



HPRS FINAL CONFERENCE

Titolo Funded Innovation

Eng. Marco Romeo



IMAL
PAL
GROUP



ACIMALL

xilopan
montanari



CIAOTECH profile



- Since May 2008, member of **PNO Group B.V.**
- More than **350 Employees**, with **30 Offices** in **12 European Countries**
- 3 Offices in Italy: **Roma, Milano, Pescara**
- Supports **SMEs, large enterprises, universities** and other organizations in **Technology Transfer** actions and **Research projects**, also through the optimal usage of **European and National Grants**
- **CIAOTECH** is specifically focused on **R&D projects**. The company is mostly composed by Engineers specialized in consultancy services on research and innovation management
- **Client network across Europe** (> 5.000)
- **120 projects/year** - **Success rate: 40%** (average EU 18-20%)
- **Topics:** ICT, environment, energy, security, transport, health, aerospace, chemical, materials, agro-food, etc ...

Our main activities

GRANTS CONSULTANCY

Support to public and private organizations in the usage European and National grants, through grant identification, proposal preparation (technical, financial and administrative support), project coordination and administrative management

INNOVATION MANAGEMENT

Support to the innovation processes of Enterprises (innovation idea generation, concept evaluation, financial analysis evaluation and fundraising), carried out through usage of advanced IT tools and proprietary methodologies based on TRIZ and QFD.

TECHNOLOGY TRANSFER

Supporting actions aimed at favoring research, knowledge sharing, creation of networks and the realization of R&D projects with Large Enterprises, SMEs and RTD Centers

TECHNOLOGY EXPLOITATION

Support to SMEs, Research centers and large enterprises in the commercial exploitation of advanced research results through innovative methodologies, including analysis of applications in different industrial sectors.



LIFE sub-programme for **Environment**

Three priority areas

- Environment & Resource Efficiency
- Biodiversity
- Environmental Governance and Information

LIFE sub-programme for **Climate Action**

Three priority areas

- Climate Change Mitigation
- Climate Change Adaptation
- Climate Governance and Information



WHAT CAN BE FUNDED

- The LIFE Programme is the EU's funding instrument for the environment and climate action. It supports innovative projects with a significant environmental benefit, including demo and pilot projects that demonstrate industrial innovations and pilot plants, and it excludes market replication-oriented innovation.

HOW MUCH FUNDS

- There is no fixed minimum size for project budgets, but historically, the average awarded LIFE grant for Environment & Resource Efficiency projects is in the range of € 1,5 Mln.

FINANCE REGULATION

- The maximum rate of co-financing is 60% of the eligible project costs. Direct Costs includes personnel; travel & subsistence; external assistance (sub-contracting); infrastructure; equipment (in depreciation); prototype and consumables. Indirect Costs: flat-rate maximum of 7% of eligible direct costs

ELIGIBILITY CRITERIA

- The programme is open to the participation of entities registered in the Member States of the European Union being public and/or private bodies, actors and institutions. Also eligible are third countries and LIFE provides for activities outside the EU

Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

PREPARE YOUR PROPOSAL

Build your industry-intensive consortium*
minimum 3 partners - maximum 5 partners
(all based in the EU and / or in Horizon 2020
associated countries)

Proposal



Outstanding Business Innovation Concept
(high-readiness level / TRL 6, meaning
demonstrated in a relevant environment)

Continuous open call
until end 2016

6 months time-to-grant

DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D
Demonstration
Market-Oriented
R&D
to Market-Mature Innovation

12-24 months for implementation

HIT THE MARKET!

Start your commercial activities



The Market
Market-Maturity to Market
Launch



Market-ready result
(finished product, service,
process/ TRL 9)

At most 36 months from grant to market

*In a consortium with 3 or 4 partners, at least 2
should be industry, and in a consortium with 5
partners, at least 3; alternatively at least 60% of
the project budget should be allocated to industry
(i.e. private for profit entities)

... AND EAGER TO COMPETE ON GLOBAL MARKETS...!

ACTIVITIES SUPPORTED

Systems validation in real working conditions – Testing – Piloting – Business model validation – Standard setting – Pre-normative research – EU quality label

NEW OPPORTUNITY

- The Fast Track to Innovation (FTI) pilot is the only measure in Horizon 2020 that provides **funding for close to market, business driven projects**, that is open to proposals in any area of technology or application with three cut-off date per year

WHAT CAN BE FUNDED

- The FTI pilot supports projects undertaking innovation **from the demonstration stage through to market uptake**, including stages such as piloting, test-beds, systems validation in real world/working conditions, validation of business models, pre-normative research, and standard-setting (including certification).

HOW MUCH FUNDS

- The budget available per year amounts to € 100 Mln and it will be divided equally between each cut-off date. The indicative EU contribution per action is expected to be between €1 million and €2 million; in duly justified cases, an EU contribution of up to €3 million can be considered.

FINANCE REGULATION

- As for other innovation actions, EU funding levels are fixed at **70% of the eligible costs for private for-profit organization and 100% for non-profit + 25% indirect costs**.

ELIGIBILITY CRITERIA

- Proposals for funding must be submitted by consortia comprising **between 3 and 5 legal entities** established in **at least 3 different EU Member States or countries associated** to Horizon 2020. **First-time industry applicants** and SMEs are particularly welcome.

H2020 SME INSTRUMENT

SEAMLESS BUSINESS INNOVATION SUPPORT FROM IDEA TO MARKET...



...YOUR HIGHWAY TO DELIVER INNOVATION ON THE MARKET!

Apply at any time!

6 months

12-24 months

ACTIVITIES SUPPORTED

PROOF OF CONCEPT

- ✓ Prove Technical and Commercial Viability
- ✓ Explore IP Regime
- ✓ Design Study
- ✓ Develop Pilot Application
- ✓ Risk Assessment

DEMONSTRATION OF COMMERCIAL POTENTIAL via

- ✓ Prototyping
- ✓ Testing
- ✓ Piloting
- ✓ Miniaturization
- ✓ Scaling-up
- ✓ Application Development

GO-TO-MARKET

- ✓ EU Quality Label (Promotion & Networking with Financiers/Clients)
- ✓ Investment Readiness Training
- ✓ SME window in the EU Financial Facilities (debt & equity backed by EIB/EIF)
- ✓ Link to Public Procurement Networks

NEW OPPORTUNITY

• **L'SME Instrument** is a new program introduced by EC with the objective of **supporting more active and entrepreneurial European SMEs** in developing their business and market.

WHAT CAN BE FUNDED

• The Instrument will fund projects that starting from an **already technically tested and validated innovative solution**, will help SMEs introducing the innovative solution in the market **expanding their own markets and gaining access to new ones**.

HOW MUCH FUNDS

• The Instrument funds **70% of eligible costs** (direct Costs + 25% indirect costs flat) and only exceptionally and when indicated by the EC it will fund 100% of eligible costs. Projects funding ranges from a **minimum of 0.5 million to a maximum of 2.5 million**.

SME-IPROCESS

- **PHASE 1:** Feasibility Study, business plan and preparation proposal Phase 2 – Project Total Cost 72.000€ - funding 50.000€ lump sum
- **PHASE 2:** Demonstration, Up-scaling, market introduction and replication projects - Funding ranges between 0.5 - 2.5 million €
- **PHASE 3:** Access to private investors

FINANCIAL REGULATIONS

- **Eligible Costs** are listed below:
 - Internal Personnel
 - External Consultancies (only PHASE 1 so far)
 - Other Direct Costs (Travel, instruments, etc.)
 - 25% flat overheads

ELIGIBILITY CRITERIA

- **Only SMEs** may participate to the programme and get funded
- **PHASE 1:** Every European SME is eligible to apply. EC expects single SME project for Phase 1
- **PHASE 2:** Single SMEs or Consortia comprising only SMEs are eligible to apply
- Each SME can apply to only one Phase at a time



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