



## ANNEX I

### FRANCE-MEXICO TECHNOLOGICAL COOPERATION PROGRAM 1st CALL FOR PROPOSALS Deadline for submitting proposals: May 31st 2010

#### 1. GENERAL FRAMEWORK

In the framework of their agreement regarding the development of technological cooperation between French and Mexican Enterprises, OSEO (France) and CONACYT (Mexico) are launching a call for proposals (CFP) for the selection of innovation projects that could be supported.

The goal of this CFP is to identify R&D projects co-developed by enterprises from both countries that are eligible for financial support from OSEO in France and CONACYT in Mexico. This applies to all technology sectors.

#### Duration

The planned duration of joint projects may not exceed 24 months. The projects which exceed 24 months will be studied on a case by case basis.

#### 2. EVENTS

This CFP is scheduled for **March 16th, 2010**. It invites French and Mexican enterprises partners to present innovation projects that they wish to carry out jointly.

The deadline for submitting proposals is **May 31st, 2010**.

#### 3. PROPOSAL SUBMISSION

Please contact the program managers (listed at the end of this document) for further details on financing and reimbursements.

Project selection and decision-making will occur in two phases:

##### Phase 1

The proposals must be submitted to OSEO and to CONACYT **by May 31st, 2010**.

**Candidacy:** To submit a proposal to the OSEO/CONACYT bilateral program, SME's must complete the **candidacy file**. A template of this file is enclosed.

**The candidacy file must be signed by both partners and submitted to both Program managers. Candidacy files which are not submitted in France by the French partner and in Mexico by the Mexican partner will not be eligible.**

The eligibility of the proposals will be analysed by both OSEO and CONACYT and the applicants will be informed of the results **by June 30th, 2010**.

## Phase 2

If the proposal is considered acceptable, Mexican SME's will be invited to submit their complete project and financing requests to CONACYT, and French enterprises to OSEO. These requests will be considered according to laws, regulations and procedures of each country.

The complete project and financial requests submitted prior to **July 31st, 2010** should allow decisions to be made **by October 30th, 2010**.

## 4. PROJECT CONTENT AND ASSESSMENT

Acceptable projects must aim for the development of new products in **any sector** (or services with an ICT content) that are technologically innovative and meet market needs.

The proposals must meet the following requirements:

- The participants in the project must at least be an enterprise from each country, (research centres, laboratories and universities can take part as long as they are not the main partners, in accordance with the procedures and regulations of both countries). In France, the CFP is aimed at enterprises having a total of less than 2000 employees (less than 5000 employees, if the project is under the Innovation stratégique industrielle Program). In Mexico, the CFP is aimed at SMEs of less than 250 employees, (Mexican enterprises from 251 to less than 2000 employees can collaborate in the project but not as the main partners).
- The project must be of technical nature and give a competitive advantage and added value, resulting from cooperation between the partners from both countries.
- The project must be balanced between both partners. Their respective roles must be well defined.
- Enterprises from other countries may also take part in the project; but they will receive no funding either from OSEO or CONACYT.
- All the partners must have a signed partnership agreement, specifying project co-development conditions, including R&D phases, Intellectual property (IP) rights, manufacturing and commercialisation considerations.  
A preliminary cooperation agreement between the partners is acceptable for the proposal selection phase (phase 1). The final partnership contract must be submitted during the financing phase.

## 5. TERMS OF FINANCING

Accepted projects will receive financial support up to 50% in France (from OSEO) of applicable project costs and in Mexico (from CONACYT) up to 50% of applicable project costs if the Mexican SME applies alone, up to 75% of applicable project costs of the SME if the Mexican SME applies in collaboration with Mexican Universities or Research Centers, up to 90% of applicable costs of the Universities or Research Centers, and up to 22% of applicable project costs of enterprises from 251 to 2000 employees that collaborate in the project in accordance with the laws, regulations and procedures of each country.

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