadline for applications*). The eligible applicants shall use the application form provided (see Chapter 8 – *Further information*) and strictly comply with the prerequisites. Hereafter, the elements to be covered in the application file are listed and explained:

1. Company – Fact Sheet

Basic information about the applicant company and the person in charge of the project has to be provided.

2. Project Scope

- A. The eligible applicant's project, and if applicable, its current solutions as well as core business activities are to be introduced.
- B. The eligible applicant has to present how his/her project may support in the context of the COVID-19 crisis.
- C. The developments/adaptations (technological/procedural/etc.) of the project are to be presented.
- D. The eligible applicant's team and the internal competencies available to implement the project are to be described.
- E. The market targeted by the eligible applicant is to be presented.

3. Implementation & action plan

- A. A visual roadmap of the actions and milestones required to implement the eligible applicant's project is to be submitted.
- B. The main actions and milestones indicated in the roadmap are to be briefly explained and clearly described.
- C. A budget, primarily a cost estimation, for the implementation of the project has to be provided.

4. Impact

The impact, added value and outcomes to be created with the project are to be presented. This should include both the benefits for the company and for society/the players that it brings value to.

5. Consent

The eligible applicant has to confirm having read, understood and accepted the Application and Programme guidelines.

<p>The applicant's attention is drawn to the fact that incomplete or unsigned forms and handwritten forms will not be accepted.</p>
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5.2. Procedure

Once the application form is filled-in, eligible applicants must submit it electronically through the submission platform on the Startup Luxembourg Website: <https://www.startupluxembourg.com/>.

Applications sent by post or any other channel different from the one mentioned above will not be considered for evaluation.

Applications received after the deadline will not be considered for evaluation.

The applicant is encouraged to follow-up on the application submitted if no confirmation has been received in due time.

6. FINANCIAL PROVISIONS

The Programme will support start-ups selected for participation, having created added value and substance (operations, jobs,...) in Luxembourg by giving access to a grant of up to EUR 150.000 made available by the Ministry of the Economy according to State aid rules.

The grant will cover 100% of the identified need in line with the objectives of the project with an upper ceiling of 150.000 EUR.

- A. The grant is divided into two tranches, with a first tranche of 75% payable after official approval of the project;
- B. A second tranche payment after completion of the project. .

7. FURTHER INFORMATION

The application forms as well as additional information on StartupsVsCovid19 can be found in the Application and Programme guidelines available at <https://www.startupluxembourg.com/>. The submission platform will open on the 20.04.2020.