

## Industrial Partnership Fund Proof of Concept

### Scheme Overview

QuantIC's mission is to develop, commercialise and accelerate quantum technologies. QuantIC links world-leading quantum technologists with industry leaders and commercial users to accelerate innovation in quantum imaging and its deployment.

The aim of IPF PoC is to fast-track the development, implementation and commercialisation of novel demonstrators, processes and/or systems in the field of imaging, in alignment with QuantIC's priorities. IPF PoC aims to capture technical feasibility and market potential for new ideas. The outcome of the project is to establish market or technical feasibility of the proposed concept.

Budget: £1m from QuantIC; minimum £1m from industry (in kind or in cash).

Key characteristics of the scheme are:

- Projects are focused on demonstrating proof of concept of QuantIC technology for a commercial application.
- To ensure industrial buy-in, industry partners will need to commit 50% resource to the project, preferably in cash. If any in-kind is included, it will need to be as a verifiable contribution to the project.
- QuantIC will cover costs at 80% FEC for projects up to 18 months in duration.
- Performance targets will need to be set for the technology along with a clear investment plan as part of the application. A letter of commitment to the follow-on activities and the investment plan, upon achievement of the performance targets, will be required as part of the application. Both performance targets and letter of commitment form integral part of the assessment process.
- QuantIC partners academic groups only are eligible to apply.
- Scheme is always open with rolling quarterly deadlines.

### Deadlines, submission and award process

IPF PoC is always open for submission of applications and operates rolling deadlines for proposal evaluations.

Applicants should submit their completed application forms by email to [info@quantic.ac.uk](mailto:info@quantic.ac.uk) by the submission deadlines above.

**Please note that the grant offer letter will be subject to terms and condition.**

## Eligibility Criteria

Proposals must satisfy all of the eligibility criteria below. We advise applicants to use this section as a checklist before submitting a proposal.

1. Eligible applicants must involve at least one QuantIC academic partner. When this minimum is satisfied, additional academic and industrial partners are eligible.
2. **The principal investigator will need to be a partner in QuantIC**; additional investigators can be from any UK Higher Education Institution.
3. Projects need to be in the field of quantum imaging and be aligned with QuantIC's vision to accelerate their commercial deployment.
4. All proposals need to be costed on the basis of full economic costs (fEC). If a grant is awarded, QuantIC will provide funding at 80% of the fEC. The organisation must agree to find the balance of fEC for the project from other resources.
5. There is no cap on the award. However, projects of over £60k will be required to evidence additional value for money and where appropriate, contribution in cash has been secured from the industrial partner. Only eligible costs as per guidance below will be funded.
6. Eligibility of costs follows standard EPSRC rules; funding for equipment above £10k is not allowed under this scheme.
7. Industrial costs cannot be covered by the grant. A matching in-kind and/or in-cash contribution from the industrial partner is required.
8. Applications from companies established by universities or non-profit research centres in which the institution retains a shareholding are eligible to apply as long as one of the purposes of the company is the development of products or processes for commercial exploitation.
9. Applicants are required to use the appropriate application form. The form should be written in English and completed in all parts. Applicants should comply with approximate word limits provided in the application. Forms need to contain full financial information as no re-costing of the project will be allowed at award stage.

## Eligible Costs

IPF PoC awards will cover all eligible costs sustained by the academic partner (£48k calculated at 80% fEC). IPF PoC awards only cover academic costs. Industrial costs are not eligible for funding.

Eligible costs are:

- Directly Incurred Costs – Salaries of staff to be employed on the project, consumables, travel & subsistence which are strictly necessary to the execution of the project. Other eligible DI costs are for example those related to subcontracts.
- Directly allocated costs which are strictly necessary to the execution of the project.
- Estates and indirect costs are also eligible.

Ineligible costs comprise:

- Travel to conferences and scientific meetings
- Equipment above £10k
- Travel that is not related to the delivery of the project
- Directly allocated costs which are not demonstrably necessary to the execution of the project

## Evaluation Process

All projects will undertake a three stage review process:

**A. Eligibility check** – All projects submitted to the scheme will be checked for eligibility. Ineligible projects will be rejected and the applicant will be informed promptly.

**B. Expert review** – Each project will be peer-reviewed and scored by at least 3 members of the QuantIC Market Opportunities Panel, which is populated by industrial experts in the areas of imaging and quantum technology.

**C. Panel discussion** – All projects will be discussed and ranked at the panel meeting based on the reviewer's scores and panel discussions.

Evaluation criteria

All projects will be marked against the following 3 evaluation criteria:

A. Potential Impact/Opportunity including the following:

- a) Size, growth rate and accessibility of the market/business opportunity. Alignment of the project with the trends in the addressed market.
- b) Identified user needs that will be addressed by the project. Main economic benefits to the users that will make them buy/invest in the innovation.
- c) Alignment with and potential for acceleration / enhancement of QuantIC's technical and commercial objectives
- d) Potential to strengthen the competitiveness and growth of companies by developing innovations meeting the needs of the market, and where relevant, by delivering such innovations to the markets;
- e) Effectiveness of the proposed measures to exploit and disseminate the project results (including management of IPR).
- f) Fit of the project objectives with the strategy of the participating company.

B. Clarity, including:

- a) Clarity and pertinence of the objectives;
- b) Credibility of the proposed approach and feasibility of the research;
- c) Soundness of the concept

C. Quality and efficiency of the implementation, including:

- a) Value for money;
- b) Company commitment, in particular evidence that of the company's commitment to take the project forward if PoC is successful;

- c) Appropriateness of the participants within the consortium to carry out the project and to exploit the results.

## Scoring

Proposals are scored “as submitted” rather than on their potential. When an evaluator identifies significant shortcomings, they must reflect this by awarding a lower score for the criterion concerned. The Market Opportunities Panel will either recommend a proposal for funding or reject it and will not enter into negotiation with the applicants. The panel might choose to offer suggestions for improvement when the project is thought to have potential and invite the applicants to address the project shortcomings and resubmit. This does not constitute a commitment to fund the resubmitted project.

Each of the three evaluation criteria will be scored as follows:

Interpretation of the scores:

0 — The proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.

1 — Good. The proposal addresses the criterion well, but a number of shortcomings are present.

2 — Very Good. The proposal addresses the criterion very well, but a small number of shortcomings are present.

3— Excellent. The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

**In order to be approved for funding a proposal must achieve a total score of at least 5**

Feedback will be provided to all applicants. All applicants will be notified of the outcome of their application. Unsuccessful applicants may resubmit a revised application.

**The panel decision will be final.**

## Other Important Information

Applications are submitted to QuantIC in confidence and members of the assessment panel are bound by confidentiality. The panel membership will be made available on our website as soon as it becomes live. In the interim, the panel list can be obtained by sending a request to [info@quantic.ac.uk](mailto:info@quantic.ac.uk). If there are members of the panel you would wish to exclude from assessing your application, please notify us by email when submitting your application, stating the reason (direct competitor, conflict of interest, etc.).

A Project Manager may be appointed to oversee your project. Reporting requirements will be set out in the offer letter.

## Contact

For more information and if you have any questions please contact: [info@quantic.ac.uk](mailto:info@quantic.ac.uk) and our team will be delighted to help.