



THE HEALTH CLUSTER OF WALLONIA

**R&I project call 2023  
(Call 41)**

**Competitiveness cluster**

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**PRESENTATION TO PROJECT LEADERS**

Research & Innovation Team

## Objectives

- Perform an **innovative and collaborative research** to develop new products, services or processes
- Strengthen collaborations between **industrial partners** and **academics/research centres/high schools** (Open Innovation model)
- Strengthen **value chains** and create **employment** in Wallonia

# Strategic areas

The strategy of the cluster relies on the **smart specialisation**, which aims at strengthening **technologies of excellence** available in the Walloon region. These technologies are divided in 4 main strategic areas called **DAS** in french (« Domaines d'Activités Stratégiques »)



(Bio)pharmacy  
(including cell and gene therapy and industrial production of biologics)



Medical devices and in vitro diagnostics



Radiation applied to health



Digital health

These strategic areas are not exclusive. Any candidate to lead a project in the field of health is invited to discuss with the BioWin cluster's operational unit.

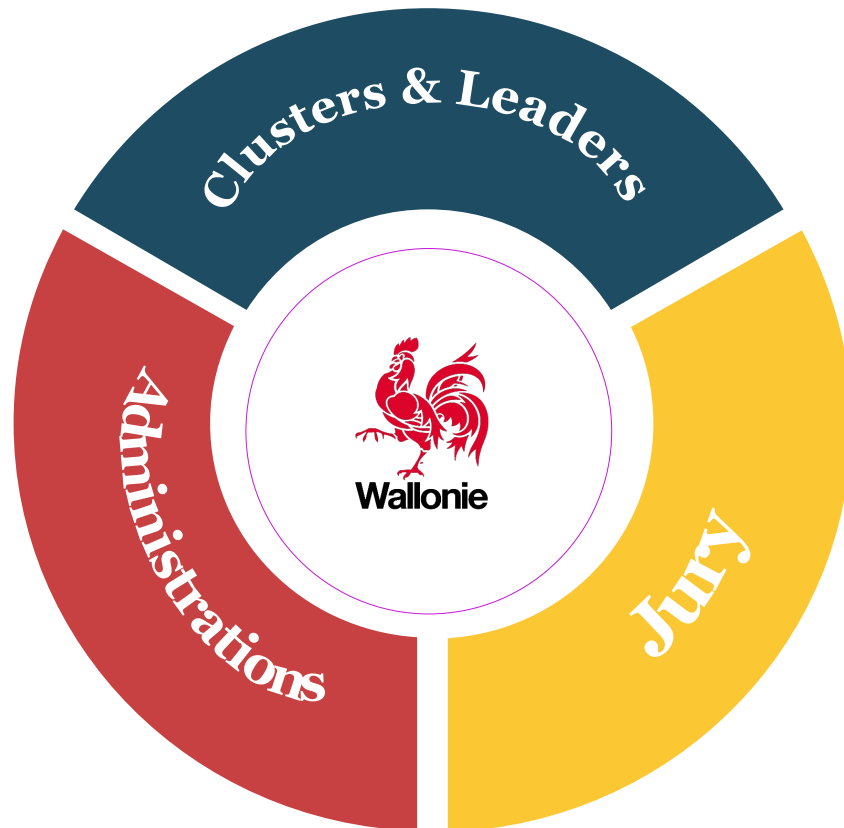
## Eligibility criteria

- **Consortium composition:** at least 4 partners (2 companies including at least 1 SME + 2 research units)  
1 leading company whose headquarters are located in Wallonia  
1 research unit (university, research center, high school) settled in « Fédération Wallonie-Bruxelles » (FWB)  
The 2 other partners may be outside Wallonia/FWB but will not be subsidised by the Region.
- **Financial health:** companies must not be in financial difficulties according to european definition
- **Real partnership:** Shared R&D and shared exploitation of the results
- **Innovation:** Technological or not-technological, a product/service/process may be concerned
- **Project:** Proof of concept (POC) or prototype within 6 years after the beginning of the project
- **Duration:** min 2 years; max 4 years; Budget ideally between 1 and 4 Mios €

# Type and intensity of financial supports (in % of eligible expenses)

Company	Industrial research	Experimental development
SE	S 80	S 60 (RA 70)
ME	S 75	S 50 (RA 60)
LE ( and “ENA”)	S 65	S 40 (RA 50)
CRC	S 85	S 85
Aca, HS, PRO	S 100	S 100
	S: Subsidies	RA: Recoverable Advances

- SE, ME, LE = Small, medium-sized, Large entreprise
- « ENA » = « Entreprise non autonome de taille restreinte »
- HS = High School
- PRO = Public Research Organisation
- CRC = Certified Research Center



**The different bodies involved in the decision-making process each have a different and non-accumulative role:**

- The cluster guarantees the technological validity of the project and ensures that its internal strategy is respected
- The administration verifies the eligibility of the project and validates the techno-scientific analysis
- The Walloon Government Jury validates the coherence of the project with the philosophy of the competitiveness clusters policy and evaluates the opportunity for public support

**These roles are complementary and each is necessary for the smooth running of the overall process of setting up, selecting and labelling projects.**

# Members of the Jury of the Walloon Government

## President (1)

André Petitjean

## Industrial experts (6)

Charlotte Hubert  
Christian Dutilleux  
Frank Aranzana  
Hans-Erik Rhodius  
Jacques Pelerin  
Nathalie Garçon



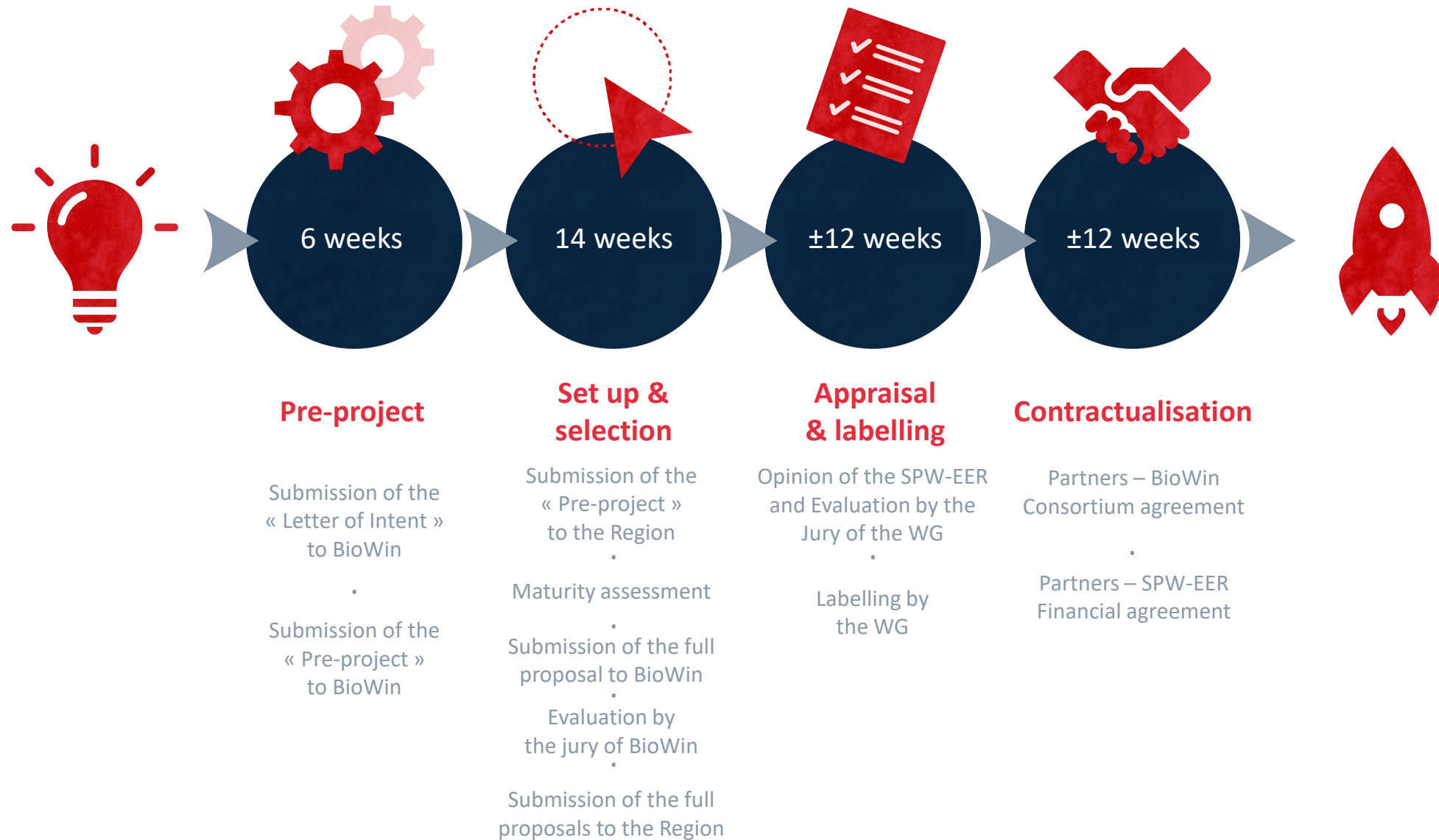
## Transversal experts (3)

Hervé Boulard  
Michele Cincera  
Hélène Musikas

*Digital  
Regional Economy  
Business Development*

- ACTIVE members recognized by their « industries » and aware of ongoing developments as well as actual trends
- Ensure that the spirit of cluster policy is respected
- Suggest improvements
- Boost industrial/research ecosystems

# Process – Key steps





# Schedule for the 41<sup>st</sup> call

Step	Deadlines
Submission of the « Letter of Intent » to the cluster	16/10/2023 at the latest
Submission of the « Pre-projects » to the cluster for internal review	04/12/2023
Submission of the « Pre-projects » to the Region	22/12/2023
Maturity assessments	Week 15/01/2024
Submission of the full proposals to the cluster for internal review	12/02/2024
Submission of the full proposals to the Jury appointed by the cluster	26/02/2024
Evaluation of the proposals by the Internal Selection Committee (CSI)	Week 11/03/2024
Submission of the full proposals to the Region	01/04/2024
Labelling by the Walloon Government	June 2024

# Letter of Intent - Lol

- **Leader/consortium**

- Presentation of the main lines of the project

- **BioWin**

- Verification that the consortium has a clear understanding of what is required in a proposal
- Identification of any missing skills
- Presentation of the overall support process and the evaluation steps (maturity assessment / BioWin's Internal Selection Committee (CSI) / analysis and opinion of the Administration / Jury of the Walloon Government)

## **Post meeting**

- Communication of information and provision of the templates for the next steps

# Writing / Submission of the Pre-project

- **Leader/consortium**

- Elaboration of a more advanced version of the project according to the template and the instructions provided by the cluster.

- **BioWin**

- Revision of a the pre-project, recommendations on critical points
- Activation of the network if one or more partners are missing
- Postponement to the next call if the pre-project is immature

The pre-project must allow a rapid and immediate understanding of the project's purpose, its originality, its impact on employment and regional economic development as well as the contribution and distribution of roles between the project partners

- Validation of the pre-project according to the cluster's criteria
- Submission of the pre-project to the Walloon Region

# Maturity assessment meeting

- **Leader/consortium**
  - 10 min presentation
- **Walloon Government Jury Referres**
  - Questions and recommendations on the pre-project to make it more robust
- **SPW-EER**
  - Ruling: Eligibility, first financial analysis and research qualification (IR/ED)
- **BioWin & Experts appointed by the cluster**
  - Expertise and exchanges on critical points (scientific, technical, innovation aspects) in order to consolidate the proposal

- SPW-EER : Minutes of the Ruling
- BioWin : Summary report with recommendations and comments on the decision to continue, postpone or redirect the dossier. The consortium agreement template is provided to the leader of the project.

- **Leader/consortium**
  - Complete version of the project, written according to the template provided by the cluster and **intended for BioWin's Internal Selection Committee (CSI)**
- **BioWin**
  - Verification of the adequacy between the content and the requirements of the template
  - Verification that the recommendations made during the maturity assessment have been taken into account
  - Verification of the progress made on the consortium agreement

## **Post meeting :**

- **Either : submission of the proposal to the experts appointed by the cluster (CSI)**
- **Or : postponement to the next call if the proposal is incomplete and/or of insufficient quality**

# Evaluation by the experts of BioWin

- **Consortium**

- 15 min presentation followed by Q/A, duration: ~1h
- Attendance of the CEO from the coordinating company required
- Attendance of a representative for each partner preferable

- **Internal Selection Committee (CSI)**

- Evaluation of the proposal, according to evaluation criteria by a panel of experts appointed by BioWin. Each proposal is examined by 2 experts along with the President of the Jury

- **BioWin and SPW-EER**

- Observer role

**Post evaluation :**

- Within 5 working days: minutes and decision whether the proposal should be submitted (or not) to the Wallon Region with possible minor adaptations
- Possibility to submit the proposal to the next call if major adaptations must be implemented

# Submission of the proposal to the Walloon Region

- **Consortium**

- Final formatting of the form taking into account all recommendations made during the various stages of the process
- Finalisation of all the required annexes in the requested format
- Finalisation and signature of the consortium agreement by all partners

- **BioWin**

- Writing of the BioWin opinion on the project for the Jury of the Walloon Government
- Signature of the consortium agreement
- Compilation of the full proposal
- Submission of the final proposal on the extranet of the Walloon Region

➤ Official submission of the proposal for examination by the SPW and the Jury of the Walloon Government

# Labelling, financial agreement and project start

- **Walloon Gouvernement**

- Formal decision on the commitment to finance the project

- **SPW-EER**

- Writing and signature of the financial agreement containing the task details, the objectives and the planning of the project, as well as budget details relating to each partner. The financial agreement must be finalised within 12 weeks after project labelling.

- **Consortium, BioWin and SPW-EER**

- Project start, kick-off meeting



**Do you want to  
submit a  
project to  
BioWin?**

- BioWin commits to support you in the elaboration of your proposal
  
- Partners commits to:
  - Adhere to the ROI
  - Respect the schedule
  - Be a member of BioWin or have started the affiliation process before the submission of the pre-project
  - Having paid the application fee (1500€) before the maturity assessment at the latest

***If you are not a member:***

Fill in your cluster's membership application before the submission of the pre-project at the latest

# Success fee

Is your project labeled by the Walloon Gouvernement?

The clusters are engaged in a progressive self-financing mechanism and apply a success fee of 2% on the subsidies allocated to Walloon industrial partners

## Terms and conditions

A service agreement is established between BioWin and each industrial partner.

The success fee is calculated based on the financing agreement and is paid to the cluster in two installments:

-65% of the amount when the working capital is received by the partners

-35% at mid-term

Do you have a project idea and/or are you looking for partners?

→ Please contact us now!

Do you want to set up a project?

→ Submit a letter of intent on the dates proposed in the 2023 calendar  
Templates and instructions are available on the website of BioWin:

<https://biowin.org/ri-cluster-competitiveness-calls/>

**R&I Team**

Contact mail: [rd@biowin.org](mailto:rd@biowin.org)

# BIO WIN

THE HEALTH CLUSTER OF WALLONIA

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