



Demonstration Projects Service

Call for Ideas to Boost the Competitiveness of the Estonian
Manufacturing Industry

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Introduction

[AI & Robotics Estonia](#) (AIRE) is a member of the [European Digital Innovation Hub](#) (EDIH) network. Our larger aim is to increase the competitiveness of Estonian enterprises. We do this by offering a range of services to businesses.

[The AIRE demonstration projects service](#) allows manufacturing companies to test AI and robotics technologies before investing, encouraging further investment in digital technologies. Based on the call for ideas, AIRE's team provides extensive support for selected demonstration projects, which justifiably leverage AI and AI-enabling technologies (including robotics). The technology, methodology, or prototype tested and validated during the demonstration project must bring novelty and a degree of uncertainty (e.g., a tailor-made solution). The expected results of the AIRE demonstration projects are at least partly reusable in other enterprises and economic sectors.

According to EDIH rules, **AIRE does not give grants to companies** (no cascade/ third party funding allowed). AIRE enables **collaboration with universities and other AIRE consortium partners** (knowledge transfer).

Objective

The AIRE demonstration projects service supports **knowledge transfer** from AIRE partner universities to manufacturing companies for acquiring, collecting, and sharing explicit and tacit knowledge, including skills and competence mainly in the form of consultancy, testing, and research collaboration. Besides scientific and technological knowledge, it includes other kinds of knowledge such as knowledge on the use of standards and regulations embedding them and on conditions of real-life operating environments and methods for organisational innovation.

As a part of its awareness-raising mission, AIRE provides preliminary feedback to all businesses applying to join the demonstration projects service before finalising the application. If needed, we can briefly validate the idea on a technical level and explain the funding methods from your perspective. Additionally, we will answer specific questions about intellectual property procedures. To gain access to this preliminary feedback, the applicant should reach out to AIRE demonstration projects service lead Katre Eljas.

Applicants can familiarise themselves with previous demonstration projects via [AIRE Youtube channel](#).

Ideas applicable for applying to the AIRE demonstration projects service include:

- Testing and validating automatic guided vehicles in a complex warehouse setup;
- Testing and validating AI-based prediction models;
- Testing and validating a collaborative robot with some never-before-tested application;

- Testing and validating AI-based employee training;
- Testing and validating algorithmic or decision tree based approaches to customer support;
- Testing and validating computer vision solutions in a novel way.

AIRE does not support applied research - the demonstration project is aimed to test, experiment or validate technology before making an investment (test before invest).

The Process

1. The Applicant and Development Team prepare the application and supporting documents and consults the draft application with the demonstration project lead Katre Eljas before submitting.
2. The Applicant submits the application via email demonstration-projects@aire-edih.eu
3. AIRE collects all submitted applications 3 - 4 times a year before the next Advisory Board meeting;
4. AIRE evaluates the applications in three stages:
 - Technical evaluation
 - Expert evaluation
 - Advisory Board Evaluation
5. AIRE comprises all relevant details about the demonstration projects for the AIRE Steering Committee to approve;
6. AIRE provides the standard cooperation agreement to start the project;
7. The Development Team creates a detailed time plan for the project and prepares the cooperation agreement;
8. The Applicant and R&D institution of the Development Team sign the cooperation agreement;
9. After the cooperation agreement is signed, the work on the demonstration project can officially start;
10. The results of the demonstration project will be published by 30th of April 2025 at the latest.

The Applicant

The eligible Applicant is:

- 1) a **small or medium-sized enterprise** (SME) based on its last two fiscal years:
 - Up to 250 employees;
 - Turnover up to €50 million;
 - Balance sheet total up to €43 million;

- The company has no tax debts or payment difficulties;

For verification, the Applicant can use the [SME self-assessment tool](#) provided by the European Commission.

- 2) Small middle-sized enterprises (small mid-caps) with at least 250 but less than 499 employees
- 3) In exceptional cases also large middle-sized enterprises with more than 500 but less than 3000 employees (up to 10% from all AIRE clients)

In the [e-Business Registry](#), the eligible Applicant is listed under the [EMTAK code](#) from section C (the **manufacturing industry**). Alternatively, the Applicant, offering **technological solutions to manufacturing industry**, can be listed also under section J (information and communication).

The Development Team

The Development Team is a **team of researchers** from AIRE partner R&D institutions. AIRE partner R&D institutions are:

- [Estonian University of Life Sciences](#);
- [Tallinn University of Technology](#);
- [University of Tartu](#);
- [Innovative Manufacturing Engineering Systems Competence Centre](#) (IMECC);

All demonstration projects must be implemented in collaboration of an enterprise and R&D institution. The enterprise brings an idea to be solved and this is the task of the Development Team to offer a solution and implement it. While enterprise is an Applicant, the Development Team lead is a project leader of a demonstration project.

The Development Team carries out AIRE demonstration project on an [open research principle](#) - the results of the demonstration project must be worthy of publication (i.e., the Development Team must have scientific expertise).

Requirements

Application

To apply for AIRE's demonstration project service, the Applicant needs to fill in and submit application.

Requirements for the application:

- 1) The application must be filled in on an application form (Annex 1)
- 2) The application has to be filled in either in English or in Estonian
- 3) The application has to be accompanied with

- a. Development Team members CVs or at least CV of the team lead is required;
 - b. At least one of the following documents:
 - AI suitability assessment report
 - Robotisation suitability report
 - Any other document describing technical solution
 - c. It is recommended that Digital Maturity Assessment report is added to the application (if possible)
- 4) By applying to run a demonstration project, the Applicant agrees to:
- Have the application signed by a registered board member;
 - Provide details of the whole group in case holding over 50% of shares in the group.

Timeframe

The Call for Ideas is open all year round, with projects started 3 - 4 times a year, after an Advisory Board evaluation meeting.

The demonstration project **must be completed by 30th of April 2025** at the latest (i.e. Final Report, User Experience, Github and video or any other communication material is published).

The Development Team can not incur costs before signing the cooperation agreement.

Proposed Technical Solution

The technical solution used in the demonstration project has to be either AI prerequisite or AI technology, AI base technologies are not eligible in the scope of AIRE. Also, AIRE does not support the acquisition or deployment of AI base technologies or 'off-the-shelf' solutions (see Annex 7). The technical solution has to be new in the market.

When defining the solution, please follow the following definitions:



AI base technologies - technologies which exist and do not bring novelty and a degree of uncertainty. Testing and validation of such technologies **are not eligible in the scope of AIRE** demonstration projects service.



AI prerequisite technologies - context-aware technologies that create or process data automatically. There is a degree of uncertainty - the technical solution will emerge as the work progresses. Testing and validation of such technologies are eligible actions in the scope of the AIRE demonstration projects service if these test before invest activities lead to adaption of AI technologies in the future. The company must have a clear plan to implement AI technologies as the follow-up action.



AI technologies - technologies which apply generally accepted AI algorithms and methods. Testing and validation of such technologies are eligible actions in the scope of the AIRE demonstration projects service.

Expected Results

There are for results expected by the end of the demonstration project:

- **A user experience story** - the company reflects on the project's user experience (see Annex 3);
- **A final report** - a comprehensive report on the project is essential for AIRE coordination. The Development Team lead is responsible for finalising the report before the end of the project. AIRE will publish the document at the end of the project in AIRE GitHub (see Annex 4);
- **A technological deliverable** - the Development Team works in a GitHub environment; the code repository with the documentation is made public at the end of the project (see Annex 6);
- **Informational video** - the Development Team collaborates with the AIRE marketing team to create a video or other marketing material about the project (see [the AIRE Youtube channel](#) for examples).

All demonstration projects must follow the **reusability principle** - the demonstration project results can be reused by other companies in any economic sector – the Development Team lead ensures the reusability by uploading the technological deliverable into AIRE GitHub.

Publication

AIRE demonstration projects service performs based on open science principle, where results of the projects are made public as much as possible. Publicity does not apply to enterprises' confidential data.

In principle, AIRE expects the publication of project results (this includes the final report and technological deliverable).

AIRE publishes the results on [AIRE website](#), [the AIRE GitHub organisation](#), and [AIRE Youtube channel](#).

Exceptions are made only on an individual basis, project by project (e.g., the enterprise self-finances the project and wishes to keep all the technological deliverables afterward).

Intellectual Property

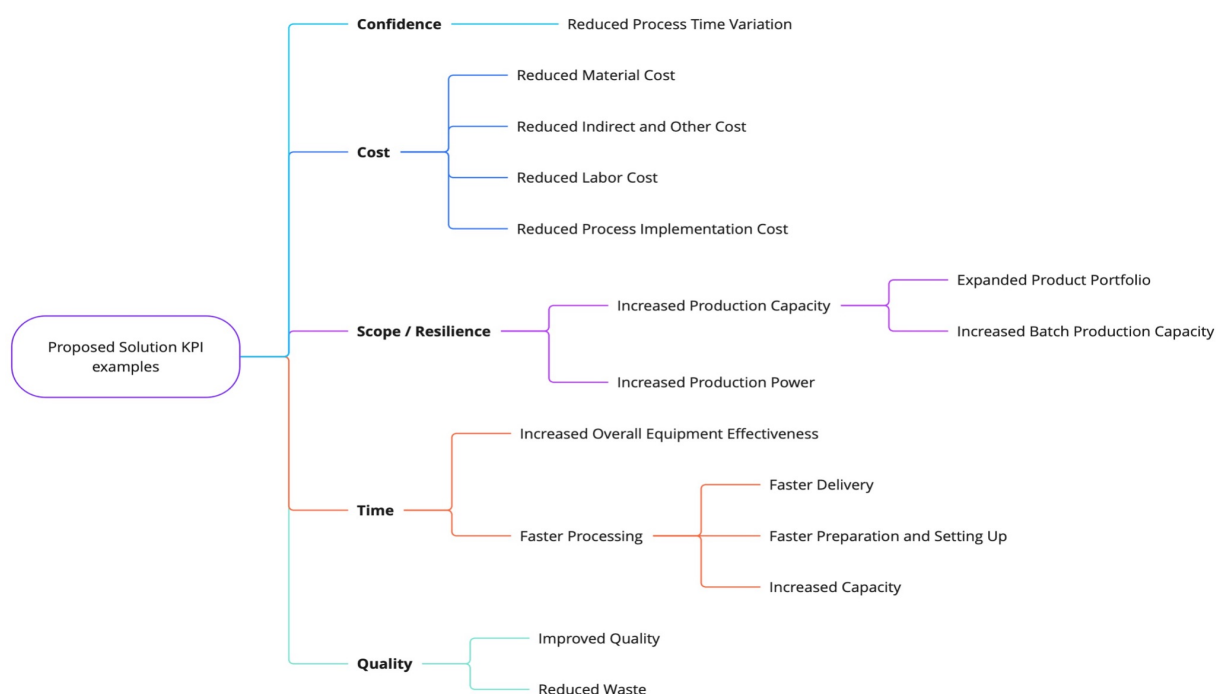
As stated before, the AIRE demonstration projects service supports knowledge transfer from universities to manufacturing companies. The service does not expect the creation of new intellectual property. At the same time, creating intellectual property during the project is highly encouraged.

Intellectual property created during the demonstration project might be considered indirect state aid. AIRE will help navigate these situations case by case and in communication with the company and the Development Team.

In general, we expect the technological results of the project to be published by the Development Team under an [MIT license](#) via [GitHub](#). To discuss other options (e.g., if intellectual property created independently by the applicant or third parties is used for the project), the applicant should reach out to AIRE demonstration projects service lead Katre Eljas.

Expected Impact

It is expected that all demonstration projects would have **economic impact on enterprise**. The technical solution should either lead to increased sales or quality, show efficiency in input resources or have any other positive business impact. It is necessary to **describe the measurable economic impact of the project on the Applicant** (in a form of percentage or euros or any other metrics). The figure below shows examples of indicators that can be measured before, during, and after running the demonstration project. Please follow the Figure below to identify and describe your project's expected impact.



How to apply?

The call for ideas for AIRE demonstration projects is open since 1 November 2022 **until 30th of April 2025**. The deadline for Applications of the final Call for Ideas is published on [AIRE webpage](#).

It is recommended that the applicant has completed one from the following AIRE services before applying the demonstration project:

- Digital Maturity Assessment or
- AI suitability assessment or
- Robotisation suitability assessment.

Completing one of the aforementioned services would help the applicant to focus its demonstration project and will give a higher chance to get accepted for financing.

To get started with **preparing the demonstration project**:

1. Find a partner from one of the AIRE partners' R&D institutions for forming a Development Team (see Section 'The Development Team');
2. Formulate your idea to be solved, be precise with:
 - What problem is to be solved
 - What is the expected outcome
 - To what extent can the enterprise commit itself
 - Expectations to the Development Team
3. Take your time to discuss the idea, focus of the project and expected outcome with the Development Team
4. In case of any questions feel free to contact demonstration project lead **Katre Eljas** to discuss the open issues.
5. Fill in the application and consult the draft application before submission with the demonstration project lead Katre Eljas to make sure all necessary information is sufficiently presented. The deadline for consultation is minimum 5 working days before the deadline for submission of applications.
6. Submit the application via e-mail (demonstration-projects@aire-edih.eu). Make sure you have attached all necessary attachments.
7. AIRE team will come ack to you to conform that the application is received and forwarded to evaluation.

Funding


AIRE is funded by European Commission Digital innovation Hubs (EDIH) programme (50%), co-funded by the Estonian State through the Ministry of Economic Affairs and Communications (40%) and self-financed by demonstration project (10%).


The funding and budget division principles of the project are described below:

 The demonstration project **is funded** 50% by European Commission, 40% by Estonian state and 10% self-funded either by Applicant (company) or by Development Team (AIRE partner R&D organisation).

Due to the state co-funding AIRE demonstration projects service falls partly under [the state aid regulation](#) for manufacturing companies. The state co-financed part of the demonstration project can be financed through one of the following state aid schemes:

- [The de minimis aid regulation](#) - the Estonian state covers up to €24,000 of the total cost of the project (40% of the total cost of up to €60,000);
- [The General Block Exemption Regulation Article 25](#) - each demonstration project application leveraging this measure is analysed individually;
- [The General Block Exemption Regulation Article 28](#) - each demonstration project application leveraging this measure is analysed individually;

 The **total cost** of running a demonstration project is **€60,000** (incl. €49 500 as project direct costs as well as AIRE management and indirect costs, [Digital Maturity Assessment](#) and [AIRE Club](#) events participation of the company as well as dissemination costs).

 Up to **25 %** of the cost incurred by the Development Team can be the sub-contracting costs to acquiring IT development services from IT companies.

The State Aid Regulation

AIRE services fall under [state aid regulation](#). AIRE can fund projects under [the de minimis aid regulation](#), [the General Block Exemption Regulation article 25](#), [the General Block Exemption Regulation article 28](#), and a mixture of all the listed state aid measures.

The state aid regulation does not apply if the company self-finances and covers the total cost of the demonstration project.

The de minimis Aid Regulation (VTA)

The de minimis aid regulation translates to [vähese tähtsusega abi \(VTA\)](#) in Estonian.

The de minimis aid is an aid which, because of its small amount, does not distort competition within the European Union. AIRE can leverage this measure.

While using VTA only, the total cost of running a demonstration project can be up to **€60,000**. The Estonian state covers up to **€24,000** of the total cost of the project (40 % of the total cost of up to €60,000).

By applying to run a demonstration project following the de minimis aid (VTA), the Applicant confirms the following:

- They are eligible to receive aid under [the VTA regulation](#);
- They have a sufficient balance of aid left (for the whole group) under the VTA regulation. The Applicant can check their current aid balance using [a tool on the state aid and VTA registry website \(in Estonian\)](#);
- They agree to AIRE reserving necessary aid balance in the VTA registry at the start of the demonstration project, right after the legal documents (including the cooperation agreement) are signed (e.g., for a demonstration project with a total cost of €60,000, AIRE will reserve €24 000 in the VTA registry).

The General Block Exemption Regulation (GBER) Article 25

There are different provisions under the General Block Exemption Regulation (GBER) to give aid. AIRE can leverage Section 4 - aid for research and development and innovation, and Article 25 - aid for research and development projects. Each demonstration project application leveraging this measure is analysed individually.

Please be aware of:

1. Aid for research and development projects, including research and development projects having received a Seal of Excellence quality label under the Horizon 2020 or under the Horizon Europe programme and co-funded research and development projects and, where applicable, aid for co-funded Teaming actions, shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty, provided that the conditions laid down in this Article and in Chapter I are fulfilled;
2. The aided part of the research and development project shall completely fall within one or more of the following categories:
 - fundamental research ([not applicable for AIRE](#));
 - industrial research ([not applicable for AIRE](#));
 - experimental development ([not applicable for AIRE](#));
 - feasibility studies;

3. The eligible costs of research and development projects shall be allocated to a specific category of research and development and shall be the following:
 - Personnel costs: researchers, technicians and other supporting staff to the extent employed on the project;
 - Costs of instruments and equipment to the extent and for the period used for the project. Where such instruments and equipment are not used for their full life for the project, only the depreciation costs corresponding to the life of the project, as calculated on the basis of generally accepted accounting principles are considered as eligible;
 - Costs for of buildings and land, to the extent and for the duration period used for the project. With regard to buildings, only the depreciation costs corresponding to the life of the project, as calculated on the basis of generally accepted accounting principles are considered as eligible. For land, costs of commercial transfer or actually incurred capital costs are eligible;
 - Costs of contractual research, knowledge and patents bought or licensed from outside sources at arm's length conditions, as well as costs of consultancy and equivalent services used exclusively for the project;
 - Additional overheads and other operating expenses, including costs of materials, supplies and similar products, incurred directly as a result of the project;
4. The eligible costs for feasibility studies shall be the costs of the study;
5. The aid intensity for each beneficiary shall not exceed:
 - 100 % of the eligible costs for fundamental research (not applicable for AIRE);
 - 50 % of the eligible costs for industrial research (not applicable for AIRE);
 - 25 % of the eligible costs for experimental development (not applicable for AIRE);
 - 50 % of the eligible costs for feasibility studies;
6. The aid intensities for industrial research and experimental development may be increased up to a maximum aid intensity of 80 % of the eligible costs as follows:
 - by 10 percentage points for medium-sized enterprises and by 20 percentage points for small enterprises;
 - by 15 percentage points if one of the following conditions is fulfilled:
 - i. the project involves effective collaboration:
 - ✓ between undertakings among which at least one is an SME, or is carried out in at least two Member States, or in a Member State and in a Contracting Party of the EEA Agreement, and no single undertaking bears more than 70 % of the eligible costs, or
 - ✓ between an undertaking and one or more research and knowledge-dissemination organisations, where the latter bear at least 10 % of the eligible costs and have the right to publish their own research results;
 - ii. the results of the project are widely disseminated through conferences, publication, open access repositories, or free or open source software.
7. The aid intensities for feasibility studies may be increased by 10 percentage points for medium-sized enterprises and by 20 percentage points for small enterprises.

The General Block Exemption Regulation (GBER) Article 28

There are different provisions under the General Block Exemption Regulation (GBER) to give aid. AIRE can leverage Section 4 - aid for research and development and innovation, and Article 28 - innovation aid for SMEs. Each demonstration project application leveraging this measure is analysed individually.

Please be aware of:

1. Innovation aid for SMEs shall be compatible with the internal market within the meaning of Article 107(3) of the Treaty and shall be exempted from the notification requirement of Article 108(3) of the Treaty, provided the conditions laid down in this Article and in Chapter I are fulfilled:
2. The eligible costs shall be the following:
 - costs for innovation advisory and support services.
3. The aid intensity can be up to 100% of the eligible costs provided that the total amount of aid for innovation advisory and support services does not exceed EUR 220 000 per undertaking within any three year period.

Self-financing

The level of self-financing is at least **10%** of the total cost of the demonstration project. Self-financing is covered by the Applicant (company) or by the Development Team (AIRE partner R&D organisation) or by sharing it.

The state aid regulation does not apply if the company finances and covers the total cost of the demonstration project. While financing the whole project budget by the company, the total cost of running a demonstration project can be discussed (the default is €60,000). AIRE will help determine the total cost of the demonstration project in direct discussions with the applicant based on the applicant's needs and the idea.

Eligibility of Expenditure

The costs necessary for the realisation of the demonstration project (salaries, rental and depreciation of equipment during the project, supplies, licences, transport and other costs directly justified by the realisation of the project) are all allowed. **Costs made before the signature of the cooperation agreement are not eligible.**

Eligible expenditure for aid falling exclusively under GBER Article 25 or GBER Article 28 is, however, limited to the costs stipulated above.

The project funding **may only cover the costs incurred by AIRE partners:**

- [Innovative Manufacturing Engineering Systems Competence Centre \(IMECC\)](#);
- [Estonian University of Life Sciences](#);
- [Tallinn University of Technology](#);
- [University of Tartu](#);

Costs incurred by the Applicant are not eligible. The Applicant receives state aid in the form of the AIRE demonstration projects service.

Evaluation

The call for ideas is open all year round. AIRE evaluates applications 3 - 4 times every year. The schedule for evaluations is related to Advisory Board evaluation meeting dates. AIRE publishes the dates via [AIRE website](#).

AIRE evaluates applications in three stages:

- 1) Technical evaluation;
- 2) Expert evaluation;
- 3) Advisory board evaluation.

Technical Evaluation

AIRE will check all the technical details described on the application to validate the idea's eligibility. If the application does not meet the necessary criteria, AIRE will give feedback to the Applicant to improve the application or apply again (depending on the feedback).

All successfully passed applications will be forwarded to expert evaluation.

Expert Evaluation

AIRE comprises an Expert Committee to dive deeper into the AI component of the proposed idea. This is done in two parts:

- Expert assessment;
- Expert scoring.

AIRE has procured AI experts from the industry to evaluate applications (Expert Committee). The task of the expert committee is to provide expert evaluation.

Expert Assessment

The Expert Committee will investigate the proposed solution details described on the application to validate the idea's eligibility. The experts will take and express a position on the AI component in the context of AIRE and the proposed demonstration project. If the application does not meet the necessary criteria, AIRE will give feedback to the applicant. The feedback includes details on what to improve to apply again (if possible).

Expert Scoring

The Expert Committee will score the applications based on set criteria. The experts score a potential demonstration project using the evaluation form that logically corresponds to the application form. Every committee member will assess the applications individually, in a total of 4 main categories. In addition, every committee member will provide free-form feedback and comments.

The experts score in 4 categories:

- 1) General (30 %):
 - 5 % - Demonstration Project Objectives;
 - 5 % - Problem(s) to be Solved;
 - 5 % - Expected Results;
 - 15 % - Reusability;
- 2) Development Team (20 %)

- 3) Novelty (20 %)
- 4) Economic Impact and KPIs (i.e. investment plan and metrics) (30 %)

AIRE presents the scoring to the Advisory Board with summary of the application.

Successful Applicants will be asked to present their project idea and solution to the Advisory Board round table discussion.

Advisory Board Evaluation

AIRE has a group of international business leaders to help determine the economic impact of its actions based on the KPIs. The Advisory Board does not evaluate the project quantitatively, it gives qualitative advice and recommendations instead. Currently, AIRE Advisory Board consists of the following members:

- Andrus Durejko ([Eesti Energia](#));
- Andres Sutt ([The parliament of Estonia - The Riigikogu](#));
- Jukka Patrikainen ([ABB Baltics](#));
- Jaan Puusaag ([Krimelte](#), [Wolf Group](#));
- Sirli Männiksaar ([Ericsson Eesti](#));
- Veljo Konnimois ([Radius Machining](#));
- Juhan-Madis Pukk ([Flowit](#)).

All Advisory Board members have signed the Non-Disclosure Declaration.

The Project Presentation

The Applicant who is invited to join the round-table discussion will get a chance to present their idea to the Advisory Board:

- The presentation is open – all Applicants and any other interested party can attend the presentation;
- The presentation is confidential and not shared publicly in any way;
- The presentation is expected to be up to **5 minutes**;
- The Advisory Board is encouraged to give feedback and ask additional questions to determine the economic impact of the potential demonstration project if not clear. A discussion between the applicant and the advisory board is encouraged.

AIRE expects the applicant to be present on-site or online. At least one representative from the Applicant (company) and the Development Team lead are expected to be present.

What's next?

After evaluation, AIRE comprises the list of demonstration projects with evaluation results. AIRE presents this information to the AIRE Steering Committee, which will make the final decision. AIRE Steering Committee consists of at least one representative from each AIRE partner organisation.

In case the Application is not approved, the Steering Committee's reasoning has to be solid and understandable. AIRE will then give feedback to the applicant on what to improve to apply again (if possible).

When the application is approved, AIRE will notify the Applicant (in no more than five working days) via email. AIRE will then provide all legal documents (e.g. cooperation agreement) and helps the project team to start with the project.

Finally, the work can begin!

Glossary

- **Advisory Board** - a group of international business leaders to help AIRE determine the economic impact of its actions;
- **AI Base Technology** - technology which exists and does not bring novelty and a degree of uncertainty;
- **AIRE** - [AI & Robotics Estonia](#);
- **AIRE Demonstration Project** - a project to be carried out in the manufacturing industry, which justifiably leverages AI and AI-enabling technologies (including robotics) by providing access to digital transformation expertise and testing and experimentation services/facilities. The technology, methodology, or prototype tested and validated during the demonstration project must bring novelty and a degree of uncertainty (e.g., a tailor-made solution);
- **AI Prerequisite Technology** - context-aware technology that creates or processes data automatically. There is a degree of uncertainty - the technical solution will emerge as the work progresses;
- **AI Technology** - technology which applies generally accepted AI algorithms and methods;
- **EDIH** - [European Digital Innovation Hub](#);
- **EMTAK** - [The Estonian Classification of Economic Activities \(Eesti Majanduse Tegevusalade Klassifikaator\)](#). This is the national version of the international harmonised NACE classification;
- **GBER** - [General Block Exemption Regulation](#), which enables EU governments to grant aid to a wider range of companies without having to request prior permission from the [European Commission](#). The exemption is designed to reduce administrative burdens on national and local authorities and to encourage EU governments to channel aid towards economic growth without giving recipients an unfair competitive advantage. This is a specific domain under state aid regulation;
- **IMECC** - [Innovative Manufacturing Engineering Systems Competence Centre \(AIRE partner organisation\)](#);
- **Innovation advisory services** - consultancy, assistance and training in the fields of knowledge transfer, acquisition, protection and exploitation of intangible assets, use of standards and regulations embedding them;
- **Knowledge Transfer** - any process which has the aim of acquiring, collecting and sharing explicit and tacit knowledge, including skills and competence in both economic and non-economic activities such as research collaborations, consultancy, licensing, spin-off creation, publication and mobility of researchers and other personnel involved in those activities. Besides scientific and technological knowledge, it includes other kinds of knowledge such as knowledge on the use of standards and regulations embedding them and on conditions of real-life operating environments and methods for organisational innovation, as well as management of knowledge related to identifying, acquiring, protecting, defending and exploiting intangible assets;
- **KPI** - key performance indicator. KPIs are the critical (key) quantifiable indicators of progress toward an intended result. KPIs provide a focus for strategic and operational improvement, create an analytical basis for decision making and help focus attention on what matters most;
- **'Off-the-Shelf'** - Commercial off-the-shelf or commercially available off-the-shelf products are packaged hardware or software, which are adapted aftermarket to the needs of the purchasing organisation, rather than the commissioning of custom-made, or [bespoke](#), solutions;

- **Test Before Invest** - a category of services, which may include: awareness raising, digital maturity assessment, demonstration activities, visioning for digital transformation, fostering the integration, adaptation and customisation of various technologies, testing and experimentation with digital technologies (software and hardware), knowledge and technology transfer. Special focus will be on the key technologies promoted in [Digital Europe Programme](#): HPC, AI, and Cybersecurity;
- **SME** - small and medium-sized enterprise;
- **Steering Committee** - a group of representatives from the AIRE consortium. The steering committee validates and approves AIRE key decisions, including approving the demonstration projects as a last step before work can begin;
- **VTA** - de minimis aid regulation ([vähese tähtsusega abi](#)).

Annex 1. AIRE Demonstration Projects Service Application

The fillable form can be found on [AIRE website](#).

Annex 2. AIRE Demonstration Projects Service Application Evaluation

The fillable form can be found on [AIRE website](#).

Annex 3. AIRE Demonstration Project User Experience Story

The fillable form can be found on [AIRE website](#).

Annex 4. AIRE Demonstration Project Final Report

The fillable form can be found on [AIRE website](#).

Annex 5. AIRE Demonstration Project Standard Contract

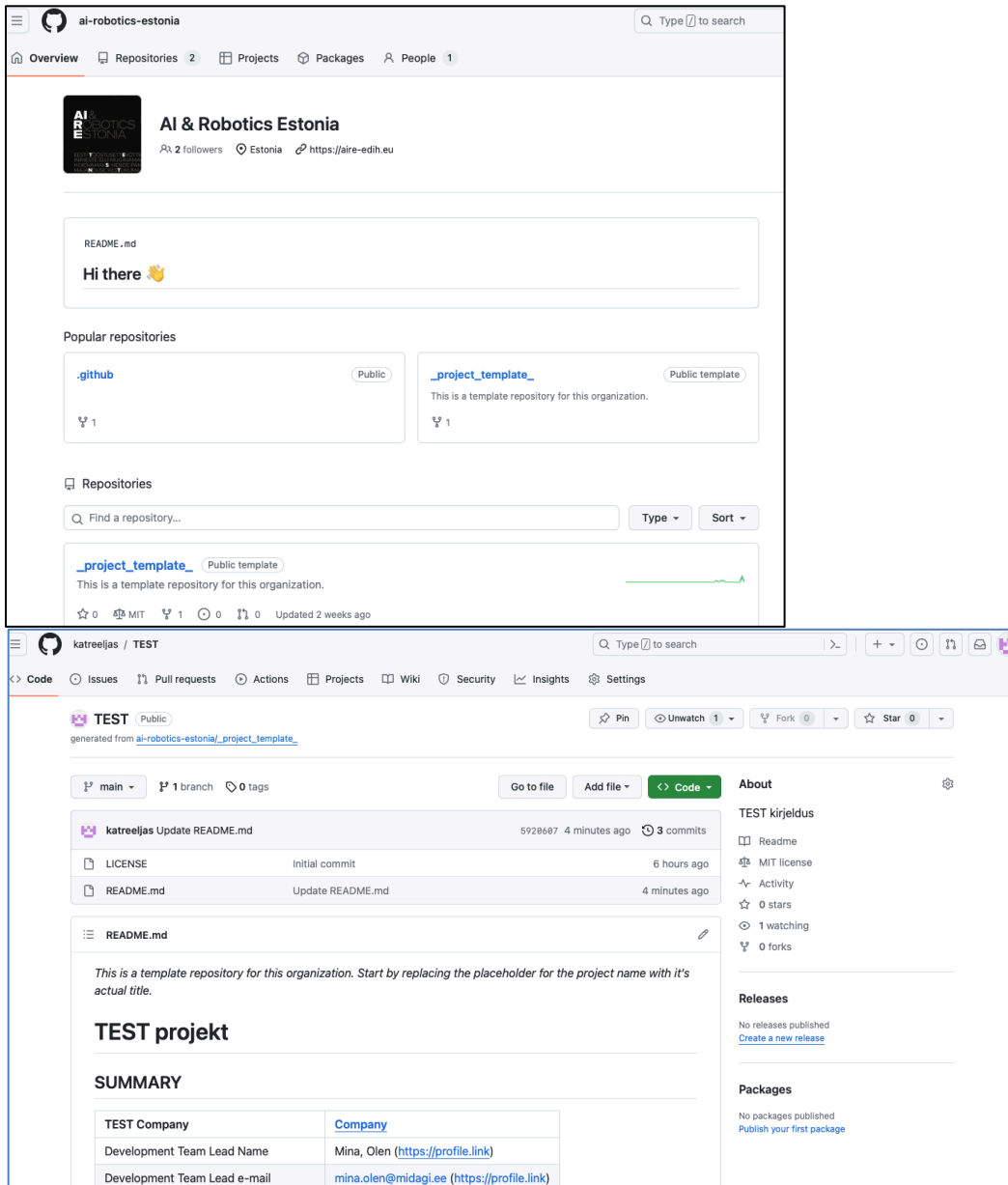
The contract can be found on [AIRE website](#).

Annex 6. Code Repository Template for the Development Team

The Development Team will have a dedicated team space on AIRE GitHub, including a code repository. For the duration of the demonstration project, the team can work privately in the code repository.

AIRE will publish the code repository after the completion of the demonstration project. The code repository will be shared through other public channels, such as [AIRE website](https://aire.edih.eu) and kratid.ee website.

💡 **Template code repository:** https://github.com/ai-robotics-estonia/_project_template



Annex 7. AIRE eligible technology examples

	AI Base Technology	AI Prerequisite Technology	AI Technology
Elibility	No	Depending on the idea	Yes
Data	<ul style="list-style-type: none"> Digital Data Collection Digital Data Processing Cloud Technologies 	<ul style="list-style-type: none"> Electronic Data Interchange Data Warehouse Web Crawler Algorithmic Data Processing Data Collection Automation (IoT) Algorithmic Predictive Modeling Data Mining 	<ul style="list-style-type: none"> AI-based Data Processing AI-based Predictive Modeling AI-based Process Optimisation
Manufacturing and Processes	<ul style="list-style-type: none"> Planning Process Standardisation Product Testing 	<ul style="list-style-type: none"> Algorithmic Planning Perspective Video/Photo Technologies Statistical Process Control Digital Product Lifecycle Management 	<ul style="list-style-type: none"> AI-based Planning AI-based Process Control AI-based Video/Photo Interpretation
Equipment	<ul style="list-style-type: none"> Collaborative Robots Programming Robots CNC Workbench Programming Preventive Maintenance Measuring Overall Equipment Effectiveness 	<ul style="list-style-type: none"> Automated Warehouse Configuration Automation Remote Maintenance Augmented Reality for Maintenance Blueprint > STEP & STEP > BoM/CNC Algorithmic Process Automation Algorithmic Operating Program Automation 	<ul style="list-style-type: none"> AI-based Simulations / Digital Twins AI-powered Robots AI-based Programming in Offline Robots Predictive Maintenance Automated Guided Vehicles Blueprint > STEP & STEP > BoM/CNC AI-based Process Automation
Employees and Clients	<ul style="list-style-type: none"> Online Order Forms Order Form Interfacing with ERP/CRM Tutorial Videos and Manuals Virtual/Augmented Reality for Training 	<ul style="list-style-type: none"> Algorithmic Customer Service Algorithmic Customer Support Digital twin/simulation-based training 	<ul style="list-style-type: none"> AI-based Customer Service AI-based Customer Support AI-based Training
Technologies (non-exhaustive list)	<ul style="list-style-type: none"> ERP/MRP/CRM/...; Excel/BI; Robots, Cobots (predefined movements); Web development; Adoption of cloud technology and data warehouses; CNC equipment and programming; Simple interfaces; (one-off) data analytics; Web crawler; OEE monitoring sensors; ... 	<ul style="list-style-type: none"> Decision trees; Algorithmic problem solving; Complex interfaces; Cobots (real-time monitoring of signals from the outside world); Virtual/Augmented Reality; Digital twins and algorithmic simulation models; Building a data warehouse system; Data mining (incl. web scratching); Anomaly Detection (algorithmic); Intenet of Things devices; ... 	<ul style="list-style-type: none"> Semantic Reasoning; Trustworthy AI solutions; Machine Learning; Reinforcement Learning; Monte Carlo simulations; Classification and regression analysis; Clustering; Prediction models; Anomaly Detection (pattern-based); Constraint solving solutions; Job shop scheduling; ...