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# SME INSTRUMENT & FAST TRACK TO INNOVATION

03 November  
2015

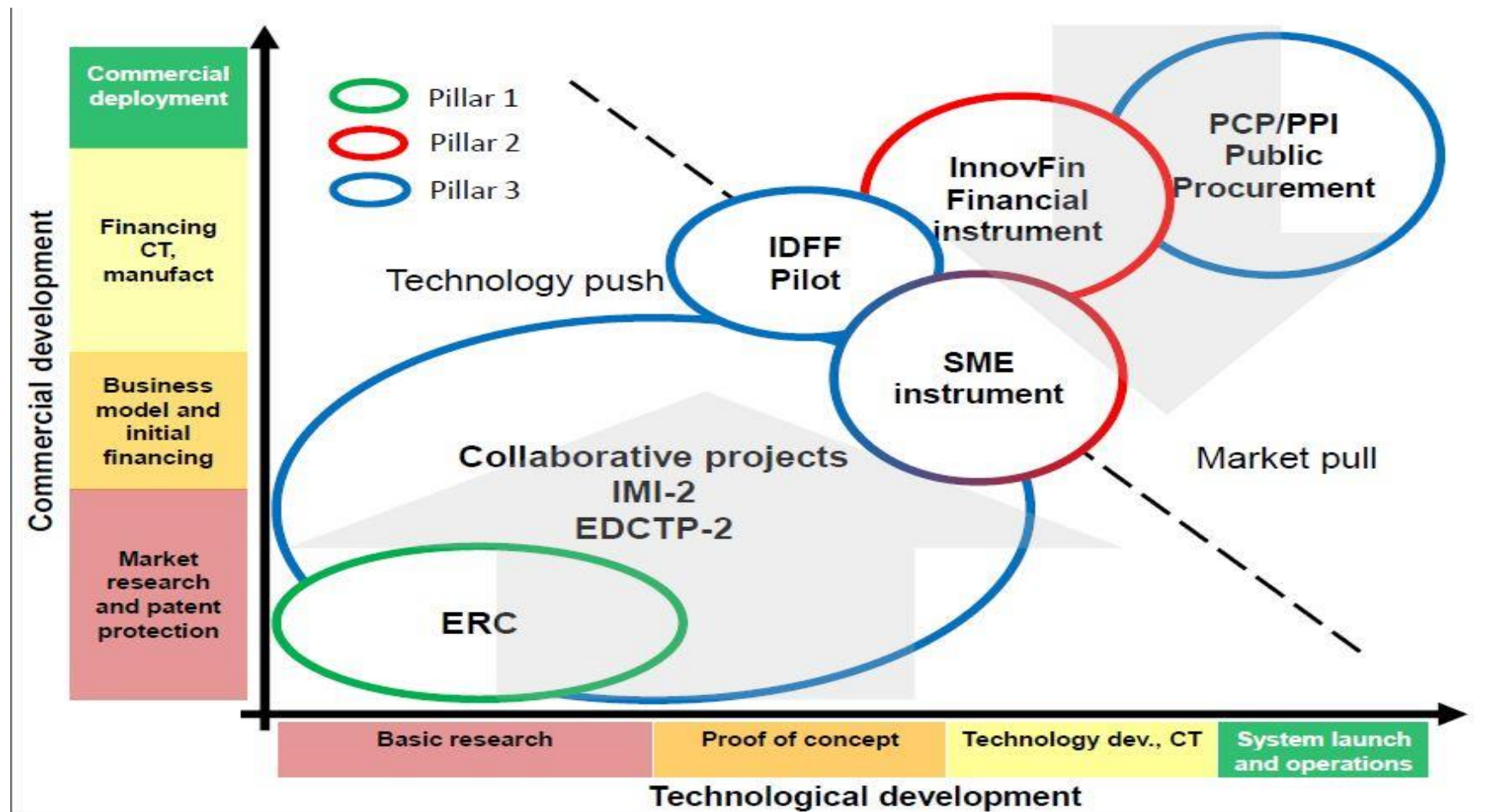
NCPs event on Horizon 2020  
"Health, demographic change and well-being"

# Outline

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- SME Instrument
  - ▣ Key Features/ Definitions
  - ▣ The evaluation process
  - ▣ The Good and the Bad
- Fast Track to Innovation
  - ▣ Key Features
  - ▣ SME Instrument vs FTI
- Conclusions

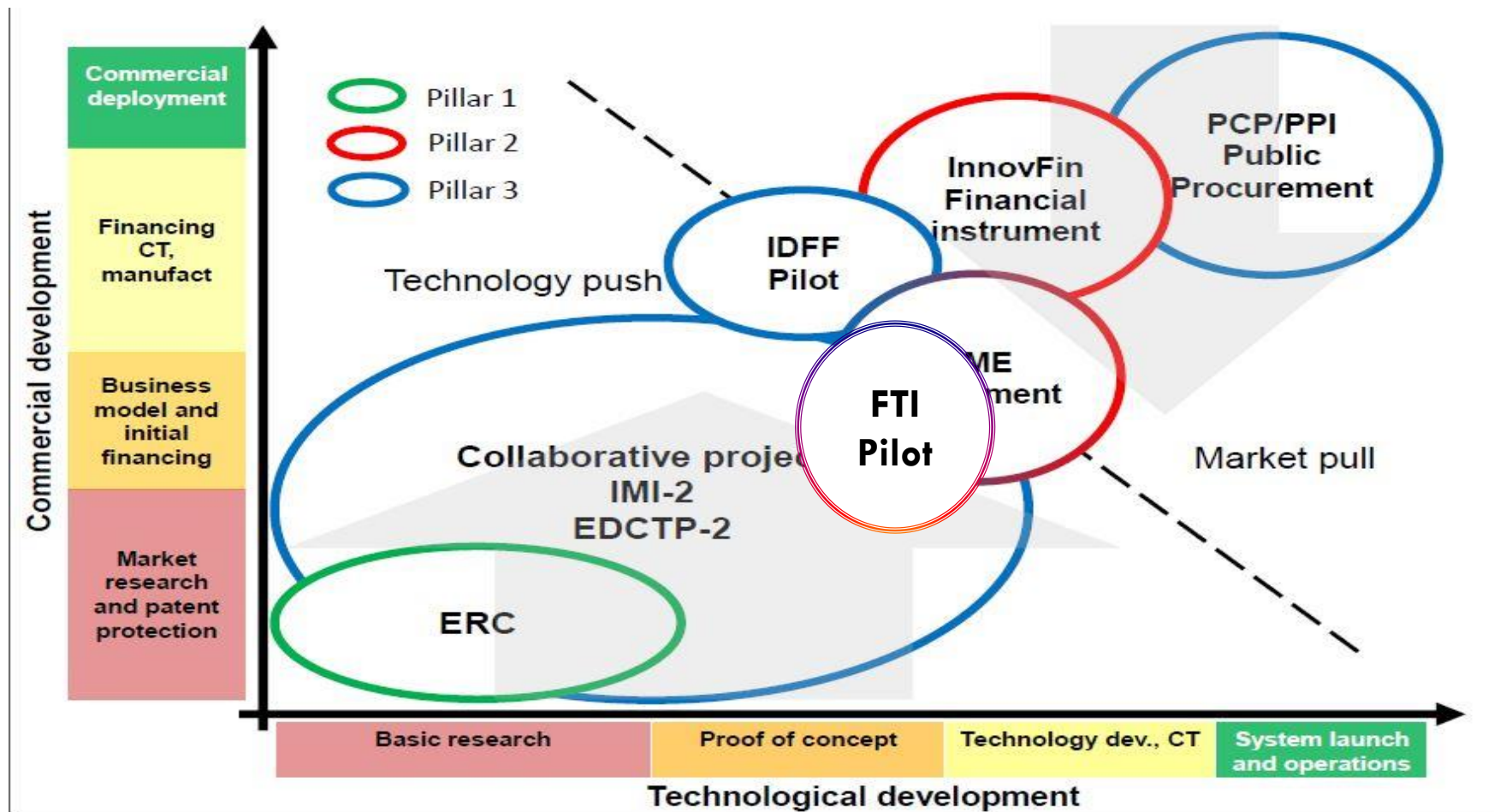
# H2020 Health Programme



\* From the Presentation of Antoine Miahle, EU Health Policy Officer

- Excellent Science
- Industrial Leadership
- Societal Challenges

# H2020 Health Programme



- Excellent Science
- Industrial Leadership
- Societal Challenges

# SME Instrument

# The SME Instrument Objectives

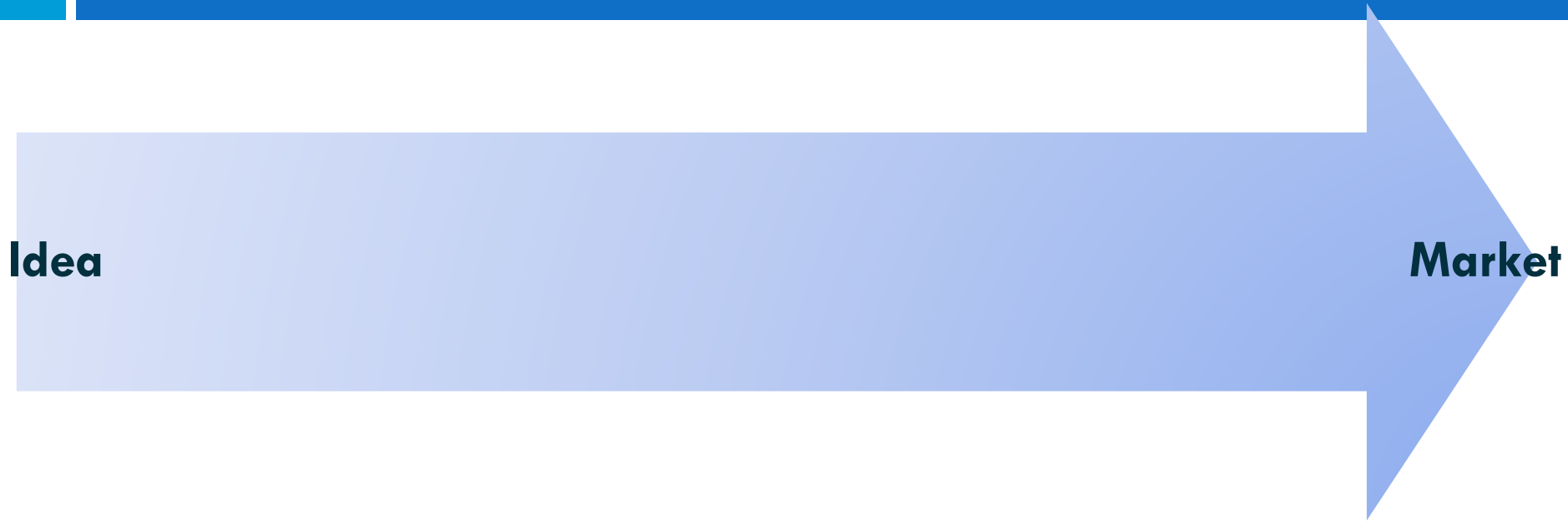
- Address the financing gap in developing high-potential, but high-risk innovative ideas of small companies and bringing them closer to the market
- Support highly innovative SMEs showing a strong ambition to develop, grow and internationalise
- Finding the small gold nugget:
  - SME's with strong growth potential
  - SME's with ambition to become world-market leader

# The SME instrument



**Idea**

# The SME instrument





# The SME instrument

## Phase I

**Idea**

Concept &  
Feasibility  
Assessment

**Market**



# The SME instrument

## Phase I

Idea

Concept &  
Feasibility  
Assessment

Market

- **Feasibility of concept**
- **Risk assessment**
- **IP regime**
- **Partner search**
- **Design study**

# The SME instrument

## Phase I

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Concept &  
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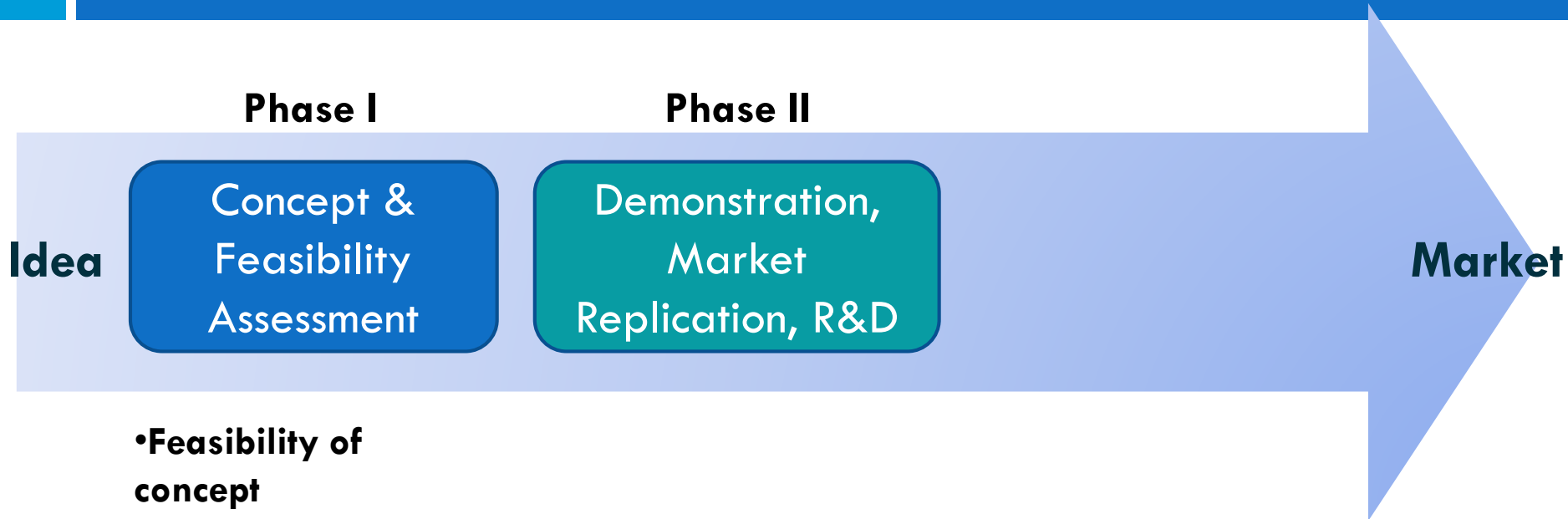
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€ 50.000

~ 6 months

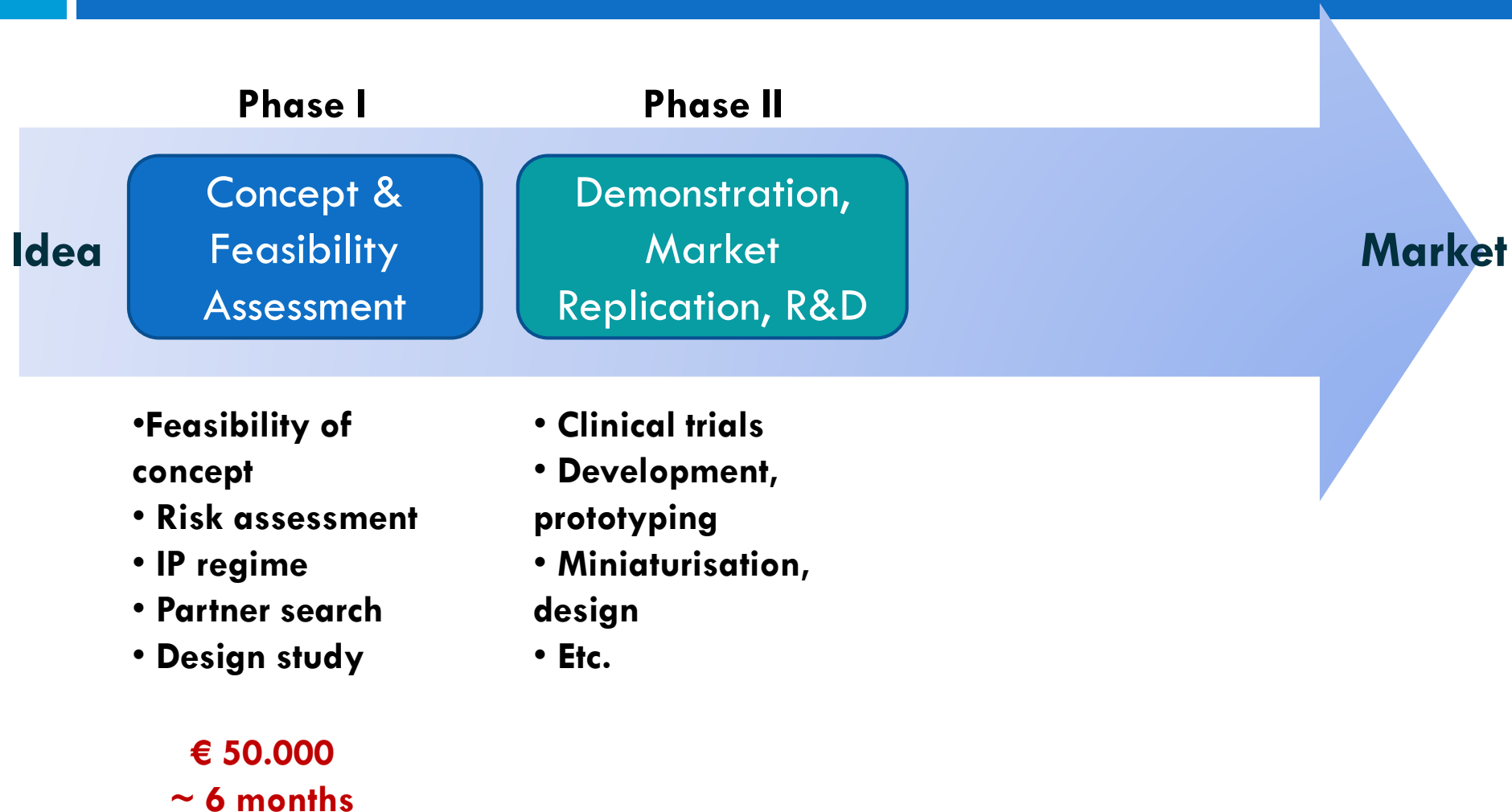
# The SME instrument



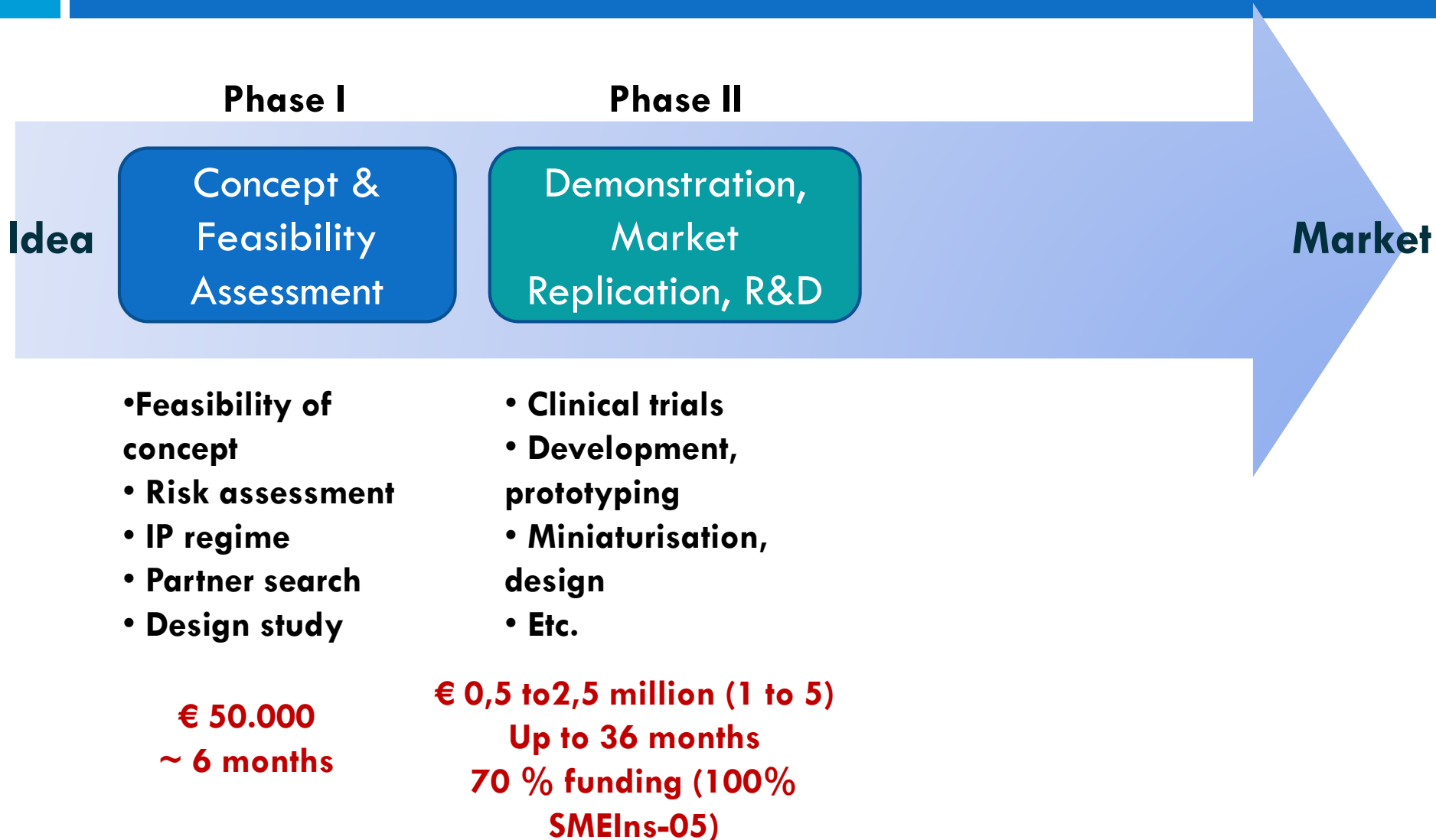
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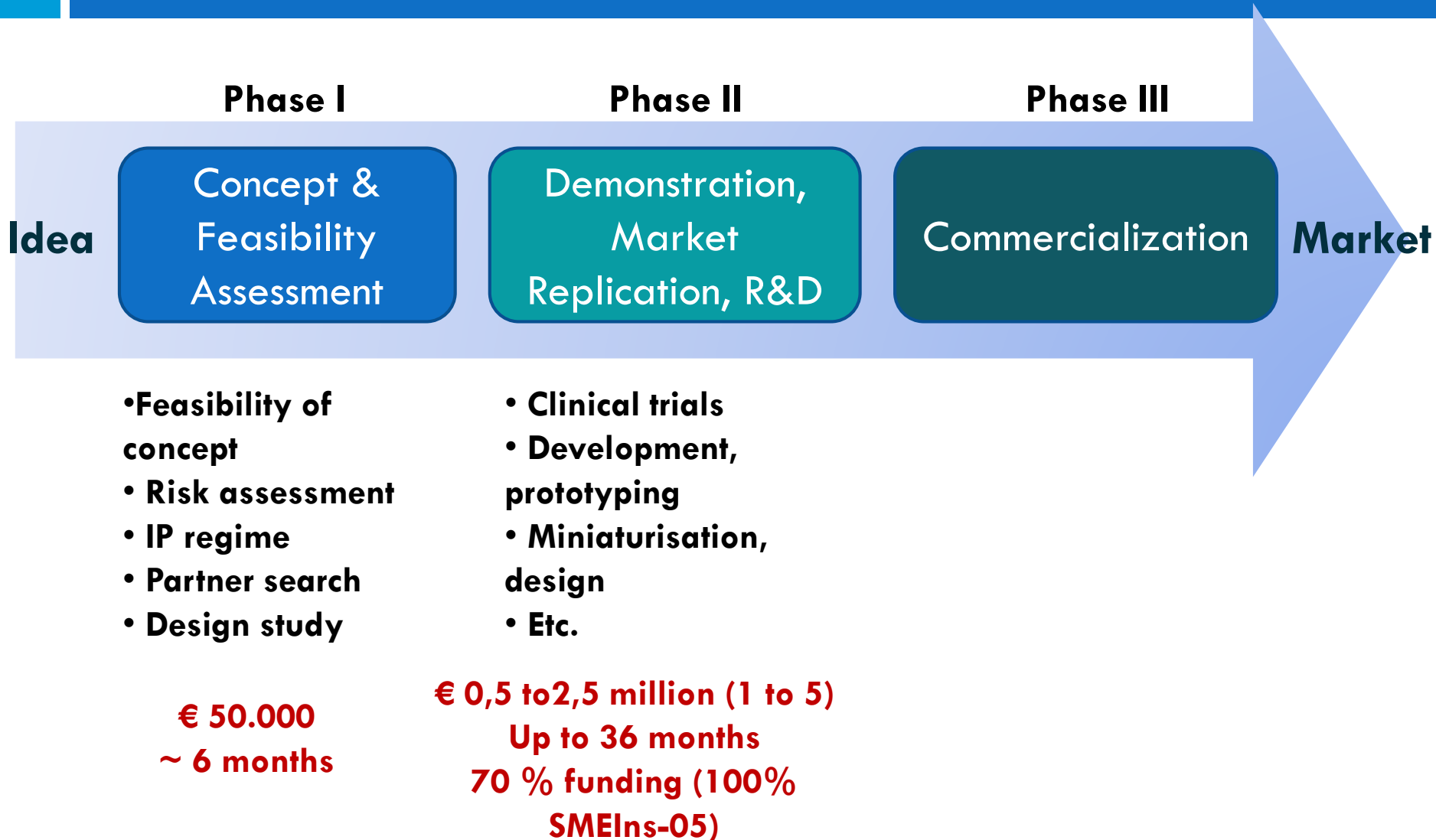
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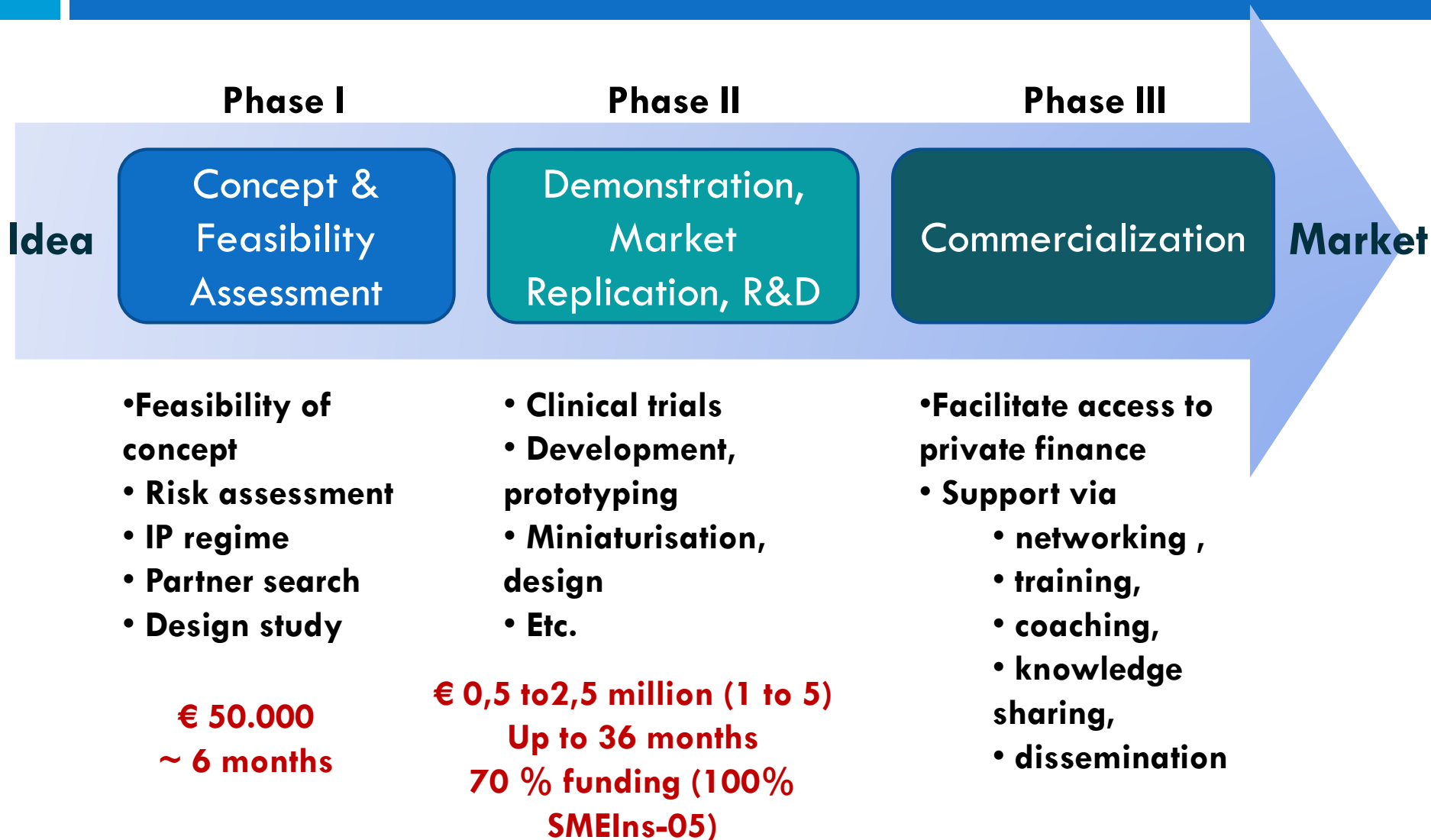
# The SME instrument



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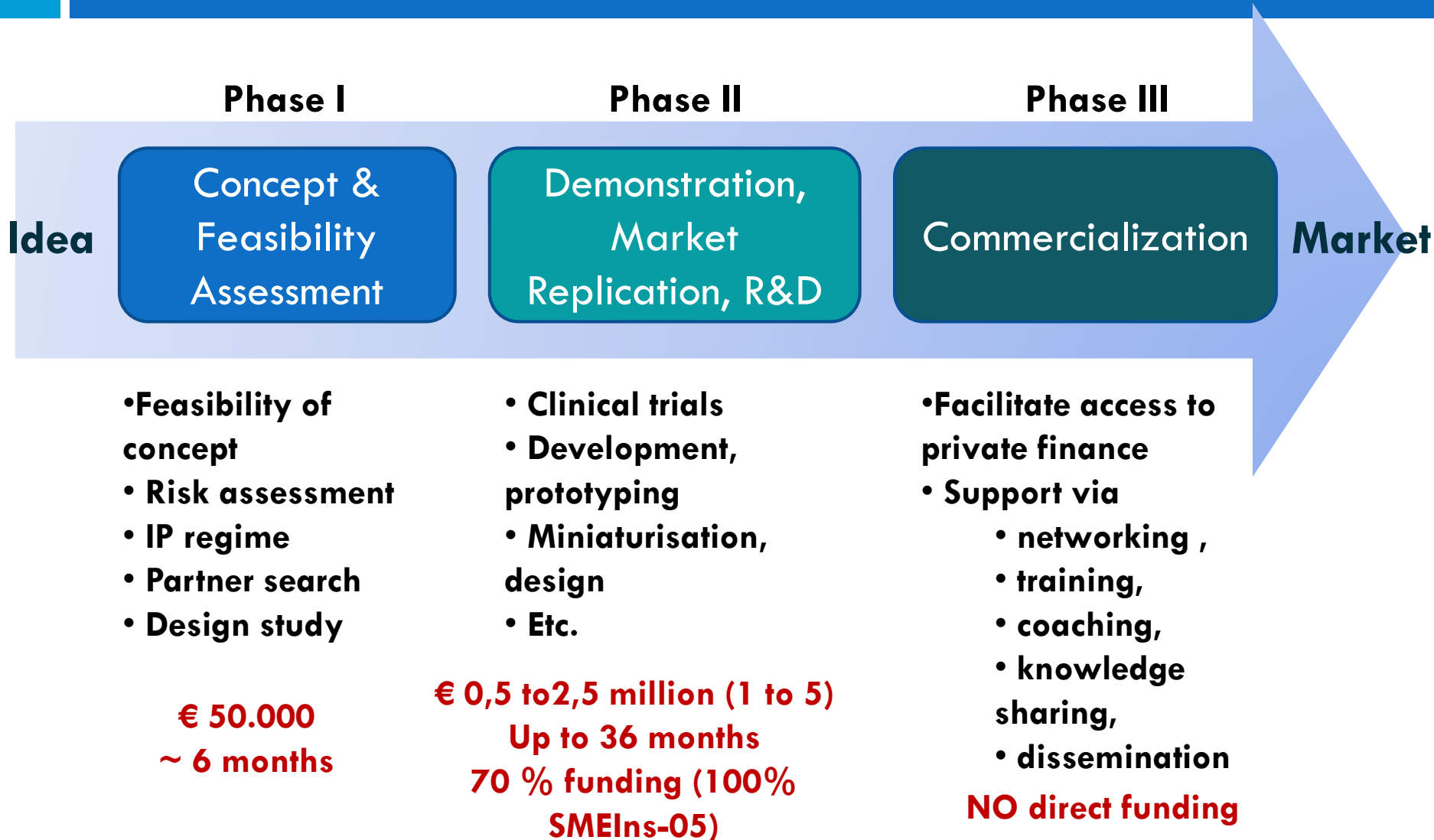


# The SME instrument





# The SME instrument



# Evaluator Guidelines

- TRL 6 is a must but not for SMEInst-05
  - TRL6: technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- Ability of the Applicant to commercialize
  - Previous Track record
  - Experience & Expertise of Key personnel
- Subcontracting can only be a limited part of Phase II
- Costs should be realistic, reasonable and justifiable

# Phase I – Phase II Differences

<b>Pre-financing</b>	<b>40% of the Lump sum.</b>	<b>Fixed individually</b> at the grant preparation level.
<b>Technical Annex</b>	<b>Technical annex 1-3 (10 pages)</b>	<b>Technical annex 1-3 (30 pages)</b>
<b>Evaluation thresholds</b>	Impact = 4 Excellence = 4 Quality & efficiency of implementation = 4 Total = <b>13</b>	Impact = 4 Excellence = 3 Quality & efficiency of implementation = 3 Total = <b>12</b>
<b>Subcontracting</b>	The applicant shall declare the tasks to subcontract.  The subcontract is not included in the technical annex 2.	Subcontracting may cover only a limited part of the action.  <b>Can certain tasks of a clinical trial be subcontracted?</b> Specialised services (pharmacokinetics, regulatory assistance etc.) might be indispensable for the implementation of the clinical trial. 'Academic providers' exist (e.g. the ECRIN network), but most of the suppliers are for-profit and the Commission will consider accepting subcontracting in these cases. If clinical trial just a small part of the action, it might even be subcontracted in its entirety.
<b>Costs</b>	It is not necessary to detail the estimated costs.	To check if costs are realistic, reasonable and justifiable.

# Some Advice...

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- Don't start a company just to make use of the SME Instrument
- Have a clear vision of what you want to do
- Describe what you plan to do with the money and what you will achieve
- Make sure you know what other people are doing
- Be concise, use the 10 (or 30) pages wisely...
- Collaborations can be key

# Fast Track to Innovation

# Key Features

- Allows consortia of min. 3, max. 5 members — mandatory industry involvement
- •Proposals shall include a business plan (market development strategy)
- •Impact criterion has higher weighting in evaluations
- •One common call, permanently open, 3 cut-offs per year
- •Time-to-grant 6 months
- •Funds innovation actions (70%), grant up to €3 M

# The Objectives

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- Reduce time from idea to market – Give that last push...
- Increase participation of industry, first-time applicants, SMEs
- Stimulate private sector investment in R&I

# Industry Involvement

Industry-intensive consortia from EU or Associated Countries meaning:

- ▣ •Either 2 out of 3-4 partners are “industry” (= private for profit)
- ▣ •Or 3 out of 5 partners are private for profit
- ▣ •Or 60% of the budget (= total estimated eligible costs) is to be allocated to consortium partner(s) from industry

SMEs and first-time industry applicants particularly welcome.



# Conclusions

# FTI Pilot vs SME Instrument

- **Target:** FTI Pilot does not target SMEs exclusively nor does it allow single applicants to submit proposals. Industry intensive consortia is mandatory
- **•Theme/topics:** Only FTI is fully bottom-up; does not support specific topics and that applicants themselves can set the topic within the “Societal Challenges” and the “LEITs”
- **•Both instruments offer close-to-market support to speed up market delivery of innovation, but in the case of the FTI, the goal is the delivery of an innovation onto the market within a period of **36 months****
- **•Subcontracting:** general rules under H2020 apply to FTI: Subcontracting in the case of FTI Pilot is allowed but the core action must be in the partners
- A **one-stage scheme** helping industry-driven consortiums to mature and deliver advanced innovation concepts onto the market; no phases no coaching provided under this Pilot action.
- **70% funding** vs 100% for Phase II PHC12 proposals

# General Recommendations

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- Focus on the application
- Learn the market
- Think big
- Choose your partners wisely
- Take time - Review your proposal
- Use external experts wherever possible



# **Hoping more Greek companies take Advantage of the new Funding Tools**

For any further clarifications  
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