

BILATERAL COOPERATION FORM
Guangdong(China)-Israel Cooperation Program
双边合作项目申报表
中国广东-以色列合作计划
广东-以色列产业研发双边合作项目表

How to complete and submit this form?

Both partners applying for the program should fill in this form together in English (Or English and Chinese) and submit it to the two counterpart agencies.

Please check the [Guangdong-Israel Program Guidelines](#) before completing this form.

It will provide valuable information and tips on how to answer each section.

Both partners applying for the program should fill this form in together and submit it to the two counterpart agencies. Please include along with this form a signed letter of intent (LOI) outlining the IP plans, as well as resumes/CVs of key personnel.

说明：申请该计划的双方都应当填写本表格，并提交给两个对应机构。请随本表格附上双方签署的意向书，简要列出IP计划以及关键人员的简历。

Israeli Applicants, please contact **Ms. Talia Goshen** (Talia.Goshen@innovationisrael.org.il) for further information.

Guangdong Applicants please contact **Ms. Xu Zhe (Stella)** (xuz@gdstc.gov.cn) for further information.

1. General Information 总体信息

1.1 Project Title
项目名称

(Do not exceed 120 characters) (不超过 120 个字)

1.2 Submission Date
提交日期

1.3 Summary
项目摘要

(Do not exceed 240 characters) (不超过 240 个字)

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Guangdong(China)-Israel Cooperation Program

双边合作项目申报表

中国广东-以色列合作计划

1.4 Technology Sector & Subsector of Project (Select 1 sector and 1 corresponding subsector)

项目的技术部分以及分项 (选择一个部分和对应的一个分项)

- Clean-Tech 清洁技术**
 - Agrobiotech 农业生物技术
 - Energy 能源
 - Environment 环境
 - Materials 材料
 - Water Technologies 水技术

- Communications 通讯**
 - Broadband Access 宽带接入
 - Broadcast 广播
 - Enterprise Networking 企业网络
 - Home Networking 家庭网络
 - Mobile Applications 移动应用
 - NGN & Convergence 下一代网络与融合
 - Optical Networking 光纤网络
 - Telecom Applications 电信应用
 - VoIP & IP Telephony VoIP 与 IP 电话技术
 - Wireless Applications 无线应用
 - Wireless Infrastructure 无线基础设施

- Internet 互联网**
 - Content Delivery 内容传递
 - Content Management 内容管理
 - e-Commerce 电子商务
 - E-Learning 电子学习
 - Internet Applications 互联网应用
 - Internet Infrastructure 互联网基础设施
 - Online Advertising 在线广告
 - Online Entertainment 在线娱乐
 - Search Engines 搜索引擎
 - Social Networks 社交网络

- IT & Enterprise Software 信息技术与企业软件**
 - Business Analytics 商务分析
 - Security 安全性
 - Enterprise Applications 企业应用
 - Enterprise Infrastructure 企业基础设施
 - Miscellaneous Software 各种软件
 - Design and Development Tools 设计与开发工具

- Life Sciences 生命科学**
 - Agrobiotech 农业生物技术
 - Bioinformatics 生物信息学
 - Biologicals 生物制剂
 - Diagnostics 诊断学
 - Healthcare IT 医疗保健信息技术
 - Industrial 工业
 - Medical Devices 医疗器材
 - Telemedicine 远程医疗
 - Therapeutics 治疗学

- Miscellaneous Technologies 其它技术**
 - Defense 防御
 - Hardware 硬件
 - Industrial Technologies 工业技术
 - Miscellaneous 其它
 - Nanotechnology 纳米技术

- Semiconductors 半导体**
 - Fabrication and Testing 制作与测试
 - Manufacturing Equipment & EDA 制造设备与 EDA
 - Memory & Storage 内存与存储
 - Miscellaneous Semiconductors 各种半导体

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双边合作项目申报表

中国广东-以色列合作计划

- Network Processors 网络处理器
 Processors & RFID 处理器与 RFID
 Security Semiconductors 安全半导体
 Video, Image & Audio 视频、图像与音频

1.5 Participants' Contributions 参与单位的贡献

Company Name 公司名称	Country 国别	Role of Participant 在项目中的作用	Contribution * (%) 贡献率 (%)	Budget (\$US) 预算 (美元)	Duration (Months) 服务时间 (月)
	China	<i>e.g. Development of the chip</i>	<i>See (*) below</i>	<i>Please fill in the budget that is requested for the entire project (not just for 1 year)</i>	<i>Please fill in the entire duration of the project (e.g. 12, 18, 24 months)</i>
	Israel				
Total: 总计					

***Contribution (%):** Please demonstrate the balanced technological contribution between the partners from both countries. This recommended contribution should be no less than 30% to one partner and no more that 70% to the other partner in case there are two companies involved.

1.6 Start Date: **End Date:**
 项目开始时间: 项目结束时间

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2. Project Outline 项目概要

2.1 Project Description 项目描述

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In approximately 1 page, describe the joint project, outlining the activities of the partners and expected outcomes. Ideally, also attach/include a Joint Project Plan showing project tasks and milestones for BOTH partners (as a Gantt chart) in order to outline the task flow/cooperation throughout the project.

2.2 Technological Development Envisaged (Level of Innovation) 技术先进性（创新性）

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In approximately 1-3 pages, describe the technological development and innovation taking place during the project. Clearly address each of the following items:

- *The level of innovation and novelty of the product;*
- *The technological barriers, risks and opportunities of the development;*
- *The creation of intellectual property;*
- *The ability of the collaboration to achieve the intended results.*

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2.3 Market Potential and Commercialization Plan 市场前景和商业化计划

In approximately 1-3 pages, describe the market potential of the project outcome (product or service), and describe the commercialization roadmap for taking the project outcome (product or service) to market. Clearly address each of the following items:

- *The commercial potential;*
- *The planned path to commercialization/application and how it will achieve the identified outcomes;*
- *How the funding sought will generate a return on investment;*
- *How the solution answers market needs;*
- *The domestic and global market size are identified and detailed;*
- *The expected market share for the product;*
- *Significant competitive advantage for the product/service based on a comparison of competitor companies and products.*

2.4 Cooperation between Participants (Synergies, advantages, complementarities, etc.)

双方合作开展的工作（如：协同效应、优势、互补性等）

In approximately 1-2 pages, describe the intended cooperation and expected benefits for the project outcome from working together; the benefits for each partner from working together; and the partners' respective strengths. Also, clearly address each of the following items:

- *The position of the companies in the sector;*
- *The capabilities of the management and research and development teams;*
- *Financial capability of each company;*
- *Past performance*

2.5 Expected Outcome of Project 项目预期成果

In approximately 1-2 pages, describe the final expected outcome of the project. Describe the range of project outcomes but provide one specific final outcome or project end-goal - for example, "First generation product achieving sales in China/Israel OR Manufactured Product exported to "x/y/z" countries OR Service installed for six domestic companies, Export installations being investigated OR "Alpha" Prototype successfully trialed in both Israel and China, etc.

Also, clearly address each of the following items in terms of the project's contribution:

- *The potential contribution of the technology to the economy and society;*
- *How project outcomes will contribute substantially to Israel & China's industrial, commercial and economic growth;*
- *Commercialization activities to occur in the country;*
- *New patents or inventions registered / protected;*
- *Additional employment positions created or opportunities;*
- *Anticipated contribution to Israel & China (or province's) exports;*
- *Support of an industry sector or user group to make productivity gains;*
- *The development of new markets or achievement of institutional benefits.*

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2.6 IP Ownership Agreement 知识产权归属安排

Please attach a separate "Letter of Intent" signed by both partners. 请另附一份已签署的意向书

This letter, of approximately 1 page, should detail the early, pre-project agreement with your partner on how you will treat your respective IP entering the project, IP being developed within the project and IP after the project. Indicate any early agreement with your partner on splitting export markets/sales/revenue/licensing etc.

Note that this is a pre-project agreement and a separate Collaboration Agreement is put in place before any funding is received by successful applicants. (This Collaboration Agreement will likely build on the Letter of Intent.)

3. Project Participants – Partner 1 项目参与单位—第 1 合作方

3.1. Participant Profile 参与单位的信息

3.1.1 General Profile 基本信息

Full Name of Company 公司的全名 Registration # 注册号

Prior name of Company 公司的曾用名

Type of Company 公司的类型 HT 高新企业 R&D 研发企业 Research Institute 研究机构 University 高校 Other 其它

Stage 企业发展所处阶段 Seed 种子期 R&D 研发期 Initial Revenues 初始收入期 Revenue Growth 收入增长期

Ownership 所有权 Public 国营 Private 私营 Governmental 事业单位 Other 其它

Year Established 成立年份 No. Employees 职工人数

No. R&D Personnel 研发人员的数量

3.1.2 Company Contact Info 公司的联系信息

Street Address 街道地址

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City 城市	<input type="text"/>	P.O. Box 邮政信箱	<input type="text"/>
Country 国家	<input type="text"/>	Zip Code 邮编	<input type="text"/>
Telephone 电话	<input type="text"/>	Fax 传真	<input type="text"/>
Website 网址	<input type="text"/>	E-mail 电子信箱	<input type="text"/>

3.1.3 Contact Person 联系人

First Name 名	<input type="text"/>	Last Name 姓	<input type="text"/>
Title 职称	<input type="text"/>	Function 职务	<input type="text"/>
Phone 电话	<input type="text"/>	Mobile Phone 手机	<input type="text"/>
Email 电子信箱	<input type="text"/>		

3.1.4 Organization Background 公司背景

General Business Description & Area of Expertise 业务概述与专业领域

Technology Description (Main Products/Services) 技术描述 (主要产品/服务)

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Targeted Customers 目标客户

IP 知识产权

Sales (for last 3 years) 最近 3 年的销售业绩

Current year (i) 本年	i-1 去年	i-2 前年	
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Comments 其它说明

3.1.5 Technology Sector & Subsector of Company (Select 1 sector and 1 subsector)
公司的技术部分以及分项 (选择一个部分和一个分项)

- Clean-Tech** 清洁技术
 - Agrobiotech
农业生物技术
 - Energy
能源
 - Environment
环境
 - Materials
材料
 - Water Technologies
水技术
- Communications** 通讯
 - Broadband Access
宽带接入
 - Broadcast
广播
 - Enterprise Networking
企业网络
 - Home Networking
家庭网络
 - Mobile Applications
移动应用
 - NGN & Convergence
下一代网络与融合
 - Optical Networking
光纤网络
 - Telecom Applications
电信应用

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中国广东-以色列合作计划

<input type="checkbox"/> VoIP & IP Telephony VoIP 与 IP 电话技术	<input type="checkbox"/> Wireless Applications 无线应用	<input type="checkbox"/> Wireless Infrastructure 无线基础设施
<hr/>		
<input type="checkbox"/> Internet 互联网		
<input type="checkbox"/> Content Delivery 内容传递	<input type="checkbox"/> Content Management 内容管理	<input type="checkbox"/> e-Commerce 电子商务
<input type="checkbox"/> Internet Applications 互联网应用	<input type="checkbox"/> Internet Infrastructure 互联网基础设施	<input type="checkbox"/> Online Advertising 在线广告
<input type="checkbox"/> Search Engines 搜索引擎	<input type="checkbox"/> Social Networks 社交网络	<input type="checkbox"/> E-Learning 电子学习
<input type="checkbox"/> Online Entertainment 在线娱乐		
<hr/>		
<input type="checkbox"/> IT & Enterprise Software 信息技术与企业软件		
<input type="checkbox"/> Business Analytics 商业分析	<input type="checkbox"/> Security 安全性	<input type="checkbox"/> Enterprise Applications 企业应用
<input type="checkbox"/> Miscellaneous Software 各种软件	<input type="checkbox"/> Design and Development Tools 设计与开发工具	<input type="checkbox"/> Enterprise Infrastructure 企业基础设施
<hr/>		
<input type="checkbox"/> Life Sciences 生命科学		
<input type="checkbox"/> Agrobiotech 农业生物技术	<input type="checkbox"/> Bioinformatics 生物信息学	<input type="checkbox"/> Biologicals 生物制剂
<input type="checkbox"/> Healthcare IT 医疗保健信息技术	<input type="checkbox"/> Industrial 工业	<input type="checkbox"/> Medical Devices 医疗器械
<input type="checkbox"/> Therapeutics 治疗学		<input type="checkbox"/> Diagnostics 诊断学
		<input type="checkbox"/> Telemedicine 远程医疗
<hr/>		
<input type="checkbox"/> Miscellaneous Technologies 其它技术		
<input type="checkbox"/> Defense 防御	<input type="checkbox"/> Hardware 硬件	<input type="checkbox"/> Industrial Technologies 工业技术
<input type="checkbox"/> Nanotechnology 纳米技术		<input type="checkbox"/> Miscellaneous 其它
<hr/>		
<input type="checkbox"/> Semiconductors 半导体		
<input type="checkbox"/> Fabrication and Testing 制作与测试	<input type="checkbox"/> Manufacturing Equipment & EDA 制造设备与 EDA	<input type="checkbox"/> Memory & Storage 内存与存储
<input type="checkbox"/> Network Processors 网络处理器	<input type="checkbox"/> Processors & RFID 处理器与 RFID	<input type="checkbox"/> Security Semiconductors 安全半导体
		<input type="checkbox"/> Miscellaneous Semiconductors 各种半导体
		<input type="checkbox"/> Video, Image & Audio 视频、图像与音频

3.1.6 Company Settings (For Israeli Companies ONLY) 公司设置 (仅针对以色列公司)

- Would you like your company profile to appear in the public, [online Company Database](#)?
是否愿意贵公司的信息被公开在 [online Company Database](#) (在线公司数据库)?
- Would you like to receive emails about news & events?
是否愿意接收的有关新闻大事的电子邮件?

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3.2 Work – Description and Contributions to the Project 在项目中承担的工作及对项目的贡献

Please provide information about the company, including the following:

- *Main contribution to the project (mix of technical/financial/plant etc).*

The degree to which the proposed project can be absorbed into the existing structure of each company. To what extent are the staff, equipment, facilities, etc., available for the project? Identify the need to hire staff, obtain (purchase, lease or rent) capital equipment, or expand manufacturing operations.

3.3 Work Plan and Timeline 项目工作计划和时间表

Provide a clear description of your work program.

Provide a detailed Gantt chart Project Plan which clearly defines project activities and milestones.

3.4 Budget and Resources 项目预算和经费来源

Please show the sources and amounts of funding for the project.

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3.5 Other Sources of Financial Support Related to Proposed Research 与拟研究项目相关的其它经费来源

3.5.1 Is this, or related R&D, presently being supported by other sources? If yes, indicate other sources, amounts, and dates of performing the R&D under this support 该项目或相关的研发目前是否有其它经费支持? 如有, 请提供经费来源、数目和经费到位开始研发的时间。

3.5.2 Has your company previously received other sources of governmental support? If yes, list up sources and dates. 企业以前是否得到过政府资助? 如有, 请列出项目经费名称和取得时间。

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双边合作项目申请表

中国广东-以色列合作计划

4. Project Participants – Partner 2 项目参与单位—第 2 合作方

4.1. Participant Profile 参与单位的信息

4.1.1 General Profile 基本信息

Full Name of Company 公司的全名 Registration # 注册号

Prior name of Company 公司的曾用名

Type of Company 公司的类型 HT 高新企业 R&D 研发企业 Research Institute 研究机构 University 高校 Other 其它

Stage 企业发展所处阶段 Seed 种子期 R&D 研发期 Initial Revenues 初始收入期 Revenue Growth 收入增长期

Ownership 所有权 Public 国营 Private 私营 Governmental 事业单位 Other 其它

Year Established 成立年份 No. Employees 职工人数

No. R&D Personnel 研发人员的数量

4.1.2 Company Contact Info 公司的联系信息

Street Address 街道地址

City 城市 P.O. Box 邮政信箱

Country 国家 Zip Code 邮编

Telephone 电话 Fax 传真

Website 网址 E-mail 电子信箱

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4.1.3 Contact Person 联系人

First Name 名	<input type="text"/>	Last Name 姓	<input type="text"/>
Title 职称	<input type="text"/>	Function 职务	<input type="text"/>
Phone 电话	<input type="text"/>	Mobile Phone 手机	<input type="text"/>
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Current year (i)
本年

i-1
去年

i-2
前年

Comments 其它说明

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 - Internet Infrastructure
互联网基础设施
 - Online Advertising
在线广告
 - Online Entertainment
在线娱乐
 - Search Engines
搜索引擎
 - Social Networks
社交网络

- IT & Enterprise Software 信息技术与企业软件**

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<input type="checkbox"/> Business Analytics 务分析	<input type="checkbox"/> Security 安全性	<input type="checkbox"/> Enterprise Applications 企业应用	<input type="checkbox"/> Enterprise Infrastructure 企业基础设施
<input type="checkbox"/> Miscellaneous Software 各种软件	<input type="checkbox"/> Design and Development Tools 设计与开发工具		
<hr/>			
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<input type="checkbox"/> Agrobiotech 农业生物技术	<input type="checkbox"/> Bioinformatics 生物信息学	<input type="checkbox"/> Biologicals 物制剂	<input type="checkbox"/> Diagnostics 诊断学
<input type="checkbox"/> Healthcare IT 医疗保健信息技术	<input type="checkbox"/> Industrial 工业	<input type="checkbox"/> Medical Devices 医疗器材	<input type="checkbox"/> Telemedicine 远程医疗
<input type="checkbox"/> Therapeutics 治疗学			
<hr/>			
<input type="checkbox"/> Miscellaneous Technologies 其它技术			
<input type="checkbox"/> Defense 防御	<input type="checkbox"/> Hardware 硬件	<input type="checkbox"/> Industrial Technologies 工业技术	<input type="checkbox"/> Miscellaneous 其它
<input type="checkbox"/> Nanotechnology 纳米技术			
<hr/>			
<input type="checkbox"/> Semiconductors 半导体			
<input type="checkbox"/> Fabrication and Testing 制作与测试	<input type="checkbox"/> Manufacturing Equipment & EDA 制造设备与 EDA	<input type="checkbox"/> Memory & Storage 内存与存储	<input type="checkbox"/> Miscellaneous Semiconductors 各种半导体
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*Provide a clear description of your work program.
Provide a detailed Gantt chart Project Plan which clearly defines project activities and milestones.*

4.4 Budget and Resources 项目预算和经费来源

Please describe the sources and amounts of funding for the project

4.5 Other Sources of Financial Support Related to Proposed Research 与拟研究项目相关的其它经费来源

4.5.1 Is this, or related R&D, presently being supported by other sources? If yes, indicate other sources, amounts, and dates of performing the R&D under this support 该项目或相关的研发目前是否有其它经费支持? 如有, 请提供经费来源、数目和经费到位开始研发的时间。

4.5.2 Has your company previously received other sources of governmental support? If yes, list up sources and dates. 企业以前是否得到过政府资助? 如有, 请列出项目经费名称和取得时间。

BILATERAL COOPERATION FORM

Guangdong(China)-Israel Cooperation Program

双边合作项目申报表

中国广东-以色列合作计划

5. Statement of Cooperation 合作声明

The participants signing this form intend to co-operate within the project as described in this form with the aim realizing the technical developments as set forth under point 2. In addition the participants have or intend to put in place, a formal collaboration agreement.

签署本表格的参与单位打算在本表格所述项目内进行合作，目的是为了实现在第 2 点所述的技术开发。另外，参与单位应签订或打算签订一份正式的合作协议。

5.1 Signature of Partner 1 合作方 1 的签字

Company Name
公司名称

First Name
名

Last Name
姓

Title
职称

Function
职务

Signature
签字

PLEASE INSERT A DIGITAL SIGNATURE OR SCAN THE LAST PAGE WITH THE SIGNATURE OF BOTH PARTNERS

5.2 Signature of Partner 2 合作方 2 的签字

Company Name
公司名称

First Name
名

Last Name
姓

Title
职称

Function
职务

Signature
签字

PLEASE INSERT A DIGITAL SIGNATURE OR SCAN THE LAST PAGE WITH THE SIGNATURE OF BOTH PARTNERS