# BILATERAL COOPERATION FORM

**Victoria-Israel Science and Technology R&D Program (VISTECH)**

**Instructions:** Both partners applying for the program should fill this form in together and submit it to the two counterpart agencies. Please include along with this form a **signed letter of intent (LOI)** outlining the IP plans.

Please check the Victoria-Israel Program Guidelines **before completing this form**. It will provide valuable information and tips on how to answer each section.

| **1. General Information** | | | | | | | | | | | | | | | | | |
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| **1.1 Project Title** | | | | | | *(Do not exceed 120 characters)* | | | | | | | | | | | |
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| **1.2 Submission Date** | | | | | |  | | | | | | |  | | | | |
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| **1.3 Short Summary** | | | | | | *(Do not exceed 240 characters)* | | | | | | | | | | | |
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| **1.4 Technology Sector & Subsector of Project** (Select 1 sector and 1 corresponding subsector) | | | | | | | | | | | | | | | | | |
|  | **Clean-Tech** | | | | | | | | | | | | | | | | |
|  | Agrobiotech | | | | Energy | | | | | Environment | | | | | Materials | | |
|  | Water Technologies | | |  | | | |  | | | |  | | | |  | |
|  | **Communications** | | | | | | | | | | | | | | | | |
|  | Broadband Access | | | | Broadcast | | | | | Enterprise Networking | | | | | Home Networking | | |
|  | Mobile Applications | | | | NGN & Convergence | | | | | Optical Networking | | | | | Telecom Applications | | |
|  | VoIP & IP Telephony | | | | Wireless Applications | | | | | Wireless Infrastructure | | | | |  | | |
|  | **Internet** | | | | | | | | | | | | | | | | |
|  | Content Delivery | | | | Content Management | | | | | e-Commerce | | | | | E-Learning | | |
|  | Internet Applications | | | | Internet Infrastructure | | | | | Online Advertising | | | | | Online Entertainment | | |
|  | Search Engines | | | | Social Networks | | | | |  | | | | |  | | |
|  | **IT & Enterprise Software** | | | | | | | | | | | | | | | | |
|  | Business Analytics | | | | Security | | | | | Enterprise Applications | | | | | Enterprise Infrastructure | | |
|  | Miscellaneous Software | | | | Design and Development Tools | | | | | |  | | | |  | | |
|  | **Life Sciences** | | | | | | | | | | | | | | | | |
|  | Agrobiotech | | | | Bioinformatics | | | | | Biologicals | | | | | Diagnostics | | |
|  | Healthcare IT | | | | Industrial | | | | | Medical Devices | | | | | Telemedicine | | |
|  | Therapeutics | | | | | | | | | | | | | | | | |
|  |  | | | | | | | | | | | | | | | | |
|  | **Miscellaneous Technologies** | | | | | | | | | | | | | | | | |
|  | Defense | | | | Hardware | | | | | Industrial Technologies | | | | | Miscellaneous | | |
|  | Nanotechnology | | | | | | | | | | | | | | | | |
|  | **Semiconductors** | | | | | | | | | | | | | | | | |
|  | Fabrication and Testing | | | | Manufacturing Equipment & EDA | | | | | Memory & Storage | | | | | Miscellaneous Semiconductors | | |
|  | Network Processors | | | | Processors & RFID | | | | | Security Semiconductors | | | | | Video, Image & Audio | | |
|  | | | | | | | | | | | | | | | | | |
| **1.5 Participants’ Contributions** | | | | | | | | | | | | | | | | | |
|  | | | | | | | | | | | | | | | | | |
| **Company Name** | | | **Country** | | | | **Role of Participant** | | **Contribution (%)** | | | | | **Budget (USD)** | | | **Duration (Months)** |
|  | | | Australia | | | | Project partner | |  | | | | |  | | |  |
|  | | | Israel | | | | Project partner | |  | | | | |  | | |  |
| **Requested funding from the Victoria Government and Israel Innovation Authority** | | | | | | | | | | | | | | | | | |
| Victoria Government | | | Australia | | | |  | |  | | | | |  | | |  |
| Israel Innovation Authority | | | Israel | | | |  | |  | | | | |  | | |  |
| **Total:** | | |  | | | |  | |  | | | | |  | | |  |
|  | | | | | | | | | | | | | | | | | |
| **1.6 Start Date:** | |  | | | | | | | **End Date:** | | | | |  | | | |

**\*Contribution (%):** Please demonstrate the balanced technological contribution between the partners from both countries. This recommended contribution should be no less than 30% to one partner and no more that 70% to the other partner in case there are two companies involved.

**\* Please use USD in above chart.**

| **2. Project Outline** | |
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| **2.1 Project Description** | |
| *Provide approximately 1 page, describing the joint project, outlining the activities of the partners and expected outcomes. Ideally, also attach a Joint Project Plan showing project tasks and milestones for BOTH partners (as a Gantt chart) in order to outline the task flow /cooperation throughout the project.* | |
| **2.2 Technological Development Envisaged (Level of Innovation)** | |
| *Provide approximately 1-3 pages, describing the technological development and innovation taking place during the project. Clearly Address each of the Project Evaluation Criteria on “Technical Strength” which are –*   * *the level of innovation and novelty of the product;* * *the technological barriers, risks and opportunities of the development;* * *the creation of intellectual property;*   *the ability of the collaboration to achieve the intended results.* | |
| **2.3 Market Potential and Commercialization Plan** | |
| *Provide 1-3 pages, describing the market potential of the project outcome (product or service), and describe the commercialization roadmap for taking the project outcome (product or service) to market. Clearly Address each of the Project Evaluation Criteria on “Business: Commercial Potential” which are –*   * *the commercial potential;* * *the planned path to adoption (commercialization / application) will achieve the identified outcomes;* * *the funding sought will generate a return on investment;* * *the solution answers market needs;* * *the domestic and global market size are identified and detailed;* * *the expected market share for the company;* * *significant competitive advantage for the product / service based on a comparison of competitor companies and products.* | |

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| **2.4 Cooperation between Participants (Synergies, advantages, complementarities, etc.)** |
| *Provide 1-2 pages, describing the intended cooperation and benefits to the project outcome from working together; the benefits for each partner from working together; and the partner’s respective strengths. Also, Clearly Address each of the Project Evaluation Criteria on “Business – Company Capability” which are –*   * *the position of the companies in the sector;* * *the capabilities of the management and research and development teams;* * *financial capability;* * *past performance.* |

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| **2.5 Expected Outcome of Project** |
| *Provide 1-2 pages describing the final expected outcome of the project. Describe the range of project outcomes but provide one specific final outcome or project end-point - for example, “First generation product achieving sales in Victoria/Israel OR Manufactured Product exported to “x/y/z” countries OR Service installed for six domestic companies, Export installations being investigated OR “Alpha” Prototype successfully trialed in both Israel and Victoria, etc.*  *Your answer could consider responses to the following:*   * *the potential contribution of the technology to the economy and society;* * *outcomes will contribute substantially to Israel Victoria industrial, commercial and economic growth;* * *commercialization activities to occur in the Country;* * *new patents or inventions registered / protected;* * *additional employment positions created or opportunities;* * *anticipated contribution to Israel Victoria exports;* * *support of an industry sector or user group to make productivity gains;* * *the development of new markets or achievement of institutional benefits.* |

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| **2.6 IP Ownership Agreement** | | | | | | | | | | | | | |
| *Please attach a separate signed “letter of intent”*  *This letter, of approximately 1 page, should detail the early, pre-project agreement with your partner on how you will treat your respective IP entering the project, IP being developed within the project and IP after the project. Indicate any early agreement with your partner on splitting export markets / sales / revenue / licensing etc.*  *Note that this is a pre-project agreement and a separate Collaboration Agreement is put in place before any funding is received by successful applicants. (This Collaboration Agreement will likely build on the Letter of Intent.)* | | | | | | | | | | | | | |
| **3. Project Participants – Partner 1 (Victoria)** | | | | | | | | | | | | | |
| **3.1. Participant Profile** | | | | | | | | | | | | | |
|  | ***3.1.1 General Profile*** | | | | | | | | | | | | |
|  | Full Name of Company |  | | | | | |  | |  | | | |
|  |  |  | | | | | | | | | | | |
|  | Company ABN |  | | | | | | | | | | | |
|  |  |  | | | | | |  | |  | | | |
|  | Type of Company | HT | R&D | | Research Institute | | | | University | | | | Other |
|  |  | | | | | | | | | | | | |
|  | Stage | Seed | | R&D | | | Initial Revenues | | | | | Revenue Growth | |
|  |  |  | |  | | |  | | | | |  | |
|  | Ownership | Public | | Private | | | Governmental | | | | | Other | |
|  |  |  | | | | |  | | |  | | | |
|  | Year Established |  | | | | | No. Employees | | |  | | | |
|  |  |  | | | | |  | | |  | | | |
|  | No. R&D Personnel |  | | | | |  | | |  | | | |
|  |  |  | | | | |  | | |  | | | |
|  | ***3.1.2 Company Contact Info*** | | | | | | | | | | | | |
|  | Street Address |  | | | | | | | | | | | |
|  |  |  | | | |  | | | |  | | | |
|  | City |  | | | | P.O. Box | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | Country |  | | | | Zip Code | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | Telephone |  | | | | Fax | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | Website |  | | | | E-mail | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | ***3.1.3 Contact Person*** | | | | | | | | | | | | |
|  | First Name |  | | | | Last Name | | | | |  | | |
|  | |  | | | |  | | | | |  | | |
|  | Title |  | | | | Function | | | | |  | | |
|  | |  | | | |  | | | | |  | | |
|  | Phone |  | | | | Mobile Phone | | | | |  | | |
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|  | Email |  | | | | | | | | | | | |

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|  | | ***3.1.4 Organization Background*** | | | | | | |
|  | | General Business Description & Area of Expertise | | | | | | |
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|  | | Technology Description (Main Products/Services) | | | | | | |
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|  | |  |  | | | | | |
|  | | Targeted Customers | | | | | | |
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|  | |  |  | | | | | |
|  | | IP | | | | | | |
|  | |  | | | | | | |
|  | |  |  | | | | | |
|  | | Sales (for last 3 years) | | | | | | |
|  | | | Current year (i) |  | i-1 |  | i-2 |  |
|  | | | | | | | | |
|  | Comments | | | | | | | |
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|  | | ***3.1.5 Technology Sector & Subsector of Company*** (Select 1 sector and 1 subsector) | | | | | | | | |
|  | | **Clean-Tech** | | | | | | | | |
|  | | Agrobiotech | | Energy | | Environment | | | Materials | |
|  | | Water Technologies |  | |  | | |  | |  |
|  | | **Communications** | | | | | | | | |
|  | | Broadband Access | | Broadcast | | Enterprise Networking | | | Home Networking | |
|  | | Mobile Applications | | NGN & Convergence | | Optical Networking | | | Telecom Applications | |
|  | | VoIP & IP Telephony | | Wireless Applications | | Wireless Infrastructure | | |  | |
|  | | **Internet** | | | | | | | | |
|  | | Content Delivery | | Content Management | | e-Commerce | | | E-Learning | |
|  | | Internet Applications | | Internet Infrastructure | | Online Advertising | | | Online Entertainment | |
|  | | Search Engines | | Social Networks | |  | | |  | |
|  | | **IT & Enterprise Software** | | | | | | | | |
|  | | Business Analytics | | Security | | Enterprise Applications | | | Enterprise Infrastructure | |
|  | | Miscellaneous Software | | Design and Development Tools | | |  | |  | |
|  | | **Life Sciences** | | | | | | | | |
|  | | Agrobiotech | | Bioinformatics | | Biologicals | | | Diagnostics | |
|  | | Healthcare IT | | Industrial | | Medical Devices | | | Telemedicine | |
|  | | Therapeutics | | | | | | | | |
|  | | **Miscellaneous Technologies** | | | | | | | | |
|  | | Defense | | Hardware | | Industrial Technologies | | | Miscellaneous | |
|  | | Nanotechnology | | | | | | | | |
|  | | **Semiconductors** | | | | | | | | |
|  | | Fabrication and Testing | | Manufacturing Equipment & EDA | | Memory & Storage | | | Miscellaneous Semiconductors | |
|  | | Network Processors | | Processors & RFID | | Security Semiconductors | | | Video, Image & Audio | |
|  | | | | | | | | | | |
| **3.2 Work – Description and Contributions to the Project** | | | | | | | | | | |
| *Please provide information about the company, including the following:*   * *Main contribution to the project (mix of technical / financial / plant etc).* * *The degree to which the proposed project can be absorbed into the existing structure of each company. To what extent are the staff, equipment, facilities, etc., available for the project? Identify the need to hire staff, obtain (purchase, lease or rent) capital equipment, or expand manufacturing operations.* | | | | | | | | | | |
|  |  | | | | | | | | | |
| **3.3 Work Plan and Timeline** | | | | | | | | | | |
| *Provide a clear description of your work program.*  *Provide a detailed Gantt chart Project Plan which clearly defines project activities and milestones.* | | | | | | | | | | |
|  | | | | | | | | | | |
| **3.4 Budget and Resources** | | | | | | | | | | |
| *Please show the sources and amounts of funding for the project.* | | | | | | | | | | |
|  |  | | | | | | | | | |
| * 1. **Other Sources of Financial Support Related to Proposed Research** | | | | | | | | | | |
| 3.5.1 Is this, or related R&D, presently being supported by other sources? If yes, indicate other sources, amounts, and dates of performing the R&D under this support | | | | | | | | | | |
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| 3.5.2 Has your company previously received other sources of governmental support? If yes, list up sources and dates. | | | | | | | | | | |
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| **4. Project Participants – Partner 2 (Israel)** | | | | | | | | | | | | | |
| **4.1. Participant Profile** | | | | | | | | | | | | | |
|  | ***4.1.1 General Profile*** | | | | | | | | | | | | |
|  | Full Name of Company |  | | | | | | Registration # | |  | | | |
|  |  |  | | | | | |  | |  | | | |
|  | Prior name of Company |  | | | | | | | | | | | |
|  |  |  | | | | | |  | |  | | | |
|  | Type of Company | HT | R&D | | Research Institute | | | | University | | | | Other |
|  |  | | | | | | | | | | | | |
|  | Stage | Seed | | R&D | | | Initial Revenues | | | | | Revenue Growth | |
|  |  |  | |  | | |  | | | | |  | |
|  | Ownership | Public | | Private | | | Governmental | | | | | Other | |
|  |  |  | | | | |  | | |  | | | |
|  | Year Established |  | | | | | No. Employees | | |  | | | |
|  |  |  | | | | |  | | |  | | | |
|  | No. R&D Personnel |  | | | | |  | | |  | | | |
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|  | ***4.1.2 Company Contact Info*** | | | | | | | | | | | | |
|  | Street Address |  | | | | | | | | | | | |
|  |  |  | | | |  | | | |  | | | |
|  | City |  | | | | P.O. Box | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | Country |  | | | | Zip Code | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | Telephone |  | | | | Fax | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | Website |  | | | | E-mail | | | |  | | | |
|  |  |  | | | |  | | | |  | | | |
|  | ***4.1.3 Contact Person*** | | | | | | | | | | | | |
|  | First Name |  | | | | Last Name | | | | |  | | |
|  | |  | | | |  | | | | |  | | |
|  | Title |  | | | | Function | | | | |  | | |
|  | |  | | | |  | | | | |  | | |
|  | Phone |  | | | | Mobile Phone | | | | |  | | |
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|  | Email |  | | | | | | | | | | | |
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|  | | ***4.1.4 Organization Background*** | | | | | | |
|  | | General Business Description & Area of Expertise | | | | | | |
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|  | |  |  | | | | | |
|  | | Technology Description (Main Products/Services) | | | | | | |
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|  | |  |  | | | | | |
|  | | Targeted Customers | | | | | | |
|  | |  | | | | | | |
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|  | | IP | | | | | | |
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|  | |  |  | | | | | |
|  | | Sales (for last 3 years) | | | | | | |
|  | | | Current year (i) |  | i-1 |  | i-2 |  |
|  | | | | | | | | |
|  | Comments | | | | | | | |
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|  | | ***4.1.5 Technology Sector & Subsector of Company*** (Select 1 sector and 1 subsector) | | | | | | | | |
|  | | **Clean-Tech** | | | | | | | | |
|  | | Agrobiotech | | Energy | | Environment | | | Materials | |
|  | | Water Technologies |  | |  | | |  | |  |
|  | | **Communications** | | | | | | | | |
|  | | Broadband Access | | Broadcast | | Enterprise Networking | | | Home Networking | |
|  | | Mobile Applications | | NGN & Convergence | | Optical Networking | | | Telecom Applications | |
|  | | VoIP & IP Telephony | | Wireless Applications | | Wireless Infrastructure | | |  | |
|  | | **Internet** | | | | | | | | |
|  | | Content Delivery | | Content Management | | e-Commerce | | | E-Learning | |
|  | | Internet Applications | | Internet Infrastructure | | Online Advertising | | | Online Entertainment | |
|  | | Search Engines | | Social Networks | |  | | |  | |
|  | | **IT & Enterprise Software** | | | | | | | | |
|  | | Business Analytics | | Security | | Enterprise Applications | | | Enterprise Infrastructure | |
|  | | Miscellaneous Software | | Design and Development Tools | | |  | |  | |
|  | | **Life Sciences** | | | | | | | | |
|  | | Agrobiotech | | Bioinformatics | | Biologicals | | | Diagnostics | |
|  | | Healthcare IT | | Industrial | | Medical Devices | | | Telemedicine | |
|  | | Therapeutics | | | | | | | | |
|  | | **Miscellaneous Technologies** | | | | | | | | |
|  | | Defense | | Hardware | | Industrial Technologies | | | Miscellaneous | |
|  | | Nanotechnology | | | | | | | | |
|  | | **Semiconductors** | | | | | | | | |
|  | | Fabrication and Testing | | Manufacturing Equipment & EDA | | Memory & Storage | | | Miscellaneous Semiconductors | |
|  | | Network Processors | | Processors & RFID | | Security Semiconductors | | | Video, Image & Audio | |
|  |  | | | | | | | | | |
| **4.2 Work – Description and Contributions to the Project** | | | | | | | | | | |
| *Please provide information about the company, including the following:*   * *Main contribution to the project (mix of technical / financial / plant etc).* * *The degree to which the proposed project can be absorbed into the existing structure of each company. To what extent are the staff, equipment, facilities, etc., available for the project? Identify the need to hire staff, obtain (purchase, lease or rent) capital equipment, or expand manufacturing operations.* | | | | | | | | | | |

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| **4.3 Work Plan and Timeline** | |
| *Provide a clear description of your work program.*  *Provide a detailed Gantt chart Project Plan which clearly defines project activities and milestones.* | |
|  | |
| **4.4 Budget and Resources** | |
| *Please show the sources and amounts of funding for the project.* | |
|  |  |
| * 1. **Other Sources of Financial Support Related to Proposed Research** | |
| 4.5.1 Is this, or related R&D, presently being supported by other sources? If yes, indicate other sources, amounts, and dates of performing the R&D under this support | |
|  | |
| 4.5.2 Has your company previously received other sources of governmental support? If yes, list up sources and dates. | |
|  | |

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| **5. Statement of Cooperation** | | | | |
|  | | | | |
| The participants signing this form intend to co-operate within the project as described in this form with the aim realizing the technical developments as set forth under point 2. In addition the participants have or intend to put in place, a formal collaboration agreement. | | | | |
| **5.1** | **Signature of Partner 1** | | | |
|  | Company Name |  | | |
|  | | | | |
|  | First Name |  | Last Name |  |
|  | | | | |
|  | Title |  | Function |  |
|  | | | | |
|  | Signature |  | | |
|  |  | | | |
| **5.2** | **Signature of Partner 2** | | | |
|  | Company Name |  | | |
|  | | | | |
|  | First Name |  | Last Name |  |
|  | | | | |
|  | Title |  | Function |  |
|  | | | | |
|  | Signature |  | | |