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| --- | --- | --- | --- |
| **[Name of foreign company – name of Danish company (relevant product or name of project)]** | | | Request date: |
| ICC case ref.: |
| Product/service in ICC: |
| Foreign supplier |  | Contact person |  |
| Email |  | Telephone |  |
| Danish company |  | Contact person |  |
| Email |  | Telephone |  |
| Project description  Scope of ICC  Product/service  Business model  Project phases, transfers and IP  Sales forecast | **1. Introduction to the project**  *- What is the subject matter of the project? Please apply a layman terminology.*  *- What are the objectives and success criteria? Please elaborate on the challenge and the intended use case that the project will address.*  *- What are the key competences of the involved parties?*  **2. Scope of the relevant ICC**  - *Please argue as to how the product/service of the project is to be considered defence equipment / services following the definition under EU law (directive 2009/81).*  - *Please explain why and how the project is within the scope of the relevant ICC as described in article 6 of the ICC. Please take note that under the ICC it is a requirement that the project relates either directly to the specific DALO acquisition covered by the ICC or corresponding defence equipment.*  *- Please list the strategic technology areas under the ICC applicable to the project.*  **3. Product / service in scope**  *- Please outline in detail the product /service to be developed along with any relevant visuals or graphic illustrations.*  *- What is the expected TRL of the product/service to be developed?*  **4. Business model for the Danish company**  *- What is the setup of the co-operation between the foreign supplier and the Danish company? Please choose one or more of the following archetypes and expand the argument:*   1. *Built-to-print production of an existing physical component/subsystem* 2. *Engineer-to-order: development and production of new component/subsystem* 3. *Design-to-order: supported delivery of a service (engineering / design / etc.)* 4. *Danish IP-owner: development of new product/service with DK IP-ownership* 5. *Establishment of a Danish subsidiary (design / development / FA/MRO / etc.)* 6. *Ramp-up of DK company to perform local FA/MRO services* 7. *Marketing support to DK company* 8. *Optimization of Danish company’s production facilities*   *- What is the anticipated business model for the Danish company?*  *- What sales channels will the Danish company be seeking out?*  *- Who are the potential customers and markets?*  **5. Project phases, transfers and IP**  *- Please describe the project outline, various phases and steps as well as the expected project timeline.*  *- Please describe the various transfers from the foreign supplier to the Danish company. Please note that the associated spreadsheet should include a more comprehensive description as well as detailed valuations of all individual transfers.*  *- Please elaborate whether the transfers from the foreign supplier to the Danish company involves the transfer of IP rights (fully or partially), licensing agreements, right to usage or similar. In this regard please note if the Danish company foresees to include the value of one or more of the transfers in the annual accounts of the company.*  *- Please describe if the transfers to the Danish company involves any legal or commercial restrictions on the Danish company.*  **6. Forecasted follow-on sales**  *- What is the forecasted follow-on sales volume of defence goods or services related to the project for the Danish company. Please provide a forecast covering the full lifetime on the market for the product / service. Please divide the follow-on sales forecast into separate streams listing expected sales directly to the foreign supplier vis-à-vis third parties. This is done in order for DBA to assess a potential 50 % milestone bonus on the sales going directly to the foreign supplier.* | | |
| Ref. to attachments | *Please attach a detailed spreadsheet using the DBA template and a confirmation from the CEO of the involved company in Denmark, cf. article 7.1 in the ICC template (only relevant for ICC signed after the 1st of July 2014). The spreadsheet should adequately and in details describe the individual activities in the project[[1]](#footnote-1). Other additional information can be attached if need be.* | | |

1. Please note that the reported starting date of the project as well as the reported milestone dates will form the basis of the DBA pre-approval. If the project has not been started in accordance with the pre-approval, the DBA reserves the right to re-evaluate the project. If a project activity does not take place prior to the deadlines set forth in the pre-approval, the activity might not get credited. All major changes to a pre-approval (including changes to the project time-table) must be approved by the DBA prior to the changes taking place. If no current or future project activities can be proved, the DBA reserves the right to annul the pre-approval which means that any outstanding project elements will not get credited. [↑](#footnote-ref-1)