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BE ACCEPTED**

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**This document is a copy of the on-line submission portal and can be used to work up your proposal off-line. It is your responsibility to transfer all the information in to the on-line submission portal. Please check that it has copied across correctly before submitting your proposal.**

**This document may differ from the on-line version. You should read the on-line submission portal in full before submitting your proposal.**

**Be aware of the word limits for each section, this document will NOT highlight if you exceed them.**

Step 1 of 6

## **Service**

We operate a number of different services for a variety of UK Government organisations and partners. Please use this section to specify what your submission relates to.

Market Explorations look at the existing capability of suppliers in respect of specific defence and security challenges. There is no opportunity to secure funding directly through a Market Exploration submission.

Themed competitions call for proposals responding to specific defence and security challenges. These run for a limited time only.

The Open Call for Innovation calls for proposals addressing challenges of constant interest to defence and security. This competition is always open and submissions are assessed on a regular basis.

Innovation Outlines provide an opportunity to submit a brief summary of something you think may be appropriate for submission to the Open Call for Innovation or a Themed competition. A DASA Innovation Partner will review your submission and discuss this with you.

Defence Innovation Loans are an opportunity for single small and medium enterprises (SMEs) with solutions to Defence themed problems to apply for a Defence Innovation Loan to help develop and convert their mature innovation into a viable business proposition. Innovation Loans will be open for applications all year round, with assessment dates scheduled across the year.

The Defence Technology Exploitation Programme (DTEP) offers up to 50% grant funding to small and medium-sized enterprises (SMEs) across the UK and is designed to support them develop innovative materials, technologies and processes, and to enhance defence supply chains. DTEP will be open for proposals year-round, with cycles closing at 3-month intervals for assessment of submissions.

### **Select service category**

- I DASA Themed Competition
- DASA Open Call
- I Defence Innovation Loan

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I Defence Technology Exploitation Programme (DTEP)

**Select service name**

You've chosen to enter a DASA Open Call. Tell us which one you're entering:

Year - Cycle # - Defence Rapid Impact (closing date)

Year - Cycle # - Innovation Focus Areas (closing date)

Note: If you selected Innovation Focus Area (IFA) will be asked to pick which IFA you are submitting in to.

**Regional innovation partner**

We advise innovators to discuss their proposal with their regional Innovation Partner prior to submitting. If you would like to contact your regional Innovation Partner, you can contact DASA (accelerator@dstl.gov.uk).

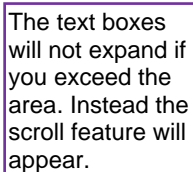
Have you had any communication with your regional Innovation Partner?

Yes

No

Note: If you selected 'Yes' you will be asked to provide a brief statement about what was discussed

The text boxes will not expand if you exceed the area. Instead the scroll feature will appear.



**100 word limit**

**Previous proposal**

Have you already sent this submission in an earlier form?

Yes

No

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Note: If you selected 'Yes' you will be asked for your Original proposal submission number (Must start with ACC)

And you will be asked to summarise how you have addressed the feedback provided

**500 word limit**

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Step 2 of 6

## **Summary**

- I You must not submit any information classified above Official. Please contact DASA well in advance of the competition closing date if you have any questions.
- I Each Assessor should be able to read, understand and complete an assessment of your proposal within 90 minutes, unless otherwise stated in the competition document.
- I Please provide full answers on the (Desirable/Feasible/Viable) criteria for your Innovation in the boxes provided. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition.
- I You may attach images/figures/diagrams in support of your application. These attachments are limited to .png / .jpeg or .jpg files only.
- I Please ensure you read the Terms & Conditions for this competition and the proposal guidance provided on the DASA website.

This information will help us ensure the right experts see your submission.

### **Your submission number**

Note: A number will be automatically generate for you in the submission portal

### **Your submission title**

**12 word limit**

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**Proposal value proposition statement**

Please provide a simple statement that summarises why a Defence and/or Security User would be interested in your idea. A good PVPS communicates the problem solved and the clearest benefits to the Defence and/or Security User. You will be able to expand your explanation on the next page, in the 'Desirable' section of the proposal.

**150 word limit**

**Abstract: summarise your innovation**

Minimum 100 words

When submitting your proposal, you are required to include a proposal title and a short abstract. The title, abstract and PVPS you provide will be used by DASA, and other government departments, to describe the project and its intended outcomes and benefits. It will be used at DASA events in relation to this competition and included in documentation such as brochures, and to share with other parts of government with a view to generating additional funding.

**250 word limit**

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**Please summarise your idea here**

**Who is the commercial point of contact in your organisation dealing with this application?**

**Have you spoken to your commercial contact and obtained permission to submit this bid?**

Yes

No

**Technology Readiness Level (TRL)**

DASA provides funding to accelerate Technology Readiness Level (TRL). Please indicate the current TRL of your idea and, if your proposal is funded, the expected TRL at close of contract.

Please see [grading page](#) for reference.

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**Current technology readiness level**

**Technology readiness level at project completion**

**Area(s) of specialism**

Please review the areas of specialism available in the list below and attempt to assign the closest possible match that describes the technical discipline to which your submission relates.

At least one primary category must be selected. If you are able to add a secondary, more detailed category, please do so.

For example:  
Air platforms  
CBRN  
Human Systems  
Sea Platforms

You may optionally add an additional area of specialism in the same way.

Please note that the area of specialism will not impact the outcome of your submission in any way. Please just select the 'best fit' category

→ **Area of specialism 1\***

Note: Select a primary area of specialism within the drop down (in the portal), once selected another drop down will appear, select a secondary category.

**Area of specialism 2**

Note: Select a primary area of specialism within the drop down (in the portal), once selected another drop down will appear, select a secondary category.

**Primary work location**

Where will the work be undertaken or project managed, if different from the HQ address?

**Country**

Note: Select a country from the drop down list (in the portal).

**Postcode**



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Step 3 of 6

### **Innovation details**

You must not submit any classified information to DASA. Find out more about government security classifications.

#### **Innovation Outline Reference Number**

If you submitted an Innovation Outline of your innovation prior to submitting this proposal, please include your Innovation Outline Number here. The number will start DIO.

If you did not submit an Innovation Outline, please put N/A in the text box below.

#### **10 Word Limit**

## **Desirability**

### Strategic Fit

- 1 Briefly explain your idea
- 1 How is your idea innovative?
- 1 Explain who in Defence and/or Security might use your idea. There are a number of resources available on-line that might help e.g. [www.gov.uk](http://www.gov.uk), web pages for HM Armed Forces, information about Dstl programmes and strategy documents for various departments. Both Dstl and DE&S have on-line, publically available magazines that may also assist
- 1 Identify a clear link to a user need or challenge

### Why does your idea offer advantages when compared to current solutions?

- 1 Why is your idea different to any current solutions?
- 1 Explain what advantage(s) your idea might offer to Defence and/or Security Users Advantages might include new or increased capability, decreased costs or time-saving measures

## **2,250 word limit**

Note: You will have the opportunity to attach files to this section. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum image file size is 2MB.

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A large, empty rectangular box with a thin black border, occupying most of the page below the header. It is intended for online submissions.

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**Desirability - Exploitation beyond the Project Plan**

Exploitation beyond the Project Plan

I If we fund your project and it is successful, please explain how you will continue developing it beyond the scope of this proposal for Defence and Security, or how you plan to commercialise your work

I How might your idea be integrated into existing systems and capabilities?

**750 word limit**

Note: You will have the opportunity to attach files to this section. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum image file size is 2MB.

Please note 'Exploitation beyond the project plan' has only been split out as a separate question for Defence Rapid Impact. It remains part of the Desirability criteria for Defence Rapid Impact and other Open Call competitions however for other competitions you will have 3000 words in total to address this element and the other elements of desirability above under a single Desirability question; we do not specify a word count split between the desirability elements for other Open Call Competitions.

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**Feasibility**

Technical Credibility

- I Please provide details of the work completed to date and information about how that work was funded
- I For the proposed project, provide all relevant technical details. Assessors need to be able to decide if your technology is going to work, so make sure you provide enough detail on how the technology will be developed and tested
- I Assume that Assessors will have at least degree level education in relevant subjects. You can add figures if you feel they assist but use sparingly as they detract from Assessors reading the application
- I Demonstrate that the proposal is scientifically, technically and practically feasible within the proposed project timescales, and has a robust testing regime with clear and quantifiable measures of progress and performance

Ambition, challenge and advantage

- I Your proposal must demonstrate how you plan to undertake the work, your plans to address the challenges related to that work, how challenging and ambitious your approach is and what advantages your solution offers to the customer / stakeholder / end-user.

Expertise and Capability

- I Please complete the 'Key Project and Technical Team' table (on the Additional information step)
- I Please provide a brief overview of your physical resources (facilities, equipment, etc.) and capabilities which will be used to complete the project

**3000 word limit**

Note: You will have the opportunity to attach files to this section. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum image file size is 2MB.

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**Intellectual property rights**

The IP condition for Open Call is: **DEFCON 705**. Unless notified otherwise, we shall expect all Deliverables to be solely Full Rights Versions under DEFCON 705.

Please see the guidance on Intellectual Property at <https://www.gov.uk/guidance/defence-and-security-accelerator-terms-and-conditions-and-contract-guidance>

Please confirm that only Full Rights Versions are to be delivered.

Yes

No

**Background or third party information**

If you selected No to the 'Intellectual Property Rights' question, please provide further detail below as to any Innovator Background Information or third party Information.

Please provide as much information as possible as to any Innovator Background Information or third party Information to be included in Deliverables, and identify how inclusion of such information may or will limit our rights of certain Deliverables.

If such Innovator Background Information was generated or delivered under a previous UK Government/MOD contract, please provide detail, specifying contract number(s), and the associated IP contract condition, where known.

If you selected Yes to the 'Intellectual Property Rights' question, please enter N/A in the text box

**250 word limit**

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**Viability**

Project Delivery:

- I Include a clear project plan with milestones
- I We need to be able to understand the different stages of the work planned, how they link together, where things are reliant on each other and how long each stage should take so that we are able to assess the viability of the output
- I Provide a GANTT chart as an attachment (upload as a high resolution .jpg, .jpeg or .png)
- I Please fill in the Project Risk Register (mandatory) and GFA (Government Furnished Assets) Table (optional) on the Additional information step. Your proposal must demonstrate awareness of all the main risks the project will face (including contractor or equipment failure, recruitment delays, etc.), with realistic management, mitigation and impact minimisation plans for each risk. Please fill this detail in the table provided in this form (titled 'Project Risk Register' on the Additional information step)

Value for Money:

- I Please explain why your work should be funded by DASA?
- I What other funded sources have been considered, what private funding routes have you approached and why haven't you pursued those routes?
- I Please explain the socio-economic impact the technology/solution could have to the UK
- I You must make DASA aware should you plan to submit or have submitted the same project to any other funding body

Justification of Resources:

- I Justify the expenditure you have proposed with reference to staffing, equipment, materials, consumables, collaborators and overheads and travel and subsistence

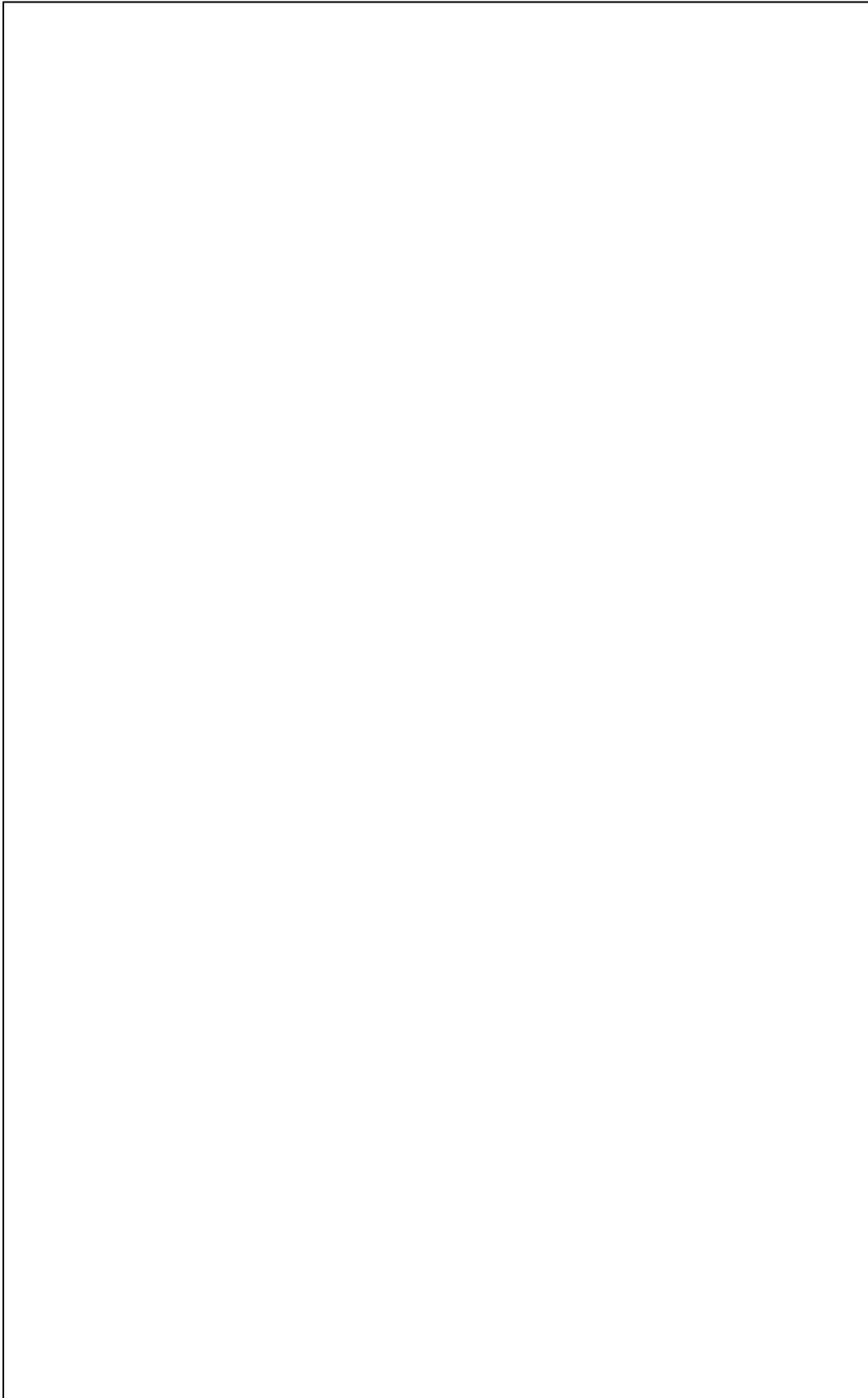
**3000 word limit**

Note: You will have the opportunity to attach files to this section. DO NOT provide information as attachments except for images in .jpg, .jpeg or .png format. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition. Please ensure your files are named in the way you refer to them in the text box. Maximum image file size is 2MB.



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**The proposal outlines how it meets the scope of the competition**

Please confirm that your proposal outlines how it meets the scope of the competition.

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

**The proposal explains how it meets the DASA criteria (Desirability, Feasibility, and Viability) in the relevant questions in Step 3 of the submission service**

Please confirm that your proposal explains how it meets the DASA criteria (Desirability, Feasibility and viability).

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

**The proposal explains exploitation beyond the project plan in the 'Desirability – Exploitation beyond the Project Plan' question within the submission service**

Please confirm that your proposal explains exploitation beyond the project plan in the 'Desirability – Exploitation beyond the Project Plan' question within the submission service.

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

**The proposal must contain a financial plan, a project plan and a resourcing plan which demonstrate how the work proposed will be completed**

Please confirm your proposal contains a financial plan (completed Finance and delivery schedule in Step 4), a project plan (detailed work packages and/or GANTT chart included in the Viability section) and a resourcing plan (completed Key Project and Technical Team table in Step 5) which demonstrate how the work proposed will be completed.

By selecting Yes you are confirming that you have understood these requirements. During pre-sift, if you have not met these requirements you will be sifted out.

**The deliverables include a written final report**

Please confirm that within the delivery schedule you have included a final written report.

By selecting Yes you are confirming that you have understood these requirements. During pre-sift, if you have not met these requirements you will be sifted out.

**Maximum value of proposal is £350,000**

Please confirm your proposal does not exceed the maximum proposal value for this competition which is £350,000.

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

**The final deliverable month indicated must be less than or equal to 24 months from T0 where T0 is the project start date agreed by both parties**

Please confirm that the final deliverable month indicated must be less than or equal to 24 months from T0 where T0 is the project start date agreed by both parties

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

**Your innovation will advance to TRL 6 or 7 by the conclusion of your project?**

Please confirm that your innovation will reach TRL6 or TRL7 by the end of your project.

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

**The proposal must not contain attachments that have been used for additional text data over the stated word counts in Desirability, Feasibility, Viability and Additional Information**

Please confirm the proposal does not contain attachments that have been used for additional text data over the stated word counts in Desirability, Feasibility, Viability and Additional Information.

By selecting Yes you are confirming that you have understood this requirement. During pre-sift, if you have not met this requirement you will be sifted out.

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**A resubmission of a previous proposal adheres to the resubmission  
guidelines**

If the Proposal is a resubmission, please confirm it adheres to DASA  
resubmission guidelines

By selecting Yes you are confirming that you have understood this requirement.  
During pre-sift, if you have not met this requirement you will be sifted out.

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**Additional supporting data**

Please use the text box provided. DO NOT provide information as attachments. Proposals received with Desirable/Feasible/Viable answers provided as attachments will be considered non-compliant and sifted out of the competition

**1000 word limit**

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Step 4 of 6

## Finance and delivery schedule

All costs submitted must be exclusive of VAT and provide an appropriate breakdown of costs

### Labour costs

Include how many days of work you expect each of your team members to put into the project and what their day rates are.

Note: within the submission service there is no limit on the number of rows you can add.

The Finance and delivery tables are not functional within this PDF. Please use the tables as a reference for what information is required in the submission portal.

Within the portal you will be able to add as many rows as needed and the totals will be automatically calculated

Name/role	Day rate	Number of days	Total
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£

Labour costs total

£
---

### Capital costs

Include any significant pieces of equipment or machinery you'll need to buy. Your capital costs must not be disproportionate to the overall cost of your project.

Note: within the submission service there is no limit on the number of rows you can add.

Name	Cost	Quantity	Total
	£		£
	£		£
	£		£
	£		£
	£		£

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	£		£
	£		£
	£		£
	£		£

Capital costs total

£
---

**Overhead costs**

Include any business expenses not directly attributed to creating the product or service.

Note: within the submission service there is no limit on the number of rows you can add.

Name	Cost	Quantity	Total
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£

Overhead costs total

£
---

**Travel and subsistence costs**

Include project costs incurred during business travel, accommodation and meals.

Note: within the submission service there is no limit on the number of rows you can add.

Name	Cost	Quantity	Total
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£



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	£		£
	£		£
	£		£

Travel and subsistence costs total

£
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**Material/consumable costs**

Include any prices paid for raw material components and purchased finished goods, including any packaging necessary for the shipment of products, which are purchased from outside vendors as well as any freight and duty where applicable.

Note: within the submission service there is no limit on the number of rows you can add

Name	Cost	Quantity	Total
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£

Material/consumable costs total

£
---

**Subcontracting costs**

Include project costs paid or due and payable to Subcontractors under the terms of any Subcontracts.

Note: within the submission service there is no limit on the number of rows you can add.

Name	Cost	Quantity	Total
	£		£
	£		£
	£		£
	£		£

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	£		£
	£		£
	£		£
	£		£
	£		£

Subcontracting costs total

£
---

**Other costs**

Include any project costs not covered above.

Note: within the submission service there is no limit on the number of rows you can add.

Name	Cost	Quantity	Total
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£
	£		£

Other costs total

£
---

**Profit applied (%)**

If you don't already include a profit in your labour rates, you can state the profit percentage you'd like to apply here

--

**Grand total**

All the totals added together (plus profit %)

£
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Please note when you first fill the finance section above online this box does not automatically appear; you will need to click the button 'Save and go to Dashboard' and then re-open the proposal. The Profit applied (%) box will then be accessible.



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**Delivery schedule**

Please divide your project into the important deliverables (each should be fully explained in your work plan in step 3). We just need the names of the deliverables here, and whether they will be as full rights or full and limited rights versions.

You can specify up to 6 deliverables that you would like to receive a stage payment. Stage payment amounts should reflect the value of the work done at that point. Anything unusual should be thoroughly explained in your work plan in step 3.

The final stage payment should amount to at least 20% of the grand total.

Note: within the submission service there is no limit on the number of rows you can add.

Name	Type	Month	Stage payment	Amount payable	Description: Please provide a brief description of your deliverable. What will reports / demos be delivering / showing
				£	
				£	
				£	
				£	
				£	
				£	
				£	
				£	
				£	
				£	

These are the drop down options that you will be able to select from in the on-line portal.

**Grand total** (must match the grand total in the finance section above)

£
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**Payments**

Please confirm when you will be ready to start the work. This date must be after today's date. (this date is an indicator, and you may be asked to start work at a later date)

DD/MM/YYYY

We will make payment in accordance with the terms of the relevant contract.

You can propose an interim payment plan, which must be supported by a detailed expenditure profile showing projected monthly expenditure figures.

The interim payment plan must provide clearly defined work stages, deliverables with associated payments and timescales.

If you're requesting interim payments you should comply with the following:

- I We won't pre-fund any expenditure, so interim payment claims mustn't include costs not yet incurred
- I Each interim payment must be related to verifiable achievement
- I No more than 6 interim payments are to be proposed
- I The last payment, entitled 'satisfactory completion of all work under the contract', shall be at least 20% of the total quoted firm price

Step 5 of 6

## **Additional information**

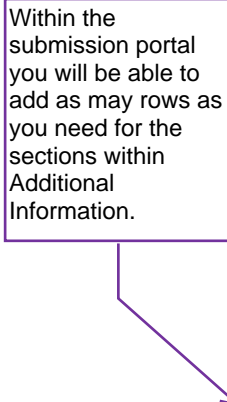
### **Project risk register: (Mandatory)**

Your proposal must demonstrate awareness of all the main risks the project will face (including contractor or equipment failure, recruitment delays, etc.), with realistic management, mitigation and impact minimisation plans for each risk. If you receive funding, information provided here will form the basis of detailed project risk profiling.

Please cover all technical and non-technical risks in this Register:

Note: within the submission service there is no limit on the number of rows you can add.

Within the submission portal you will be able to add as many rows as you need for the sections within Additional Information.



<b>Title</b>	<b>Description</b>	<b>Current rating</b>	<b>Planned mitigation 500 word limit</b>	<b>Anticipated risk rating after mitigation</b>

### **Government Furnished Assets (GFA) request list: (Optional)**

Government Furnished Assets (GFA) could be equipment, information or resources that are government-owned and loaned (on a free-of-charge basis) to a contractor to assist in the completion of the contract. GFA is not provided lightly and only where there are substantial and pressing reasons (e.g. where there would be significant financial or quality benefits to the work as a result of using GFA). Therefore, if there is a demonstrable need that can only be met via GFA, this should be detailed in your proposal. Contingency plans should be factored into the proposal to show how it can progress without the provision of GFA.

Please list items of Government Furnished Assets (GFA) required for the project:

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Note: within the submission service there is no limit on the number of rows you can add.

<b>When required (T0+X weeks)</b>	<b>Duration (weeks)</b>	<b>Description 500 word limit</b>	<b>Reason for requirement 500 word limit</b>	<b>Impact if GFA is not provided 500 word limit</b>

**Key project and technical team: (Mandatory)**

This list is mandatory. Tell us about your core research workers and their capabilities. Name all key members and explain what they are going to do and their expertise in a couple of sentences for each:

Note: within the submission service there is no limit on the number of rows you can add.

<b>Team member</b>	<b>Role</b>	<b>Directly undertaking research under the project?</b>	<b>Employee, subcontractor or collaboration partner</b>	<b>Nationality</b>	<b>Summary of expertise 500 word limit</b>

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**Ministry of Defence Research Ethics Committee (MODREC)**

Is MODREC approval required for work undertaken as part of this application?

Yes

No

**Regulation of Investigatory Powers Act (RIPA)**

Is RIPA approval required for work undertaken as part of this application?

Yes

No

**Reference List: (Optional)**

To adhere to copyright rules, items listed here must be Open Source data for reference only. They are not part of the proposal, and will not influence Assessor scoring and/or Moderator recommendation.

There is a 90 minute time limit for reading and assessing the proposal, so this section has been limited to 10 entries.

Note: within the submission service there is no limit on the number of rows you can add.

<b>Document / data reference</b>

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Step 6 of 6

## **Review and submit**

Note: At this step you will be able to review everything you have included in your submission. Any mandatory fields which are missing/incorrectly filled in will appear in a red box at the top and bottom of the page.