

Scale-up Vouchers

Biosolutions Zealand

Vouchers are hereby offered for the upscaling/demonstration of a solution within biosolutions under the grant Biosolutions Zealand II.

The total budget for a voucher is up to DKK 500,000, of which 50% is support from Biosolutions Zealand II. This means that support of up to DKK 250,000 can be granted per voucher, and the applicant company must finance a corresponding amount itself.

The vision for Biosolutions Zealand

Biosolutions Zealand will be an international business lighthouse for the sustainable bio-based solutions of the future. The lighthouse has its epicenter in Region Zealand.

In Biosolutions Zealand, physical facilities for biorefining and fermentation have been established. These facilities, in combination with other Danish facilities in and outside Region Zealand, will make it possible to scale up and test ideas, products and solutions within biosolutions, and thus demonstrate their business case, without having to search outside the country or make major investments in their own facilities.

About the funding

A grant of DKK 5 million has been granted in support for scale-up vouchers. 25 vouchers are expected to be launched and implemented in 2024-2026. The funding is granted by the Danish Board of Business Development and comes from the EU's Regional Development Fund. They are administered by the Danish Business Authority under the rules of the EU Regional Fund. The eligibility rules can be found [here](#).



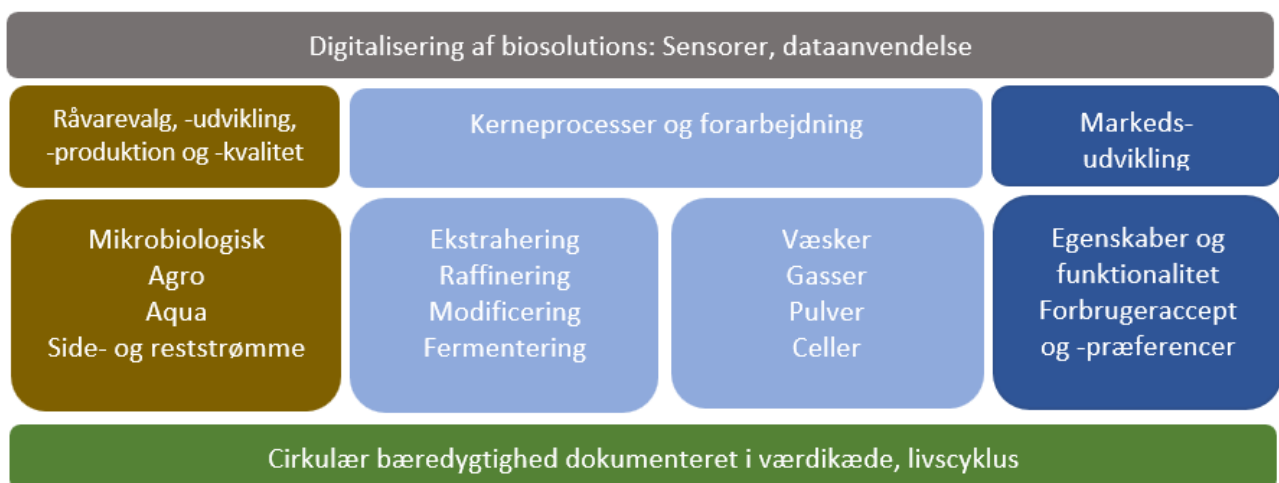
The support in Biosolutions Zealand II is covered by [the De minimis Regulation](#), i.e. a grant recipient may receive de minimis funding up to €300,000 over a period of three financial years (as of 1 January 2024) including the support applied for from Biosolutions Zealand. If this limit is exceeded, the Commission may order the aid to be recovered, together with interest.

Purpose of the scale-up vouchers

The purpose of the scale-up voucher scheme is to enable SMEs with a solution in the biosolutions area to scale up and test the solution and thus demonstrate its potential to investors and buyers without having to make large investments in their own facilities.

Scope for Biosolutions Zealand

Biosolutions is defined as a business area that is based on the utilization of organic raw materials and biological systems for the development and production of enzymes, proteins, bacteria and other bioactive substances for various applications. This can be via fermentation or biorefining technologies or so-called cellular agriculture, which is a combination of biotechnology, cell biology, biomedicine, molecular biology and synthetic biology.



The scale-up vouchers can be used to purchase access to physical facilities for e.g. biorefining or/and fermentation, where the company can test, further develop and demonstrate/scale up its technology targeted at the production of e.g. food or food ingredients, feed or feed ingredients, biological medicine or dietary supplements, biofertilizers or biopesticides or components for e.g. bioplastics, bio-based building materials, etc.

Requirements and framework for scale-up vouchers

We offer vouchers for support of the purchase of test, development and scale-up processes at physical facilities with a Danish CVR number that offer biorefining or/and fermentation or another technology relevant to biosolutions.

Requirements for partnership

The applicant must be an SME/startup with a Danish CVR number.

The voucher is intended for a scale-up course at one or more specific facilities. A grant may be divided between several facilities if needed.

You must always carry out a market search before submitting the application and submit the documentation together with the application.

Applicants are welcome to contact us before submitting the application and ask for advice in relation to market search or selection of facility.

Clarification of the terms of the cooperation with the supplier is the responsibility of the applicant company (e.g. negotiation of payment terms, data rights, IP rights, including confidentiality agreement).

Primary producers in agriculture and fisheries/aquaculture are unfortunately not eligible to apply, cf. the rules of the EU's Regional Development Fund.

Expected duration and end date

It is possible to apply continuously until the funding runs out.

All voucher-supported scale-up projects must be completed and reported no later than 30/6-2026.

Financing and disbursement

The total budget for a voucher is up to 500,000, of which 50% comes from Biosolutions Zealand II. This means that the maximum amount of support is DKK 250,000 per voucher.

The applicant must pay for the use of the facility and submit documentation for this to Food & Bio Cluster Denmark, which forwards this to the Danish Business Authority in connection with project reporting twice a year.

As of 1 February 2025: After submission of a paid invoice to Food & Bio Cluster Denmark, it is possible to request a quick payment of up to 80% of the costs incurred – even if the documentation has not yet been submitted to and approved by the Danish Business Authority (Erhvervsstyrelsen/ERST). Disbursement in general and particularly fast disbursement (before release of the money from ERST to Food & Bio Cluster Denmark) requires that there is consistency between the market search that has been submitted and the invoices that are sent in. The remaining 20% will be paid out when ERST releases the money to Food & Bio Cluster Denmark after approved reporting.

Because fast payouts involve a financial risk for Food & Bio Cluster Denmark, we reserve the right to reject such requests if the documentation is incomplete. If the quick payment is rejected, the full amount is paid out when ERST has released the money, which is usually 4-6 months after submission of the annual reports in March and September, respectively.

Assessment criteria

Enquiries from applicant companies are processed on an ongoing basis. The process consists of two steps:

Step 1. Verification of formal requirements:

- That the company is a Danish SME in terms of the EU definition.
- That grants can be granted in accordance with the state aid rules of the de minimis regulation (EU No. 1407/2013).
- That the company is not in difficulty (EU No. 651/2014, Articles 2, 18).

If the company does not meet these entry requirements, a rejection will be announced stating whether it is possible to reapply and the right to appeal to the Danish Business Authority will be indicated. If the company

meets the entry requirements, the processing of the application will move to step 2, where the company and the biosolutions solution will be assessed based on a set of criteria.

Step 2. Professional assessment according to the following criteria:

- **The purpose and business potential of the project proposal:**
 - To what extent does the project fall within the scope of Biosolutions Zealand? (See above)
 - Does/do the chosen facility/facilities meet the company's needs or can facilities be assigned?
 - To what extent is the project based on specific market needs and/or potential within biosolutions?
 - To what extent is the proposal considered to have economic potential?
 - Does the company have market understanding and contact with potential customers/customer companies?
 - Will awarding a voucher have a decisive impact on the company's ability to test, further develop/adapt and demonstrate their biosolution solution to potential buyers?
- **The company's organizational and financial capacity:**
 - Is the applicant company considered to have the necessary competencies to carry out the applied project and then introduce it to the market?
 - Will awarding a voucher have a decisive impact on the company's ability to demonstrate their business potential to potential investors?
- **The climate and environmental sustainability of the project proposal:**
 - To what extent is the project considered to contribute to the objective of the Structural Funds to promote sustainable development?

It is not a requirement that applying SMEs must have a CVR address in Region Zealand, but it gives additional points in the evaluation and thus increases the chance of obtaining support.

The obligation to provide information

In the event of receiving a grant, it is important to be aware of the following:

This type of Regional Fund support comes with an obligation to inform the public about the project, e.g. on the company's website or social media, as well as to include the relevant logos in all communication materials (including in email signatures). Read more about the information obligation on the [Danish Business Authority's website](#).

Application and grant process

SMEs, including start-ups, from all over the country can apply for a scale-up voucher. An SME has fewer than 250 employees and an annual turnover of less than EUR 50 million. The company must have established a Danish CVR number and must not be the primary producer.

Applications are received on an ongoing basis and processed monthly.



The applicant company must complete **the De Minimis Declaration, SME Status Statement and market search documentation.**

As the voucher is applied for with a view to a course at a specific facility (or several), the company must carry out a market search where offers are obtained from at least two facilities, and **these offers must be attached to the application.** If a company's upscaling needs change during a process, changes can be requested after a grant. Please note that if you want to use a facility other than the grant, you must re-examine the market.

Application and appendices must be submitted electronically via the link below:

<https://podio.com/webforms/29367957/2408067>

See a guide on how to fill out the application and budget form under **Guidelines.**

Applications are processed by an evaluation panel consisting of employees from Erhvervshus Sjælland, Knowledge Hub Zealand and Food & Bio Cluster Denmark. The evaluation panel processes the applications in compliance with general administrative law rules of impartiality and recommends them with a grade to the Biosolution Zealand activity leader group, which makes up the grant panel.

Applicants will receive a response within six weeks of the submission of the application. At the same time, the company will be assigned a facilitator who will assist the company during the upscaling process.

Work that the voucher is to co-finance **may only be started when:**

- A written commitment to a license has been given and all documentation for market exploration has been approved.
- The voucher contract has been signed.
- A virtual kick-off meeting has been held where the company is informed about how the voucher scheme is administered.

The pool is open as long as there is project funds left. We therefore encourage you not to wait unnecessarily long to apply.

Contact

Responsible for the Voucher scheme in Biosolutions Zealand:

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Guidelines for application

The applicant company

The applicant company must be an SME with a Danish CVR number. An SME has fewer than 250 employees and an annual turnover of less than EUR 50 million. See [here](#).

Project activities – what is eligible and what is not?

The voucher can be used to co-finance a test, development and scale-up process at one or more physical facility(s) that offer biorefining or/and fermentation. The facilities must have a Danish CVR number.

The voucher can only be used to pay for the implementation of test, development and scale-up processes at facilities, including simulation of the process, necessary consumables, assistance from technicians, laboratory analyses, sparring on methods, protocols and results, as well as data collection and processing.

There must be no established sales of the product to be tested, developed or scaled up. Nor may sales of the product be established during the project before the scale-up process has been completed. In that case, the aid will cease from that date.

Funds from the voucher may not be used for commercial activities such as marketing and sales, business development and distribution. Nor can the funds finance the preparation of an application for regulatory approval, such as food safety or patents. However, it may be investigated whether there are special circumstances that may have an impact on the development of the solution.

Before submitting the application, the company must conduct a market search, where offers must be obtained from a minimum of two suppliers (facilities), see the template below for market search. Work that the voucher is to co-finance may only be initiated when the market search has been carried out and a facility has been chosen, the tenders obtained have been submitted to the Food & Bio Cluster, a written commitment to a grant has been made, a contract has been signed, and a start-up meeting has been held with the company's facilitator.

Special rules if you are a primary producer or work with fisheries and aquaculture

All companies that grow/harvest/catch are covered by the definition of "primary producer". This definition is independent of the possibility of receiving agricultural, hectare subsidies or otherwise. An applicant company's status as a primary producer will have to be determined based on the industry code, the company's purpose and operations.

Work with seaweed and algae at the primary producer that is beyond harvesting, e.g. cleaning, filtration and processing, is defined as "fishing and aquaculture", which limits the aid that can be granted to this type of

activity (see below). Processing, including cleaning, filleting and other processing at the processing stage, can be supported under the general de minimis rules, i.e. with a limit of EUR 300,000.

A company that only produces tools, remedies including machines – is not covered by the definition of fishery and aquaculture or primary producer, regardless of what it produces for. For example, the production of machines for harvesting eelgrass or for field use; Here, a company whose sole purpose is to produce machinery will not be defined as either a "primary producer" or a "fishing and aquaculture".

A company can be covered by both definitions, both being a primary producer and included "fishing and aquaculture" – this will be a company that has e.g. farming, fishing and processing of fish as its purpose.

Primary Producer

Primary producers cannot apply for an upscaling voucher, as they are not allowed to be main applicants for grants under the EU's Regional Development Fund.

Fisheries and aquaculture

Companies in the fisheries and aquaculture sector cannot apply for an upscaling voucher, as they cannot be the main applicants for a grant within the EU's Regional Development Fund. and which means that the total amount of aid granted to each undertaking may not exceed EUR 30 000 over a period of three financial years.

The company must complete, sign and date a "declaration of De minimis in the field of fisheries and fisheries". aquaculture sector'. In addition, the amount must be reported to the Danish Agricultural Agency.

Contact Food & Bio Cluster Denmark for further information.

Correct completion and submission of application form

The documents to be completed and submitted when applying are:

- **Application form** with a budget.
- **Activity and Budget Schedule**
- **Quotation for the solution of the task from a minimum of two facilities**, if the facility (supplier) is known at the time of application.
- **Completed Declaration for use in the purchase of goods and services (use box 2 "We have obtained two or three offers")**
- **Declaration of De Minimis** for the applicant company
- **SME declaration** for the applicant company

In the application form, you will be asked to describe:

- **Purpose and project description:** Describe the overall purpose of the project and the activities to be carried out. Specify the need for the involvement of external scale-up facilities - what should the

facilities contribute? Remember to attach a detailed budget - and activity plan in the dedicated excel template must be attached as an appendix.

- Choice of facility(s): The voucher is applied for with a view to a course at specific facilities, which is why offers must be obtained from a minimum of two to three facilities, and these offers must be attached to the application. Justify the choice of the specific facility(s) according to the market search.
- Expected results
- The market potential as well as the business case and the plan for market introduction in the longer term (after the end of the scale-up process)
- Applicant company and team
- The contribution of the project/product/solution to sustainable development
- The project's contribution to Biosolution Zeeland's further strategic development – i.e. how does the project help to build the Danish biosolution's position of strength.

Familiarise yourself with the description of the assessment criteria in the call text.

Make sure to fill out the application form shortly, concisely and within the allowed number of characters. Avoid spending too much space on descriptions of generic and well-known issues and keep the description specific to the specific tasks.

The application form is available in both Danish and English and both languages can be used.

Application and appendices must be submitted via the link below:

<https://podio.com/webforms/29367957/2408067>

The voucher can finance 50% of the total cost of the course at the physical facility(s), but a maximum of DKK 250,000 per company. The rest of the cost must be borne by the company itself.

The applicant company must pay the full amount for the course itself and must be aware that it can take up to a year before the grant amount can be paid.

Completion of the De Minimis Declaration

As the funds from Biosolutions Zealand are public funds, it is under state aid. Receipt of the aid is therefore possible only by applying the de minimis rules. The participating SMEs MUST therefore provide a De Minimis declaration when applying for the project.

It must be stated whether the company has received aid under De Minimis during the current and the two previous years. De minimis aid must be included from the time when the company has acquired the right to receive the aid, i.e. a grant date, regardless of whether the payment is made until later.

Companies can receive a maximum of EUR 300,000 within a period of three financial years (as of 1 January 2024), which includes the current year and the two previous years.

When filling out the De Minimis declaration, please note the following:

All information on page 1 must be provided:

- Fill in Company name, CVR, P-number and Project title: "Biosolutions Zealand II Innovation and Scaling"

All fields on page 2 must be entered:

- I/we declare: In this financial year and the two previous financial years to have received: Here is written the total amount that the company has been granted within the three years in question. You do not need to include the amount you are applying for from Biosolutions Zealand, as this has not yet been granted.
- Below you can state under which projects you have received support. If you have received from more than two projects, please attach an appendix with all the information.
- Remember to fill in the fields with a "0" if no De Minimis aid has been received so far.
- Signature and date **MUST be written by hand.**

The rules on de minimis aid mean that a company in the agricultural sector (primary producer) can receive up to EUR 20,000 as de minimis aid over a period of 3 financial years.

The rules on de minimis aid mean that a company in the fisheries and aquaculture sector can receive up to EUR 30 000 as de minimis aid over a period of 3 financial years.

Contact Food & Bio Cluster Denmark for further information.



Completion of the SME Status Declaration

The applicant must fill out a declaration that they are in fact an SME. Again, remember **the date and signature in hand** from the person entitled to sign the agreement.





Market exploration

The assignment text for market exploration at suppliers/facilities before choosing a supplier should contain the following points and texts:

General information

Title of the assignment:

Name of the offering company:

Address:

CVR no.:

Date:

Deadline for quotations:

Questions and offers should be directed to:

Tel. no. and e-mail:

Presentation of the tendering company

Here the provider is described in short terms. Refer to the website.

Description of the task under market hedging

Here is a very detailed and precise description of the task for which the provider wants a quote.

The objectives and success criteria of the assignment

Here you will find a description of what the goal of the solution of the task is and how it is measured/ensured that the task has been solved.

Budget and tender specification

We expect the written offer to contain at least:

- A brief presentation of the tenderer with information about the CVR number and contact information. Possibly also with references and history
- The tender's proposal for solving the task
- Indication of price for solving the task
- Possible discount
- Expected schedule. The task must be completed by 30/6-2026 at the latest
- Possible prerequisites for the offer

Background for market exploration

The Supplier is subject to several requirements for good, sound financial management, including documentation that the agreed price for external purchases is an expression of the market price. This call for tenders is part of this.



We emphasize that the tenderer may only submit a tender for the requested delivery. Services of an executive or implementing nature cannot be approved (e.g. craft services, IT system implementation, etc.).

The final tender is selected by the tendering company based on an assessment of the best relationship between price and quality. It is not a requirement to choose the cheapest offer if there are sufficiently good arguments for choosing another.

