

VIRTUAL TRAINING BUDDY FOR SERVICE SKILLS IMPROVEMENT IN RETAIL AND FOOD SERVICE

CHALLENGE OWNER

This challenge is part of the **innovPlus Challenge 2024 Run 1**, organised by the Institute for Adult Learning's inlab. As part of the iN.LEARN 2.0 initiative, innovPlus facilitates the rapid development and pilot deployment of prototypes that can address learning challenges and exploit opportunities for better Learning and Development (L&D) and Continuing Education and Training (CET) outcomes, including design, delivery and assessment.

innovPlus is organised as a competition for training providers, organisations with L&D departments, learning experts, solutionists and technology partners to collaborate and present a holistic solution to real learning challenges faced by the training provider, organisation and/or groups of learners. Please refer to [Annex A](#) for more background on innovPlus.

The Challenge Owner is a consultancy firm that designs and conducts service training programmes for companies in retail, food, and other service sectors, with the aim of elevating service standards across these sectors by bringing about behavioural change in daily practice.

CONTEXT

CURRENT SITUATION

The Challenge Owner's service training programmes are usually bespoke and designed for specific companies in the service industry who engage them to train their new staff in service skills, ranging from frontline roles like cashiers and waiters, to backend roles like kitchen workers, to management roles like retail supervisors. Training programmes are typically two days long and conducted in person, and are supplemented by a playbook of service skills and standards created for each company, which staff can refer to after the training.

PAST AND CURRENT SOLUTIONING EFFORTS

The service training programmes comprise two parts, where the first part is about understanding the company's brand and customers/customer journey, followed by the second part on application of service skills, including communications, interpersonal and leadership skills and how to deal with customers. The programme includes gamified ways of learning such as situational role-play that allow trainees to practice and hone their skills.

The service playbooks are customised for each company and typically include details about the company, their customer service philosophy and service principles/standards. Service staff are given the playbooks upon joining the company as a guide in delivering quality customer service that is aligned with the company's service principles.

CHALLENGE/GAP/UNREALISED POTENTIAL

Due to a lack of budget and manpower capacity, most companies in the retail and food and beverage (F&B) sectors do not provide a structured training programme for service staff, and staff either receive minimal training (e.g. one day of training) or are expected to learn on the job. While some companies have a mentoring/buddy system in place, the assigned "buddies" are often not well-trained or equipped to train new hires. The unstructured ad-hoc training, compounded by time pressures in the fast-paced retail/F&B environments, affects the training effectiveness and leads to uneven service delivery across the company.

Even for staff who have gone through the Challenge Owner's service training programme, it is difficult for the company to follow up with the staff to track their progress and assess whether their competency in service delivery improves over time. In the absence of a digital format of the service playbooks, it is difficult for most staff to use hardcopies of the playbooks because of practical usability reasons.

The Challenge Owner has observed that while service principles differ among companies, the main challenges faced by companies are common sector-wide across retail and F&B. Hence, there is an opportunity to create a digital version of the foundational service training programme that is applicable to the service sector. This programme can also be customised by respective companies' by having an option to update it with their existing service principles, customer persona and service situations.

CHALLENGE STATEMENT

How might we provide a virtual training buddy for on-demand service training for food and retail service sector staff that can equip and enable them to continually improve their service delivery performance?

WHAT ARE WE LOOKING FOR?

The Challenge Owner is looking for a solution that can act like a virtual training buddy for service staff in the retail and F&B sectors, and that can also be customised to different companies' specific brand philosophy, service principles, customers and service situations. The solution could become a useful tool for onboarding new staff and a self-help tool for staff to track their learning progress and improve their service delivery. If proven successful, the solution could potentially replace or supplement the Challenge Owner's in-person training in future implementations.

The solution should meet the following criteria:

- On-demand training platform. Able to host training content from the service skills training programme that can be accessed on-demand by trainees.
- Customisable according to companies' service principles. Allow companies/trainers to customise training content and length of the programme according to their specific service principles, brand philosophy and training requirements.
- Gamified learning methods and progress tracking. Able to incorporate gamification for better trainee engagement, including but not limited to game concepts already being developed/used by the Challenge Owner. The gamification should include tasks for trainees to do daily learning, practice, quizzes and self-reflection, as well as tracking of progress and milestones achieved.
- Feedback, reporting and collaborative peer learning. Able to give personalised feedback and nudge behaviours in trainees to motivate them. Allow trainees to give feedback to one another to encourage peer learning and sharing of best practices. Allow staff and supervisors to input feedback and reports about actual service delivery observed on the ground.
- Rewards mechanism and certification. Incorporate a rewards mechanism to motivate trainees to continually improve their service skills, and issue certification upon successful completion of the training programme.
- Dashboard. Provide a dashboard for management to keep track of their staff's training progress to help with resource allocation across the company's various branches.
- Smart insights (optional). Able to synthesise user inputs over time to generate aggregated insights for the companies/trainers (e.g. patterns/trends that support the identification of service gaps or opportunities to enhance customer delivery, best practices across the company that should be rewarded etc).

OVERALL PERFORMANCE REQUIREMENTS

- User-friendly. The solution should be easy to use to be accessible to trainees of different levels of IT-savviness and motivate self-directed learning.
- Mobile-friendly. The solution should be easily accessible on mobile devices, so that trainees can access them on-the-go.
- Cost-effective. The solution should be cost-effective and easy to maintain, to lower the barrier of adoption for companies.

TARGETED LEARNERS/USERS

Primary and Secondary targeted learners/users of the envisaged solution (including estimated numerical figures)

- Estimated 140,000 frontline service staff from the retail and food sectors, with entry-level part-time and full-time staff as the largest target group

MEASURES OF SUCCESS

- Improved staff performance. Trainees should show an improvement in on-the-ground service delivery over time, as measured through surveys of customers, peers and management.
- User engagement rates. The number of trainees using the solution daily and the frequency of user engagement should increase over time.
- User satisfaction. Trainees and companies will be surveyed on their level of satisfaction with the solution, which should increase over time.

Prospective Solution Partners who choose to apply for this challenge must be registered and operating in Singapore. The prototype needs to be demonstrated in Singapore. The Solution Partner should allow the solution to be tested for at least 9 months with at least 100 users (estimated 4 to 5 companies with 20 to 30 staff each) before further refinement and potential deployment.

POSSIBLE USE CASES

1. Self-directed onboarding and training of new service staff. Nora is a newly employed service staff at a cafe. As part of her onboarding, she receives login credentials to the solution, and uses it on-the-go to read up about the company and get herself acquainted with the cafe's brand values and service principles. She embarks on her company's three-week service training programme by accessing the training modules in the solution, which include both foundational service basics like how to manage customers, as well as content specific to her company's service principles. The solution gives her daily learning and practice tasks with quizzes after she completes each module, and tracks her progress through a rewards mechanism, which keeps Nora engaged to complete the training. She is also able to input her self-reflections on her performance into the solution. Nora is also able to view her peers' entries and share with them suggestions and encouragement. Her supervisor observes her improved performance on the ground and leaves positive feedback for her in the solution, which motivates Nora to continue upgrading her customer service delivery.
2. Customised and cost-effective service training programme. Sarah is the customer service manager at a fashion retail company with five outlets. In order to standardise and structure the service staff onboarding and training programme, she subscribes to a customisable training programme in the solution. She inputs the company's training requirements and service principles into the solution to customise the existing foundational service basics programme. She implements this programme for the staff at all five outlets, and get an overview of their training progress through the solution's dashboard. The staff on ground at every outlet is also able to input reports of the store's daily service performance, which enables Sarah to get a better sensing of the company's customer service performance across all outlets and make operational enhancements to address any service gaps over time.

WHAT'S IN IT FOR YOU

- Up to S\$200,000 of prototyping grant (innovPlus Grant) for each winning Challenge Team of the innovPlus Challenge 2024 Run 1 (see Award Model) to develop and trial an innovative, feasible and scalable prototype that advances CET practice and learning outcomes.
- Access to IMDA'S PIXEL corporate innovation hub and complimentary innovation consultancies (e.g. Design Thinking, Digital Storytelling) for prototype development, where applicable.
- Co-innovate with the Challenge Owner with access to their expertise, facilities, and human resources in developing the solution, and potential to scale the successful solution for commercialization.

INNOVPLUS COMPETITION PHASE PROCESS FLOW

Diagram 1 illustrates the innovPlus process flow in the competition phase and the requirements for active involvement of each party. Stage 3 indicates the current stage of the competition, where Prospective Solution Partners are to express interest to contribute and co-develop solutions with the Challenge Owner through IMDA's Open Innovation Platform.

Diagram 1 - innovPlus Competition Phase Process Flow



The Challenge Owner will evaluate all proposals by Prospective Solution Partners received on the OIP based on the evaluation criteria below, and invite shortlisted partners to a second stage evaluation in the form of a pitch (Stage 4 of Diagram 1).

<p>Solution Fit (30%)</p>	<p><u>Relevance</u>: To what extent does the proposed solution address the problem statement effectively?</p>
<p>Solution Readiness (20%)</p>	<p><u>Maturity</u>: How ready is the proposed solution to go to the market? <u>Scalability</u>: Is there any evidence to suggest capacity to scale? Does the proposed solution offer potential to also help other enterprises facing similar challenges (i.e. broader application, adaptation and transferability)?</p>

Solution Advantage (30%)	<p><u>Pedagogical Design</u>: What sound pedagogical design approaches underpin the proposed solution to enhance effectiveness of learning or desired learning outcomes?</p> <p><u>Cost Effectiveness and Innovativeness</u>: Is the solution cost effective and truly innovative?</p> <p>Does it make use of new technologies in the market, and can it potentially generate new IP?</p> <p>How sustainable and affordable is the estimated cost for pilot trial, deployment, software support and post-pilot rollout?</p>
Company Profile (20%)	<p><u>Business Traction</u>: Does the product have user and revenue traction?</p> <p>Is the company able to demonstrate financial capability and resources to complete the prototype?</p> <p><u>Team Experience</u>: Do the team members possess strong pedagogy and scientific/technical background?</p>

Thereafter, the Challenge Owner will decide on the Solution Partner to form a Challenge Team to co-develop the idea into a potential solution (Stage 5 in [Diagram 1](#)). The Challenge Team will pitch their solution in the final round of the competition, known as the innovPlus Presentation Day. On that day, the Challenge Teams will present how the envisaged solution could deliver the stated learning outcomes with a presentation and demonstration to the innovPlus Panel (Stage 6 in [Diagram 1](#)). The innovPlus Panel shall have the final decision on whom the eventual Grant awardees shall be (Stage 7 in [Diagram 1](#)). Please refer to the Terms and Conditions in [Annex B](#) for further details.

AWARD MODEL

Up to S\$200,000 of prototyping grant (innovPlus Grant) will be awarded to each winning Challenge Team of the innovPlus Challenge 2024 Run 1 for the development and pilot deployment of a prototype solution. The grant will NOT be inclusive of any applicable taxes and duties that any of the parties may incur. Guidelines on the grant disbursement quantum, milestones, timeline and supported cost items are stated in the Terms and Conditions under [Annex B](#).

*Note that a finalist (prospective Solution Partner) who is selected to undertake the prototype will be required to enter into an agreement with Challenge Owner(s) that will include more detailed conditions pertaining to the POC/prototype.

SUBMISSION GUIDELINES AND DEADLINE

The proposal **must** include the following:

- Completed and countersigned innovPlus Expression of Interest (“EOI”) Form
- 1 deck of slides in PDF format explaining the proposed solution, how it addresses the challenge statement and meets the desired performance requirements. To include information such as the proposed data inputs, system that the proposed solution will run on, potential benefits, the envisaged learning innovation, and the team’s implementation plan
- Video or pictures (300dpi) of any prototype or simulation, if applicable
- ACRA Business Profile (2023 or most recent) with certificate confirming registration of business
- Corporate Compliance and Financial Profile from BizFile (2023 or most recent)
- Track record of the company (including financial capability to complete the project) / CV of the team

All submissions must be made by **12 April 2024, 1600 hours (SGT/GMT +8)**. inlab and IMDA may extend the deadline of the submission at their discretion. Late submissions on the OIP, or submissions via GeBIZ, will not be considered.

Annex A – About innovPlus

1. iN.LEARN 2.0 is an initiative launched by SkillsFuture Singapore to drive innovation in the Training and Adult Education (“TAE”) sector from ideation to commercialisation through its three key programmes – the innovPlus, innovSpur and Sandbox. It will focus on four key areas:
 - i. increasing the uptake of online and blended learning by individuals;
 - ii. amplifying enterprises’ adoption of innovative learning technology;
 - iii. developing effective remote assessment and proctoring solutions for individual and enterprise-led training; and
 - iv. developing effective placement solutions that tighten the industry-training nexus.
2. As part of iN.LEARN 2.0, innovPlus contributes to the initiative by facilitating the rapid development and pilot deployment of prototypes that can address learning challenges and exploit opportunities for better Learning and Development (“L&D”) and Continuing Education and Training (“CET”) outcomes, including design, delivery and assessment. It is organised as a competition for training providers, organisations with Learning and Development (“L&D”) departments, learning experts, solutionists and technology partners to collaborate and present a holistic solution to real learning challenges faced by the training provider, organisation and/or groups of learners. innovPlus could cover any/all of the following areas of innovation:
 - Pedagogy / Learning Design and Delivery
 - Learning technology
 - Training management
 - Application of skills and workplace performance
 - Assessment and credentialing
 - Remote assessment and proctoring
 - Hybrid Mode
 - Adaptive Learning
 - Blended Learning
 - Workplace Learning
3. innovPlus comprises three rounds of evaluation:
 - i. inlab of Institute for Adult Learning (IAL) will assess if the stated Challenge Statement meets the eligibility criteria and competition guidelines stated in the Terms and Conditions under [Annex B](#).
 - ii. Participating organisations as Challenge Owners (“CO”), who are seeking solutions to their learning challenges, will hear pitches from prospective Solution Partners (“SP”) on how their challenges can be overcome and select the partners whose ideas they assess to best meet their needs. The Challenge Owners and their selected Solution Partner(s) will then form a Challenge Team (“CT”) to co-develop the ideas into a potential solution.
 - iii. The Challenge Teams pitch their solutions in the final round of the competition, known as the innovPlus Presentation Day. On that day, the teams will present how the envisaged solution could deliver the stated learning outcomes with a presentation and demonstration to the innovPlus Panel (“IPP”).

4. innovPlus is conducted once every six months. Prototyping grants, each up to **S\$200,000**, could be awarded to the winning concepts to develop a prototype¹ for pilot testing with actual learners/users² within a maximum duration of 9 months³.

¹ A *prototype* is defined as an original and novel model, form or solution, with its primary utility being to advance more effective learning. The key operators in this definition, ‘original’, ‘novel’, and ‘more effective learning’, must be clearly conveyable and verifiable.

² *Actual learners/users*, is defined as the persons, intended by the learning challenge, who would benefit from, either by way of learning enabled by or by use of the outputs of, the developed prototype. Pilot testing shall encompass minimally 30% of the **targeted learner/user population**, or 100 learners/users, whichever is lower.

³ 6 months to complete a workable Proof of Concept with User Acceptance Test, and an additional 3 months to show scaling up of prototype (where applicable) and usability to 30% of targeted learner/user population or 100 learners/users (whichever is lower).

Annex B – innovPlus Challenge and Award Official Terms and Conditions

As part of participating in innovPlus and submitting the innovPlus application form, all participating organisations and individuals agree to accept the following terms and conditions governing the innovPlus Challenge (and all its associated processes) and the innovPlus Grant offer (if applicable):

DESCRIPTION OF THE GRANT

1. The innovPlus Challenge (“innovPlus”) is a competitive learning innovation grant challenge that awards a prototyping grant of up to S\$200,000 to winning organisations to develop and trial an innovative, feasible and scalable prototype that advances CET practice and learning outcomes. The innovPlus Challenge is organised by inlab of the Institute for Adult Learning (“IAL”). Winning submissions will be as determined by the innovPlus Panel (“IPP”) (defined below) in accordance with the prevailing Evaluation Criteria and Terms and Conditions as administered by the innovPlus Secretariat. The innovPlus Grant is funded by SkillsFuture Singapore (“SSG”) and is administered by SUSS-IAL, by appointment of SSG. IAL is an autonomous institute of Singapore University of Social Sciences (“SUSS”).

ELIGIBILITY

2. The innovPlus Challenge is open to organisations that are a registered business entity in Singapore (a valid ACRA or UEN identifier will be required for application), to participate as prospective Challenge Owners. Government Agencies and Statutory Boards are not eligible to participate⁴. Prospective Challenge Owners will be subjected to financial assessments. Only Singapore-registered business entities may apply to participate as a prospective Solution Partner.
3. Challenge Owner organisation and its choice of Solution Partner(s) shall form a Challenge Team.
4. Challenge Owner organisation⁵ can be granted the innovPlus Grant for up to a maximum of two grants at any time within three years from date of the first award. The clock will reset after sitting out of two innovPlus Challenge runs.
5. Solution Partner organisation can be granted the innovPlus Grant for up to a maximum of three grants at any time within three years from date of first award. The clock will reset after sitting out of two innovPlus Challenge runs. Additionally, each Solution Partner is allowed to enrol in a maximum of two Challenge Teams in each eligible run.

HOW TO PARTICIPATE

6. To participate in the innovPlus Challenge/, applicants may apply as either a Challenge Owner or as a Solution Partner. Application must be made using only the following official innovPlus application forms:
 - a. innovPlus Challenge Statement Application Form (for prospective Challenge Owner);

⁴ [Govt Agencies list: gov.sg | Ministries \(sgdi.gov.sg\)](https://www.gov.sg/ministries)

[Statutory Board list: gov.sg | Statutory Boards \(sgdi.gov.sg\)](https://www.gov.sg/statutory-boards)

⁵ Second Grant Award must be to another Department/Division/Business Unit of the awarded organisation.

- b. innovPlus Expression of Interest (“EOI”) Form (for prospective Solution Partner, with respect to the specific Challenge Statement published);
- c. Part 1 of innovPlus Challenge Team Formation Submission Form (for enrolment of team formation);
- d. All parts of innovPlus Challenge Team Formation Submission Form; and
- e. Projected budget and project schedule using prescribed innovPlus templates.

Only application forms downloaded from the official innovPlus webpage on SUSS-IAL’s website will be accepted into the innovPlus Challenge. Completed forms must be submitted by email to the innovPlus Secretariat and inlab at the email addresses specified in the header section of all application forms. Only fully completed application forms received by the stipulated respective deadlines for each stage of the innovPlus will be considered for acceptance and enrolment into the innovPlus Challenge.

A submission may, in Secretariat’s sole and absolute discretion, be rejected if it fails to follow the technical, creative, and legal requirements specified on the innovPlus webpage, the official innovPlus Infokit and in these Official Terms and Conditions. Applications that do not follow all of the instructions, provide the required information in their application form, or abide by these Official Terms and Conditions or other instructions of Secretariat may be disqualified at Secretariat’s sole and absolute discretion. All entries that are late, illegible, incomplete, damaged, destroyed, forged or otherwise not in compliance with the Official Terms and Conditions may be disqualified from the innovPlus at Secretariat’s sole and absolute discretion. Applications generated by script, macro or other automated means and entries by any means which subvert the entry process are void. All entries become the physical property of SUSS-IAL and Secretariat and will not be acknowledged or returned. Assurance of delivery of entries is the sole responsibility of the Applicant.

Additionally, applicants shall attend the activities organised by the innovPlus Secretariat to improve the capability of the Challenge Teams in identifying the root cause to their challenge and developing the appropriate solutioning. These include the innovPlus Prospectus Briefing, workshops and coaching sessions, and any other sessions deemed relevant to innovPlus participation. Failure to do so could lead to disqualification from the competition.

SUBMISSION GUIDELINES

7. Submission for evaluation by IPP pursuant to the award of the innovPlus Grant, will be in the following three parts:
 - a. Paper submission via the official innovPlus Challenge Team Formation Submission Form and the projected budget and project schedule, by the stipulated deadline, of no less than 21 calendar days before Presentation Day. The paper submission is to be in English. The paper submission must answer the prompting guides as set out in the innovPlus Challenge Team Formation Submission Form;
 - b. Presentation and demonstration of any concept mockup/wireframe (where applicable), in English, by (up to) five members of the Challenge Team to the IPP on Presentation Day (as informed by Secretariat) of no more than 15 minutes. This will be followed by engagement with IPP for up to 15 minutes. The session will be conducted in closed-door to only the IPP in the Pitching Room.

The Challenge Team must have all rights, clearances, permissions, approvals and/or consents necessary for their Submission, including, but not limited to, music rights, releases from all persons listed in the submission, location releases for all recognisable locations, and releases from all and any person who participated in the production of the Submission. In the event that the Challenge Team does not have the appropriate rights, the Submission may be disqualified at the Secretariat's sole discretion. SUSS-IAL reserves the right to disqualify any entries if it views their materials to contain contents (e.g. text, sound or images) that in SUSS-IAL's opinion to be offensive, inappropriate, or that will cast innovPlus, Innovation Centre, SUSS-IAL or SUSS in a negative light.

The above specified three parts shall collectively form the Submission of each enrolled Challenge Team, and shall be the basis by which each Challenge Team is evaluated for the Grant. Challenge Teams awarded the Grant, shall be held accountable to the Submission, and be funded to deliver, complete or report on all parts of this Submission, to qualify for a claim on the Grant. Should the Challenge Team be unable to deliver on the Submission, the Team agrees for SUSS, acting through SUSS-IAL, to recover any grant already disbursed, and any liquidated damages resulting from the disbursement, so decided at the absolute discretion of SUSS-IAL.

EVALUATION OF SUBMISSIONS

8. On Presentation Day, all Submissions will be evaluated by the innovPlus Panel ("IPP"), which consists of a panel of institutional/industry/pedagogy experts based on the following evaluation criteria:
 - a. Concept
 - Provide grounds to justify why the challenge should be addressed or taken on and how the proposed solution addresses the challenge / opens up opportunity for better quality CET outcomes and delivery; and
 - Extent objectives, goals and desired outcomes can be achieved.
 - b. Innovation
 - Extent proposed innovation goes beyond known / existing solutions with (a) clear innovative value and (b) absolute valued added;
 - Potential for spin-offs to be generated from the proposed innovation e.g. in user / learning experiences for other CET professionals, learners and/or organisations; and
 - Evidence of sound pedagogical design underpinning the proposed solution to enhance effectiveness of learning or desired learning outcomes.
 - c. Impact and Scalability
 - Demonstrates feasibility of implementation organisation-wide, sector-wide or sizeable segments of the workforce. Solutions includes an evaluation process, success indicators and impact measurement; and
 - Offers potential to also help other enterprises facing similar challenges (i.e. broader application, adaptation and transferability)
 - d. Project and Implementation Team
 - Team consists of members from different disciplines

- Has a credible and realistic plan, budget and schedule to complete project in specified duration (maximum of 9 months)
- Has a clear identification of all stakeholders involved in the project, with the relevant and necessary competencies and track records to ensure successful project delivery
- Demonstrates commitment to develop the prototype as envisioned. Presence of a dedicated project manager to oversee implementation and manage the project, including progress reporting, budget management, resource management, etc

e. Implementation Sustainability

- Extent of thinking and/or planning for roll-out of solution to rest of organisation, including possible costs and resources required
- Indication of project team’s continued involvement in the roll-out plan

9. IPP shall have the final decision on whom the eventual Grant awardees shall be. The IPP may declare void any entry should they consider that there are no entries reaching the required standard, whereupon they can award prizes or not as they deem fit. No correspondence will be entered into or comment issued on any matters concerning the evaluation of entries, and no reasons be given for any decision made by the IPP.

10. Awards conferred are not transferable under any circumstances. In the event a winning team is unable and/or unwilling to accept the award or withdraw for whatever reason, SUSS-IAL reserves the right to award it to the next highest scoring team that meets the qualifying criteria.

QUANTUM AND ADMINISTRATION OF THE GRANT

11. Winners of the innovPlus Challenge shall qualify to draw down on a pre-approved innovPlus Grant (“Grant”) of up to S\$200,000, with a mandatory co-contribution of at least 10% of total prototype development cost, which can be in monetary form or in-kind⁶.

12. The maximum grant amount of each award shall be exercised through a Letter of Award (“LOA”) between Singapore University of Social Sciences (“SUSS”) and the Challenge Owner organisation. Secretariat will consult the winning Challenge Team in working out and finalising the maximum grant amount and detailed budget for approval by SUSS-IAL, to constitute the LOA.

13. The Grant shall be disbursed in 4 tranches, strictly adhering to the stipulated milestone and timeline in the table below:

Tranche & Grant Quantum	Milestone	Milestone Timeline	Typical Grant amount
1 st : 30% of maximum grant amount	Effect of LOA by signature of SUSS-IAL and Challenge Owner organisation	Start of prototype development	up to S\$60,000

⁶ To be supported with evidence for actual hourly rate charged (either with the payslip or a salary statement from HR)

2 nd : 20% of maximum grant amount	Mid-Term Progress Report, Presentation and required claim documents	3 months after start of prototype development	up to S\$40,000
3 rd : 20% of maximum grant amount	1 st part of Final Summative Report, Prototype completion, Presentation and required claim documents	Not more than 6 months after start of prototype development	up to S\$40,000
4 th : 30% of maximum grant amount	2 nd part of Final Summative Report, Pilot completion and Evaluation, Final Presentation and required claim documents	6 to 9 months after start of prototype development	up to S\$60,000

Besides the first advance disbursement of 30%, subsequent funds will only be reimbursed on the submission and approval of the required reports and expenses incurred according to the approved budget. Proof of payment needs to be furnished before the claim can be approved.

CONDITIONS AND REQUIREMENTS OF AWARDED CHALLENGE TEAM AND PROTOTYPE

14. The innovPlus Grant is awarded on the basis of the presented prototype solution (and its proposed functionalities, features, capabilities, outputs and deliverables) and the envisioned scalability and roll out of the prototype to its intended users. As the implementation team as submitted in the application is evaluated as a criterion, any change to the composition of the Challenge Team after award of Grant must be submitted in writing, through Secretariat, for SUSS-IAL’s prior approval. Failure to do so could lead to automatic disqualification.
15. The awardees of the innovPlus Grant accepts the grant by signing a Letter of Award (“LOA”) within 8 weeks from Presentation Day, comprising the terms and conditions governing the grant, including piloting the prototype with learners, submitting a pre- and post-evaluation report of the prototype’s strengths and weaknesses and conferring non-exclusive, irrevocable, free right and license to the use of the prototype and all intellectual property and information generated resulting from the performance of the Project to SUSS-IAL for non-commercial, academic, research and development purposes, including, but not limited to, the purposes of proliferating the knowledge gained therefrom to the training and adult education (TAE) community. For the avoidance of doubt, the terms of the National IP Protocol⁴ shall apply. For the avoidance of any doubt, the terms and conditions in the LOA are strictly non-negotiable.

16. In general, the prototype development grant offered in the innovPlus Grant will support the following cost items:
- Fees of expert services from entities (organisation or individual) outside the composition of the Challenge Team, that are required in the areas of technical and development work, or for purposes such as research or advice, shall be limited to a cap of 10% of the approved grant amount;
 - Professional services as charged to the Challenge Owner organisation by the Solution Partner(s) of the Challenge Team;
 - Supplies that are necessary for the overall operation, development and pilot of the awarded solution;
 - Equipment that have direct contribution to the overall operation, development and pilot of the awarded solution;
 - Software and / or other licensing that are essential for the project and for the duration of the project; and
 - Others – items not in the above list but necessary for the conduct and successful delivery of the project could be included in the funding request, subject to the approval of SUSS-IAL.
17. The grant will not support cost items that do not contribute directly to prototype development such as marketing, networking and publicity. It will also not support capital equipment not essential to the project, maintenance cost for software licensing, GST, and travel (local and overseas).
18. The Challenge Team is required to prove cost transparency and reasonableness on request by SUSS-IAL on all cost items it is claiming for funding.
19. No claims can be made on any items that are not in the budget submitted together with the proposal made in the Challenge Team Formation form.
20. SUSS-IAL shall not be under any obligation to make any payment to the Challenge Team on claims of:
- unsupported cost items listed in the approved budget;
 - qualified expenses but which no adequate proof of expenditure and proof of payments has been furnished;
 - qualified manpower costs but which no adequate proof of cost reasonableness provided upon request;
 - any amount that exceeds the cost items listed in the approved budget; or
 - any amount that is based on expenditure / payment not in compliance with prevailing procurement practices in terms of not being value for money.

21. The Challenge Team shall be solely responsible for its own partnership management and team work, including Intellectual Property (“IP”) arrangements and development / implementation plan.
22. The Challenge Team shall undertake that it will not infringe the intellectual property rights or any other rights of any person, and will comply with all applicable laws at all times.
23. The winning Challenge Team shall grant consent to SUSS-IAL disclosing, in such manner as SUSS-IAL deems appropriate, in its (SUSS-IAL’s) publicity materials of the team’s participation, and setting out and publishing in its publicity materials, in such manner as SUSS-IAL deems appropriate, information regarding the participation, including:
 - a. the materials submitted for the innovPlus Challenge and any other information pertaining to its proposal;
 - b. the contents of the findings or results, report(s) or any part thereof the awarded project; and
 - c. information arising from or pertaining to the reports or any presentation, seminar, conference, or symposium conducted by the team.
24. The Challenge Team agrees to indemnify and hold harmless SUSS-IAL against any and all actions, claims, demands, and proceedings in any way arising out of or connected with SUSS-IAL’s use, reproduction, publication or dissemination in the manner mentioned above, and all costs, expenses, losses and liabilities, howsoever arising.
25. The Challenge Team shall ensure that all information about the team or proposal provided to SUSS-IAL pursuant to its participation and for the subsequent purposes of or connected with making claims, are true, accurate and complete to the best of the team’s knowledge. In the event that it comes to the knowledge of the team that any information already provided is or has become inaccurate, untrue, incomplete or misleading, the team shall immediately notify SUSS-IAL of such inaccuracy, incompleteness, misleading nature, or untruthfulness, and provide such information in connection therewith as SUSS-IAL may request.
26. The innovPlus Grant will be withdrawn if:
 - a. the Challenge Team is unable to perform the obligations set out in the LOA; or
 - b. the Challenge Team commits a breach of any of the provisions of the LOA.

SHOWCASING OF INNOVATION DEVELOPMENT

27. The Challenge Team shall undertake to collaborate with SUSS-IAL in the development of case studies and/or research papers detailing the experience and insights gleaned from the prototype development and any trialing/pilot that ensued. No confidential or private information will be revealed through this effort.
28. The Challenge Team shall undertake to allow SUSS-IAL to disseminate the case studies and/or research papers in various formats including printed materials, online articles, video, audio, and other digital recordings to any individuals or organisations that it deems will benefit from the learning and sharing; and

29. The Challenge Team shall undertake to agree for SUSS-IAL to profile the companies and individuals involved, as well as the solution and/or prototype on the following platforms:
- a. SUSS-IAL professional development seminars and workshops;
 - b. SUSS-IAL partner showcase for a period of 12 months;
 - c. SUSS-IAL conferences and events, e.g. the Adult Learning Symposium and Learning Roadshows; and
 - d. Conferences and events SUSS-IAL is participating in and where the themes / areas covered are aligned and of interest to the participants.
30. The full and prevailing terms and conditions of the innovPlus Challenge and innovPlus Grant can be found in the Challenge Statement application form, Expression of Interest and Challenge Team Formation submission form, and all applications submitted to the Challenge will be deemed to have accepted these terms and conditions.
31. SECRETARIAT of the innovPlus Challenge and innovPlus Grant is the inlab, acting on behalf of the Institute for Adult Learning (“IAL”), of 11 Eunos Road 8, #05-03, Singapore 408601, wherein IAL is an autonomous institute of the Singapore University of Social Sciences.

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32. Depending on the prevailing implementation challenges and needs, innovPlus Secretariat reserves the right to amend and change the terms and conditions with approval from the Director of Innovation Centre, that complies with the intent and spirit of innovPlus.
33. SUSS-IAL reserves the right to disqualify any participant at any point in time during the innovPlus Challenge.

SUSS-IAL reserves the right to change these terms and conditions at any time without prior notice. In the event that any changes are made, the revised terms and conditions shall be posted on the innovPlus website immediately. Please check the latest information posted herein to inform yourself of any changes.