



EASME

Executive Agency for Small and Medium-sized Enterprises

Horizon 2020 SME Instrument

A recipe for success



SME SUPPORT

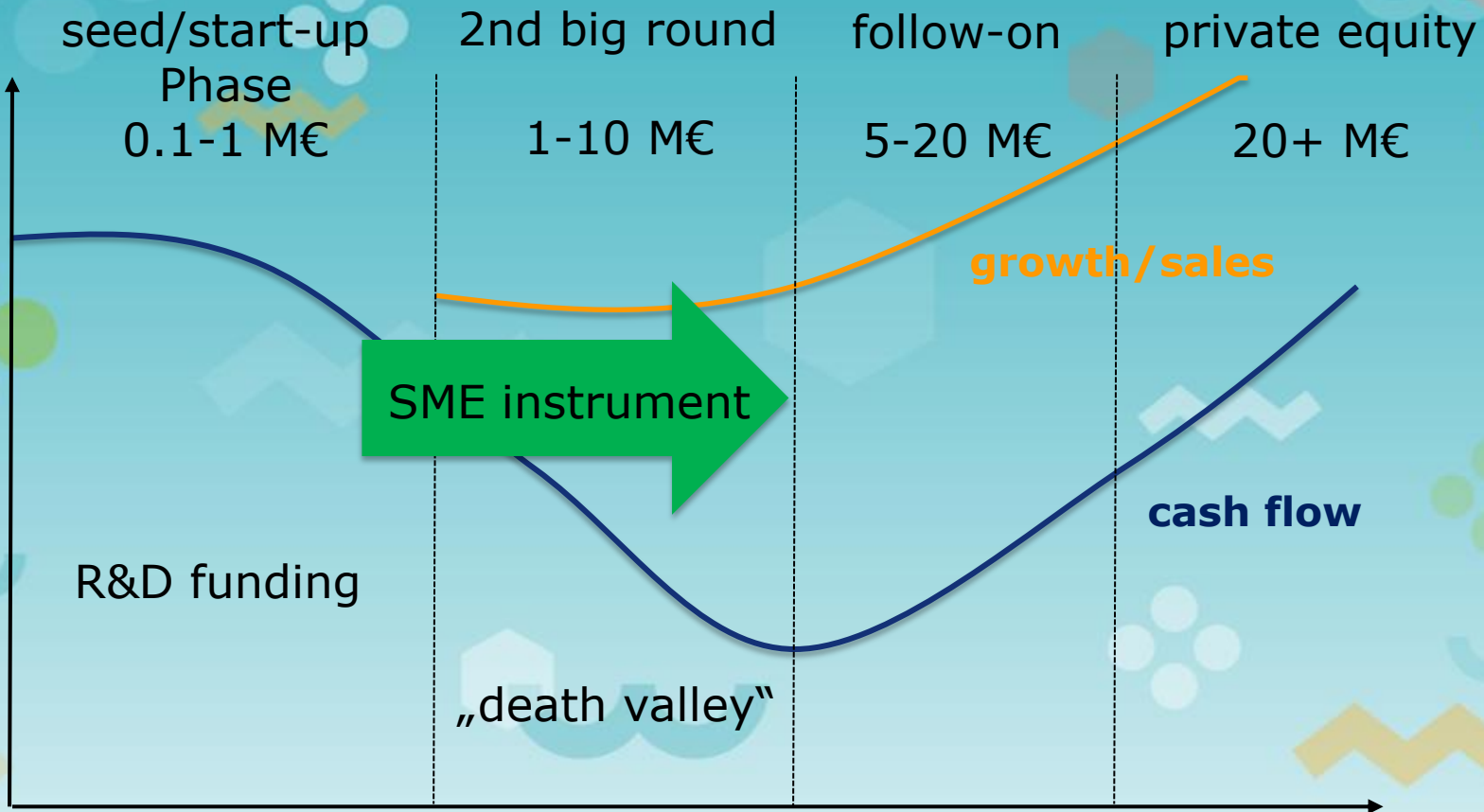
Executive
Agency
for SMEs

EASME History



- **One of the 6 Executive Agencies of the EU (REA / ERCEA / TEN-T EA / EACEA / EAHC)**
- **Established in December 2003 as the Intelligent Energy Executive Agency (IEEA)**
- **2007-2013: EACI with Competitiveness and Innovation Framework Programme (CIP) and Marco Polo**
- **01/01/2014: EACI became EASME**





THE SME INSTRUMENT



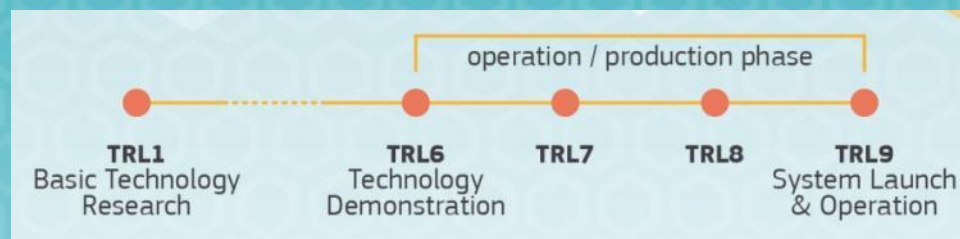
Why participate?

- Rank among the best European SMEs
- Visibility at a European and global level
- Business/management coaching
- Networking opportunities
- Support for follow-up financing



Desired SME profile

- For innovative SMEs with an ambition to develop, grow and have an international impact
- Focused on established SMEs with high growth potential
- Single company support (consortia of several SMEs possible)
- Activities at TRL 6 or above
- No obligation for applicants to sequentially cover all three phases; still a "linear" process is strongly encouraged
- 70% funding (exceptions possible)



THE SME INSTRUMENT



Phase 1 - Concept & Feasibility Assessment

- €50 000 in EU funding
- Feasibility study
- Initial 10 page business proposal to be drafted
- ~6 months in duration



Phase 2 – Innovation Project

- Between €0.5 million and €2.5 million in EU funding.
- Develop project through innovation strategy
- Draft a more developed, 30 page business plan
- 1-2 years in duration



Market launch

- No stand-alone phase
- No direct funding
- Extensive support and coaching
- Facilitate access to risk finance
- Additional support and networking opportunities (EEN)

Themes for 2016-2017



- **01** ICT (Open Disruptive Innovation Scheme)
- **02** NMP (Accelerating the uptake of nanotechnologies advanced materials or advanced manufacturing and processing technologies by SMEs)
- **03** Dedicated support to biotechnology SMEs closing the gap from lab to market
- **04** Engaging SMEs in space research and development
- **05** Supporting innovative SMEs in the healthcare biotechnology sector
- **06** Accelerating market introduction of ICT solutions for Health, Well-Being and Ageing Well
- **07** Stimulating the innovation potential of SMEs for sustainable and competitive agriculture, forestry, agri-food and bio-based sectors
- **08** Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth
- **09** Stimulating the innovation potential of SMEs for a low carbon and efficient energy system
- **10** Small business innovation research for Transport and Smart Cities Mobility
- **11** Boosting the potential of small businesses in the areas of climate action, environment, resource efficiency and raw materials
- **12** New business models for inclusive, innovative and reflective societies
- **13** **Engaging SMEs in security research and development**



Timeline



Open call: Submissions can be submitted any time

Phase 1	24/02/2016	03/05/2016	07/09/2016	09/11/2016
	15/02/2017	03/05/2017	06/09/2017	08/11/2017
Phase 2	03/02/2016	14/04/2016	15/06/2016	13/10/2016
	18/01/2017	06/04/2017	01/06/2017	18/10/2017



TIPS

Do not wait the last day to submit !

Be well prepared, wait for the next cut-off if not ready !

Evaluations



Process

- Remote evaluation
- No consensus meetings
- Short standardized feedback
- No negotiations
- **Only one application per company allowed for all phases**



IMPACT

- Market opportunity
- Targeted users
- Market conditions
- Impact on growth
- Alignment with strategy and experience
- Commercialisation plan
- European dimension
- Knowledge protection

EXCELLENCE

- New market opportunity / EU challenge
- Added value
- Comparison with existing solutions
- Consistency with the expected impact
- Commercial potential
- Understanding of risks and opportunities

IMPLEMENTATION

- Resources
- Partners and stakeholders
- Time frame
- Experience of the team

Thresholds



Phase 1

- 4 out of 5 for each individual criteria
- 13 out of 15 overall

Phase 2

- 3 out of 5 for individual criteria
- Except 'Impact': 4 out of 5
- 12 out of 15 overall

For criterion 'Impact' a weight of 1,5 is given to establish the ranking



Engaging SMEs in security research and development Protection of Urban soft targets and critical infrastructures

SMEInst-13-2016-2017

Example:

- Fighting crime, illegal trafficking and terrorism, including understanding and tackling terrorist ideas and beliefs
- Protecting and improving the resilience of critical infrastructures, supply chains and transport modes
- Strengthening security through border management
- Improving cyber security
- Increasing Europe's resilience to crises and disasters
- Ensuring privacy and freedom, including in the Internet, and enhancing the societal legal and ethical understanding of all areas of security, risk and management
- Enhancing standardisation and interoperability of systems, including for emergency purposes
- Supporting the Union's external security policies, including through conflict prevention and peace-building

Link to the call

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/6116-smeinst-13-2016-2017.html>

More information



Direct link to SME participation in **participant portal**

http://ec.europa.eu/research/participants/portal/desktop/en/funding/sme_participation.html

EASME SME Instrument website <http://ec.europa.eu/easme/sme/>

Twitter account @H2020SME

Questions EASME-SME-HELPDESK@ec.europa.eu

Direct contact Catherine.POURET@ec.europa.eu



EASME

Executive Agency for Small and Medium-sized Enterprises

Fast Track to Innovation (FTI) Pilot



SME SUPPORT



Industry-friendly Features

- Strong challenge-based approach, allowing industry applicants* to have considerable freedom to come up with innovative solutions
- Emphasis on innovation, with continuing support for R&D
- Less prescriptive topics, strong emphasis on expected impact
- A strategic approach, with two-year work programmes (that take into account industry concerns and changing business needs)
- Focus areas bring together different technologies, along entire innovation chain
- Dedicated support through various specific instruments: SME (instrument), FTI Pilot, InnovFin...



Three Priorities of Horizon 2020

Fast Track To
Innovation
(FTI)

Excellent
Science
(ES)

Industrial
Leadershi
p
(IL)

Societal
Challenge
s
(SC)



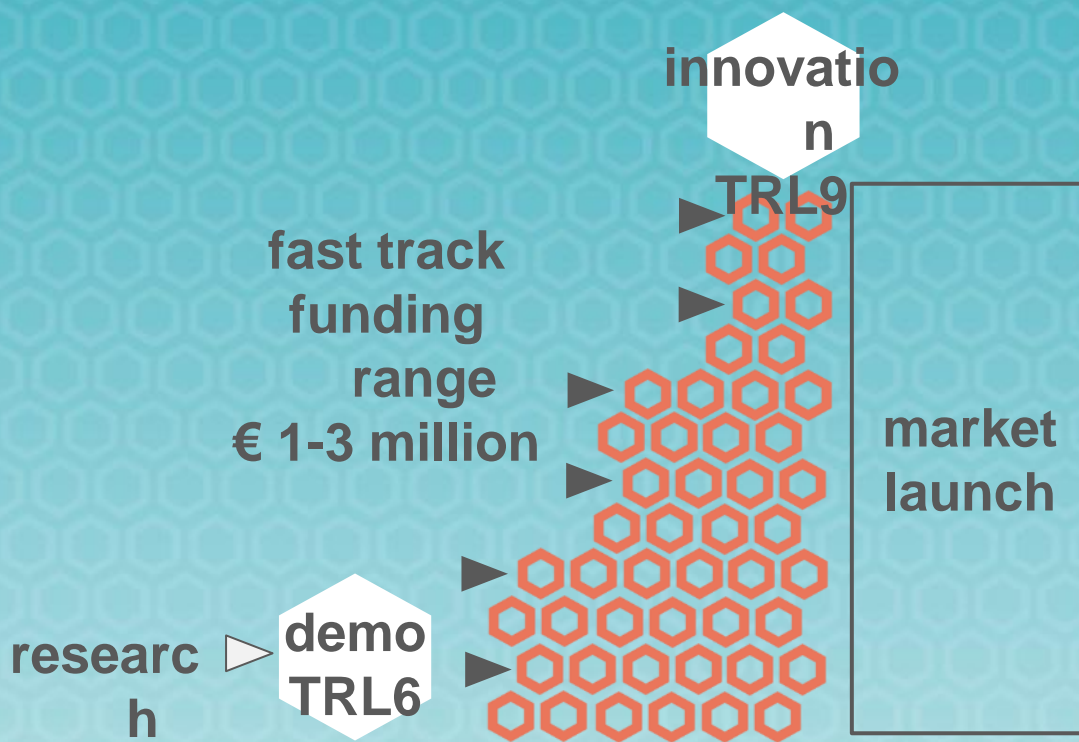
FTI Pilot - What is it?



The FTI pilot 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



FTI Pilot - What is the idea?



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



FTI Pilot – Key Features

- Follows bottom-up logic (within SC and LEITs)
- One common call, permanently open, 3 cut-offs per year
- Time-to-grant 6 months
- Funds innovation actions (70%), grant up to €3 mn



FTI Pilot – Key Features

- Allows consortia of min. 3, max. 5 members — mandatory industry involvement
- Impact criterion has higher weighting in evaluations
- **Budget: €200 mn for 2015/2016 (100 + 100) — ca. 100 projects with average EU contribution of €2 mn**
- Future of pilot (beyond 2016) only decided after full evaluation

FTI Pilot – Industry Involvement



- at least 60% of the overall budget of the proposal must be allocated to consortium partner(s) from industry

OR

- the minimum number of industry participants
 - 2 in a consortium of 3 or 4 partners
 - 3 in a consortium of 5 partners

Proposals shall include a **business plan** (market development strategy)

SMEs and first-time industry applicants particularly welcome



FTI Pilot – Planning and Implementation

- Topic = Fast Track to Innovation Pilot
- Call opening: **06/01/2015 (open call)**
- Planned cut-off dates (or "ranking" dates) > funding decision

March 15, June 1 and October 25 (17:00 Brussels time)



FTI Pilot – Evaluation process

- Remote evaluation
- At least 4 evaluators per proposal
- Balancing knowledge of industry/technology, market, finance and sectors
- Not more than one evaluator from the applicant's country
- Remote consensus between experts
- Short standardised feedback
- No negotiation



FTI Pilot – Evaluation criteria

Individual evaluation of proposals upon arrival, with particular attention for the following:

- **'Impact'** is evaluated first and 4 out of 5 (~ fast development & market take-up/ wide deployment no more than 3 years after the beginning of the FTI project, business development, growth and job creation...)
- **'Excellence'**: FTI proposals pursuing technological innovation are expected to have a readiness level of 6 out of 9 (technology demonstrated in relevant environment)
- **Minimum overall score : 12 out of 15**



FTI Pilot – Useful Information



- Participant Portal:
<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/9096-ftipilot-1-2015.html>
- EASME FTI:
<http://ec.europa.eu/easme/en/fast-track-innovation-fti-pilot-0>



QUESTIONS?

For more information

EASME-FTI-Helpdesk@ec.europa.eu

Cathy POURET

catherine.pouret@ec.europa.eu