

Advancing Manufacturing Challenge Fund

Monitoring Template Guidance

May 2020

1.0 Important Information

The 2014-2020 European Regional Development Fund (ERDF) programme is structured around specific themes known as Strategic Interventions, administered by Lead Partners. On behalf of Scottish Government and Highlands and Islands Enterprise, Scottish Enterprise is the Lead Partner for the Innovation Challenge Funds Strategic Intervention and the mechanism for delivery is the Scottish Programme for Research, Innovation and Technology Eco-System (SPRITE). The overall aim of SPRITE is to improve the innovation performance of Scotland's Small and Medium-sized Enterprises (SMEs) and stimulate greater coordination between stakeholders and partner organisations to help businesses capitalise on new economic and public-sector innovation opportunities. Programme activities will focus on competitive Challenge Funds and procurement of Cluster-Building Services.

The Advancing Manufacturing Challenge Fund (AMCF) is one of the competitive Challenge Funds being delivered through SPRITE and ERDF funding will be distributed, on a competitive basis, to projects delivered in Scotland. The eligibility criteria, guidance (including this document) and application process will be reviewed periodically and, therefore, may be subject to change. The Applicant should make sure that they refer to the most up to date guidance at the time of application. This guidance is available at www.scottish-enterprise.com/AMCF.

The AMCF can contribute up to 50% of the eligible costs of each project delivered in the Lowland & Upland Scotland area (LUPs), and up to 70% in the Highlands & Islands (HI) area. The intervention rate applicable will depend on where project activities take place. The Applicant can refer to the European Commission's [map](#) to determine the geographical classification for their project.

The balance of funding required to deliver the project (usually referred to as match funding) must be found by Applicants from other sources, which must **NOT** include any other EU funding. Match funding must be in the form of a direct cash contribution and/or expenditure incurred e.g. actual costs for the procurement of capital equipment and/or direct staff costs. Match funding cannot be linked to the achievement of outputs for other projects and activities.

Funding decisions will be based on factors including, but not limited to, (i) the availability of ERDF funding, (ii) how well the project matches the AMCF priorities, (iii) the project's contribution to AMCF outcomes and (iv) our assessment of deliverability against the European Structural Investment Fund (ESIF) [National Rules on Eligibility of Expenditure](#) (referred to as National Rules) and AMCF timescales. Scottish Enterprise reserves the right not to award any support at all under this programme.

The rules governing the ERDF programme are set out within the ESIF [National Rules](#), [State Aid Guidance](#), [State Aid Rules](#) and [Publicity Requirements](#). The European Union (EU) and the Scottish Government reserve the right to amend these National Rules.

2.0 Data Protection

Any personal data provided in the application will be processed by Scottish Enterprise in accordance with Data Protection Laws and held in accordance with Scottish Enterprise's privacy notice, which can be found at <https://www.scottish-enterprise.com/help/privacy-notice>. Individuals can also use this link to find information on their rights in respect of the personal data we hold.

The information provided in the application forms may be shared and used by Scottish Enterprise, The Scottish Government, Highlands and Islands Enterprise and other associated bodies such as; local delivery organisations, consultants and agents collectively referred to as 'the Agencies', to assess suitability for support. If the application is successful, the Agencies will use the information provided in the application form for administration and management purposes, including carrying out appropriate checks and audits. Some information may also be passed to independent auditors, the European Commission or its agents for administrative purposes.

The transfer of personal data between the Applicant and Scottish Enterprise is on a Controller to Controller basis. Scottish Enterprise and the Applicant shall each comply with their respective obligations under Data Protection Laws. The Applicant will be responsible for ensuring that all collaborative partners (if applicable) ensure that relevant staff are provided with appropriate privacy notices informing them that their employment information may be shared.

Where the Applicant discloses personal data to Scottish Enterprise in relation to this application, such disclosure must be fair, transparent and lawful and not contravene Data Protection Laws.

Applicants should note that the rules governing the ERDF programme require the provision of personal data to evidence staff costs and meet the eligibility criteria for a claim. Applicants should consider the eligibility criteria set out in the [National Rules](#) when applying for funding.

Please note that all links within this guidance document are considered accurate as at the date of publication but that we take no responsibility for the accuracy or compliance of third party links.

Version Control

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3.0 Introduction

This Guidance document sets out the framework that will be used to monitor and evaluate the success of the AMCF.

The guidance covers the monitoring and reporting that is done by SPRITE for the AMCF and, that to be done by Grant Recipients for projects which receive funding from Scottish Enterprise.

When applying for funding, Applicants need to demonstrate how they will monitor the implementation of their project and report the predicted outputs and outcomes. This guidance outlines the information that needs to be collected and how it should be reported.

4.0 Why undertake monitoring?

The AMCF wants to improve innovation performance of Scotland's SMEs through the provision of services focused on improving manufacturing capabilities across Scotland which will lead to long-term transformational change.

The purpose of monitoring is to provide evidence of the extent to which Scottish Enterprise have achieved this. It also allows us to track the management of the funded Projects, the inputs, outputs and outcomes, and the impact that these make both individually and cumulatively.

As the Lead Partner delivering the Strategic Intervention, Scottish Enterprise is expected by the EU and the Scottish Government to oversee a programme of monitoring that:

- evidences delivery of the AMCF in an efficient manner
- assesses whether the AMCF has produced the desired outcomes and what its impact has been
- informs the Scottish Government of the contribution made towards meeting the National Indicators

5.0 How to plan for monitoring

Grant Recipients are required to report against a selection of indicators noted in this guidance. Applicant's should select those that are most appropriate to what the project will deliver. It is not necessary to report against all of them. Applicants may include additional indicators over and above those in this guidance. The project indicators should be set out in the Stage 2: Full Project Application and if the application is successful, will form part of the Grant Agreement. Information and data for each agreed indicator will be collected by Grant Recipients for their project and reported to Scottish Enterprise through the Monitoring Report along with the Quarterly and Final Progress Reports.

6.0 The Monitoring Framework

This section sets out the framework of indicators that can be used to monitor and report on various aspects of the AMCF and the projects that contribute to it.

As [defined](#) by the European Commission, a small and medium-sized enterprise (SME) is an enterprise which employs fewer than 250 persons and which has an annual turnover not exceeding 50 million euro, and/or has an annual balance sheet total not exceeding 43 million euro. More information can be found at https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

A description of these indicators and how they should be monitored and reported on is contained in Appendix 1.

The indicators include:

6.1 [Output Indicators](#)

- Number of Small and Medium-sized Enterprises (SMEs) attending events
- Number of SMEs supported
- Number of projects with SMEs (one-to-one support)
- Number of collaborations between SMEs and research institutes
- Business expenditure on research and development (BERD)

'Outputs' are the expected results of project activities, what the project aims to achieve e.g. number of R&D projects supported, number of SMEs accessing research and testing equipment.

6.2 [Outcome Indicators](#)

- Number of SMEs supported to introduce new to the market products
- Number of SMEs supported to introduce new to the firm products

'Outcomes' are the changes achieved as a result of the support e.g. increased productivity, adoption of new technology and processes.

6.3 [Horizontal Theme Indicators](#)

Horizontal Themes are not outputs or outcomes. These indicators are set by ERDF and monitored to ensure that projects are delivered in an inclusive and sustainable manner. Grant Recipients are therefore required to demonstrate and measure:

- [how they will promote sustainable development through the work of the project](#) Sustainable development is described by the European Commission as "*specific actions to consider environmental protection requirements, resource efficiency, climate change mitigation and adaptation, disaster resilience and risk prevention and management*".

All projects should consider the impact their activities will have on sustainable development. Applicants will be asked in the Stage 2: Full Project Application to consider the impact the project may have on environmental protection requirements, resource efficiency, climate change mitigation and adaptation, disaster resilience and risk prevention and management, and identify potential mitigating and net-positive actions which will be undertaken during the delivery of the project.

For example:

- raising awareness of the business benefits from implementing inclusive and sustainable approaches

- helping SMEs to address resource efficiency and environmental sustainability as part of their innovation plans, including development of new products and processes
- providing support for collaborative projects to develop new approaches to resource efficiency and exploit new market opportunities offered by the transition to a low carbon economy
- **positive approaches to equal opportunities and non-discrimination**
The European Commission describes Equal Opportunities and Non-Discrimination as taking...*“appropriate steps to prevent any discrimination based on sex, racial or ethnic origin, religion or belief, disability, age or sexual orientation during the preparation and implementation of programmes. In particular, accessibility for persons with disabilities shall be taken into account throughout the preparation and implementation of programmes”*.

All projects should demonstrate that they have considered the impact of the supported activities on groups with protected characteristics under the Equalities Acts and ensure that their application includes a description of specific actions they intend to take to actively prevent discrimination.

Applicants should design their project to take account of the needs of the groups at risk of discrimination, and in particular the requirements for ensuring accessibility for persons with disabilities.

For example:

- providing SMEs with information about the Scottish Business Pledge
- encouraging more businesses to adopt fair work practices e.g. all jobs created and/or safeguarded as part of the project are paid at least the Real Living Wage (as outlined by The Living Wage Foundation, registered charity number 1107264 at www.livingwage.org.uk), encouraging transparency on gender equal pay and offering a fair and equitable policy for zero-hour contracts
- **equality between men and women**
The principle of Equality between Men and Women is outlined by the European Commission as ensuring that *“...equality between men and women and the integration of gender perspective are taken into account and promoted throughout the preparation and implementation of programmes, including in relation to monitoring, reporting and evaluation.”*

All projects seeking ERDF funding should demonstrate that they have considered the contribution of the supported activities to the promotion of equality between men and women and ensure that their application includes a description of specific actions they will take to actively support equality.

For Example:

- encouraging SMEs to develop a programme of activity to help develop women for leadership and encouraging more women to apply for leadership positions
- encouraging SMEs to consider reviewing their pay and grading system
- encouraging SMEs to consider offering a flexible approach to working hours to fit work into their lives e.g. offering part-time and school-term hours

Grant Recipients will be asked to provide qualitative narrative in the Quarterly Progress Report on how the project is contributing to the horizontal themes as noted above. In addition, where possible and appropriate, Grant Recipients may be asked to provide quantitative evidence in the Monitoring Report.

The Monitoring Report can be found at www.scottish-enterprise.com/AMCF.

7.0 Qualitative methods

The use of qualitative evidence in monitoring and reporting provides a rich source of information to demonstrate the benefits of a project and the outcomes it has achieved. Qualitative evidence can include examples, case studies, workshop outputs, art pieces, stories, activity reports, newsletters etc. The options are broad ranging and innovation and creativity is encouraged. All qualitative evidence should be submitted with the Quarterly Progress report.

8.0 Project Reporting

Grant Recipients are required to report on all of the chosen indicators on a quarterly basis, as agreed in the Monitoring Plan for their project. For some outputs and outcomes, Grant Recipients will be asked to produce qualitative evidence to allow Scottish Enterprise to produce a narrative on why and how the AMCF intervention has worked.

Milestones for the delivery of projects will be identified and agreed between the Grant Recipient and Scottish Enterprise. Grant Recipients will be required to report the actual progress of implementation of each project against the planned forecast on a quarterly basis as part of completing a Progress Report (whether submitting a quarterly claim, or not).

Following the final claim, the Grant Recipient will be expected to report on outputs and outcomes on an annual basis for a 3-year period from 31 December 2022 (year 1 report due by December 2023, year 2 by 31 December 2024 and year 3 due by 31 December 2025).

9.0 Quarterly Progress Report

Quarterly Progress Reports are required throughout the delivery period for the project. These must be provided on the template provided by Scottish Enterprise. These should include a report on progress against the indicators agreed in the project's Monitoring Plan.

10.0 Final Report

Grant Recipients will be required to provide a Final Report at the completion of the Project. A template for this will be provided by Scottish Enterprise (following a similar format to the Quarterly Progress Reports).

For further information please visit www.scottish-enterprise.com/AMCF or for assistance please email amcf@scotent.co.uk.

Appendix 1
AMCF Indicator Definitions and Evidence Requirements

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AMCF Output Indicator:
Number of SMEs attending events

Terms	Definition
Unit of Measure:	Number of SMEs attending an event.
Count Criteria: What can be recorded against this indicator?	<p>This type of support includes:</p> <ul style="list-style-type: none"> • information, diagnostic advice/guidance and signposting to individual SMEs delivered in the context of a meeting, workshop, conference or webinar over a period of 2-hours or more • the event needs to be specific, focused on a market opportunity or a theme, such as innovation in a market context • activities should support the project’s objectives and be directed towards ultimately improving the performance of the business
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	<p>To count one instance of this indicator you must provide evidence to demonstrate the AMCF project has provided the following:</p> <ul style="list-style-type: none"> • the meeting, workshop, conference or webinar took place over a period of 2-hours or more • SMEs can only be counted once per themed event • an SME can be counted more than once if it attends more than one themed event
Count Exclusion: What activity cannot be counted against this indicator?	Any SMEs ineligible for ERDF support under the European Structural and Investment Fund National Rules on Eligibility for Expenditure (referred to as National Rules) are excluded.
Verification Evidence:	<ul style="list-style-type: none"> • grant recipients must be able to demonstrate that this activity has taken place by providing a certified copy by the contractor/service provider, of the agenda of the activity, meeting notes (where applicable) and the registration form • grant recipients should provide the name, date and duration of the event as well as the, SME name, address (including postcode), Company registration number and the sector the SME operates in <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>

AMCF Output Indicator:
Number of SMEs supported

Terms	Definition
Unit of Measure:	Number of unique SMEs who have been in receipt of support from AMCF projects.
Count Criteria: What can be recorded against this indicator?	<p>Support can be provided across a range of activity including:</p> <ul style="list-style-type: none"> • management/leadership support • access to new supply chains and markets • innovation and commercialisation of R&D etc. This should not include financial support as the ERDF cannot be used for this purpose <p>This list is not exhaustive any support can be counted if this complies with the National Rules.</p>
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	<p>To count one instance of this indicator Grant Recipients must provide evidence to demonstrate the AMCF project has provided the following:</p> <ul style="list-style-type: none"> • assistance counted must include a structured review lasting a minimum of 7 cumulative hours (i.e. support could potentially be over more than one session) • the support can be delivered face to face (one-to-one or in groups), by telephone or webinars • to count one instance of this indicator, SMEs can only be counted once
Count Exclusion: What activity cannot be counted against this indicator?	<p>Exclusions from the count include:</p> <ul style="list-style-type: none"> • the COST of travel and preparation time is excluded however, travel and preparation time can be counted within the 7 hours of support • distribution of generic guidance and marketing materials and, • if the SME is ineligible for ERDF support
Verification Evidence:	<p>Evidence of support includes:</p> <ul style="list-style-type: none"> • collecting the SME name, address (including postcode), registration number and the sector the SME operates in (if applicable) • a breakdown of the activities which make up the 7 hours must be provided with the relevant dates. For example, 5 hours of one-to-one support followed by a 2-hour workshop. To be eligible, it must be certified by the lead applicant or contractor/supplier (where applicable) <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>

AMCF Output Indicator:
Number of projects with SMEs (one-to-one support)

Terms	Definition
Unit of Measure:	The number of projects delivered through support from AMCF.
Count Criteria: What can be recorded against this indicator?	These may be established to: <ul style="list-style-type: none"> • commercialise knowledge/IP • exploit a market opportunity
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	To count one instance of this indicator: <ul style="list-style-type: none"> • SME can only be counted once • The project must be completed
Count Exclusion: What activity cannot be counted against this indicator?	Exclusions from the count include: <ul style="list-style-type: none"> • if the SME is ineligible for ERDF support
Verification Evidence:	Evidence of support includes: <ul style="list-style-type: none"> • collecting the SME name, address (including postcode), company registration and the sector the SME operates in • confirming the project is complete and detailing the expected outputs. To be eligible, it must be certified by the lead applicant or contractor/supplier (where applicable) <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>

AMCF Output Indicator:
Number of collaborations between SMEs and research institutes

Terms	Definition
Unit of Measure:	The number of new collaborative ventures formed through support from AMCF.
Count Criteria: What can be recorded against this indicator?	<p>This type of support comprises SMEs that collaborate with research institutions in research and development projects.</p> <ul style="list-style-type: none"> • These may be established to achieve technology transfer or commercialisation of knowledge / IP between two or more organisations, to bid for collaborative research funding through for example TSB or EU framework programmes or, to exploit a market opportunity. • At least one organisation must have an operating base in Scotland. • At least one SME and one research institution must participate in the project. • One or more of the collaborating parties (research institution or SME) may receive the support but it must be conditional to the collaboration. • The collaboration may be new or existing. • The collaboration should last at least for the duration of the project. <p>This should not include financial support as the ERDF cannot be used for this purpose.</p>
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	<p>To count one instance of this indicator:</p> <ul style="list-style-type: none"> • the collaboration must last for the duration of the project • the collaboration can only be counted once
Count Exclusion: What activity cannot be counted against this indicator?	<p>Exclusions from this count include:</p> <ul style="list-style-type: none"> • if the SME is ineligible for ERDF support
Verification Evidence:	<p>Evidence of support includes:</p> <ul style="list-style-type: none"> • a record of the SME name, address (including postcode), registration, record of collaboration partners name, address, and sector <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>

AMCF Output Indicator:
Business expenditure on research and development (BERD)

Terms	Definition
Unit of Measure:	The total funds leveraged from SME expenditure on Research and Development.
Count Criteria: What can be recorded against this indicator?	The total amount of project related expenditure incurred by SMEs and other organisations on research and development (R&D) projects that have been assisted by AMCF.
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	To count one instance of this indicator: <ul style="list-style-type: none"> the total value of the SME's contributions must be verified before being counted
Count Exclusion: What activity cannot be counted against this indicator?	Exclusions from this count include: <ul style="list-style-type: none"> if the SME or other organisations are ineligible for ERDF support
Verification Evidence:	Evidence of the expenditure includes: <ul style="list-style-type: none"> an e-mail from the SME confirming the project is complete and detailing the expenditure and expected outputs a record of the SME name, address (including postcode), registration, sector and anticipated BERD expenditure <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>

AMCF Outcome Indicator:
Number of SMEs supported to introduce new to the market products

Terms	Definition
Unit of Measure:	This indicator measures if an SME receives support to develop a 'new to the market' product in any of its markets.
Count Criteria: What can be recorded against this indicator?	<p>Support must be for a SME to introduce one of the following: a product, process or service. It includes process innovation if the process contributes to the development of the product.</p> <p>A product is new to the market if there is no other product available on a market that offers the same functionality, or the technology that the new product uses is fundamentally different from the technology of already existing products.</p> <p>Products can be tangible or intangible (incl. services).</p> <p>Note: It is not necessary to have brought the product and/or service to market but, the process must be started with the intention of bringing the product and/or service to market.</p>
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	<p>To count one instance of this indicator:</p> <ul style="list-style-type: none"> • if an SME introduces several products or receives support for several projects, it is still counted as one support • in the case of collaboration projects, the indicator measures all participating SMEs • supported projects that aim to introduce new to the market products but did not succeed are still counted • if a product is new both to the market and to the firm, the SME should be counted in both relevant indicators
Count Exclusion: What activity cannot be counted against this indicator?	<p>Exclusions from this count include:</p> <ul style="list-style-type: none"> • projects without the aim of developing a product • if the SMEs are ineligible for ERDF support
Verification Evidence:	<p>Evidence includes:</p> <ul style="list-style-type: none"> • an e-mail is required from the SME confirming the project is complete and detailing the expected outputs • collecting a record of the SMEs name, address (including postcode), registration, sector and date product is launched • if applicable and where available, photographic evidence should be provided <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>

AMCF Outcome Indicator:
Number of SMEs supported to introduce new to the firm products

Terms	Definition
Unit of Measure:	This indicator measures if an SME receives support to develop a 'new to the business' product in any of its markets.
Count Criteria: What can be recorded against this indicator?	<p>Support must be for an SME to introduce one of the following: a product, process or service. It includes process innovation if the process contributes to the development of the product.</p> <p>A product is new to the SME if there is no other product within the business that offers the same functionality, design or the technology that the new product uses is fundamentally different from the design or technology of already existing products.</p> <p>Products can be tangible or intangible (incl. services).</p>
Count Threshold: What is the threshold or minimum requirement for recording (one count) against this indicator?	<p>To count one instance of this indicator:</p> <ul style="list-style-type: none"> • if an SME introduces several products or receives support for several projects, it is still counted as one support • in the case of collaboration projects, the indicator measures all participating SMEs • supported projects that aim to introduce new to the SME products but did not succeed are still counted • if a product is new both to the market and to the firm, the SME should be counted in both relevant indicators
Count Exclusion: What activity cannot be counted against this indicator?	<p>Exclusions from this count include:</p> <ul style="list-style-type: none"> • projects without the aim of developing a product • if the SMEs are ineligible for ERDF support
Verification Evidence:	<p>Evidence includes:</p> <ul style="list-style-type: none"> • an e-mail is required from the SME confirming the project is complete and detailing the expected outputs • collecting a record of the SME's name, address (including postcode), registration, sector and date product is launched • if applicable and where available, photographic evidence should be provided <p>A data collection template has been provided to assist with this process. Please refer to the Monitoring Report template available at www.scottish-enterprise.com/AMCF.</p>