

BIRD Foundation Kick-Off Meeting July 2023



Israel-United States Binational Industrial Research and Development Foundation

www.birdf.com

CPFA - Topics for Discussion

- ◆ What is the Cooperation and Project Funding Agreement (CPFA)
- ◆ Steps toward signing the CPFA
- ◆ Payments of the grant
- ◆ Reports submission requirements
- ◆ Repayments general terms

Cooperation and Project Funding Agreement (CPFA)

- ◆ A trilateral agreement between BIRD and the two participants
- ◆ CPFA is a standard agreement (see BIRD's site)
- ◆ Main sections of the CPFA:
 - Terms of the conditional grant
 - Grant payment milestones – Annex B
 - Reporting commitments during the project
 - Budgets of both Participants – Annex A
 - Project start date; Milestones -Annex E
 - Grant repayment terms

Steps towards signing the CPFA

- ◆ **Company to Company agreement** – a draft for BIRD to review prior to signing
- ◆ **Financial Status Analysis** - private companies only, provide substantiating material
- ◆ **Adjust budgets** - Should equal twice the approved grant, same as original ratio
- ◆ **Adjust Program Plan (Gantt) and Milestone and Deliverables** – Reflect project start date (“Effective Date”)
- ◆ **Missing additional details** - as instructed in the letter

CPFA is sent to the companies for signatures

BIRD is last to sign

BIRD executes first grant payment to each company

Annex B - Payment of Conditional Grant

- ◆ First payment upon signing of the CPFA, an advance toward the first segment
- ◆ The cumulative level of expenditure should reach a trigger amount
- ◆ Accepted expenses different from reported expenses
- ◆ Each payment is an advance towards the next segment
- ◆ A payment may be postponed to the next segment

Annex B – Payments’ example

- | | | |
|-------------------------------|-----------------|-----------|
| 1. First Payment - On signing | Israeli Company | \$100,000 |
| | U.S. Company | \$120,000 |

2. Second Payment –

After receipt and approval of the first interim technical and fiscal reports for the first 6 month period, or after actual expenditures on the project have equaled or exceeded the required expenditure, whichever is later.

	Required Expenditure	Payment
Israeli Company	\$260,000	\$250,000
U.S. Company	\$310,000	\$350,000

3. Final Payment - After receipt and approval of the final technical and fiscal reports - the balance due to the Proposer up to the total sum of the Conditional Grant in accordance with Section B.1.

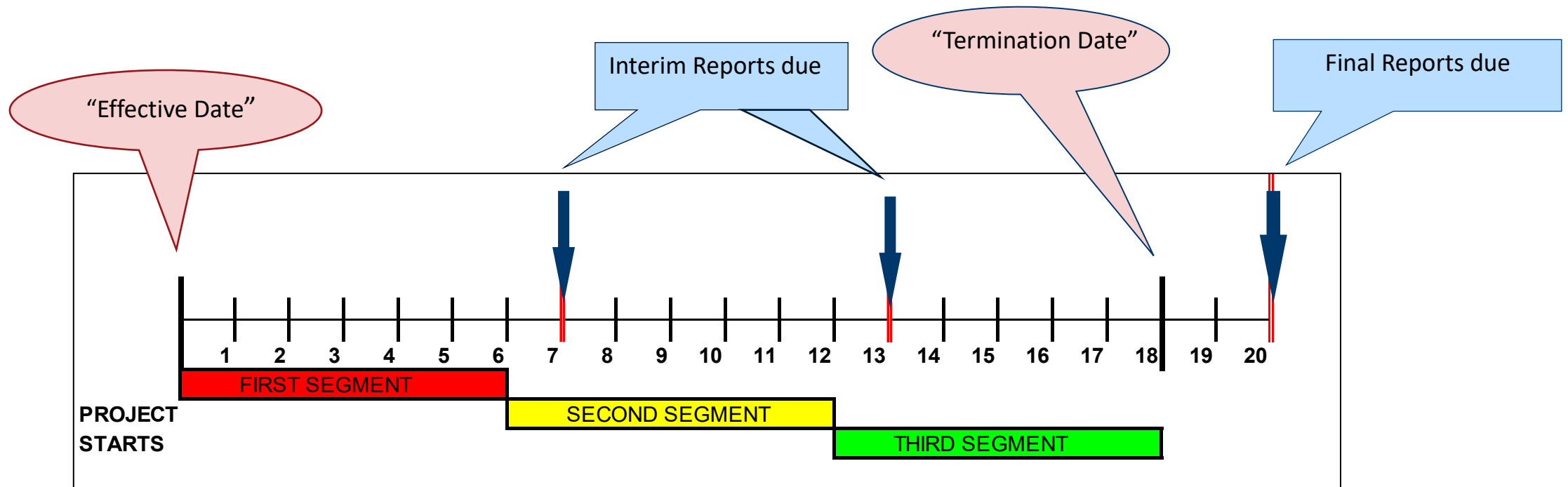
Annex E: Schedule of Project Milestones & Deliverables

#	<u>Milestone</u> Definition / Description and How It is Measured	Milestone Date (MM/YY)
1		
2		
3		
4		
5		
#	<u>Deliverable</u> Definition & Description	Deliverable Date (MM/YY)
1		
2		
3		[end of project]

Reports Submission Requirements (section C)

- ◆ Interim set of reports – a Fiscal Report from each company and a joint Technical Report.
- ◆ Full set of interim reports should be submitted within 30 days from end of segment
- ◆ Final set of reports – in addition to an interim set, should include Technical Report Part II (a marketing report)
- ◆ A full set of final reports should be submitted within 60 days from end of project
- ◆ Reports uploaded to BIRD's site

Project Structure & Reports Timing



- Interim 1 - Report due 1 month after the end of 1st segment
- Interim 2 - Report due 1 month after the end of 2nd segment
- Final Report - Due 2 months after end of project

Monitor and Review of segments' reports

- ◆ Review after all three reports are uploaded
- ◆ Technical report is reviewed by project's PBC
- ◆ Fiscal reports are reviewed by the Finance team
- ◆ Expenditure level is compared to progress with tasks
- ◆ BIRD may recommend a project extension or a budget revision. Those requests should be submitted no later than 3 months prior to project termination

Variation from Budget

- Allowed up to 15% variation in any budget item
- For variation greater than 15% or when no budget item:
 - ◆ can recognize against underspending on other items
 - ◆ Submit written request for budget revision - by one company
 - ◆ Explain the requested changes
 - ◆ submit new budget giving effect to the requested changes
- For changes that result in a different allocation of tasks between companies
 - ◆ same procedure as above with request from both companies

Requests for budget modification should be submitted at least 3 months prior to Termination of Project

Example

Allowances when No Budget Revision was requested

	<u>Original</u> <u>Budget</u>	<u>Actual</u> <u>Expenses</u>	<u>Recognizable</u>
Direct Labor (incl. 25% Overhead)	500,000	450,000	450,000
Materials	100,000	80,000	80,000
Foreign Travel	10,000	20,000	11,500
Subcontractors	50,000	70,000	57,500
Consultants	<u> </u>	<u>45,000</u>	<u> </u>
	660,000	665,000	599,000
G&A – 5%	<u>33,000</u>	<u>33,250</u>	<u>29,950</u>
TOTAL	<u>693,000</u>	<u>698,250</u>	<u>628,950</u>

Project Financing & Repayments (sections F, G)

- ◆ Commercial Product – an incorporation of the Product (outcome of the development work or any derivative thereof) into a commercial product that can be sold alone or in conjunction with other products
- ◆ The CPFA defines Full Repayment – a repayment of the entire obligation, as adjusted over time
- ◆ Actual repayments are triggered by several events:
 - Commercialization of the Product
 - Outright Sale of the product
 - Transfer of Control of a participant or IPO

Full Repayment obligation

- ◆ Full Repayment can reach a maximum of 150% of the Grant
- ◆ The repayment obligation is adjusted every year after Project Termination.
- ◆ An escalation table appears in the CPFA, based on years after Project Termination:
 - 1 year after Termination – 100% of the Grant
 - 2 years after Termination – 113% of the Grant
 - 3 years after Termination – 125% of the Grant
 - 4 years after Termination – 138% of the Grant
 - 5 year or more after Termination – 150% cap
- ◆ Amounts are linked to CPI-U

Actual Repayments

- ◆ Actual repayments are as follows:
 - Repayments derived from Gross Sales - at a rate of 5%
 - Repayments due to Outright Sale of the Product, Transfer of Control or IPO – up to 50% of all proceeds of the transaction up to Full Repayment
 - Milestone Project – Upon Conclusion of Product Development, a Full Repayment


BIRD Foundation

A Look into the Cooperation and the Technical Reports



Israel-United States Binational Industrial Research and Development Foundation

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Headquarters - Israel 		Jaron Lotan Executive Director jaron@birdf.com		U.S. Offices 	
Chava Doukhan Operations Manager chava@birdf.com	Off.	Natalie Galperin Chief Financial Officer natalie@birdf.com	Fin Fiscal	Tal Kelem Director of Business Development, BIRD HLS & BIRD Cyber Lead tal@birdf.com	PBC* Tech.
Oshrat Attias Administrative Assistant oshrat@birdf.com	Off.	Tal Madhala Finance Manager talm@birdf.com	Fin Fiscal	Limor Nakar-Vincent Deputy Executive Director of Business Development & BIRD Energy limorn@birdf.com	PBC Tech.
Maha Wakileh Information Systems Manager maha@birdf.com	IT	Auriane Tabib Finance Manager auriane@birdf.com	Fin Fiscal	Omer Carmel Director of Business Development omer@birdf.com	PBC Tech.
				West Coast (California) Anat Bujanover Director of Business Development anatb@birdf.com	
				East Coast & Midwest (New Jersey) Andrea Yonah Director of Business Development andreay@birdf.com	
				South (Texas) Shiri Freund Koren Director of Business Development Energy Center U.S. Coordinator shirik@birdf.com	

Documents on BIRD's Website

Guidelines & Forms → Fiscal & Technical Seminars & Handouts

The screenshot displays the BIRD website's navigation menu. The 'Guidelines & Forms' tab is active, and its dropdown menu is open. The menu items are: Deadlines, BIRD Call for Proposals, Procedures & Submission Forms, Upload System, Reporting Upload System, **Fiscal & Technical Seminars & Handouts** (circled in red), and FAQ's. A YouTube logo is overlaid on the menu. To the right of the menu, there are three large buttons: 'About BIRD', 'Call For Proposals', and 'Deadlines'. Below the main navigation, there are three sections: 'Facebook Feed' (showing a post from BIRD Foundation - Israel with 13,179 likes), 'BIRD Programs' (with a sub-section 'BIRD Grants' stating that BIRD supports industrial R&D in all sectors of the hi-tech industry), and 'Essential Information' (with buttons for 'Submission' and 'Guidelines').

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Deadlines
BIRD Call for Proposals
Procedures & Submission Forms
Upload System
Reporting Upload System
Fiscal & Technical Seminars & Handouts
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About BIRD
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Facebook Feed
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13,179 likes
ACCELERATING GROWTH
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BIRD Programs
BIRD Grants
BIRD supports industrial R&D in all sectors of the hi-tech industry which are of mutual benefit to the U.S. and Israel.

Essential Information
Submission Guidelines

<https://www.birdf.com/deadlines/>

Documents on BIRD's Website

Guidelines & Forms → Procedures & Submission Forms

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Essential Information

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<https://www.birdf.com/deadlines/>

Documents on BIRD's Website

Guidelines & Forms → Procedures & Submission Forms → Entire Procedures Handbook

Procedures & Submission Forms

- Deadlines
- BIRD Call for Proposals
- Procedures & Submission Forms
- Upload System
- Reporting Upload System
- Fiscal & Technical Seminars & Handouts
- FAQ's

The purpose of the procedures handbook is to provide you with clear guidelines for submitting the documents required in a BIRD project.

Please do not hesitate to contact us with any questions at:
oshrat@birdf.com 972-3-6988301

[Agreements & Reporting Forms](#)

Guidelines&Forms

Procedures & Submission Forms

- [Submission Forms](#)
- [Agreements \(CDA, CPFA\)](#)
- [Reporting Procedures](#)

Guidelines

- [Entire Procedures Handbook \(pdf\)](#)
- [BIRD Awards \(pdf\)](#)
- [The BIRD Model \(pdf\)](#)
- [BIRD "Pharma Model" \(pdf\)](#)
- [BIRD Funding Policy for Related Companies \(pdf\)](#)
- [BIRD project Process and Timetable \(pdf\)](#)



Guidelines & Forms → Procedures & Submission Forms → under Reporting

Home About Guidelines & Forms News & Events BIRD Energy ENERGY CENTER BIRD HLS Emergency Program Contact

Agreements & Reporting Forms

Technical and fiscal reports must be submitted to and approved by BIRD, to monitor project progress and to assist it in decisions relating to the continued funding of the project.

[Procedures & Submission Forms](#)

Guidelines & Forms

Agreements & Reporting Forms

Agreements

Agreements – All Agreements to be prepared by BIRD personnel ONLY [\(pdf\)](#)

Cooperation and Project Funding Agreement – **Standard** [\(pdf\)](#)

Cooperation and Project Funding Agreement – **Pharma** [\(pdf\)](#)

Cooperation and Project Funding Agreement – **BIRD Energy** [\(pdf\)](#)

Confidential Disclosure Agreement – One company [\(pdf\)](#)

Confidential Disclosure Agreement – Two companies [\(pdf\)](#)

Reporting

Report Formats [\(pdf\)](#)

Technical Reports: Explanations and Cover pages [\(doc\)](#)

Technical Report Cover Page [\(doc\)](#)

Final Technical Report to BIRD Part II [\(xls\)](#)

Fiscal Report [\(xls\)](#)

Commercialization Report [\(pdf\)](#)

Pharma Project Milestone Report [\(pdf\)](#)

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Company Projects			
<div>+</div>			
Project ID	Project title	Partner (Your Partner's Company username)	Stage
BOG-06-2017-P			Reports
			Continue

Uploading Documents

BOG-06-2017-P

Created By
Last update on 28 Jun 2017 01:42

Executive Summary
(Closed)

Proposal
(Closed)

Reports
(Open)

Project report number BIRD Ref. 1111

Segments

Segment #	Fiscal US	Fiscal IL	Technical
1	Uploaded	Under Review	Uploaded
2	Not Submitted	Not Submitted	Not Submitted
3	Not Submitted	Not Submitted	Not Submitted

Commercializations reports

Semester	US	IL
1 Jul 2017	0	Not Submitted
1 Jan 2018	0	Not Submitted

Objectives of the Technical Report

- **Documentation**
- **Transparency**
- **Accountability**
- **Decision-making**
- **Communication**
- **Evaluation & Compliance**



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Technical Reports Should:

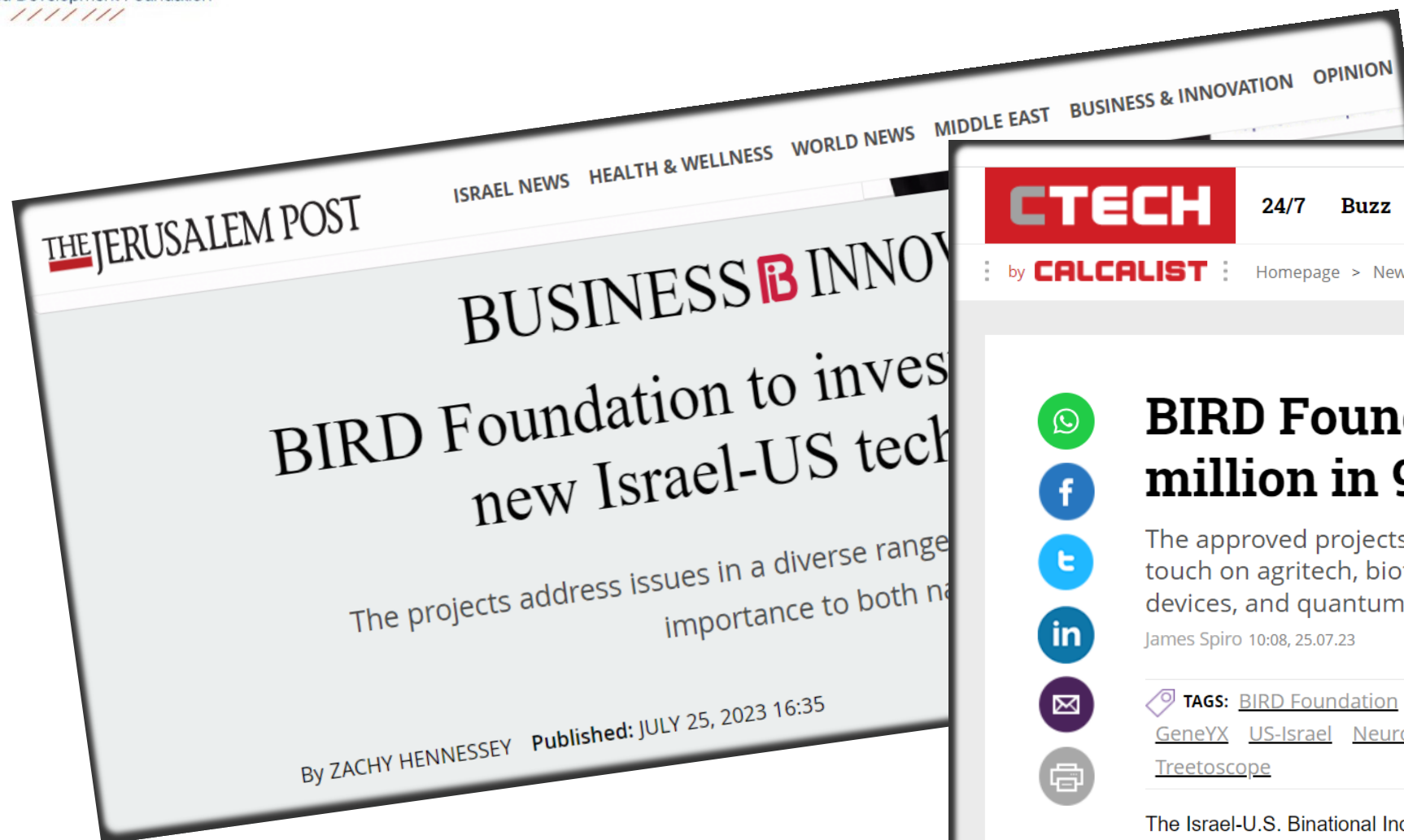
(see Procedures Handbook)

- Elaborate on the work done
- Present results and achievements
- Address challenges
- Communicate lessons learned
- Request for changes and modifications

#	Milestones Attained <u>in Previous Segments</u> (Definition / Description)	Attained Milestone Date (MM/YY)
1		
2		
3		
#	Deliverables Available <u>in Previous Segments</u> (Definition / Description)	Available Deliverable Date (MM/YY)
1		
2		
#	Milestones Attained <u>in This Segment</u> (Definition / Description)	Attained Milestone Date (MM/YY)
1		
2		
3		
#	Deliverables Available <u>in This Segment</u> (Definition / Description)	Available Deliverable Date (MM/YY)
1		
2		
#	Milestones Planned for <u>but Not yet Attained in This Segment</u> (Definition / Description and reasons for the lag)	Most Recently Planned Milestone Date (MM/YY)
1		
2		
3		
#	Deliverables Planned for <u>but Not yet Available in This Segment</u> (Definition / Description and reasons for the lag)	Most Recently Planned Deliverable Date (MM/YY)
1		
2		







- **Understanding project significance for your partner**
- **Cultural awareness and skill diversity**
- **Effective relationship management**
- **Formal and informal relationships**

Cooperation between the companies is vital for the project's success; investing time and effort in collaboration is equally crucial as the technology itself.



CTECH24/7 Buzz Startups VC @work Innovation Opinions

by **CALCALIST** :: [Homepage](#) > [News](#)



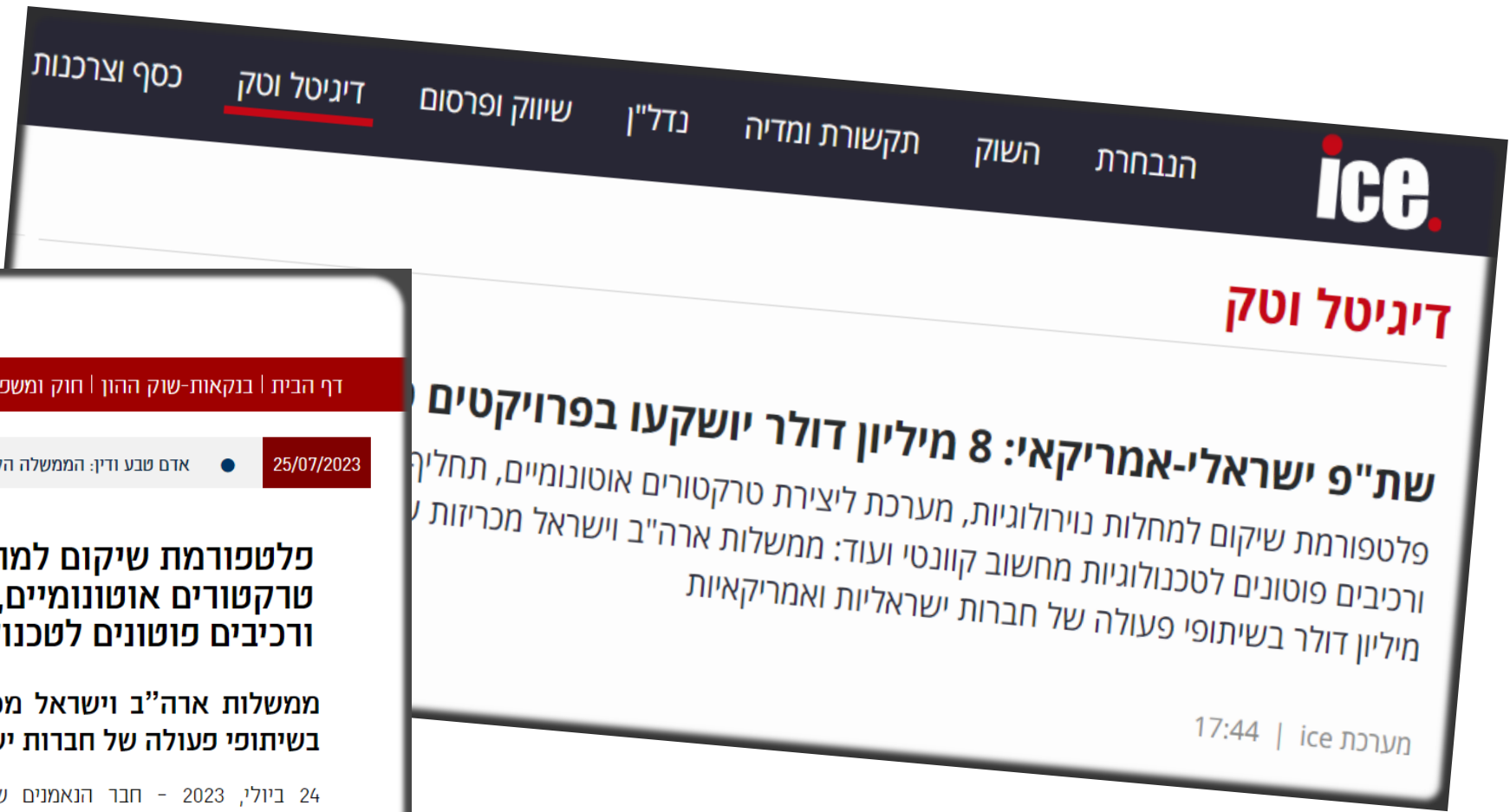
BIRD Foundation invests \$8 million in 9 new projects

The approved projects, with an overall budget of \$23 million, touch on agritech, biotech, electronics, foodtech, medical devices, and quantum technology

James Spiro 10:08, 25.07.23

TAGS: [BIRD Foundation](#) [Quantum Machines](#) [Agado Live](#) [AlvaLinks](#) [GeneYX](#) [US-Israel](#) [NeuroTrigger](#) [Oshi](#) [Agromentum](#) [ContainerEyes](#) [Treetoscope](#)

The Israel-U.S. Binational Industrial Research and Development (BIRD) Foundation has announced that it has approved \$8 million in funding for nine new projects between U.S. and Israeli companies. Alongside grants from BIRD, the projects will access private-sector funding and boost the total investment in all projects to \$23 million.



THE BIZ MARKET

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אדם שבע ודין: הממשלה הקיצונית ביותר בישראל, בתמיכת השרה להגנת הסביבה, הובילה לאישורו של חוק דיקטטורי א

פלטפורמת שיקום למחלות נוירולוגיות, מערכת ליצירת טרקטורים אוטונומיים, תחליף צימחי ואל-אלדגני לדג סלמון, ורכיבים פוטונים לטכנולוגיות מחשוב קוונטי ועוד

ממשלות ארה"ב וישראל מכריזות על השקעה משותפת בסך 8 מיליון דולר בשיתופי פעולה של חברות ישראליות ואמריקאיות

24 ביולי, 2023 - חבר הנאמנים של קרן בירד, הקרן הדו-לאומית למחקר ולפיתוח תעשייתיים ישראל-ארה"ב, אישרה בישיבת הדירקטוריון שנערכה ביוני 2023 בוועידתו די. סי, השקעות בסך 8 מיליון דולר לתשעה פרויקטים משותפים בין חברות אמריקאיות וישראליות. בנוסף למענקים, הפרויקטים צפויים לזכות לתמיכה נוספת מהמגזר הפרטי שיביאו את ההשקעה הכוללת בכל הפרויקטים ל-23 מיליון דולר.



Locusview founder Shahar Levi (left) and Assaf Harel, General Partner at IGP. Photo: Moti Vagman

Locusview was founded thanks to help from The Israel-United States Binational Industrial Research and Development (BIRD) Foundation. The company's solution focuses on the field crews, inspectors, and back office management, enabling a streamlined data flow and simultaneous mobile and web access to manage the three crucial phases of infrastructure construction projects:

BIRD Foundation okays \$1 million grant for Israel-US Drone Project

• By ALAN ROSENBAUM

The BIRD Foundation, a binational research and industrial development fund that promotes cooperation between US and Israeli companies, has approved a \$1 million investment for a joint project between BWR Israel and Easy Aerial USA to develop a multi-mission command and control system for unmanned aerial vehicles for national security operations. The project was selected by the US Department of Homeland Security and Israel's Internal Security Ministry as part of the BIRD HLS program, which develops advanced homeland



BEN ALFI
(Einav Meirowitz)

security technologies.

The collaboration between BWR Israel and Easy Aerial

USA will allow one operator to simultaneously operate multiple drones with several different tasks from an advanced command center, and will be available for every type of autonomous air vehicle.

BWR (Blue White Robotics) develops multi-mission command and control systems for various types of UAVs, operates autonomous systems and provides end-to-end robots as service solutions in agriculture, security, search and rescue, and other fields, utilizing control systems capable of managing hundreds of autonomous vehicles.

Easy Aerial, located in Brook-

lyn, designs and manufactures automated drones and ground control systems. The system allows for takeoff, landing, and charging of the drones without human intervention.

Ben Alfi, founder and CEO of BWR said, "With this support, BWR will launch two control centers in Israel and the United States and will continue to develop and lead the world in autonomous systems operation. Receiving the BIRD HLS grant will lead the autonomous future and bring it into commercialization to meet the professional needs of first responders in Israel and the United States."

**Wishing you great success in your endeavor to develop
new innovative technologies
and successfully bring them to the market.**



Israel-United States Binational Industrial Research and Development Foundation

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