

**The following are questions presented at the  
Webinar on January 31<sup>st</sup> 2023 and their answers**

**Q:** How do I find a partner for hardware development in the US ?

**A:** Finding the right partner for a BIRD project is a strategic process, and we can assist you. We offer a structured process where you articulate a value proposition paragraph and the type of partners you are targeting. We will discuss with you to evaluate your wish list, and then we'll approach the companies trying to arrange an introduction meeting.

**Q:** Hello, Please advise on the potential for new wildfire fighting tool hardware grant.

**A:** This is a valid topic. It could fit both the General Program and the Home Land Security Program. The project's success depends more on adhering to the Evaluation Criteria than its topic, as explained in the webinar.

**Q:** Can you please also discuss partnerships between Israeli pharma/digital health and a US clinic/ medical facility for advancing, trialing or testing the product?

**A:** BIRD accepts partnerships between Israeli companies and US clinics/medical facilities. In most cases, these projects consist of clinical validation before FDA clearance. In such cases, the US partner should preferably be involved in the marketing efforts following the project completion.

**Q:** All of these items seem to relate more to the full proposal, I didn't see the ES is arranged accordingly

**A:** Our website has a template that guides the partners in constructing their executive summaries. It is highly recommended that partners contact us before submitting the executive summary, so we can guide them throughout the process.

**Q:** Is there any format or template for the proposal?

**A:** The executive summary has a template, which you can find on our website. For the full proposal, you should follow the instructions explained in the **proposal preparation guidelines** that you can find on our website. There are also a few templates dealing with the budget, cash flow, risk analysis, and cover page.

**Q:** You mentioned 50% of each partner's budget. Can you further explain? Does it mean that some of the funds you provide will be paid to each company based on their internal budget.

**A:** The project's total budget is the sum of the Israeli partner's budget and the US partner's budget. The grant we provide is up to 50% of this total budget. We distribute this grant between the partners based on the ratios between the Israeli partner's and US partners' budgets. For example, if the two partners have the exact budget figures, each one will receive up to 50% of the grant. In any case, the funds that the partner obtain covers up to 50% of each partner's expenses.

**Q:** For pilot projects: can US-based medical centers be considered successful partners for validating an Israeli technology in a clinical trial setting?

**A:** Yes. Look at the answer above that refers to the same question.

**Q:** What are the types of grants available?

**A:** We have several programs: The General Program, BIRD Energy Program, HLS Program, and BIRD Cyber Program. The maximum grant is up to \$1.5M per project. In the HLS Program – The grant is up to \$1M.

**Q:** Are there any requirements for IP?

**A:** It is entirely up to the partners to decide how they manage issues dealing with the project's IP.

**Q:** Are there any changes between the types of grants based on the sector or the field of work of the project?

**A:** The maximum grant size may differ in the different programs. See the answer above. In our sector specific programs, HLS, Energy and Cyber, a university or research institute from one country is eligible to be a partner with a company in the other.

**Q:** What stage of technology that is acceptable for grants ?

**A:** When applying for a BIRD grant, it is typically expected that you have a product/service at TRL 4-5.

**Q:** Regarding the grant, who receives the grant (Israeli or US partner)? does it contain milestones to be reported ? to who? by who (Israeli or US partner)?

**A:** Both partners receive the grant, and each company receives up to 50% of its expenses. We ask the partners to send us every 6 months a technical and Fiscal report. The technical report reviews the project progression, and the fiscal report examines the actual expenses of both partners.

**Q:** Can you explain further the 5% sales royalty? How long is the royalty in effect?

**A:** Upon product commercialization, the gross sales (and not the profit) derived by either partner from sales of the Product (or subsequent products based on the technology developed in the Project), become the basis for repayment of the BIRD Grant. Repayments are made at the rate of 5% of each \$ of reported sales revenue, as long as the revenues continue. The repayment sum due does not increase beyond the 5th year after Project completion, and the maximum repayment obligation is capped at 150% of the total sum granted by BIRD, linked to the CPI. If product commercialization is unsuccessful, and no revenue is generated, whether due to technological or marketing failure, in general, BIRD will not seek repayment of the Grant.

**Q:** what is the expected timeline for commercialization ~ 1-2 years? or changes between different types of technology

**A:** In most “standard” projects, we expect the product/service to be ready for commercialization (or almost ready) by the project completion. Projects in the Pharma, Biotech, Medical devices that require a

**Q:** Are there any IP implications of joining a BIRD grant; i.e. do the two companies cede any IP rights to BIRD as a result of an award?

**A:** It is entirely up to the partners to decide how they manage issues dealing with the project’s IP.

**Q:** Can you please share the deck that was presented earlier?

**A:** We will send you the link to the webinar recording.

**Q:** When and how do we get assigned to a PBC?

**A:** In most cases, this happens when you contact us. We may switch PBC if this is for the company's benefit.

**Q:** Can you elaborate on the matching funds?

My understanding is that 50% comes from the US partner and the other half comes from the Israeli partner. Is that so?

**A:** No. Each partner gets up to 50% of its total budget. This means that you need to have a matching dollar from your resources for every dollar you get from us.

**Q:** Can federated learning companies be considered as good partners for AI companies which have issues of privacy which block them from collecting data for R&D development?

**A:** We need to get more details before approving this. We can discuss it after the webinar.

**Q:** Can you explain about the 5% repayment?

**A:** We have answered this question. See above.

**Q:** Many commercial companies don’t have the R&D. Can you have two separate US partners, one for R&D i.e. a Medical Center and one Commercial.

**A:** You can only have one US partner. If you have two potential partners, you could define the second one as a sub-contractor of the first.

**Q:** Are both Israeli and US evaluators equal weight in the decision process? How are evaluators chosen and from which sectors are they drawn?

**A:** The US and the Israeli evaluators have the same weight in the decision process. Preferably, the

**Q:** What about US partners which are very large companies (e.g. Microsoft, Google, Zoom, etc.). Is collaborating with them to utilize their platforms considered a good partnership or are you looking for collaborations between two startups?

**A:** We accept US partners of all types. These could be S&P 100 companies or US startup companies.

**Q:** How often can you submit? is there any cooling period?

**A:** No cooling period. If you didn't make the cut in the previous round, you could try and submit it again. Still, we'll verify that the second submission overcomes the drawbacks associated with the last submission. We don't allow concurrent submission of more than one project per company.

**Q:** Considering that the project itself includes both a clinical trial and the development of a specific service (some part based on the study results), what should be the main focus of the submission?

**A:** This is a particular question. We need to understand the issue better. Contact us for a more knowledgeable answer.

**Q:** Do most companies apply with a consultant? Can we do it alone?

**A:** It depends on your preference/capabilities and previous experience applying for grants. Some prepare the documents themselves. Some involve consultants.

**Q:** How many healthcare applications are submitted and how many are granted?

**A:** Our statistics show that about 30% of the projects are related to the healthcare sector. On average, in each cycle of the general program, between 6-9 projects are selected for funding, and they consist of about 30% of the projects that were approved to submit the full proposal.

**Q:** Many of the projects are in the medical sector, Is there a priority for medical projects?

**A:** Our statistics show that about 30% of the projects are related to the healthcare sector. There is no priority to this sector.

**Q:** If one of the grantees shuts down during the program or after the conclusion - will the other partner be obligated to repay the total funding received by both grantees, or only liable for their own funding part?

**A:** There are several options for such a scenario. In most cases, the “surviving partner” will be responsible for the total funding.

**Q:** What is the best way to reach out for feedback on the initial draft?

**A:** Contact your PBC and arrange a meeting.

**Q:** Who should initiate contact with the BIRD Foundation, the Israeli or US partner?

**A:** We treat the US and Israeli companies in the same manner. Both can contact BIRD. We also have three US-based offices. This includes the East Coast, West Coast, and Southern US.