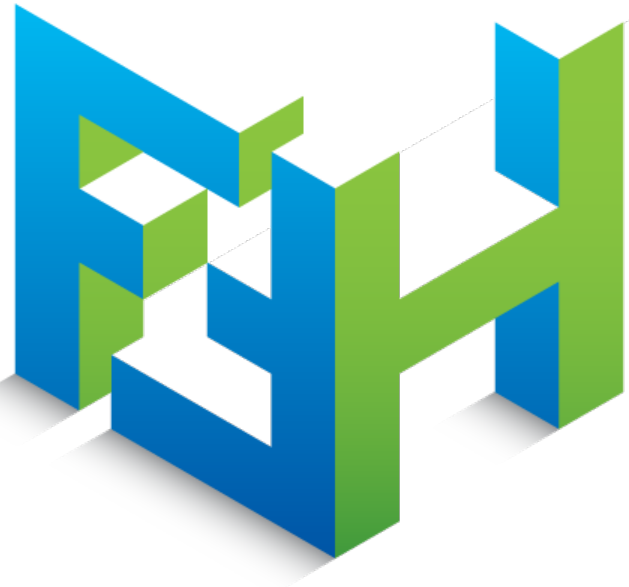
Fit for Health 2.0

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

Fast track to Innovation: a new instrument in Horizon 2020



www.fitforhealth.eu

29.01.2015 | Webinar

Ines Haberl | Austrian Research Promotion Agency

Fit for Health is funded by the European Commission

SEVENTH FRAMEWORK PROGRAMME

Content

1. Concept
2. How to prepare an application?
3. Evaluation procedure & ranking & timelines
4. Further information & support
5. Recommendations

Concept

- Only fully bottom-up measure in Horizon 2020 (*within the "Societal Challenges" and "Leadership in Enabling and Industrial Technologies"*)
- Addresses close to the market innovation activities
- Reduces time from idea to market
- Increases participation of industry
- Stimulates private sector investment in research and innovation

Concept

- Time to market: 36 months (from project start)
- Open to all types of participants
- Consortium partners with complementary backgrounds, knowledge and skills

  -> Support of trans-disciplinary and cross sector cooperation
- Transnational value-chains and EU-wide / global markets are addressed

Budget

- For 2015 and 2016:
  - 200 Mio € (100 + 100)
  - about 50-70 actions (projects) will be funded / year
  - 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

- Funding:
  - 70% for private-for-profit legal entities (like for innovation actions)
  - 100% for non-for-profit legal entities

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

Which activities will be funded?

Level of development:

Technology readiness level (TRL)

TRL 6 -> TRL 9 in very short time frame

TRL 6 is minimum requirement (demonstration in a relevant environment):

Examples:

- *Development of a new drug*: should have already been tested in Phase 1 -> Phase 2 clinical studies will be funded
- *Medical devices*: Class III device safety has been demonstrated -> final product design validation and final prototype production and testing will be funded

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

IMPORTANT: Third country partners: only as subcontractors!

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

Comparison FTI and SME-instrument

FTI

- Fully bottom-up
- Consortial approach
- Not SME related
- Obligatory to be on market after 3 years
- No coaching support
- One-stage scheme

SME-Instrument

- Topics
- Single participation possible
- Restricted to SMEs
- No obligation to be on market after phase 3
- Coaching support
- 3 phases

Content

1. Concept
2. **How to prepare an application?**
3. Evaluation procedure & ranking & timelines
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5. Recommendations

Application

Your proposal consists of 2 parts:

- On-line administrative forms – **Part A**
- Upload descriptive part – **Part B** (2 pdf files)

Application

- Specific template is available on the participant portal:

http://ec.europa.eu/research/participants/data/ref/h2020/other/call_ptef/pt/h2020-call-pt-ia-fti-pilot_en.pdf

- As soon as you are registered with an action you will be able to download the word documents to insert your text

ATTENTION:

- The proposal template **deviates substantially** from the standard proposal template for other innovation actions!

- No separate business plan needs to be submitted

Application: Part A

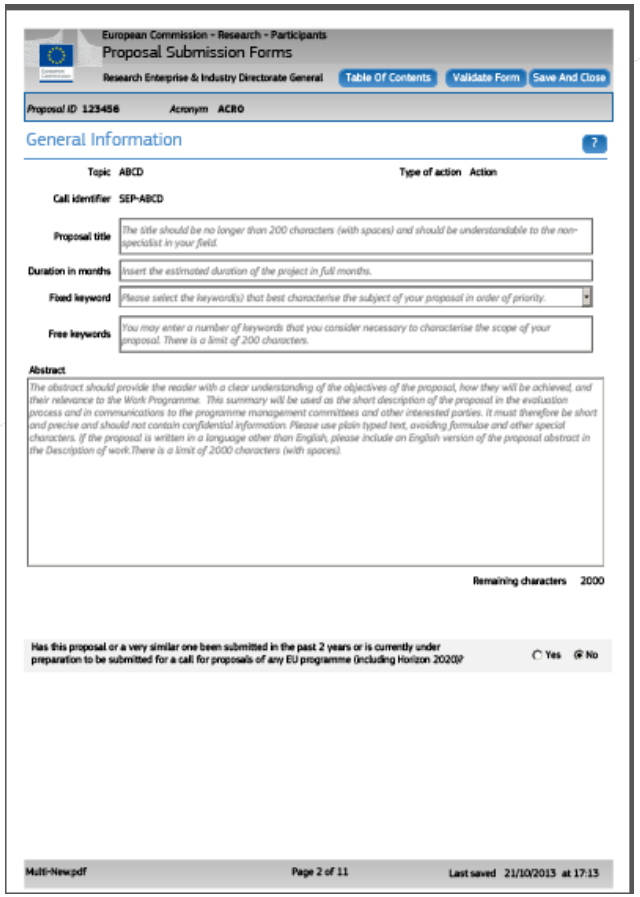
- ***Structured Part A – online***

Section 1

- Title, acronym, objective etc.
- Keywords
- 2000 character proposal abstract
- Declarations

Section 2 (one form per partner)

- Participant Identification Code (PIC)
- Department
- Contact information
- Budget
- Ethics issue table
- Call specific questions



Application: Part B

1. EXCELLENCE
2. IMPACT
3. IMPLEMENTATION

Attention:
Page limit: cover page, sections 1, 2 & 3, together **not longer than 30 pages**! All tables in these sections must be included within this limit!

4. MEMBERS OF THE CONSORTIUM
5. ETHICS AND SECURITY

not covered by the page limit!

Application

Cover page

COVER PAGE

Title of Proposal

List of participants (min. 3, max. 5)

Participant No *	Participant organisation name	Country	First Time Industry Applicant**
1 (Coordinator)			Y/N
2			Y/N
3			Y/N
4			Y/N
5			Y/N

Application

First time industry applicant:

- Legal for profit organisation
- Obtained a PIC (Participant Identification Code) for the very first time

→ registrered for the first time in the beneficiary register during the preparation of the proposal (this will be checked by the EC!)

Application

1. EXCELLENCE

- 1.1 Objectives
- 1.2 Relation to the work programme
- 1.3 Concept and approach
- 1.4 Ambition

Application

1. EXCELLENCE

- 1.1 Objectives

- Specific objectives
- Consistent with expected exploitation and impact
- Which industrial/economic/social challenge do you address?
- How will your solution meet this challenge?

Objectives

- clear
- measureable
- realistic
- achievable within the duration of the action!

Application

1. EXCELLENCE

- 1.2 Relation to the work programme

o What are the reasons why you fit into the Fast Track to Innovation Work Programme?

- Business driven
- Realistic potential for quick deployment and market take-up of your innovation
- .....

-> See other main characteristics in the introduction part of this webinar!

Work programme:

http://ec.europa.eu/research/participants/portal/doc/call/h2020/common/1615113-part_18_fti_v2.0_en.pdf

Application

1. EXCELLENCE

- 1.3 Concept and approach

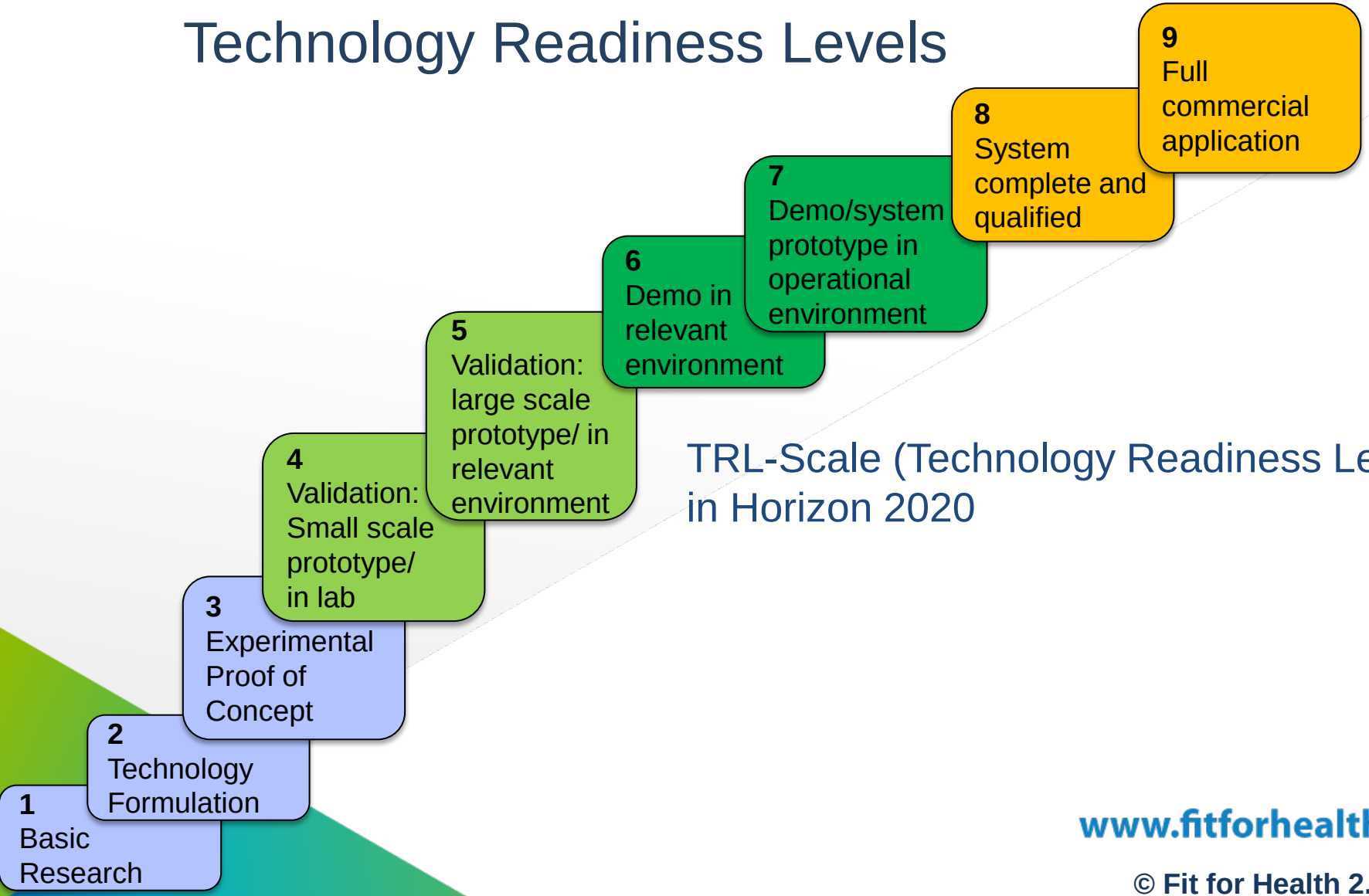
- Overall concept, main ideas, models, assumptions, **trans-disciplinary considerations**: which activities will you implement?

- Starting point and level of maturity: refer to TRLs (Technology Readiness Levels)

ATTENTION: TRL of 6 or higher is expected!

Application

Technology Readiness Levels



TRL-Scale (Technology Readiness Levels) in Horizon 2020

Application

Technology Readiness Levels

Examples:

- Scale-up and initiate validation of GMP manufacturing process
- Phase 2 clinical trials
- Validation of assays for manufacturing quality control and immunogenicity

Annex G of the Work Programme:

http://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf

Application

1. EXCELLENCE

- 1.3 Concept and approach

- How will the concept and development lead to **effective market take-up**?

- Elaborate on the European dimension, what is the **added value for Europe**?

- Where relevant, describe how sex and/or gender analysis is taken into account in the action's content
  http://ec.europa.eu/research/science-society/gendered-innovations/index_en.cfm

Application

1. EXCELLENCE

- 1.4 Ambition

- What is the innovation potential? What is the advantage **beyond the state-of-the-art**?

- What are expected key market applications extracted from the results – what provides **highest value added to potential customers**?

- What is your **USP**?

Application

2. IMPACT

- 2.1 Expected Impacts
- 2.2 Measures to maximise impact
  - a) Dissemination and exploitation of results
  - b) Intellectual property, knowledge protection and regulatory issues
  - c) Communication

Application

2. IMPACT

- 2.1 Expected Impacts

- What are the needs of European / global markets?
- How will your action strength competitiveness and growth of all industrial partners in your consortium?
- Which user needs have been identified (outcompete current solutions?)
- Cost-benefit analysis (comparing to solutions offered by competitors)
- What is your target market? Estimation of available market size, growth rate, trends, main selling points, initial introduction, potential early adopters/users
- How will your innovation influence scientific, technological / other progresses?

Application

2. IMPACT

- 2.1 Expected Impacts

- How will the (industry) partners in the consortium **grow**? (turnover, market share, employment, long term sales, return on investment,...).

- **Capital investment policy** for the next 3 years (percentage/relevance of own funds, FTI funding, other external funds like loans, venture capital etc.)

- What are **barriers**, obstacles, framework conditions,...?

Application

2. IMPACT

- 2.2 Measures to maximise impact
  - ***a) Dissemination and exploitation of results***

- Draft plan for dissemination and exploitation of action's results
- Plan needs to include **full range of potential users** (research, commercial, investment, social, environmental, policy making, setting standards, skills, educational trainings)
- Plan should be tailored in
  - Specific technical issues
  - Market issues
  - Organisational issues

Application

2. IMPACT

- 2.2 Measures to maximise impact
  - ***a) Dissemination and exploitation of results***

- Which stakeholders should be involved?
- How will the consortium partners benefit in terms of competitiveness, innovation capacity (corporate strategies of industrial partners)
- Time to market / deployment
- How will you **position yourself in the market** over time?
- Timeline for detailed planned marketing and sales efforts (distribution!)
- Possible further development strategies

Application

2. IMPACT

- 2.2 Measures to maximise impact
  - b) Intellectual property, knowledge protection and regulatory issues

- Who owns IPR? Which ways of protection did you choose?
- How is commercial exploitation ensured?
- What is the strategy for knowledge management, current IP status?
- ***Regulatory and/or standard requirements*** are to be fulfilled for the exploitation of the innovation

- *Where relevant:* info how you will manage research data generated/collected and measures to provide open access (***green or gold model***)

Application

2. IMPACT

- 2.2 Measures to maximise impact
  - c) Communication

- How will you promote the action?
- Consider the needs of various audiences (groups beyond the action's own community)
- Measures for public/social engagement

Application

3. IMPLEMENTATION

- 3.1 Work plan – Work Packages, deliverables and milestones
- 3.2 Management structure and procedures
- 3.3 Consortium as a whole
- 3.4 Resources to be committed

Application

3. IMPLEMENTATION

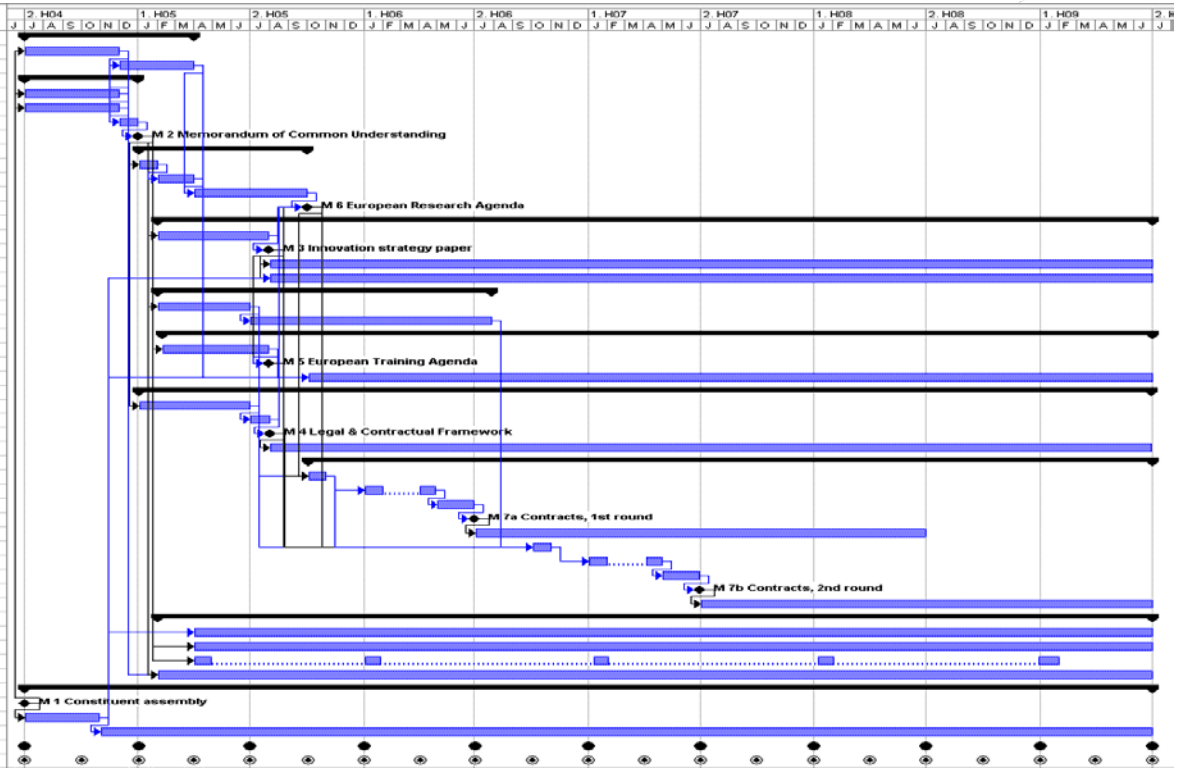
- 3.1 Work plan – Work Packages, deliverables and milestones
  - Briefly present the overall structure of the work plan
  - Timing of work packages (e.g. with Gannt chart)
  - Detailed work description with tables
  - Graphical presentation of inter-relation (e.g. Pert chart)

Application

3. IMPLEMENTATION

Example Gannt Chart

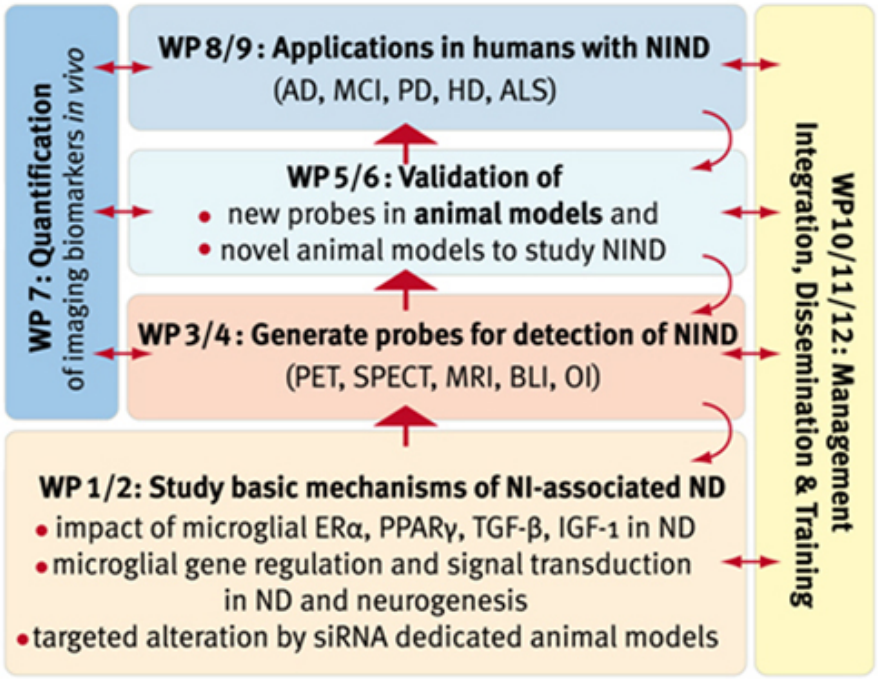
Nr.	Task
1	**WP 1 Status quo of partner programmes**
2	T 1.1 Survey on the national programmes
3	T 1.2 Interactive Information System
4	**WP 2 Knowledge base for RTD strategies**
5	T 2.1 Programmes in / Cooperation with third countries
6	T 2.2 Foresight studies on future challenges
7	T 2.3 Policy-maker workshop
8	M 2 Memorandum of Common Understanding
9	**WP 3 Strategic and analytic activities**
10	T 3.1 "Kick-off" strategy meeting
11	T 3.2 Indepth discussions with high-level experts
12	T 3.3 Feedback from Scientific Community
13	M 6 European Research Agenda
14	**WP 4 Economic exploitation and job creation**
15	T 4.1 SMEs/Industry working group
16	M 3 Innovation strategy paper
17	T 4.2 Supporting network of innovation partners
18	T 4.3 Web-market place for innovations
19	**WP 5 Support for transnational consortium building**
20	T 5.1 Partnering Workshop
21	T 5.2 Satellite workshop to 2nd FEMS conference
22	**WP 6 Human resources development and mobility**
23	T 6.1 Working Group on training issues
24	M 5 European Training Agenda
25	T 6.2 Student & scientist exchange and career forum
26	**WP 7 Management concept and tools**
27	T 7.1 Transnational working groups
28	T 7.2 Workshop for common understanding
29	M 4 Legal & Contractual Framework
30	T 7.3 Transnational task force of programme managers
31	**WP 8 Implementing transnational activities**
32	T 8.1 1st joint call for proposals
33	T 8.2 1st transnational evaluation
34	T 8.3 1st project selection
35	M 7a Contracts, 1st round
36	T 8.4 Project execution, 1st round
37	T 8.1 2nd joint call for proposals
38	T 8.2 2nd transnational evaluation
39	T 8.3 2nd project selection
40	M 7b Contracts, 2nd round
41	T 8.4 Project execution, 2nd round
42	**WP 9 Science and society issues**
43	T 9.1 Communication/information platform for the public
44	T 9.2 Printed information materials
45	T 9.3 On-spot-presentations
46	T 9.4 Strategic supervision with regard to FP 8
47	**WP 10 Consortium management**
48	M 1 Constituent assembly
49	T 10.1 Set up of working infrastructure
50	T 10.2 Overall coordination
51	**NSC Meetings**
63	**EB Meetings**



Application

3. IMPLEMENTATION

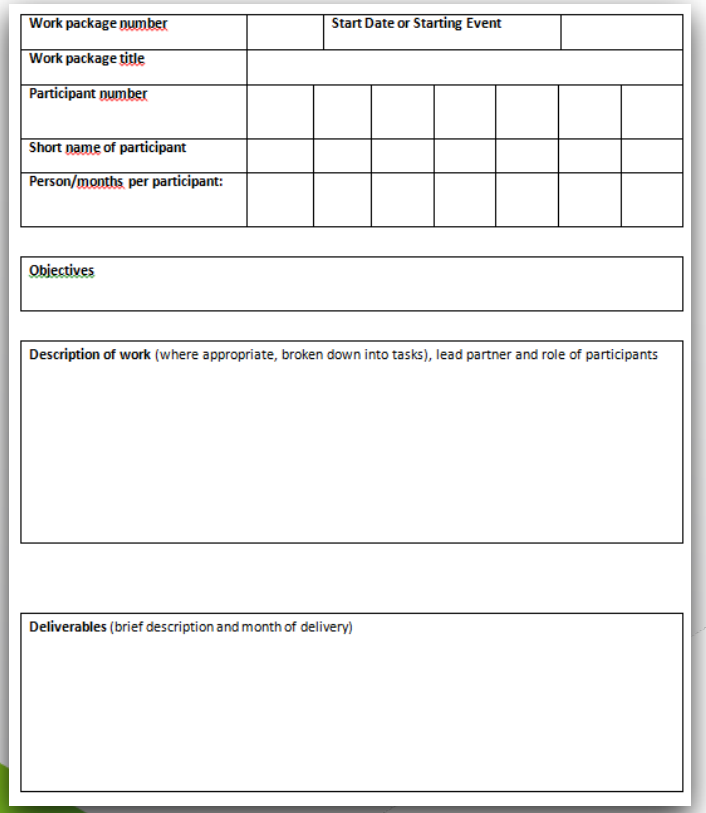
Example Pert Chart



INMiND project (www.uni-muenster.de/InMind/)

Application

3. IMPLEMENTATION



Work package number		Start Date or Starting Event						
Work package title								
Participant number								
Short name of participant								
Person/months per participant:								

Objectives

Description of work (where appropriate, broken down into tasks), lead partner and role of participants

Deliverables (brief description and month of delivery)

Work Package (WP) description (table 3.1a)

- Give full details for the resources for each WP
- Number of WPs should reflect the complexity
- Always include a WP for 'management'
- 'Dissemination' and 'exploitation' & 'Communication' as distinct tasks or distinct WPs
- Quantified information!

Application

3. IMPLEMENTATION

Table 3.1b: List of Work packages

Work package No	Work Package Title	Lead Participant No	Lead Participant Short Name	Person-Months	Start Month	End month
				Total months		

Application

3. IMPLEMENTATION

Deliverable (number)	Deliverable name	Work package number	Short name of lead participant	Type	Dissemination level	Delivery date

List of deliverables (Table 3.1c):

Different types (codes)

- R: document, report
- DEM: demonstrator, pilot, prototype
- DEC: website, patent filing
- OTHER: software

Dissemination level (Codes)

- PU: public, fully open (web)
- CO: confidential, restricted
- CI: classified

Application

3. IMPLEMENTATION

- 3.2 Management structure and procedures
  - Organisational structure & the decision-making (appropriate to complexity and scale!) – including ***table 3.2a: list of milestones***
  - How will you effectively address ***innovation management***?
  - What are ***critical risks*** and what are your ***mitigating actions*** (***table 3.2b***)?

Application

3. IMPLEMENTATION

List of milestones (table 3.2a)

Milestone number	Milestone name	Related work package(s)	Estimated date	Means of verification

- Control points
- Facilitate to chart the progress
- Could correspond to the completion of key deliverables
- Critical decision points

Means of verification:

how will you confirm that a milestone has been attained?

Application

3. IMPLEMENTATION

Critical risks for implementation (table 3.2b)

Description of risk	Work package(s) involved	Proposed risk-mitigation measures

Application

3. IMPLEMENTATION

- 3.3 Consortium as a whole

  - Describe the consortium:
    - matching project's objectives
    - complementing each other (cover the value chain)
    - contribution to the project
    - effectively work together

ATTENTION: detailed description of consortium members in section 4!

Application

3. IMPLEMENTATION

- 3.4 Resources to be committed

Summary of staff effort table (table 3.4a)

- Showing the number of person months required
- person months for whole duration for each WP & participant

	WPn	WPn+1	WPn+2	Total Person/ Months per Participant
Participant Number/Short Name				
ParticipantNumber/ Short Name				
Participant Number/ Short Name				
Total Person/Months				

Application

3. IMPLEMENTATION

- 3.4 Resources to be committed

'Other direct cost' items (travel, equipment, other goods and services, large research infrastructure) (table 3.4b)

- Showing other direct costs for participants where those costs exceeds 15% of the personnel costs

Participant Number/Short Name	Cost (€)	Justification
Travel		
Equipment		
Other goods and services		
Total		

Participant Number/Short Name	Cost (€)	Justification
Large research infrastructure		

Application

4. MEMBERS OF THE CONSORTIUM

4.1 Participants (applicants)

- Description of the legal entity and main tasks
- **Curriculum vitae** or description of the profile of the persons, who will be primarily responsible for carrying out the proposed activities
- List of up to **5 relevant publications, and/or products, services**
- List of up to **5 relevant previous projects** or activities
- Description of any **significant infrastructure** and/or any major items of technical equipment

Application

4. MEMBERS OF THE CONSORTIUM

4.2 Third parties involved in the action

Please complete, for each participant, the following table (or simply state "No third parties involved", if applicable)

Does the participant plan to subcontract certain tasks (please note that core tasks of the action should not be sub-contracted)	Y/N
If yes, please describe and justify the tasks to be subcontracted	
Does the participant envisage that part of its work is performed by linked third parties[1]	Y/N
If yes, please describe the third party, the link of the participant to the third party, and describe and justify the foreseen tasks to be performed by the third party	
Does the participant envisage the use of contributions in kind provided by third parties (Articles 11 and 12 of the General Model Grant Agreement)	Y/N
If yes, please describe the third party and their contributions	

Application

5. ETHICS AND SECURITY

5.1 ETHICS

Ethics issues have to be entered in the **ethical issue table** in the administrative proposal forms:

- submit an ***ethics self-assessment***
- provide the documents that you need ***under national law*** (if you already have them) e.g.
  - an ethics committee opinion
  - the document notifying activities raising ethical issues or authorising such activities

Application

5. ETHICS AND SECURITY

5.2 SECURITY

Please indicate if your project will involve:

- activities or results raising security issues: (YES/NO)
- 'EU-classified information' as background or results: (YES/NO)

Content

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Evaluation Procedure

- ***Thresholds***:
  - Overall score of 12 out of 15
  - Score for 'Impact' at least 4 out of 5
- Evaluation occurs fully remote, no consensus meetings
- Final scores: arithmetic average of individual scores
- Evaluation summary reports with short feedback sent to you

Who are your evaluators?

- Each proposal will be evaluated by 4 different experts:
  - Experts with market knowledge, financial skills, business experience
  - Only 1 of them can be from the same country as the coordinator!

ATTENTION: Evaluators are not necessarily from your research area!

Ranking

- All proposals reaching the thresholds will be ranked
- Score for 'impact' will be multiplied with 1.5 before the ranking starts!
- **Additional criteria for evaluation**:
  - Value of 'impact' criterion
  - Size of budget allocated to SMEs
  - Number of first-time industry applicants
  - Number of industry applicants
  - Gender balance of consortium staff performing the action

Timelines

- Single permanently open Call since 6th January 2015 with **Cut Off Dates**
- Proposals can be submitted any time
- Evaluation starts for all proposals after the respective Cut off date
- 3 Cut off dates in 2015 and 2016
- First results from 1st Cut off: end July 2015
- Time to grant: 6 months
  - First grants signed: end October 2015

Cut-off dates 2015	29/4/2015	1/9/2015	1/12/2015
Cut-off-dates 2016	TBD	TBD	TBD

Content

1. Concept
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Further information and support

- **Participant portal**

http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/9096-ftipilot-1-2015.html

http://ec.europa.eu/programmes/horizon2020/en/h2020-section/fast-track-innovation-pilot-2015-2016

- **Work Programme**

http://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/main/h2020-wp1415-fast-track_en.pdf

- **Horizon 2020 Online Manual:**

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

- **Information about EU-member states and associated countries**

http://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/3cpart/h2020-hi-list-ac_en.pdf?_=58655886

Further information and support

- **National Contact Points**

http://ec.europa.eu/research/participants/portal/desktop/en/support/national_contact_points.html

- **IPR-Helpdesk**

https://www.iprhelpdesk.eu/

- **Fit for Health 2.0**

http://www.fitforhealth.eu/

Content

1. Concept
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Take home messages & recommendations

Advantages and disadvantages of FTI:

- High competition –> high visibility for successful consortia –> increased market success
- Establishment of new value chains and networks
- Fast funding

BUT

- Take high competition into account!
- The FTI-programme is a pilot, new to all of us...

Thank you!

Dr. Ines Haberl | Austrian Research Promotion Agency

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