

### KEY QUESTIONS FOR DOSSIER – CATEGORY: RESEARCH & DEVELOPMENT IN SME'S

## Quality of research

- Please describe your project (product/process/service/service etc.).
- What is the research behind the project? Please explain the state-of-the-art of your research and distinguish it from other current research results (including mention of relevant publications, awards etc.).

## Innovative content and unique selling point.

- How novel and innovative is your project? What real, relevant problem has been solved?
- What is the unique selling point of the submitted project? How does it differ from other projects?

#### **Economic success**

- Please describe the successes already achieved (market entry, commercial availability etc.) of your project.
- Please explain the underlying business model and a description of the market. What growth has been achieved (scaling)?
- Who are the specific application groups (target groups)? What is the benefit for them?
- Which team is behind the project? What competencies are covered? Is there access to other (scientific) research partners? If so, please upload a letter of recommendation.

#### Economic relevance for Austria

What contribution has the project already made to Austria as a business location? How relevant is it for Austria's economy?

# Effect and impact

- What impact was achieved by the project (profit, turnover, income, incl. project-related sales/licenses, excluding subsidies)? How does this differ from other relevant market participants? How is this reflected in the output (e.g. licenses, patents, trademark, copyrights, strategies for technology transfer, prototypes, demo versions, etc.) or outcome (effect on the target group)?
- What further developments of the project (product, service, process etc.) are possible, envisaged or conceivable?
- Please explain the special significance for the sustainable development of the company itself or for the industry/sector/branch of the economy (e.g. securing/expanding the location, jobs etc.).
- Are scaling steps planned (new markets, geographically, content-wise etc.)?
- What is the societal benefit achieved and the contribution to the SDGs?

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