



Poznań Science
and Technology Park



Business
Innovation
Technology
Science

Enhanced European Innovation Council (EIC) Pilot

SME Instrument (EIC Accelerator pilot)

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Odessa
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Ukraine in Horizon 2020



Ukraine fully participates in Horizon 2020, the European Union's research and innovation funding programme, **on equal terms with EU Member States and other associated countries.***

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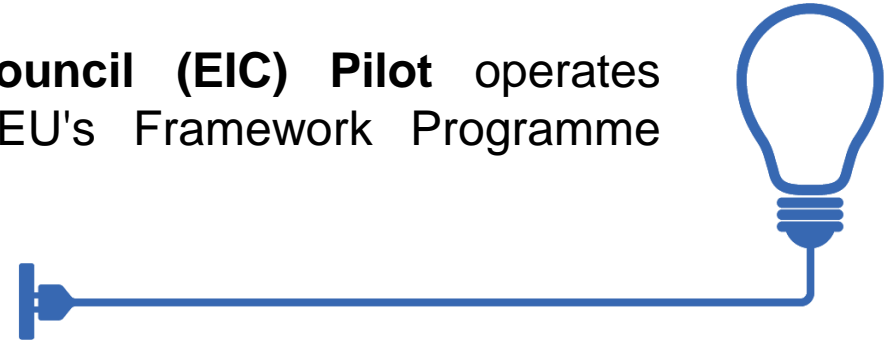


| **01**

Enhanced European Innovation Council (EIC) Pilot



Enhanced European Innovation Council (EIC) Pilot operates as part of the Horizon 2020, the EU's Framework Programme for Research and Innovation.



EIC supports **researchers and innovators developing breakthrough innovations** with the potential to **create new markets and boost jobs, growth and prosperity** in Europe.

Budget: 2,7 billion euros

EIC is going to be **one of the pillars of new FP Horizon Europe**.



Horizon 2020
European Union Funding
for Research & Innovation

Horizon 2020 Work Programme 2018 - 2020

Towards the next Framework Programme
for Research and Innovation: European
Innovation Council (EIC) pilot

Available on
Founding&Tender Opportunities Portal

EN

Horizon 2020 Work-Programme 2018-2020

Towards the next Framework Programme
for Research and Innovation:

European Innovation Council (EIC) pilot

Important notice on the Horizon 2020 Work Programme

This Work Programme covers 2018, 2019 and 2020. The parts that relate to 2019 and 2020 are provided at this stage on an indicative basis. Such Work Programme parts will be decided during 2018 and/or 2019.

(European Commission Decision C(2017)7124 of 27 October 2017)

Funding schemes available under the EIC



I. THE EIC PATHFINDER PILOT (GRANT ONLY)

FET-Open (research and innovation project – TRL 1 - 5)

Early-stage, science and technology research by interdisciplinary consortia exploring visionary ideas for radically new future technologies that challenge current paradigms and venture into the unknown. **Open to research into any area of technology, it aims to attract new, high-potential research and innovation players.**

FET-Proactive (research and innovation project - TRL 1 - 5)

Cutting edge-high-risk/ high reward research and innovation projects that aim to firmly **establish the future potential of a new and promising demonstrate a new technological paradigm** within a pre-defined scope.

Focus on new radical technologies.

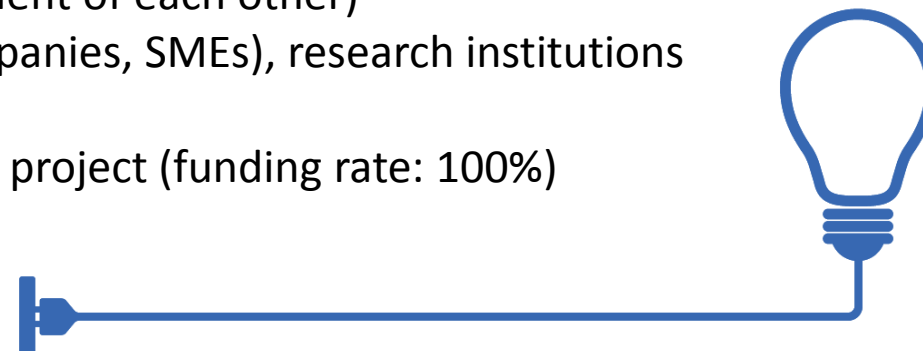
Funding schemes available under the EIC



I. THE EIC PATHFINDER PILOT (GRANT ONLY)

Main rules in both cases:

- > International consortium required!
 - > At least 3 partners (independent of each other)
i.e. industry partners (big companies, SMEs), research institutions
- > Funding up to 3/4 mln euro*/ per project (funding rate: 100%)



*Could be different amount.

Funding schemes available under the EIC



II. THE EIC ACCELERATOR PILOT – SME INSTRUMENT

Close to market and projects with a potential to scale up of a single SME established in EU Member States or Horizon 2020 associated counties.

Main rules:

- > Only SMEs
- > Funding
 - Phase I - 50 000 euro (lump sum),
 - Phase II - 0,5 – 2,5 mln euro (funding rate - 70%)
- > No topics
- > TRL 5 and above



Funding schemes available under the EIC



III. FAST TRACK TO INNOVATION (FTI)

FTI target industry-driven consortia seeking a quick market uptake of new solutions, and brings together actors with complementary backgrounds, knowledge and skills.

Main rules:

- › International consortium required!
 - › At least 3, no more than 5 partners
(independent of each other)
(could be combination of industry partners and research institutions)
 - › Big companies as well as SMEs can apply!
- › Funding 3 mln euro (70% for profit/100% not for profit)
- › Technological innovation must achieve at least 6 TRL
- › No topics

Technology readiness level

1

Basic principles observed

2

Technology concept formulated

3

Experimental proof of concept

4

Technology validated in lab

5

Technology validated in relevant environment)

6

Technology demonstrated in relevant environment

7

System prototype demonstration in operational environment

8

System complete and qualified

9

Actual system proven in operational environment

THE EIC
PATHFINDER
PILOT

THE EIC ACCELERATOR
PILOT
– SME INSTRUMENT

and

FAST TRACK
TO INNOVATION

PPN↑



| **02**

SME Instrument (EIC Accelerator pilot)

SME Instrument – what is this?



The SME Instrument, as part of the Horizon 2020 programme, acts as an accelerator programme at EU level offering funding, coaching and business acceleration services to innovative small or medium-sized business with global ambitions.

The SME Instrument supports high-risk, high-potential small and medium-sized enterprises to develop and bring to the market new innovative products, services and business models that could drive economic growth.

EC expectation: **disruptive, innovative idea at demonstration stage!**

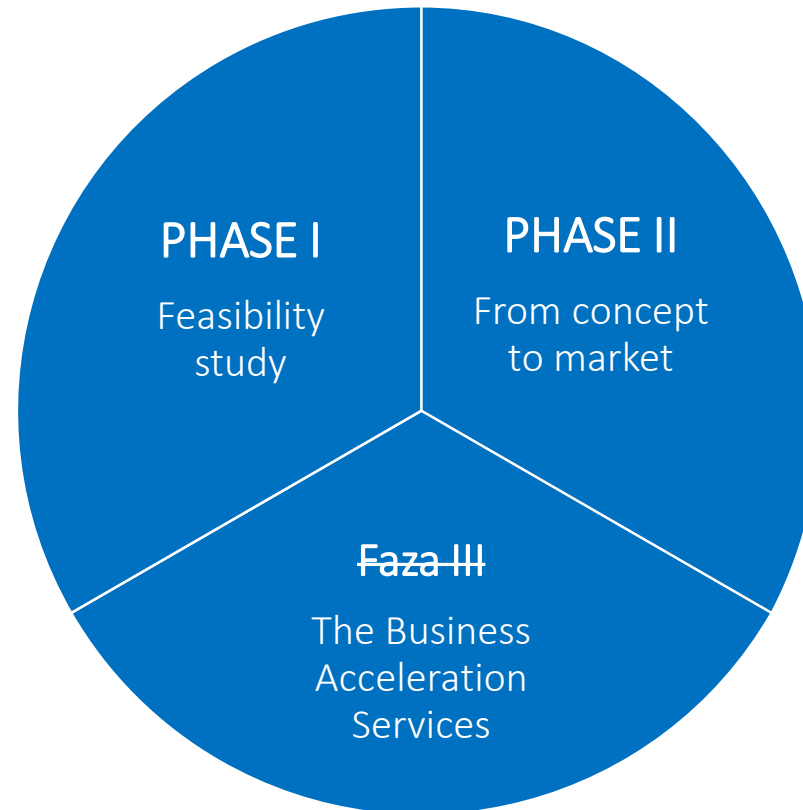
You can apply as individual SME or in consortium.*



*Since 5th June only individual24for-profit SMEs established

SME INSTRUMENT

The EIC Accelerator pilot (SME Instrument) provides full-cycle business innovation support.



There is no obligation to apply in a linear manner!

PHASE I

**10 pages
of proposal**

**6 months
for project
realization**

**Founding:
€50 000
(lump sum)**

**Result
is a
business plan**

AIM OF PHASE I IS TO FORMULATE A SOLID, HIGH-POTENTIAL INNOVATION PROJECT WITH A EUROPEAN OR GLOBAL GROWTH-ORIENTED STRATEGY

You can achieve founding for activities like:

- > risk assessment,
- > market research (market and competition analysis) and market opportunities (entry barriers),
- > management of intellectual property rights/ IPR strategy management,
- > innovation development strategy,
- > searching for partners.
- > user needs analysis,
- > law analysis,



CALLS FOR PHASE I

**Final deadline
5 september 2019**

***Please note Phase 1 will be discontinued.**
The final deadline for applications will be 5 September 2019.

Following the cut-off date of 5 June 2019, only individual SMEs

PHASE II

30 pages
of proposal

12 - 24 months
for project
realization

Funding:
€0,5 mln – 2,5 mln
(70%)

A ready-made
business plan for
potential investors

PHASE 2 HELPS YOU DEVELOP YOUR BUSINESS CONCEPT FURTHER INTO A MARKET-READY PRODUCT, SERVICE OR PROCESS ALIGNED WITH YOUR COMPANY'S GROWTH STRATEGY.

You can achieve funding for activities like:

- > product/service development,
- > trials,
- > validation,
- > demonstration and testing in real-world conditions
- > market replication.



PHASE II – since 5 of June

Since **5 of June** there are going to be a few changes in funding:



- › Funding will depend on TRL level:
 - › **TRL 6 – TRL 8**
 - › Proposals with activities up to TRL 8 will be funded by grants or a blended finance option.
 - › **TRL 9 or above**
 - › Close to market activities (i.e. TRL 9 or above) included in a proposal, will only be financed by equity participation as long as the proposal remains non-bankable.
- › Equity participation by a special purpose vehicle of the European Commission.

Under **the blended finance option**, the grant component is limited to €2.5 million combined with an equity component of up to €15 million.



CALLS FOR PHASE II

Grant

05 June 2019

Grant or/and equity

09 October 2019

**08 January 2020
18 March 2020
19 May 2020
07 October 2020**

Following the cut-off date of 5 June 2019, only individual SMEs



PHASE III The Business Acceleration Services

COACHING - business coaching to help your business scale up and grow. Up to 12 coaching days are available.

Coaching covers business development, organisational development, cooperation, and financing.

MENTORING - offer mentoring to individual founders, CEOs and leaders.

Mentoring aims to develop leadership skills such as resilience, tenacity and strategic insight.

THE BUSINESS ACCELERATION SERVICES (SME INSTRUMENT PHASE 3) HELP YOU TAKE ADVANTAGE OF ADDITIONAL EU SUPPORT EXTENDED VIA A RANGE OF BUSINESS SUPPORT SERVICES.

- This support can take form of coaching, training, links to investors, partnering and networking with other CIR Beneficiaries.
- Facilitating access to private capital financing;
- Help in reaching the new markets and new customers

It does not provide direct funding!

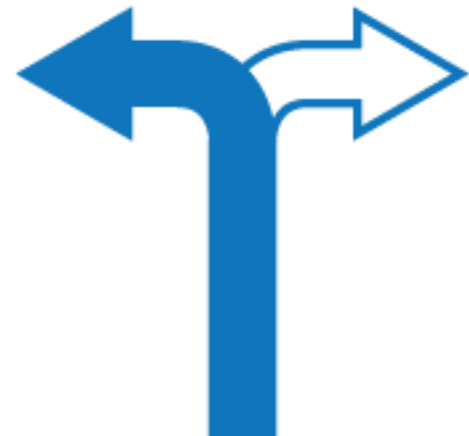


Who should apply to the EIC Accelerator pilot (SME Instrument)?



Companies, which:

- > are established in an EU Member State or a Horizon 2020 associated country – **like Ukraine.**
- > fulfilled SME criteria,
- > operate on the market (and show ambitions for growth and development),
 - > start-ups can also take part, but ... business history is needed.
- > have an innovation (disruptive innovation) at the level of min. 6 TRL (formal requirement only Phase II),
- > they are interested in their implementation on the international market.



What is an SME?



SME criteria:

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ 50 mln euro		≤ 43 mln euro
Small	< 50	≤ 10 mln euro		≤ 10 mln euro
Micro	< 10	≤ 2 mln euro		≤ 2 mln euro

Are you SME?
Check the definition



https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

Bottom up approach



There are no set topics.

Negative impacts on climate and the environment should be avoided.



How can I start?

A few important questions at the beginning.



- › Do I have potential to apply to SME Instrument?
- › Do I have the resources to conduct the project?
- › Does my solution achieved at least 6 TRL?
- › Does my solution (technology) is innovative in European scale?
 - › Is it breakthrough, disruptive innovation?
- › Does my business model is optimal?



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Eastern Partnership +



| 03

EASME Executive Agency for SMEs

The Executive Agency for Small and Medium-sized Enterprises (EASME)



The Executive Agency for Small and Medium-sized Enterprises (EASME) has been set-up by the European Commission to manage on its behalf several EU programmes in the fields of SME support & innovation, environment, climate action, energy and maritime affairs

They manage significant parts of COSME, LIFE, Horizon 2020 and EMFF.



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| 04

Enterprise Europe Network

Enterprise Europe Network



- › The world's largest network supporting SMEs in internationalization
Over 60 countries, 600 organizations, 3,000 experts
- › Linking international experience with knowledge of local markets.
- › **Support in business development thanks to personalized assistance, access to financing and new business partners**

EEN offers a wide range of services:

- › Search for business partners and buyers of their products
- › Place and track commercial offers
- › Promote their innovative technologies to the EU markets
- › Search and attract modern innovative technologies from abroad
- › Search for investors and partners in the EU to create joint enterprises

Ukraine joined the Enterprise Europe Network in July 2017.



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| 05

InnovFin/EIB

InnovFin/EIB

Small and medium
sized enterprises
(SMEs)

Large
companies

Research
institutions

InnovFin can provide the right financing instrument for research and innovation project.

Available financing products:

›InnovFin financing tools cover a wide range of **loans, guarantees and equity-type funding**, which can be tailored to innovators' needs.

›Financing is either provided directly or via a financial intermediary, most usually a bank or a fund.

InnovFin is available across all eligible sectors in EU Member States and Associated Countries, under the EU Research and Innovation programme Horizon 2020.

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| 06

Other european programmes

Other European programmes



COSME - The EU programme for the Competitiveness of Small and Medium-Sized Enterprises (SMEs).

Supports innovation activity in indirect form.

https://ec.europa.eu/growth/smes/cosme_pl



EUREKA - is an intergovernmental organisation for pan-European research and development funding and coordination. EUREKA is an open platform for international cooperation in innovation.

Supports market oriented R&D projects.

<https://www.eurekanetwork.org/>



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THANK YOU FOR YOUR ATTENTION!



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