



EU funding opportunities under Horizon 2020... and the Enterprise Europe Network

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Simplification: summary

- **Single set of** simpler and more coherent participation **rules**
- New **balance between trust and control**
- Moving from several **funding rates** for different beneficiaries and activities to just two
- Replacing the four methods to calculate overhead or «indirect costs» with a **single flat rate**
- Major simplification under the **forthcoming financial regulation**
- **Successful applicants to get working more quickly:** reduction of average time to grant by 100 days (current average of around 350 days under FP7)

Horizon 2020 budget (Commission proposal, Nov 2011) (blue: current state of discussions, EU triilogue)

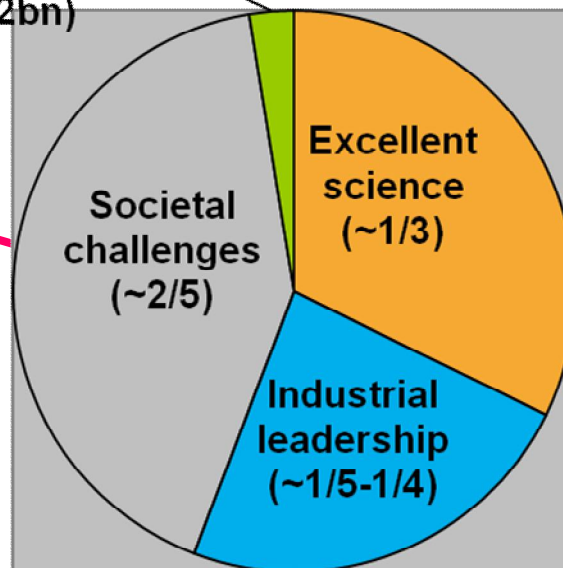


Secure, clean and efficient energy

- **Energy consumption**
- **Electricity supply**
- **Electricity grid**
- **Alternative fuels**
- **New technologies**
- **Energy policies/socio-economic impact**
- **Market uptake (Intelligent Energy...)**
- **Implement SET-Plan (Strategic Energy Technology Plan)**

Joint
Research
Centre
(€2,2bn)

~€86bn (~€70 bn)
in total?

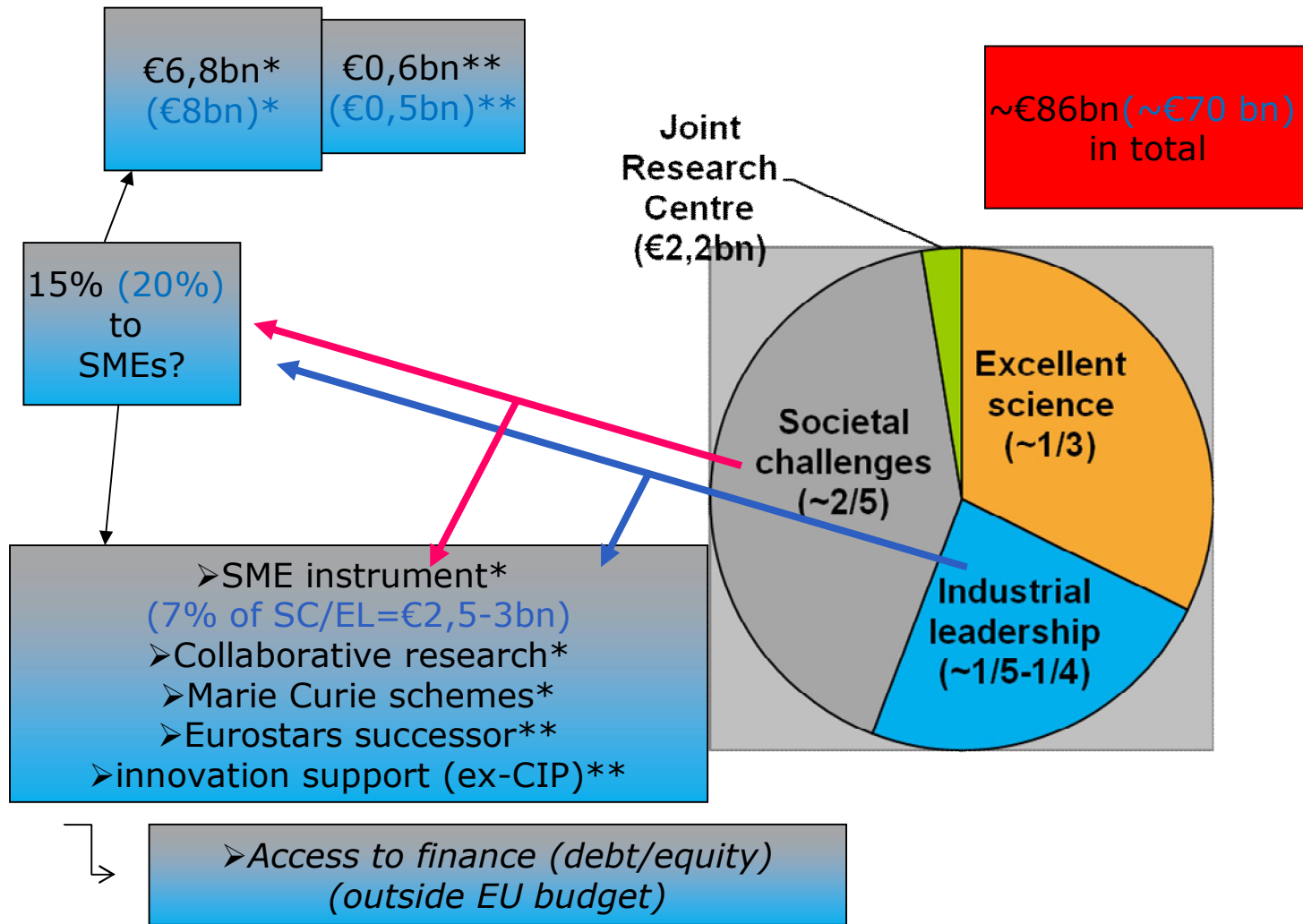


Includes

- **EIP Smart Cities and Communities**
- **EIT KIC InnoEnergy**
- **PPP Energy Efficient Buildings?**
- Outside EU budget: Fusion4Energy**

Horizon 2020 budget (Commission proposal, Nov 2011)

(blue: current state of discussions, EU triilogue)

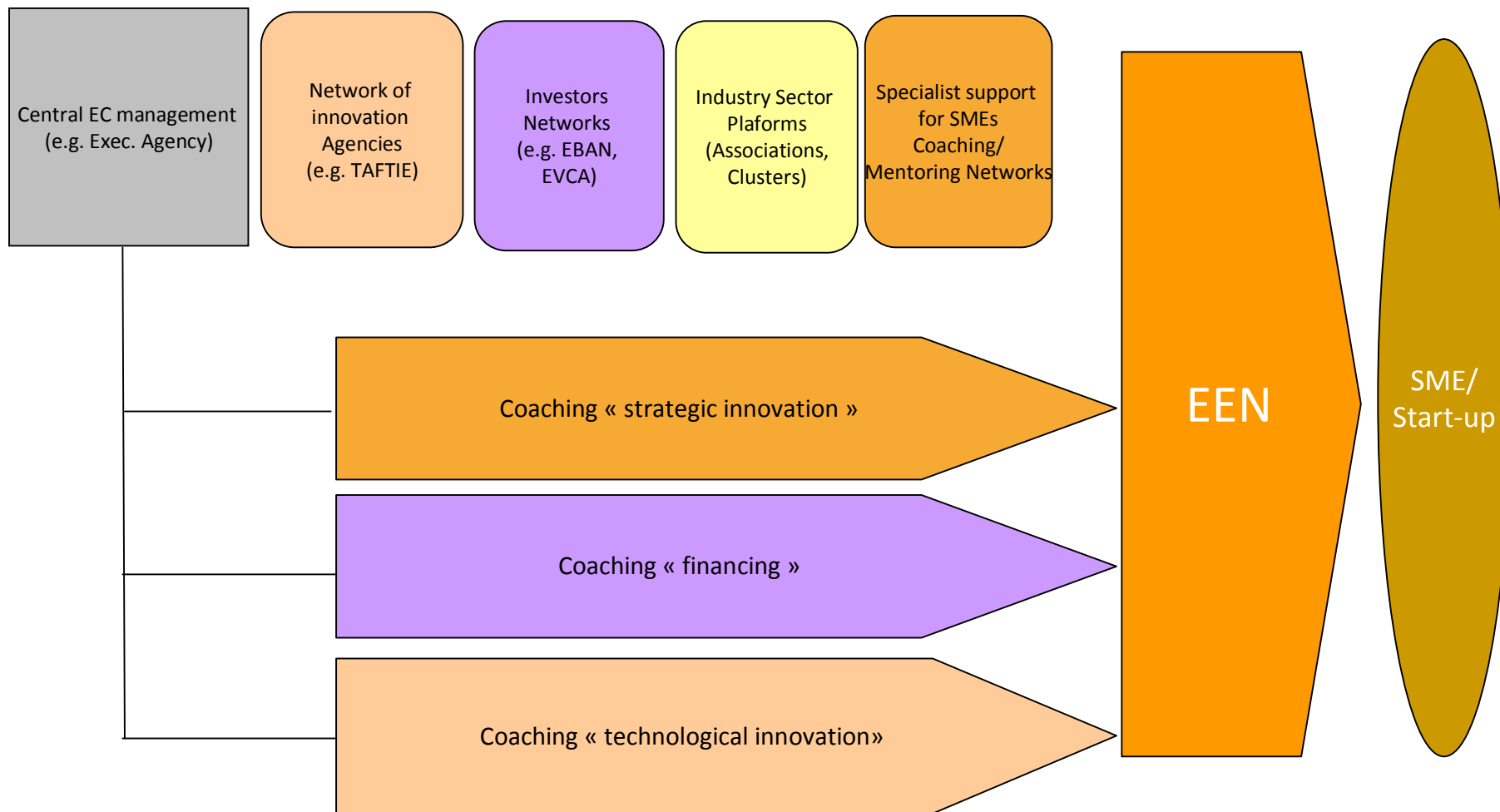


The H2020 "SME instrument" – the 3 phases



- Inspired by US SBIR, NL, Canada, FP7 Health (market oriented, impactful, radical biz change...)
- Fill the equity gap (€1-5mio), bottom up
- 70% funding rate in P1/P2 (discourage free-riders), time to contract: P1 (2/3 months), P2 (<5 months)
- success rate: P1: 10-15% (expected 10-15000 application/a, P2: 50-70%)
- Key performance indicator: "share of participating SMEs introducing innovations new to the company/market =project+3 years)"

EEN as important coaching channel...







Business Support on Your Doorstep

Largest EU business support network (implemented at regional level)

The official EU Business support network funded by the European Commission under the CIP*

***CIP – EU Competitiveness and Innovation Programme**



~600 regional partner
organisations in
>50 countries

- New: India, Canada
- Shortly: Brazil



Regional "One Stop Shop for small businesses

- 1) Information about the EU
+ national/regional funding
- 2) Crosser-border B2B partnerships
- 3) Specialized advice
- 4) Feed into EU law making process

3 main areas:

Internationalisation/EU info,
Technology Transfer/Innovation,
Research...

EEN Sector Groups



- *Thematic platform for partners*
- *10-70 members*
- *Brokerage event +*
 - *Company missions*
- *Combine annual meetings with*
 - *BEs + CMs*
- *FP7, Technology Transfer, Commercial*
- *17 SGs including*
 - **Intelligent Energy**
 - **Sustainable Construction**



Sector Group ICT



- >60 members, >20 countries
- Key fairs/Brokerage events/Company missions
 - **Intersolar, Munich**
 - **Industry Fair, Hannover**
 - **Husum Wind**
 - **EWEA**
 - **European Biomass conference**
 - **Genera, Madrid**
 - **Clean Energy Building, Stuttgart**
 - **Ecobuild, London**
 - **Ecomondo, Rimini**
 - **Hydrogen and Fuel Cell Economy, Birmingham**
- *Most successful SG in 2010+2011*
 - **>30 events**
 - **>3000 organisations reached**
 - **>200 Business Agreements**



Impact (EEN in general)

2008-2011:



- 2.5 million information/other services for SMEs
- 500 000 SMEs at Network events
- 100 000 technology, business, IPR and finance reviews
- 60 000 enterprises at international brokerage events + company missions
- ~6000 B2B cooperation agreements

Get in touch...



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Executive
Agency for
Competitiveness
and Innovation



Business Support on Your Doorstep

Annex






European
Commission

EEN implementation of SME instrument



→ 5 levels of EEN services

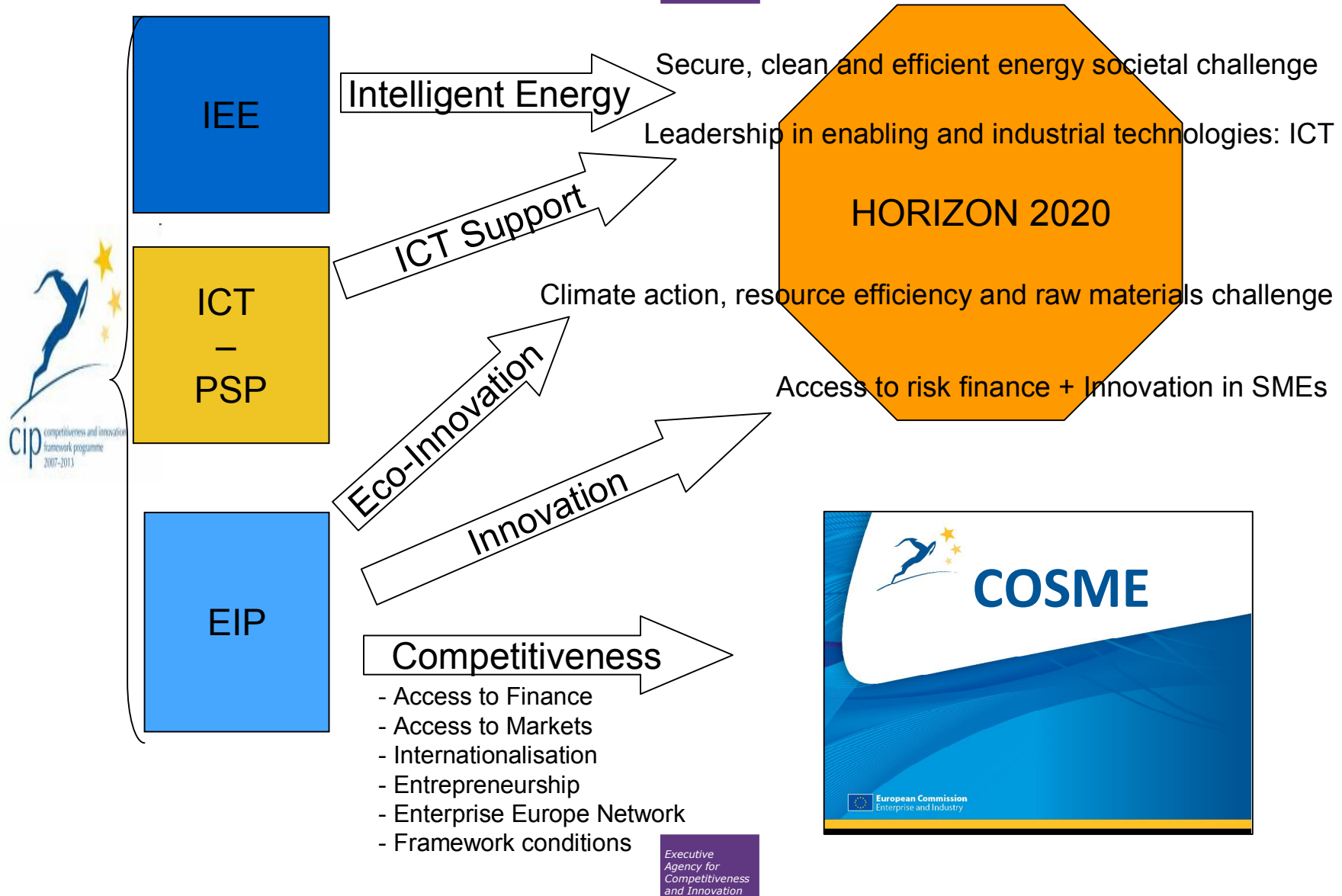
- 1) General awareness raising/Information about EU R&D funding
- 2) Deeper advice on EU R&D funding
- 3) Account Mgt on the H2020 project
- 4) Lead coaching on the H2020 project
- 5) Specific coaching on the H2020 project

-  Basic services (all EEN consortia)
-  Advanced services (all EEN consortia)
-  Expertise services (some EEN consortia)

What happens to CIP?



European Commission



COSME - Indicative financial breakdown (mio €)



<i>Specific objectives and activities</i>		<i>Total 2014-2020</i>
<i>To improve the framework conditions for the competitiveness and sustainability of EU businesses</i>	<i>Activities to improve European competitiveness</i>	102
	<i>Activities to develop SME policy and promote SMEs competitiveness</i>	64
	<i>Tourism</i>	131
	<i>New business concepts for consumer goods</i>	87
<i>To promote entrepreneurship</i>	<i>Erasmus for entrepreneurs</i>	87
<i>To improve access to finance</i>	<i>Financial instruments</i>	1436
<i>To improve access to markets</i>	<i>Enterprise Europe Network</i>	424
	<i>Support to SME's abroad</i>	99
	<i>Support to international industrial cooperation</i>	12
<i>Total (operational activities)</i>		2443



EEN and EU Research funding

- *Information/Awareness raising/signpost* → **SME one stop shop**
- **Capacity building**/training+basic advice+FP7 "check tool"
- **Partnership** building/profile writing
- Sharing **results** (tech transfer, research to market...)
- EACI coordinates **IPR Helpdesk**
- Cooperation with **FP7 National Contact points** (NCPs)
→ high complementarity or overlap
- **EEN FP7 expert group**

Technology Transfer services



- ***Targeted matchmaking***
 - **Technology requests & offers**
 - **Brokerage events & company missions**
 - **Valorisation of results: TT from ESA, JRC, CERN, EUREKA**
- ***Tailor-made assistance***
 - **Capacity building & assessment**
 - **Advice throughout entire partnership process**
 - **IPR advice (coop with IPR Helpdesk)**
 - **Negotiation assistance**

Innovation support



- ***Assessing innovation capacities (audits...)***
- ***Building innovation competence & awareness***
- ***Innovation management***
- ***Finding partners for innovation (incl TT)***
- ***Access to finance for innovation***
- ***Targeted innovation support***
 - ***Sector-specific approaches***
 - ***Implementation of EU innovation support***

The link...



„A reinforced link with the EEN is envisaged. The support could range from improved information and advisory services through mentoring, coaching and partner search activities for SMEs [...]. This will consolidate the 'one stop shop' approach of the EEN to supporting SMEs, together with a strong regional and local presence of the network”

Horizon 2020, specific instrument, Commission proposal, November 2011, Annex 1, part II, point 3.2.2