

Horizon 2020

Lo Strumento PMI ed il Fast Track to Innovation



Bologna, 25 febbraio 2015



Struttura H2020

Excellent Science

- **European Research Council**
 - Frontier research by the best individual teams
- **Future and Emerging Technologies**
 - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
 - Opportunities for training and career development
- **Research infrastructures** (including e-infrastructure)
 - Ensuring access to world-class facilities

Industrial Leadership

- **Leadership in enabling and industrial technologies**
 - **ICT, nanotechnologies, materials, biotechnology, manufacturing, space**
- **Access to risk finance**
 - Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**
 - Fostering all forms of innovation in all types of SMEs

Societal Challenges

- **Health, demographic change and wellbeing**
- **Food security, sustainable agriculture, marine and maritime research & the bioeconomy**
- **Secure, clean and efficient energy**
- **Smart, green and integrated transport**
- **Climate action, environment, resource efficiency and raw materials**
- **Inclusive, innovative and reflective societies**
- **Security society**

Fast track to innovation

European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)

EURATOM

TYPE OF FUNDING ACTIONS (art.6 RfP)



- COLLABORATIVE PROJECT (SMALL-MEDIUM SCALE, LARGE INTEGRATING)
- NETWORK OF EXCELLENCE
- COORDINATION AND SUPPORT ACTIONS (SUPPORTING/COORDINATING TYPE)
- RESEARCH FOR THE BENEFIT OF SMES/SME ASSOCIATIONS
- ERANET/ERANET PLUS



- RESEARCH AND INNOVATION ACTION
- INNOVATION ACTION
- **SME INSTRUMENT**
- **FAST TRACK TO INNOVATION**
- CO-FUND ACTION
- COORDINATION AND SUPPORT ACTIONS
- PROGRAMME CO-FUNDING ACTIONS
- PRE-COMMERCIAL PROCUREMENT (PCP)
- PUBLIC PROCUREMENT OF INNOVATIVE SOLUTIONS (PPI)
- AWARD



TECHNOLOGY READINESS LEVEL

TRL 1 – basic principles observed

TRL 2 – technology concept formulated

TRL 3 – experimental proof of concept

TRL 4 – technology validated in lab

TRL 5 – technology validated in relevant environment (industrial environment in the case of key enabling technologies)

TRL 6 – technology demonstrated in relevant environment (industrial environment in the case of key enabling technologies)

TRL 7 – system prototype demonstration in operational environment

TRL 8 – system complete and qualified

TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

General Annexes

The SME Instrument

SEAMLESS BUSINESS INNOVATION SUPPORT FROM IDEA TO MARKET...

PHASE I

Grant of € 50,000 (lump sum) + coaching support

Concept & Feasibility Assessment
 Idea to Concept



Idea > Business Plan

PHASE II

Grant of € 0.5 Million to € 2.5 Million (70% of funding)* + coaching support

*as a general rule

Demonstration Market Replication R&D
 Concept to Market-Maturity



Elaborated Business Plan



Commercialisable Output

PHASE III

Risk Finance (Private/Public)

Commercialisation
 Market-Maturity to Market Launch



Market Success

...YOUR HIGHWAY TO DELIVER INNOVATION ON THE MARKET!

Apply at any time!

6 months

12-24 months

ACTIVITIES SUPPORTED

PROOF OF CONCEPT

- ✓ Prove Technical and Commercial Viability
- ✓ Explore IP Regime
- ✓ Design Study
- ✓ Develop Pilot Application
- ✓ Risk Assessment

DEMONSTRATION OF COMMERCIAL POTENTIAL via

- ✓ Prototyping
- ✓ Testing
- ✓ Piloting
- ✓ Miniaturization
- ✓ Scaling-up
- ✓ Application Development

GO-TO-MARKET

- ✓ EU Quality Label (Promotion & Networking with Financiers/Clients)
- ✓ Investment Readiness Training
- ✓ SME window in the EU Financial Facilities (debt & equity backed by EIB/EIF)
- ✓ Link to Public Procurement Networks

Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

PREPARE YOUR PROPOSAL

Build your industry-intensive consortium*
minimum 3 partners - maximum 5 partners
(all based in the EU and / or in Horizon 2020
associated countries)

Proposal



Outstanding Business Innovation Concept
(high-readiness level / TRL 6, meaning
demonstrated in a relevant environment)

Continuous open call
until end 2016

6 months time-to-grant

DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D
Demonstration
Market-Oriented
R&D
to Market-Mature Innovation

12-24 months for implementation

HIT THE MARKET!

Start your commercial activities



The Market
Market-Maturity to Market
Launch



Market-ready result
(finished product, service,
process/ TRL 9)

At most 36 months from grant to market

... AND EAGER TO COMPETE ON GLOBAL MARKETS...!

ACTIVITIES SUPPORTED

Systems validation in real working conditions – Testing – Piloting – Business model validation – Standard setting – Pre-normative research – EU quality label

*In a consortium with 3 or 4 partners, at least 2
should be industry, and in a consortium with 5
partners, at least 3; alternatively at least 60% of
the project budget should be allocated to industry
(i.e. private for profit entities)

Chi può partecipare?

Fast Track

MIN 3 SOGGETTI GIURIDICI MAX 5

indipendenti stabiliti in 3 diversi stati membri o associati

Strumento PMI

almeno una PMI “for profit”

Soggetti eleggibili: soltanto PMI “for profit”

SME Questionnaire!!!



Regole e caratteristiche

Tassi di finanziamento

FTI

70% (100% per no profit)

SME I

70% (50k in Fase 1)

Dimensione progetti

FTI

Fino a 36 mesi

Fino a €3 m contributo UE

SME I Fase 2

Fino a 24 mesi

Fino a €2,5 m contributo UE

Puramente bottom up
VS
Prevalentemente bottom up

SME I nelle LEITs – Il Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
ICT-37-2014/2015 Open Disruptive Innovation Scheme (implemented through the SME instrument)	€ 45 million 2014 € 43 million 2015	70%
NMP 25 – 2014/2015 Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	€ 21,80 million 2014 € 23,80 million 2015	70%
BIOTEC 5 – 2014/2015 SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability	€ 3,80 million 2014 € 2,40 million 2015	70%
SME-SPACE-1-2014/2015 Call “SME Instrument” 2014 and 2015	€ 8,50 million 2014 € 8,55 million 2015	70%

SME I nelle Societal Challenges – III Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
SC 1 - PHC 12- 2014-2015 Clinical validation of biomarker and/or diagnostic medical devices	€ 66,10 million 2014 € 45 million 2015	100%
SC 2 - SFS 8 – 2014-2015 Resource-efficient eco-innovative food production and processing	€ 10 million 2014 € 17 million 2015	70%
SC 2 - BG 12 – 2014-2015 Supporting SMEs efforts for the development-deployment and market replication of innovative solutions for blue growth	€ 4 million 2014 € 5 million 2015	70%
SC 3 - SIE 1 – 2014-2015 Stimulating the innovation potential of SMEs for a low carbon and efficient energy system.	€ 33,95 million 2014 € 34,76 million 2015	70%
SC 4 - IT.1 - 2014-2015 Small business innovation research for transport	€ 35,87 million 2014 € 38,96 million 2015	70%
SC 5 - SC5 – 20 – 2014-2015 Boosting the potential of small business for eco-innovation and a sustainable supply of raw material	€ 17 million 2014 € 19 million 2015	70%
SC 6 - INSO 9 – 2015 Innovative mobile e-government applications by SMEs.	€ 4 million 2015	70%
SC 6 - INSO 10 – 2015 SME business model innovation for inclusive societies.	€ 11 million 2015	70%
SC 7 - DRS 17 – 2014-2015 Protection of urban soft targets and urban critical infrastructures	€ 7 million 2014 € 7,4 million 2015	70%

Non ci sono topic nel Work Programme

Fast Track to Innovation!



L'approccio "Open call"

2015	
<u>Fase 1</u>	<u>Fase 2</u>
18/03/2015	18/03/2015
17/06/2015	17/06/2015
17/09/2015	17/09/2015
16/12/2015	16/12/2015

→ Topic SME Instrument

2015	2016
29/04/2015	TBC
01/09/2015	TBC
01/12/2015	TBC

→ Fast Track

Budget FTI: € 100m 2015 (€ 100m 2016)

Il processo di valutazione

- Solo da remoto
- Panel di 4 valutatori (expertise commerciale e finanziaria)
- No consensus meetings
- ESR molto sintetici → media aritmetica delle 4 valutazioni
- Brevi feedback ai proponenti
- Soglia minima FTI + Fase 2 SME I:
 - Totale = 12/15
 - Sul Criterio dell'Impatto = 4/5
- Soglia minima Fase 1 SME I:
 - Totale = 13/15
 - Su ognuno dei 3 criteri= 4/5



TEMPISTICA FIRMA CONTRATTO

Fase 1 SME Instrument

3 MESI

2 mesi di valutazione + 1 di firma del contratto

Fase 2 SME Instrument

6 MESI

4 mesi di valutazione + 2 di firma del contratto

Fast Track to Innovation

6 MESI

3 mesi di valutazione + 3 di firma del contratto

Vs 8 mesi in H2020 (11 mesi in 7PQ)

Sintesi

FTI

- Bottom-up
- Logica collaborativa
- Industry driven
- Sul mercato in 36 mesi
- No coaching
- One-stage

SME I

- Logica topic
- Possibile partecipazione della singola PMI
- Solo per PMI
- Nessun obbligo formale di andare sul mercato
- Coaching
- 3 fasi

Link utili

Horizon 2020

<http://ec.europa.eu/programmes/horizon2020/>

Participant portal

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>

EASME

http://ec.europa.eu/easme/sme_en.htm

Fast Track

<http://ec.europa.eu/programmes/horizon2020/en/h2020-section/fast-track-innovation-pilot-2015-2016>

SME TechWeb

<http://sme.cordis.europa.eu/home/index.cfm>

APRE

<http://www.apre.it/le-pmi-in-europa/>

EEN

<http://een.ec.europa.eu/>

GRAZIE PER L'ATTENZIONE!

APRE

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