



WebTalk on PIC technology and Innovation Support Funds

10th February 2021

Agenda



- Welcome and Introduction Dr. Victor Dolores-Calzadilla - Eindhoven University of Technology (TU/e)
- Manufacturing of Photonic Integrated Circuits
 Nazanin Shafiee SMART Photonics
- Optical interfacing of PICs with the outside world Prof. Jürgen van Erps - Vrije Universiteit Brussel
- Integrated Photonics Packaging
 Donal Behal Tyndall National Institute
- Introduction of the Innovation Support Fund and how to apply Prof. Jürgen van Erps - Vrije Universiteit Brussel
- **Open Discussion** Giuseppe Coppola – PhotonDelta



Welcome and Introduction



Dr. Victor Dolores-Calzadilla

Eindhoven University of Technology







Open -Innovation Photonics pilot for North West Europe

Victor Calzadilla, TU/e 10.02.2021



Our targets



- Contribute to <u>increase maturity and scaling</u> of open access InP Photonic Integrated Circuits (PICs).
- Provide <u>technology support to SMEs</u> looking to mature their PIC -based products through open collaboration
- Establish an <u>open innovation environment</u> for generic InP PIC technology in Europe:
 - Collaborative ecosystem: researchers, foundries, equipment manufacturers, application developers
 - Working on state -of-the-art equipment development and fabrication methods



Generic Photonic Integration in InP



Capacitor

Electrical connection

Electronic integration



Polarisation Converter

Waveguide

Photonic integration









Waveguide MMI coupler On-chip reflector

Wavelength (de)multiplexer

Optical amplifier

Phase modulator

Polarization rotator







Amplifier



Phase Modulator



Shallow waveguide





Deep waveguig

The development cycle in photonic ICs





OIP4NWE supports SMEs via Innovation Support Fund



OIP4NWE Idea Research Prototyping **Piloting** Manufacturing TRL3 TRL1 TRL2 TRL4 TRL5 TRL6 TRL7 TRL8 TRL9 Ó OIP4NWE: path to manufacturing Main hurdles: Reliability, Cost, Yield, Scalability 6

From prototype to pilot production



Open Innovation PIC Pilot

Accelerate PIC industry through open innovation





Photonic Integrated Chips (PIC's) based on Indium Phosphide (InP) will play a key role in the lives of many people as they enable new and improved functionalities, ultimately making our world better, greener and safer



Design and manufacturing of photonic ICs

- Broad set of building blocks for Integrated Photonics
- Process Design Kit
 - Design manual and Functional building block description
 - Enables Circuit simulation and Mask design in a full layout -aware design flow

Open Innovation PIC Pilot

- Technology developments
 - Process improvements
 - Epitaxy
 - Yield
 - Stability
 - Functionality (new building blocks)







Packaging of photonic integrated circuits



Interreg North-West Europe OIP4NWE European Regional Development Fund

Developments in the project:

- > Optical connections:
- Fiber to Edge Coupler (horizontal)
- Micro-lenses

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- Microfluidic channels
- Electrical connections:
- Flip Chip Bonding
- > Thermal management



Innovation Support Fund







Interreg North-West Europe 0P4NVE

European Regional Development Fund

http://www.oip4nwe.eu

Presentation



Manufacturing of Photonic Integrated Circuits

Nazanin Shafiee

SMART Photonics



MANUFACTURING of InP PHOTONICS INTEGRATED CIRCUITS

NAZANIN SHAFIEE FEB 10, 2021



WebTalk on PIC technology and Innovation Support Funds

INTEGRATION (ELECTRONICS)





Electronic integration has changed the world!





INTEGRATION (PHOTONICS)





Photonic integration will change the world again!





KEY MARKET OPPORTUNITIES



- Communication applications key trends:
 - Ongoing transition to higher network speed
 - Access networks are migrating from DSL towards Fiber (FttX)
 - **5**G
 - Ongoing rise in data traffic
 - Increasing cloud-based storage capacity (datacenters) required
 - Transition towards advanced coherent optical to technology
- PICs on InP create disruptive sensing solutions for many sectors:
 - Health & Medical
 - Automotive
 - Aerospace / Aviation
 - Machinery
 - Energy
 - Consumer Electronics



Communication applications

Sensing appications

OUTLINE

- Introduction to SMART Photonics
- PIC Technology
 - Applications
 - Platforms
- Generic platform
 - Building blocks and devices
- Wrap up



INTRODUCTION TO SMART PHOTONICS

PHOTONIC

ABOUT SMART PHOTONICS FOUNDRY

- Independent Pure-play Foundry for InP based Photonic components
- Building on more than 40 years of technology heritage





PIC TECHNOLOGY APPLICATIONS

PHOTONIC

ENABLING THE SOLUTIONS OF TOMORROW



IoT & Edge computing



Telecom/Datacom



Medical diagnostics



Immersive technologies (Virtual / Augmented / Mixed Reality)





Autonomous driving LIDAR

DATACOM: TRANSCEIVER Local Area Network SFP+/SFP28 Bidi SFP+ QSFP+/QSFP28 QSFP-DD CXP SFP+/SFP28 SFF XFP

PIC TECHNOLOGY PLATFORMS

PHOTONIC

	Pe	Performance		
Building block	InP	SiP	SiN	
Passive components	••	••	•••	
Lasers		н	Н	
Modulators		••	•	
Switches	•••	•••	•	
Optical amplifiers	•••	н	н	
Detectors	•••	•••	Н	

Performance		
•••	Very good	
•	Good	
•	Modest	

Fabrication Technology		
н	Hybrid/Heterogeneous	

InP advantage:

Monolithic integration of components



COMPONENT POSSIBILITY BY PLATFORM





MARKET PROSPECTS







REDUCING COST

Photonic integration enables cost-down:

- Reduced optics BOM: integrated optics: e.g. wavelength locking, power control. No auxiliary optics needed (reducing module cost 4x)
- Reduced packaging BOM: no gold-boxes required

InP integration reduces assembly costs further:

- Si photonics requires optical assembly of laser/amplifiers to Si
- Assembly costs proportional to number of active components







GENERIC PLATFORM BUILDING BLOCKS DEVICES

WHY: GENERIC INTEGRATION PLATFORM

- High performance
- Versatile and easy
 - integration of amplifiers and lasers without compromise
- Low cost
- Standardized processes
- Scalable and ready for volume manufacturing



HOW: GENERIC INTEGRATION PLATFORM

- Process Design Kit (PDK)
 - An integration platform with an underlying epitaxy design
 - Design on <u>functional level</u> by using building block approach
 - Higher efficiency in design:
 - Faster development
 - Lower-cost optics



SMART IN2PIC PDKs

LAYOUT-AWARE SCHEMATIC DESIGN FLOW

- For circuit simulation and mask design
- Design manual and Functional building block description
- Full layout-aware design flow

SMART PHOTONICS

Access via state-of-the-art software tools





ELECTRO ABSORPTION MODULATOR (EAM)





- M. Trajkovic, CLEO2018
- EAM demonstrated with > 55 GHz bandwidth
- Available in MPW at ~30 Gb
- High speed available in MPW in 2021



PHASE MODULATOR



- > 10 GHz bandwidth
- Optimized design: > 25 GHz and
 Vpi 3V available on dedicated run




DBR GRATINGS



- DBR gratings available in PDK
- ArF litho: Scale-up to high volume and high-yield
- DFB lasers < 1 nm wavelength variation over whole range</p>

D. Zhao, IPC Poster WP26









- DBR lasers > 10mW output power
- Available in standard MPW platform

Developed with D. Zhao, COBRA



2.5 GHZ MODE LOCKED LASER





SMART

PHOTONICS

Independent InP Foundry

- Frequency comb laser for gas sensing
- 30 mm cavity
- < 4 mm²



S. Latkowski et al. Optics Letters, 40(1), 77-80, 2015

LOWEST REP RATE MONOLITHIC MODE LOCKED LASER



RING LASER FOR APPLICATION IN OPTICAL GYROSCOPE SYSTEMS



Single frequency with side mode suppression ratio over 50 dB



LOW LINEWIDTH LASER





S. Andreou, IEEE ISLC 2018, Santa Fe, US



Measurement Voight Fit Coretzian part Gaussian part -10 -10 -10 -10 -20 -20 -20 -40 -50 -4 -50 -4 -20 -20 -40 -50 -4 -20 -20 -4 Frequency [Hz] ×10⁷



DBR laser with an intra-cavity ring resonator



INTEGRATION ON AN INP PIC

Small footprint: dense integration on a PIC



3 x MZM modulator

6 x 22 nm tunable laser

3 x MZM modulator



Building blocks for 400GBASE-ZR and transferable to LR8 and ER8

Wavelength tuning 0 Norm. power (dB) -10 -20 -30 545 1550 1565 1535 1540 1555 1560 Wavelength (nm)

Up to 25 Gbaud at high ER





Q = 6.60 $ER = 9.87 \, dB$

ER = 10.70 dB

Q = 5.28ER = 8.89 dB

Q = 5.90

ER = 9.64 dB

LOW LINEWIDTH FULL BAND TUNABLE LASER



43 dB

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- Low linewidth
- Full band tunable
- Ideal source for coherent
- C-band demonstrated
- Easily applicable to O-band

Simulations

FSR = 0.05nm

a)

Normalised intensity (dB)

-20

-30

-50

-60

-20

-15

-10

-5

Wavelength offset (nm)



Prototype

HIGH RESOLUTION LITHOGRAPHY: AWGS



PHOTONICS

Independent InP Foundry



PHOTOMART

InP BASED INTEGRATION IS KEY TO SUCCESS!



 InP offers monolithic integration of all functionalities!



- Mature technology: no compromise on laser reliability
- Butt-joint integration: no compromise associated in active and passive component integration
- Full on-wafer electrical testing
- Enabler for low-cost integrated circuits



OUR PILOT LINE HELPS YOU TO REDUCE TIME TO MARKET

• A clear path to volume production Commercial Product Optimization & Verification Wafer Scale Prototyping MPW Go! Ready to launch? Optimize and select for the Industrial best performance prototyping to test your designs Initial research: 6 runs per year SM рнотс

MULTI PROJECT WAFER (MPW)

https://smartphotonics.nl/our-offering/mpw/mpw-runs/

DESIGN SUBMISSION DEADLINE EXPECTED DELIVERY PDK VERSION	
October 01st 2020 March 16th 2021 Optodesigner: 1.0.11 & Nazca	a: 1.4.5
MASK TAPE-OUTSTATUSBROKEROctober 15th 2020Open for registrationJePPIX	



OFFERING



MPW

- Low threshold access to new technology
- Combines multiple projects on single wafer
- Generic building block approach



PICs

- Standardized industrial integration process
- Design using generic building blocks to create integrated chips
- PDK streamlines design process for generic PICs process

Innovation Support Fund and how to apply



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SMART PHOTONICS

Independent InP Foundry

Presentation



Optical interfacing of PICs with the outside world

Prof. Jürgen van Erps

Vrije Universiteit Brussel







Optical interfacing of PICs with the outside world

Prof. Jürgen Van Erps, Vrije Universiteit Brussel

Brussels Photonics (B-PHOT)







Photonics Campus of the Vrije Universiteit Brussel Gooik, Belgium

www.b-phot.org



B-PHOT's Research and Innovation is supported by a Supply-Chain of Cutting-Edge Technology Platforms TRLs 3-6





Overview

1. Fiber-to-PIC coupling

- 1. Mode conversion down-tapered fibers
- 2. Mode conversion up-tapered fibers for expanded beam connections
- 3. Controlled thermal core expansion of specialty UHNA fibers

2. PIC to free space coupling using external

- 1. Refractive optics
- 2. Diffractive optical elements
- 3. Microfluidics for PIC-based sensing







1. Interfacing Fibers and Photonic Integrated Circuits

Dimensional mismatch between single-mode fiber and PIC-embedded waveguides



B-PHOT BRUSSELS PHOTONICS is one of the great challenges pixapp.eu

State-of-the-art fiber-to-chip coupling schemes

Grating couplers



Lens-based edge coupling



Physical contact-based coupling



UHNA: ultra-high numerical aperture IML: index-matching liquid

> Our proposal: integrating a mode conversion down-taper on a single-mode fiber (SMF)



- ✓ Allow for physical contact edge coupling
- Allows to tailor the output mode to the waveguide mode of the PIC
- ✓ Allows to save real estate on the PIC because there is less need to include mode conversion structures on the chip



Simulations performed with *Lumerical Mode Solutions* (Finite Difference Eigenmode & Eigenmode Expansion solvers) and Lumerical FDTD Solutions

Step-index design: air-cladding



Step-index design: air-cladding



Fabricated structures:



K. Vanmol et al., J. Lightwave Technol. Vol. 38, pp. 4834-4842, 2020.

Fabrication using:

Fabrication time:

taper

process

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63x objective

IP-Dip photoresin

30 min. silanization

5 min. printing per

20 min. developing

and alignment

30 min. fiber mounting

> Microstructured optical fiber design: circular distribution of air holes



Simulations performed with *Lumerical Mode Solutions* (Finite Difference Eigenmode & Eigenmode Expansion solvers) and Lumerical FDTD Solutions

Advantages compared to step-index taper:

✓ perfectly adiabatic mode conversion

(e.g. endlessly single mode)

- ✓ no need for a cladding
- ✓ robust base
- ✓ additional functionality (e.g. birefringence)

> Microstructured optical fiber design: circular distribution of air holes



> Fabricated structures:



Fabrication using:

- 63x objective
- IP-Dip photoresin

Fabrication time:

- 30 min. silanization
- 30 min. fiber mounting and alignment
- 20 min. printing per taper
- >40 min. developing process

Fiber-to-chip coupling to 5 generic PIC platforms



Normalized electric field intensity



Benchmarking with state-of-the-art



K. Vanmol et al., J. Lightwave Technol. Vol. 38, pp. 4834-4842, 2020. K. Vanmol et al., Opt. Express Vol. 28, pp. 36147-36158, 2020.

Tailored modal field conversion for efficient fiber-to-chip coupling

Potential in packaging processes

Step-index tapered fibers



 Performance outperforms or matches 			
	state-of-the-art lensed fibers (except 1 case)		

 Compact nonlinear taper shapes with small coupling loss penalty

PIC platform	Linear taper vs. Lensed (dB/facet)	Linear vs. Nonlinear (dB/facet)
(1) SiON	0.97	n/a
(2) Si	-0.59	0.09
(3) SiN	0.44	n/a
(4) SiN	0.03	n/a
(5) InP	1.43	0.09

K. Vanmol et al., J. Lightwave Technol. Vol. 38, pp. 4834-4842, 2020.

> MOF tapered fibers

✓ MOF tapers eliminate the need for applying a	cladding
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Parameter	MOF down-taper	Step-index down-taper	Lensed SMF
MFD (µm)	3.4 ± 0.1	3.6 ± 0.2	2.7 ± 0.1
SiON-coupling (dB/facet)	1.53 ± 0.03	1.53 ± 0.03	2.32 ± 0.03
SiN-coupling (dB/facet)	1.59 ± 0.04	1.60 ± 0.06	2.06 ± 0.06

K. Vanmol et al., Opt. Express Vol. 28, pp. 36147-36158, 2020.

2. Mode conversion up-tapers for expanded beam connections

> Step-index design:







Microstructured up-taper design:





K. Vanmol et al., Optics and Laser Technol. Vol. 112, pp. 292-298, 2019.

(1) Fiber-to-PIC coupling:3. Mode matching using UHNA fiber



Processing of ultra-high numerical aperture fibers (UHNA) to achieve high-efficiency fiber-to-chip coupling. Here, the UHNA fiber has a very small core, matching the mode field diameter of the PIC-embedded waveguide. The coupling to a standard single-mode fiber on the other hand is done by thermal core expansion.



The thermal core expansions of the UHNA fiber can be achieved using traditional electrode-based splicing equipment, but very long discharge times are required which makes that these electrodes degrade very quickly. As an alternative, VUB B-PHOT has developed a process based on **CO₂ laser-based splicing** equipment.



(2) PIC to free-space coupling using micro-optics: Refractive micro-optics



At VUB B-PHOT, we have many years of experience in designing and fabricating freeform optics, with a dimension ranging from the macro-scale (up to 15mm diameter) down to the microscale (<1mm diameter). For the design, we make use of in-house developed first-time-right design algorithms, in combination with state-of-the-art commercial tools for non-sequential ray tracing (ASAP, OpticStudio – Zemax, Code V, ...) and wave optics simulations (Lumerical MODE Solutions, Lumerical FDTD Solutions, VirtualLab Fusion).

For the fabrication, we offer different routes:

- Direct prototyping in polymers, or specialty materials (CaF2, ZnS, GaAs, ...) using **ultraprecision diamond tooling**
- Replication in polymers by mould machining via high-precision 5-axis milling, which is then used as a shim in a (micro-) injection moulding process, or a hot embossing process (up to 350 °C)
- Direct fabrication in glass by grinding and **ultraprecision bonnet and fluid jet polishing**
- Replication in glass by mould machining using **high-precision 5-axis grinding** and ultraprecision polishing and subsequent replication in a **glass press moulding** process (up to 800 °C)
- Direct prototyping of very small optics arrays in polymer photoresist using two-photon polymerization-based 3D nanoprinting
- Direct prototyping of micro-optics in glass using **femtosecond laser machining**, followed by fluid jet polishing



(2) PIC to free-space coupling using micro-optics: Refractive micro-optics





<u>Top:</u> Top and bottom mould for 6channel freeform optic component fabricated by high-precision 5-axis milling and ultraprecision diamond tooling.

<u>Right:</u> polymer replica obtained using the above mould inserts in a hot embossing process.







Microlens array with square footprint (30um size) and 100% fill factor prototyped using twophoton polymerization-based 3D nanoprinting.

Microreflector array prototyped using two-photon polymerizationbased 3D nanoprinting (scalebar = 50um).



(2) PIC to free-space coupling using micro-optics: Diffractive optical elements



The high resolution of the two-photon polymerization technology also allows us to fabricate diffractive optical elements (left figure). These structures can be very useful to achieve functionalities such as optical beam fan-out, e.g. to split an incoming light beam into N beams (middle picture).

B-PHOT has all the expertise in house to do the optical design of the DOE as well as their fabrication. Blazed gratings and Fresnel zone plates can also be fabricated using ultraprecision diamond tooling (right picture).







(3) Microfluidics for PIC-based sensing:

Microfluidics devices can be fabricated at VUB B-PHOT making use of one of the following routes:

- Direct prototyping in polymers using **high-precision 5-axis milling**
- Replication in polymers by mould machining using 5-axis milling or ultraprecision diamond tooling, which is then used as a shim in a (micro-)injection moulding process, or a hot embossing process
- Direct fabrication in glass by femtosecond laser micromachining, if needed followed by fluid jet polishing (if surface roughness reduction is required)

Optical components can potentially be directly integrated into the microfluidic devices to ensure optimal coupling to the PIC. Post-processing of laser micromachined glass samples for surface roughness reduction is a process under development.







Contact info



For more details on the technical specifications and capabilities, contact:

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Interreg UROPEAN UNION North-West Europe OP4NVE

European Regional Development Fund

http://www.oip4nwe.eu



Presentation



Integrated Photonics Packaging

Donal Behal

Tyndall National Institute







Open-Innovation Photonics pilot for North West Europe

Integrated Photonics Packaging 10.02.2021

Integrated Photonic Packaging



Photonic packaging is the catch-all term used to describe the range of techniques and technical competencies needed to make the optical, electrical, thermal, mechanical (and sometimes chemical) connections between a PIC and the outside world.





OIP4NWE Front-end and back-end







The challenges with Photonic Packaging

1. PIC packaging on average can account for 60%~80% of the costs of the photonic product manufacturing costs and a barrier of entry in scaling up operations.







2. Photonics supply chain has a limited 'off-the-shelf' components and most packages require a high level of customisation.



What can OIP4NWE do for SMEs in the region and the integrated photonics community?



- Offer validated and scalable packaging <u>assembly</u> processes & <u>technologies</u>
- 2. Access to <u>MPW runs</u> & <u>prototyping</u> photonic solutions



3. Offer <u>access to European Pilot Lines</u> for scaling up projects.



Offer validated and scalable packaging assembly processes & technologies





Tyndall offer in OIP4NWE

Optical connections: -Fiber to Edge Coupler

- Single mode
- Pitch 127 μm 250 μm
- Max channels 20
- MFD 3µm 10µm

Electrical connections: -Flip Chip Bonding

• ASICs gold stud bumping and solder sphere jetting

Thermal management

Thermo-electrical coolers



What can OIP4NWE do for SMEs in the region and the integrated photonics community?



- 1. Offer validated and scalable packaging <u>assembly</u> processes & <u>technologies</u>
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3. Offer <u>access to European Pilot Lines</u> for scaling up projects.



Access to MPW runs & prototyping photonic solutions North-We



SMART PHOTONICS

Independent InP Foundry









What can OIP4NWE do for SMEs in the region and the integrated photonics community?



- 1. Offer validated and scalable packaging <u>assembly</u> processes & <u>technologies</u>
- 2. Access to <u>MPW runs</u> & <u>prototyping</u> photonic solutions
- Offer <u>access to European Pilot Lines</u> for scaling up projects.





Offer <u>access to European Pilot Lines</u> for scaling up projects.







ENABLING CHEMICAL SENSING



















OIP4NWE supports the growth of the photonic ecosystem in the region by providing:

-Access to InP MPW runs (SMART photonics) -Access to global leaders expertise (Tyndall, VUB, Tyndall, TU/E)

-Access to EU Pilot Lines and ACTPHAST





Interreg North-West Europe OP4NWE

European Regional Development Fund

http://www.oip4nwe.eu



Presentation



Introduction of the Innovation Support Fund and how to apply

Prof. Jürgen van Erps

Vrije Universiteit Brussel







Open-Innovation Photonics pilot for North West Europe

Innovation Support Fund – Call for applications Jürgen Van Erps, VUB

Innovation Support Fund - Call for applications

Are you an SME in the NWE region wanting to scale up production of
PICs to a trial series beyond proof-of-concept demonstration?
Apply now to receive 1 of 7 vouchers providing you with up to 50k€*
support and access to the OIP4NWE open innovation pilot line, covering

- 1) Design verification to check compatibility of the PIC design with the OIP4NWE pilot line
- 2) Manufacturing of the PICs, external optics and packaging



For more information, visit <u>www.oip4nwe.eu/vouchers</u>

* A financial contribution of 20% will be required from the SME on the total project cost and of 100% for anything above the 50k€ max support.



Interreg

OIP4NWF

North-West Europe

Requirements for application



- 1. The applicant should be a **small or medium-sized entreprise (SME)**, according to the European definition, which can be found at <u>https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition</u>
- 2. The applicant should be **based in the North-West Europe** region, as defined on <u>https://www.nweurope.eu/about-the-programme/the-nwe-area/</u>
- 3. The applicant should have demonstrated the technical feasibility of their application proposal, i.e. the applicant should have a PIC design ready and preferably a validated prototype. This means that the technology readiness level **(TRL) of their current PIC should be 4 or higher**. Proposals for proof-of-concept type demonstrators are not eligible.
- 4. The applicant should **demonstrate a business case** for scale-up to volume production and/or how the funded project will positively **impact** their future business, either through increased revenues or through the creation of new jobs.
- 5. The applicant should **comply with the minimis criterion for state aid** and provide a self-declaration to that end. A "De Minimis" award letter will be issued by the OIP4NWE consortium when complying.
- 6. The applicant should **submit a fully completed "Voucher application form"** and should **sign a "Proxy NDA"** to allow evaluation of the proposal by the OIP4NWE voucher selection committee.
- 7. Voucher recipients should **agree to collaborate on documenting their use case**. This is to be used as dissemination material to attract other users of the pilot line, during as well as after the project.



Application procedure

→ Fill out a pre-registration "expression of interest" form to allow early follow-up and eligibility check prior to preparing a full proposal. Send the form to voucher@oip4nwe.eu

→ Fill out application form and send it to voucher@oip4nwe.eu before the call closure (15/04/2021)

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North-West Europe

Open-Innovation Photonics pilot for NWE



VOUCHER APPLICATION FORM

Note that fields marked with an asterisk (*) will be used in public communications about OIP4NWE and the company should be aware of this in advance.

Company Information *

Company name: Company type: Main industry sector of the company: Street: City: ZIP: Country: Website: Year founded (yyyy): No. of employees in total: No. of employees in total: No. of employees in R&D: Size of annual turnover: First time photonics innovation with PICs? Yes/No Is there any cause for concern over potential conflicts of interest between the company and any of the OIP4NWE partners or individuals? Yes/No (If yes, please explain) Are there any current or previous technical or commercial relationships between the company and any of the OIP4NWE partners or individuals involved? Yes/No (If yes, please provide details)

Company contact person

Title*: First Name*: Last Name*: Position in the company (e.g. CEO, CTO, etc.)*: Department: Email: Mobile: Telephone:

General project information

Application field*: Aerospace / Agrifood / Automotive / Biotech / Consumer goods / Defense & Security / Energy / Entertainment / Environment / Medical / Plastic / Production technology / Quantum / Sports / Telecom & ICT / Other: What is the current technology readiness level (TRL) stage of this innovation project?

What is the targeted TRL stage?

What is the current TRL stage of the end product?

Has the company participated before in any EU funded project? Yes/No (If yes, please provide details)

Part A - Project description

Abstract *

Provide a short overview of the scope/objective of the project

Context of the innovation project

Describe the overall system/application for which the innovation project will be conducted

OIP4NWE Voucher application form

Page 1

OIP4NWE Voucher application form

Page 2



North-West Europe

OIP4NWE

Leneral decription of the innovation approach Detribution of the innovation approach Detribution of the project visit is reached Detribution of the project visit is reached Togic challangen Tager descriptions Tager descriptions
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Open Innovation BIC Pilot



Part B - Impact on company's business

Summary of the key points relating to the business impact of the proposed innovation for the company. Please answer ALL questions below.

I. Target Market

What is the target market application for this innovation? What does the market evolution (growth projection) look like for this innovation? What major societal challenges does it address?

II. Market Validation

What gives the company confidence that there is a good opportunity for its innovation within this market? Does the company have an existing foothold in this market? Does the company have a track record of similar business activities or customers in this market? Has the company already spoken with target customers for this innovation? Please describe. If this is a new market for the company, please explain the track record of the company management in other businesses or markets.

III. Route-To-Market

How does the company plan to commercialize this innovation? What will the route-to-market be for the company (product sales, licensing, services...)? How will the manufacturing / production be organized (where, who, ...)? Which sales channels will be used and in which geographic areas will the product be sold?

IV. Competitive Positioning

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VI. Financial Business Plan

products for this innovation?

V. Unique Competitive Advantage

project?

What will need to be done to realize this new business once the project is finished? Does the company have a clear, strong and realistic business plan for the steps it will take to compete successfully in this market? How will the company finance bringing the product to market? The business case MUST include a description of the estimated cost & pricing of the target end product and its attractiveness to the target market when compared to the cost-value proposition of existing alternative solutions. In case it is the intention to attract new Venture Capital to realize the business, explain these plans in more detail including: amount of investment needed, timing, potential candidates, current status, etc...

What is the current state-of-the-art in the application domain being targeted by this innovation? What is the state of the competitive environment for this innovation? What are the main competing

Why will this innovation offer superior benefits to target customers over the current state-of-the-

art? What are the key points relating to the unique selling points of the targeted product for this

New Business and EU Jobs expected from this project

Only direct revenues and direct jobs created by the company within the EU should be considered. Revenues and jobs created by partners or subcontractors should not be included.

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Forecast figures must be realistic to the company's starting position and the target market application, and must be justified by the company's business plan which has been summarized earlier in the proposal.

Please specify year 1 (ex: 2021)

Note: Year 1 starts at the end of this OIP4NWE voucher project.

	Year 1	Year 2	Year 3	Year 4	Year 5
New revenues in k€					
Additional number of Full Time Equivalent jobs in the EU (cumulative)					

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Selection criteria

Evaluation criteria and associated weight:

 The innovative character of the project (weight 1): Is the proposed solution new to the marked? Is the project creating valuable knowhow? Are PICs key enabling elements in this project?

2. Technical feasibility and quality of the project plan (weight 1):

Compatibility with the OIP4NWE pilot line? Current TRL level of the PIC? How should the PIC be interfaced with the outside world? Is the proposed technological approach in line with the project goals?

3. Credibility and level of commitment of the company (weight 2):

Level of financial commitment?

Does the company have a proven track record of bringing new products/solutions to the market? Does the company have a proven track record of successfully completing public or public-private funded project?

4. Added value on the business case and potential impact (weight 2):

The target market (target customers/segments, purchasing decision-makers, ...)?

The market validation (experience and relationship of the company with these customers; is the target market an existing one or a new one?)?

The route to market (what channels will the company use to sell and deliver its products to its target customers?)

The value proposition (competitive positioning and unique selling point)?

Financial aspects of the business plan (increase in revenues or new jobs created)?

The selection committee will take into account **geographical distribution in the NWE region** as well as **distribution over different application sectors** of the voucher grantees.



Each criterion is scored with a value from 0 (strongly underperforming) to 5 (excellent). The score is multiplied with the weight. **The individual score of each criterion should be at least 2,5/5. The total score should be at least 20/30.**



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→ Contact voucher@oip4nwe.eu



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