

HORIZON EUROPE

Programma europeo per la ricerca e l'innovazione 2021-2027



I bandi per le imprese che pensano al futuro

Webinar 3 marzo 2021

a cura di Europartner Service srl

L'ECO DI BERGAMO
CUORE BERGAMASCO

Skille

 **EUROPARTNER**
LE TUE IDEE IN BUONE MANI

Horizon Europe

The ambitious EU research and innovation framework programme (2021-2027)



to strengthen the EU's scientific and technological bases and the European Research Area (ERA)



to boost Europe's innovation capacity, competitiveness and jobs



to deliver on citizens' priorities and sustain our socioeconomic model and values

Total budget: € 95,5 billion



New Accelerator

Accelerator Basics

Candidate checklist:

- Has a high-impact, innovative project.
- Is in TRL6 (“Prototype system”)
- Is a startup or SME committed to grow
- Requires funding and is non-bankable

Funding:

- 0.5-2.5M€ grant for late-stage tech development and scale-up
- 0.5M€-15M€ equity investment (optional) for market deployment

Two-phase approach

1. Short application (screening phase):

- 5-page document
- Pitch presentation
- 3-minute video pitch

2. Full application (screened companies only)

- Details still TBC
- Full Business Plan + Company finance and structure
- Milestones for funding



Screening phase

5-pager

- Summarize innovation, potential market and team

3-minute video

- Where the team will pitch the application motivation

Pitch presentation

- Template based, typical pitch structure

Funding details

EC Grant

- 70% of the project budget
- Until TRL8 (“System Complete and qualified”)

Equity (TBC)

- Sum of the budget containing TRL9 activities (“Full commercial application”)
- 10-25% equity requested

Timeline

2021

Mid March
Short open

June 9th
Full deadline 1

Aug-Sep
Interviews

October 6th
Full deadline 2

December
Interviews

Short applications submission open (no deadline)

1. **Short** submission (anytime) – 4 to 6 weeks for results
2. **Full** submission (two deadlines) – 5 to 6 weeks for results
3. **Interview** (two rounds) – 2-3 weeks for results

You can have one resubmission for each step
Freezing time: 12 months



Client inputs

We would need...

- A detailed Business Plan
- A pitch presentation
- A company video
- Team member CVs
- Financial information...
- Technical details of the solution
- Market information you already have

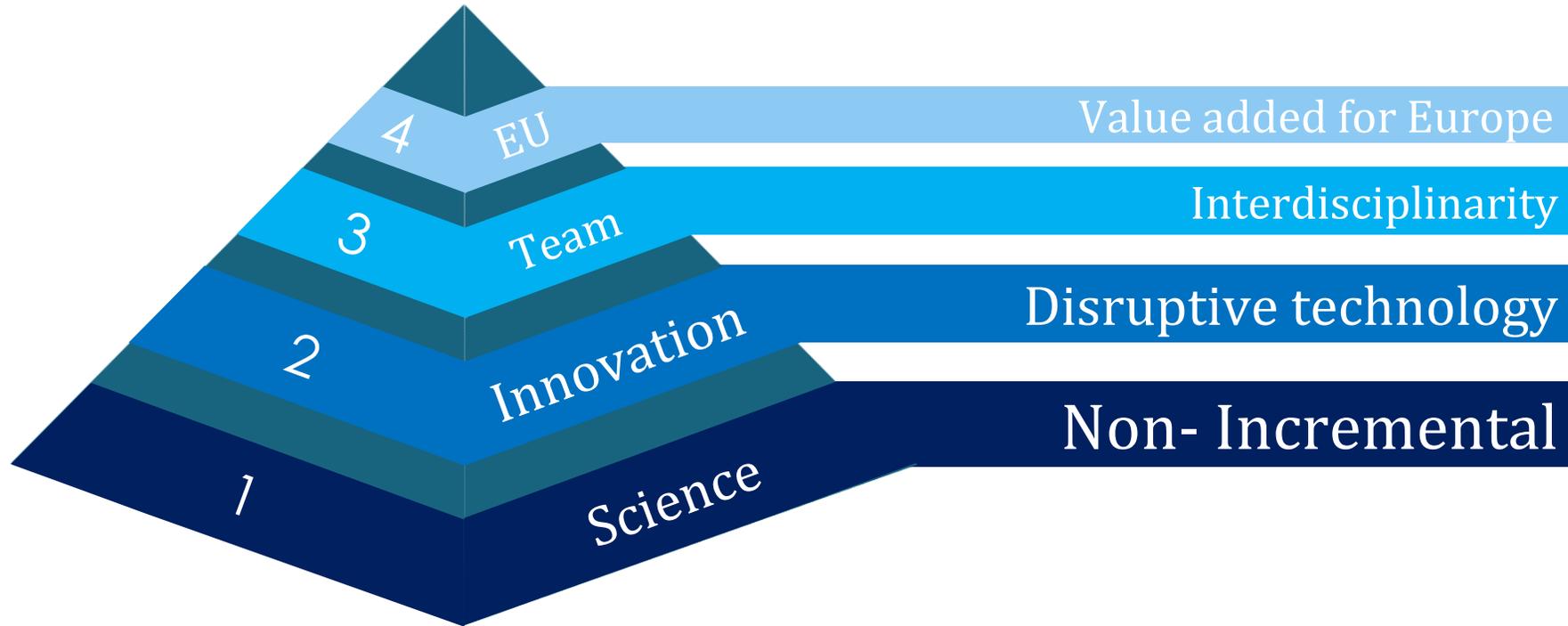


Pathfinder

WHAT IS PATHFINDER?

RADICAL TECHNOLOGIES (science-to-technology)

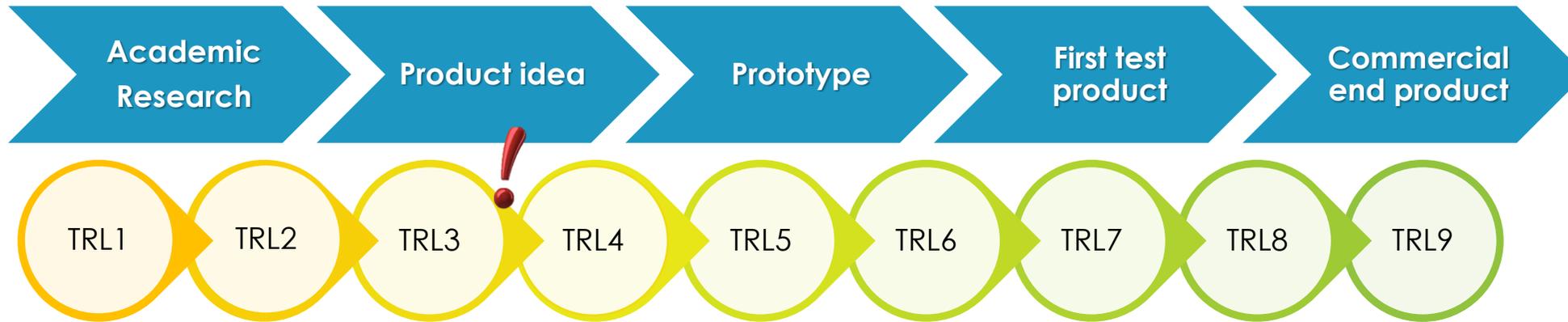
INTERDISCIPLINARY COLLABORATION



BUDGET AROUND 3M€ (OPEN) and 4M€ (CHALLENGE)

WHAT IS PATHFINDER? MAIN FEATURES

RIA: **EARLY – STAGE** (TRL LESS THAN 4 – recommendable 1-2)



COLLABORATIVE PROJECTS at least 3 partners from at least 3 different countries:

- At least 1SME is a plus for the project
- Research Centers
- Universities with disruptive ideas
- Large companies, spin outs, associations and others can participate

100% granted (+25%overheads) for all participants

PATHFINDER BUDGET

CUT-OFF VS BUDGETS

PATHFINDER OPEN	19.05.2021	168M€
PATHFINDER CHALLENGE a. Awareness inside b. Tools to measure & stimulate activity in brain tissue c. Emerging Technologies in Cell & Gene Therapy d. Novel routes to green hydrogen production e. Engineered living materials	27.10.2021	132M€

PATHFINDER OPEN EVALUATION CRITERIA

Excellence (Threshold: 4/5, weight 60%)

Long-term vision: How convincing is the vision of a radically new technology that has the potential to have a transformative positive effect to our economy and society?

Science-towards-technology breakthrough: How concrete, novel and ambitious is the proposed science-towards-technology breakthrough with respect to the state-of-the-art? What advancement does it provide towards realising the envisioned technology?

Objectives: How concrete and plausible are the proposed objectives? To what extent are high-risk/high-gain research approach and methodology appropriate for achieving them?

Interdisciplinarity: How relevant is the interdisciplinary approach from traditionally distant disciplines for achieving the proposed breakthrough?

PATHFINDER OPEN EVALUATION CRITERIA

Impact (Threshold: 3.5/5, weight 20%)

Innovation potential: How adequate are the proposed measures for protection of results and any other exploitation measures to facilitate future translation of research results into innovations with societal or economic impact? How suitable are the proposed measures for empowering key actors that have the potential to take the lead in translating research into innovations?

Communication and Dissemination: How convincing and wide reaching are the proposed measures and plans for public/stakeholder engagement and for raising awareness about the project outcomes, including through Open Science, with respect to their potential to establish new markets and/or address global challenges?

PATHFINDER OPEN EVALUATION CRITERIA

Quality and efficiency of the implementation (Threshold 3/5, weight 20%)

Quality of the consortium: To what extent do the consortium members have all the necessary high quality expertise for performing the project tasks?

Work plan: How coherent and effective are the work plan (work packages, tasks, deliverables, milestones, time-line, etc.) and risk mitigation measures in order to achieve the project objectives?

Allocation of resources: How appropriate and effective is the allocation of resources (person-months and equipment) to tasks and consortium members?

Next Opportunity - PATHFINDER Timeline

**19
May 2021**

168€M

**27
Oct 2021**

132€M

2021



Consortium
Creation

Start of proposal
preparation

Proposal
submission

5 months: Evaluation

Evaluation
result



Thematic priorities

Thematic priorities



- 💡 **Top down** approach to topics published in the work programmes Open to
- 💡 **any legal entity:** SMEs, LEs, RTOs, Associations
- 💡 Consortia with at least **3 nationalities** - No limitation on number of partners
- 💡 Submission can be done in **1 or 2 stages** - Usually **one-shot** opportunity Funding rate
- 💡 variable: **RIA (100%) vs IA (70%)**
- 💡 **Grant variable:** €2-20 million according to the topic

EC Financial Support

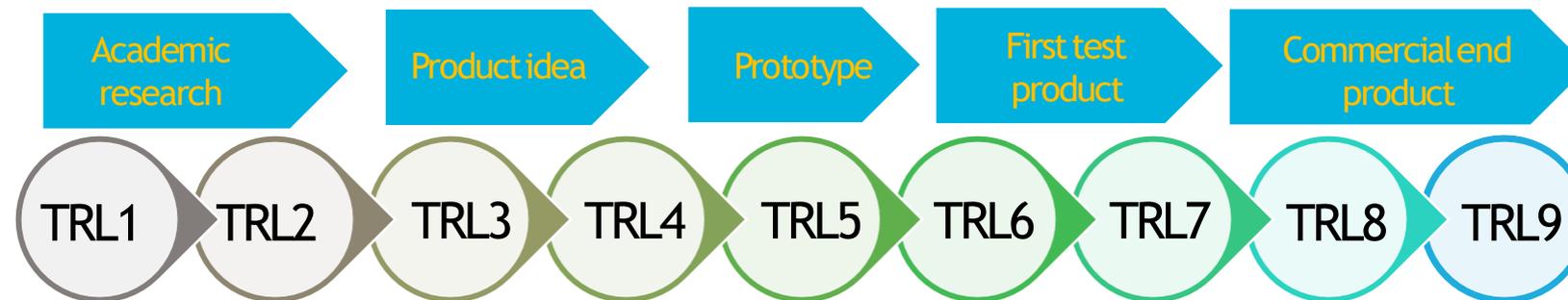
TYPE OF
FUNDING



Research and Innovation Actions 100%

Innovation Actions 70%

(100% for public entities)



Differences between RIA and IA

→ Basically TRL required:

? *RIA: REQUIRES A TRL 2-3*

? *IA: REQUIRES A TRL 6-7*

RIA – Research and Innovation Actions	IA – Innovation Actions
→ Universities should be present in the Consortia for the “Research”	→ Requires a heavy presence of industrial partners.
→ Industrial partners have to be involved ALSO for the “Innovation”	→ Some Applied Universities and Technological Centers required

Validation Summary – Keys for success

- *Call identification*
- *Consortium roles*
- *Project validation*



How do we work

- **PROACTIVE APPROACH:** A professional team at your disposal
- **REACTIVE APPROACH:** Access to a pool of proposals

Our team helps companies bring new products to the market through the full exploitation of the opportunities provided by the Horizon Europe Programme.

1. **Validation of the project – Identification of available call / project**
2. **Preparation of the Innovation Project proposal**
3. **Submission of Innovation Project to Thematic Priorities call**
4. **Once the proposal is invited to funding, contract negotiation and signature of GA**

Preparation details I

STEP 1 - PROPOSAL PREPARATION

Description:

Robust writing process of **12 to 15 weeks**, with a full time Innovation Consultant who will write the proposal, supported by a Key Account Manager who will coordinate and edit the proposal. An IFO Consultant will be in charge of all the administrative activities and an Innovation Process Manager will be involved throughout the process to ensure all requirements are met and deadlines reached in time. The Proposal will be written following our solid methodology, and in full compliance with all the requirements of the relevant call and Work Programme.

Main activities:

- Identification of the client best role as partner or coordinator, within the Innovation Project, subject to the client's suitability of skills.
- Support on calculation of client budget based on the effort estimation and the financial data provided and worked through
- Providing the client with the necessary *ad hoc* advice to enable an appropriate exchange of information, technical and financial (budget, specific technical skills, human and materials resources, personnel rates and accounting practices for indirect costs).
- Deliver of the complete Proposal to all Consortium members.
- Submission of the project Proposal to the EC on behalf of the Consortium taking care of all administrative steps.

Deliverable:

Proposal submitted within the HEUROPE appropriate Thematic Priorities call

Preparation details I I

STEP 2 - CONTRACT NEGOTIATIONS: BEFORE THE PROJECT GETS STARTED

Description

Once approval for Funding by the EC has been gained, our team shall facilitate the process towards the access to the Funding contract (hereinafter "Grant Agreement"), by providing the Client with the necessary information and advice to comply with the requirements of the EC.

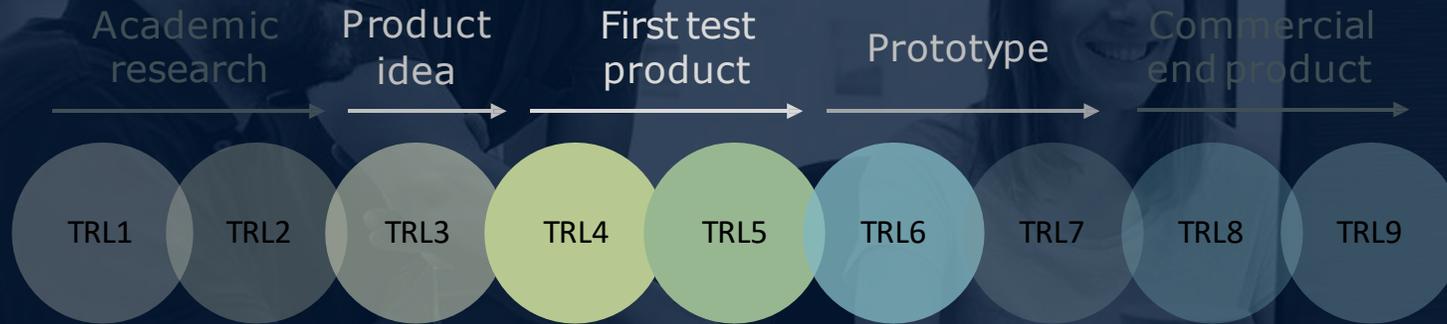
Main activities:

- Prepare the negotiations meetings
- Validation of partners
- Prepare / amend the DOA
- Prepare the final budget
- Manage and upload the information to the Participant Portal
- Manage Ethic issues (if needed)
- Signature of the GA

Deliverable:

GA signed

Eurostars 3

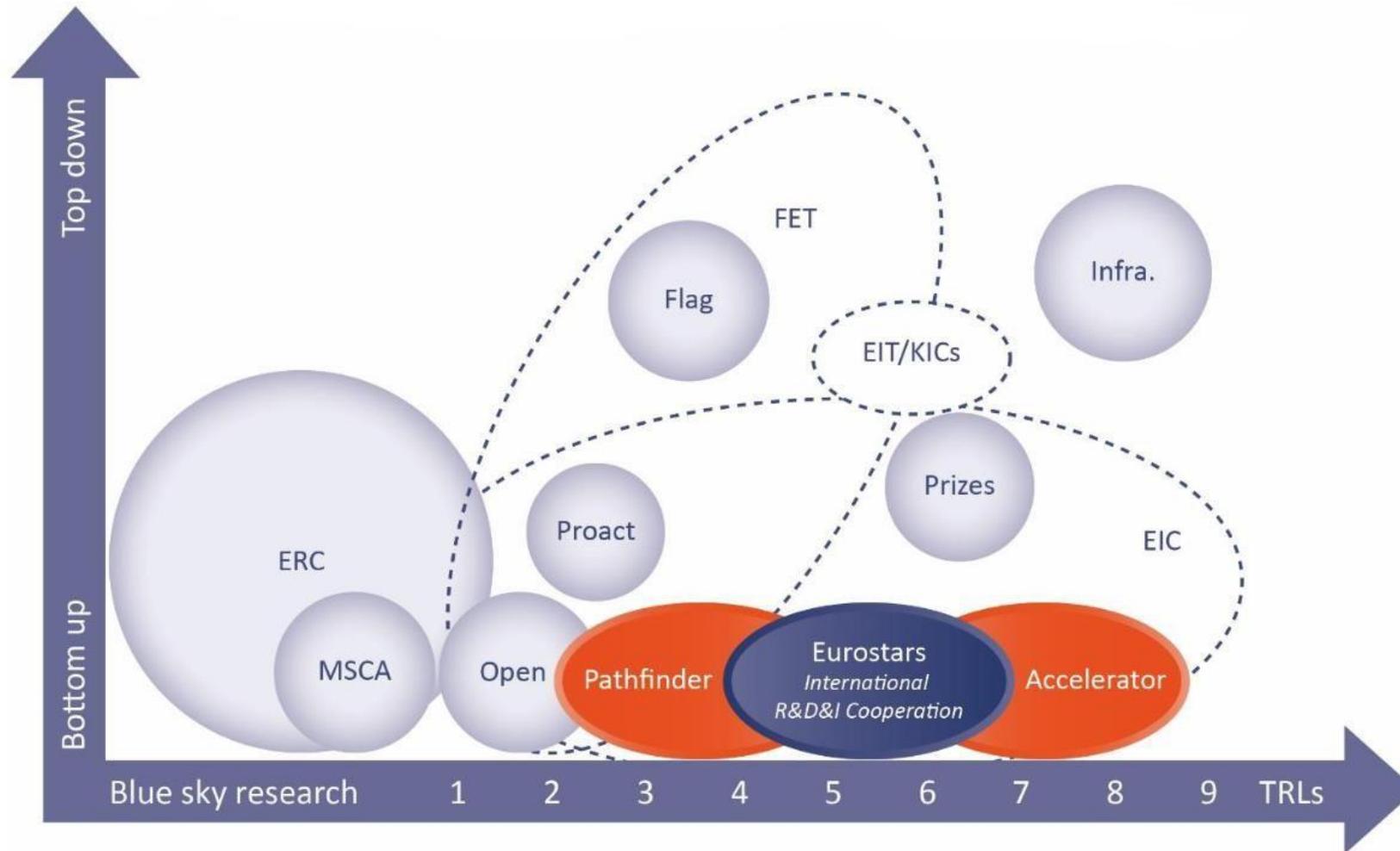


Eurostars EUREKA

Supports international innovative projects led by
R & D - performing SMEs.

Participation of large companies and RTOs is possible while funding to participants is according to national funding rules and procedures.

Eurostars-3 within the European innovation landscape



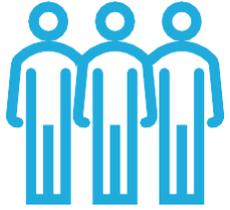
Challenges

VS

Opportunities

- > “Easy” program
- > Decentralized funding
- > National rules apply
- > Competitors
- > Market Positioning
- > Innovative SMEs
- > Synergies across programs

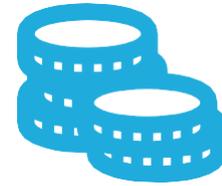
A 'typical project'



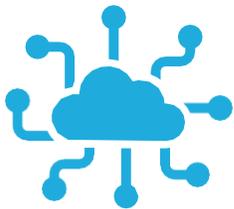
2-3 partners



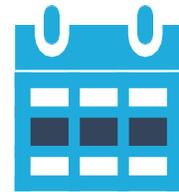
2-3 nationalities



€1.5 M project costs



Electronics,
ICT, Biotech



Max. 3 years
(+2 years in the
market)

Grazie per
l'attenzione!

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