Programme description and application guidelines
FNR JUMP Programme

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Notice

Data protection issues: All FNR funded projects must comply with the EU’s General Data Protection Regulation (GDPR) with regards to all data protection issues.
1. FNR JUMP Programme Objective

In recent years, the Luxembourg government has placed increasing emphasis on the need for evidence of economic and societal returns from its investment in research. Greater attention is given to the so-called “third mission” activities of public research. Universities and research and technology organisations are adopting more business-minded approaches and giving more attention to the impact of the public investments they receive.

Given the FNR’s vision to contribute to the country’s economic diversity, social well-being, and future prosperity; FNR-funded research aims at generating the largest possible impact on policy behaviour and practice in Luxembourg economy and society. This is only possible if FNR provides funding for innovative research, with a high potential for (long-term) socio-economic benefits, i.e. creating jobs, sharing knowledge and expertise, increasing human capital; increasing the effectiveness of public services and policy; enhancing the quality of life, health and creative output; and ensuring environmental sustainability.

The FNR JUMP funding programme derives from one of FNR’s core values stimulating knowledge transfer and entrepreneurship and contributing to the national innovation ecosystem.

The FNR JUMP programme is a competitive funding programme, open to all research domains, that is designed to help bridge the technical and funding gap between research-driven discoveries and their commercialization/utilisation, thereby enhancing the impact of Luxembourg’s research on economy and society.

FNR will provide financial support to advance the development of applied research-driven and leading-edge technologies/concepts, products, and services that have potential for:

- Enabling the creation of a start-up company that will further develop and commercialize the invention;
- Licensing to an existing company;
- Further funding and collaboration (private or public) because of commercialisation.

JUMP is not intended to support basic research or existing start-up companies, but rather it will support proof of concept activities to advance research-driven technologies that have the potential for a socio-economic impact. JUMP is designed to facilitate the researcher’s ability to leverage external funding to serve as a bridge toward product development and commercialization/utilisation.

2. Eligible Projects

The JUMP programme is structured in two phases: Pathfinder and Proof of Concept projects.
2.1. Pathfinder Projects

Pre-requisite: Research-related ideas that are scientifically validated

1. Evidence of Market: assessment of commercial viability of the new product candidate, process or service to be developed later, preliminary market research, possibly market testing where appropriate and competitive position analysis, potential clients and specific client requirements, initial outline to commercialization including an assessment of costs, timescales, and funding requirements.

   Demonstrate a clear understanding of the market

2. Specification of the work needed to develop the technology from its existing state into a Proof of Concept proposition - identifying the major risk-reducing milestones (watersheds) that could be achieved with seed funding, and the cost of achieving those milestones.

   Come up with coherent planning for a potential PoC

2.2. Proof of Concept Projects

Pre-requisite: clear understanding and evidence of the market (Pathfinder Report or other documented similar proof of market) must be available before applying to the Proof of Concept phase and are part of a Proof of Concept application.
1. Proof of Concept: early-stage development projects, feasibility studies, simulations, basic working prototypes, IP protection and strengthening, pilot concepts and devices of highly innovative nature to increase the value of the assets and make the technologies more attractive for private sector funding and partnering.

   Pick one market and show you can deliver something relevant and economically viable

2. Development of prototype: a pre-production prototype of a technologically innovative product candidate, service or industrial process, including small demonstrators, trials and testing (only pre-phase I trials for non-approved treatments, including small first-in-man studies made under Hospital Exemption for drug candidates or medical devices evaluation), market testing, marketing strategies, identifying routes to market, product design.

   Develop the product candidate to the point it is ready for acquiring seed funding for further development or ready for commercialization where appropriate

3. Programme Details

   JUMP (Pathfinder and Proof of Concept) submission deadlines are published annually on www.fnr.lu.

   Project Start: immediately after notification of the funding decision and no later than 6 months thereafter.

   The activities under the JUMP programme should fulfil the following general principles:

   - R&D activities should respect fundamental ethical principles, including those which are reflected in the Charter of Fundamental Rights of the European Union. If necessary, the approval of the "Comité National d'Éthique de Recherche" (CNER) and/or the "Commission Nationale de la Protection des Données" (CNPD) need to be sought before the launch of the project. In case the project has ethical implications, it is mandatory to provide a plan explaining how these implications will be dealt with within the proposal.
   - R&D misconduct (e.g. provision of false information, plagiarism or falsification of data), may result in a rejection of the proposal. Applicants must comply with the ‘FNR Research Integrity Guidelines’ accessible under: www.fnr.lu/en/Calls, Forms & Guidelines/General Guidelines.
   - Financial support from FNR must be acknowledged to conform to FNR's guidelines accessible under: http://bit.ly/FNRAck.

3.1. Pathfinder Projects

3.1.1 Duration, Funding and Eligibility

FNR will support funding for Pathfinder projects up to 30k€ for a maximum period of 6 months. An additional budget of 20k can be awarded in special cases and upon delivering strong and valid argumentation.
Eligible costs that can be covered by **Pathfinder**:

- Personnel (any person with a valid contract with the beneficiary institution) – salaries up to **maximum 40% of the FNR requested budget**, 
- Equipment essential to the project (justification to be provided),
- Subcontracting (justification to be provided). Sub-contract services should exclude any profit element and all IP generated as part of a sub-contracting must be assigned to the institution,
- Travel costs (only including reasonable costs that are justified and will be incurred exclusively for the progression of the Pathfinder project. Details and purpose for the expenditure, including the number of staff travelling, must be given),
- Training costs related to entrepreneurship and mentorship,
- Other, including preparation of technical reports, market assessment.

**Eligible Beneficiary Institutions**

Funds provided by the FNR in the framework of **Pathfinder** are aimed at the following beneficiaries:

- Public institutions performing research in Luxembourg

**Project Partners**

‘Contracting Partners’ are institutions that are eligible for funding and which seek direct financial support from the FNR. Among those, the Principal Investigator’s (PI) host institution is referred to as ‘Coordinating Institution’.

‘Non-contracting Partners’ are organisations or individuals from the public or private sector (within Luxembourg or abroad) participating in the project without direct financial support from the FNR.

‘Subcontractors’ are not considered as partners (contracting or non-contracting) in the project.

**Principal Investigator(s) Eligibility**

To be considered eligible for funding under **JUMP Pathfinder**, both the investigators and the proposed project must meet the following criteria:

The Principal Investigator(s) (PI and Co-PI) are the inventors, co-inventors or other experts of the proposed technology, service, concept, product or service, and the PI (with the Co-PI if applicable) will lead the scientific and technological development parts of the proposed project.

**At least one of the PIs** must be employed by one of the public research institutions in Luxembourg with a **work contract covering the full duration of the project**.

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1 For more information, please consult the webpage on [eligibility](#).
Contractual Obligations

For successful selected **Pathfinder** projects, FNR will draft a standardized agreement with the beneficiary institutions (contracting partners).

### 3.1.2 Review and Reporting of Pathfinder Projects

An Advisory Committee composed of local entrepreneurs, members of the local investment community and business experts covering different domains will review the applications submitted to the FNR and give short feedbacks to each application. Depending on the feedback, selected applicants will be invited to the pitch session and will be required to prepare **10-minutes Pitch** presentations in English for the Advisory Committee. All members of the Advisory Committee are required to sign a confidentiality agreement with the FNR before the review process.

The Advisory Committee will give feedback to the FNR and the applicants based on the scoring criteria specified below and generate a rank-ordered list of **JUMP Pathfinder** applications that are recommended for further funding.

Each proposal application will be assessed against the following criteria:

- **The novelty of the project/idea** - the proposed technology must be novel and/or disruptive and the proposed application must be supported with enough data or evidence to show scientific robustness,
- **Competences and expertise of the proposed team,**
- **Feasibility of the proposed plan to accomplish the project’s objective.**

A **Pathfinder Report (PR)**, template provided by the FNR, has to be submitted to FNR by the applicant(s), a maximum of one month after the project’s end. Its preparation would normally be carried out with the assistance of an experienced business developer (internal TTO or external). The business expert should be instructed to work closely with the Principal Investigators (PI and Co-PI) and ideally, the PIs would fully support the finished report, present and defend it as their own. The report should help the institutional TTOs to make smart decisions on the continuation of the projects. If the applicant team, together with the TTO, decides to pursue the second phase of the programme, namely submits a **Proof of Concept Project**, the **PR** has to be used as part of the new application. The **PoC Review Panels**, described below, will evaluate accordingly the whole application including the **PR**.

### 3.2. Proof of Concept Projects

#### 3.2.1 Duration, Funding and Eligibility

FNR will support funding for **Proof of Concept** projects up to **400k€** to successful project applications in the domain of **biomedical sciences** and funding up to **200k€** for **any other domain** for a recommended maximum period of **24 months**. Top-up funding from the institutions is perceived as strong positive support.

Costs that can be covered by **Proof of Concept**:

- Personnel – salaries,
- Consumables,
- Equipment essential to the project (justification to be provided),
• Subcontracting (justification to be provided). Sub-contract services should exclude any profit element and all IP generated as part of a sub-contracting must be assigned to the institution,

• Travel costs (only including reasonable costs that are justified and will be incurred exclusively for the progression of the Proof of Concept project. Details and purpose for the expenditure, including the number of staff travelling, must be given),

• Other, including Training/Coaching/Mentoring/Incubation costs, preparation of technical reports, patent filing for new IP generated by the project, licensing in new technologies only in special cases to be agreed upon.

**Eligible Beneficiary Institutions**

Funds provided by the FNR in the framework of **JUMP Proof of Concept** are aimed at the following beneficiaries:

• Public institutions performing research in Luxembourg

**Project Partners**

‘Contracting Partners’ are institutions that are eligible for funding and which seek direct financial support from the FNR. Among those, the Project Manager’s (PM) host institution is referred to as ‘Coordinating Institution’.

‘Non-contracting Partners’ are organisations or individuals from the public or private sector (within Luxembourg or abroad) participating in the project without direct financial support from the FNR.

‘Subcontractors’ are not considered as partners (contracting or non-contracting) in the project.

To be considered eligible for funding under **JUMP Proof of Concept**, both the investigator and the proposed project must meet the following criteria:

**Project Manager and Principal Investigator(s) Eligibility**

• The Project Manager (PM) must be employed by one of the public research institutions in Luxembourg with a work contract covering the full duration of the project. The PM can be part of the TTOs (technology transfer officer or support), part of the administrative support to the researchers (research collaborators, research coordinators, etc.) or the Principal Investigator (PI) him/herself. The role of the PM is to coordinate the project and to submit the proposal and the required reports to the FNR.

• The Principal Investigator(s) (PI and Co-PI) are the inventors, co-inventors or other experts of the proposed technology, service, concept, product or service, and the PI (with the Co-PI if applicable) will lead the scientific and technological development parts of the proposed project. The PI has to work closely with the PM to ensure a successful project.

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2 For more information, please consult the webpage on [eligibility](#).
The PM and one of the PIs, can be the same person, but the **PM must remain under employment with the public research institution for the full duration of the project.**

**Project Eligibility**

- The technology/concept which provides the basis for the proposal must not be optioned, or encumbered by other prior obligations i.e. contract research agreement, or consulting agreement within a specific market,
- The technology must be protected and the existing IP surrounding the invention disclosure can be owned or co-owned by the beneficiary institution. If co-owned with a partner\(^3\), a formal agreement regulating the rights and the use of the IP should be concluded before the submission of the proposal to the FNR. The Scientific Leader (SL) is asked to contact the internal TTO if uncertainty about the IP ownership of your invention exists,
- If there is an industrial partnership with established co-ownership, there should be a commercialization agreement put in place before the submission of the proposal to the FNR.

**Limitations and Exclusions**

The following are NOT eligible for funding under the POC programme:

- Proposals to fund clinical trials from stage I onwards that are designed to test new (non-approved) pharmaceutical treatments, medical devices or diagnostic assays,
- Proposals to fund (i) basic research or theoretical development, or (ii) the assessment of the feasibility of a research project, or (iii) generation of models or new data, which do not relate to the purpose of a proof of concept.

**Contractual Obligations**

For successful selected **Proof of Concept** projects, FNR will draft an agreement with the beneficiary institutions and this agreement will contain two parts:

An initial execution period of maximum 12\(^4\) months:

1. purpose, scope, and duration of the grant;
2. the obligations of the beneficiary institution;
3. provisions related to intellectual property (if existent) that comply with the following principles:
   a. The beneficiary institution takes measures to protect all generated IP, if applicable, and to develop the results, including their commercial exploitation and. During this period, no IPR can be assigned or licensed to a business partner, except for testing purposes.
   b. FNR must be informed of each possible patent application in the context of an ongoing project;

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\(^3\) If co-owned with a partner, a Luxembourg-based partner should be preferred when possible.

\(^4\) If the project length is 24 months, positive evaluation after 12 months can lead to a prolongation of another maximum 12 months.
The exploitation period, which starts right after the completion of the project (first period or first period followed by a maximum 12 months prolongation) and can go on for a maximum of 72 months:\(^5\):

1. When the results of an ongoing project are commercially exploited, the beneficiary institution and business partner sign a commercialization agreement including intellectual property, ownership rights as well as rights to publications. This agreement will notably determine the share of each partner in the revenue generated by the project. The general provisions of such an agreement must be discussed between FNR and the beneficiary institution before it enters into binding negotiations with a business partner. The final decision for a specific agreement with a business partner will be taken by the beneficiary institution in due consideration of the agreement with FNR,

2. The beneficiary research institution retains the right to publish the results after a reasonable embargo period,

3. The beneficiary institution retains the right to use results generated by the project for teaching and research purposes and guarantees inventors a “fair share”\(^6\) of the revenues generated by the commercial exploitation of results,

4. At the minimum, the beneficiary institution benefits from a license, with the right to grant sub-licenses outside the field of use of the business partner,

5. A beneficiary institution can become a shareholder in a company that develops and markets products or services generated by the project but its investment/shares cannot exceed 49% of capital. These participations must be pre-approved by the FNR. The FNR is also informed about the management of investments.

6. When the results of an ongoing project are commercially exploited, the granted research institution has to ensure that its gains are re-applied to the co-funding of new JUMP projects, protection of IP and innovation projects.

3.2.2. Review and Reporting of Proof of Concept Projects

Two established Review Panels, one for biomedical sciences and one for other technologies, in general, will review the submitted applications. The Review Panels are composed of national and international business experts, members of the investment community, and industry professionals. When necessary, panels may also consist of scientists or additional specific experts.

After a remote review of the proposal submissions by domain-specific PoC Review Panels, selected applicants will be invited to the pitch session and will be required to prepare a 20 - minutes Pitch presentation in English for the Review Panel. Pitch presentations are designed to “sell” a technology/concept and attract investors (or licensees). Presentations will be given by the whole application team, including the principal investigator, and if needed potential business consultants. Applicants are encouraged to avoid technical language and to prepare proposals and pitch presentations in a manner comprehensible to a general audience. Proposal reviewers are required to sign a confidentiality agreement with the FNR before the review process.

\(^5\) “Maximum 72 months” is from the FNR perspective of contractual obligations. In reality, the exploitation could, of course, go on beyond that.

\(^6\) “Fair shares” should be defined by the institution within their internal IP policy. If the definition is missing, FNR will apply international rules on what will be considered as “fair” according to the sector and the type of deal
The Review Panels will discuss the proposals and the Pitches and suggest a funding recommendation to FNR at the end of the meeting.

**Review Criteria**

The Review Panels will evaluate proposals based on the scoring criteria and generate a rank-ordered list of JUMP Proof of Concept applications that are recommended for funding.

Each proposal application will be assessed against the following criteria:

- **The novelty of the project/idea** - The proposed technology must be novel and/or disruptive and the proposed application must be supported with enough data or evidence to show scientific robustness,

- **Market attractiveness and commercialization strengths** - The Pathfinder Report or other similar reports will be part of this description. Reviewers will assess what impact the proposed technology/concept will have on the market and the plans for commercialization,

- **Intellectual property** (or any other knowledge property) and *validation of the proposed technology/concept*,

- **Competences and expertise of the proposed team**.

**Progress Reports and Project Follow-up**

*Proof of Concept progress reports (POCPR)* are based on agreed milestones between the Evaluation Panels and the applicant team.

At the end of a maximum period of 12 months (according to the FNR contract), the progress of the proof of concept project will be assessed by the Panels against the objectives of the project and a decision will be made regarding the follow-up funding and if necessary, restructuration of the project. Payment will be released by the FNR upon results of the evaluation.

A *final report (POCFR)* needs to be submitted a maximum of three months after the project’s end.

*Market Impact Reports (MIRs)* are to be sent by the applicant team at yearly intervals beginning one year after the POCFR and finishing minimum 5 years later. The MIR focuses on the commercialisation of the results which were described in the final report, including the commercialisation strategy adopted by the consortium and the results achieved by the participating organisation.

4. **Submission of Proposals**

The application language is **English**. Any new idea will need to have been previously discussed with the internal/institutional TTO and a potential project must be developed in collaboration with the TTO.

Grants for JUMP will be awarded through calls for proposals. *Proposals are submitted by the Principal Investigator (PI) or Project Manager (PM), on behalf of the host institution which is the applicant legal entity.* The PM can be the same person as the Principal Investigator (PI) if the PI has a working contract covering the whole duration of the project.
Applications can be submitted continuously from the date of publication of the call until the final deadline of the same call and will be evaluated and selected, based on the specific deadlines set out in the FNR JUMP Programme Outline.

Applicants should contact their internal Technology Transfer Office (or other administrations responsible for technology transfer) to check potential IP limits, institutional strategy and get advice on the application that they wish to submit.

A completed Proposal Application Form for Pathfinder or Proof of Concept (details in Annex 1) will need to be submitted by the PI or PM via the FNR Electronic Grant Submission System: https://grants.fnr.lu
Annex 1 – Application Forms

The **Pathfinder proposal** application consists of completing the **Online Application Form** and submitting it together with the **Pathfinder Factsheet** and with the **signed Conflict of Interest (CoI) document** (to be completed by each member of the team). The Factsheet and CoI can be found on our website [www.fnr.lu/JUMP](http://www.fnr.lu/JUMP).

The **Proof of Concept proposal** application consists of completing and submitting the Online Application Form and its attachments.

Proof of Concept applications consist of different elements:

- The **Online Application Form** is completed in the FNR’s online Grant Management System and contains the general administrative details of the application;
- The **Project Description Form** contains more detailed information on the proposed technology/product/service;
- The **Pathfinder Report** or any other similar report done outside the Pathfinder phase has to be uploaded/linked by the applicants to FNR’s online “Grant Management System”;
- The **Project Plan** (Gantt chart) contains the graphical representation of the project plan including human resources planning;
- The **Budget** is a detailed budget for the ‘Coordinating Institution’ and the ‘Contracting Partners’ (if applicable) and contains a presentation of estimated contributions by the non-contracting partners in terms of personnel and financial effort;
- The **CV of the PI and team members** (maximum 3 pages per person);
- The **signed Conflict of Interest (CoI)** document (to be completed by each member of the team).

The Project Description Form, the Project Plan, and the Budget have to be downloaded to the applicant’s desktop and completed off-line before being converted to PDF and uploaded. They are part of a web-based online application and cannot be submitted alone.

Further advice and support can be obtained by contacting the JUMP Programme Assistant:

**Sylvie KRIER**  
Phone: + 352 26 19 25 38  
Email: sylvie.krier@fnr.lu