



APRE
AGENZIA
PER LA
PROMOZIONE
DELLA
RICERCA
EUROPEA



Horizon 2020 & Strumento PMI

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**Fondi Europei 2014-2020
Opportunità di finanziamento**

Latina, 4 Marzo 2015

www.apre.it

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Ente di ricerca non profit

1989 - nasce come “Task Force” del Ministero dell’Università e della Ricerca.

25 anni di
 esperienza



MISSION

- Promuovere e Supportare la **Partecipazione Italiana** ai programmi europei di ricerca su sviluppo e innovazione
- Migliorare la “**Qualità**” della partecipazione italiana nei programmi europei di ricerca su sviluppo e innovazione.



**Informazione,
Assistenza &
Ricerca Partner**



**Supporto alle
Attività internazionali**



**Formazione:
Corsi e
Webinar**





Una rete di oltre 100 Soci



57 Università

37 Enti di Ricerca Pubblici / Privati

4 Finanza

4 Organismi del Sistema Camerale

8 Pubblica Amministrazione – Enti Locali

4 Associazioni di Categoria

[INTERLOCUTORI]



Abruzzo

Basilicata

Calabria

Campania

Emilia Romagna

Friuli Venezia Giulia (Trieste)

Friuli Venezia Giulia (Udine)

Liguria

Lombardia

Marche

Molise

Piemonte

Puglia

Sardegna

Sicilia

Sportello dello stretto
(R. Calabria - Messina)

Toscana

Umbria

Veneto

enterprise
europe
network

Business Support on Your Territory



**Rafforzare la cooperazione a livello
locale**



**Fornire servizi mirati ai bisogni
e alle vocazioni locali**

[SPORTELLI REGIONALI APRE]



Collegamento diretto con vari attori della ricerca Europea
(Istituzioni Europee, liaison office e organismi di ricerca degli
Stati Membri, Confederazioni e Consorzi paneuropei)

Attività di Advocacy

Partecipazione agli eventi organizzati dall'Unione Europea e
alle giornate informative

Una sala riunione per meeting internazionali dei progetti
Europei di ricerca

Bruxelles



Rome

[APRE LIASON OFFICE]



Identikit degli NCP in APRE

- ❑ L'Italia ha **26** NCP registrati in Commissione Europea.
- ❑ Gli NCP lavorano full time
- ❑ La maggior parte delle aree tematiche hanno 2 o 3 NCP assegnati
- ❑ Conoscenze delle politiche EU e Internazionali applicate alla ricerca e innovazione
- ❑ 28 - 40 anni
- ❑ Skills: Project Management, project drafting, trainer skills, public speaking, law background economic background, socio economic and business skills;
- ❑ Competenze in Engineering e life sciences





Nuovi servizi nel 2015

- **APP APRE**
- Webinar
- Innovation Management con lo strumento IMP3rove
- Key Account Management (SME Instrument)

Europa 2020 - 5 obiettivi

OCCUPAZIONE

75% of the population aged 20-64 should be employed

R & INNOVAZIONE

3% del PIL dei Paesi EU investito in R&D

CLIMA / ENERGIA

A reduction of CO2 emissions by 20%

A share of renewable energies up to 20%

An increase in energy efficiency by 20%

FORMAZIONE

The share of early school leavers should be under 10%

At least 40% of the younger generation should have a degree or diploma

POVERTA'

20 million fewer people should be at risk of poverty



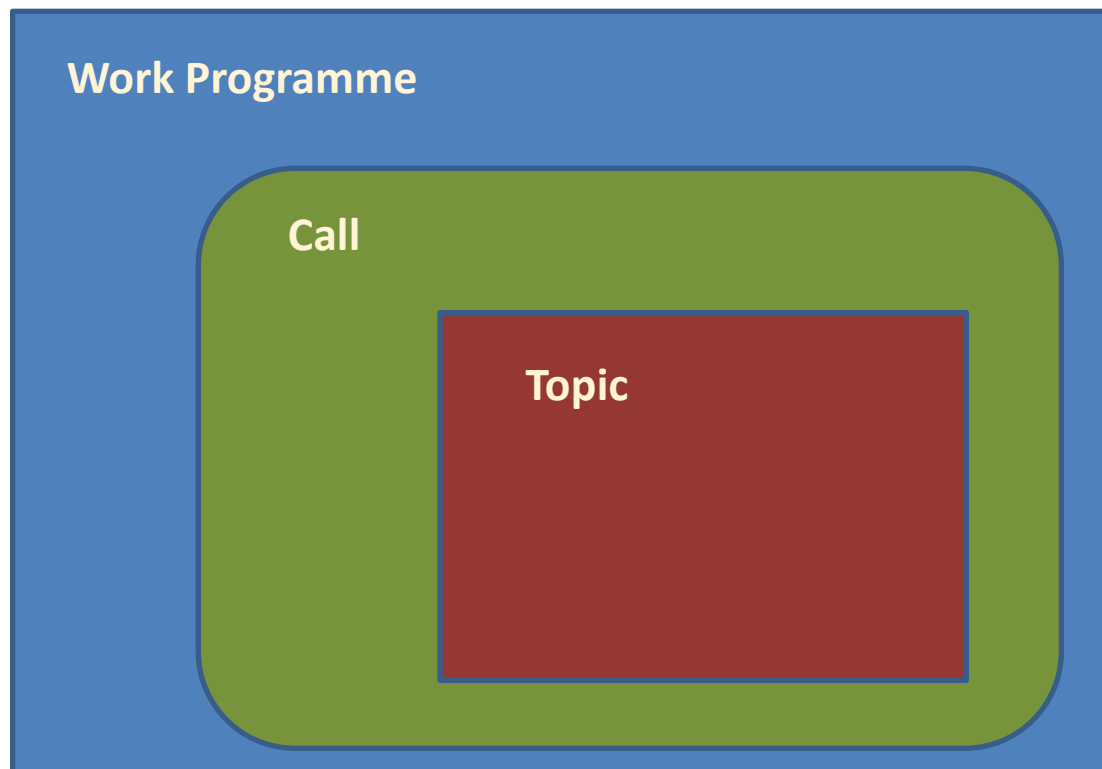
H2020 - Basics

- Un **unico programma** per sviluppare tre macroaree
- Focus su **innovazione e ricerca**
- Massima attenzione sulle **sfide sociali**
- **Accesso facilitato** per tutte le aziende, università, istituti di ricerca in tutti i paesi UE e oltre.



Il Work Programme

Link: <http://www.apre.it/ricerca-europea/horizon-2020/>





Horizon 2020

Secure Clean and Efficient Energy (SC3)





Energy WP 2014-2015

Energy efficiency call

- Buildings and consumers
- Heating and cooling
- Industry and products
- Finance for sustainable energy

Smart Cities and Communities

- 'Light-house projects'
- Support measures for enhancing the roll-out of Smart Cities and Communities solutions by stimulating the market demand



Energy WP 2014-2015

Competitive low-carbon energy

- *Renewable electricity and heating/cooling*
- *Modernising the single European electricity grid*
- *Providing the energy system with flexibility through enhanced energy storage technologies*
- *Sustainable biofuels and alternative fuels for the European transport fuel mix*
- *Enabling the sustainable use of fossil fuels in the transition to a low-carbon economy*
- *Supporting the development of a European research area in the field of energy*
- *Social, environmental and economic aspects of the energy system*
- *Cross-cutting issues*



Call Energy Efficiency: Deadlines

Topics*	2014	2015
EE1, EE3, EE18	20/03/2014	
EE4, EE5, EE7, EE8, EE9, EE10, EE11, EE12, EE13, EE14, EE15, EE16, EE19, EE20, EE21	05/06/2014	
EE2, EE18	09/12/2014	
EE5, EE6, EE7, EE9, EE10, EE11, EE13, EE14, EE15, EE16, EE17, EE19, EE20, EE21		10/06/2015

* Corresponds to the topic code in the work-programme



Call Energy Efficiency: Budget

Topics*	Short-hand Description	2014 (M€)	2015 (M€)
EE1, EE2	EeB PPP: Pre-fabricated modules and New Energy Efficient Buildings	8	9
EE3	EeB PPP: Historic Buildings	5	
EE18	SPIRE Topic PPP: Heat recovery	8	8
EE6, EE12, EE13	Demand response in building blocks, socio-economic research and technology for DHC	8,5	13,35
EE11	ICT for energy efficiency	8,5	8,5
EE4, EE5, EE7, EE8, EE9, EE10, EE14, EE15, EE16, EE17	Market uptake in Buildings, Consumers, Industry and Products Empowering public authorities and its stakeholders	34,5	32,8
EE19, EE20, EE21	Finance for sustainable energy including project development assistance	25	26,5

* Corresponds to the topic code in the work-programme



Call Smart cities & communities: Deadlines

Topics*	2014	2015
SCC1	07/05/2014	
SCC2, SCC4	07/05/2014	
SCC1		05/05/2015
SCC3, SCC5		05/05/2015

* Corresponds to the topic code in the work-programme



Call Smart cities & communities: Budget

Topics*	Short-hand Description	2014 (M€)	2015 (M€)
SCC1	SCC solutions	90,32	106,8
SCC2	Developping framework for monitoring	1	
SCC3	Developping system standard		1
SCC4	Public procurers networks	1	
SCC5	Prize		1

* Corresponds to the topic code in the work-programme



Call Competitive low-carbon energy: Deadlines

Topics*	2014		2015
LCE1, LCE2, LCE11, LCE15, LCE16	01/04/2014 (Stage 1)	23/09/2014 (Stage 2)	
LCE22	01/04/2014		
LCE4, LCE7, LCE8, LCE10, LCE14, LCE18	07/05/2014		
LCE1, LCE2, LCE11, LCE15, LCE17	03/09/2014 (Stage 1)		03/03/2015 (Stage 2)
LCE3, LCE12, LCE19, LCE20	10/09/2014		
LCE3, LCE12, LCE19, LCE21 LCE4, LCE5, LCE6, LCE9, LCE14			03/03/2015
LCE18			28/04/2015
LCE13			05/05/2015

* Corresponds to the topic code in the work-programme



Call Competitive low-carbon energy : Budget (M€)

Topics*	Short-hand Description	2014	2015
LCE1	New knoweldge & tech.	20	
LCE2, LCE11	RES – Research	60*	59*
LCE3, LCE12	RES - Demonstration	73*	80*
LCE4, LCE14	Market uptake	20	20
LCE5, LCE6, LCE7	Smart grids	60	71,48
LCE8, LCE9, LCE10	Storage	44,15	26
LCE13	Joint topic with Brazil		10
LCE15, LCE16, LCE17	CCS & other	33	35
LCE18	ERANET	34,25	57,85
LCE19	Coordination of MS	3	3
LCE20	Socio-Eco.	10,5	
LCE21	Socio-Eco.		10
LCE22	NCP Network	1,5	

* Corresponds to the topic code in the work-programme



Progetti collaborativi

R&I Actions

Basic research, applied research, technology development and integration, and testing e validation on a small scale prototype in a laboratory or simulated environment

$2 < \text{TRL} < 6$

Funding rate: 100%

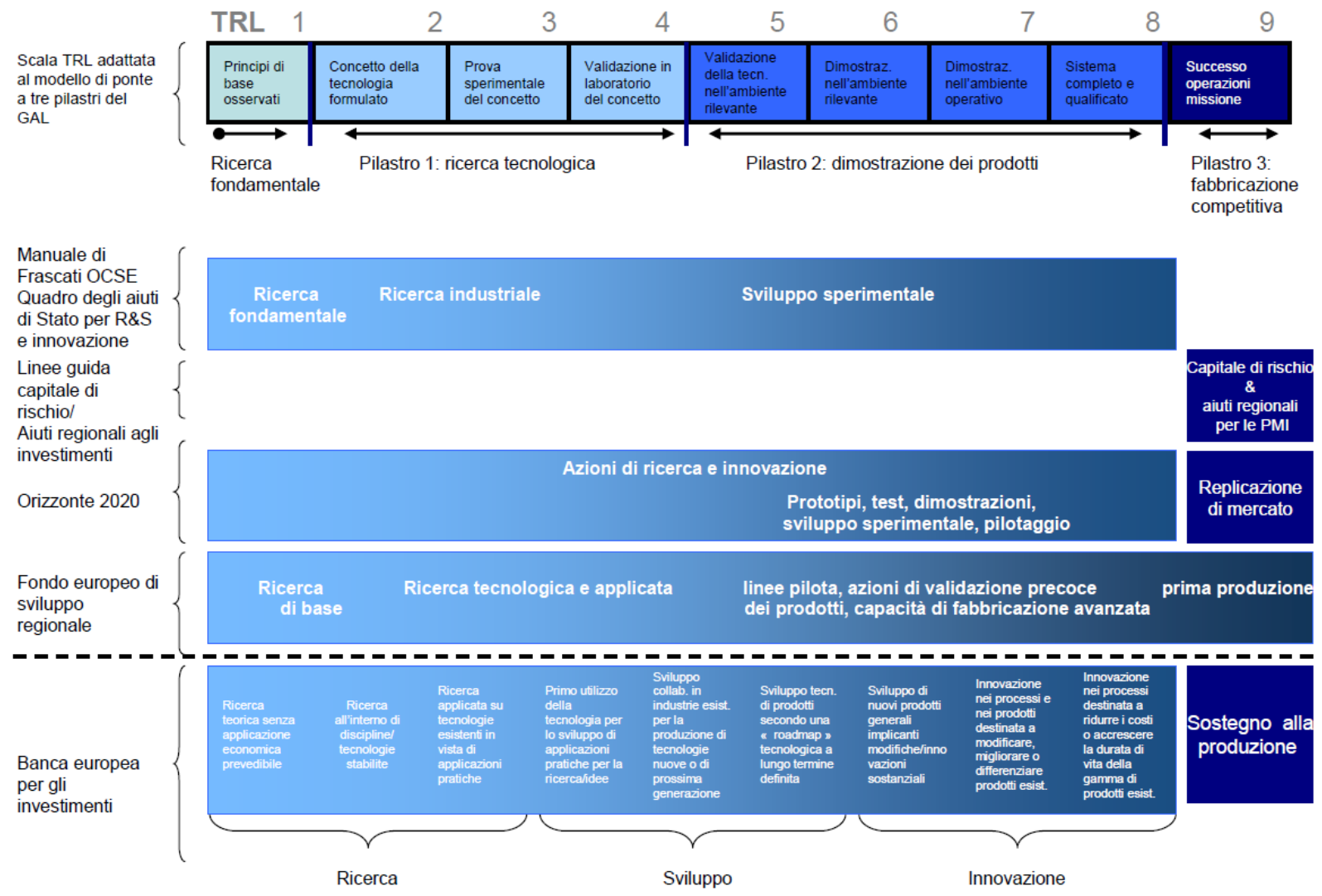
Innovation Actions

Prototyping, testing, demonstrating, piloting, large - scale product validation and market replication

$4 < \text{TRL} < 8$

Funding rate: 70/100%

* Approccio top-down



General Annexes G «Technology Readiness Level»



G. Technology readiness levels (TRL)

Where a topic description refers to a TRL, the following definitions apply, unless otherwise specified:

- TRL 1 – basic principles observed
- TRL 2 – technology concept formulated
- TRL 3 – experimental proof of concept
- TRL 4 – technology validated in lab
- TRL 5 – technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 6 – technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified
- TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

Progetti non necessariamente collaborativi

CSA

Progetti per il coordinamento e supporto di azioni di disseminazione e diffusione di risultati, buone pratiche, attività informative e socialmente rilevanti

Funding rate: 100%

SME Instrument

Strumento operativo studiato per le PMI costituito da 3 fasi. Approccio bottom-up
6<TRL<8

Funding rate: 70%



CONDIZIONI MINIME DI PARTECIPAZIONE (ART.8)

Collaborativi

3 SOGGETTI GIURIDICI indipendenti stabiliti in
 3 diversi stati membri o associati

1 SOLO PARTECIPANTE

ERC, SME Instrument, Azioni Co-fund, CSA, Azioni A
 Supporto Della Mobilita' E Della Formazione Dei Ricercatori
 (Marie Curie)



CONDIZIONI AGGIUNTIVE: possono essere previste nel
 work programme (n. di partecipanti, tipologie di
 partecipanti, etc...)



REGOLE DI FINANZIAMENTO

Tutti i paesi possono partecipare ad Horizon 2020 secondo alcune regole e restrizioni:

AUTOMATIC FUNDING:

- Stati Membri (28) (inclusi I territori e dipartimenti distaccati dal continente)
- Paesi Associati (12)

I partecipanti dei paesi terzi sono finanziati in **CASI ECCEZIONALI** (inclusi BRIC + Messico) quando espressamente indicato nel topic

- Accordi bilaterali
- Quando la Commissione lo ritiene essenziale



DOCUMENTI UTILI

- Work Programme (WP specifico per tema)
- General Annexes (A-K)
- Template (per tipologia di azione)
- Regolamenti (1. Horizon 2020 - Regulation of Establishment; 2. Euratom Horizon 2020 - Regulation of Establishment; 3. Rules for participation; 4 Specific programme; 5. European institute of Innovation and Technology (EIT))
- Annotated grant agreement



TITOLOGIE DI SOTTOMISSIONE

SOTTOMISSIONE IN ONE STAGE

- R&A/IA, CSA

CRITERI:

- Eccellenza,
- Impatto
- Implementazione
- Soglia minima 10 punti; minimo 3 per ogni criterio
- Limiti pagina : 70 (R&IA), 50 (CSA)
- Valutazione: 5 mesi (TTG 8 mesi)

SOTTOMISSIONE IN DOPPIO STAGE

- R&IA, IA

CRITERI:

- Eccellenza
- Impatto (parte)
- Go/Don't Go
- Limiti pagina:15 (attenzione eccezioni) inclusa cover page per la prima fase; 70 (R&IA), 50 (CSA)
- Valutazione: 3 mesi 1° fase; 5 mesi 2° fase



CRITERI DI VALUTAZIONE

- Eccellenza
 - Es. Objectives, concept, progress beyond state-of-art...
- Impatto
 - Es. Potential impact (*con riferimento al WP*); misure per massimizzare l'impatto (*disseminazione, comunicazione, sfruttamento*)
- Implementazione
 - Descrizione dei work packages
 - Informazione su parti terze e subcontraenti

TEMPLATE FORNITO DAL SISTEMA DI SOTTOMISSIONE ELETTRONICA (.RTF)



Horizon 2020 SME Instrument



Le PMI in H2020

Excellent Science

- **European Research Council**
 - Frontier research by the best individual teams
- **Future and Emerging Technologies**
 - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
 - Opportunities for training and career development
- **Research infrastructures** (including e-infrastructure)
 - Ensuring access to world-class facilities

Industrial Leadership

- **Leadership in enabling and industrial technologies**
 - **ICT, nanotechnologies, materials, biotechnology, manufacturing, space**
- **Access to risk finance**
 - Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**
 - Fostering all forms of innovation in all types of SMEs

Societal Challenges

- **Health, demographic change and wellbeing**
- **Food security, sustainable agriculture, marine and maritime research & the bioeconomy**
- **Secure, clean and efficient energy**
- **Smart, green and integrated transport**
- **Climate action, environment, resource efficiency and raw materials**
- **Inclusive, innovative and reflective societies**
- **Security society**

European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)

EURATOM

Approccio integrato in H2020

**20 %
budget
LEIT + SC**

**Progetti collaborativi
13%**

**Strumento PMI
7%**

**LEIT:
'Innovation
in SMEs'**

**Eurostars II
Enhancing Innovation Capacity
Market-driven Innovation**

Access to Risk Finance



Definizione di PMI

La definizione di PMI utilizzata dalla Commissione (da 01/01/2005):

- Impegnata in una attività economica
- < 250 addetti
- Fatturato annuo di \leq € 50 Milioni oppure un bilancio totale di \leq € 43 Milioni
- Autonoma



Definizione:

http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm

Guida alla nuova definizione:

http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/sme_user_guide_it.pdf

Opportunità per le PMI in H2020

- Strumento per le PMI – mainstreaming (applicato in tutte le societal challenges e nelle LEITs)
- Partecipazione dell'Industria ai piu' tradizionali progetti collaborativi
- Fast Track to Innovation
- Sostegno delle PMI a alta intensità di ricerca: innovazione nelle start-ups, spin-offs and giovani imprese research-intensive (Eurostars2)
- Rafforzare le capacità di innovazione delle PMI (mentoring e coaching + other activities – ProInno...): Innovation in SMEs
- Accesso alla finanza di rischio (prestiti e strumenti di equity)
- Dottorati industriali, scambio e mobilità dei ricercatori incluse le PMI (Marie Curie actions)
- Link all'accesso ai procurement



Lo strumento per le PMI



Concept & Feasibility Assessment

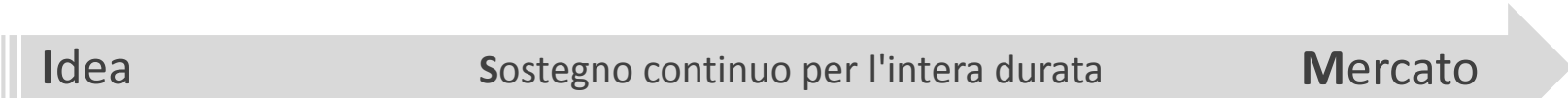
Idea to concept,
 risk assessment,
 technological & commercial
 feasibility

Demonstration Market replication R&D

Demonstration, prototyping,
 testing , market replication,
 scaling up, miniaturisation,
 research

Commercialisation

Quality label for
 successful projects,
 access to risk finance,
 indirect support



Idea

Sostegno continuo per l'intera durata

Mercato

Lo strumento PMI: le tre fasi

Fase 1: concetto e valutazione della fattibilità

Input:
 Idea/Concept in "**Business Plan I**"
 (~ 10 pages)

Main Activities:
 Feasibility of concept
 Risk assessment
 IP regime
 Partner search
 Design study
 Pilot application

Output: elaborated "**Business plan II**"

Lump sum: around
 50.000 €
 ~ 6 months

Fase 2: R&D, dimostrazione, market replication

Input:
 "**Business plan II**" +
 "**Description of activities under Phase2**" (~ 30 pp.)

Main Activities:
 Development Prototyping
 Testing
 Piloting
 Miniaturisation
 Scaling-up
 Market replication

Output: investor-ready "**Business plan III**"

Output based payments:
 1 to 2,5 M€ EU funding
 ~ 12 to 24 months

Fase 3: Commercializzazione

Input:
 "**Business plan III**"
 +
Opportunities:
 '**Quality label**' for successful Phase 1 & 2

Easier access to private finance
 Support via networking, training, coaching, information, addressing i.a. IP management, knowledge sharing, dissemination

SME window in the EU financial facilities (debt facility and equity facility)

No direct funding



Call SIE: Cut-Off Dates

Topic SIE1 = SME Instruments

Open for submission on 01/03/2014

	2014	2015
Phase 1	18/06/2014 24/09/2014 17/12/2014	18/03/2015 17/06/2015 17/09/2015 25/11/2015
Phase 2	09/10/2014 17/12/2014	18/03/2015 17/06/2015 17/09/2015 25/11/2015

Budget	2014	2015
Phase 1	3,40	3,73
Phase 2	29,89	32,79
Mentoring & coaching and Phase 3	0,68	0,74
Budget	33,95M€	37,26M€

LO STRUMENTO PMI: *dall'idea al mercato*

- **SOLO PER PMI** (1 PMI o consorzio di PMI)
- **APPROCCIO BOTTOM UP** (più o meno generico) nei SC/LEIT
- **OPEN CALL**, organizzate in **3 FASI**
 - lump sum per esplorare la fattibilità e il potenziale commerciale dell'idea progettuale
 - Grant per attività di R&I con focus sulle attività dimostrative
 - Misure di supporto e attività di networking per lo sfruttamento dei risultati
- Nessun obbligo per i partecipanti di coprire tutte e tre le fasi
- Combinazione di attività di dimostrazione (test, prototipizzazione, ...) e ricerca
- Gestione centralizzata (**EACI → EASME**)

LO STRUMENTO PMI: *strumenti aggiuntivi*

- Key Account Management (Mentoring)
- Coaching: Fase 1 → 3 Giorni;
 Fase 2 → 12 Giorni
- EEN (Enterprise Europe Network)

SME I nelle LEITs – Il Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
ICT-37-2014/2015 Open Disruptive Innovation Scheme (implemented through the SME instrument)	€ 45 million 2014 € 45 million 2015	70%
NMP 25 – 2014/2015 Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	€ 21,80 million 2014 € 23,80 million 2015	70%
BIOTEC 5 – 2014/2015 SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability	€ 3,80 million 2014 € 2,40 million 2015	70%
SME-SPACE-1-2014/2015 Call “SME Instrument” 2014 and 2015	€ 8,50 million 2014 € 8,75 million 2015	70%

SME I nelle Societal Challenges – III Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
SC 1 - PHC 12- 2014-2015 Clinical validation of biomarker and/or diagnostic medical devices	€ 66,10 million 2014 € 45 million 2015	100%
SC 2 - SFS 8 – 2014-2015 Resource-efficient eco-innovative food production and processing	€ 9 million 2014 € 17 million 2015	70%
SC 2 - BG 12 – 2014-2015 Supporting SMEs efforts for the development-deployment and market replication of innovative solutions for blue growth	€ 3 million 2014 € 5 million 2015	70%
SC 3 - SIE 1 – 2014-2015 Stimulating the innovation potential of SMEs for a low carbon and efficient energy system.	€ 33,95 million 2014 € 37,26 million 2015	70%
SC 4 - IT.1 - 2014-2015 Small business innovation research for transport	€ 35,87 million 2014 € 38,96 million 2015	70%
SC 5 - SC5 – 20 – 2014-2015 Boosting the potential of small business for eco-innovation and a sustainable supply of raw material	€ 17 million 2014 € 19 million 2015	70%
SC 6 - INSO 9 – 2015 Innovative mobile e-government applications by SMEs.	€ 4 million 2015	70%
SC 6 - INSO 10 – 2015 SME business model innovation for inclusive societies.	€ 11 million 2015	70%
SC 7 - DRS 17 – 2014-2015 Protection of urban soft targets and urban critical infrastructures	€ 7 million 2014 € 7,4 million 2015	70%

under this cut-off and theoretical maximum success rate per topic



Topic	Proposals	Max. project fundable	Max. success rate
ICT 37: Open Disruptive Innovation Scheme	885	30	3.4%
NMP 25: Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	305	14	4.6%
BIOTECH 5: SME boosting biotechnology-based industrial processes driving competitiveness and sustainability	73	2	2.7%
LEIT Space-SME	128	5	3.9%
PHC12 :Clinical research for the validation of biomarkers and/or diagnostic medical devices	213	44	20.7%
SFS8: Resource-efficient eco-innovative food production and processing	129	6	4.6%
BG12: Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth	49	2	4.1%
SIE 1: Stimulating the innovation potential of SMEs for a low carbon and efficient energy system	372	22	5.9%
IT.1: Small business innovation research for Transport	229	24	10.5%
SC-5-20: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials	241	11	4.6%
DRS17-Protection of urban soft targets and urban critical infrastructures	42	4	9.5%

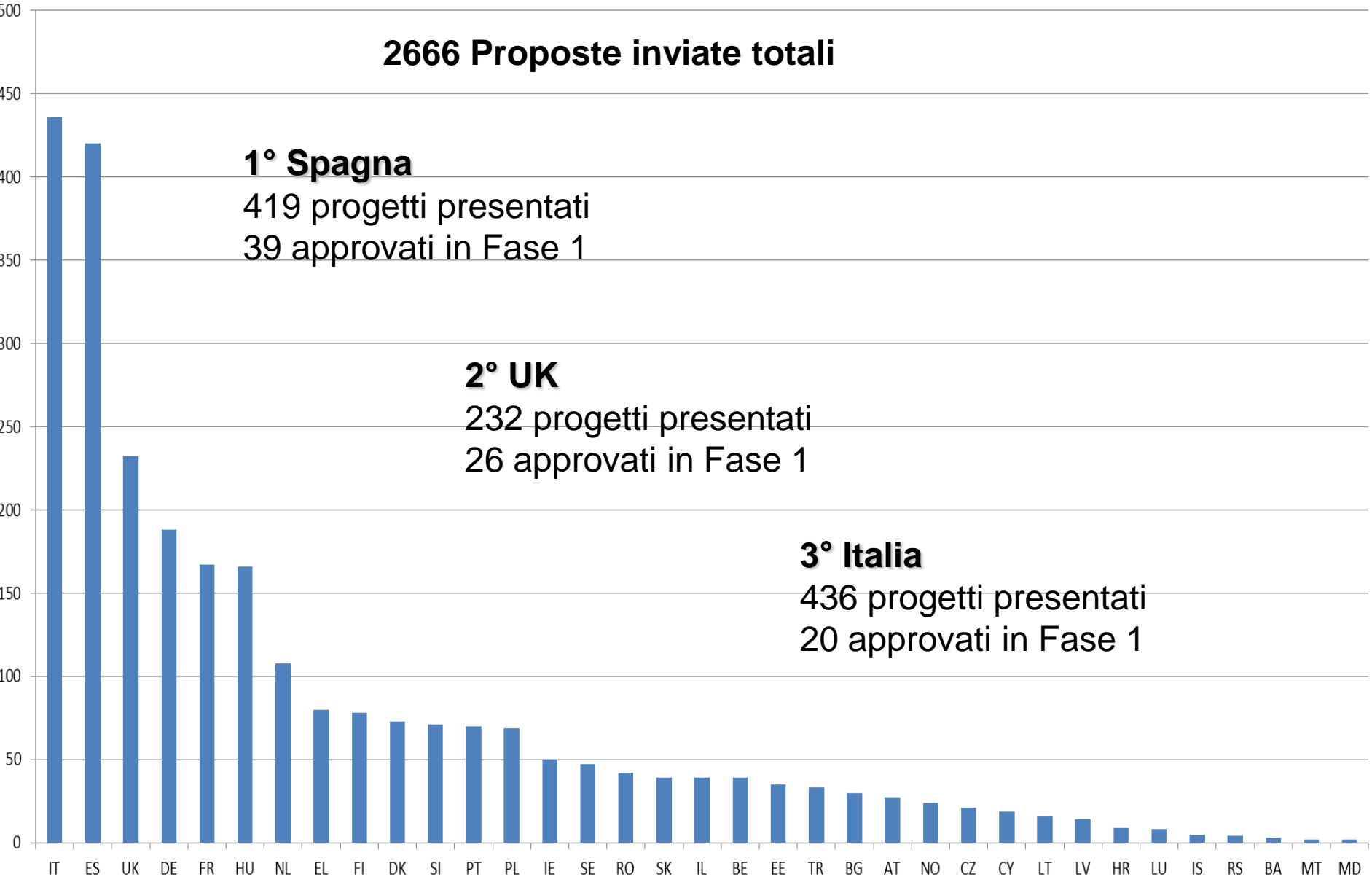
Number of proposals by country

2666 Proposte inviate totali

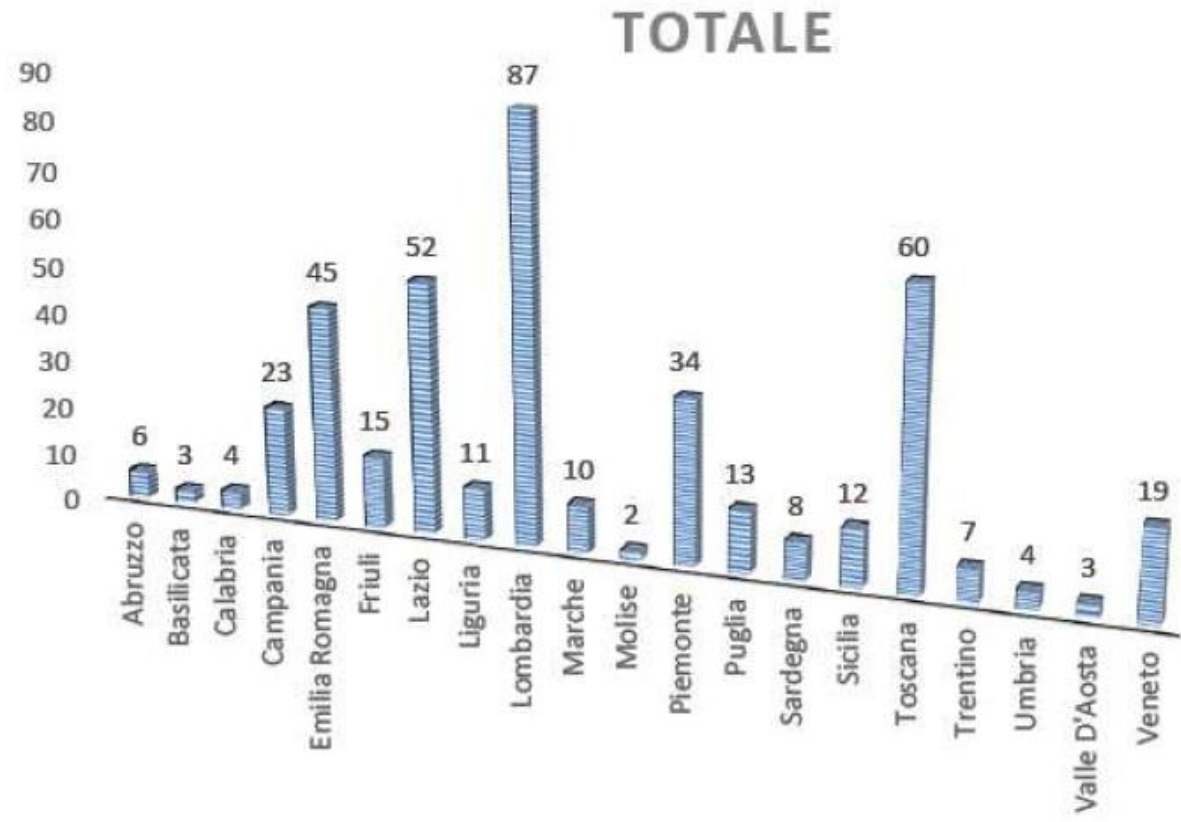
1° Spagna
419 progetti presentati
39 approvati in Fase 1

2° UK
232 progetti presentati
26 approvati in Fase 1

3° Italia
436 progetti presentati
20 approvati in Fase 1



Proposte inviate per Regione

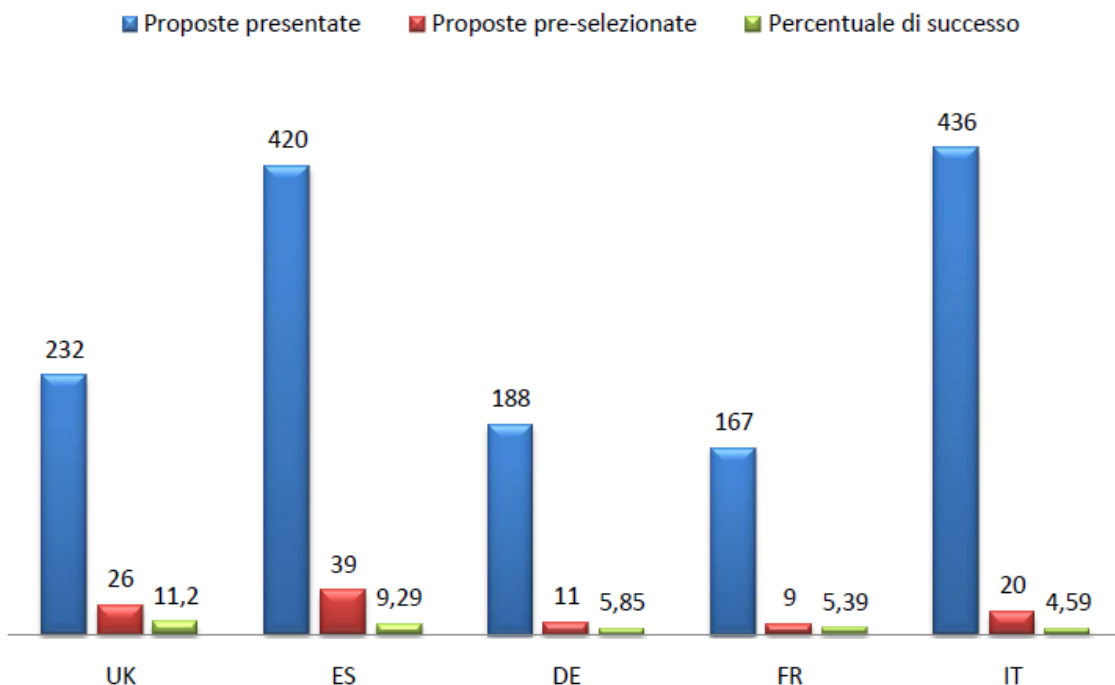




STRUMENTO PMI: PRIMI RISULTATI

Primi dati sulla partecipazione

Prima cut-off date Strumento PMI - FASE 1 - 18 settembre 2014



Fonte: EASME –Executive Agency for SMEs

2.666

Proposte presentate

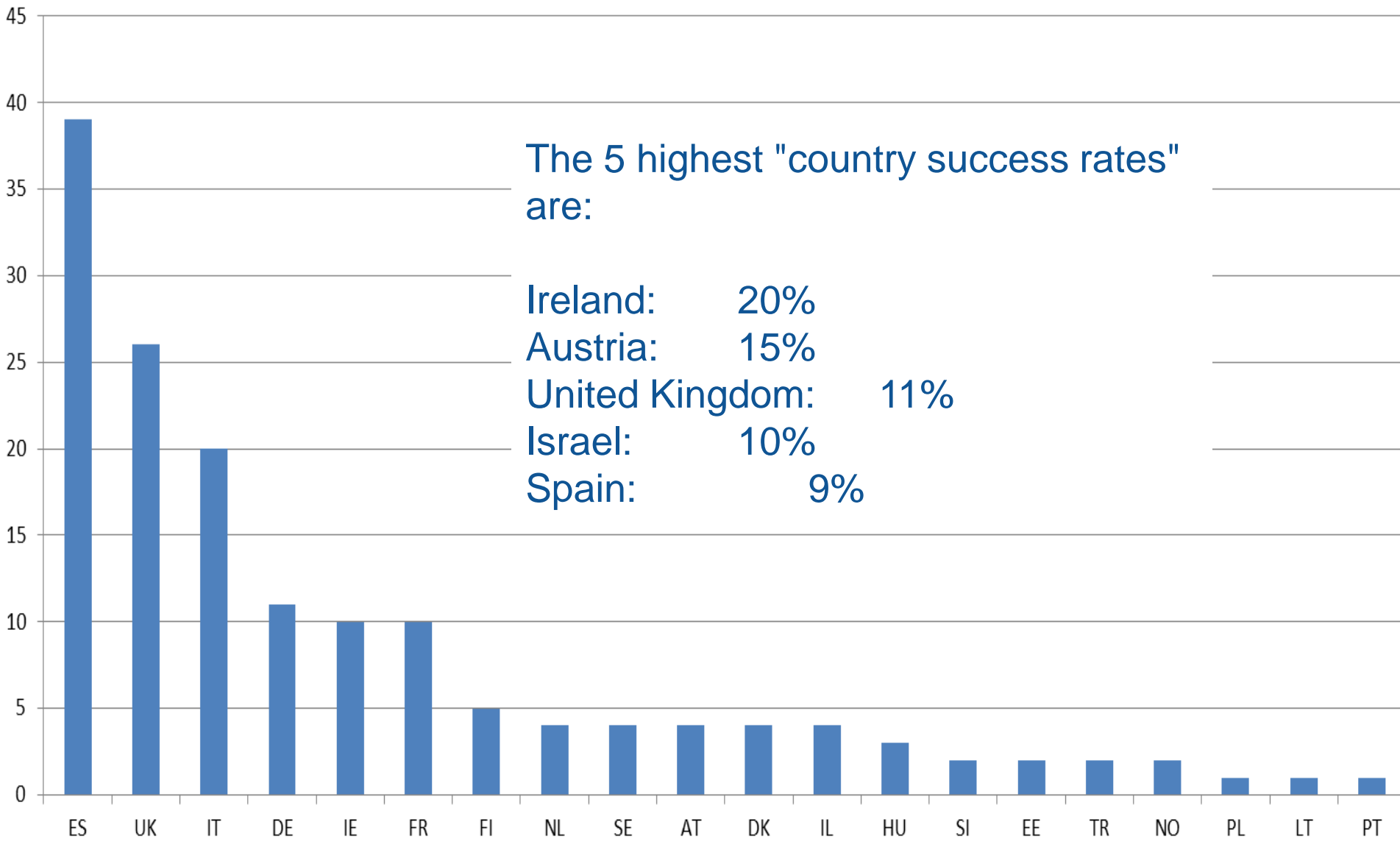
317

Proposte hanno superato la valutazione

155

Proposte preselezionate per il finanziamento

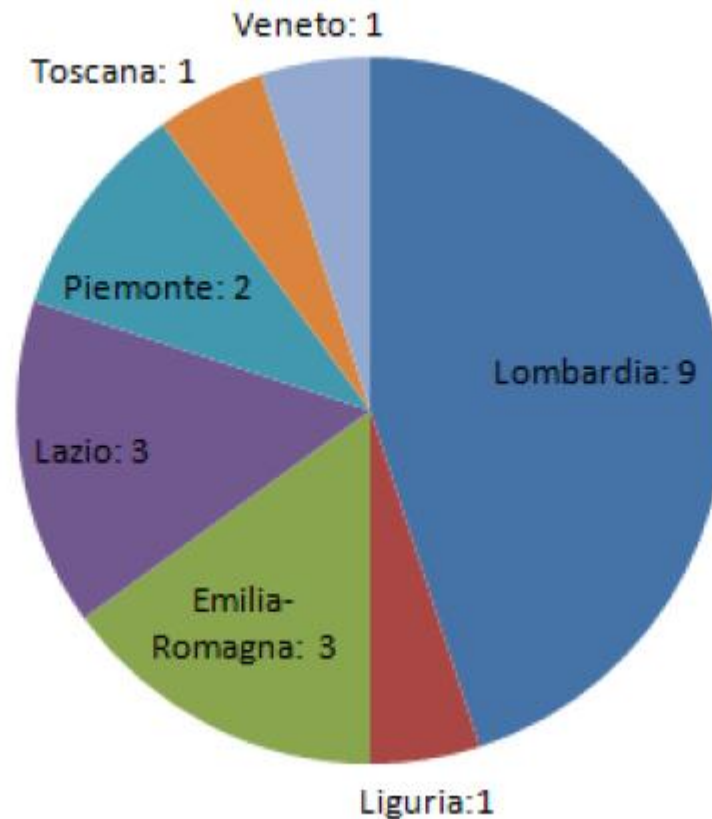
Country distribution of funded projects



The 5 highest "country success rates" are:

- Ireland: 20%
- Austria: 15%
- United Kingdom: 11%
- Israel: 10%
- Spain: 9%

Distribuzione geografica imprese italiane finanziate



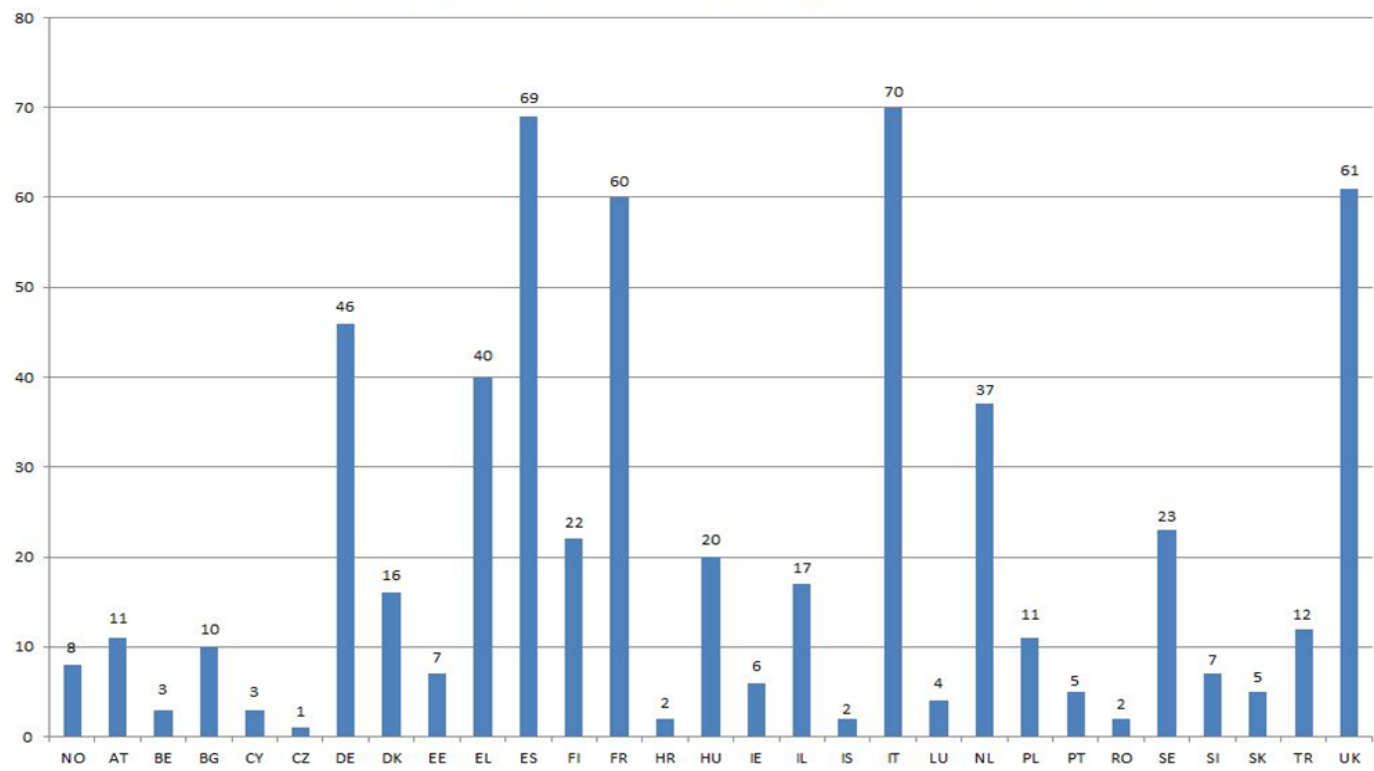
Map of beneficiaries



20 PMI finanziate; 4,59 % di successo

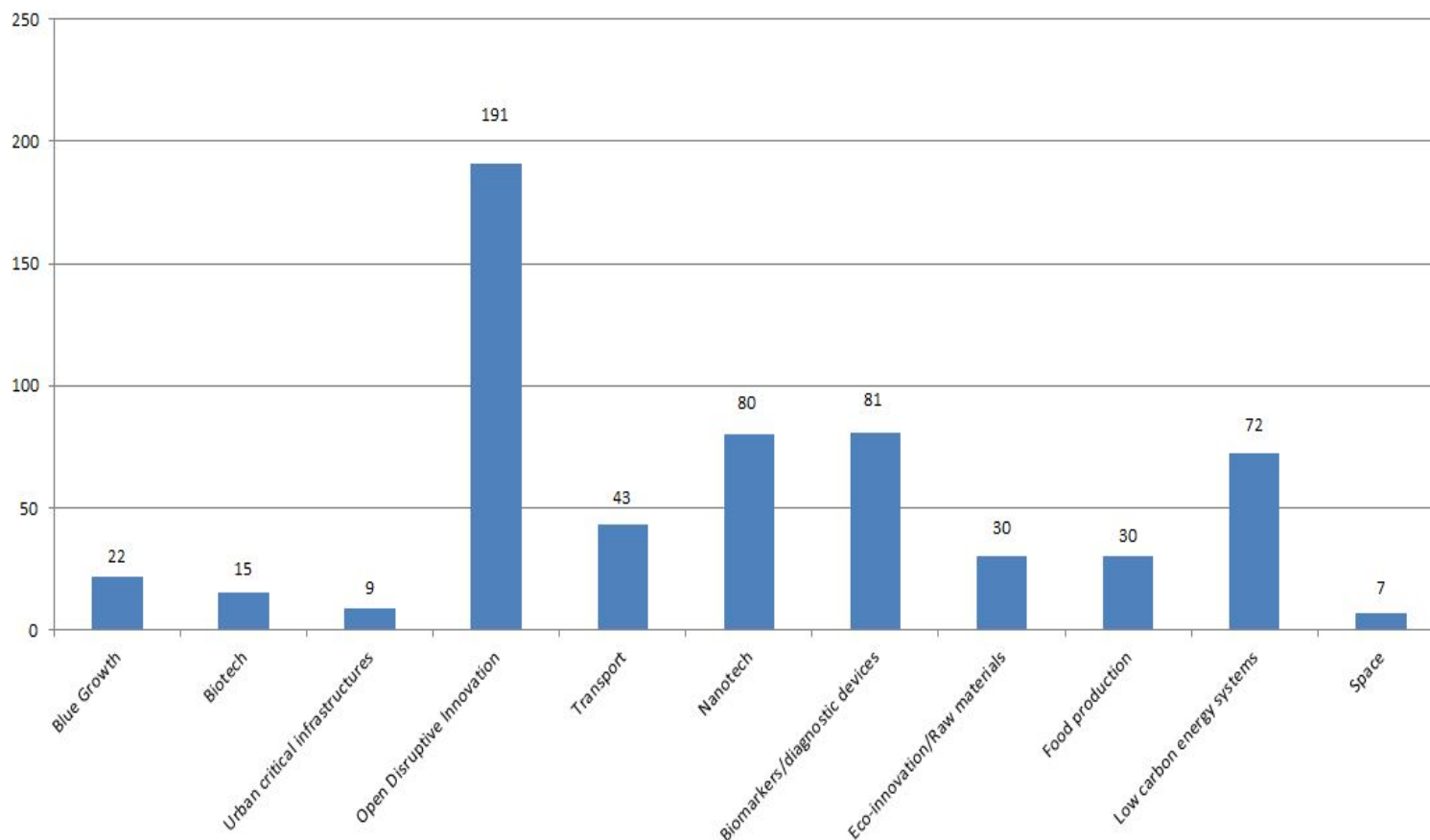
Phase 2 – Cut off

Horizon 2020 SME Instrument
Number of proposals submitted by country - phase 2 - October 2014



Phase 2 – Cut off

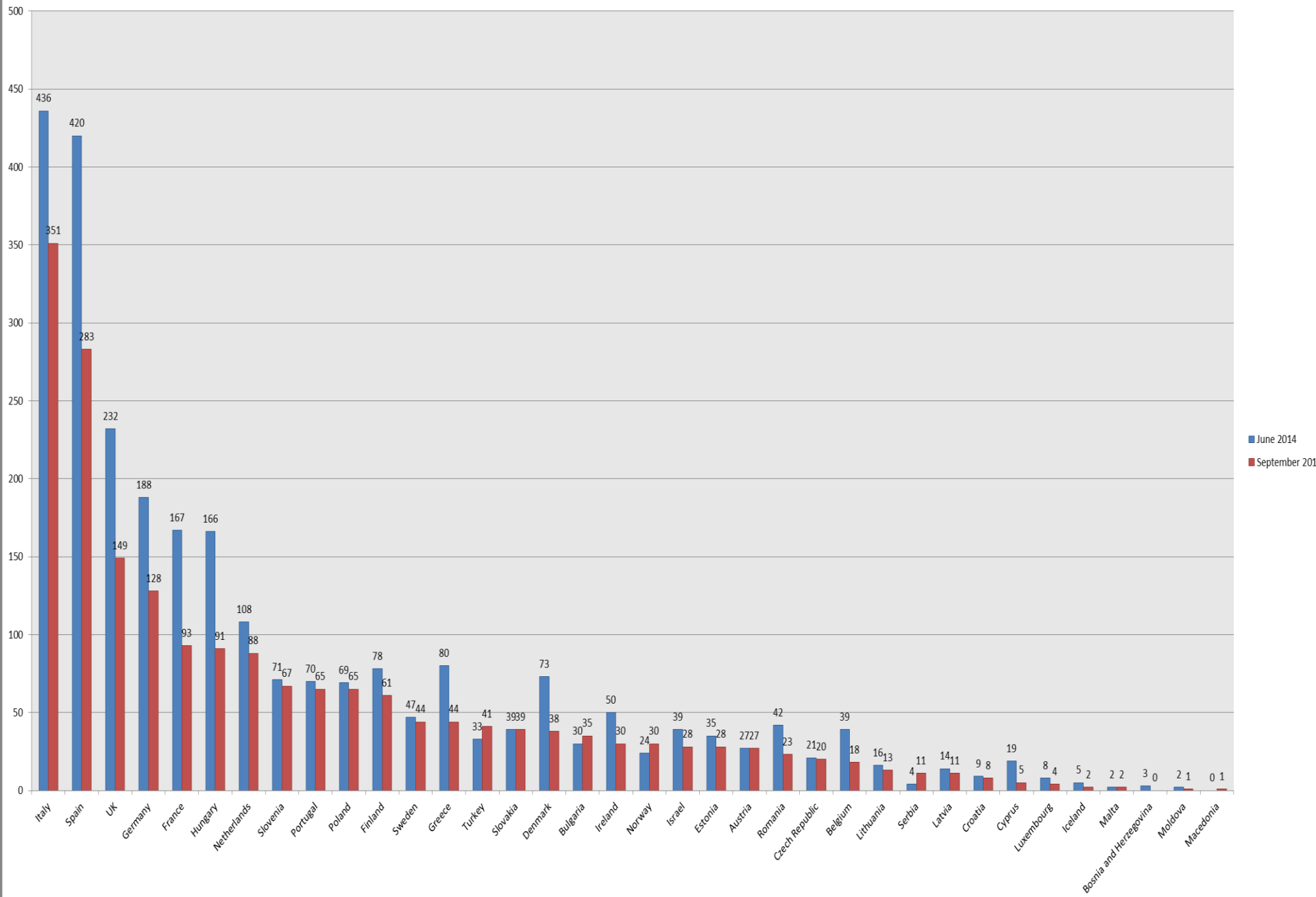
Horizon 2020 SME Instrument
 Phase 2 - October 2014
 Number of proposals received per subject



Horizon 2020 SME Instrument

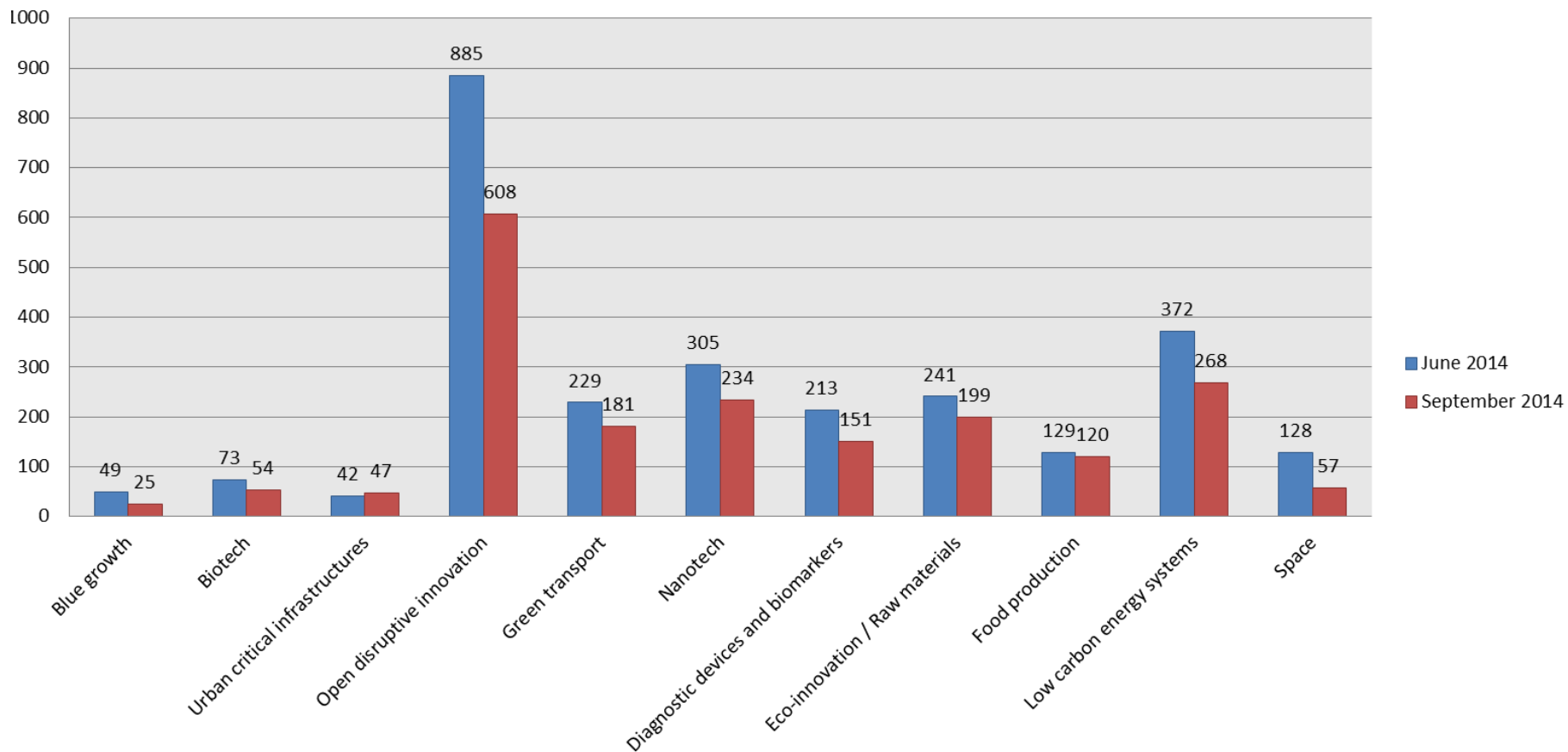
Number of proposals submitted by country

Updated September 2014

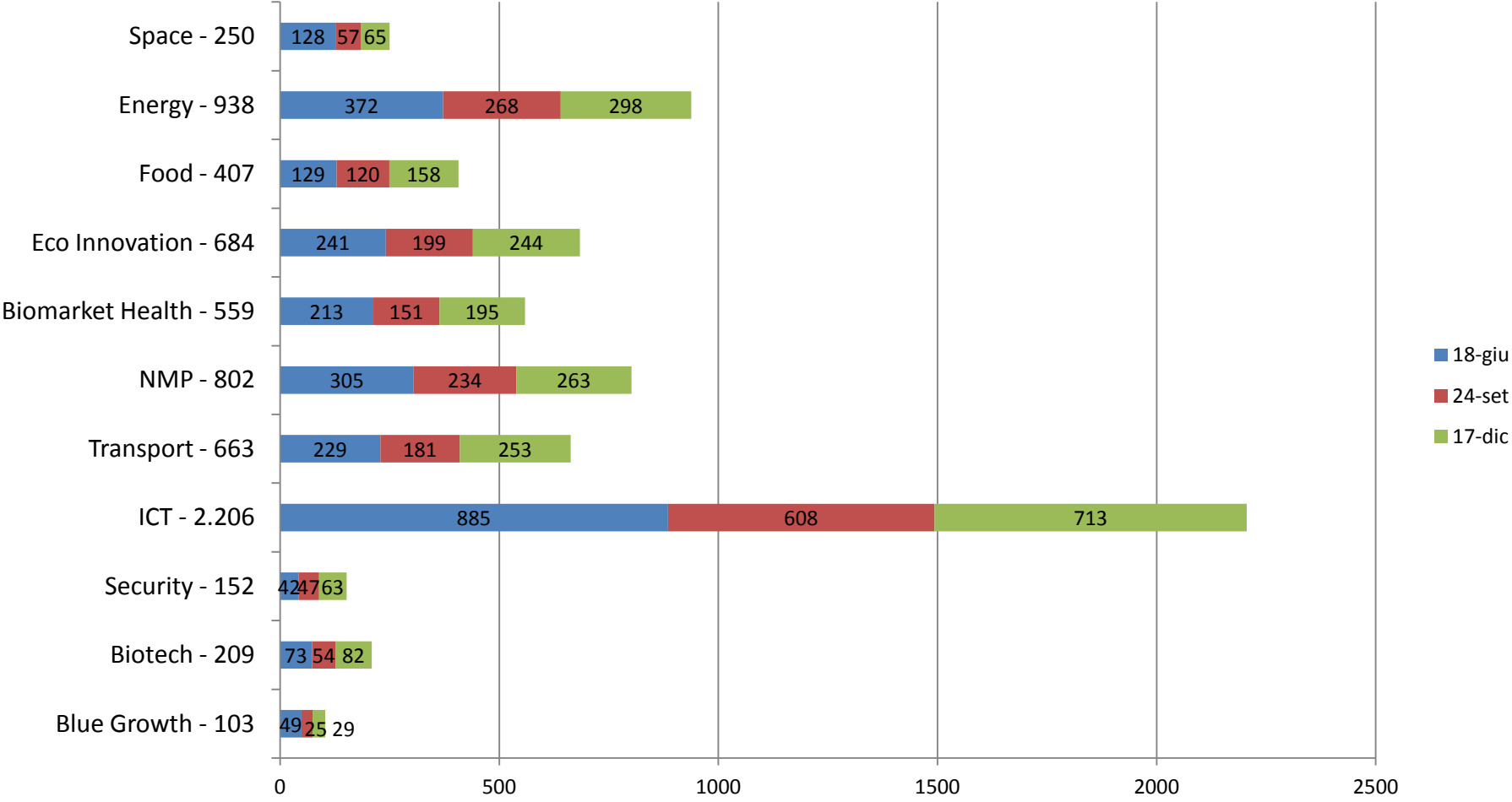


Number of proposals submitted by topic for the 2 cut-off dates:

Horizon 2020 SME Instrument
Number of proposals submitted by topic
 Updated September 2014



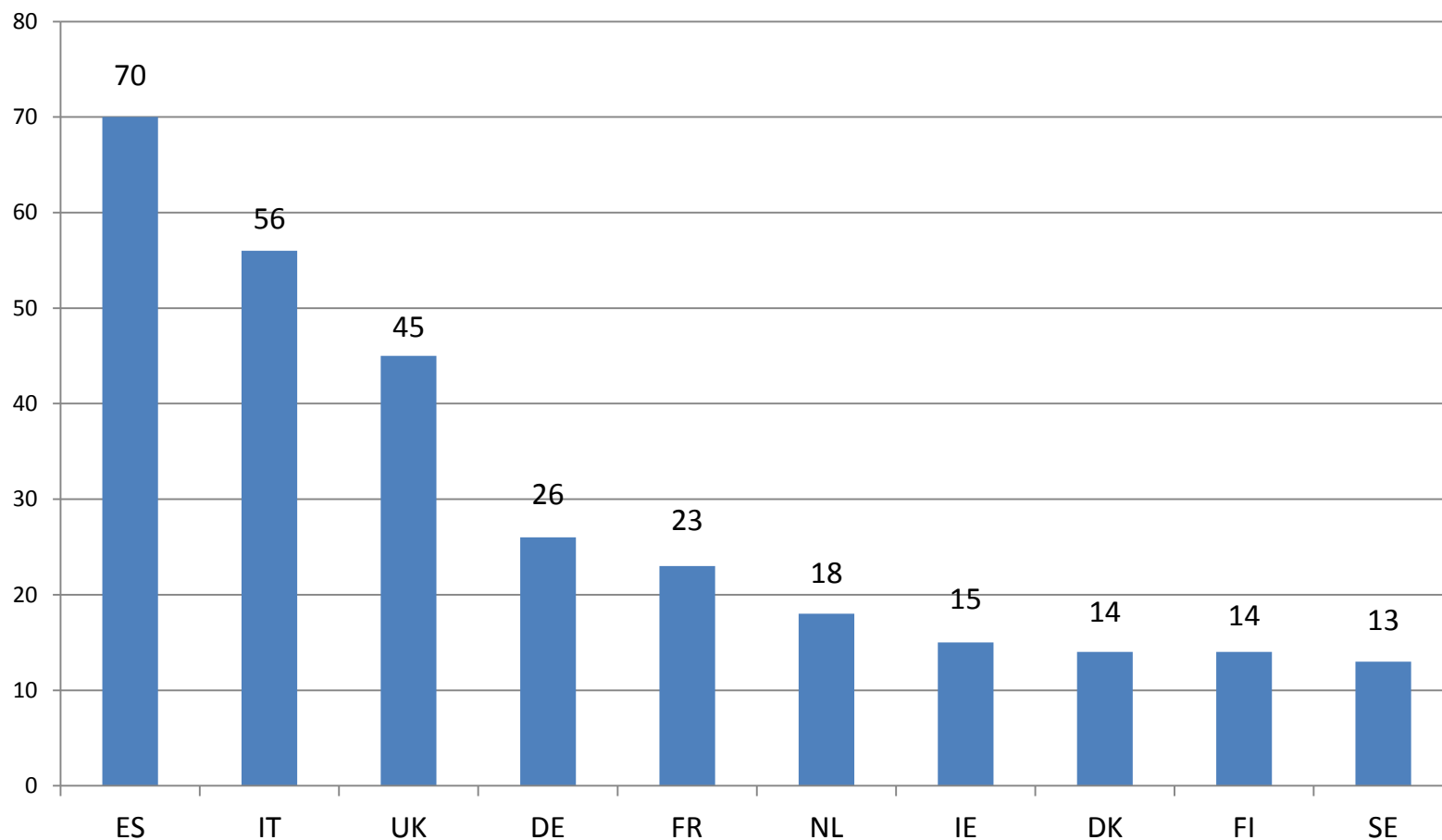
Fase 1: proposte presentate per topic



Fase 1: proposte finanziate per topic

Topic	Budget in EUR for first cut-off	Projects funded under the first cut-off	Budget in EUR for second cut-off	Projects funded under the second cut-off
BG-12	150,000	3	250,000	5
Biotech	150,000	3	200,000	4
IT-1	1,300,000	26	1,150,000	23
NMP	850,000	17	950,000	19
SC-5	600,000	12	750,000	15
SFS-8	350,000	7	450,000	9
SIE-1	1,150,000	23	1,400,000	28
SPACE	200,000	4	500,000	10
DRS-17	300,000	6	250,000	5
PHC-12	1,200,000	24	1,050,000	21
ICT-37	1,500,000	30	1,950,000	39
TOTAL	7,750,000	155	8,900,000	178

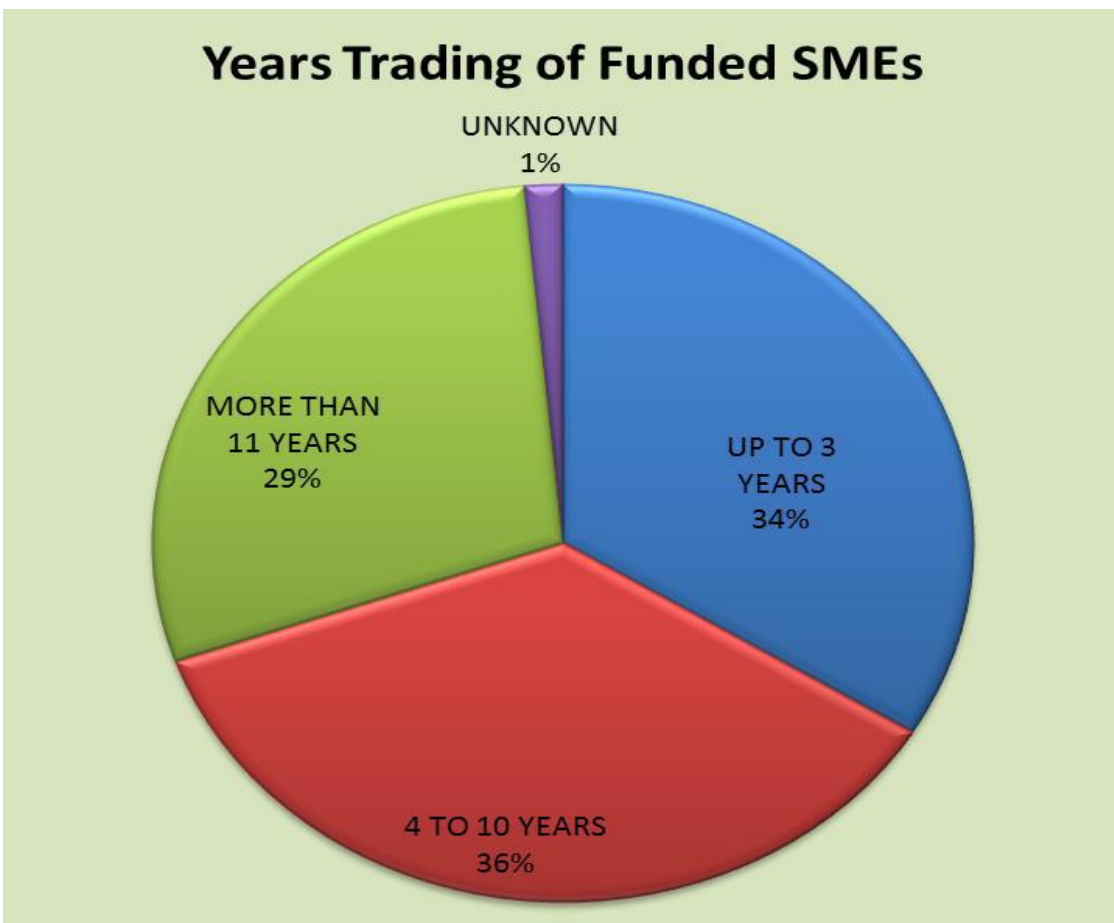
Fase 1: partner finanziati per Paese *



* 18/06/2014 + 24/09/2014

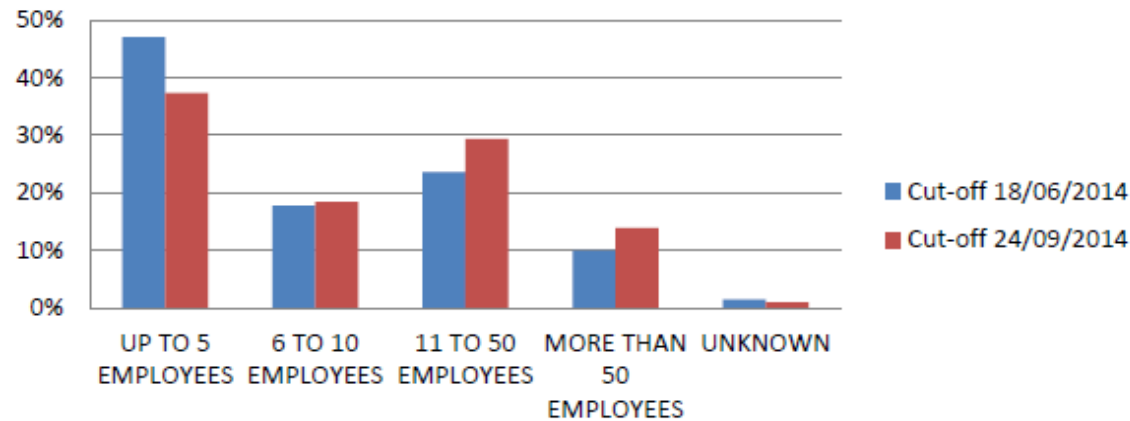
Fase 1: tipologia di azienda finanziata (24/9)

Il 91% delle proposte finanziate (161) provengono da singole aziende.

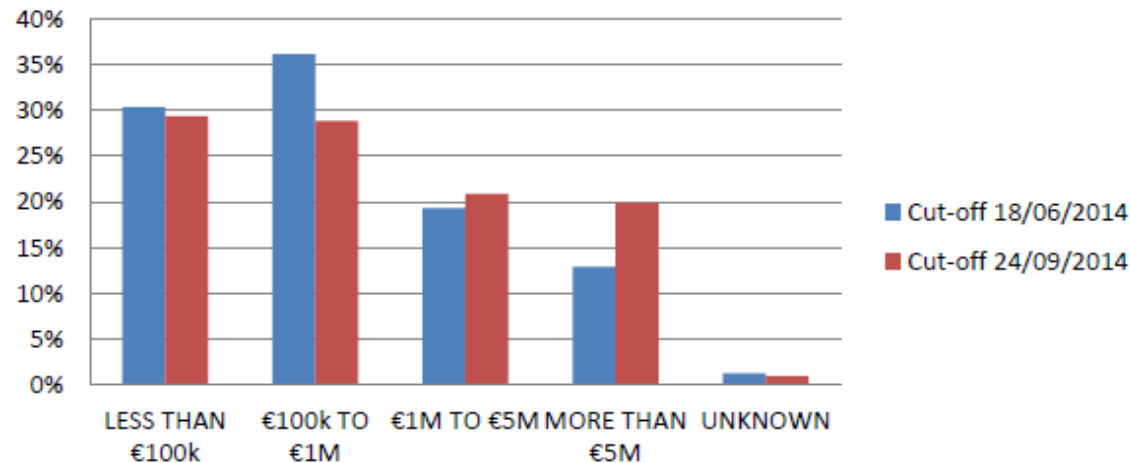


Fase 1: tipologia di azienda finanziata

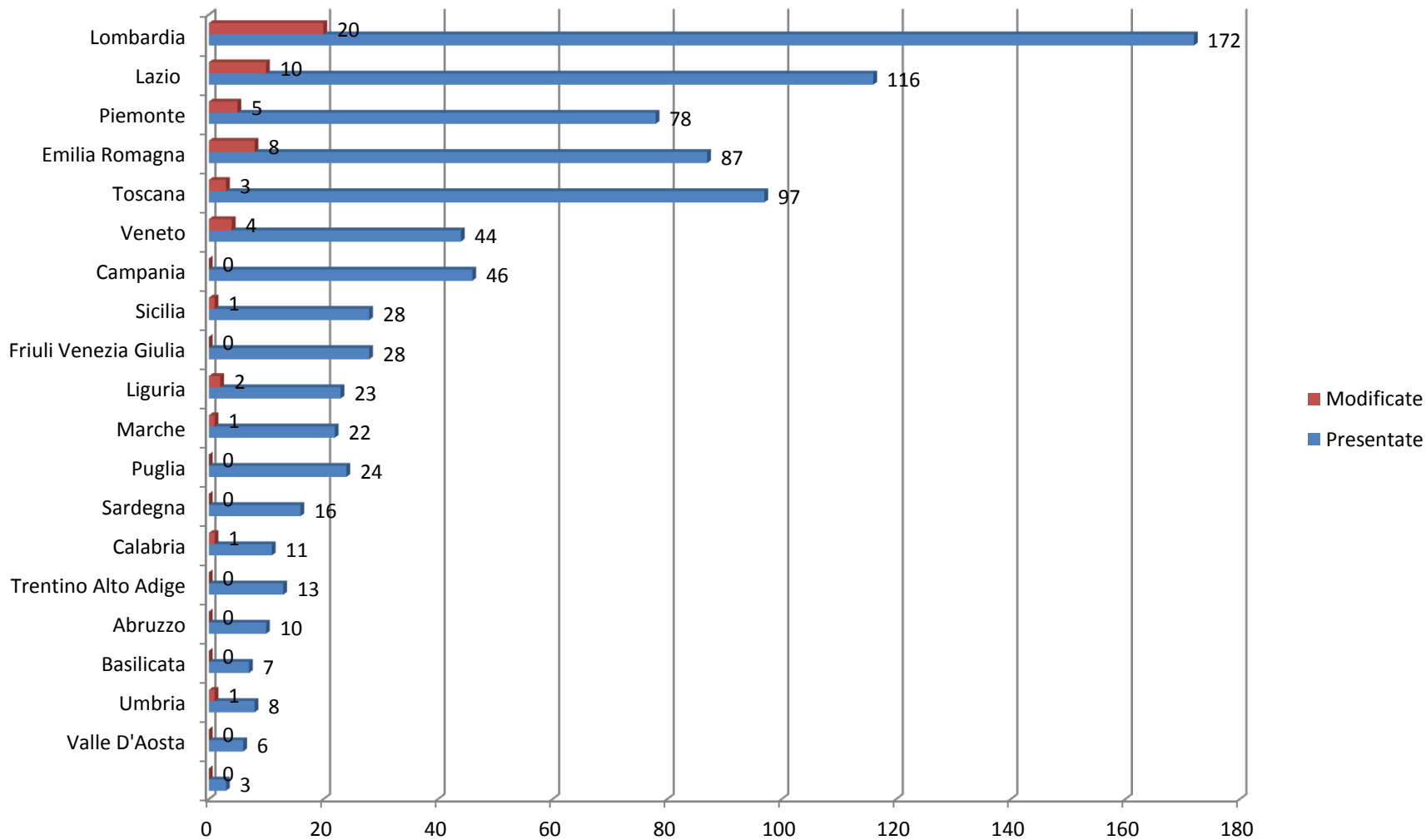
Staff in Phase 1 funded SMEs



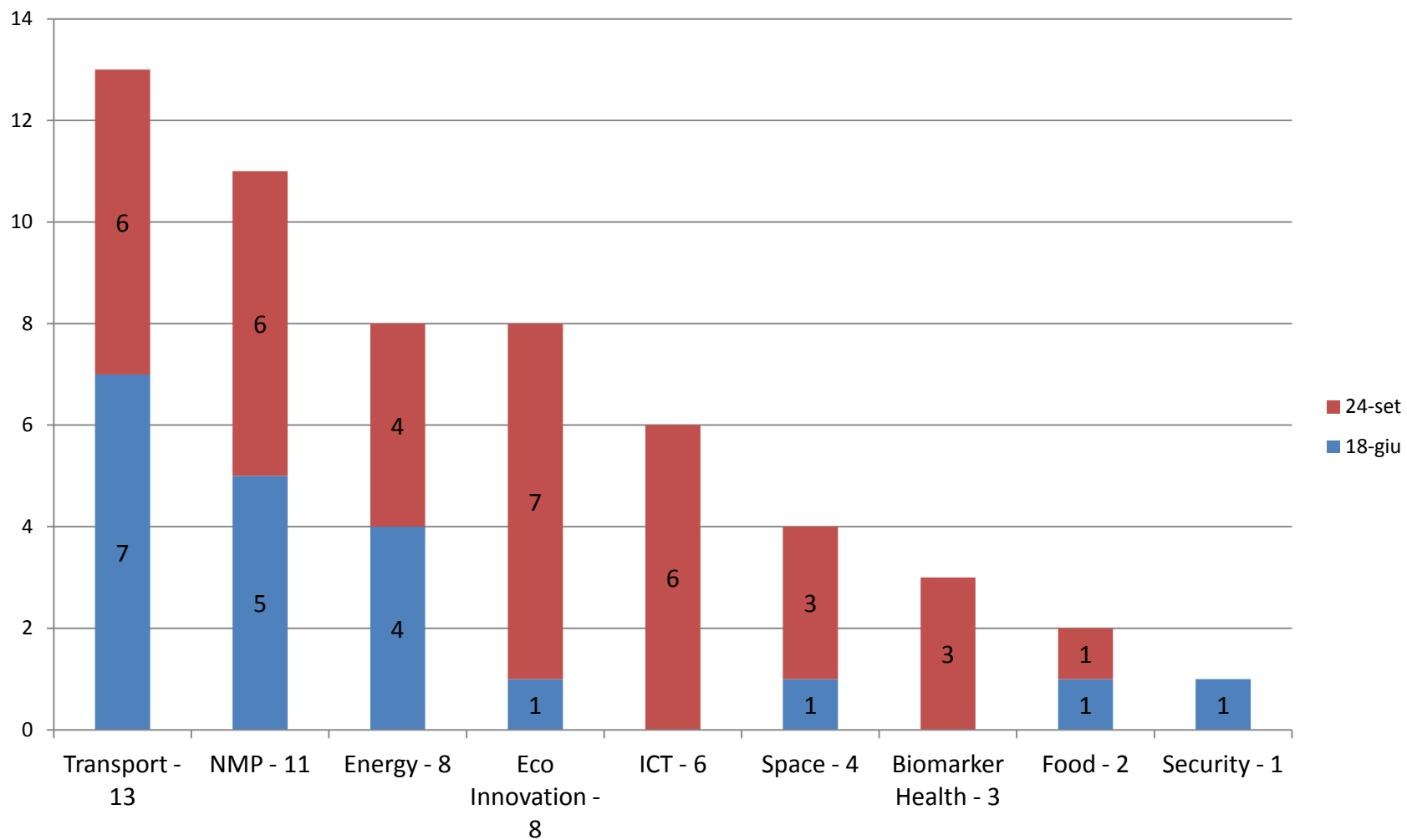
Turnover of Phase 1 funded SMEs



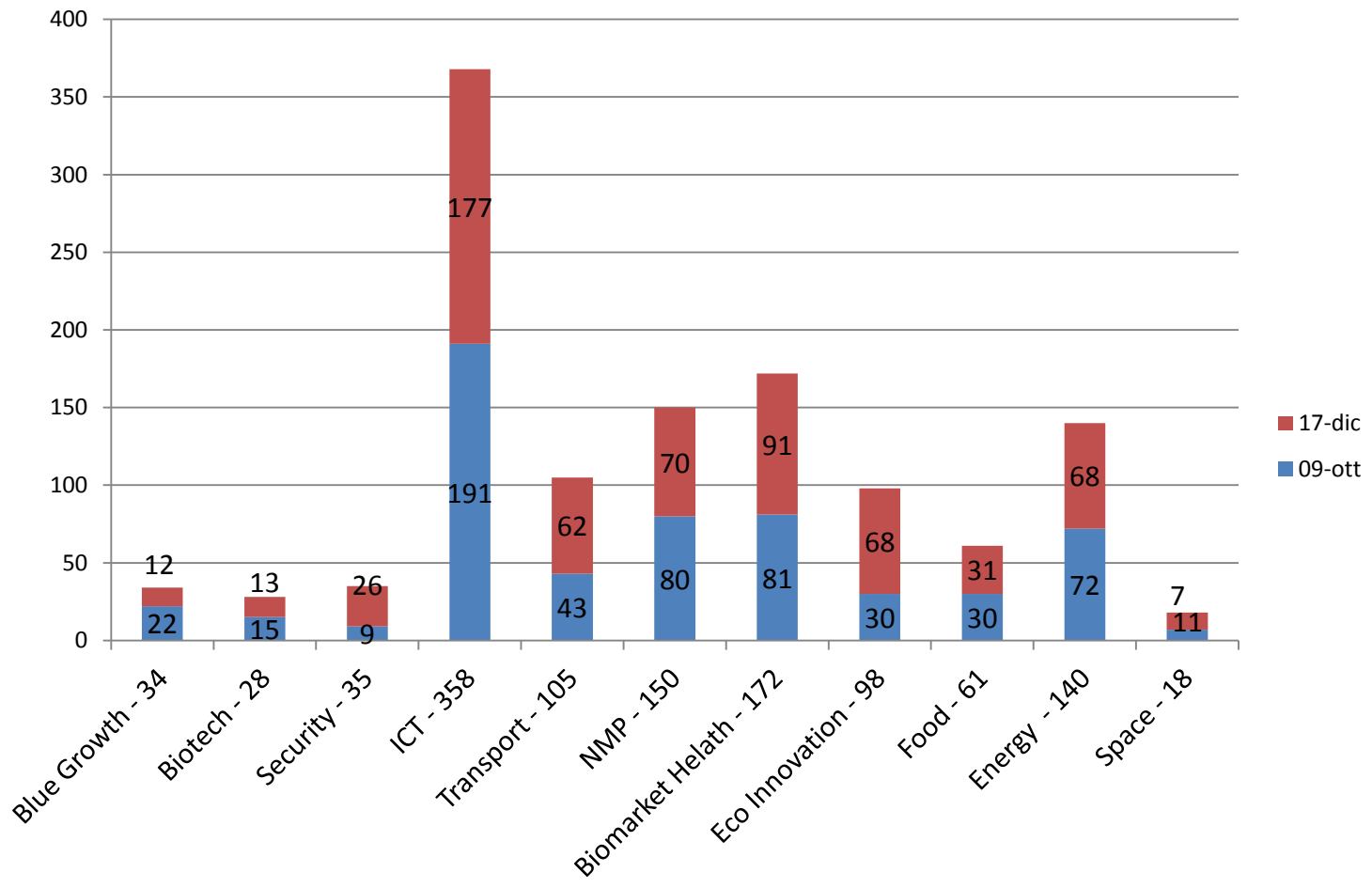
Fase 1: distribuzione regionale



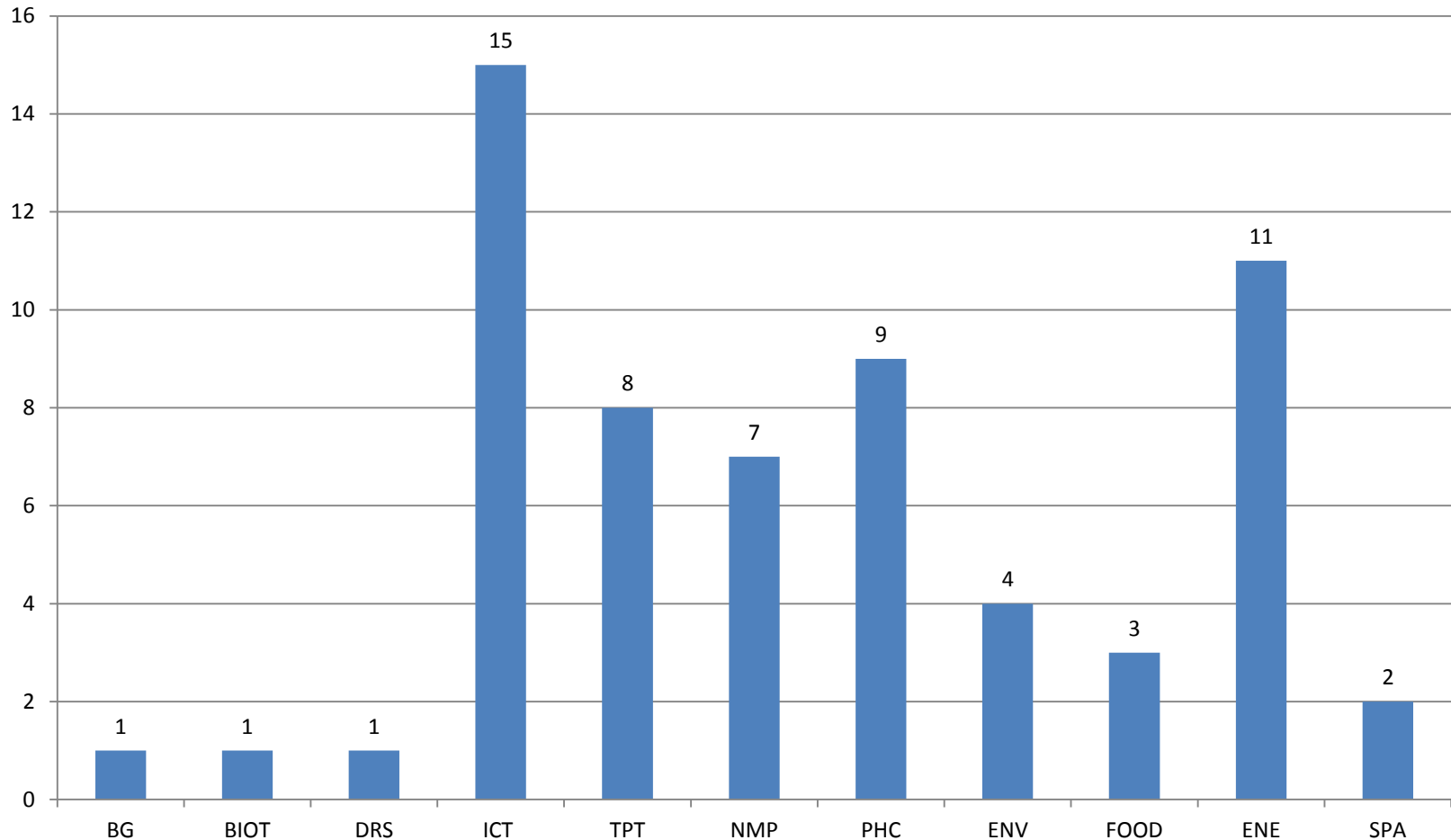
Fase 1: PMI italiane finanziate per topic



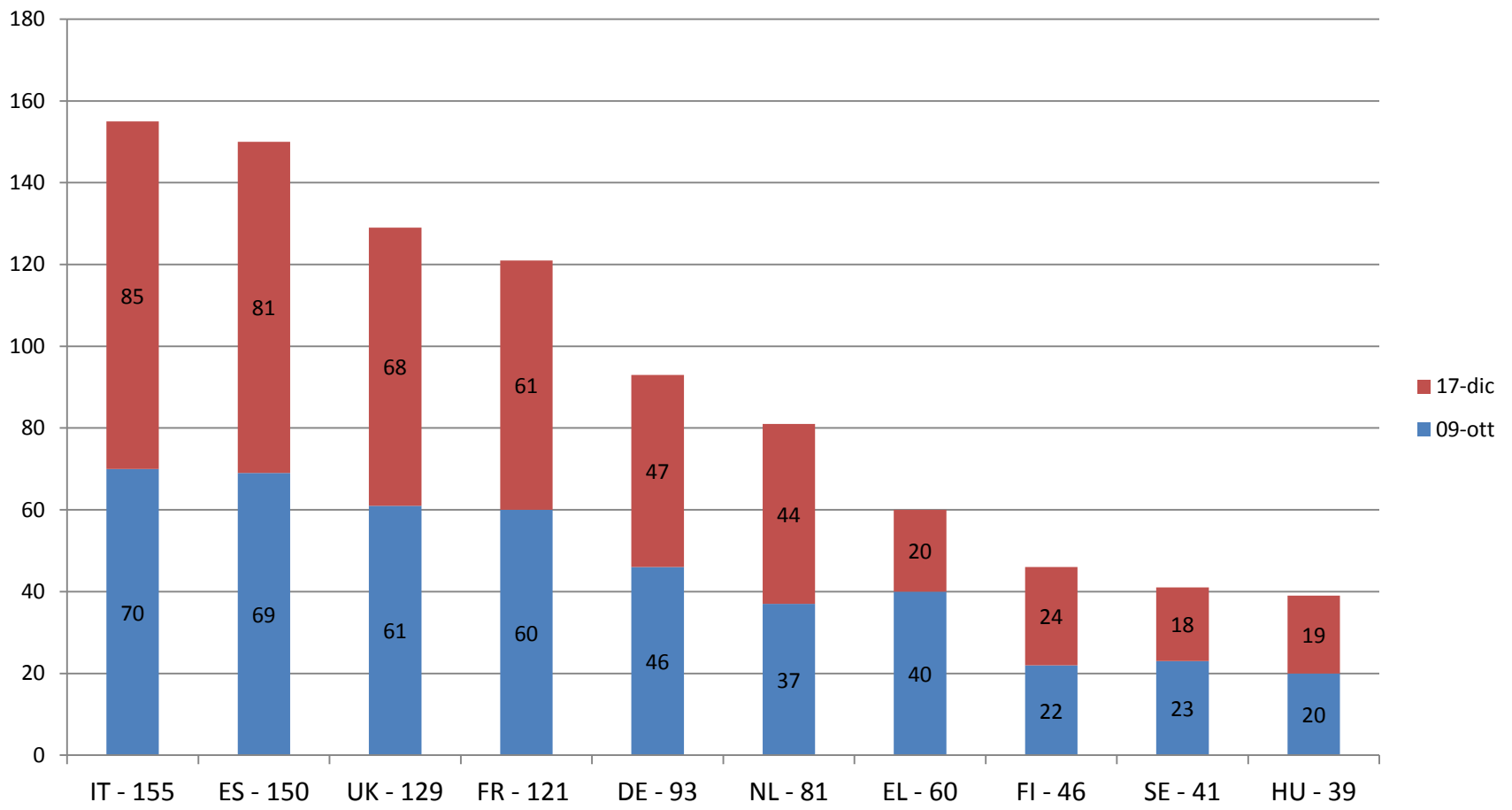
Fase 2: proposte presentate per topic (per partner)



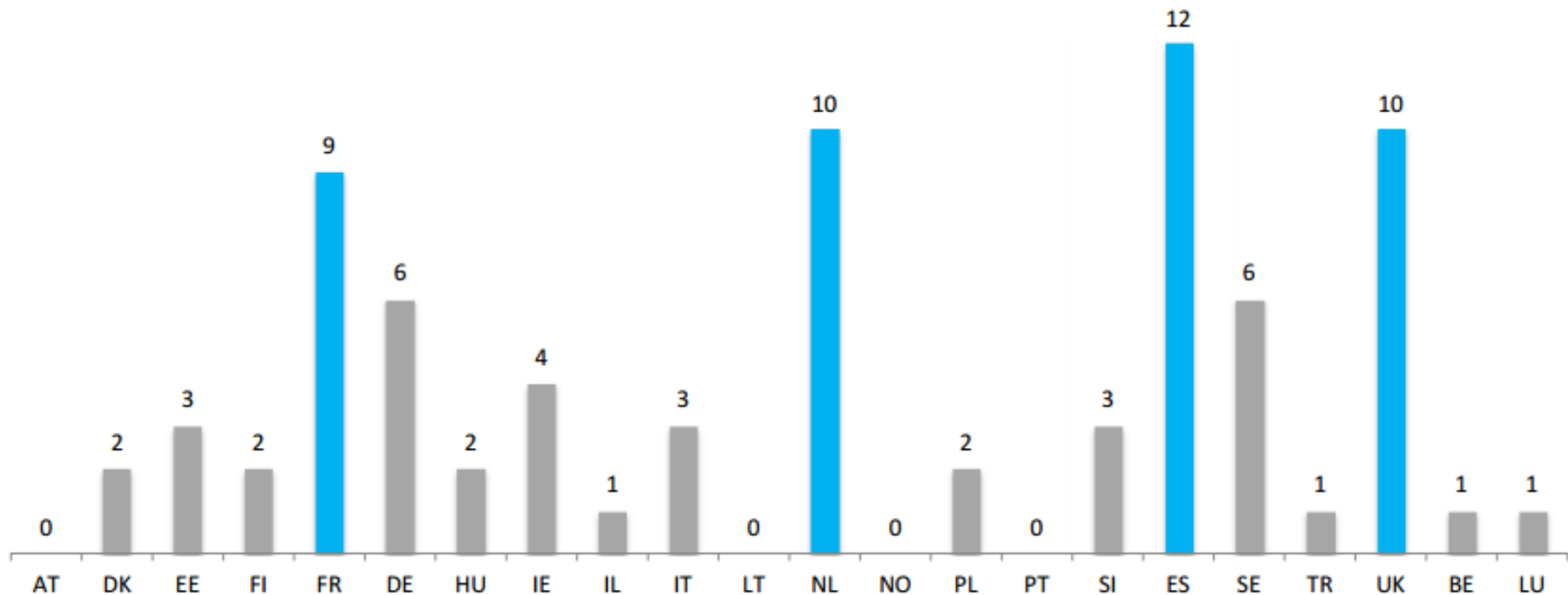
Fase 2: proposte finanziate per topic (9/10)



Fase 2: proposte presentate per Paese (per partner)



Fase 2: proposte finanziate per Paese (9/10)

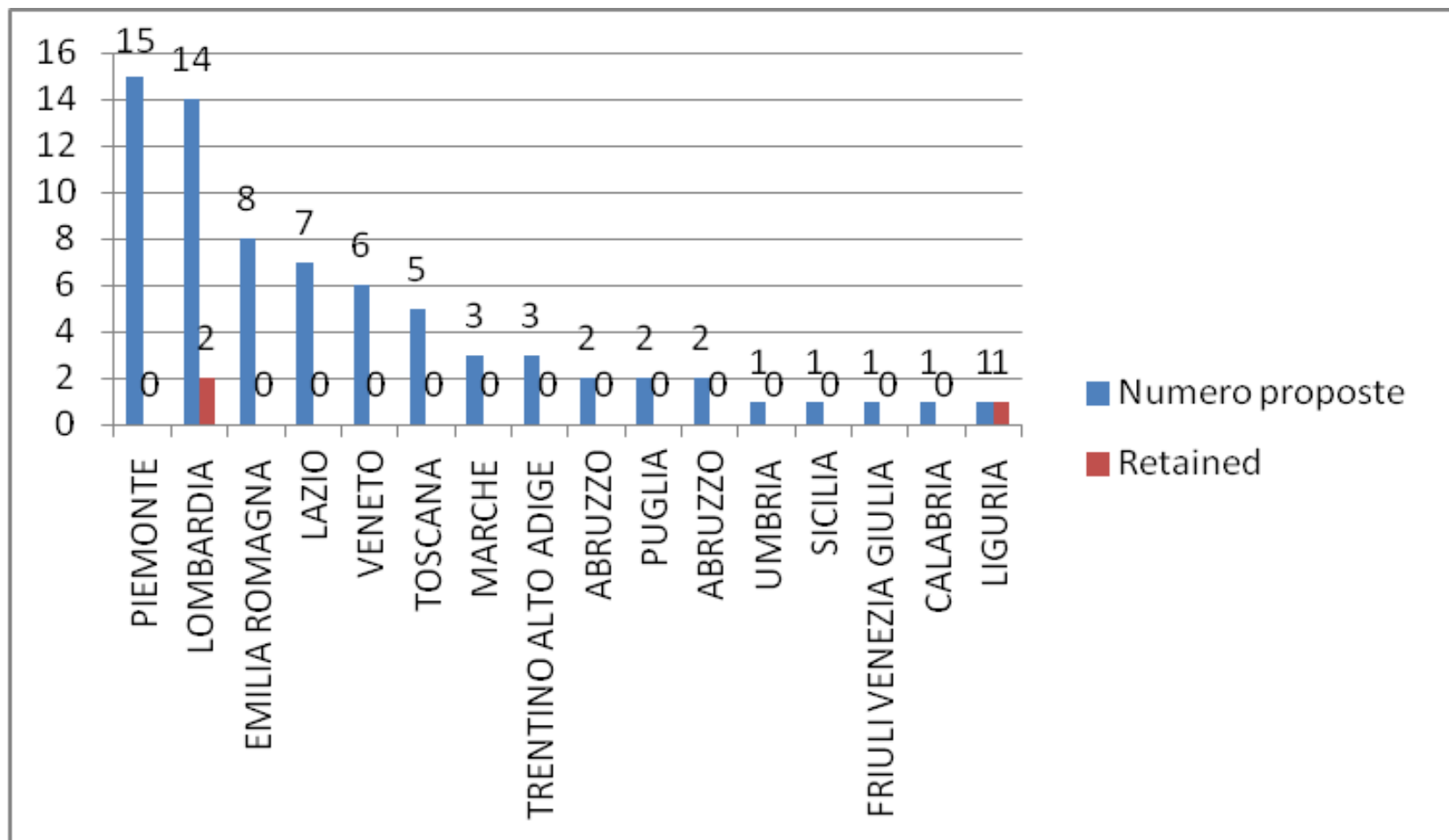




Fase 2: distribuzione budget per Paese

Country	Grant requested (€ m.)	Number of SMEs
United Kingdom	17,0	10
France	14,9	9
Netherlands	13,8	10
Spain	13,4	12
Sweden	10,1	6
Germany	9,1	6
Ireland	8,5	4
Italy	3,3	3
Finland	3,0	2
Estonia	2,7	3
Denmark	2,6	2
Hungary	2,4	2
Belgium	2,3	1
Israel	2,0	1
Slovenia	1,6	3
Luxembourg	0,7	1
Poland	0,6	2
Turkey	0,2	1
Total	108,1	78

Fase 2: distribuzione regionale



Lezioni apprese

Le proposte insufficienti erano:

- Troppo focalizzate sul progetto, non abbastanza orientate sulle opportunità di business
- Descrizione non convincente della compagnia (perchè dovrebbe avere successo questa compagnia e non un concorrente)
- Poche o nessuna informazione su soluzioni alternative dei concorrenti
- Contenuto innovativo troppo basso; il prodotto esiste già sul mercato (solo un piccolo miglioramento rispetto all'esistente)
- Solo idee, nessuna prova di un mercato possibile da aggredire (TRL troppo basso)
- **NON** provare la fortuna!

Horizon 2020 Fast Track to Innovation (FTI)



FTI: Progetto collaborativo

Innovation Actions

Consorzio Min 3, Max 5 partner con almeno 2 partners industriali per consorzi fino a 4 elementi e almeno 3 partners industriali per il consorzio da 5 elementi

Start in TRL>6 end in TRL>9

Partnership: 3 – 5 partners with 60% to industrial

Funding rate: 70/100%

Contributo: 1 – 3 M€

Cut off 2015: 29 Aprile; 01 Settembre; 01 Dicembre

Valutazione : 3 mesi GA: 3 mesi → TTG: 6 mesi

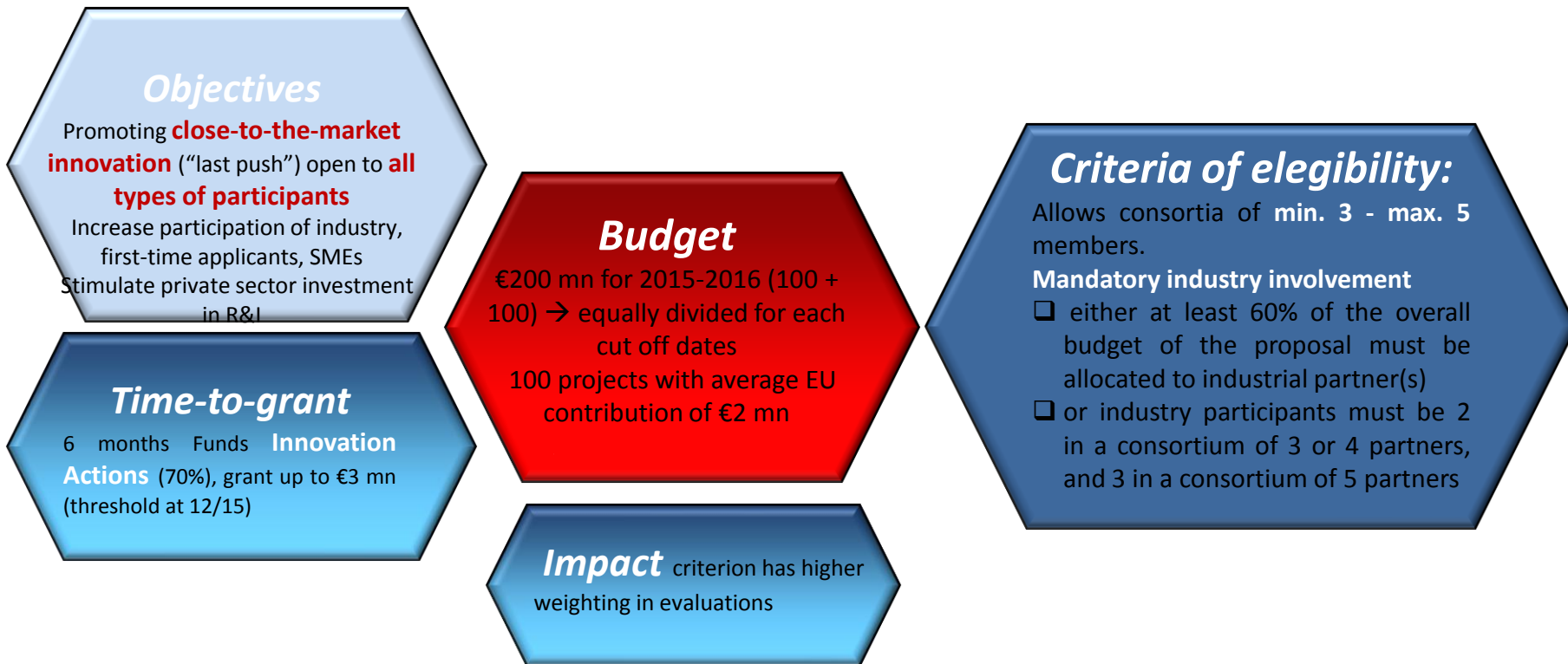
Soglia: 12 / 15 e Impatto > 4

Budget 2015: 100 M€

* Approccio top-down

Work Programme n. 18: Fast track to innovation

The only fully-bottom-up measure in Horizon 2020 (within SC and LEITs)



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

SME Instrument vs Fast Track

FTI


- Bottom-up
- Logica collaborativa
- Industry driven
- Sul mercato in 36 mesi
- No coaching
- One-stage

SME I

- Logica topic
- Possibile partecipazione della singola PMI
- Solo per PMI
- Nessun obbligo formale di andare sul mercato
- Coaching
- 3 fasi

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Horizon 2020 Funding

Starting from 1/1/2014


On this site you can find and secure **funding** for projects under the following EU programmes:

- **2014-2020** Horizon 2020 - research and innovation framework programme
- **2007-2013** 7th research framework programme (FP7) and Competitiveness & Innovation Programme (CIP)
- Research Fund for Coal & Steel, COSME, 3rd Health Programme, Consumer Programme


<p>Non-registered users</p> <ul style="list-style-type: none"> • search for funding • read the H2020 Online Manual & download the legal documents • check if an organisation is already registered • contact our support services or check our FAQs 	<p>Registered users</p> <ul style="list-style-type: none"> • submit your proposal • sign the grant • manage your project throughout its lifecycle • register as expert advising the Commission
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HOW TO PARTICIPATE



WORK AS AN EXPERT



MY PERSONAL AREA



INFORMATION AND SUPPORT

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>

Electronic Submission

Electronic Submission System accessed from the call page

- ECAS password
- PICs for all partners
- Prepare proposal,
 - On-line for structured part
 - Upload non-structured part - pdf file(s)
- Submit the proposal!
- Validation checks
- Complete submission, before the 17h00 deadline

Submission failure rate = $\pm 1\%$

Only reason for failure; waiting till the last minute



Technical problems

Panic-induced errors (uploading the wrong proposal)

Too late starting upload, run out of time



GRAZIE DELL' ATTENZIONE

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