



European
Commission

European
eic INNOVATION
Council BETA

**SME
INSTRUMENT**

**IBERDROLA
SME INSTRUMENT**
BUSINESS ACCELERATION SERVICES
DAY

Horizon 2020



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what is the

SME Instrument?

The SME Instrument supports market-creating innovation in small and medium-sized businesses that have significant growth potential and global ambitions.

Each applicant SME goes through a rigorous review and selection process: Over 50,000 have applied, but less than 6% have been selected.

Besides funding, which starts at €50,000 and can grow to €2.5 million, each SME participant receives world-class business coaching, training and support services, from idea development to product launch in the market.



4

years of the programme



50k

applications



400

coaches deployed



3 200

SMEs supported



€1,3b

in funding

2

some of our measures of

success

Accelerated growth of SMEs

A year down the line, funded companies experience on average:



118% increase in turn-over



158% increase in employment

*SME Instrument Impact Report 2018

Access to Capital

“This prestigious grant gave us a valuable recognition that played a major role in our IPO. It strengthened our credibility in front of investors and customers and helped us run a number of projects in order to reach full scale production.”

Anders Lundström, CEO Svenska Aerogel
Funding
€ 1 million

Sector diversification

Industry sectors where SME Instrument-funded companies attract more investments than average



● Average investment in SME Instrument funded companies

● Average investment in the industry

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AEINNOVA

AEINNOVA is a spin-off of the Universitat Autònoma de Barcelona focused on the development of electricity generation systems through waste energy (Energy Harvesting from waste heat). Its patented technology allows the improvement of the energy efficiency of the industries and an easy and fast implementation of wireless sensing and battery-free systems, the first step towards Industry 4.0

Spain | info@aeinnova.com | www.aeinnova.com



David Comellas



Raul Aragones



Ampacimon S.A.

Ampacimon develops innovative Dynamic Line Rating systems, a new technology belonging to the «smart grid» world of innovations to actively manage electricity grids. It is made of sensors installed on high-voltage lines, coupled to software interfacing with dispatching centers SCADAs which measure key parameters influencing maximum thermal capacity of line (vibrations, temperature, sag, wind speed).

Belgium | contact@ampacimon.com | www.ampacimon.com



Frederic Vassort



Dexmasensors, SL

DEXMA is a leading provider of cloud-based energy management software for commercial buildings, industrial facilities and large property portfolios. Our SaaS solutions, DEXCell Energy Manager & Energy Grader, combine Big Data analytics with energy efficiency to help thousands of facility managers, energy auditors and utilities around the world.

Spain | sales@dexma.com | www.dexma.com



Joan Pinyol



Miguel Cruz



EMTECH SPACE P.C.

EMTech designs and develops products and services for transmission and distribution grid automation built on state-of-the-art technologies and targeting secure and efficient clean energy integration.

Greece | info@emtech.global | www.emtech.global



Nikolaos Livanos



FIBERSAIL

Lacking of monitoring on wind turbine blades is costing the industry more than EUR 4 billion on underperformance and failures per year. Fibersail system is based on fiber optic technology that powers a shape sensing system to measure the deflection of rotor blades and it is uniquely designed to be cost-effective and enable the retrofitting of existing wind turbines.

Portugal | info@fibersail.com | www.fibersail.com



Pedro Pinto

SME Instrument beneficiary:
STME, Lda



FloatMast

The innovation targets offshore wind energy cost reduction through on site top quality measurements of wind, ocean and environmental characteristics. By coupling offshore platform technology miniaturization and measuring devices, a floating met mast provides optimum solution for a Producer's income risk reduction. A UK technology based on a joint venture of two Greek naval and civil engineering companies.

Greece | info@floatmast.com | www.floatmast.com



Antonios Peppas



Theodoros Papatheodorou

SME Instrument beneficiary:
ETME



Greenflux Assets B.V.

A technology provider using open standards, providing solutions to make electric driving the new standard of mobility. We offer two products: an open and cloud-based platform to manage EV charging networks (remote management, billing (roaming) & Smart Energy management) and a smart charging controller that makes each EVSE smart and connected.

The Netherlands | info@greenflux.com | www.greenflux.nl



Michel Scholtes



GridPocket

GridPocket provides a Value Added Energy Services platform for utilities. Within the SMARTgrid industry, we work as B2B2C and deliver white label solutions. Our innovative solutions use BigData, consumer analytics, behavioral engagement and gamification in order to provide utility companies tools to retain current customers and gain new ones.

France | contact@gridpocket.com | www.gridpocket.com



Maxime Fontanille

SME Instrument beneficiary:
GRIDP



Laki Power

Laki Power is an Icelandic research and development company focused on eco-friendly power solutions. The Company was established in 2015 around the development of its main product, the Power On-Line Generator (POLG). The POLG is a device that harvests energy from the electromagnetic field surrounding any current-carrying phase wires of high voltage power lines.

Iceland | info@lakipower.com | www.lakipower.com



Jóhanna Ásta
Vilhjálmsdóttir



Óskar H. Valtýsson



Sigurjón
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Lumenaza GmbH

Lumenaza - utility-in-box Energy Platform for the new energy world. The future of energy is decentralized, renewable and digital. Our Energy Platform connects and controls all participants of the new energy world. It enables utilities to provide innovative energy products such as local energy and energy-communities to their customers in a quick, cost effective, highly automated and scalable manner.

Germany | info@lumenaza.de | www.lumenaza.de



Alexander Woitas



Pôle Position

Pôle Position provides advanced algorithmic and quantitative optimisation solutions to make better technological and business decisions in complex systems, such as the smart grid and IoT networks.

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Dr. Hakan Umit



Volkan Ozsokmen



ROBOTINA d.o.o.

Robotina's HIQ HEMS (home energy management system) is an integrated and cloud-connected product based on Cybrotech control technology.

HIQ HEMS can be utilized in several scenarios:

- to maximize in-house consumption of self-generated renewable energy
- to minimize cost of electrical energy
- to contribute to local micro grid balance as a prosumer
- to assure autonomy of user connected to unstable electrical grid.

Slovenia | info@robotina.com | www.robotina.com



Hubert Golle



SMARTIVE

Smartive develops intelligent cloud platforms to improve, supervise, monitor diagnose and prognose the performance of wind turbines.

Spain | info@smartive.eu | www.smartive.eu



Gonzalo Lopez



Jordi Cusido

SME Instrument beneficiary:
ITESTIT S.L.



The National Microelectronics Applications Centre Ltd.

MAC is a high-tech SME that has developed our GridWatch IoT family of innovative Smart Grid MV/LV monitoring products for Electrical Utilities based on patented sensors, to provide their Distribution Management Systems with reliable real-time data, particularly at LV which requires extensive accurate monitoring at a low price for mass deployment.

Ireland | j.oflaherty@mac.ie | www.mac.ie



D. John J O'Flaherty



Zaphiro Technologies

Zaphiro Technologies helps electrical utilities to safely integrate renewables and meet the increasing power quality requirements with SynchroGuard, the first grid monitoring and automation system based on synchrophasors. SynchroGuard enables grid monitoring, optimal control, and automated fault-management with a single system, making the grid more efficient and reliable, while reducing costs.

Switzerland | info@zaphiro.ch | www.zaphiro.ch



Lorenzo Zanni

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your
notes

This SME Instrument Business Acceleration Services event has been organised with the support of IBERDROLA and the PERSEO International Startup Program



Learn more about the EIC and SME Instrument portfolio

<https://ec.europa.eu/easme/sme>

Explore all of the companies funded by the SME Instrument

<https://sme.easme-web.eu>

Check out the SME Instrument Impact Report 2017

<http://europa.eu/lrj87hn>

More information on the EIC SME Instrument business acceleration services

✉ corporates@phase3-services.eu

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🐦 @H2020SME

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