

# DENGUE TECH CHALLENGE 2016

## Briefing Session

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# Agenda

- Introduction – Dengue Tech Challenge 2016
- British Council and Newton Fund
- PlaTCOM Ventures and High Impact Programme 2
- Dengue Tech Challenge 2016
  - Background and Scope
  - Basic Information
  - Team Composition and Eligibility
  - Application Process
    - Steps
    - Web Platform – [www.platcomventures.com/challenges](http://www.platcomventures.com/challenges)
    - Documents and Submission
  - Assessment Process
    - Criteria
  - Agreements and Disbursement
  - Summary
- Q&A



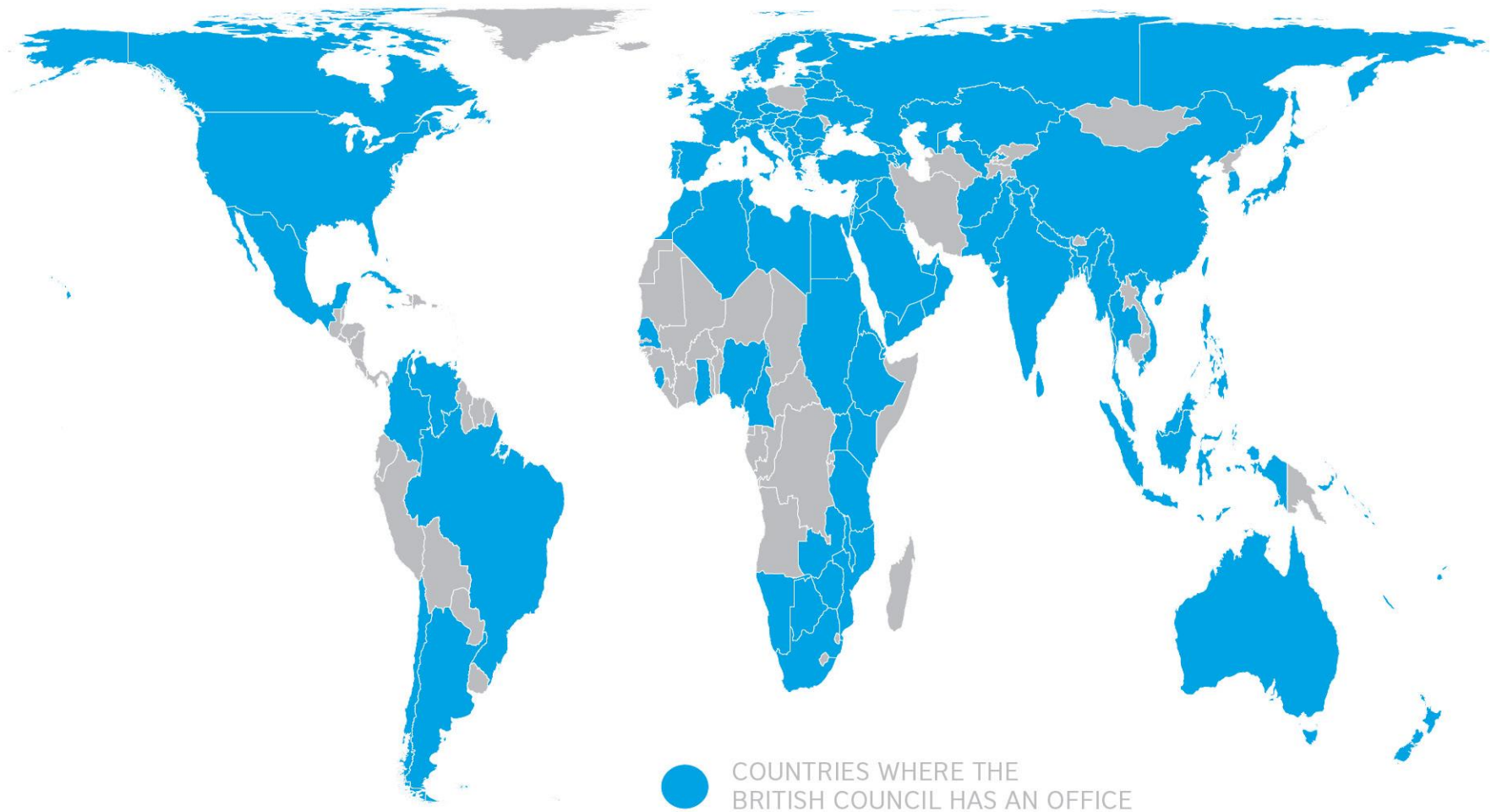
**Newton-Ungku Omar  
Fund**

# Our Purpose

The British Council creates **international opportunities** for the people of the UK and other countries and **builds trust** between them **worldwide**.

We call this **cultural relations**.

# Our Global Network



# **Our three core areas**

**ENGLISH**

**ARTS**

**EDUCATION  
AND  
SOCIETY**

# The Newton Fund

It's big

It's complicated

It's challenging

**BUT**

It's a great opportunity, for the UK, our partner countries, and the British Council

## The Newton Fund

- £375 million fund from UK Government (£75 million a year for 5 years starting 2014/15).
- All activities should be match-funded by UK and Malaysia delivery partners
- Aim is to promote the economic development and social welfare of partner countries (ODA)
- The initial country list is: China, India, Brazil, South Africa, Turkey, Colombia, Mexico, Chile, Malaysia, Thailand, Indonesia, Vietnam, the Philippines, Egypt and Kazakhstan



## The Newton Fund

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The Fund  
will cover  
three  
broad  
categories  
of activity:

**People:** capacity building, people  
exchange and joint centres;

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**Programmes:** research  
collaborations on development topics;

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**Translation:** innovation partnerships

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## The Newton-Ungku Omar Fund

- £40 million joint funding from UK and Malaysia Government (£8 million a year for 5 years starting 2014/15).
- National Delivery Partner: MIGHT
- Malaysia Delivery Partners: MIGHT, ASM, MoE, MoHE, MET Malaysia, Platcom
- UK Delivery Partners: Innovate UK, Royal Society, Research Councils UK, MRC, British Council, MET office, ...

## Development Relevance (ODA eligible)

Primary objective must be the promotion of the economic development and welfare of developing countries

BC defines direct development relevance as follows:

‘Research (applied or fundamental) that has the potential to contribute to the economic development and welfare of low- and middle-income countries. This research must have the potential to benefit poor and vulnerable populations in these countries. Funding proposals should articulate a plausible pathway of how the research may lead to positive impact within a timeframe of 3-15 years’

## British Council and the Newton Fund

- British Council is working in partnership with Higher Education International Unit
- Working across all 15 countries in the Newton Fund, but proportionately more focus on the ‘pathfinder countries’ with less well established links with the UK
- Majority of activity is in the ‘**People**’ area, with a focus on capacity building, mobility, and supporting the research ecosystem but also one programme in the ‘**Translation**’ space to build up activity in this area. British Council programmes aim to lay the foundations for deeper engagement using other funding mechanisms

# **Current British Council Activity under Newton-Ungku Omar**

**Researcher Links (workshop) –Academy of Sciences Malaysia**

**Newton Institutional Links –MIGHT**

**Dengue Tech Challenge - Platcom**

**Professional Development – Ministry of Higher Education**

**STEM Education – partner with Ministry of Education (EPRD)**

One size does not fit all – our programme must:

- be responsive to country needs;
- fill a gap in provision;
- pave the way for other delivery partners where relevant;
- take into account UK capacity to meet demand

## Useful website:

- <http://www.newtonfund.ac.uk/>
- <http://www.britishcouncil.org/education/science/current-opportunities>
- <http://www.britishcouncil.my/programmes/newton-ungku-omar-fund>

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# AIM's Current Initiatives







# What is **PlaTCOM** Ventures?

- National Technology Commercialisation Platform (TCP)
- Serves universities, PRIs, SMEs, large companies, entrepreneurs and grassroots innovators
- Core functions cover the entire breadth of the IP commercialisation process from ideation to product/service deployment





# History

- Agensi Inovasi Malaysia (AIM) – Innovation Business Opportunities (IBO)
- SME Corporation Malaysia – High Impact Programme 2 (HIP2) (Technology Commercialisation Platform or TCP)
- An inspiring collaboration – PlaTCOM Ventures
- A wholly-owned subsidiary of AIM formed in collaboration with SME Corporation Malaysia
- Launched by the YAB Prime Minister on 23 April 2014





## Programme 1 - IBO



- National online IP trading platform
- Promotes home grown Intellectual Property Rights (IPRs) and innovation opportunities to local and international audiences

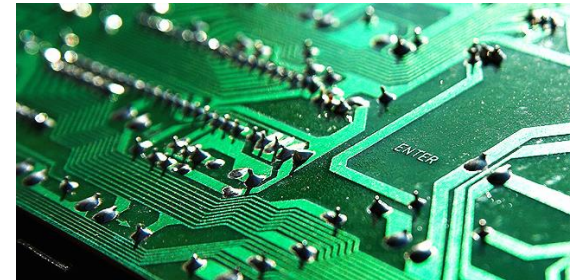
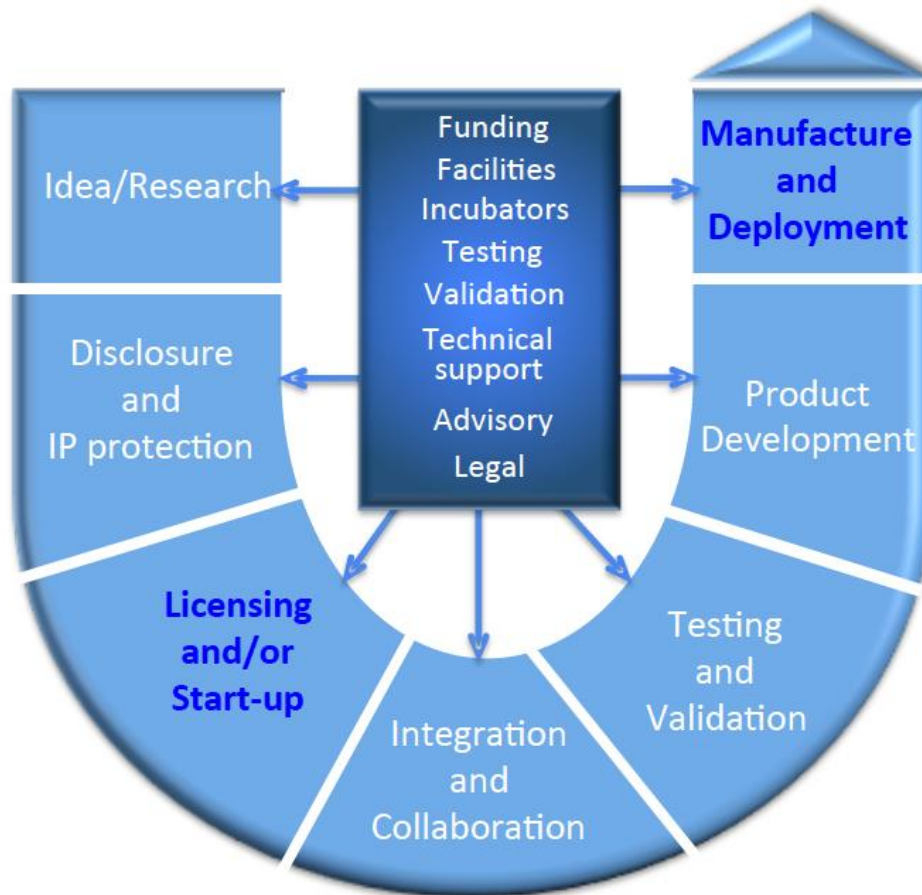


## Programme 2 - HIP2



- High Impact Programme 2
- End-to-end facilitation from concept to commercialisation
- Exclusively for Malaysian SMEs

# Programme 2 - HIP2



**End to end facilitation**





# IBO and HIP2 Supporting Initiatives



**PlatCOM**  
Technology  
Scouting



**PlatCOM**  
InnoZine



**PlatCOM**  
InnoSeed



**PlatCOM**  
Capacity  
Building



**PlatCOM**  
Angels  
Group





# **DENGUE TECH CHALLENGE 2016**

# BACKGROUND AND SCOPE

Dengue Tech Challenge - **a competition to commercialise dengue-related research, prototypes and products in Malaysia.**

This initiative aims to:

- support commercialisation of Dengue research between organisations from Malaysia and United Kingdom
- provide proactive solutions to Dengue outbreaks in Malaysia
- provide a platform for industry-academia commercialisation collaboration activities in Malaysia and United Kingdom

# BACKGROUND AND SCOPE

Proposals may focus, but are not limited to, the following areas:

- Prevention – Vector Control, Vaccination
- Diagnostic – Test kit
- Patient Management – Medication, System
- Others

# Key Dates

Activity	Date
Open call	4 January 2016
Application deadline	31 March 2016
Assessment (UK and Malaysia)	1 April – 15 June 2016
Announcement of successful applications	17 June 2016
Grant Agreement signed and grant disbursement conditional upon Collaboration Agreement signing	31 July 2016
Project implementation	1 Aug 2016 - 31 July 2018

# TEAM COMPOSITION & ELIGIBILITY

- Each application must be submitted by a Team consisting of *at least*:
  - ONE Malaysian Principal applicant (SME), **AND**
  - ONE UK Principal applicant
- Each Team can have an unlimited number of Associate Applicants from Malaysia and the UK. Approved grant amount will be disbursed to the Principal Applicants who will disburse accordingly to the Associate Applicants, if relevant.

# TEAM COMPOSITION & ELIGIBILITY

- Eligibility of **Malaysian Principal applicant**:
  - Malaysian majority-owned (minimum of 51% equity) Small and Medium Enterprise (SME) based on SME Corp's definition\*, and
  - Minimum paid-up capital in cash of MYR10,000.
- Eligibility of **Malaysian Associate applicant**:
  - Research institute or university, OR
  - Company OR
  - Individual.

\*<http://www.smecorp.gov.my/index.php/en/small-and-medium-sized-enterprises>.

Start-up companies are exempted from this stipulation but must provide justification and supporting documents on the ability to sustain itself .

# TEAM COMPOSITION & ELIGIBILITY

- Eligibility of **UK Principal applicant**:
  - Not-for-profit higher education institution with the capacity to undertake high-quality research, unless specified otherwise, OR
  - Not-for-profit research organisation with the capacity to undertake high-quality research.
- Eligibility of **UK Associate applicant**:
  - For-profit/commercial organisation, including Small and Medium Enterprises (SMEs)
  - Not-for-profit higher education institution with the capacity to undertake high-quality research, unless specified otherwise, OR
  - Not-for-profit research organisation with the capacity to undertake high-quality research.

# APPLICATION PROCESS



1

REGISTER TO APPLY



2

DISCOVER YOUR COLLABORATOR(S)



3

COMPLETE AND SUBMIT YOUR APPLICATION

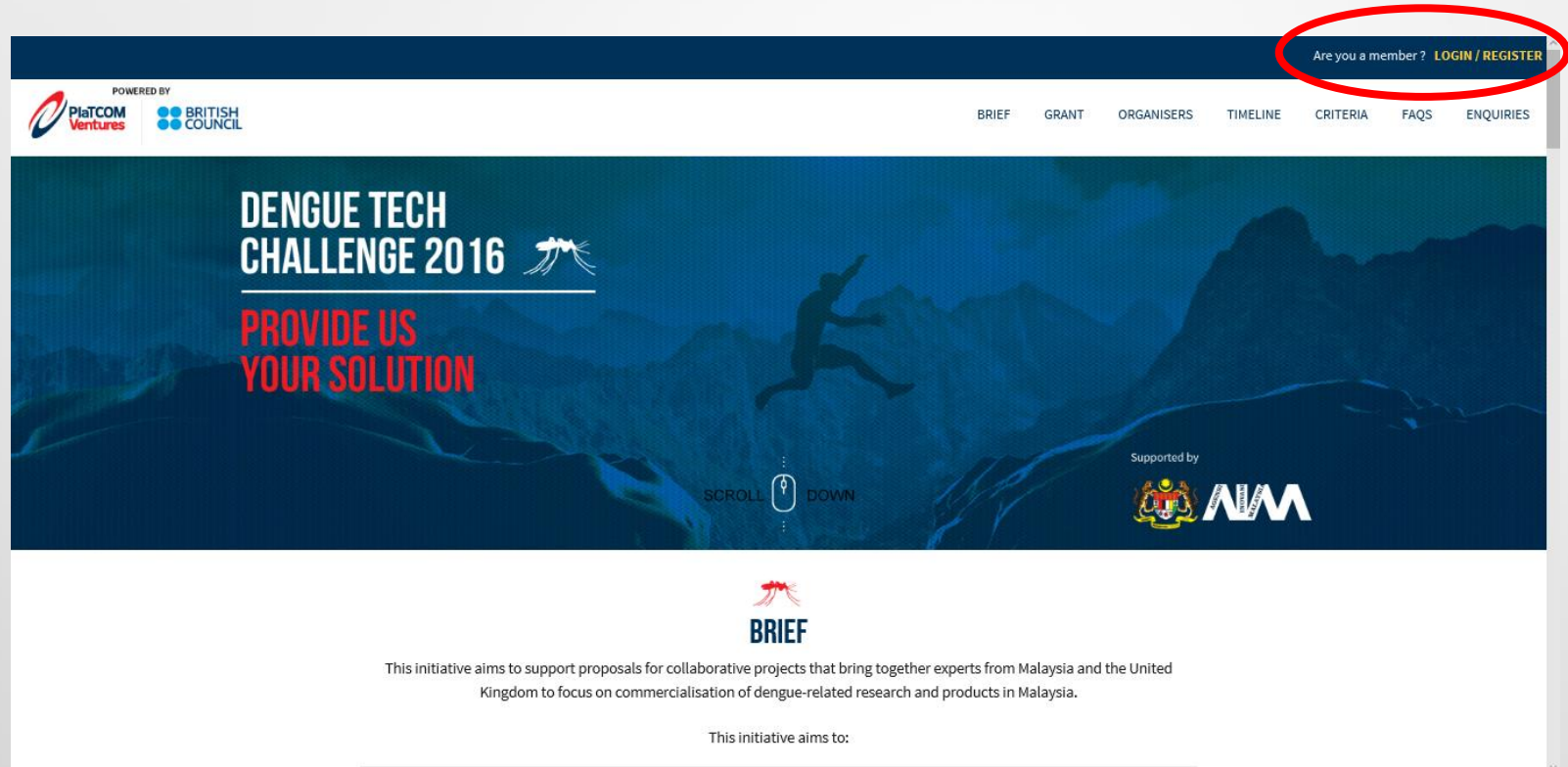
Begin your first step by completing your Profile to register as a potential applicant. All Profiles will be available for viewing by all who have registered with the aim of facilitating the match-making process for you to set up a team and for effective match-making, please ensure you complete your Profile as accurately as possible.

Applications can only be submitted by Teams with a minimum composition of **ONE Malaysian Principal Applicant AND ONE UK Principal Applicant**. If it will add value to your Team, you can invite Associate Partners, from either Malaysia or the UK, to join your team. Create your team by viewing profiles available on the website.

After your team is formed, download the Application Form and the Budget Spreadsheet and complete these documents as a team. The completed Form needs to be signed by the relevant signatories (refer to the Form) and submitted by either Principal Applicant of the team. This can be done by clicking on "Submit Now".





# WEB PLATFORM - REGISTER



# WEB PLATFORM - REGISTER

POWERED BY

 **PlatCOM**  
Ventures

 **BRITISH**  
COUNCIL

BRIEF GRANT ORGANISER

Full Name

Email

Password

Phone  
(Include Country Code)

Country

Organisation

Organisation Name

Expertise

Describe your project idea and  
the collaborator(s) you may need

Additional information  
(about you, your organisation / company /  
department, achievements, professional  
background, etc., relevant to the project)

# WEB PLATFORM – CREATE TEAM

The screenshot displays the user interface of the PlaTCOM Ventures web platform. At the top, a dark blue header contains a 'LOGOUT' link in yellow. Below this, a white navigation bar features the logos for PlaTCOM Ventures and the British Council, followed by a series of menu items: BRIEF, GRANT, ORGANISERS, TIMELINE, CRITERIA, FAQs, and ENQUIRIES. The main content area shows a user profile for Michelle Lim Woodliffe, associated with PlaTCOM Ventures, with a circular profile picture containing the letter 'M'. Below the profile, two tabs are visible: 'MY PROFILE' and 'MY TEAM'. The 'MY TEAM' tab is highlighted with a red circle. Underneath the tabs, the 'MY PROFILE' section is active, showing a user icon and the title 'MY PROFILE'. A form field labeled 'Full Name' contains the text 'Michelle Lim Woodliffe'.

POWERED BY

PlaTCOM Ventures

BRITISH COUNCIL

BRIEF GRANT ORGANISERS TIMELINE CRITERIA FAQs ENQUIRIES

LOGOUT

M Michelle Lim Woodliffe  
PlaTCOM Ventures



MY PROFILE MY TEAM

MY PROFILE


Full Name Michelle Lim Woodliffe

# WEB PLATFORM – CREATE TEAM


POWERED BY

BRIEF GRANT ORGANISERS TIMELINE CRI

 Michelle Lim Woodliffe  
PlaTCOM Ventures

MY PROFILE MY TEAM

 **MY TEAM**

Start building your own Team by searching for Team Member(s)/Collaborator(s) or joining another Team by accepting an invitation from the list below.


After you create your team or join another team, the downloadable Application Form needs to be completed in accordance with the project scope agreed by all members in your team.

**CREATE A TEAM**

# WEB PLATFORM – CREATE TEAM

[BRIEF](#) [GRANT](#) [ORGANISERS](#) [TIMELINE](#) [CRITERIA](#) [FAQS](#) [ENQUIR](#)

[MY PROFILE](#) [MY TEAM](#)



## MY TEAM

Start building your own Team by searching for Team Member(s)/Collaborator(s) or joining another Team by accepting an invitation from the list below.

**After you create your team or join another team, the downloadable Application Form needs to be completed in accordance with the project scope agreed by all members in your team.**

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### CREATE A TEAM

TEAM NAME\*

APPLICANT CATEGORY\*



Select applicant category

▼

PROPOSED PROJECT BRIEF\*

# WEB PLATFORM – CREATE TEAM

POWERED BY



BRIEFGRANTORGANISERSTIMELINECR

Member List

ACCEPTED	PENDING	DECLINED
As a Malaysia Principal Applicant - Organiser		
Michelle Lim Woodliffe PlatCOM Ventures		<a href="#">VIEW PROFILE</a>

SEARCH MEMBER

APPLY NOW



If you have not downloaded the Application Form and Budget Spreadsheet, please [download here](#).  
Upon successful submission, you will not be able to change your team members.

APPLICATION SUBMISSION

\*The application form can only be submitted after you have formed a Team (a minimum of ONE Malaysian Principal Applicant and ONE UK Principal Applicant), and the submission can only be done by either the Malaysian or UK Principal Applicant.

# WEB PLATFORM – CREATE TEAM

[< Back to profile page](#) **LOGOUT**

POWERED BY

[BRIEF](#) [GRANT](#) [ORGANISERS](#) [TIMELINE](#) [CRITERIA](#) [FAQS](#) [ENQUIRIES](#)

Invite collaborator as a:

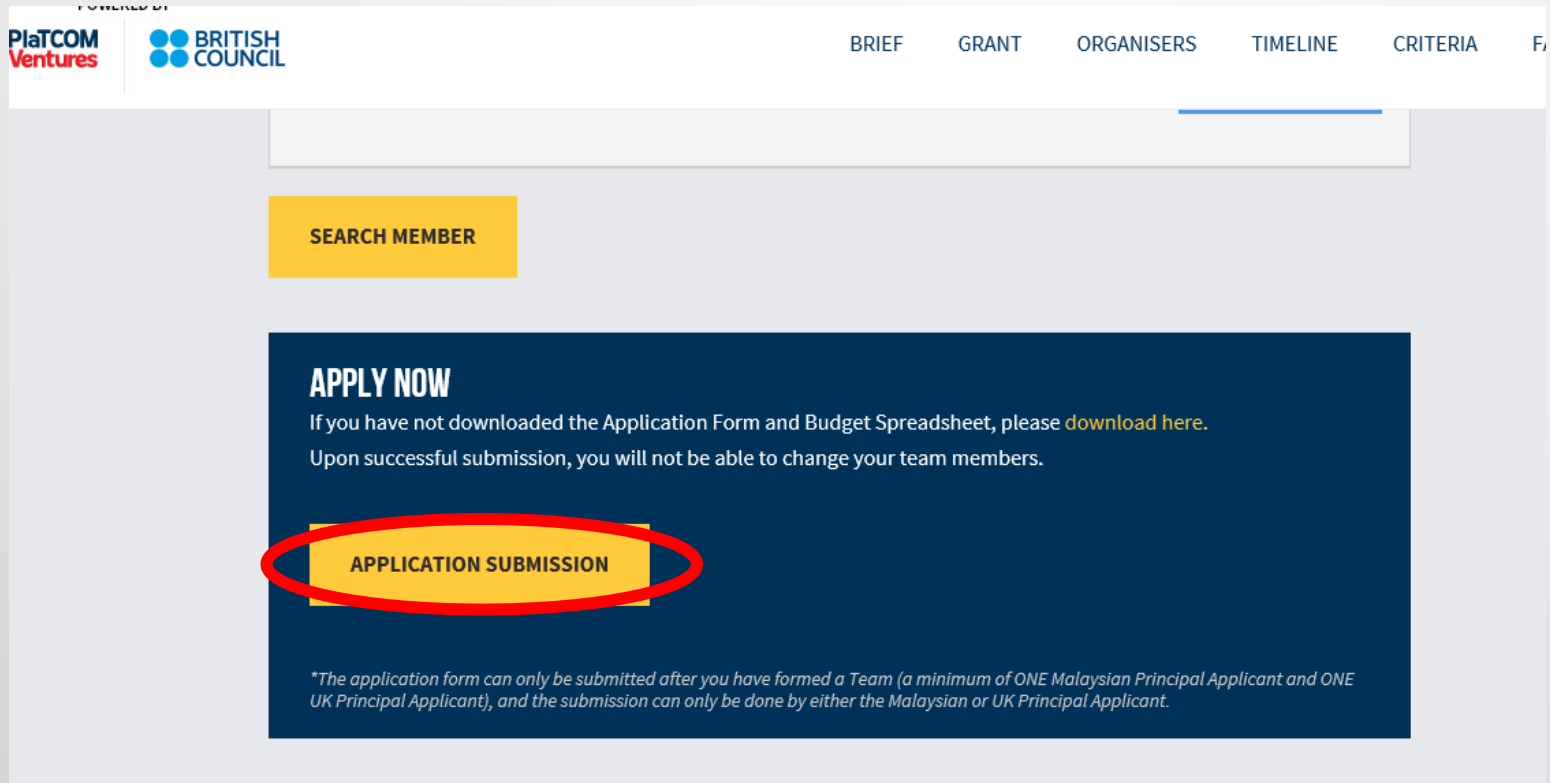
<b>MALAYSIA PRINCIPAL APPLICANT</b>	<b>UK PRINCIPAL APPLICANT</b>
<b>MALAYSIA ASSOCIATE PARTNER</b>	<b>UK ASSOCIATE PARTNER</b>

# DOCUMENTS

Completed and signed Application Form
Completed Budget Spreadsheet
CVs of all project team members referred to above
Gantt chart for proposed project timeline, activities, milestones and deliverables
<b>Malaysia Principal Applicant only</b>
Certified true copies of Form 9, Form 24, Form 44, and M&A of the Applicant company
Certified true copy of Company's latest audited account/management accounts for the last three (3) years
5-year Financial Projection (Income statement, balance sheet and cash flow)
Other attachments (including Gantt Chart; Detailed Five-Year Financial Projection and Assumptions – Income Statement, Cash Flow, Balance Sheet; other supporting documents such as Letter of Intent, Technology/IP Licensing/Transfer Agreement, etc.)
<b>UK Principal Applicant only</b>
Supporting letter, on headed paper, signed by the Head of the Institution or personnel with appropriate delegated authority, giving specific commitment to the project. Supporting letters are not signed by the Principal Applicant. (To be provided for UK Principal Applicant only)



# WEB PLATFORM – SUBMISSION



The screenshot shows a web platform interface. At the top, there is a navigation bar with the logos for 'PlatCOM Ventures' and 'BRITISH COUNCIL' on the left, and a menu with links: 'BRIEF', 'GRANT', 'ORGANISERS', 'TIMELINE', 'CRITERIA', and 'F'. Below the navigation bar, there is a yellow button labeled 'SEARCH MEMBER'. In the center, there is a dark blue box with the heading 'APPLY NOW'. Below this heading, there is text: 'If you have not downloaded the Application Form and Budget Spreadsheet, please [download here](#). Upon successful submission, you will not be able to change your team members.' Below this text is a yellow button labeled 'APPLICATION SUBMISSION', which is circled in red. At the bottom of the blue box, there is a small italicized note: '\*The application form can only be submitted after you have formed a Team (a minimum of ONE Malaysian Principal Applicant and ONE UK Principal Applicant), and the submission can only be done by either the Malaysian or UK Principal Applicant.'

POWERED BY

PlatCOM Ventures

BRITISH COUNCIL

BRIEF GRANT ORGANISERS TIMELINE CRITERIA F

SEARCH MEMBER

**APPLY NOW**

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Upon successful submission, you will not be able to change your team members.

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# ASSESSMENT PROCESS

## Criteria:

1. Pathway to Economic Development and Social Welfare
2. Strength of Malaysian Principal Applicant
3. Strength of UK Principal Applicant
4. Project Details – Technology Solution
5. Project Details – Project Team
6. Market Potential
7. Capacity and Capability to Commercialise
8. Sustainability
9. Funding

# ASSESSMENT PROCESS

## 1. Pathway to economic development and social welfare

The proposal clearly articulates a plausible pathway for the research to lead to positive impact on the lives of people on low income and contribute to the economic development and social welfare of the partner country and within a reasonable timeframe (3-15 years).

## 2. Malaysian Principal Applicant

- Strength of company management – in terms of relevant work experience, etc.
- Track record of commercialisation successes
- Commitment to embrace an innovating culture within the organisation
- Strength in financial track record – revenue generation, profit-making, internal accruals, etc.
- Strength in IP track record – in terms of IP strategy, etc.
- Previous grant track record – ensure genuine need for grant

# ASSESSMENT PROCESS

3. UK Principal Applicant
  - Strength of Principal Applicant – in terms of relevant work experience, etc.
  - Track record of capacity to undertake high-quality research
  - Track record of dengue related research
4. Project Details – Technology solution
  - The proposed solution is novel/innovative
  - The problem statement is genuine, hence leading to a market need or demand
  - The proposed solution (in the description of the technology solution) is able to address the problem statement
  - The technology is versatile and can be applied in various fields (platform technology)
  - The proposed solution has been developed to a stage where first sale is highly likely to be obtained by the completion of the project
  - The competing technologies listed are as close as possible a comparison to the proposed solution
  - The proposed solution is considerably superior to the competing technologies
  - Achievable and significant project deliverables and benefits
  - Risks identified can be mitigated
  - Key IPs which form the technology solution are protected – granted patents, etc. OR SOPs are in place to ensure trade secrets are well-kept and documented

# ASSESSMENT PROCESS

## 5. Project Details – Project Team

- Highly relevant work experience
- Highly relevant 'Highest Qualification'
- Position/Role in the organisation which gives sufficient authority to ensure project success without organisational obstacles
- Joint project team is a collaboration of the right individuals/organisations who can add value to the project and ensure the success of the project

## 6. Market Potential

- Big global market size
- Accurately identified target market segments
- Very likely to penetrate market and grab a portion of the market from existing industry competitors (weighed against market saturation)

# ASSESSMENT PROCESS

## 7. Capacity and Capability to Commercialise

- Good business model to ensure successful commercialisation
- Good marketing strategy to ensure successful commercialisation
- Very likely to generate first sales by completion of the project
- Lined-up customers have been identified and engaged, with evidential documentation (e.g. Letter of Interest/Intent/Support) has been obtained
- Low barrier to market entry – regulatory, tax, policies

## 8. Sustainability

- The collaboration supports the institutional capacity to translate research into economic or societal benefit, for example through establishing new relationships with non-academic partners, or setting up new processes for technology transfer
- The proposal includes a clear and feasible description of how the participating institutions/organisations intend to sustain their collaboration over the longer term

# ASSESSMENT PROCESS

## 9. Funding

- The requested amount reflects genuine needs/gaps to the commercialisation of the proposed solution
- The reasonableness of the proposed cost and financing pattern measured against project benefits
- The team demonstrates a commitment to the collaboration through provision of in-kind resources (capital, human resource, etc.)
- Good return on investment in 5-year financial projection

# AGREEMENTS & DISBURSEMENT

- Successful Malaysian Principal applicants will be bound to PlaTCOM Ventures by way of a Concept-to-Commercialisation Gap Fund (CCGF) Agreement.
- Successful UK Principal applicants will be bound to the British Council by way of a Fund Agreement.
- All Fund Agreements will be signed conditional upon the submission of the following by successful Teams:
  - Collaboration Agreement signed by all Members of the Team,
  - Technology Transfer/Licensing Agreement (if relevant),
  - Consultancy Agreement (if relevant).



# AGREEMENTS & DISBURSEMENT

- Fund disbursement for successful Malaysian Principal Applicants:
  - Payments will be made by PlaTCOM Ventures in stages/tranches according to the terms of the CCGF Agreement.
  - An up-front initial payment will be disbursed upon commencement of the project.
  - Subsequent disbursements are on a reimbursement basis and will be executed upon completion of the pre-determined milestones and deliverables.
  - PlaTCOM Ventures has absolute discretion to review the grant approval or the aggregate amount to be disbursed for the project.

# Key Dates

Activity	Date
Open call	4 January 2016
Application deadline	31 March 2016
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# Q&A

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