

The European SME Instrument Catalysing European Innovation-



-Jan 2017-



SME SUPPORT



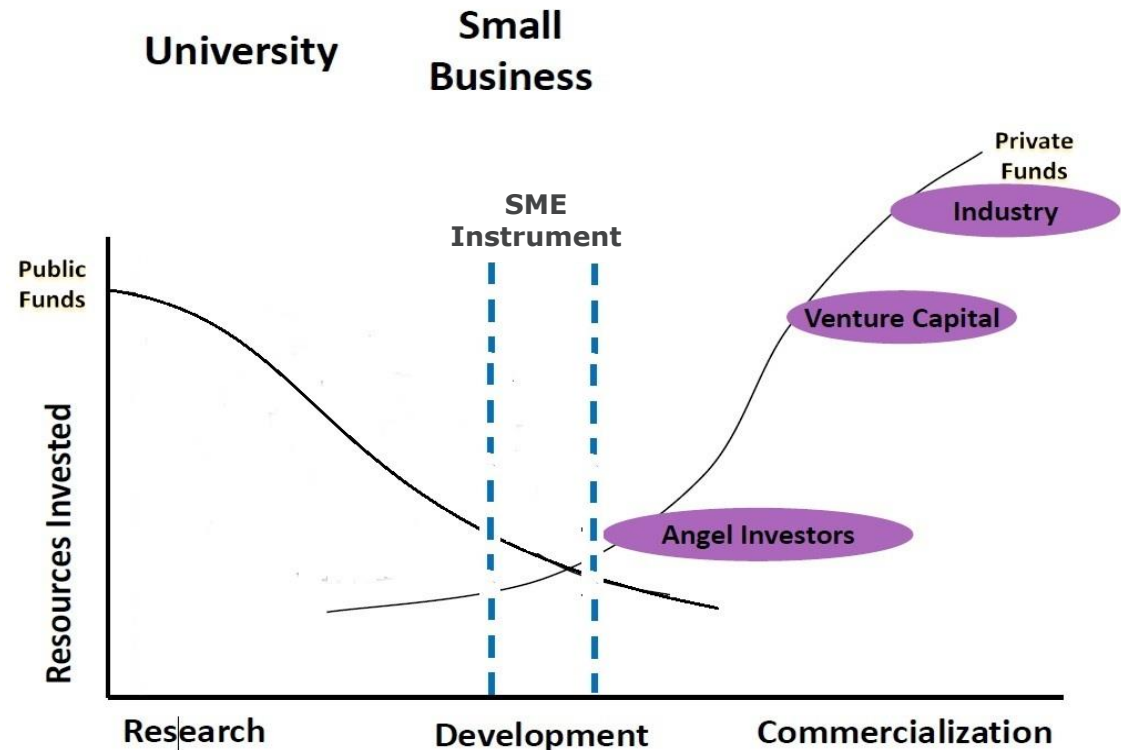
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Rationale



“Valley of death”:
Persistent problem of
access to funding for
innovative projects

SME Instrument
designed to help fill a
financing gap for
business innovators





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Tailored to innovative SME needs: Smart money = Funding + business support

PHASE1

Concept & Feasibility Assessment
Idea to concept (6 months)

The SME will draft an
initial **business proposal**.

The European Union will provide
€50 000 in funding
and business coaching.

PHASE2

Demonstration, Market Replication, R&D
Concept to Market-Maturity (1-2 years)

The SME will further develop its proposal
through **innovation activities**, and
draft a more developed **business plan**.

The EU may contribute between
€0.5 million and **€2.5 million***
and provide business coaching.

PHASE3

Commercialisation
Prepare for Market Launch

The SME will receive extensive support to help polish
its concept into a marketable product, and have
access to **networking opportunities**.

The EU will not provide funding in this phase.



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Phase 1 – Concept and feasibility assessment



- ✓ EC contribution: €50.000;
- ✓ Proposal: 10 pages with initial business plan;
- ✓ Project duration: up to 6 months;
- ✓ Target: SMEs (single or consortium);
- ✓ Result: feasibility study with more elaborated business plan;
- ✓ Coaching: up to 3 coaching days.



Phase 2 Demonstration, market replication, R&D, concept to market maturity



- ✓ EC contribution: indicative between 0,5 and 2,5 M €;
- ✓ Proposal: 30 pages with complete business plan;
- ✓ Project duration: 1-2 years;
- ✓ Target: SMEs (single or consortium);
- ✓ Coaching: up to 12 days.



Phase 3 - Commercialisation

- ❑ Not about funding;
- ❑ Services supporting Phase 1 and Phase 2 beneficiaries:
 - ❖ SME Instrument Community
 - ❖ SME Instrument Academy
 - ❖ Events and international fairs
- ❑ Facilitating access to risk capital;
- ❑ Opportunities with Enterprise Europe Network (EEN)

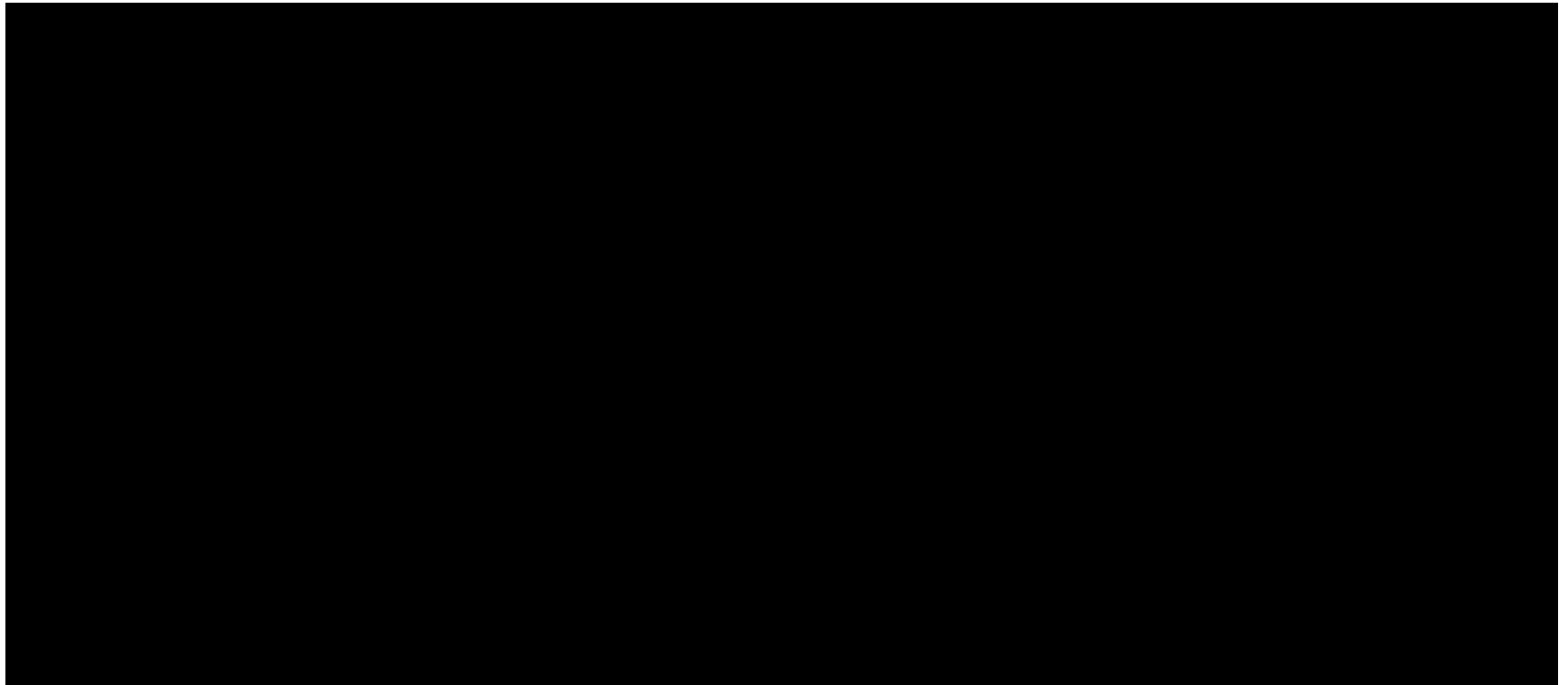




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Phase 3

Support to commercialisation services





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Funded projects by topic 2014/2016 (until September)

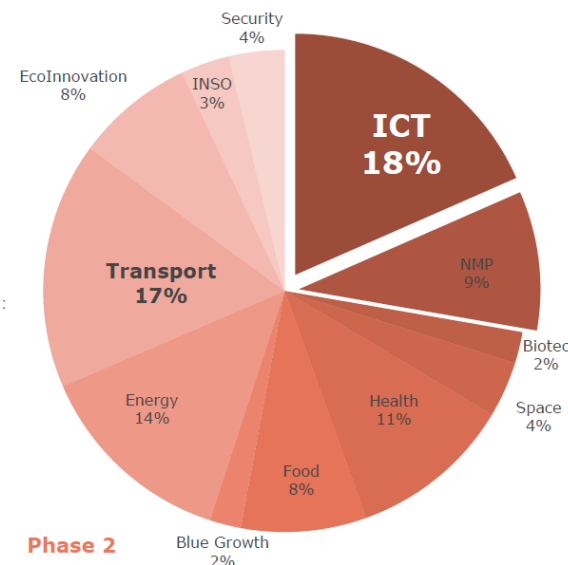
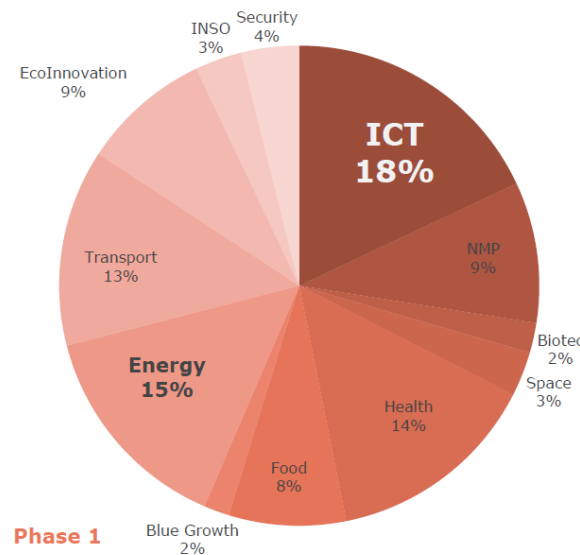


Manufacturing

the most common activity

ICT

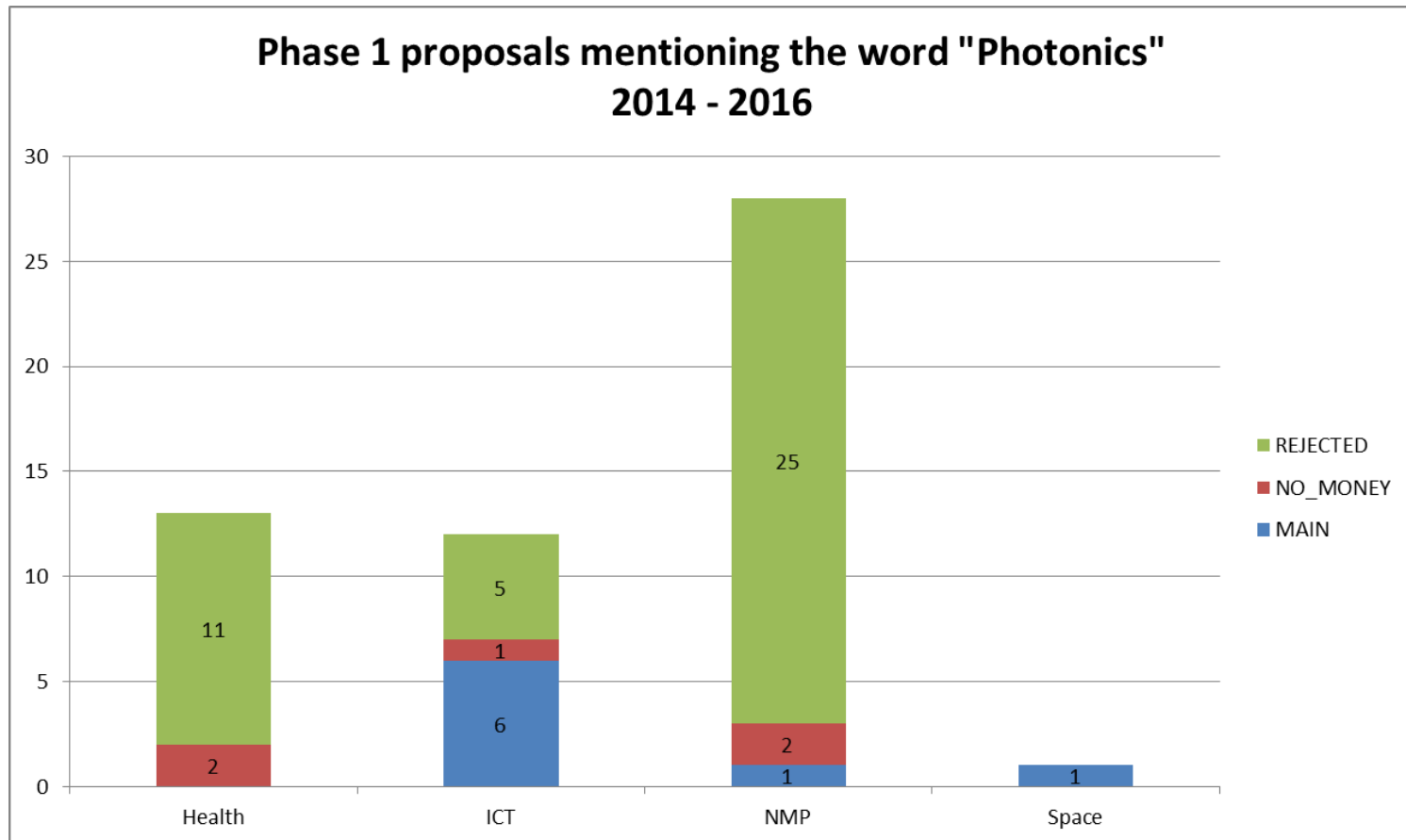
the most trending
topic





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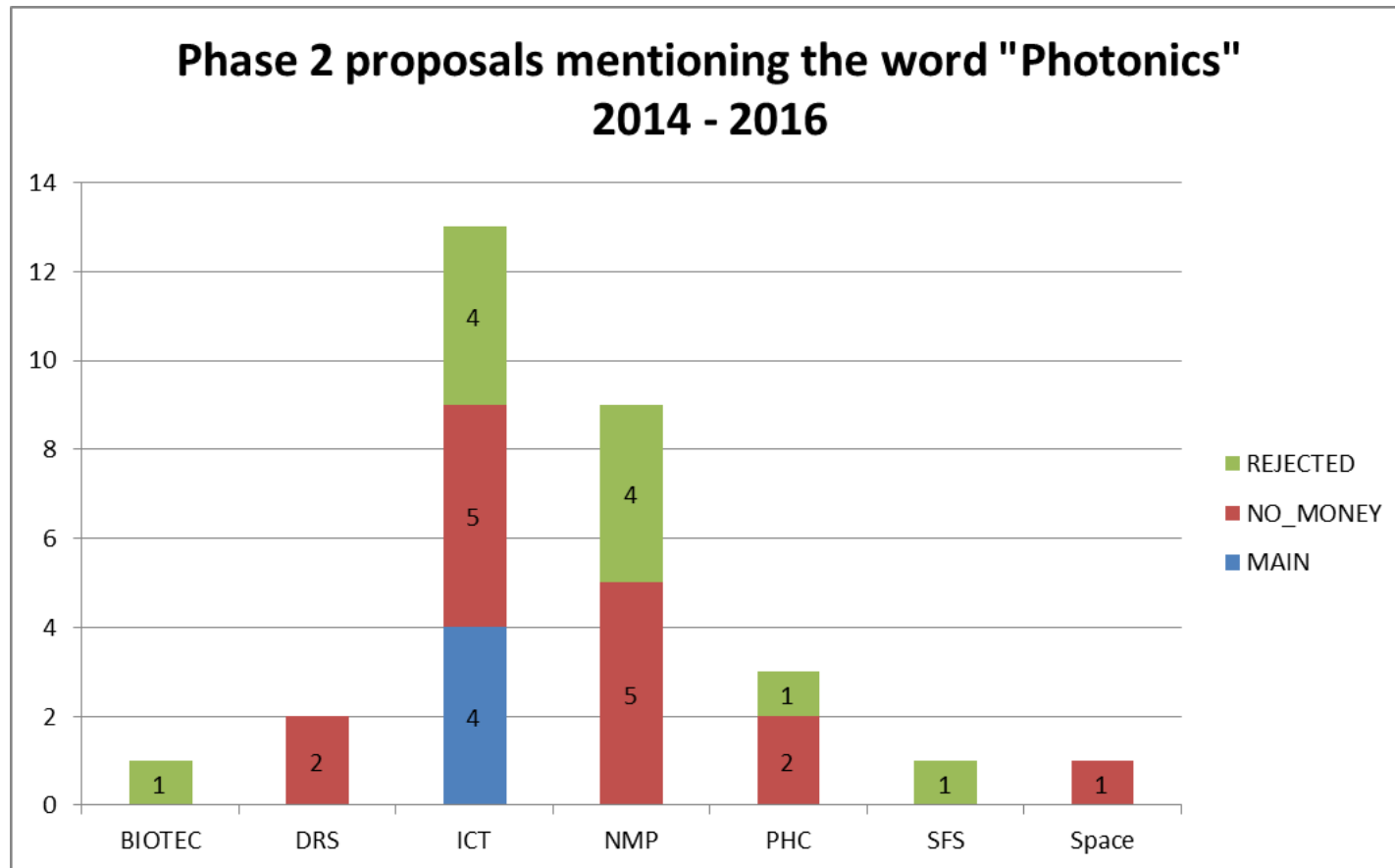
Photonics in proposals Phase 1





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Photonics in proposals Phase 2



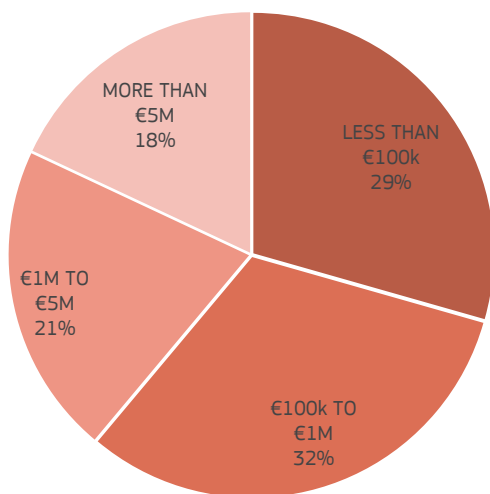


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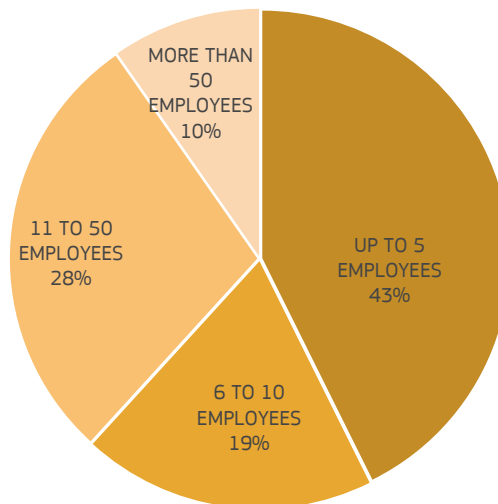


Funded SMEs in numbers

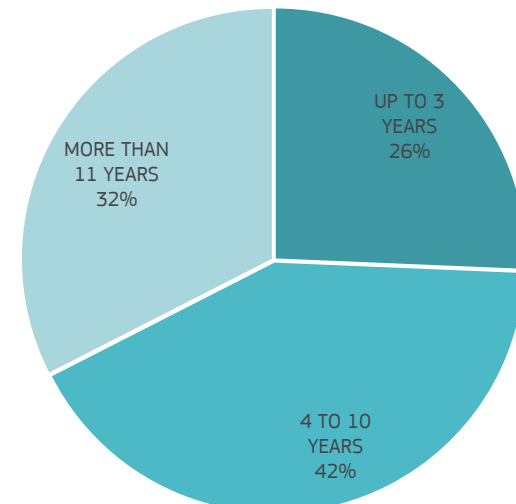
Turnover



Staff



Years trading



Phase 2

Diversity of supported companies

Have in common their high potential for innovation and avid ambitions to grow



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Geographical coverage

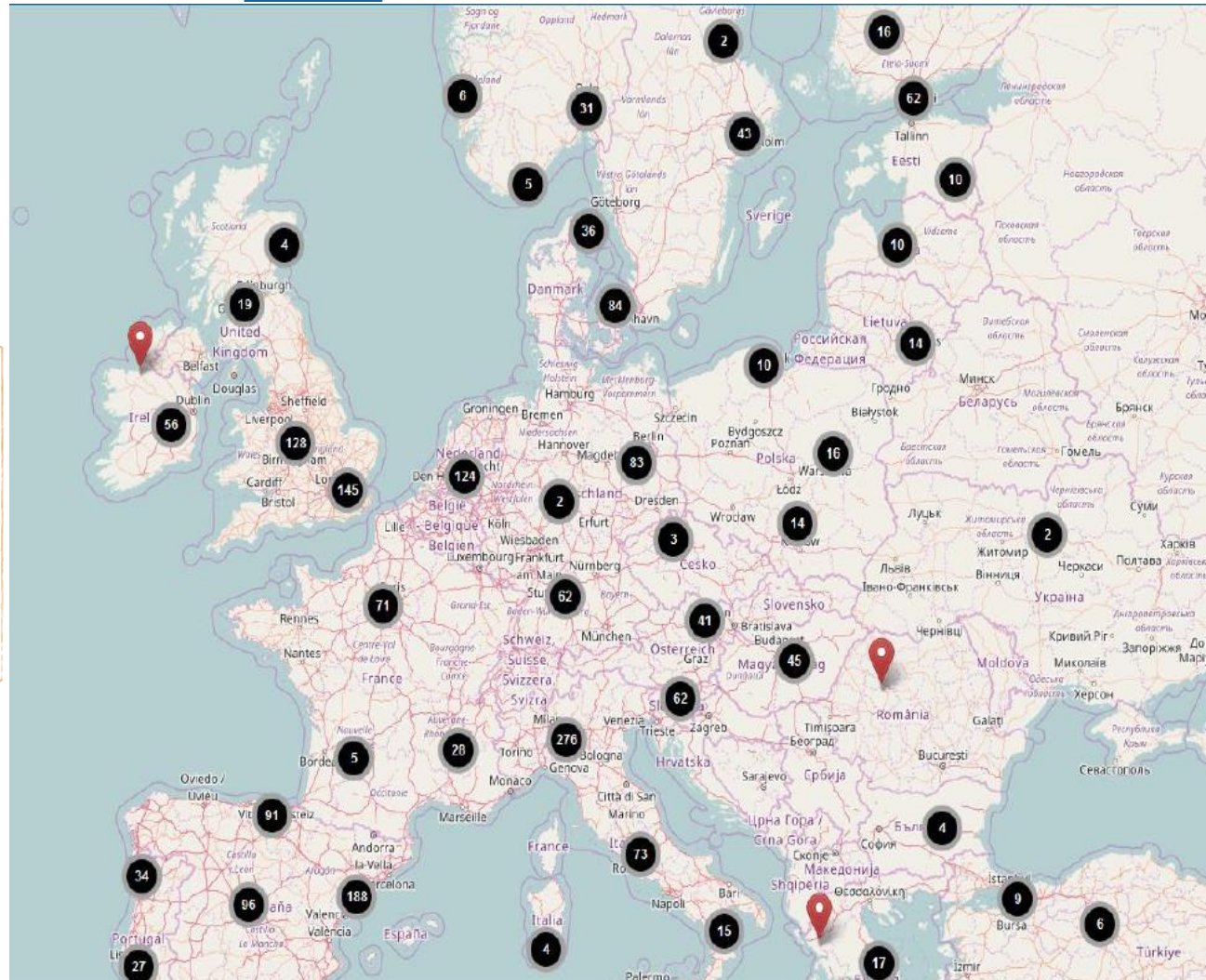


Spain & Italy

most succesful



most efficient



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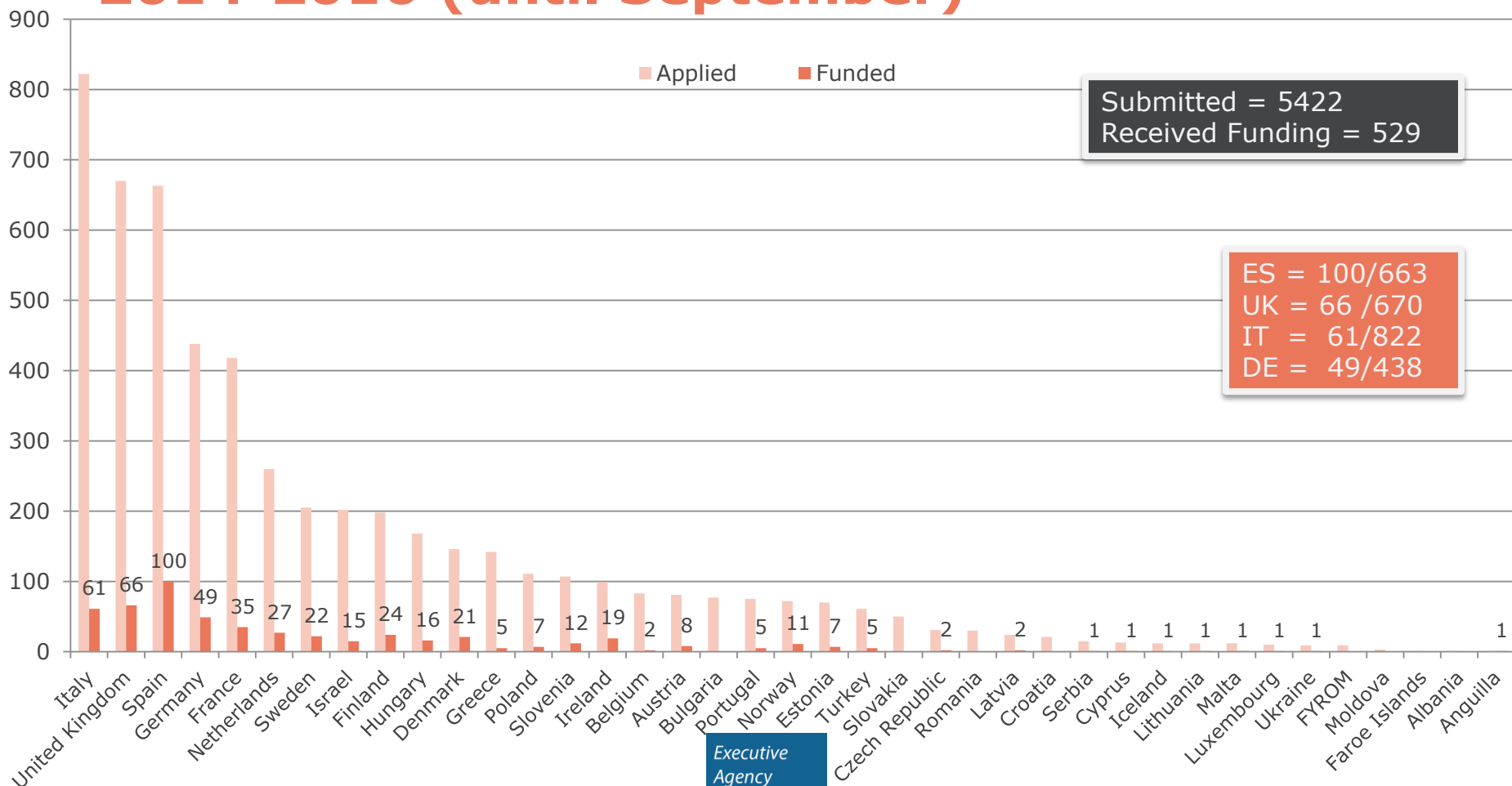
SMEs per country (Phase 1 – All topics) 2014-2016 (until September)





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SMEs per country (Phase 2 – All topics) 2014-2016 (until September)



ES = 100/663
 UK = 66 /670
 IT = 61/822
 DE = 49/438



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Showcase: growing fast



INPHOTECH SP ZOO  **INPHOTECH®**
innovation photonics technology

Polish company among Deloitte
2015 FAST 500 for EMEA
thanks to an annual **growth of
250%!**

Also received INNOVATICA
2016 award by President of
Polish Chamber of Commerce

The grant helps the company
to develop an optical device for
better understanding and
curing of cancer thanks to
early detection and diagnosis



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Showcase: developing strategic partnerships



Ultrahaptics Limited

Feeling without touching



ultrahaptics

Company founded in 2013 in
Bristol (UK)

A unique technology enabling users to receive tactile feedback without needing to wear or touch anything. The technology uses ultrasound to project sensations through the air and directly onto the user. Users can 'feel' touch-less buttons get feedback for mid-air gestures or interact with virtual objects.



Touch-free haptic feedback solution integrated into a new concept car being exhibited by Bosch at CES 2017



Showcase

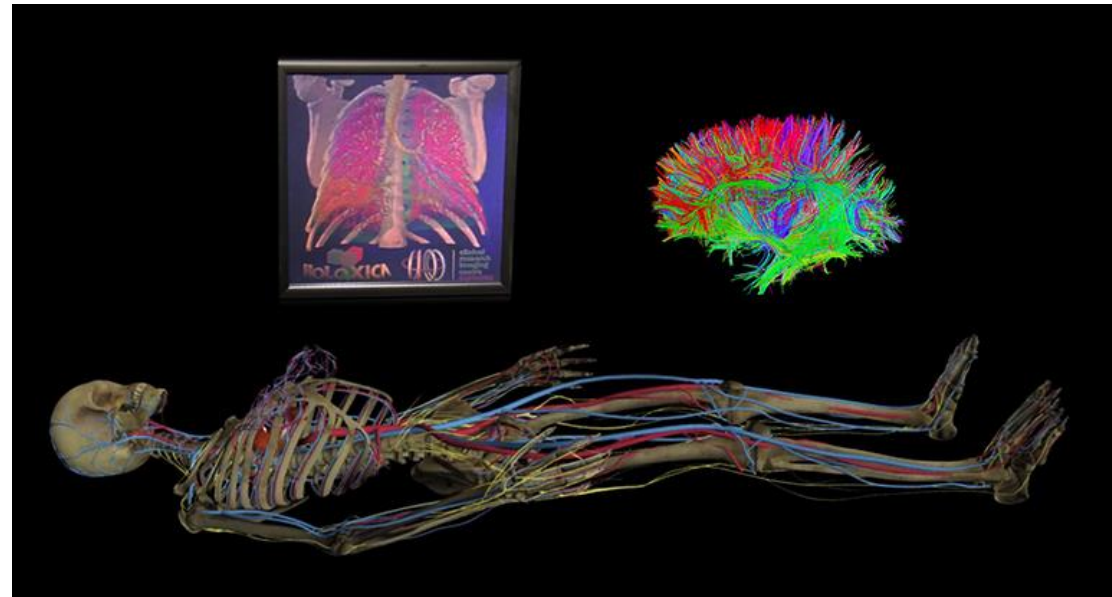
Holoxica Ltd



Company specialised in holographic 3D visualisation.

The company introduced the first ever holographic 3D digital Human Anatomy Atlas prototype.

It will provide to neurosurgeons and clinicians insight to identify, diagnose and treat a wide range of neurological conditions.





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How to apply: R&I participant portal



RESEARCH & INNOVATION
Participant Portal

HOME **FUNDING OPPORTUNITIES** **HOW TO PARTICIPATE** EXPERTS SUPPORT

LOGIN REGISTER

H2020 Online Manual
Reference Documents (H2020 & FP7)
Beneficiary Register
Financial Capacity Self-Check
SME Participation

How to participate

H2020 ONLINE MANUAL

The first steps to prepare your proposal and apply for EU research funding. Learn how to find a suitable Call for proposals or project partners and how to submit your proposal.

The following guidance services facilitate your participation:

- **H2020 Online Manual:** step-by-step online guide through the Portal processes from proposal preparation and submission to reporting on your on-going project
- **Reference documents:** library of legal documents, guidance notes, and additional reference material for H2020 and FP7
- search for already registered organisations and their **PICs**
- **Financial viability self-check tool** allows you simulating the financial viability check of your organisation
- **SME participation:** dedicated H2020 guidance page for SME

FIND a call **FIND partners** **CREATE your account** **REGISTER your organisation** **SUBMIT a proposal**

1 2 3 4 5



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Work-Programme 2016-2017

TOPICS	CALL ID	BUDGET	
		2016	2017
Open Disruptive Innovation Scheme	SMEInst-01	€60 m.	€66 m.
Accelerating the uptake of nanotechnologies advanced materials or advanced manufacturing and processing technologies by SMEs	SMEInst-02	€31.83 m.	€35.32 m.
Dedicated support to biotechnology SMEs closing the gap from lab to market	SMEInst-03	€7.5 m.	€7.5 m.
Engaging SMEs in space research and development	SMEInst-04	€11.37 m.	€12.6 m.
Supporting innovative SMEs in the healthcare biotechnology sector	SMEInst-05	€35 m.	€45 m.
Accelerating market introduction of ICT solutions for Health, Well-Being and Ageing Well	SMEInst-06	€18 m.	€12.5 m.
Stimulating the innovation potential of SMEs for sustainable and competitive agriculture, forestry, agri-food and bio-based sectors	SMEInst-07	€25.46 m.	€32.19 m.
Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth	SMEInst-08	€9.5 m.	€10 m.
Stimulating the innovation potential of SMEs for a low carbon and efficient energy system	SMEInst-09	€46 m.	€50 m.
Small business innovation research for Transport and Smart Cities Mobility	SMEInst-10	€57.57 m.	€61.23 m.
Boosting the potential of small businesses in the areas of climate action, environment, resource efficiency and raw materials	SMEInst-11	€25 m.	€27.5 m.
New business models for inclusive, innovative and reflective societies	SMEInst-12	€10.8 m.	€11.4 m.
Engaging SMEs in security research and development	SMEInst-13	€15.37 m.	€14.67 m.
TOTAL		€353.4 m.	€385.91 m.



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Dates to remember in 2017

Deadlines for all themes

Phase 1	15/02/2017	03/05/2017	06/09/2017	08/11/2017
Phase 2	18/01/2017	06/04/2017	01/06/2017	18/10/2017



How do we evaluate?

Eligibility

- **Profit-SMEs**
- **<250 employees**
- **<€50 million turnover/ balance sheet <€43 million**
- **SME based in EU MS or H2020 Associated Countries**

Award criteria:

- **IMPACT**
- **EXCELLENCE**
- **QUALITY**

Threshold

- **Phase 1** : per individual criteria is 4. Overall is 13
- **Phase 2** : per individual criteria is 3 (except for "Impact" which is 4). Overall is 12



Some tips for evaluation

Impact

- ✓ Market: targeted users; competitors; market share
- ✓ Commercialisation plan;
- ✓ Use of resources/Intellectual property;
- ✓ European dimension;
- ✓ Economic growth and jobs.

Excellence

- ✓ Added value, disruptive;
- ✓ Why it is viable and better than existing solutions;
- ✓ Understand the risks

Implementation

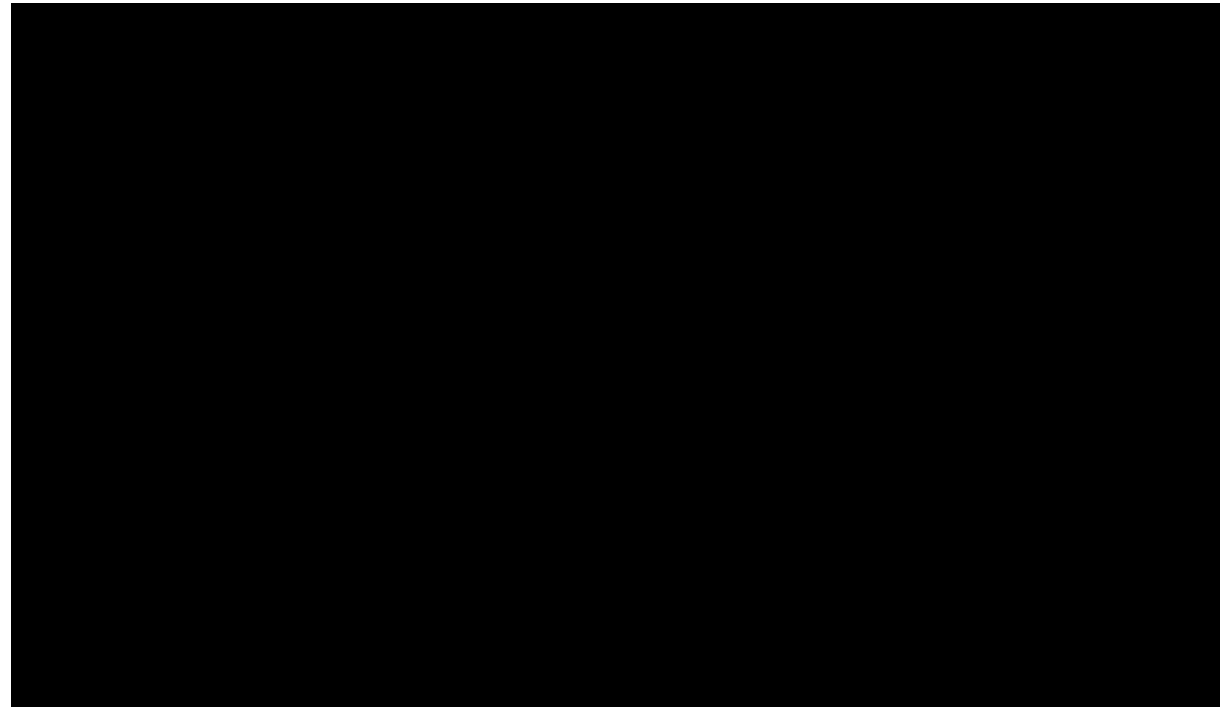
- ✓ Show commercial competence
- ✓ credibility of your team and of your work plan
- ✓ realistic time frame



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SME Instrument Evaluator Tips

Jordi Cusido Roura





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Fast Track to Innovation (FTI Pilot)

What is it?



*The FTI pilot (2015-2016) is the only fully bottom-up measure in Horizon 2020 promoting close-to-the-market innovation activities that is open to all types of participants...
... while cutting across 2 of the main 3 Horizon 2020 priorities!*





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Main policy drivers behind the scheme

- Reduce time from idea to market ('last push')
- Increase participation of industry, first-time applicants, SMEs
- Stimulate private sector investment in R&I



Restrictive legal framework*



- Innovation actions
- Three to five partners for participating consortia
- Call for proposals with annually three cut-off dates
- Six months time-to-grant (TTG)
- EU contribution (grant) not higher than € 3 million

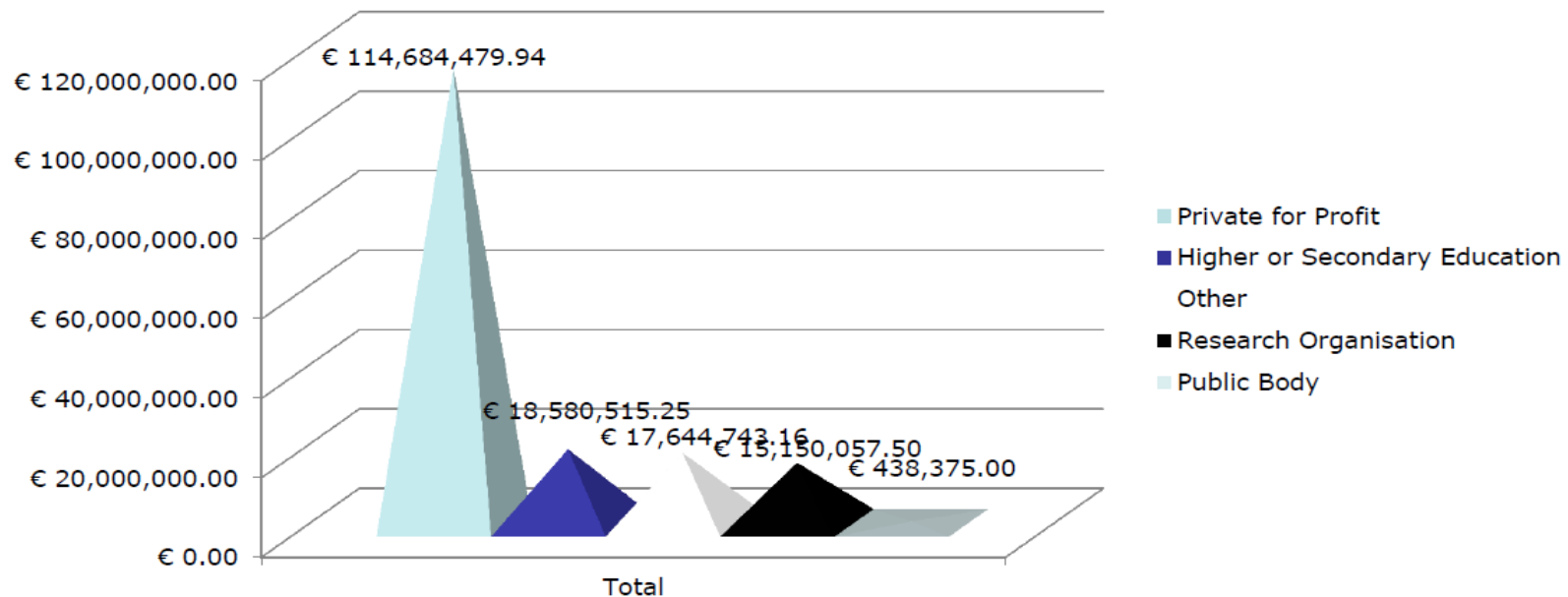
* EU Regulation 1290/2013, H2020 Rules for Participation, article 54.



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Distribution per type of partners



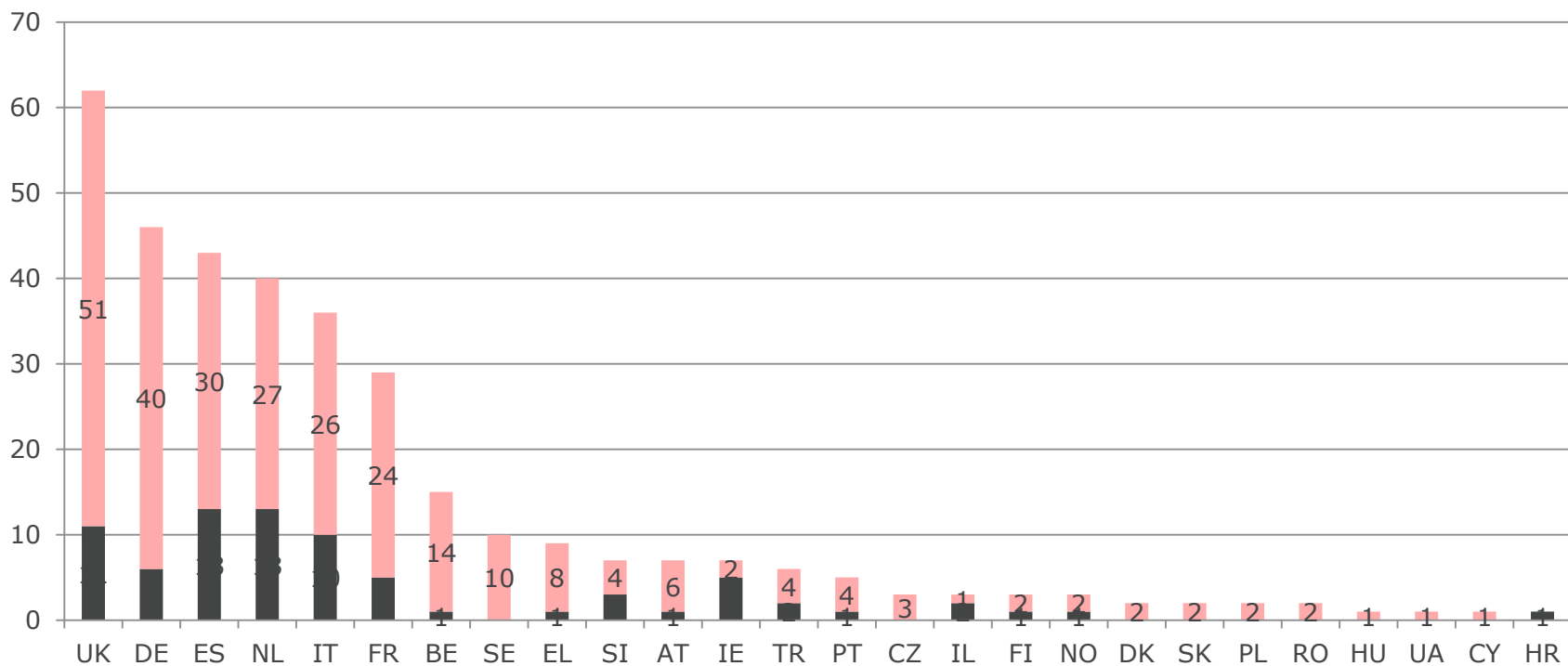
- 68.9% of the call budget went to industry; EUR 72.7 million or 43.7% went to SMEs, EUR 32 million or 25.2 % of the budget went to enterprises larger than SMEs
- 11.1 % of the call budget went to Higher or Secondary Education institutes, mostly universities
- 9 % of the call budget went to research organisations
- Most of the remaining budget (over 10%) went to 'Other', a mix of entities who had not registered the type of entity in the beneficiary register
- Full project list at http://ec.europa.eu/research/participants/portal/doc/call/h2020/ftipilot-01-2016/1730116-201606cutoff_fti_en.pdf



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Geographic spread of beneficiaries



Red = partners

Blue = coordinators

Geographic distribution so far (first five cut-off dates)

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SME Instrument	Fast Track to Innovation
13 Topics	Fully bottom up
Only SMEs	All type of participants
Launch onto the market – no fixed time	Launch onto the market within a period of 36 months after the start of the action
Two phases + coaching	One stage call – no coaching
Open call H2020	Pilot call 2015-2016
Specific Subcontracting rules	General H2020 Subcontracting rules (Art. 13 AGA)



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EASME

Executive Agency for Small and Medium-sized Enterprises

THANK YOU FOR YOUR ATTENTION

Showcase of SME Instrument beneficiaries

<http://ec.europa.eu/easme/en/sme-instrument/showcase>



@H2020SME @H2020SME_OTF

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