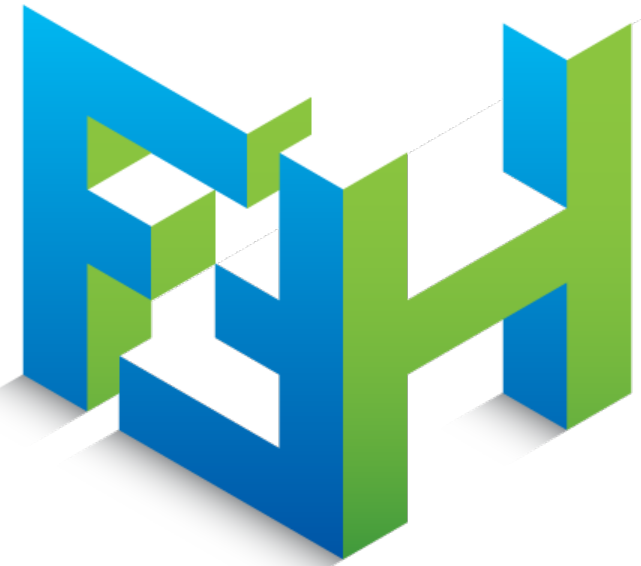


Fit for Health 2.0

Support to SMEs & Researchers in FP7 and Horizon 2020 health-oriented projects

Chances for SMEs in Horizon 2020



www.fitforhealth.eu

20.05.2015 | Bucharest

Ines Haberl | Austrian Research Promotion Agency



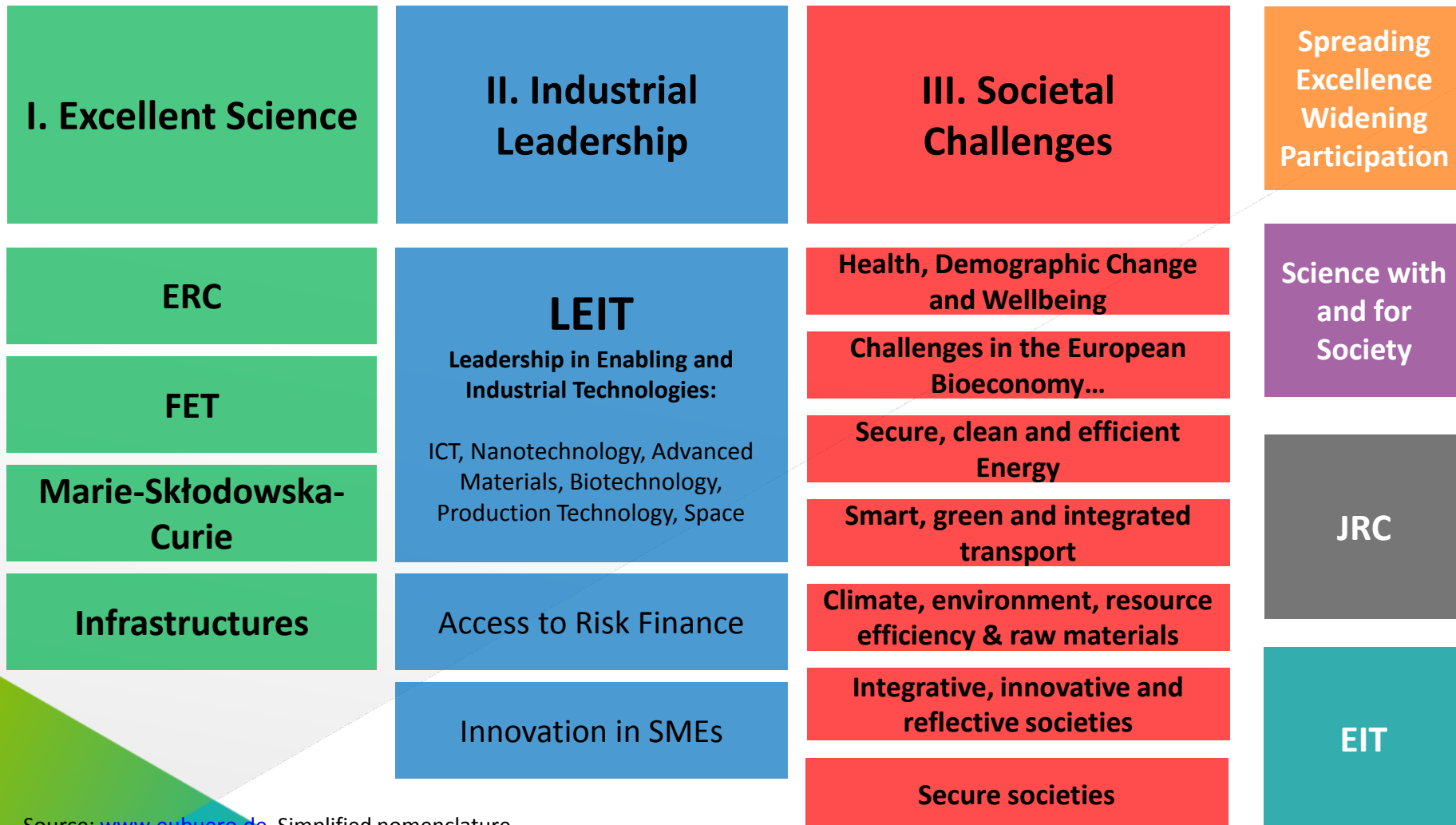
Fit for Health is funded by
the European Commission



Content

1. Orientation
2. Selected individual programmes for SMEs

Structure of Horizon 2020



Source: www.eubuero.de. Simplified nomenclature

Instruments with SME-Participation

| Type of Activity | Instrument | # Min. Partner | # Min. Country |
|------------------------|--|----------------|----------------|
| Consortia | Research and Innovation Activities | 3 | 3 |
| | Innovation Activities (close-to-market) | 3 | 3 |
| | Fast Track to Innovation | 3 (max. 5) | 3 |
| Individual | Marie-Sklodowska-Curie Activities (MSCA) | 1 | 1 |
| Potentially individual | Coordination and Support Actions (CSA) | 1 | 1 |
| | SME-Instrument | 1 | 1 |
| | Risk Finance | 1 | 1 |
| | Prize | 1 | 1 |

Chances for SMEs in Horizon 2020

All forms of Research & Development & Innovation,
towards exploitation and commercialisation

Pillar 1

- Marie Curie Actions for SMEs (exchange and mobility of researchers involving SMEs)

Pillar 2

- Access to risk finance (debt and equity facility)
- Eurostars (innovation in start-ups, spin-offs and young companies)

Pillar 2 & 3

- Collaborative projects
- SME-Instrument
- Fast track to innovation

Chances for SMEs in Horizon 2020

All forms of Research & Development & Innovation,
towards exploitation and commercialisation

I. Excellent Science

ERC

FET

Marie-Skłodowska-
Curie

Infrastructures

Pillar 1

Marie Curie Actions for SMEs

(exchange & mobility of researchers involving SMEs)

Marie Skłodowska-Curie Actions for companies....

...interested in establishing / deepening the collaboration with a university or public research organisation abroad



MSC*-Research and Innovation Staff Exchange

... interested in attracting excellent researchers from abroad for your company



MSC-Individual Fellowships

... interested in training young researchers, sharing your knowledge on entrepreneurship



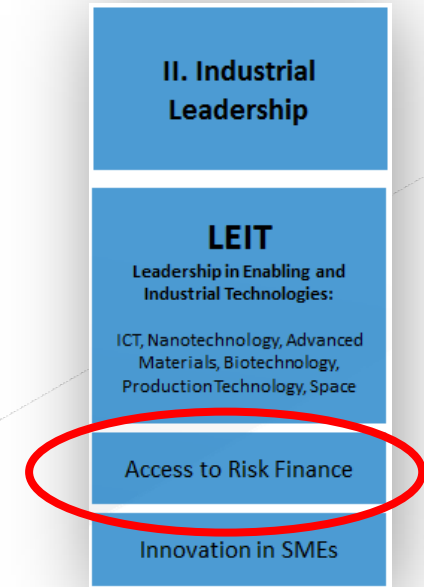
MSC-Innovative Training Networks

*** Marie Skłodowska-Curie**

www.fitforhealth.eu

Access to risk finance

- Facilitated access to finance for RDI-driven / innovative SMEs and small mid-caps
- Debt and equity instrument
- Demand driven: “first come first served”
- Allocation to SMEs and small midcaps exclusively via financial intermediaries in your country (no direct provisions)
- For all other organisations allocation via EIB (European Investment Bank)



Eurostars in Horizon 2020

- **Aim:** Research and Development (close to market)
- **Target group:** research-intensive SMEs, big companies, universities, research centres
- **Characteristics:**
 - International Cooperation (at least 2 different countries)
 - Innovative products or services on the market at least 2 years after project end
 - „Bottom-Up“ – no thematic restrictions
- **Next Cut-Off date: 17. September 2015**

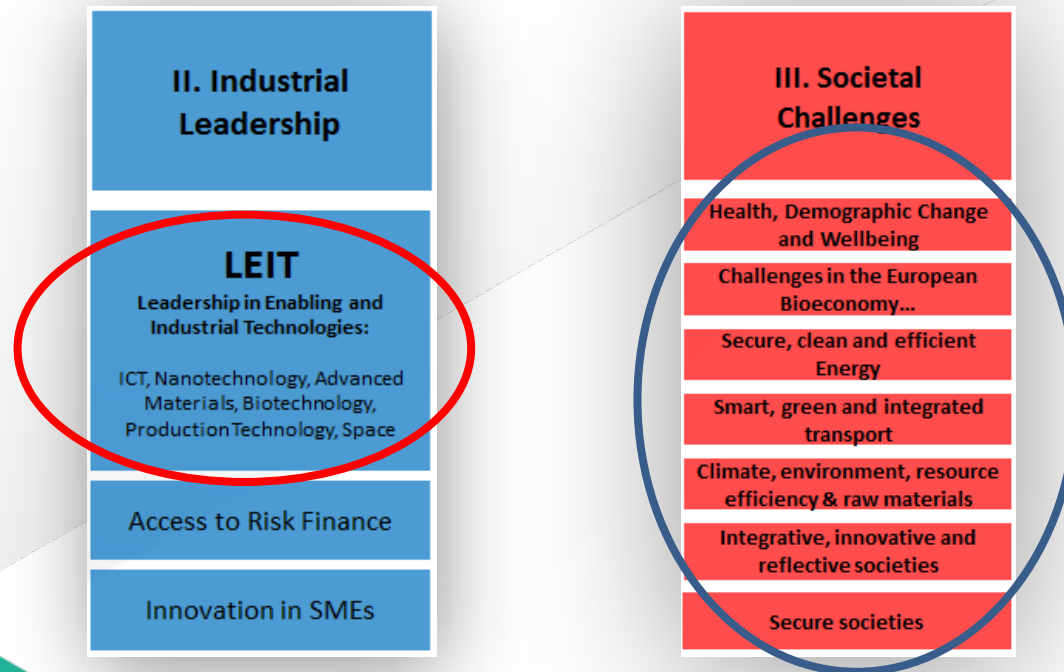
www.eurostars-eureka.eu



Chances for SMEs in Horizon 2020

Pillar 2 & 3

Collaborative projects: in „LEITs“ and in the „Societal Challenges“

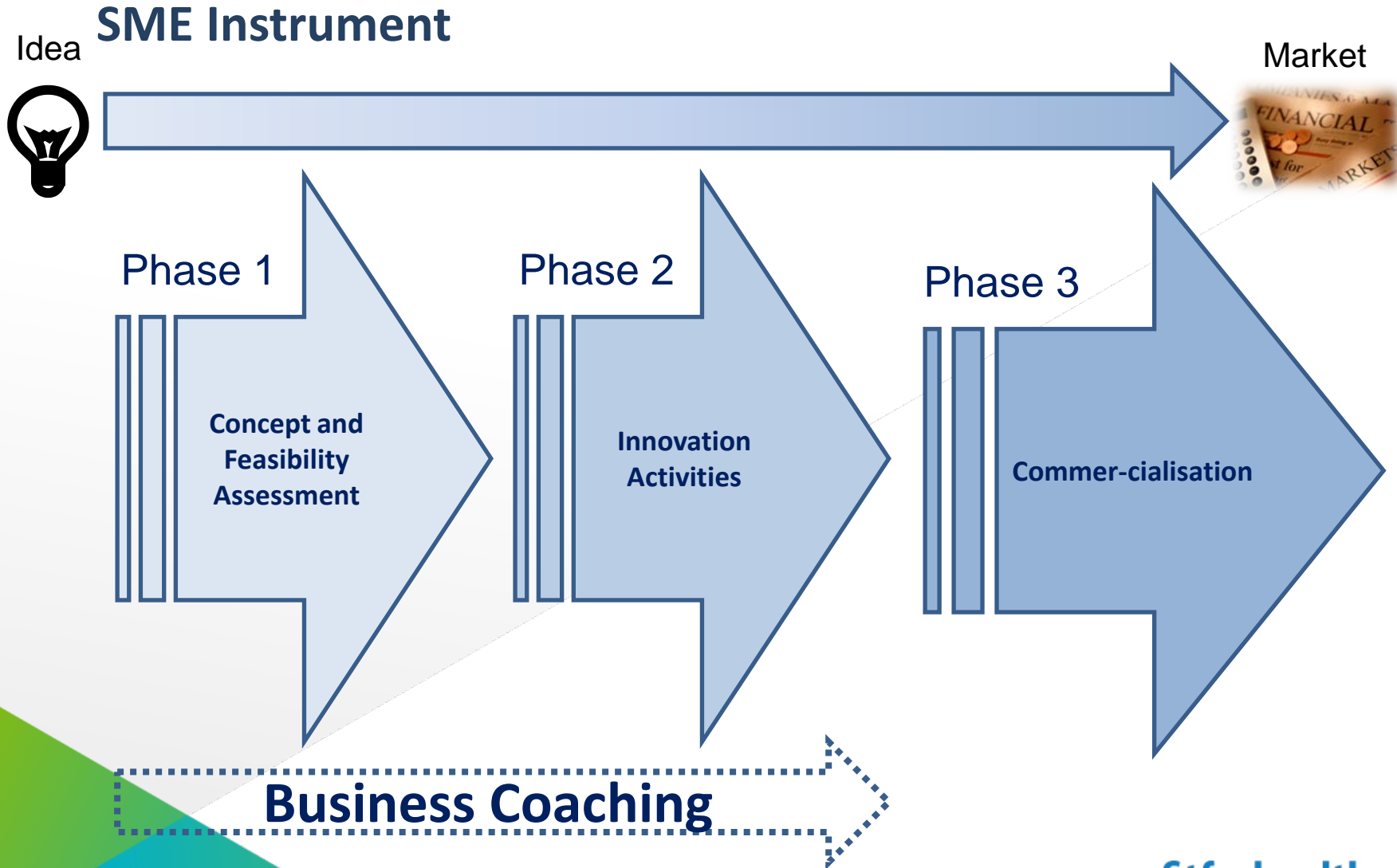


Collaborative projects: in „LEITs“ and in the „Societal Challenges“

- **Aim:** Generating new knowledge and technologies
- **Target group:** Companies (all size), universities & research centers
- **Characteristics:**
 - At least 3 partners from 3 different EU-MS or associated countries
 - Work programmes lasting 2 years (2016-2017)
 - Less detailed topic descriptions
 - 1 and 2-stage proposals
 - Funding depends on project type
 - **NEW:** (pre)commercial procurement, procurement for innovative products, prizes

SME Instrument

- **Target group:** innovative SMEs showing a strong ambition to develop, grow and internationalise
- Only SMEs will be allowed to apply for funding and support
- Single company support possible
- Highly competitive, market-oriented, EU dimension
- All types of innovation (also non-technological innovation and services)
- Topics in Industrial Leadership und Societal Challenges
- Continuous open Call with Cut Off Dates



Phase 1: Concept and Feasibility Assessment

■ Objectives:

- Assessment of technical & technological feasibility, commercial potential, economic viability
- Considerable novelty to the industrial sector
- → new products, processes, services, technologies or new market applications

■ Activities:

- Risk assessment
- Description of bottlenecks
- Market study
- User involvement
- IP regime
- Partner search

Phase 1: Concept and Feasibility Assessment

■ Results:

- Report containing recommendations for additional innovation activities
- Private financing needs
- Solution exists on the market
- Buying existing know-how or IPR as an option
→ no further funding!

■ Duration:

6 months (could also be shorter, could be longer if desired and justified)

■ Time to grant: About 3 months

■ Funding: Lump sum: 50.000€

Phase 2: Innovation Activities

■ Activities:

- Demonstration
- Testing
- Prototyping
- Clinical studies
- Piloting
- Scaling-Up
- Miniaturisation
- Design
- Market replication

■ Results:

- Development of new product, process, service that can be deployed and launched on the market
- Detailed commercialisation strategy, financing plan explaining the investment of private investors

Phase 2: Innovation Activities

- **Duration:**
1-2 years (could be longer if desired and justified)
- **Time to grant:**
About 6 months
- **Funding:**
70 % funding rate: 0.5-2.5 Mio €

ATTENTION: exception for 1 topic in “Health, demographic change and wellbeing: **100% funding rate**, funding up to 5 Mio €

Phase 3: Commercialisation

■ Activities:

Support via

- networking
- training
- information,
- addressing i.a. IP management
- knowledge sharing
- dissemination

SME window in the EU financial facilities (debt facility & equity facility)

Possible connection to procurement

■ Results:

- No direct funding, but benefit from indirect support measures

SME Instrument

- Information about the Work Programme, all details etc. are on the Participant Portal under:

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/calls/h2020-smeinst-1-2015.html>



The screenshot displays the 'RESEARCH & INNOVATION Participant Portal' interface. The main heading is 'HORIZON 2020 DEDICATED SME INSTRUMENT PHASE 1 AND 2, 2014-2015'. Below this, key information is provided:

- Opening Date:** 16-12-2014
- Deadline Date:** 25-11-2015 17:00:00 (Brussels local time)
- Cut-off date(s):** 18-03-2015 17:00:00 (Brussels local time), 17-06-2015 17:00:00 (Brussels local time), 17-09-2015 17:00:00 (Brussels local time), 25-11-2015 17:00:00 (Brussels local time)
- Budget:** €26,557,000
- Status:** Open
- Programme:** Horizon 2020
- Main Pillar:** Societal Challenges
- OJ reference:** OJ C361/9 of 11 December 2013

Additional sections include 'Call description', 'Call documents', 'Get support', 'Call summary', and 'Call updates'. The call summary notes that the budget figure refers to the overall budget available for phase 1 actions in 2015. The call updates section mentions a release on the 8th of May 2015 regarding the Flash Report about the results of the first cut-off.

SME Instrument Life Sciences Themes

Health:

- PHC 12: Clinical validation of biomarkers and/or diagnostic medical devices

100% funding

Food:

- SFS-8: Resource-efficient eco-innovative food production and processing

70% funding

Biotech:

- BIOTEC 5 – 2014/2015: SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability

70% funding

Key account management / Coaching

- ***Voluntary coaching*** offered in Phase 1 and Phase 2:
 - Phase 1 – 3 coaching days
 - Phase 2 – 12 coaching days
- Coaches will drive the performance of the organization by working with the senior management team
- Coach selection from a pool offered by the EC
- Coach and SME to decide a coaching plan in Phase 1. A summary of coaching foreseen for Phase 2 will form part of application to Phase 2
- Coaching paid in addition to Phase 1 and Phase 2 contribution

Fast Track to Innovation

- Only fully bottom-up measure in Horizon 2020
- Topics in Industrial Leadership and Societal Challenges
- Addresses close to the market innovation activities
- Time to market: 36 months (from project start)
- Continuous open Call (3 Cut Off Dates in 2015)

Fast Track to Innovation: Budget and Funding

- **For 2015 and 2016:**

- 200 Mio € (100 + 100)

- Grants for up to 3 Mio € possible (maximum!)

-> approximately 20 actions per Cut-off to be funded for all themes
(bottom-up!)

-> highest competition and very high oversubscription to be expected!

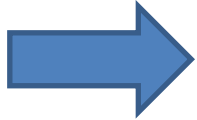
- **Funding:**

- 70% for private-for-profit legal entities (like for innovation actions)

- 100% for non-for-profit legal entities

Fast Track to Innovation: Which activities will be funded?

Time to market: 36 months or less from action start



- Advanced and specific research and development
- Advanced performance testing
- Piloting
- Demonstration activities
- Final validation of a system in the operational environment
- Business model validation
- Marketing activities (not purely commercial)
- Activities for strategic commercial and technical relevance

Fast Track to Innovation: Who can participate?

- Open to **all types of participants** from EU-member states or associated countries:
 - SMEs
 - Industry
 - First-time industry applicants
 - Universities
 - Research centers
 - Technological organisations
 - Clusters & Associations
 - Incubators
 - End-users
 - Public sector
 - Investors

Fast Track to Innovation: Who can participate?

- Consortia of min. 3 and max. 5 participants from at least 3 different countries
- Industry involvement:
 - is mandatory!
 - either at least 60% of overall budget of proposal allocated to industry partners in the consortium

or

- minimum number of industry participants must be
 - 2 in a consortium of 3 or 4 partners
 - and 3 in a consortium of 5 partners

Further information

European Commission

http://ec.europa.eu/index_en.htm

Health Directorate of DG RTD

http://ec.europa.eu/research/health/index_en.html

In Vitro Diagnostic Regulation

http://ec.europa.eu/health/medical-devices/documents/revision/index_en.htm

Medical Device Regulation

http://ec.europa.eu/health/medical-devices/documents/revision/index_en.htm

Participant Portal

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/calls/h2020-smeinst-1-2014.html#tab1>



FFG

Thank you!

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