

ROBOTIC PROCESS  
AUTOMATION (RPA) AND  
ARTIFICIAL INTELLIGENCE (AI)  
SOLUTIONS FOR GLOBAL  
BUSINESS SERVICES\*

Presentation of Grant Program

2023 02 15

# What are the conditions of the grant

## The purpose of grant and amount to be granted

- Encourage Business Service Centres (BSC) to deploy Robotic Process Automation (RPA) and/or Artificial Intelligence (AI) solutions to automate and optimise business processes and move towards higher value-added services.
- A total of €3 M will be allocated to the projects.

## Granted activity

- Assessing the potential of robotic process automation (RPA)\* and artificial intelligence (AI)\*\* solutions\*\*\* and developing and deploying these solutions.

\* RPA is a technology that makes it easy to build, deploy, and manage software robots that imitate human actions when interacting with digital systems and software. RPA cannot be limited to desktop automation tools (e.g., Visual Basic for Applications, Excel macros, simple Java commands) and must have broader applications

\*\* AI is a specific algorithm, designed to solve a specific task and optimise processes, that analyses its environment and makes autonomous decisions to achieve a given goal.

\*\*\* Only those solutions that are implemented in the applicant's company to automate the applicant's processes are funded.

## The amount of grant\*\*\*\*

- The maximum amount of funding available for one project is €200 000.
- The minimum amount of funding available for one project is €25 000.

\*\*\*\* The provisions of the de minimis Regulation apply, i.e. the total amount of de minimis aid granted to a single undertaking may not exceed €200 000 in any three-year period.

## Subsidy intensity

- Up to 50% of eligible costs.

## Eligible costs

- Equipment and other assets :
  - Costs of acquiring and customizing software or modifying existing software;
  - Costs of acquiring software licenses and/or patents, software and server rental costs (up to 50% of total project costs).
- Costs of consultancy services for assessing the potential of RPA/AI solutions.
- Costs of RPA/AI solutions development and programming services.
- Salaries of employees for tasks related to the assessment, development and implementation of RPA/AI solutions.
- Training costs related to the RPA/AI solution (up to 10% of total project costs):
  - Cost of services for organizing and delivering training;
  - Salaries of trainers (if training is organized internally);
  - Premises and equipment rental costs (not applicable for on-the-job training).

# Who can get a grant and how to do that

## Requirements for the applicant

- The applicant is a Business Service Centre (BSC) established in Lithuania – a private legal entity or a branch, exporting more than 80% of its services\*, whose activities or part of them are focused on business operations and/or functions and/or processes\*\* taken over from other companies or units of the group to which the BSC belongs, or set up in a business service center, with the aim of improving efficiency, growth of the company and cost optimization.

\* At least 80% of the exported services must consist of exports from the functions performed by the BSC.

\*\* BSC functions: financial and accounting operations; financial crime prevention; banking services; programming and/or software development; IT technical maintenance; data science; IT product development; cloud computing; IT infrastructure services; cybersecurity operations; process automation and artificial intelligence; development and maintenance of IT applications; risk management; customer service; human resources; business intelligence; business analytics; project management; security operations; global market operations; business solutions; supply chain management/engineering; analytics.

- The applicant is a large company (group-wide).
- The number of insured persons of the applicant at the time of application is more than 100.

## Other important conditions

- The RPA and/or AI solution deployed must save on average at least 1 FTE/month (160 working hours/month), over 3 months after the deployment of the solutions.

## Dates and terms

- Call for proposals is open until **31 May 2023**.
- The maximum project implementation period is **15 months**, during which the applicant must implement RPA and/or AI solutions (within **12 months**) and measure FTE savings (**3 months**).
- Costs for RPA and/or AI potential assessment may be incurred no earlier than **6 months** prior to application submission and other costs – after the submission of the application.

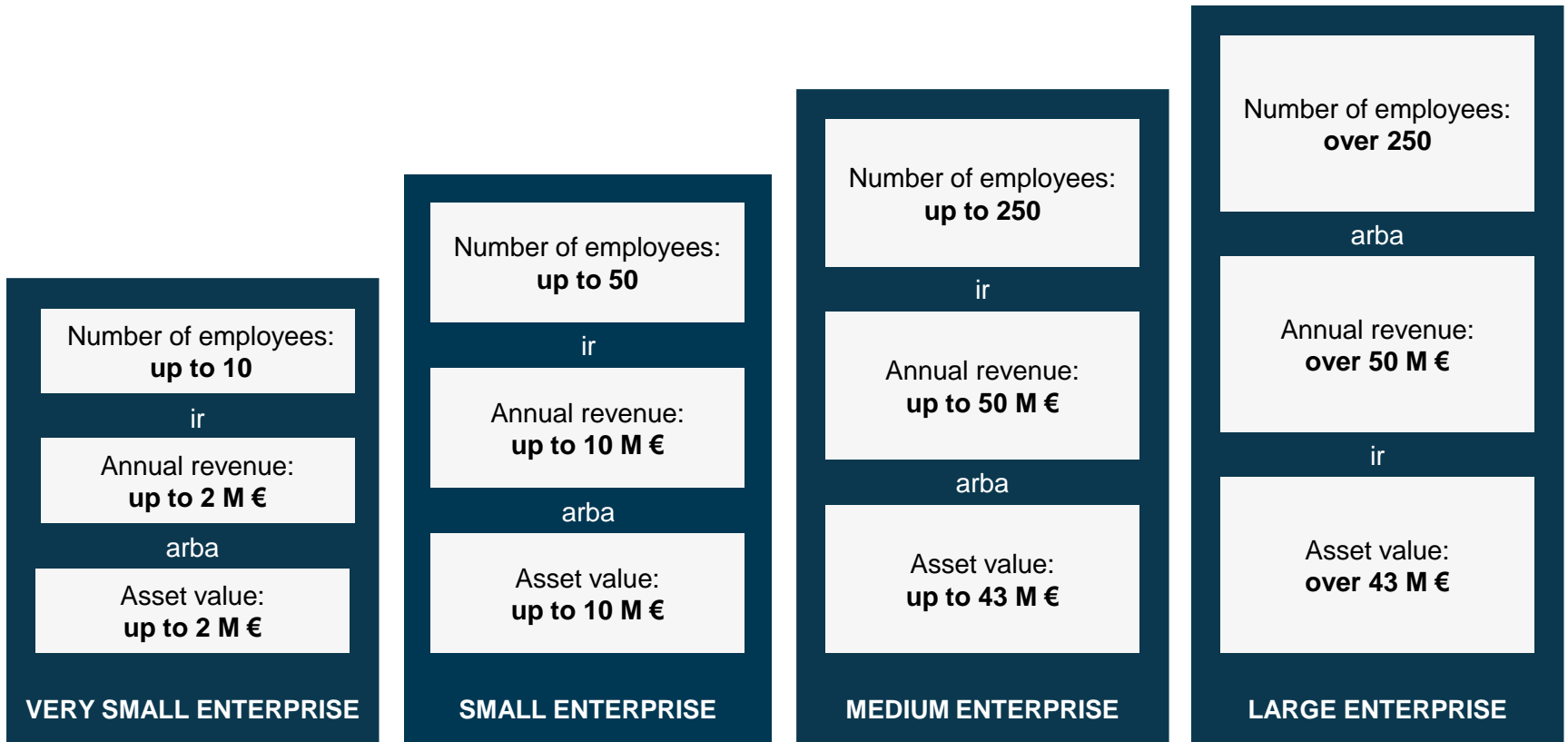
## Project selection criteria

- Project effectiveness. The ratio (K) between the applicant's projected FTE savings ( $X_1$ ) and the amount of funding requested ( $X_2$ ) is assessed:  $K = X_1 / X_2 * 100000$ . Higher score is awarded to projects with a higher ratio:
  - If K is equal to or more than 1 - 12 points
  - If K is equal to or more than 3 - 24 points
  - If K is equal to or more than 5 - 36 points
  - If K is equal to or more than 7 - 48 points
  - If K is equal to or more than 9 - 60 points
- An RPA and/or AI solution saves FTE time. The higher FTE savings, the higher scoring is awarded for a project:
  - 1,01-3,99 FTE - 8 points
  - 4-6.99 FTE - 16 points
  - 7-9.99 FTE - 24 points
  - 10-14,99 FTE - 32 points
  - 15 FTE and over - 40 points

The minimum score required is 20 points.

# How to evaluate the size of the company

- The size of the company is assessed by set of three criteria – number of employees, annual revenue and total value of assets.
- While assessing the size of the company one must take into account abovementioned criteria of the related companies (parent, subsidiaries or companies related in other way).



# How can we help you to employ a grant

- We assist our Clients in employing EU grants and ensure that the grant would serve Client's need rather than Client serve the bureaucratic requirements of the donor.
- We provide integrated services for employing EU grants – we create value in all stages of Client's project life-cycle from evaluation of eligibility of project idea to the moment when last cent of the grant will be transferred to our Client's bank account.

## PROJECT CONCEPT PREPARATION

We shape the project concept to ensure that it meets donor's requirements and has maximum chances of receiving grant

**1. Client's  
project initiation**

## DEVELOPMENT OF APPLICATION

We develop competitive application and lead it through the evaluation process towards the signing of the grant agreement

**2. Client's  
project planning**

## POST-PROJECT ASSISTANCE

We develop annual reports and, if needed, help to avoid donor's sanctions for non-compliance with the project impact KPI's

**4. Client's  
project  
closure**

## ADMINISTERING THE PROJECT

We help to implement the project in line with donor's requirements to ensure that the grant is paid to the Client timely and in full amount

**3. Client's  
project  
implementation**

# Some of our clients

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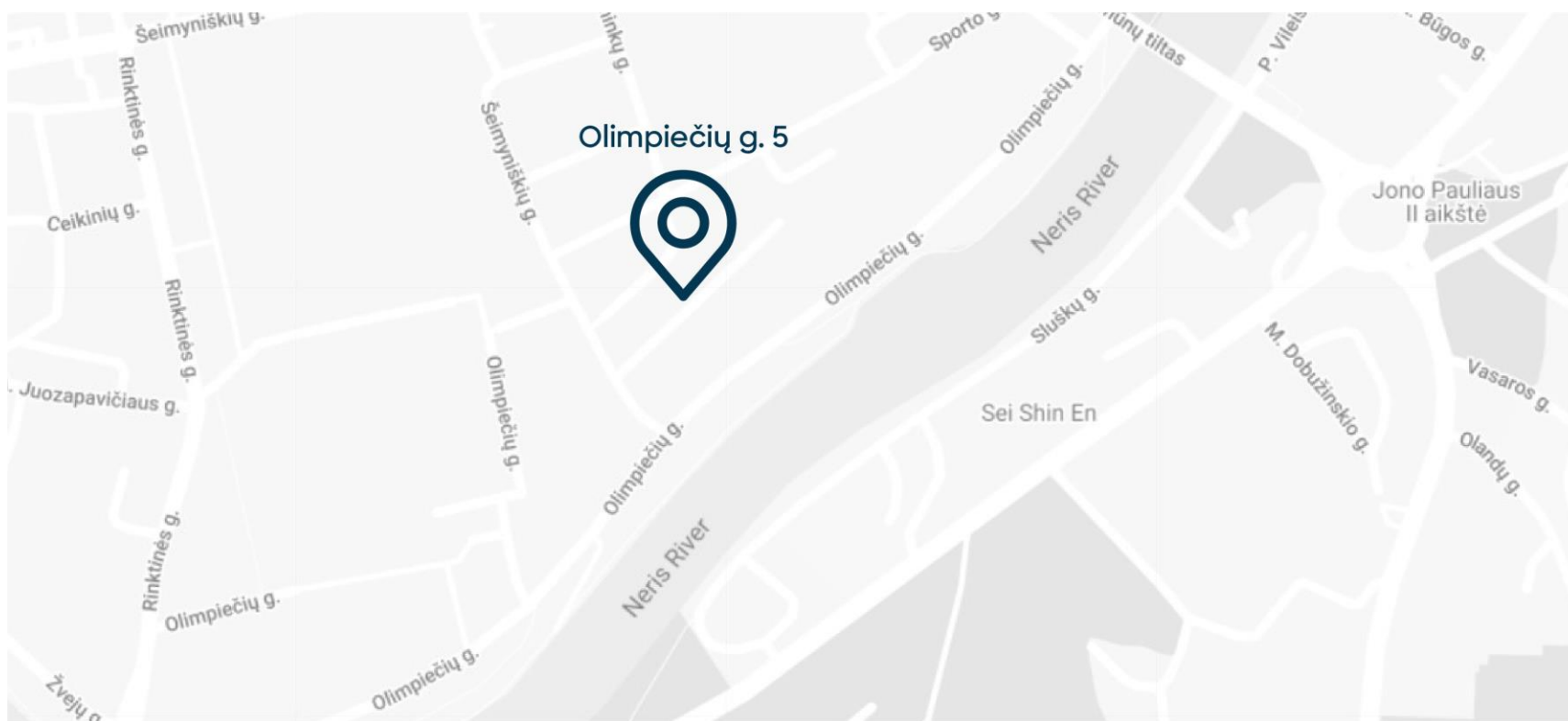
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# Contact us

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The world is full of wonders, but there is always room for improvement.

The power to change the world comes from great ideas. We work so that your ideas do not remain only in your thoughts or plans.

We know how to attract funding and apply it to make those ideas happen. We dedicate all our knowledge, experience and strength to bring great ideas to life.

And change the world for the better.

Responsum Manifesto