

## INTonomous CALL FOR INTEREST :

### ACCELERATION PROGRAMME and INTERNATIONAL MISSION to USA

#### **FACSIMILE** application form

**NOTE:** the application has to be submitted through the online tool: >> [CLICK  
HERE <<](#)

Call for interest to participate to the Acceleration Programme, aimed at preparing European SMEs and start-ups to approach USA Autonomous Driving market, under the INTonomous project.

LANGUAGE: English

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DEADLINE: September 7th, 2021 - 12:00 CET

NOTE: filling out the form requires about 20 minutes; it is not possible to save the given answers and modify in a second moment: all fields have to be filled at the same time. To easily prepare your answers, you can download the facsimile form.

PRIVACY: the provided information will be used exclusively by the INTonomous consortium for the purposes of the project, maintaining the privacy of the personal data. The consortium may spread the given information only in an aggregated way.

FAQs: The Frequently Asked Questions (FAQs), gathered via e-mail ([info@intonomous.eu](mailto:info@intonomous.eu)) until 5 days before the submission deadline, will be shared and regularly updated in the Open Call webpage.

This Call is part of the Project INTonomous, which has received funding from the European Union's COSME Programme (2014-2020) - Grant Agreement No 951191.

## Company general information

*\* All fields are required*

- a. Company name \*
- b. Website \*
- c. Is your company member of a Cluster? \*
- Autoklastr
  - bwcon
  - Media Evolution
  - NextMove (Mov'eo)
  - Fondazione Torino Wireless
  - Zone Cluster
  - None
  - Other: \_\_\_\_\_
- d. Headquarter address \*
- e. Headquarter Country \*
- f. Main contact name and surname \*
- g. Main contact role in the company \*
- h. Main contact direct e-mail address \*

## Section 1 – Company profile

1.1 Year of foundation \*

1.2 Company size \*

*INTonomous considers as SME any Micro-Small-Medium Enterprise fulfilling the European Commission Recommendation 2003/361/EC and the SME [user guide](#).*

- Start-up
- Micro
- Small
- Zone Cluster
- Medium

1.3 Number of Full-Time Employees (FTEs) \*

1.4 Company turnover (€, 2019 or 2020): \*

1.5 What percentage of your turnover corresponds to the Autonomous driving market? \*

0%	1	2	3	4	5	6	7	8	9	10	100% of the total turnover
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

1.6 Do you have a dedicated commercial figure in your staff? \*

- YES
- NO

## Section 2 – Your main Autonomous Driving solution (1<sup>st</sup>)

Please, describe in this section the Autonomous driving solution your company is proposing to USA's Autonomous driving market. The solution must be an Autonomous driving product or service with some innovative key-elements and already on the market. Up to three solutions can be added.

2.1 Name of the Autonomous driving solution \*

2.2 Select the Autonomous driving specialisation segment your solution corresponds to \*

The following Autonomous driving applications represent the INTonomous focus. If your solution doesn't fit with these categories, please select "Other" and specify the referred segment of application. Tick all that apply.

- ADAS
- Driver monitoring
- Innovative HMIs
- AI based solutions
- Testing and validation algorithms
- Radar, Lidar and sensors
- Autonomous mobility services
- Virtual environments for simulation purpose
- V2V & V2X communication
- Data management & Cybersecurity
- Vehicles/VRU interactions
- Autonomous mobility services
- Autonomous vehicles for last mile delivery, Autonomous trucks and logistics
- Parking management
- Drones

Other \_\_\_\_\_

**2.3 Description of the Autonomous Driving solution \***

Shortly describe the implemented technology and the Mobility issue your solution is answering to. Maximum character limit of 1000.

**2.4 What are your solution's competitive advantages and differentiating features for the Autonomous driving market? \***

Indicate at least 3 competitive advantages / differentiating features of your solution.

Maximum character limit of 500.

**2.5 Related target customers \***

Maximum character limit of 1000.

**2.6 Indicate some customer references; if not possible, provide an example of use case. \***

Maximum character limit of 500.

**2.7 Who are your main competitors? \***

Maximum character limit of 500.

**2.8 Would your product need to be adapted for the USA market? \***

Choose as many options as you like

- NO
- YES: Language
- YES: standards, certifications, restrictions
- YES: end-users' different needs and culture
- Other \_\_\_\_\_

**2.9 Patents protected (IP) \***

Maximum character limit of 500.

2.10 Do you want to add a 2nd Autonomous Driving solution? \*

A maximum number of 3 solutions can be described

- YES
- NO: Skip to [Section 3 – International activity](#)

The same section can be filled for a 2<sup>nd</sup> and 3<sup>d</sup> Autonomous driving solution.

## Section 3 – International activity

3.1 Currently, does your company have any international activity? \*

- YES (even occasionally)
- NO

3.2 If yes, in which countries and which kind of strategy / activity?

Maximum character limit of 500.

3.3 Which is the degree of maturity of your internationalisation experience? \*

- Exploring
- Early phase
- Expanding
- Mature
- Declining

3.4 Do you have an English version of your website? \*

- YES
- NO

3.4.1 If yes, which is the link of the English version of your website?

3.5 What kind of activities does your company have on the international markets? \*

Choose as many options as you like.

- Technological partnerships
- Production partnerships

- Commercial partnerships
- Direct export activity
- Distributions or sales agent in the foreign country
- Direct export activity (e.g. export office in the original country)
- International joint ventures
- Temporary / virtual offices
- Subsidiary / Branch (FDI)
- None
- Other: \_\_\_\_\_

3.6 Do you have an export division within your company? \*

- YES
- NO

3.7 What's the percentage of turnover generated by the INTERNATIONAL activities of your company? \*

	1	2	3	4	5	6	7	8	9	10	100% of the total turnover
0%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

3.8 Out of total international turnover, what's the % of the AUTONOMOUS DRIVING market?

	1	2	3	4	5	6	7	8	9	10	100% of the international turnover
0%	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

## Section 4 – International perspectives: Going international: USA

Please, answer the following questions taking into account the Autonomous Driving solution(s) your company is proposing on the USA market.

4.1 Has your company any international activity in the target market USA?

\*

- YES, (even occasionally)
- NO

4.2 Explain your company's motivations to expand to this international market

\*

Describe the corporate objectives of the international expansion (for example: to increase competitiveness by accessing to new technologies and know-how, to reach new fast-growing markets, to enhance productivity by reducing production costs, ...). Maximum character limit of 1000.

4.3 What kind of exploration activities for the Autonomous Driving market in USA has your company already done? \*

Tick all that apply.

- Market research
- Contact with the supporting institutions (chambers of commerce, embassies, foreign investment agencies, ...)
- Internationalisation business plan
- Product adaptation
- Partners search
- Virtual office
- Distributors / sales agent search
- Distributors
- None
- Other: \_\_\_\_\_

4.4 Do you have a strategy / mid-term goal related to internationalisation towards USA? \*

Maximum character limit of 500.

4.5 What kind of support/service you consider the most important to be prepared to enter the USA market? \*

Maximum character limit of 500.



4.6 Do you already have customers/clients/partners/agreements in USA? If yes, please mention some references and customers pain points. \*

Maximum character limit of 800.

4.7 Do you have a percentage of your revenues and/or funds available for your development in USA ? \*

Maximum character limit of 500.

4.8 Comments, specific needs and preferences \*

Maximum character limit of 500.

## Section 5 - Commitment to the Acceleration Programme for USA

5.1 Each selected company has to be established in the Member States countries of the European Union (EU) or in a country part of the [COSME countries list](#) to be eligible for this call.

- I confirm my status as a EU or COSME company.

5.2 Each selected company has to confirm its commitment to follow the Acceleration Programme and the online EU matchmaking event, assuring its participation to the planned activities. The total foreseen effort per company is approximately 3 days. \*

- I confirm my commitment.

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