

# R D I Schemes

## Concept Note Overview

The Measures and Support Division encourages interested applicants for R D I activities to submit a Concept Note to provide details on the project idea, risks, impact, readiness and other information.

Potential Applicants are to be guided by the points outlined below to complete their Concept Note and submit to the Measures and Support Division, at any time, by email on [applications.businessenhance@gov.mt](mailto:applications.businessenhance@gov.mt).

### **The Concept Note shall include the following contents:**

#### **1. Applicant Description**

- Provide the name of Applicant together with the registration number (company number or ID card in case of a self-employed person) as well as the NACE code to determine whether the applicant is eligible under these schemes.

#### **2. Problem/Market opportunity/ Planned project**

- Describe the problem you are trying to address from the customer/user point of view. Explain why it is a problem and for whom.
- A clear description of the planned research and development project indicating the estimated project start and end dates and the location where the project is to be implemented.
- Fit within the S3 areas.

#### **3. Solution/Product or Services**

- Present the solution; explain how it works in practice, what it changes for potential users, the way(s) in which it is unique, why it has breakthrough potential, why it is better than existing solutions available on the market, explain concretely how you have achieved the current TRL level, and the TRL level targeted to be achieved.
- A plan indicating the Milestones<sup>1</sup> to be achieved. Explanation of why now it is the right time to bring it to the market.

#### **4. Market and Competition analysis**

- Describe your business model and the target market, explain why customers would be willing to pay, who are the competitors, and what are the advantages and disadvantages of your solution. Explain why your planned project will be successful in these markets.

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<sup>1</sup> At least a TRL 4 needs to be achieved to be considered as milestone.

### 5. Risks and Broad Impacts

- Draw up a risk assessment with respect to the market situation, and how this may impinge upon demand, pricing...
- Describe and quantify, if possible, the broad expected impact of your innovation on society or the environment and climate. Refer to any relevant EU or other policies or targets.
- The expected outcomes and impact should clearly state what the project hopes to achieve and how it will contribute to the broader goals of the organization or community.
- Project's impact including Prototypes and patents in the area.

### 6. Team and Management

- Present your team members, including: the track record of the founders and key managers; identify missing skills; recruitment targets and employee retention plans designed to address the required skills.

### 7. Funding request, Budget and Resources

- A breakdown of the project budget as per cost categories eligible under the scheme. The budget and resources section should provide a detailed breakdown of the costs associated with the project, as well as the resources required to implement it.

## Concept Note – Outcomes

**Unsuccessful** - right of appeal

**Successful** - applicant can proceed directly to submit an Application for the R&D Scheme

**Conditional** - applicant shall satisfy set conditions prior to submission of the full Application under either the Feasibility Studies or R&D Schemes. A condition for an R&D application can be the provision of a feasibility study (which can be applied for)

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