

**BRAZIL-FRANCE INDUSTRIAL R&D COOPERATION PROGRAM**  
**Program Description and Call for Proposals**

Guidelines for 1<sup>st</sup> CALL FOR PROPOSALS FOR INDUSTRIAL R&D COOPERATION BETWEEN BRAZIL  
AND FRANCE.

CALL No. 01 /2015  
CALL FOR PROPOSALS FOR TECHNOLOGICAL COOPERATION  
BETWEEN BRAZIL AND FRANCE.

Considering that the governments of Brazil and France signed on July 7, 2011, a Memorandum of Understanding on Innovation, whose main objective is to support and promote initiatives aimed at formulating projects of mutual interest, including joint industrial research and development (R&D) between their private sectors for development of new products, services and processes for commercialization in the domestic and/or global markets, both countries present the Program below, in which each government shall provide support to its companies for engaging in such collaborative R&D projects, once they are approved by both sides.

**1. GENERAL PROVISIONS**

- 1.1. The program is jointly run by the Secretariat of Innovation in the Ministry of Development, Industry and Foreign Trade of Brazil (hereinafter "MDIC") and The General Direction of Enterprises (hereinafter DGE), on behalf of the Ministry of Economy, Industry and Digital sector of France (MEIN).
- 1.2. This initiative aims to encourage the development of joint R&D projects between Brazilian and French companies through the process of partners matching service and financing, subject to the conditions set out in this Call, using resources from the Bpifrance, the French Public Investment Bank for R&D, from the French side, and from the Brazilian Development Bank (hereinafter "BNDES") and other funding institutions from the Brazilian side.
  - 1.2.1 The micro and small Brazilian companies may also get support from the Micro and Small Business Support Service (hereinafter "Sebrae") for the procurement of technology services supportable by the Sebraetec Program.
  - 1.2.2 The Brazilian companies that develop R&D projects in line with the technological competences and action guidelines of the Brazilian Company for Industrial Research and Development (Embrapii) may also get support from the aforementioned institution to develop their projects jointly with Embrapii units. For further information access: [www.embrapii.org.br](http://www.embrapii.org.br)
- 1.3. This Call aims to invite French and Brazilian companies to draw up a proposal for R&D cooperation in the fields of Information and Communication Technologies (ICT), Integrated Urban Development (i.e. Smart Cities and Smart Grids), Biotechnology, Green Chemicals, Biofuels, Pharmaceuticals, Oil and Gas (including Topside, Subsea,

Downhole, Reservoir technologies), Energy sectors (including photovoltaic energy and wind power) and Cosmetics that result in the development of new products, processes or services of industrial application leading to commercialization in the domestic and/or global markets.

## **2. BASIC REQUIREMENTS FOR SUBMISSION OF THE PROPOSALS FOR COOPERATION**

- 2.1. The Call is open to Brazilian and French companies who wish to jointly elaborate industrial R&D projects.
- 2.2. Under the framework of this agreement, French companies and Brazilian companies that have existing ownership relations can be considered candidates for submission. Such requests are subject to the submission of an outline that clearly states the special circumstances for this project and the benefits achieved by each participant from this project.
- 2.3. The proposal for cooperation must involve at least one company in each country, which should jointly develop a new product, process or service of industrial application.
- 2.4. The proposal for cooperation may include scientific and technological institutions (academic/research entities) as sub-contractors in its implementation.
- 2.5. The new product/process/service must be innovative, relevant potential market, with technology risk and add value to the economies of both countries.
- 2.6. Companies must demonstrate a strategy that, given its technological, commercial and financial aspects, highlights its potential to introduce the new product/process/service into the markets of both countries and/or third countries.
- 2.7. The project should have a clear advantage and added value resulting from the cooperation between the participants from the two countries (e.g. increased knowledge base, commercial leads, access to R&D infrastructure, new fields of application, etc.).
- 2.8. The project must demonstrate adequate balance and complementarity between the industrial partners, regarding the phases of research and development.
- 2.9. The partners in France and in Brazil must be capable of implementing the project and funding their respectively share.
- 2.10. The project partners should agree in advance on the allocation of intellectual property (IP) rights between their companies, as well as the commercialization strategy. This agreement must reflect a reasonable allocation and a fair return for the partners on their investment.
- 2.11. Applicants will be requested to submit their Cooperation Proposal (item 3.2), which addresses the conduct of R&D, intellectual property rights and commercialization strategy. Such proposal must include:
  - 2.11.1. The ownership and use of knowledge (know-how) belonging to the partners prior to the project; and

- 2.11.2. The ownership and use of knowledge (know-how) and information obtained and/or developed by partners through the project.

### **3. PROCEDURES AND DEADLINES FOR SUBMISSION OF PROPOSALS**

#### **3.1. PHASE 1: PARTNER SEARCH**

- 3.1.1. Companies may register in English at the website <http://www.brasilfranca.mdic.gov.br> and [www.competitivite.gouv.fr](http://www.competitivite.gouv.fr) to provide opportunities for Brazilian and French companies to meet their potential partners and develop a proposal for cooperation in R&D. Websites of clusters could also publish the form and documents.
- 3.1.2. Companies that already have a partner in the other country may go directly to the Cooperation Form (item 3.2)
- 3.1.3. The partner search process will be assisted by MDIC in Brazil and Bpifrance and DGE in France and will include, whenever possible, a meeting agenda at conferences and business missions of different industry sectors to create opportunities for Brazilian and French businessmen to meet potential partners.

#### **3.2. PHASE 2: COOPERATION PROPOSAL**

- 3.2.1. After finding the potential partner, the proposal for technological cooperation between the Brazilian and the French companies should be submitted electronically through the Cooperation Form, which is available at the websites: <http://www.brasilfranca.mdic.gov.br> and [www.competitivite.gouv.fr](http://www.competitivite.gouv.fr).
- 3.2.2. The Cooperation Form must be filled by both partners in English.
- 3.2.3. Companies may submit the Cooperation Form at any time from the publication of this Call, until the deadline established at item 7.1.

#### **3.3. PHASE 3: APPLICATION FOR FUNDING**

- 3.3.1. The Brazilian and French companies that have their cooperation project approved by both governments, considering the requirements on the “item 2” of this Call, will be invited to submit the complete funding application using the national procedures in their respective countries.

### **4. SELECTION OF PROPOSALS FOR COOPERATION**

- 4.1. The Brazilian Committee (coordinated by MDIC) and the French Committee (coordinated by DGE) will jointly analyze the projects, according to the criteria listed at item 2. The analysis will be done intermittently and will obey the order in which the projects are sent.

- 4.1.1. The French Committee include experts from Bpifrance, others public entities or clusters if necessary.
- 4.1.2. The Brazilian Committee will qualify and send the projects to the funding agencies that will evaluate them independently and in accordance with their respective operational policies.
- 4.2. Under the framework of cooperation described in "item 1" of this Call, funding of companies is contingent upon approval by both sides.

## **5. SUPPORTING FUNDS**

### **5.1. IN BRAZIL**

- 5.1.1. The financial support requested by the Brazilian companies to BNDES and to FINEP may be granted according to the available credit lines and the rules and operating procedures of each institution as well as the applicable legislation in force.
- 5.1.2. All projects supported in the framework of the Embrapii System must include previously established investment shares from Embrapii Units and partner companies. The companies' share must necessarily be financial and directly applied in the execution of the contracted projects.
- 5.1.3. The Brazilian companies supported to develop projects jointly with Embrapii Units may also request financing to BNDES and FINEP. In this case, the requested financing may be granted according to the available credit lines and the rules and operating procedures of each institution as well as the applicable legislation in force.

### **5.2. IN FRANCE**

- 5.2.1. In France, Bpifrance is responsible of the financial support.

### **5.3. ANALYSIS OF THE FINANCING REQUEST**

- 5.3.1. The decision about the financial support and the conditions of this support is a prerogative of the funding institutions of each country, which will independently analyze the funding requests, according to the operational policies of each institution.

## **6. PUBLICATION OF RESULTS**

- 6.1. The results of the evaluation described in "item 4.1" of this Call will be released by the competent body in each country, observing the rules and operating procedures of each institution and the applicable laws.
  - 6.1.1. The publication on the Brazilian side will be at the website <http://www.brasilfranca.mdic.gov.br/>.

6.1.2. The publication on the French side will be at the website [www.competitivite.gouv.fr](http://www.competitivite.gouv.fr)

6.2. Information regarding the request for financial assistance will be disclosed only to the applicant company, observing the rules and operating procedures of each institution, as well as applicable laws.

## 7. SCHEDULE

7.1. The proposed technological cooperation formalized under this Notice should follow the following schedule:

<b>Activity</b>	<b>Date</b>
Official launch of the call by MDIC and DGE	June 22, 2015
Deadline to present cooperation proposals	October 30, 2016
Deadline to publicize the projects approved on Phase 2	December 31, 2016

7.2 The approval of the cooperation proposals by both governments, as well as the communication of that approval to the selected companies, will proceed intermittently and will follow the chronological order of presentation of the proposals along the duration of the call.