

I**ndustrial Energy Efficiency Accelerator (IEEA)**  
  
Competition Application Form  
  
IEEA Phase 4

**Important: please fill in this form using the IEEA Guidance Notes/ ITT (May 2022)  
  
A support service is provided to applicants. It is highly recommended that you** [**register your technology/project idea for initial screening**](https://programmes.carbontrust.com/ieea/participate-in-phase-3/#submit-your-idea)**before completing the application form to maximise your chance of a successful application.  
  
Personal data provided will be processed as per the Privacy Notice in line with General Data Protection Regulations.  
  
The application form with supporting information must be submitted by 3pm GMT, Monday 19 September 2022**

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Description automatically generated with low confidenceShape

Description automatically generated with medium confidence

**If you are using the Word document to draft your answers ahead of entering them in the online application form please note that rich text formatting e.g. bullet points, is not supported by the online application and you will need to use standard punctuation such as a dash (-) to separate points.**

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Any enquiries regarding your application should be sent to us at:**[**IEEA@carbontrust.com**](mailto:IEEA@carbontrust.com)

**Application Sections**

* Proposal Summary
* Eligibility Assessment
  + Confirmation that your innovation is eligible
* Contact and Lead Organisation Details
* Parent Company Details (if applicable)
* Assessment Criteria.
  + Project and technical overview
  + Potential impact
  + Commercialisation prospects
  + Project design and deliverability
  + Project costs and value for money
* Further Information
* Project Partnerships (provide partner information if applicable)
* Application Form Checklist

Signatory Page**1. Proposal Summary**

### **1 Name of Applicant Organisation This should be the lead organisation/co-ordinator for the proposed project \***

|  |
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**2. E-mail address of applicant\***

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|  |

### **3. Project Name - please ensure this is concise and reflects the aim of the project \***

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### **3. As the lead applicant, what will be your organisation’s role in the project (e.g., industry partner, technology developer, technology expert or third-party project manager etc) \***

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### **4. Estimated Start Date Projects must commence no later than 31 May 2022.**

DD/MM/YYYY

### **5. If there is a strong reason why you project cannot start by 31 May 2022, please provide justification here:**

|  |
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### **6. Estimated End Date \***

**It is expected that projects should complete no later than 31 May 2024**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **7. If project duration is expected to be over 2 years, please provide justification here:**

|  |
| --- |
|  |

### **8. Total Project Costs (£) Please enter the total eligible project costs for the project that you are applying for excluding VAT.\***

|  |
| --- |
|  |

### **9. Total BEIS Funding Applied For (£) Please enter the estimated cost of the BEIS funding required for the project excluding VAT. \***

|  |
| --- |
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### **10. Total Match Funding (£) Please enter the estimated cost of the match funding for the project excluding VAT. \***

|  |
| --- |
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### **11. Any other project funding (£) \*\* Examples of other project funding may include funding from public-sector bodies other than BEIS, from universities or from public institutions overseas. \***

|  |
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### **12. Please give a brief description of the project. What will be demonstrated during the project, challenges to be overcome, and project benefit/savings expected.**

### **This description may be published for successful projects. Applicants should ensure they are happy for the text entered to be made public. As such, please ensure that descriptions are concise and understandable to a non-expert in the area. (Maximum 200 words) \***

|  |
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### **13. Please explain why public sector funding is required to take this innovation forward. (Maximum 200 words) \***

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**2. Eligibility Assessment**

**Sector eligibility and location**

### **1. What is the company name of the industrial partner (where the demonstration project will be located) \***

|  |
| --- |
|  |

### **2. What industrial sector does the industrial partner operate in relating to this project proposal? \***

|  |
| --- |
|  |

### **3. What SIC code defines the activity at the site which will be the focus of the project?** The SIC code should be 5 characters long. This may be different from their company SIC code where activities at site level are not reflected in their Companies House record. **\***

|  |
| --- |
|  |

### **4. What is the location of the site that will be the focus of the demonstration? \***

|  |  |
| --- | --- |
|  | England |
|  | Northern Ireland |
|  | Scotland |
|  | Wales |

### **5. Postcode of site location\***

|  |
| --- |
|  |

### **6. Eligibility Questions \***

|  | Yes | No |
| --- | --- | --- |
| A demonstration site has been secured at a UK site which is part of an eligible industrial sector (see guidance notes for eligible sectors). |  |  |
| The technology to be demonstrated is an eligible energy and/or resource efficiency solution targeted at the UK manufacturing sector (see guidance notes for eligible project types). |  |  |
| Will the majority of the project’s activity be undertaken in the UK? |  |  |
| A demonstration site has been secured at a UK site which is part of an eligible industrial sector (see guidance notes for eligible sectors). |  |  |
| The technology to be demonstrated is an eligible energy and/or resource efficiency solution targeted at the UK manufacturing sector (see guidance notes for eligible project types). |  |  |
| The technology is not already commercialised or the technology is currently unproven within the given sector. |  |  |
| The technology is currently TRL 5-8, and will progress to TRL 8-9 during the project. |  |  |
| The project would not proceed without IEEA funding. |  |  |
| All partners have secured a commitment to sufficient matched funding. |  |  |
| BEIS is unable to fund retrospective work on projects. Can you confirm that your application does not seek funding for retrospective work on this project? |  |  |
| The BEIS grant requested by each partner is compliant with Subsidy rules. |  |  |
| Confirmation of acceptance of BEIS terms and conditions. |  |  |
| I confirm that I have read and accept the privacy notice. |  |  |

If the answer to any of the above is no, please provide more information here:

|  |
| --- |
|  |

**3. Contact and Lead Organisation Details**

### **1. Primary Contact Details \***

|  |  |  |
| --- | --- | --- |
| Title  \* | |  | | --- | |  | |
| Full Name  \* | |  | | --- | |  | |
| Position  \* | |  | | --- | |  | |
| Mobile Number  \* | |  | | --- | |  | |
| Organisation Name  \* | |  | | --- | |  | |
| Organisation Website | |  | | --- | |  | |

### **2. Email will be the primary method of correspondence following submission. \***

|  |
| --- |
|  |

### **3. The registered address of the Lead Organisation \***

|  |  |  |
| --- | --- | --- |
| Address Line 1  \* | |  | | --- | |  | |
| Address Line 2 | |  | | --- | |  | |
| Address Line 3 | |  | | --- | |  | |
| Town/City  \* | |  | | --- | |  | |
| Postcode/ Zip Code  \* | |  | | --- | |  | |

### **4. County (If Applicable)**

Dropdown list

### **5. UK Region (If Applicable)**

Dropdown list

### **6. Country \***

Dropdown list

### **7. Project Location: Is this registered address the location where the main activity of the proposed project will be carried out?**\*

|  |  |
| --- | --- |
|  | Yes |
|  | No |

### **8. Lead Organisation Type \***

|  |  |
| --- | --- |
|  | Not for Profit |
|  | Private Company |
|  | Public Limited Company |
|  | Public Sector Organisation |
|  | Research Organisation |
|  | University |
|  | Other (please specify):   |  | | --- | |  | |

### **9. Lead Organisation Size \***

|  |  |
| --- | --- |
|  | Micro Enterprise <10 employees |
|  | Small Enterprise <50 employees |
|  | Medium Enterprise <250 employees |
|  | Large Enterprise |

### **10. As the lead applicant, what will be your organisation’s role in the project (e.g., industry partner, technology developer, technology expert or third-party project manager etc) (Max 10 words) \***

|  |
| --- |
|  |

### **11. Number of employees in Lead Organisation (including directors) \***

|  |
| --- |
|  |

### **12. Lead Organisation Company Registration Number \***

|  |
| --- |
|  |

### **13. Turnover Amount of Lead Organisation (in most recent annual accounts) Please include the currency of the amount in your response. \***

|  |
| --- |
|  |

### **14. Turnover Date (in most recent annual accounts) \***

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **15. Balance Sheet Total of Lead Organisation (total assets net of depreciation) Please include the currency of the amount in your response.**

|  |
| --- |
|  |

### **16. Balance Sheet Date (total assets net of depreciation) \***

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **17. Is the Lead Organisation able to recover VAT? \***

|  |  |
| --- | --- |
|  | Yes |
|  | No |

### **18. Lead Organisation Maturity \***

|  |  |
| --- | --- |
|  | Pre-Startup |
|  | Startup - <1 year |
|  | 1-5 years |
|  | 6-10 years |
|  | >10 years |

### **19. How is the lead organisation currently funded? (Choose all that apply) \***

| No Funding | Founders (including bank loans) | Friends and Family | Public Sector Grants | Angel Investment | Venture Capital | Private Equity | Stock Market Flotation |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |

### **20. Does the lead organisation have a parent company? (If yes you will be asked to provide details) \***

|  |  |
| --- | --- |
|  | Yes |
|  | No |

**4. Parent Company Details (to be completed as applicable)**

### **4.1 Parent Company Details** \*

|  |  |  |
| --- | --- | --- |
| Organisation Name | |  | | --- | |  |   \* |
| Address Line 1 | |  | | --- | |  |   \* |
| Address Line 2 | |  | | --- | |  | |
| Address Line 3 | |  | | --- | |  | |
| Town/City | |  | | --- | |  |   \* |
| Postcode/ Zip Code | |  | | --- | |  |   \* |

### **4.2 Country \***

Dropdown list

### **4.3 Number of employees (including directors) \***

|  |
| --- |
|  |

### **4.4 Company Registration Number \***

|  |
| --- |
|  |

### **4.5 Turnover Amount (in most recent annual accounts) Please include the currency of the amount in your response.**

|  |
| --- |
|  |

### **4.6 Turnover Date (in most recent annual accounts)**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **4.7 Balance Sheet Total (total assets net of depreciation) Please include the currency of the amount in your response.**

|  |
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### **4.8 Balance Sheet Date (total assets net of depreciation)**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **4.9 Organisation Maturity**

|  |  |
| --- | --- |
|  | Pre-Startup |
|  | Startup - <1 year |
|  | 1-5 years |
|  | 6-10 years |
|  | >10 years |

**5. Assessment Criteria**

**This section gathers information to allow the project to be assessed against the 5 separate IEEA assessment criteria. Each criterion will be scored independently and given a score between 1 – 5.**

**Guidance – Additional Attachments:      
  
Supporting Information**Some sections below invite applicants to upload supporting figures. Applicants who wish to support their responses with further figures (e.g., illustrations/PFDs/graphs/charts/schematics) may attach these as part of the **Further Information** of this application form. One document may be uploaded containing all required figures, clearly labelled. The figure numbers should be referenced within the appropriate text box below to ensure they are assessed. Any further text submitted with the referenced figures attachment or figures that are not clearly labelled will not be assessed.

Additional letters of support or other **supporting information** can also be submitted in the **Further Information** section before you submit your online application form, where they add background/ supporting information (this could include but not limited to relevant papers, assumptions/ calculations to back up the assertions made in the application) to the application. However, the assessment will be based on the information directly written in the online application; you should not assume that any supporting information will be cross-referenced or reviewed as part of the selection process.

Applicants may upload up to 4 Further Information attachments – but these are not required (max. 20MB per attachment).

**6. Project and Technology**

**Scoring Criterion 1 – Project and technology overview – Total weighting 30%**

You will be assessed and scored based on the quality and clarity of the answers in describing the technology and the project, along with the strength of the proposed project in meeting the IEEA programme objectives.

This section comprises three sub-criteria listed below:

**Technology Overview - Weighting 12.5%**

Marks will be given for clearly describing and providing evidence for how the technology works and its feasibility to deliver savings. Clear and evidenced justification is required for the claimed TRL levels at the start and end of the project. Higher marks will be given for innovative technology solutions that overcome real technical barriers to improve upon existing processes.

**Proposed Project - Weighting 12.5%**

Marks will be given for clearly describing any activities planned to further develop the technology, along with how the technology will actually be implemented on site within the project. Higher marks will be awarded where the technology will be fully integrated into the site processes, and where the project will clearly demonstrate the benefits of the technology for an industrial site, and where assessors are confident that the practical implementation is feasible.

**Project aims and objectives - Weighting 5%**

You should lay out clearly what results would represent success for the project, and how these will be measured and reported. A strong answer will contain ambitious yet realistic aims, including both efficiency targets and other project goals.

1. **Technology Overview**

**In this section, you should** describe the technical aspects of the technology. State any technical assumptions and their justifications. Clear diagrams and photographs where appropriate can be uploaded at the end of this section. To ensure these are assessed, applicants must clearly label the figures in the attachment and reference the figures in their response within the relevant text box.

### **a) What are the basic underlying principles of your new technology/process?** Describe the scientific theory underpinning the technology? Is this well-established/assumed knowledge by engineers or a novel concept. If novel, provide explanatory information. Describe the operating principle of the technology i.e. How does the technology work in practice. You may wish to upload a diagram to show the construction of the technology and how it works at the end of this section. Please consider that reviewers of the application may not be directly familiar with the new process/technology therefore clear explanation is required. **(Maximum 400 words) \***

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### **b) What is the innovative aspect to this technology and how does it improve upon existing or competing solutions? (Maximum 250 words) \***

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**c) What is the Technology Readiness Level (TRL) of the proposed technology solution now?**To be eligible for IEEA support, your technology solution needs to be between TRL5 and TRL8. Please refer to TRL definitions provided in the IEEA guidance notes. **\***

Dropdown list

### **d) Please describe how your proposed technology solution has achieved the TRL selected and explain what testing has been undertaken to prove that the technology/process works?** Provide evidence of lab/prototype validation (e.g., lab or field trial results, details of performance modelling, external validation of the technology and/or test results). You can upload supporting evidence at the end of this section using the 'choose file' option. **(Maximum 300 words) \***

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### **e) What is the Technology Readiness Level (TRL) expected at the completion of the project? To be eligible for IEEA support, your technology solution needs to reach TRL of at least 8, preferably 9. \***

Dropdown list

### **f) Please describe how your proposed technology solution will be shown to have reached the proposed TRL. (Maximum 200 words) \***

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### **g) What technical barriers will the demonstration project need to overcome to be successful? Please do not include barriers relating to funding, commercial and risk-aversion.** If the technology is commercially viable (TRL9) in other sectors, applicants must provide evidence that there are barriers to adoption in the proposed sector for this project (other than purely commercial) and how this demonstrator will help overcome these, noting any adaptions required.

### **(Maximum 250 words) \***

|  |
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|  |

**h) Supporting technology information**

If you wish, you may upload two pieces of documentation to support your answers above (which may include figures and photos).  
  
Figures/diagrams will be included in the assessment. However, assessors are not obliged to read extra text as it is considered optional and supplementary to the text supplied here.

Upload files (optional).  
Maximum number of files - 2Maximum size of files - 20MB



1. **Proposed Project**

**Please provide a project description covering the following elements:**

### **a) In this textbox, applicants are expected to provide a brief description of the project by: - Briefly describing the industrial company, site and current operations.**

### - Describing what will be demonstrated during the project and challenges to be overcome.

### - Describing how the project will demonstrate the innovative aspects of the technology?

### **(Maximum 400 words) \***

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**b) Describe how the technology will be integrated into the current process/site.**You may wish to upload a process flow diagram below to illustrate the new technology within the process**.  
(Maximum 200 words) \***

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**c) Supporting project information**

If you wish, you may upload one piece of documentation to support your answers above (which may include figures and photos).  
  
Figures/diagrams will be included in the assessment. However, assessors are not obliged to read extra text as it is considered optional and supplementary to the text supplied here.  
(optional).  
  
Maximum number of files - 1Maximum size of files - 20MB

1. **Project aims and objectives**

### **a) List and explain the main aims and objectives of your demonstration project.**

### BEIS expects to have around 3-5 objectives.  These should be specific and no more than a sentence each. **(Maximum 200 words) \***

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### **b) List the metrics and criteria you will use to assess project success\*** The criteria will need to be verifiable following project completion. At least one energy or resource efficiency success criterion must be included in the application. Otherwise, applicants are free to determine their own project specific success criteria appropriate to their project. **Download and complete** [**Table 1**](https://files.smartsurvey.io/3/0/XBWTNZAS/IEEA_Project_Success_Criteria_table.docx)**, and then upload it here.** Max Upload Size Per File: 5MB Max Number of Files: 1

### **c) In this textbox, applicants are expected to describe how they will monitor the project results by:** - Taking account of the project success criteria (specifically energy / resource efficiency), outline the measurements and data analysis which will be included in the project to determine both baseline and demonstrator project performance.

### - Outlining the metering equipment you already have in place or plan to install as part of the project and explain how this will be suitable for collecting the data required validate the project performance.

### Note: A full Measurement and Verification (M&V) plan will be required at project commencement for successful applicants. Guidance on M&V requirements are included in the Guidance notes.

### **(Maximum 300 words) \***

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**7. Potential Impact**

### **Scoring Criterion 2 – Potential impact overview – Total weighting 20%** This section is assessing the potential energy and/or resource savings from the project and in the wider industrial sector. You will be scored based on the quality and credibility of your calculations and assumptions, as well as the likelihood and scale of impact that is expected to be achieved.

This section comprises two sub-criteria listed below:

### **Project impact - Weighting 10%**

### A clear description of how savings are achieved should be provided, along with calculations to quantify the scale of savings. Marks will be awarded where the stated energy/resource and carbon savings are credible with strong justification and evidence to support assumptions and calculations used. Higher marks will be awarded where the technology and project are likely to deliver impactful energy and/or resource (and hence carbon) savings relative to current site processes.

### **Replication potential and market impact - Weighting 10%**

### Marks will be awarded for a realistic assessment of the type and scale of potential markets for the technology, and credible forecast of future uptake. Assessors will be looking for evidenced assumptions and accurate calculations. Higher marks will be awarded for technologies with wide in-sector and cross-sector replication potential, where the technology is likely to deliver impactful industry energy and/or resource (and hence carbon) savings relative to current sector processes and other competing solutions. Higher scoring proposals will demonstrate that the technology has a clear alignment with the UK’s Net-Zero by 2050 commitment. Higher marks will be given where a clear and strong argument is given for replicability with good consideration of roll out to other sectors.

1. **Project impact**

### **a) Describe how the technology will deliver emissions reductions (through energy or resource efficiency)**

### Provide calculations to show the typical energy and/or resource savings over typical and current best practice of using your technology. This may be a percentage per tonne of product produced, or per typical site per year. Please state types of fuel/material/waste types and any assumptions as appropriate**. (Maximum 300 words) \***

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**b) Download** [**Table 2**](https://files.smartsurvey.io/3/0/UORLFXEI/IEEA_Table_2.docx)**, complete and upload to demonstrate the energy/resource savings (not financial) you expect to make with this project**In table 2 please estimate the savings that will be achieved by the project at the demonstration site (i) for the process it is being applied to, and (ii) the impact on the entire site energy/resource use assuming a full site roll out if successful. Baseline and savings values for each energy and/or resource type should be stated, including absolute and percentage changes. The tables can be completed for energy and/or resource saving as appropriate to the project.  
  
The savings shown should be consistent with the savings calculations above and provide references where necessary**.**

Please upload your completed Table 2 here.  
  
Maximum number of files - 1  
Maximum size of files - 20MB **\***

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1. **Replication potential and market impact**

### **a) In this textbox, applicants are expected to describe which industrial processes and sector(s) the technology could be applied to by:** - Providing a summary of the processes and sector(s) where deployment of the technology is likely in the short term, and medium term.

### - Identifying and describing the barriers to deploying the technology/process in the target sector(s), and how does this project help overcome them **(Maximum 350 words) \***

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### **b) What proportion (%) of your target sector(s) might realistically implement the technology/process change over the next 5 years and 10 years (stating any market size estimates)?**

### **(Maximum 250 words) \* Please consider the following:**

* What is the overall size of the market in the UK (if known)?
* What proportion of sites is the technology applicable to?
* Provide a realistic estimate of the number of these sites that may take up the technology
* Will implementation at these sites be retrofit or replacement of existing assets?

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### **c) Please estimate the potential energy, resource and carbon savings for the target sector(s) over the next 5 years, based on the realistic technology penetration rate stated above.** Please show all of your calculations

### **(Maximum 250 words) \***

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**8. Commercialisation prospects**

**Scoring Criterion 3 – Commercialisation Prospects Overview – Total weighting 10%**

**This section is to ensure that there is strong potential for the organisations involved in the project to commercialise the technology, leading to widespread replication in the UK and potentially beyond.**

This section comprises three sub-criteria listed below:

**Business model and intellectual property – Weighting 5%**

**Marks will be awarded where a credible, realistic business model is proposed for further developing and rolling out the technology. Higher marks will be awarded for credible scale up plans. A clear description of the current and future IP ownership is expected, whether this relates to patents or knowhow and trade secrets. Higher marks will be awarded where it is clear that the IP and knowhow development and ownership will facilitate and incentivise wide replication of the technology.**

**Commercial potential - Weighting 5%**

**Marks will be awarded for realistic plans for commercial deployment in the sectors identified for future replication, and the likelihood of widespread replication being achieved. Consideration will be given to the expected return of investment for future deployments (and how realistic and attractive this is), how learnings from the project will be disseminated, and the strength of strategies for customer acquisition.**

**Higher marks will be given where a clear and strong plan for commercialisation is provided with responsibilities identified for the consortium partners. Evidence of previous experience of successfully commercialising innovative technology will be an advantage.**

1. **Business model and intellectual property**

### **a) What is your overall business model? Will you manufacture and sell the technology or use licensing/partnership models?**

### **(Maximum 250 words) \***

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**b) As a publicly funded demonstrator project it is important to ensure that there are no barriers to adoption into the marketplace.**

In this textbox, applicants are expected to describe any intellectual property considerations for the technology:

- Are there any patents in place (or pending) for the technology and/or process and who owns these?

- Please highlight any restrictions (e.g., by geography, sector etc).  
- Is there any competitor IP which may restrict rights to develop and commercialise the technology (or are any licence agreements in place)?

Please note, it is not necessarily a requirement that technology developers have patents in place before or after the project. However, it is the applicant’s responsibility to ensure that they have freedom to operate, and do not infringe the IP rights of others.

**(Maximum 200 words) \***

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### **c) In this textbox, applicants are expected to identify any intellectual property that is likely to be generated by the demonstrator project.**

- Who will have ownership of any IP generated and how will it be protected?

- Is any restriction anticipated in rolling out the technology to other companies in the sector (for example if the industrial partner will own some of the rights following the project)?

### **(Maximum 150 words) \***

|  |
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1. **Commercial potential**

### **a) In this textbox, applicants are expected to describe the planned route to market / go-to-market strategies:**

- How will you acquire customers / sell the product

- What are your growth strategy and plans?

- Describe your ability to scale up your operations once the technology is demonstrated

### **(Maximum 300 words) \***

|  |
| --- |
|  |

### **b) In this textbox, applicants are expected to provide information on the financial benefit of the technology:**

- What is the expected return on investment / payback period for this demonstration project?  
- What cost reductions are anticipated during commercialisation of the technology, and how will these will be achieved?

- What is the expected cost to deploy the technology once commercialised?

- What is the expected return on investment / payback period per project once the technology is commercialised?

- Please ensure you justify your answers and assumptions

Simple Payback (years) = Project Cost (£) / Financial saving (£/yr)

### **(Maximum 400 words) \***

|  |
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**9. Project design and deliverability**

**Scoring Criterion 4 - Project design and deliverability overview – Total weighting 20%**

**This section will assess the design of the project and how feasible it is to implement. It will also examine the strength and experience of the consortium and project team.**

This section comprises three sub-criteria listed below:

**Project management and project plan - Weighting 10%**

**Marks will be awarded for providing a detailed feasible project plan with realistic timeline (shown on a Gantt chart) and the detail of tasks and deliverables within identified work packages. Good answers will highlight any interdependencies between tasks, and will lay out a clear project management approach which gives confidence in the likelihood of successful project delivery. Higher marks will be awarded where Assessors are convinced the project has high likelihood of successful delivery.**

**Project team - Weighting 5%**

**Applicants should provide a clear project team organogram, and describe the roles and experience of key team members. Marks will be awarded for the appropriateness of the project team’s skills and experience, their aligned responsibilities, ability to manage the project and suitability for their role on the project. Higher marks will be awarded for well-defined roles with strong evidence that the project team will work well together, and can successfully manage the project. Relevant experience within the partner companies of implementing innovative technology in an industrial setting will be an advantage, particularly where this exists within the core project team.**

**Risk Management - Weighting 5%**

**Applicants should provide a robust risk management plan including risk register with key risks described and their associated mitigation plan. The risks should include a good cross section of technical, management and HSE risks. Higher marks will be awarded where the mitigations represent genuine thought-through strategies to bring down the starting risk level.**

1. **Project management and project plan**

### **a) In this textbox, applicants are expected to:**

- Describe how the project will be managed:

- Outline any significant processes and tools you will use to achieve a successful project outcome.

- Describe the resources, equipment and facilities needed for the project and how you will access them.

### **(Maximum 300 words) \***

|  |
| --- |
|  |

### **b) In this textbox, applicants are expected to:**

- Outline key project dependencies, lead times, and decision points in the project.

- Describe what level of contingency (with regards to personnel, timescales etc.) has been allocated within the project and why.

### **(Maximum 300 words) \***

|  |
| --- |
|  |

### **c) Please upload a Gantt chart to show the project plan including work packages, tasks, milestones and deliverables. Upload one file. The file must be less than 15 MB.** Please include a sufficient level of granularity to clear demonstrate the breakdown and timing of the work packages and activities.

### Max Upload Size Per File: 15MB Max Number of Files: 1 **\***

Uploading...

### **d) Please outline the proposed work packages for this project.** Each work package must have an aim, a list of tasks indicating which partner is responsible for each task and specific deliverable(s). These work packages and tasks should be presented on the Gantt chart. Give a brief overview of each work package, including the responsible owner, expected costs and timelines of each. Please download the [Work Package Table](https://files.smartsurvey.io/3/0/ACGKQBYT/IEEA_Work_Packages_Table.docx) template here, complete and re-upload below. Max Upload Size Per File: 20MB Max Number of Files: 1 **\***Uploading...

1. **Project Team**

In this section, you will be expected to provide an overview of the Project Team (As a minimum to include a named Project Manager, Project Director, and Technical Lead for the lead applicant, and a Project Lead for each consortium member). Please include a brief biography below for each key team member and attach Letters of Support from each project partner. You may also optionally attach short CVs for key team members.

### **a) Outline the project team structure, including the organisational roles and sub-contractor roles. Please include information on how the team and different organisations will work together (Maximum 400 words) \***

|  |
| --- |
|  |

### **Please attach an organogram here using the 'choose file' option below. Your organogram should clearly show how companies, subcontractors and individuals work together as part of the project team.** Max Upload Size Per File: 20MB Max Number of Files: 1 **\***

### **b) In this textbox, applicants are expected to provide brief biographies (1 paragraph each) for each of the key personnel. List their organisation & current job role, and describe their role in the project, and relevant experience.** You may optionally upload CVs in the Further information section. Please collate CVs into a single document. **(Maximum 800 words) \***

|  |
| --- |
|  |

### **c) In this textbox, applicants are expected to:**

- Provide a brief summary of the partner organisations.  
- Identify and describe the key activities and markets for each organisation.  
- Describe the consortium members’ relevant experience managing and delivering projects that have led to the development and implementation of novel technology on site.

### **(Maximum 400 words) \***

|  |
| --- |
|  |

### **d) Will you be employing subcontractors as part of your project? \***

|  |  |
| --- | --- |
|  | Yes |
|  | No |

### **Where subcontractors will be employed as part of the project, please describe their roles and expertise, how they are essential for the effective completion of the project and how they will be selected and managed. (Maximum 200 words)**

|  |
| --- |
|  |

1. **Risk Management**

**The key risks associated with the project should be identified from a range of sources (for example technical, delivery, project team, financing), with these evaluated in the risk register for their likelihood and potential severity. Good answers will present strong mitigation actions to the key risks, showing how far these actions go to reducing these risks. A strategy should be described for how risks will be managed during the project.**

### **a) Please upload a risk register, taking care to include project risks associated with the technology, delivery, the project team, environment, health and safety and financing of the project as necessary. The file must be less than 15 MB.** Max Upload Size Per File: 15MB Max Number of Files: 1 **\***Uploading...

### **b) In this textbox, applicants are expected to provide details of the key delivery challenges:**

- Please describe in detail the three main challenges associated with delivery of the project and how these will be mitigated.

- Outline if there are any key health, safety and environmental risks associated with delivering the project, and if so, how will these be overcome. Please include details of any permitting that will be required for this project.

### **(Maximum 400 words) \***

|  |
| --- |
|  |

### **c) Give a brief overview of the risk management processes that will be employed for this project, including how new risks will be identified and managed.**

### **(Maximum 300 words) \***

|  |
| --- |
|  |

**10. Project costs and value for money**

**Criterion 5 - Project cost/Value for Money – Total weighting 15%**

This section comprises two sub-criteria listed below:

**Cost breakdown and justification - Weighting 5%**

For a good answer, we are looking to see that an applicant has a clear grasp of the costs of the project. You should break down the costs clearly by partner, cost type (e.g. labour, materials etc.) and work package, including a brief but clear description for any significant cost items, particularly Sub-contract and Other costs. Costs described and funding levels requested should be consistent with the rules laid out in the competition Guidance Notes.

You are asked to include justification for your project costs and say how you have minimised them. You will be scored based on the strength of the evidence and justification for the stated costs and the need for the amount of grant support requested. The balance of costs and grants between partners and use of subcontractors should be justified and reasonable for the proposed project.

**Value for Money - Weighting 10%**

This criterion is **based on answers provided throughout the application,** taking into account several aspects. Firstly, is the overall programme of work consistent with the activities required to demonstrate the technology. Secondly, are the costs associated with each activity good value, and have efforts been made to keep these to a minimum. Thirdly what is the potential impact of the project, and will the grant represent value for the public purse, given the impact expected to be achieved. Higher marks will be awarded to applications where the project costs are entirely appropriate and represent excellent value for money.

1. **Cost breakdown and justification**

**1) Please upload project costs according to this template.**

* You must complete the BEIS Project Cost Breakdown Form. Please download the excel spreadsheet, which is available by clicking on [this link](https://files.smartsurvey.io/3/0/JZ0TTXSR/BEIS_HYS2_Project_cost_breakdown_form_contracts_master_template_.xlsx). Please refer to the application guidance when completing this document.
* Once you have completed the form please save it locally.
* The BEIS Project Finance Form can then be uploaded using the 'choose file' option below.

### **To complete this section please upload a completed BEIS Project Cost Breakdown for Phase 4 here. Max upload size per file - 5MB Max number of files - 1 \***

1. **Justification of costs Uploading…**
2. **Describe or explain the steps you have taken to minimise costs to ensure that this project represents value for money for the government. You should comment on each of the main cost categories (Labour, materials, capital, subcontractors etc).**

**If any of the activity is being claimed at a funding intensity representing the subsidy category Industrial Research, rather than the expected Experimental Development (see guidance notes) then the justification should be provided here.**

**(Maximum 600 words) \***

|  |
| --- |
|  |

### **b) Do you have sufficient funding to operate for the full duration of the project? If not, how do you intend to generate the match funding needed (e.g., sales of other products/services, or private investment). What track record do you have in generating the level of match funding needed?**

### **(Maximum 200 words) \***

|  |
| --- |
|  |

**11. Further Information**

**Supporting Information**Some sections below invite applicants to upload **supporting figures**. Applicants who wish to support their responses with further figures (e.g., illustrations/PFDs/graphs/charts/schematics) may attach these here. One document may be uploaded containing all required figures, clearly labelled. The figure numbers should be referenced within the appropriate text box below to ensure they are assessed. Figures will be included in the assessment, but any further text submitted with the referenced figures attachment will not be assessed.

Additional letters of support or other **supporting information** can also be submitted, where they add background/ supporting information (this could include but not limited to relevant papers, assumptions/ calculations to back up the assertions made in the application) to the application. However, the assessment will be based on the information directly written in the online application; you should not assume that any supporting information will be cross-referenced or reviewed as part of the selection process.

Applicants may upload up to 4 Further Information attachments – but these are not required (max. 20MB per attachment).

Uploading...

**Upload further information documents here.**  
  
Max upload size per file - 20MBMax number of files - 4

**12. Assessment Criteria End**

**The previous criterion on project costs and value for money provides the last questions to be answered in the section on assessment criteria. There are further required questions to be answered in order to complete the application. Please continue to the next page.**

**14. Project Partnerships**

### **Is this a collaborative application? If yes you will be asked to provide contact and organisation details for each partner. \***

|  |  |
| --- | --- |
|  | Yes |
|  | No |

**15. Additional Partner**

### **Please confirm that the project partners will sign a collaboration agreement if you are successful. \***

|  |  |
| --- | --- |
|  | Yes |
|  | No |

**15. Partner 1 Contact and Organisation Details**

**You will be able to enter the contact and organisation details for up to 3 partners in this application form.  If you have more than 3 partners, you will need to enter the contact and organisation details for these additional partners in a separate form.  There is a link to it once you have completed the 3rd partner entry in this application form.**

### **Contact Details**

|  |  |  |
| --- | --- | --- |
| Title | |  | | --- | |  | |
| Name | |  | | --- | |  | |
| Position | |  | | --- | |  | |
| Email | |  | | --- | |  | |
| Mobile Number | |  | | --- | |  | |
| Organisation Website | |  | | --- | |  | |

### **Organisation Name**

|  |
| --- |
|  |

### **The registered address of the Partner Organisation**

|  |  |  |
| --- | --- | --- |
| Address Line 1 | |  | | --- | |  | |
| Address Line 2 | |  | | --- | |  | |
| Address Line 3 | |  | | --- | |  | |
| Town/City | |  | | --- | |  | |
| Postcode/Zip Code | |  | | --- | |  | |

### **County (if applicable)**

|  |
| --- |
|  |

### **UK Region (if applicable)**

|  |
| --- |
|  |

### **Country**

|  |
| --- |
|  |

### **Organisation Type**

|  |  |
| --- | --- |
|  | Not for Profit |
|  | Private Company |
|  | Public Limited Company |
|  | Public Sector Organisation |
|  | Research Organisation |
|  | University |
|  | Other (please specify):   |  | | --- | |  | |

### **What is the size of the organisation?**

|  |  |
| --- | --- |
|  | Micro Enterprise <10 employees |
|  | Small Enterprise <50 employees |
|  | Medium Enterprise <250 employees |
|  | Large Enterprise |

### **Number of employees (including directors)**

|  |
| --- |
|  |

### **Company Registration Number**

|  |
| --- |
|  |

### **Turnover Amount (in most recent annual accounts) Please include the currency of the amount in your response.**

|  |
| --- |
|  |

### **Turnover Date (in most recent annual accounts)**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **Balance Sheet Total (total assets net of depreciation) Please include the currency of the amount in your response.**

|  |
| --- |
|  |

### **Balance Sheet Date (total assets net of depreciation)**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **Is the Organisation able to recover VAT?**

|  |  |
| --- | --- |
|  | Yes |
|  | No |

### **Organisation Maturity**

|  |  |
| --- | --- |
|  | Pre-Startup |
|  | Startup - <1 year |
|  | 1-5 years |
|  | 6-10 years |
|  | >10 years |

### **How is the organisation currently funded? (Choose all that apply)**

| No Funding | Founders (including bank loans) | Friends and Family | Public Sector Grants | Angel Investment | Venture Capital | Private Equity | Stock Market Flotation |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |

### **Does the organisation have a parent company? (If yes you will be asked to provide details)**

|  |  |
| --- | --- |
|  | Yes |
|  | No |

**Please confirm that the project partners will sign a collaboration agreement if you are successful** \*

|  |  |
| --- | --- |
|  | Yes |
|  | No |

**16. Parent Company Details (for Partner Organisation)**

### **Parent Company Details**

|  |  |  |
| --- | --- | --- |
| Organisation Name | |  | | --- | |  | |
| Address Line 1 | |  | | --- | |  | |
| Address Line 2 | |  | | --- | |  | |
| Address Line 3 | |  | | --- | |  | |
| Town/City | |  | | --- | |  | |
| Postcode/Zip Code | |  | | --- | |  | |

### **Country**

|  |
| --- |
|  |

### **Number of employees (including directors)**

|  |
| --- |
|  |

### **Company Registration Number**

|  |
| --- |
|  |

### **Turnover Amount (in most recent annual accounts) Please include the currency of the amount in your response.**

|  |
| --- |
|  |

### **Turnover Date (in most recent annual accounts)**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **Balance Sheet Total (total assets net of depreciation) Please include the currency of the amount in your response.**

|  |
| --- |
|  |

### **Balance Sheet Date (total assets net of depreciation)**

|  |  |  |
| --- | --- | --- |
|  | DD/MM/YYYY |  |
|  | |  | | --- | |  | |  |

### **Organisation Maturity**

|  |  |
| --- | --- |
|  | Pre-Startup |
|  | Startup - <1 year |
|  | 1-5 years |
|  | 6-10 years |
|  | >10 years |

**Please note that the online form provides the option to add 3 additional partners in the same format as the above.**

**If you need to add additional partners,** [**please click on this link to download the excel spreadsheet**](https://files.smartsurvey.io/3/0/S6XAGJ8X/BEIS_Additional_Project_Partner_Contact_and_Organisation_Details.xlsx)**where you can add contact and organisation details. You then need to upload this form to the section on Further Information at the end of the application.**

**17. Additional Information**

### **The answer to the following question will only be taken into account once the application has been fully assessed to ensure projects are not double funded. Have you applied, or are you planning to apply, for any other government funding for this project? \***

|  |  |
| --- | --- |
|  | Yes |
|  | No |

and if yes, please specify

|  |
| --- |
|  |

**18. Programme Performance Indicators and Benefits**

**The information you provide in this section will not be part of the assessment criteria in moderation**

### **How would you describe the nature of your innovation project? \***

|  |  |
| --- | --- |
|  | Product Development |
|  | Hardware Development |
|  | Service Development |
|  | Software Development |
|  | Process Development |
|  | Other (please specify):   |  | | --- | |  | |

### **State how many FTE jobs could be supported in your organisation as a result of participation in this project? (enter a number) \***

|  |
| --- |
|  |

### **What is the number of Partner Organisations supported to deliver the project? (enter a number) \***

|  |
| --- |
|  |

### **Technology Readiness Level at Project Start \***

|  |
| --- |
|  |

### **Expected Technology Readiness Level at Project Close \***

|  |
| --- |
|  |

### **Commercial Readiness Level at Project Start \***

|  |
| --- |
|  |

### **Expected Commercial Readiness Level at Project Close \***

|  |
| --- |
|  |

### **What do you think are the current market barriers to the commercial exploitation of your innovation? Please select all that apply. \***

|  |  |
| --- | --- |
|  | Accessing export markets |
|  | Accessing UK based markets/customers |
|  | Availability of finance |
|  | Capital intensive demonstration phases |
|  | Further technical, scientific or engineering challenges |
|  | High levels of competition |
|  | Lack of clarity on Government policy |
|  | Lack of industry standards |
|  | Large incumbent firms using proven technology |
|  | Sector culture and behaviour in favour of proven technologies |
|  | Unable to fulfil an increase in orders |
|  | UK Government regulations |
|  | None of the above |
|  | Does not apply |

### **The [Competition Name] Competition will aim to realise the following benefits. Please select which benefits your innovation could potentially contribute to. This is not a scored section. \***

|  | Yes | No |
| --- | --- | --- |
| **Supply Chain Development** Help support the growth of ‘clean growth’ supply chain companies in key technology and engineering sectors. |  |  |
| **Export Opportunities** Support development of domestic and export markets. Multiple countries are developing hydrogen strategies, which have low carbon hydrogen production targets of multiple GWs. A recent update to the Energy Innovation Needs Assessment (EINA) estimates that by 2050 an active UK hydrogen economy could generate a GVA of £11.7bn and support 100,000 jobs from both domestic and export markets. Without support for innovation projects the hydrogen economy is unlikely to achieve this market share. |  |  |
| **Policy Insights** Provide insight into costs, performance and what is required to remove technology and market barriers to deploying hydrogen supply solutions. |  |  |
| **Spillover Benefits** Result in knowledge spillovers, where discoveries made from advancing your innovation could enable developments in other sectors. The projects could also provide wider benefits supporting the development of a hydrogen economy. |  |  |
| **Green Jobs** Increase number of jobs working on ‘building back better’ in the UK. |  |  |
| **Carbon Savings** Increase carbon savings through improved efficiencies, greater capture rates or through enabling greater applicability for hydrogen to decarbonise the energy system. |  |  |
| **Reduced Costs** Increase and de-risk the range of products on the market which could enable greater competition. |  |  |

**19. Application Form Checklist**

### **As well as the completion of this Application Form please check that, if required, you have provided the following information. \***

|  | Yes | No |
| --- | --- | --- |
| Project Success Criteria (section 8.2) |  |  |
| Energy/resource savings table (section 9.1) |  |  |
| Project Plan (section 11.1) |  |  |
| Work packages table (section 11.1) |  |  |
| Project Team organogram (section 11.2) |  |  |
| Risk Register (section 11.3) |  |  |
| Project cost template (section 12) |  |  |

**20. Signatory Page**

**Please ensure that the named primary contact in the Contact and Lead Organisation Details section checks and signs this application before returning it to BEIS.**

### **Enter details below \***

|  |  |  |
| --- | --- | --- |
| Name of Organisation | |  | | --- | |  |   \* |
| Signature Please insert name | |  | | --- | |  |   \* |
| Position in Organisation | |  | | --- | |  |   \* |
| Date (DD/MM/YYYY) | |  | | --- | |  |   \* |

### **Do you give BEIS permission to contact you/your organisation in relation to your application and to provide updates on its progress. We may also share with you further details on the Industrial Energy Efficiency Accelerator when available? Consent is required for the application to be submitted. \***

|  |  |
| --- | --- |
|  | Yes |

**Thank you for completing your application to the Industrial Energy Efficiency Accelerator Competition.  
  
Once you click on the "Submit Application" button below, your application will be submitted, and you can not resubmit.  
  
You will be emailed a copy of your submission. Please check your junk folder in case it has not come through.  
  
You will then be asked three questions being collected on a voluntary basis under the Equality Act 2010. After which you will be requested to complete a short evaluation survey designed to help BEIS improve how it runs future competitions within the Net Zero Innovation Portfolio (NZIP).  
Please note that neither contribute towards the scoring of your application.  
  
Eligibility, assessment, and moderation of bids is due to be completed by the end of November 2022 (subject to change and based on the number of applications).**

**Following this, notification letters will be sent out to all applicants informing them of the outcome of the assessment.  
Successful applications will be subject to further due diligence checks before final award.**