

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

Presentation of Grant Program

2024 05 22

Responsum

What are the conditions of the grant

The purpose of grant and amount to be granted

- Encourage Business Service Centres (BSCs) to adopt Robotic Process Automation (RPA) and/or Artificial Intelligence (AI) solutions.
- A total of €2.39 M will be allocated to the projects.

Granted activity

- Development and deployment of Robotic Process Automation (RPA)* and Artificial Intelligence (AI)** solutions***.

** RPA is a technology that makes it easy to build, deploy and control software robots that mimic human actions by 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 needs to have broader applications.*

*** An IoT 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.*

**** Funding is limited to solutions that are implemented in the applicant's company to automate the applicant's processes.*

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 de minimis Regulation applies, i.e. the total amount of de minimis aid granted to a "single undertaking" may not exceed €300,000 in any period of three financial years.*

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).
- Indirect costs (7% of direct costs).

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 registered in the Republic of Lithuania, which provides services and/or performs functions for the same group of companies*.

** 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 50.

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

- The call for proposals is open until **28 June 2024.**
- 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 (within **3 months**).
- Costs for the RPA and/or DI potential assessment can be incurred no earlier than **6 months** prior the submission of the application and other costs – after the submission of the application.

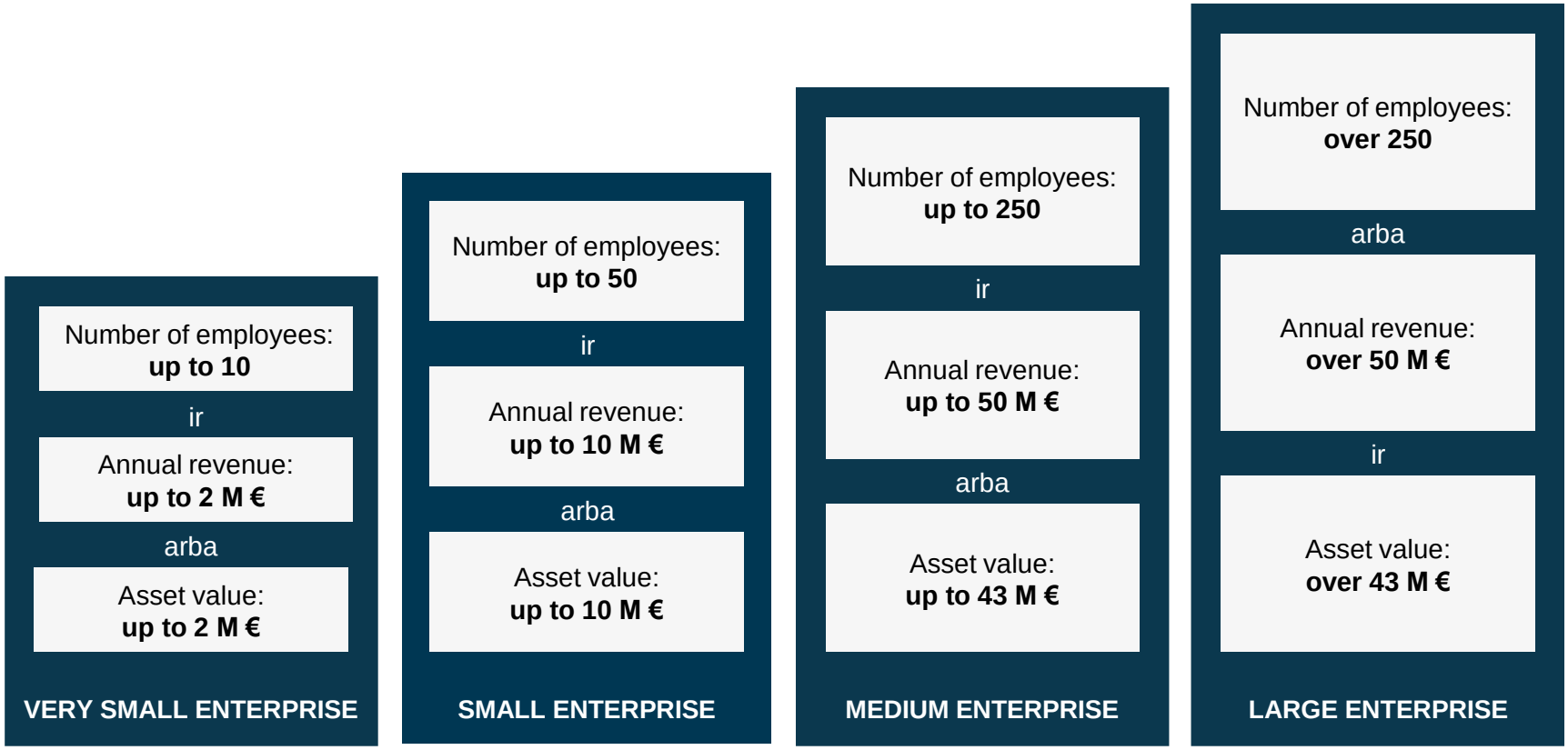
Project selection criteria

- 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 scores are 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
  - 36 points if K is equal to or more than 5
  - If K is equal to or more than 7 - 48 points
  - If K is equal to or more than 9 - 60 points
- FTE time saved by RPA and/or AI solution. Higher scores are awarded to projects which save more FTE:
  - 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 more - 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

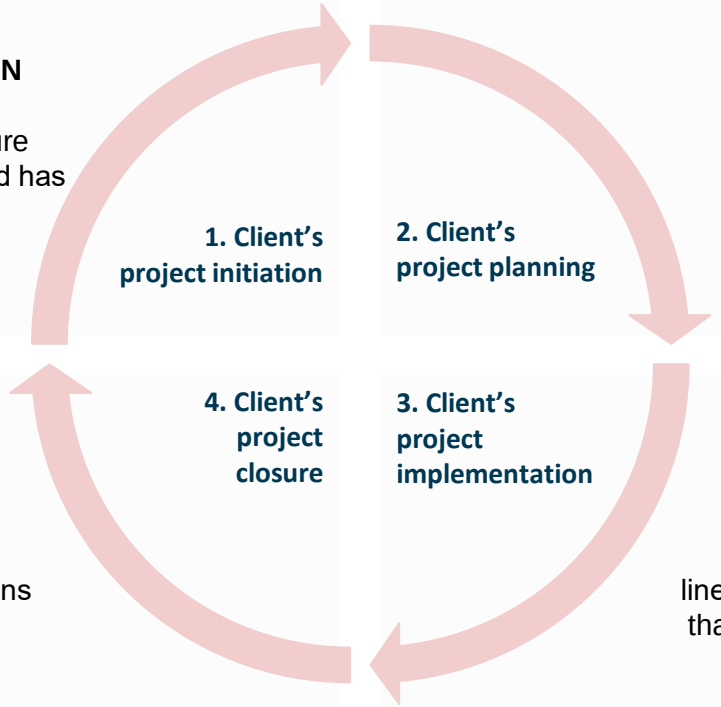
- We assist our Clients in employing EU grants and ensure that the grant would serve Client's need rather than Client serve the bureaucratic requirements of the donor.
- We provide integrated services for employing EU grants – we create value in all stages of Client's project life-cycle from evaluation 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

DEVELOPMENT OF APPLICATION

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



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

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

Some of our Customers



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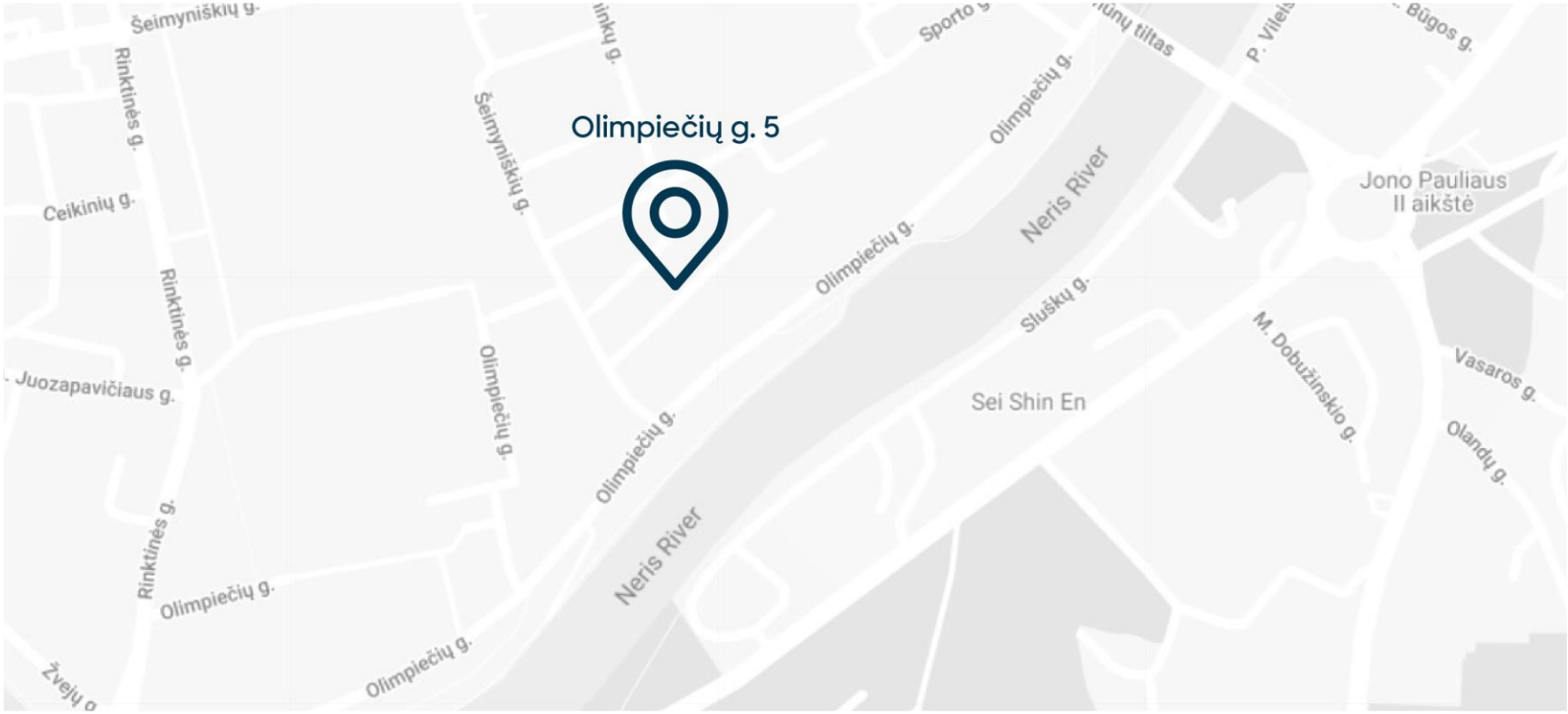

"The world is a wonderful place, but there is always room for improvement. The power to change the world comes from great ideas.
We work to make sure your ideas don't just stay in your head or in your plans.
We know how to attract funding and recruit it to make ideas happen.
We dedicate all our knowledge, experience and energy to making sure that great ideas stay with us.
And change the world for the better."

From the RESPONSUM Manifesto