|  |  |  |  |
| --- | --- | --- | --- |
| [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  Screening model  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 challenges that the project will address and the intended use of the developed product. * *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 argue how the project relates to the relevant domain described in article 6.3 of the ICC.   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. Information from the Danish company regarding civil sector products  *IF the Danish company operates exclusively within the military sector, the DBA requires a statement by the CEO of the Danish company stating this.*  *IF the Danish company produces civil sector products/services, the DBA will make an assessment of competitiveness as described in article 7 of the ICC. The information is to be provided by the Danish company directly to the DBA using DBA’s template.*  5. 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?   6. 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 take note that as for the transfer of technology in development projects, DBA uses a fixed procedure for assessing the value of the technology based on the relief-from-royalty method. The valuation is based on the estimated follow-on sales generated by the project within a 10-year period. * The release of credits pertained to technology transfers can be contingent on meeting pre-approved follow-on sales targets. * 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.   7. Forecasted follow-on sales   * What are the forecasted follow-on sales of defence goods or services related to the project for the Danish company. Please provide a forecast covering a maximum of 10 years (or up until the expiration date of the relevant ICC) on the market for the product / service. Please divide the follow-on sales forecast into expected sales per year. This is done in order for the DBA to assess a potential 100 % milestone bonus on the sales going directly to the foreign supplier or any third parties within a ten-year period running from the completion of the project’s development phase.[[1]](#footnote-1) | | |
| Ref. to attachments | * *Please attach a detailed spreadsheet using the DBA template. The spreadsheet should adequately and in details describe the individual activities in the project.[[2]](#footnote-2)* * *Please attach a confirmation from the CEO of the involved company in Denmark stating that they agree with the project terms.* * *Please also make sure that the Danish company in question sends the relevant information on any civil sector products, cf. point 4 above.* * *Other additional information can be attached if need be.* | | |

1. Please note that DBA’s case handling of the request for pre-approval of the industrial co-operation project has no bearing to any subsequent applications for export control permits under the Danish export control legislation. An export control permit shall be applied for at the competent Danish authority in a separate procedure. [↑](#footnote-ref-1)
2. Please note that the estimated time frame of the project 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-2)