European Funding – North and South Opportunities

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Financing & Driving Innovation

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TBSI
12th Jan 2018
**Horizon 2020** - biggest EU Research and Innovation programme ever with nearly €80 billion of funding available over 7 years (2014 - 2020)
Excellent Science
- European Research Council (ERC)
- Future and Emerging Technologies (FET)
- Marie Skłodowska-Curie Actions (MSCA)
- Research Infrastructures

Industrial Leadership
- Leadership in Enabling and Industrial Technologies (LEIT) - ICT, KETs, Space
- Access to Risk Finance
- Innovation in SMEs

Societal Challenges
- Health and Wellbeing
- Food security
- Transport
- Energy
- Climate action
- Societies
- Security
• Two types of research opportunities:
  – Collaborative ➡️ Industrial Leadership
    Societal challenges
  – Single entity ➡️ SME Instrument
Collaborative Projects (RIA’s)

2018-2020 Health Demographic Change and Wellbeing Work Programme

- Collaborative research across Europe
- Transnational consortiums of industry
- Consist of minimum of three different partners (legal entities) from three different EU member-states or countries associated to Horizon 2020

Same reimbursement rate for all:

- Up to 100% of eligible cost
- Limited to maximum of 70% for innovation actions
- 25% flat-rate for indirect costs
Opportunities – Work Programme...

2018-2020 Work Programme

Horizon 2020 Work Programme 2018-2020
Towards the next Framework Programme for Research and Innovation:

European Innovation Council (EIC) pilot
Single entity participation – SME Instrument (IA’s)

Goal: Invest €3 billion in 7,500 companies by 2020.

- 3 years of the programme
- 31k applications
- 400 coaches deployed
- 2,457 SMEs supported
- €882m in funding
Where does it sit?
Type of SME suited to SME Inst.

- Strong innovation at prototype stage
- Significant international business led opportunity
- Rapid growth prospects
- External investment secured
- An innovative project that requires large investment (€1 million +)
3 Phases...

- **Phase 1**: Concept & Feasibility Assessment
  - Feasibility of concept
  - Risk assessment
  - IP regime
  - Partner search
  - Design study

- **Phase 2**: Innovation R&D activities
  - Development, prototype, test
  - Miniaturisation/design
  - Clinical trials
  - Etc.

- **Phase 3**: Commercialisation
  - Facilitate access to private finance
  - Support via networking, training, coaching, knowledge sharing, dissemination

- **Market**

- **Idea**

- **Lump sum**: ~ 50,000 €
  - ~ 6 months

- **Output-based payments**: 1 to 2,5 M€
  - 12 to 24 months

- **No direct funding**

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- **ICT**
- **ICT for health**
- **Mobile e-government applications**
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- **artomatix**: €1.12m
- **Sigmoid Pharma**: €1.6m
- **RMS**: €0.99m
- **VISION-NET**: €2.48m
- **PMD Solutions**: €4.27m
- **SIRIUS XT**: €3m
- **Nuritas**: €2.20m
- **eXergyn**: €2.48m
- **Arralis**: €1.12m
- **Radisens Diagnostics**: €4.49m
- **Brandon Bioscience**: €1.01m
- **Biosensia**: €0.66m
- **Hydro International**: €0.18m
- **Innova Formulations Private Limited**: €1.72m
- **Enbio**: €1.52m
- **Oncomark**: €2.75m

An Rome Paul, Fianna Fail, Nualas Centre
Department of Jobs, Enterprise and Innovation
Successful applications

- Demonstrate a disruptive/novel innovation,
- Have a clear ambition to grow at EU level, will generate revenues and create jobs.
- Demonstrated knowledge of target market / convincing commercialisation plan.
- Explain the market conditions and the evolution of the competition including concrete and realistic figures on the market share and sales price.
- Show at least 3 years of projection of sales volume, turnover and number of jobs created.
- Demonstrate that your project has a European or international market
- Intellectual property - Protection very important and must be explained.
Why do proposals not get funded?

• Too much focused on the project and **not enough on the business opportunity**;
• Not convincing when **describing the company** (you have to explain why your company will succeed and not your competitor);
• Not providing enough information on **competing solutions**;
• Having a **too low level of innovation**, planning to develop a product that already exists on the market;
• Proposing an idea **without any concept for its commercialisation**;
• Just **trying their luck** (the SME Instrument is not a lottery!)
Interactive map to view companies, budgets, abstracts, locations etc.

https://sme.easme-web.eu/
Evaluation process

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Access to all opportunities via the Participant Portal...

Support

• Finding best fit for company
• Completion of registration / participant portal navigation
• Proposal review
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