

# TRIAS BV

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[www.trias-subsidie.nl](http://www.trias-subsidie.nl)

[www.subsidievolgsysteem.nl](http://www.subsidievolgsysteem.nl)

# TRIAS: leading in Grants Consultancy

Working (together) on your sustainable, social and innovative projects!



# In de praktijk



SYSTEMEC



MICHAEL KORS

T R I A S

Subsidies | Projecten | Management

## INHOUDSOPGAVE

- A succesfull funding strategy
- The application
- The implementation
- Ready? Go!

# From the maze of grants...



Rijksdienst voor Ondernemend  
Nederland

provincie limburg



**STIMULUS**

Programmamanagement

**LIOF**



**NWO**

# Towards a successful funding strategy!



## Grants are the means not the main goal!

- The project / company is leading!
- What is your total budget need?



## The administrative requirements have to be met

- Is cofinancing possible?
- Wage costs (set tarif, actual costs?)
- Advance payments



## The grant has to match with your company / innovation!

- World new innovation?
- Alone or with partners?



## The TRL-level of the project has to match with the grant!

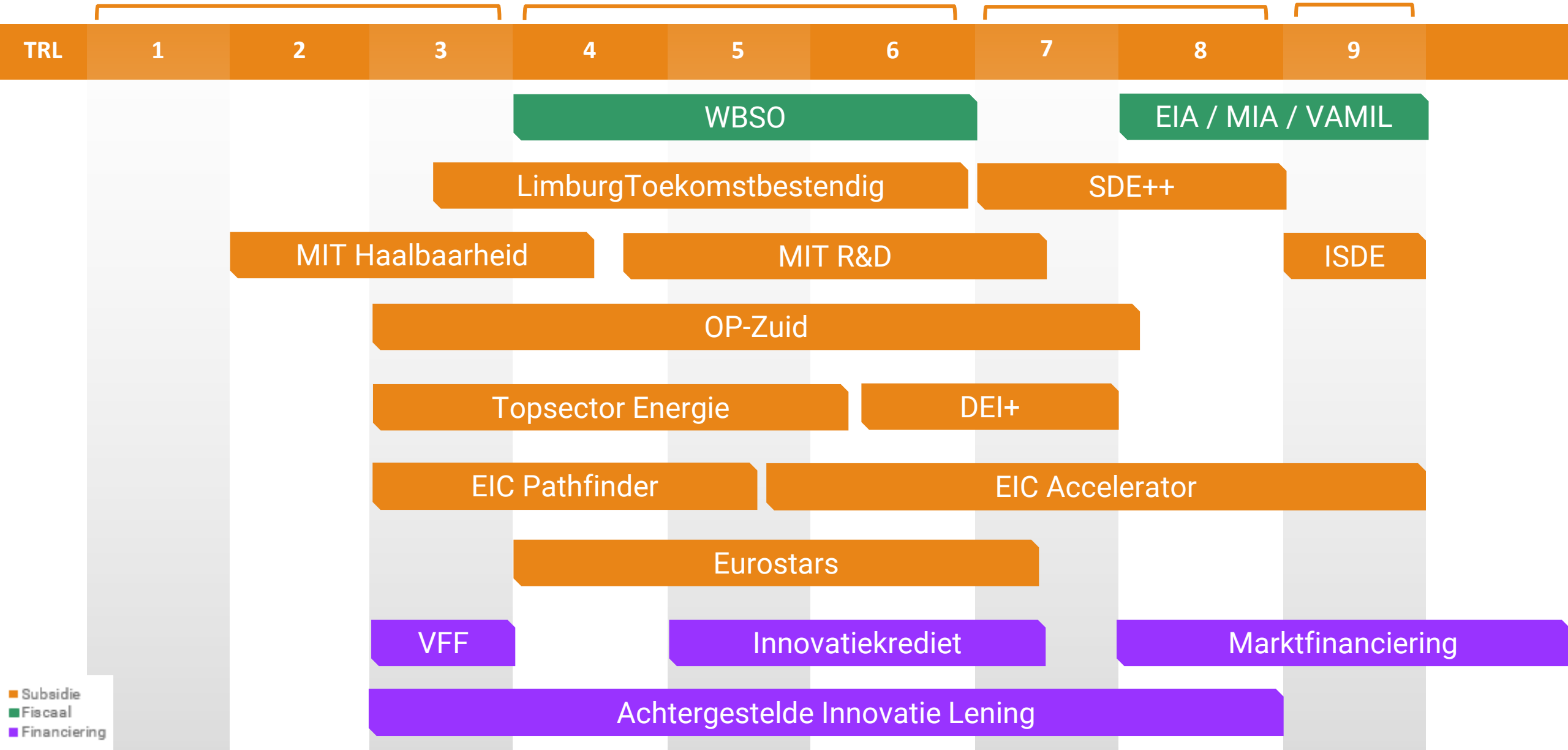
- Fundamental
- Feasibility
- R&D
- Demonstration

Discovery

Development

Demonstration

Deployment



■ Subsidie  
■ Fiscaal  
■ Financiering

# The writing can begin



## Be clear

- Explain your company your technology and your choices so far!
- Don't leave things up to imagination



## Be to the point

- Answer the questions
- Don't use more words then needed



## Be correct

- Read the conditions
- Have a second reader
- Be on time!!





# Grant application = business plan



## Think about the customer / end user

- Why and how much are they going to pay?
- How are you going to reach them?



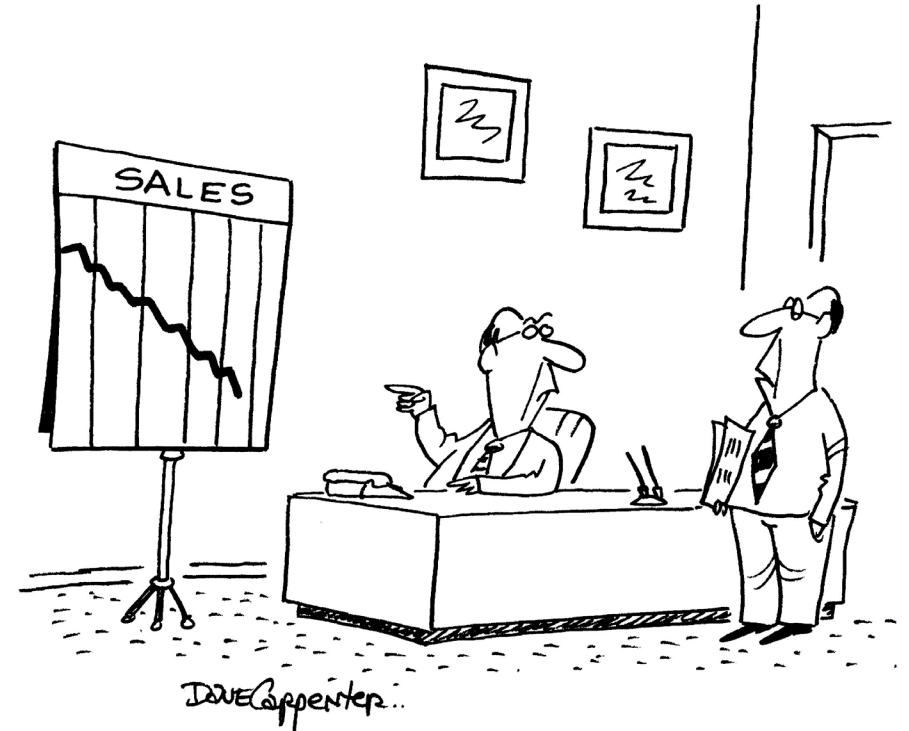
## Think like an investor

- Cost price calculations
- Return on Investment
- Be positive but realistic (however think big!)
- Put some effort in it, not only the tech-part



## Innovation

- Who are your competitors? There are always some!
- Why do you beat them?
- How feasible is the development?



**“ The sales team did all they could, so I’d have to say the blame for that must fall on the consumer.”**

# The implementation



## Grants are not 'free money'

- The grant is based on actual occurred costs
- Make sure you have a transparent and up-to-date administration
- Check reporting requirements



## In-kind contributions in hours

- Some grants work with a set hourly rate
- However there should be proof of employment
- The total hours should be realistic



## Communicate

- About administrative requirements within organisation
- About changes / delays towards grant executing agency



# Ready? Go!



## Don't rely on grants alone

- Almost never 100% funding, there is always an own contribution
- Grants are never paid 100% up front; you need own funding to survive! (also to commercialize)
- Mix different instruments and devide the work! (own money, VC's, Loans and Grants)



## Plan ahead

- Grants are slow!
- Divide company strategy into 'projects' according to phase
- Combine different instruments where possible



## Use the help of professionals

- RVO, LIOF, etc. can help!
- Professional consultants can help! It increases your succesrate!

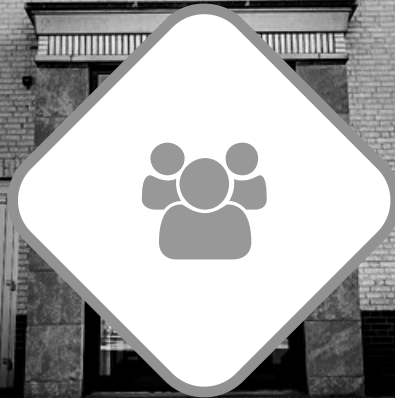




## Match

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- Free Grant check!
- Practical advice
- Step by step plan



## Application

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- Writing the project
- Collecting and checking annexes
- Contacting grant agency
- (online) Submission



## Execution

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- Project Start Up
- Administrative support
- Support with interim and end reports
- Support with audits

# Digital Surgical Loupe

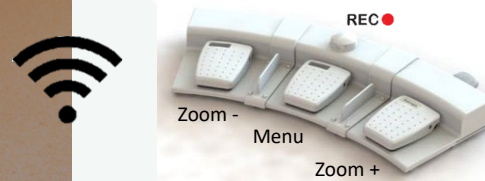
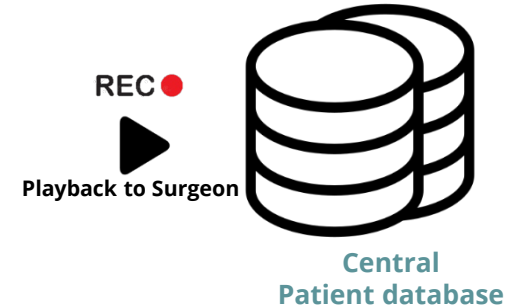
Digital Visual Instruments and Image Platform  
for  
the Surgical Specialist and Team



**Jaap Heukelom**



# Head Mounted integrated visual platform



Footswitch

**BARCO**  
OR Medical Grade PC  
..like Barco Nexxis IP platform



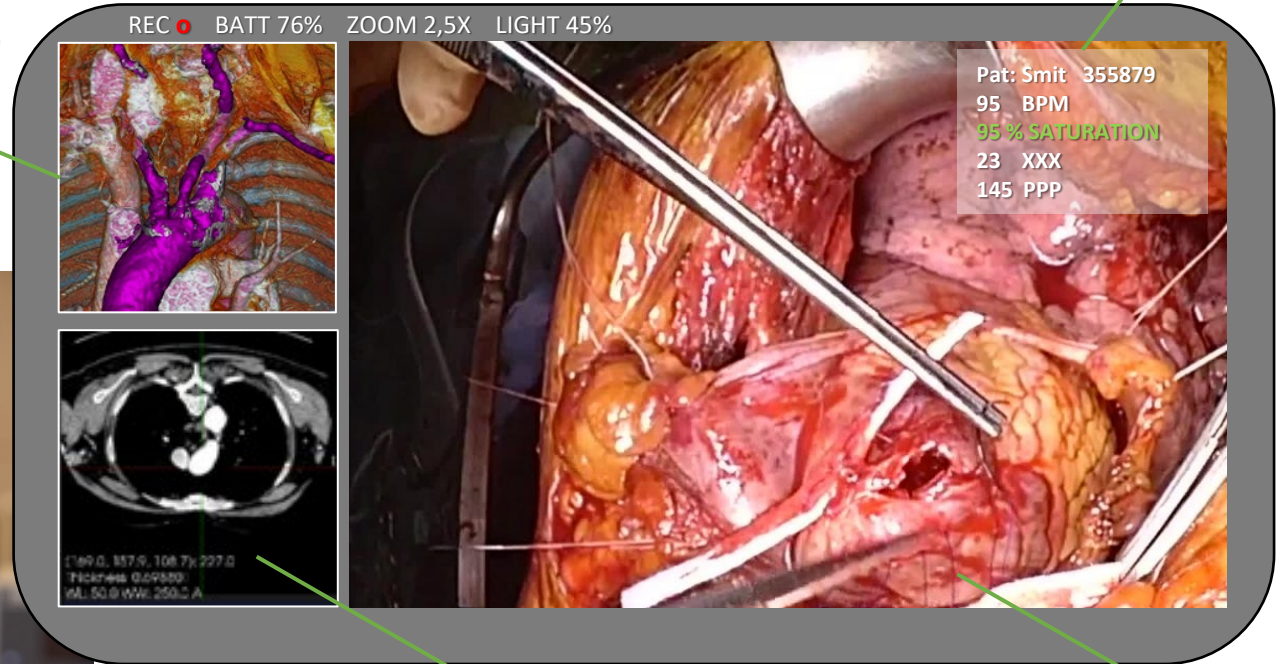
# Digital Surgical Eyes with Two-way Image Streaming



Versatile Data  
Information panel 1:  
CT Angiography, Vesalius 3D

ID & Life Support Data

## Headmount Digital Loupe - 'HMDL'



Versatile Data  
Information panel 2:  
CT Scan

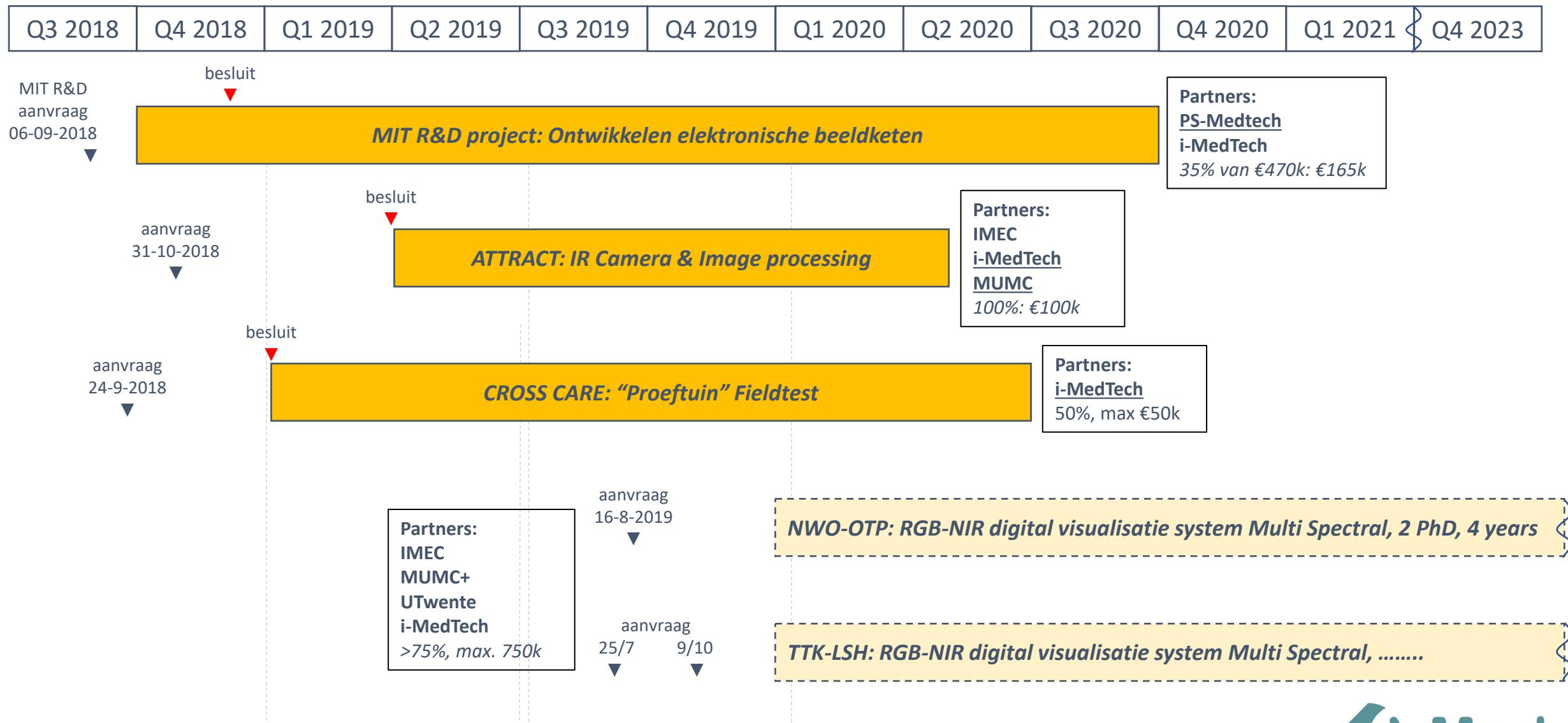
Live 3D View - Actual Workspace



# i-Med Technology; Innovatie en subsidie plan

## Gantt planning chart

03-07-2019





# i-Med Technology BV; Innovatie en subsidie plan

Overview Technology, Development & partners

01-04-2019

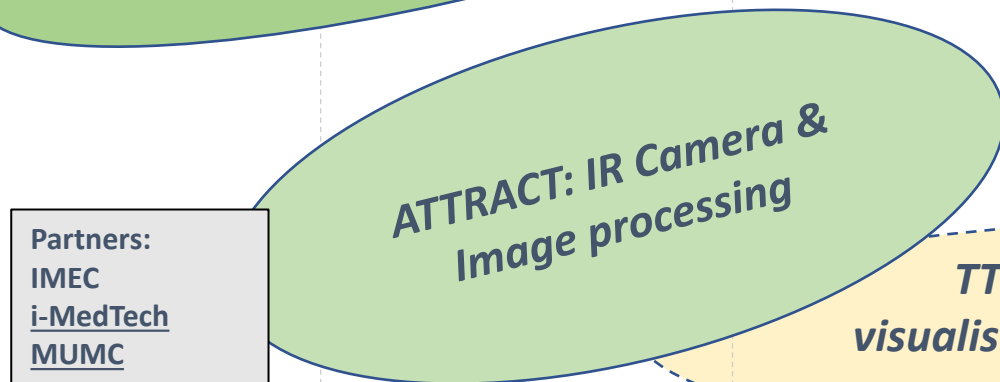
Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q4 2023
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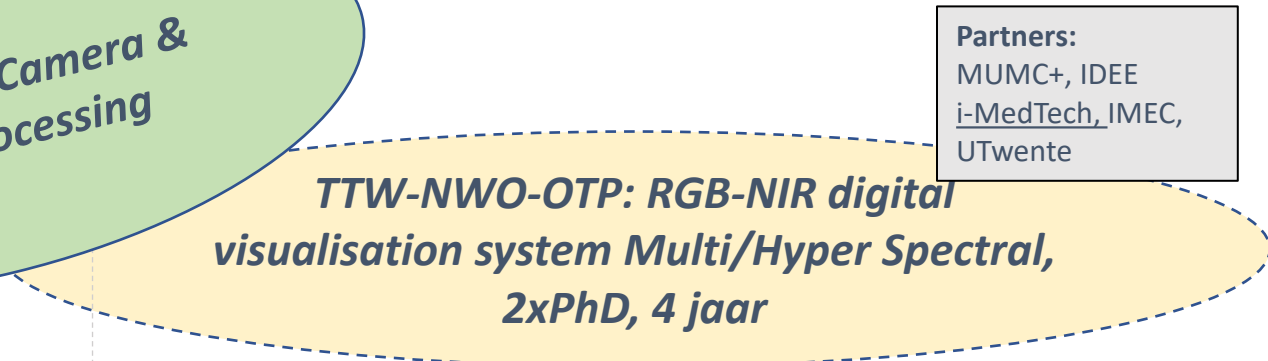
Partners:  
PS-Medtech  
i-MedTech



Partners:  
i-MedTech



Partners:  
IMEC  
i-MedTech  
MUMC



Partners:  
MUMC+, IDEE  
i-MedTech, IMEC,  
UTwente

# Awarded 2018-2020

grants, 7x



2 x



1 x

1 x

selected



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**Questions?**

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# Contact details



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## Website

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