



# 2021 CALL FOR PROPOSALS FOR THE PCIEERD STARTUP GRANT FUND PROGRAM

With the passage of Republic Act (RA) No. 11337, or the Innovative Startup Act of 2019 and the signing of its Implementing Rules and Regulations (IRR), the Philippine Council for Industry, Energy and Emerging Technology Research and Development (PCIEERD) is announcing its new program for startups and we would like to invite startups and startup enablers to the **Call for Proposals for the Startup Grant Fund Program** for “**Jumpstarting the Economy in the New Normal**”. The proposals should be geared towards translating early-stage technologies into market ready solutions under the following areas of concern:

- **Sustainable Industries** - Technologies intended to fill-in the gaps in the value chain of critically important industries to increase productivity, reduce costs and facilitate production and distribution of goods in the new normal
- **Supply chain and logistics management** - Technologies that reduce dependency on physical labor across transportation, logistics and warehousing; platforms for online matching and delivery of goods from source to point of use
- **Learning/Education** - Technologies in support of remote learning, distance education, and online learning in response to the surge in online teaching in schools and universities
- **Work from home productivity tools** - Productivity tools that remote workers can use for connection, collaboration, workforce monitoring, time management, etc
- **Content and talent development** - Tech support for content and talent development, infusion/ enhancement of new digital tools and technologies, marketing and customer engagement activities
- **Digitally empowered Tools for public service** - Digital tools that will enable government agencies to consistently deliver public services at a faster rate, a wider reach but with enhanced accuracy and transparency

More importantly, the fund assistance being requested should aim to:

1. Overcome R&D roadblocks
2. Strengthen Intellectual Property
3. Establish initial market traction
4. Refine business model
5. Prepare Business Continuity Plan

This call for proposal is open to qualified startups especially the startups located in any of the DOST-supported Technology Business Incubators. The startup is qualified if:

- Legally registered with the DTI or Securities and Exchange Commission (SEC);
- The startup must be in operation for a minimum of one (1) year to a maximum of three (3) years (from February 2, 2020) provided that the business model has not been established.
- Have an early stage prototype or proof of concept for the product or service. Ideas or mere concepts are not allowed;

- Has demonstrated capability to conduct R&D and differentiate research from their regular business operations; provided, that ownership and nationality requirements under the Philippine Constitution and pertinent laws, including RA No. 10055 or the Philippine Technology Transfer Act of 2009, are complied with;
- Has legal personality to issue an Official Receipt for the receipt of grants-in-aid;

To avail of the funding, the following requirements should be submitted together with the proposal:

- Authenticated copy of DTI Registration, for Sole Proprietorship; or, authenticated copies of SEC-registered Articles of Incorporation and the latest General Information Sheet; authenticated copy of Business Permit; and authenticated copy of Licenses;
- Latest copies of Income Tax Returns, Audited Financial Statements, and other financial reports;
- Disclosure of other businesses, if any;
- Sworn Affidavits from all of the startup owners/ incorporators/ stockholders/ organizers/ partners, directors and/ or officers that they are not agents of or related by consanguinity or affinity up to the fourth civil degree to any DOST officer authorized to process and/or approve the grant and release of funds;
- Documents/proof of the following, which shall include but not limited to proof of capability and track record in conducting R&D, and when applicable, endorsement from the business incubation facility where the startup is located.

The Capsule Proposal should fall within the following categories to qualify as a research and development project:

1. **Idea to Proof-of-Concept** - this shall include programs/projects that focus on ideation and prototyping through training, mentoring, research support, expert provision and testing.

A Proof-of-Concept Grant caters to startups with early stage prototypes that require assistance in product improvement, market testing, data gathering, market validation, business modelling, IP protection and product certification.

2. **Proof-of-Concept to Product** - this shall include programs/projects that provide support on developing the minimum viable product for startups and startup teams. The output of this assistance shall be marketable and validated products or services.
3. **Product to Market** - This shall include programs/projects that guide, capacitate and provide support in the creation or validation of the business model for the commercialization of the product/service. Activities include incubation, mentoring, business support program, capacity building, fabrication support, marketing and market validation. Support shall also include optimization of processes, acquisition of production capacities, business model validation, research on manufacturability of products/ optimization of value chains, mentoring, advisory, legal and expert support, and use of facilities, among

others. This shall include support for initial scale-up operations to serve local markets. Product-to-scale up shall include scale up optimization, roll out of initial services, expansion of protection in other countries and extensive marketing in preparation for investment offerings in the future.

The PCIEERD shall provide funding support to a startup up to Php 5M for its research and development (R&D) activities.

### **Submission Mechanics:**

**Step 1:** Prepare a Capsule Proposal containing the following:

1. Title of the proposed project
2. Duration of the proposed project
3. Description of the startup and the founders
4. Description of the product and value proposition
5. Background of the startup and the development of the technology (evolution of the startup, first prototype, first test, first sale)
6. Description of the target market and size
7. Competitive advantage analysis using a comparative advantage table
8. IP status and protection
9. Objective and scope of the proposed research
10. Methodology and expected outputs
11. Work plan or Gantt Chart of activities
12. Curriculum vitae of the project leader
13. Line-Item-Budget

**Step 2:** Submit the Capsule Proposal in word format (editable) to the Philippine Council for Industry, Energy and Emerging Technology Research and Development (PCIEERD) through Ms. Russell M. Pili or Engr. Edward Paul H. Apigo via email at [rpili@pcieerd.dost.gov.ph](mailto:rpili@pcieerd.dost.gov.ph) or [ehapigo@pcieerd.dost.gov.ph](mailto:ehapigo@pcieerd.dost.gov.ph) **starting December 2, 2020 until February 1, 2021.**

**Step 3:** Attend the Proposal Writeshop Conference scheduled on the following dates:

- January 15, 2021
- February 2, 2021

**Step 4:** Submit the Full-Blown Proposal to the **DOST Project Management Information System (DPMIS)** through this link: <http://dpmis.dost.gov.ph> starting February 2, 2021 until February 26, 2021.