

Horizon 2020

Le opportunità per le imprese



Elena Giglio

giglio@apre.it

«Innovation in SME» &

«SPACE»

H2020

National Contact Point

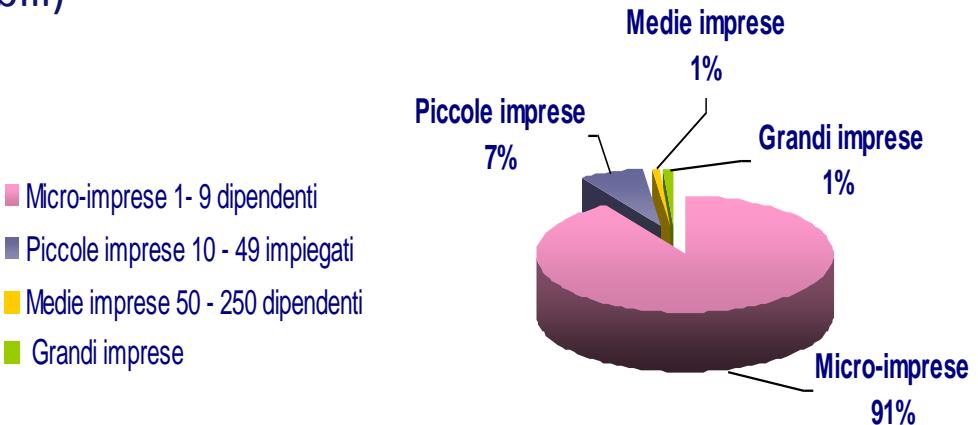


Perché puntare sulle PMI?

• PMI in Europa

- 23 milioni di aziende
- 75 milioni di posti di lavoro (55% settore privato)
- 99% delle imprese Europee
- più di 80% dei posti di lavoro in alcuni settori industriali (per esempio tessile, costruzioni e mobili)
- 2/3 del PIL Europeo

Aziende Europee

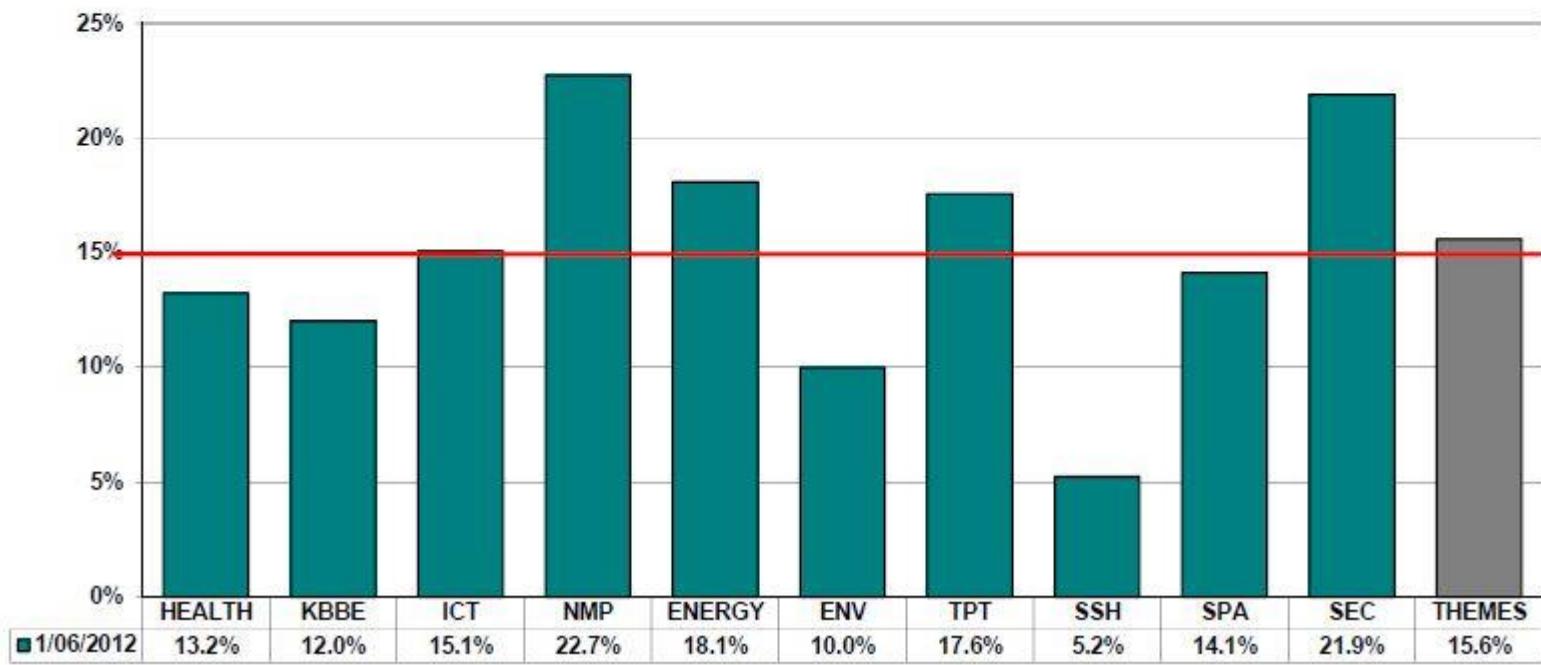


Fonte: Eurostat, Commission Communication on "Modern PMI policy for Growth and Employment" (2009)



Percentage of EU Contribution going to SMEs

01/06/2012





H2020

I progetti collaborativi

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

Horizon 2020

Search Topics

Calls



Call Updates

Other EU Programmes
2014-2020

Research Fund for Coal & Steel

COSME

3rd Health Programme

Consumer Programme

FP7 & CIP Programmes
2007-2013

Calls



Call Updates



Other Funding Opportunities

APPLICATIONS IN SATELLITE NAVIGATION-GALILEO-2015

H2020-Galileo-2015-1

Sub call of: [H2020-Galileo-GSA-2014-2015](#)

Opening Date

04-11-2014

Deadline Date

08-04-2015 17:00:00 (Brussels local time)

Budget

€25,000,000

Main Pillar

Industrial Leadership

Status

Open

OJ reference

[OJ C 361 of 11.12.2013](#)

Call description

Call documents

Get support

Call updates

- 04-11-2014 00:30:00** The submission session is now available for: GALILEO-1-2015(IA), GALILEO-2-2015(IA), GALILEO-3-2015(IA)

[+ More](#)

Topics and submission service

To access the **Submission Service**, please **select the TOPIC** of your interest and then open the Submission Service tab.
 To access **existing draft proposals**, please login to the portal and select My Proposals from the My Area menu.

Topic: [GALILEO-1-2015: EGNSS applications](#)Topic: [GALILEO-2-2015: Small and Medium Enterprise \(SME\) based EGNSS applications](#)Topic: [GALILEO-3-2015: Releasing the potential of EGNSS applications through international cooperation](#)



HORIZON 2020

Search Topics

Calls



Call Updates



Other EU Programmes 2014-2020

Research Fund for Coal & Steel

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FP7 & CIP Programmes 2007-2013

Calls



Call Updates



Other Funding Opportunities

Applications in Satellite Navigation-Galileo-2015

H2020-Galileo-2015-1

Sub call of: [H2020-Galileo-GSA-2014-2015](#)

Opening Date 04-11-2014

Publication date 11-12-2013

Total Call Budget €25,000,000

Status Open

Deadline Date 08-04-2015 17:00:00 (Brussels local time)

Main Pillar Industrial Leadership

OJ reference [OJ C 361 of 11.12.2013](#)

Topic: Small and Medium Enterprise (SME) based EGNSS applications **GALILEO-2-2015**

Topic Description

Topic Conditions & Documents

Submission Service

Specific challenge: European society and industry are facing new societal challenges, requiring more innovation, productivity and competitiveness, whilst using fewer resources and reducing environmental impact. GNSS offers various possibilities for the development of new space enabled applications, which will enhance Europe's capacity to address major societal challenges in focus areas such as health, citizen safety, mobility, smart cities, sustainable resources management, regional growth, low-carbon energy infrastructure planning and protection, disaster management and climate action including natural catastrophes.

Satellite navigation provides continuous, real-time, reliable, accurate and globally available position, velocity and time. The technology fits important societal and market needs.

Scope: This topic will explore new applications in niche market sectors and business models in any application domain. Proposals should aim at developing sophisticated, innovative applications, such as mass market location based services (LBS) products, feasibility studies, market tests etc. Application development should be seen in a broad context - it includes the development, adaptation and/or integration of new software, hardware, services, datasets etc. Proposals should address emerging user needs and, specifically, take advantage of the Galileo and EGNOS capabilities and their distinguishing features. A specific emphasis will be given to support development of technological breakthrough into viable products with real commercial potential, where SMEs, which are considered as the key players for innovation in this domain, play a pivotal role, given their flexibility and adaptability.

The Commission considers that proposals requesting a contribution from the EU of between EUR 0.5 and 1 million would allow this specific challenge to be addressed appropriately. Nonetheless, this does not preclude submission and selection of proposals requesting other amounts.

EUR 0.5 / 1 million

Expected impact: Activities should aim at developing highly innovative and adaptive applications taking advantage of the Galileo and EGNOS. The proposal should be led by an SME and have a clear intention to commercialise the products and services developed, including a business plan. Additional partners within the consortium should contribute directly to the needs identified by the SME in the lead, in order to fulfil the above objective of commercialisation.

should be led by an SME

Release of practical tools to the GNSS developer community, ideally with free open source license, is of particular interest.

Type of action: Innovation actions

EUR 5M -10M: Budget TOT GALILEO 2



1) Capire l'area di pertinenza del progetto

Smart, green and integrated transport

- **MG.3.5-2014.** Cooperative ITS for safe, congestion-free and sustainable mobility
- **MG.4.2-2014.** Safer and more efficient waterborne operations through new technologies and smarter traffic management
- **MG.6.3-2015.** Common communication and navigation platforms for pan-European logistics applications
- **MG.7.1-2014.** Connectivity and information sharing for intelligent mobility
- **MG.8.2-2014.** Next generation transport infrastructure: resource efficient, smarter and safer

Secure societies – Protecting freedom and security of Europe and its citizens

- **BES-10-2015:** Information management topic 1: Civilian humanitarian mission personnel tracking
- **1 - PRS item 1:** Use of Galileo PRS in Professional Mobile Networks receiver, provision of an Early Service
- **2 - PRS item 2:** Remote PRS processing server



Space

(other than Applications in Satellite Navigation Call)

- **EO-1-2014:** New ideas for Earth-relevant space applications
- **PROTEC-1-2014:** Space Weather
- **SME Instrument**
- **Other actions:**
 - Research and Development activities related to Galileo Public Regulated Service (PRS)
 - GNSS Evolution, Mission and Services related R&D activities
 - GNSS evolution, infrastructure-related R&D activities

Information and Communication Technologies

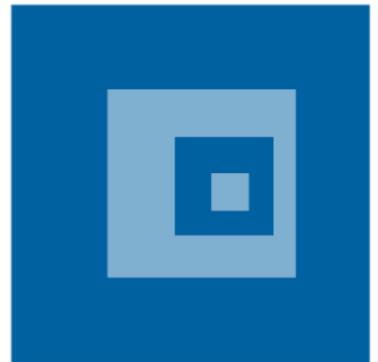
- **ICT 16 – 2015:** Big data – research
- **ICT 23 – 2014:** Robotics
- **ICT 24 – 2015:** Robotics

Secure, clean and efficient energy

- **LCE 7 – 2014:** Distribution grid and retail market
- **LCE 6 – 2015:** Transmission grid and wholesale market

Food security, sustainable agriculture and forestry, marine and maritime and inland water research and the bioeconomy

- **ISIB-4-2014/2015:** Improved data and management models for sustainable forestry



H2020

Lo strumento per le PMI

L'Industria 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

Supporto alle PMI: approccio integrato

20% del
budget in
LEITs & SCs

Progetti collaborativi

13%

Strumento PMI

7%

'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 ≤ € 50 Milioni oppure un bilancio totale di ≤ € 43 Milioni**
- Autonoma**



Definizione:

http://ec.europa.eu/enterprise/policies/sme/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

Lo Strumento PMI *



Concept e
valutazione della
fattibilità

Idea to concept,
risk assessment,
technological & commercial
feasibility

Dimostrazione,
market replication
R&D

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

Commercializzazione
dei risultati

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

Idea

Business coaching

Mercato

* Approccio prevalentemente *bottom-up*

Lo strumento PMI: le tre fasi



Phase 1: Concept and feasibility assessment

Input: Idea/Concept:
"Business Plan 1"
(~ 10 pages)
10% budget

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

10% success

30-50% success

Output: elaborated
"Business plan 2"

Lump sum: 50.000 €
~ 6 months

Phase 2: R&D, demonstration, market replication

Input: "Business plan 2"
plus description of
activities under Phase 2 (~
30 pages)
88% budget

Activities:
Development, prototyping,
testing, piloting,
miniaturisation, scaling-up,
market replication,
research

Output: "investor-ready
Business plan 3"

1-3 (5) M€ EC funding
~ 12 to 24 months

Phase 3: Commercialisation

Promote instrument as
quality label for successful
projects

Facilitate access to private
finance

Support via networking ,
training, information,
addressing i.a. IP
management, knowledge
sharing, dissemination

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

Possible connection to PPC
(and PPI?)

No direct funding

Caratteristiche dello strumento PMI

- Indirizzato a tutti i tipi di PMI innovative che presentino una forte volontà di crescere, svilupparsi e internazionalizzarsi
- Solo PMI potranno richiedere finanziamenti (sostegno a una sola impresa è possibile, ma collaborazione certamente consigliabile)
- Competitivo, dimensione EU → solo migliori idee accedono alla fase 1
- Orientato al mercato; attività close-to-market: finanziamento al 70%
- Costituito da 3 fasi – piu' il coaching
- Possibilità di entrare nella fase 1 e fase 2
- Applicato in tutte le 'societal challenges' e 'key enabling technologies'

SME Instrument = “Open call”*

Apertura call: 1° marzo 2014 (Fase 1 e Fase 2)

Scadenze/Cut off dates:

2014		2015	
<u>Fase 1</u>	<u>Fase 2</u>	<u>Fase 1</u>	<u>Fase 2</u>
18/06/2014	09/10/2014	18/03/2015	18/03/2015
24/09/2014	17/12/2014	17/06/2015	17/06/2015
17/12/2014		17/09/2015	17/09/2015
		16/12/2015	16/12/2015

* Stesse scadenze SME I all'interno di LEITs + SCs

Temi d'interesse per lo strumento PMI (LEITs + SCs)

- ✓ High risk ICT innovation
- ✓ Nanotech, or other advanced tech for manufacturing and materials
- ✓ Space research and development
- ✓ Diagnostics devices and biomarkers
- ✓ Sustainable food production and processing
- ✓ Blue growth
- ✓ Low carbon energy systems
- ✓ Greener and more integrated transport
- ✓ Eco-innovation and sustainable raw material supply
- ✓ Urban critical infrastructure
- ✓ Biotechnology-based industrial processes
- ✓ Mobile e-government applications (2015 only)
- ✓ SME business model innovation (2015 only)



N° indicativo di
progetti finanziabili

Call id 2014		Call id 2015	
Phase 1	Phase 2	Phase 1	Phase 2
~500 projects	~145 projects	~510 projects	~160 projects
€25.1m	€215.4m	€29m	€230.7m



Themes	Call id 2014	Call id 2015		
	Phase 1	Phase 2	Phase 1	Phase 2
High risk ICT innovation	ICT-37-2014-1 90 projects €4.5m	ICT-37-2014 ~26 projects €40m	ICT-37-2015-1 90 projects €4.5m	ICT-37-2015 ~26 projects €40m
Nanotech, or other advanced tech for manufacturing and materials	NMP-25-2014-1 43 projects €2.2m	NMP-25-2014 ~13 projects €19m	NMP-25-2015-1. 47 projects €2.4m	NMP-25-2015 14 projects €21m
Space research and development	Space-SME-2014-1 17 projects €0.8m	Space-SME-2014-2 ~5 projects €7.5m	Space-SME-2015-1 18 projects €0.9m	Space-SME-2015-2 ~13 projects €7.7m
Diagnostics devices and biomarkers	PHC-12-2014-1 132 projects €6.6m	PHC-12-2014 ~38 projects €53m	PHC-12-2015-1 90 projects €4.5m	PHC-12-2015 ~26 projects €40m
Sustainable food production and processing	SFS-08-2014-1 18 projects €0.9m	SFS-08-2014 ~5 projects €8m	SFS-08-2015-1 18 projects €1.7m	SFS-08-2015 ~10 projects €15m
Seas and oceans (Blue growth)	BG-12-2014-1 6 projects €0.3m	BG-12-2014 1-2 projects €2.6m	BG-12-2015-1 10 projects €0.5m	BG-12-2015 2-3 projects €4m



	<u>SIE-01-2014-1</u> 67 projects €3.4m	<u>SIE-01-2014</u> ~20 projects €29m	<u>SIE-01-2015-1</u> 74 projects €3.7m	<u>SIE-01-2015</u> ~22 projects €31m
Low carbon energy systems				
Greener and more integrated transport	<u>IT-1-2014-1</u> 72 projects €3.6m	<u>IT-1-2014</u> ~21 projects €32m	<u>IT-1-2015-1</u> 78 projects €3.9m	<u>IT-1-2015</u> 23 projects €34m
Eco-innovation and sustainable raw material supply	<u>SC5-20-2014-1</u> ~34 projects €1.7m	<u>SC5-20-2014</u> ~10 projects €15m	<u>SC5-20-2015-1</u> 38 projects €1.9m	<u>SC5-20-2015</u> ~11 projects €17m
Urban critical infrastructure	<u>DRS-17-2014-1</u> 14 projects €0.7m	<u>DRS-17-2014</u> 4 projects €6m	<u>DRS-17-2015-1</u> 14 projects €0.7m	<u>DRS-17-2015</u> ~4 projects €6.5m
Biotechnology-based industrial processes	<u>BIOTEC-5a-2014-1</u> 8 projects €0.4m	<u>BIOTEC-5a-2014</u> ~2 projects €3.3m	<u>BIOTEC-5b-2015-1</u> 5 projects €0.2m	<u>BIOTEC-5b-2015</u> 1 project €2m
Mobile e-government applications	-	-	<u>INSO-9-2015-1</u> 8 projects €0.4m	<u>INSO-9-2015</u> ~2 projects €3.5m
SME business model innovation	-	-	<u>INSO-10-2015-1</u> 22 projects €1.1m	<u>INSO-10-2015</u> ~6 projects €9m

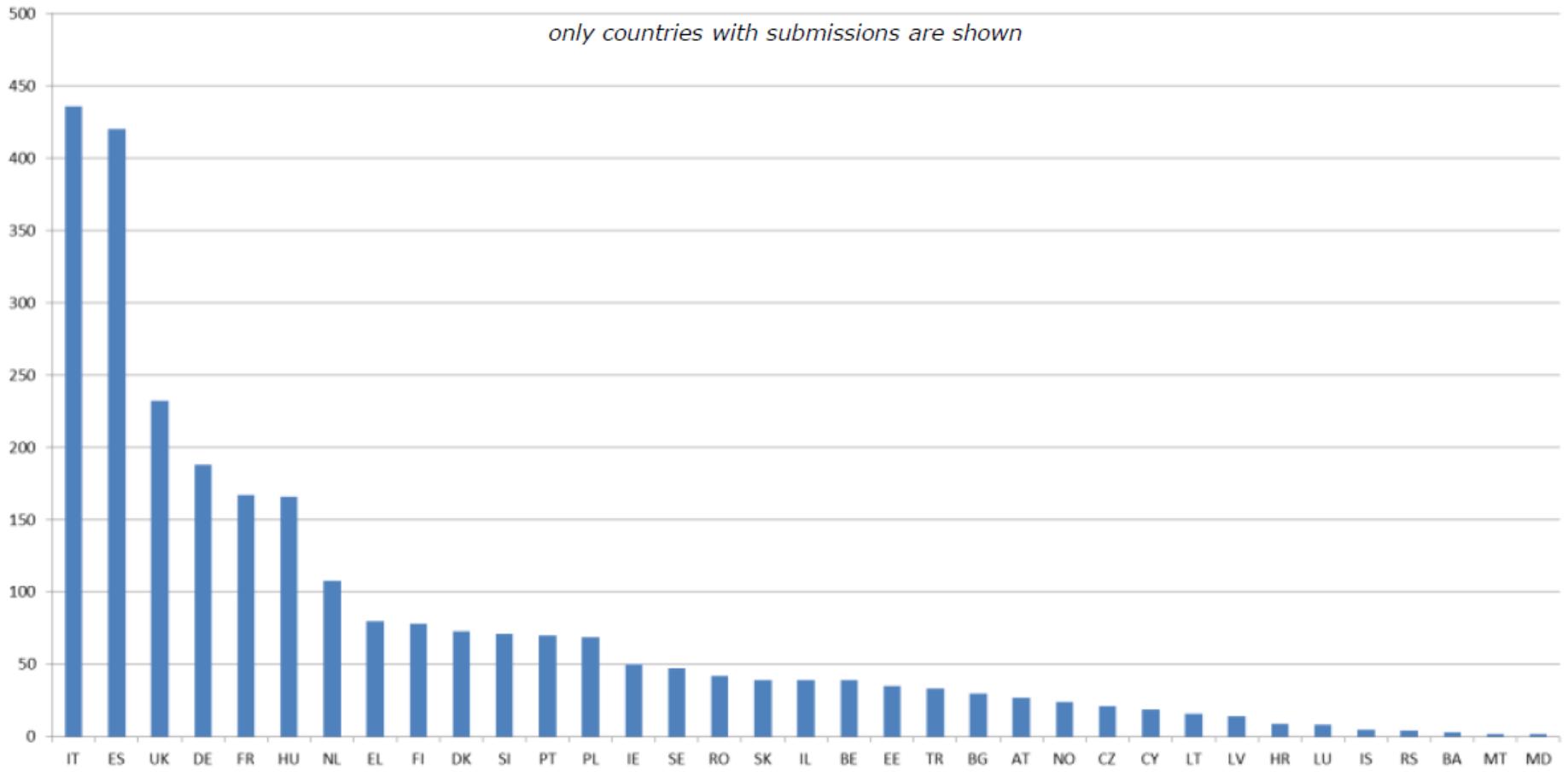


Risultati



Number of proposals by country

only countries with submissions are shown



Cou... ▾

RISULTATI

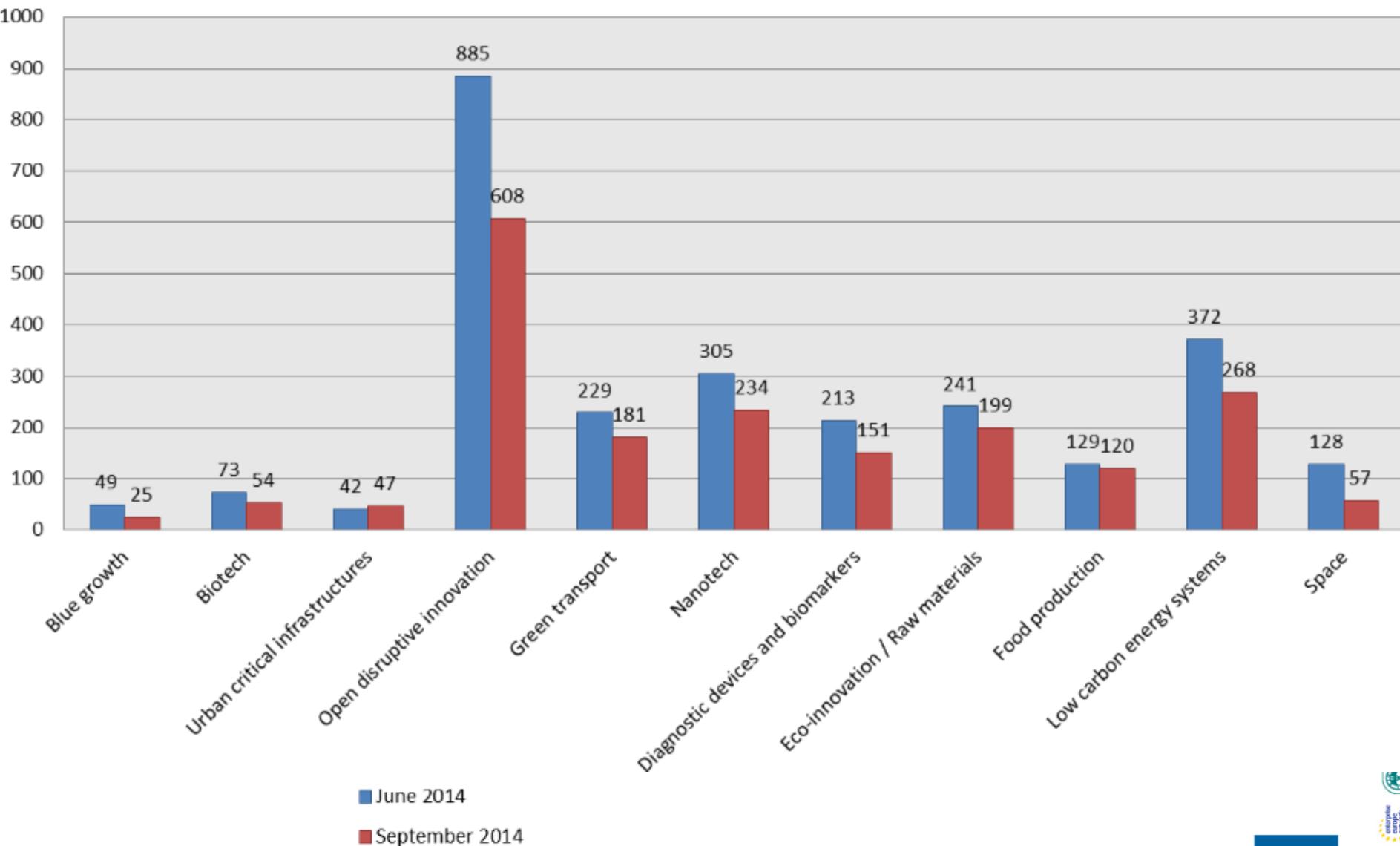
(fonte EASME)

	Cut-off date		
	18/09/2014	24/09/2014*)	09/10/2014*)
Phase	1	1	2
Nº of proposals received	2666	1944	852
Single company applications	97%	91%	78%
Theoretical success rate	6%	9%	12%
Above threshold	317	237	ongoing
Funded	155	174	~70

Horizon 2020 SME Instrument

Number of proposals submitted by topic

Updated September 2014

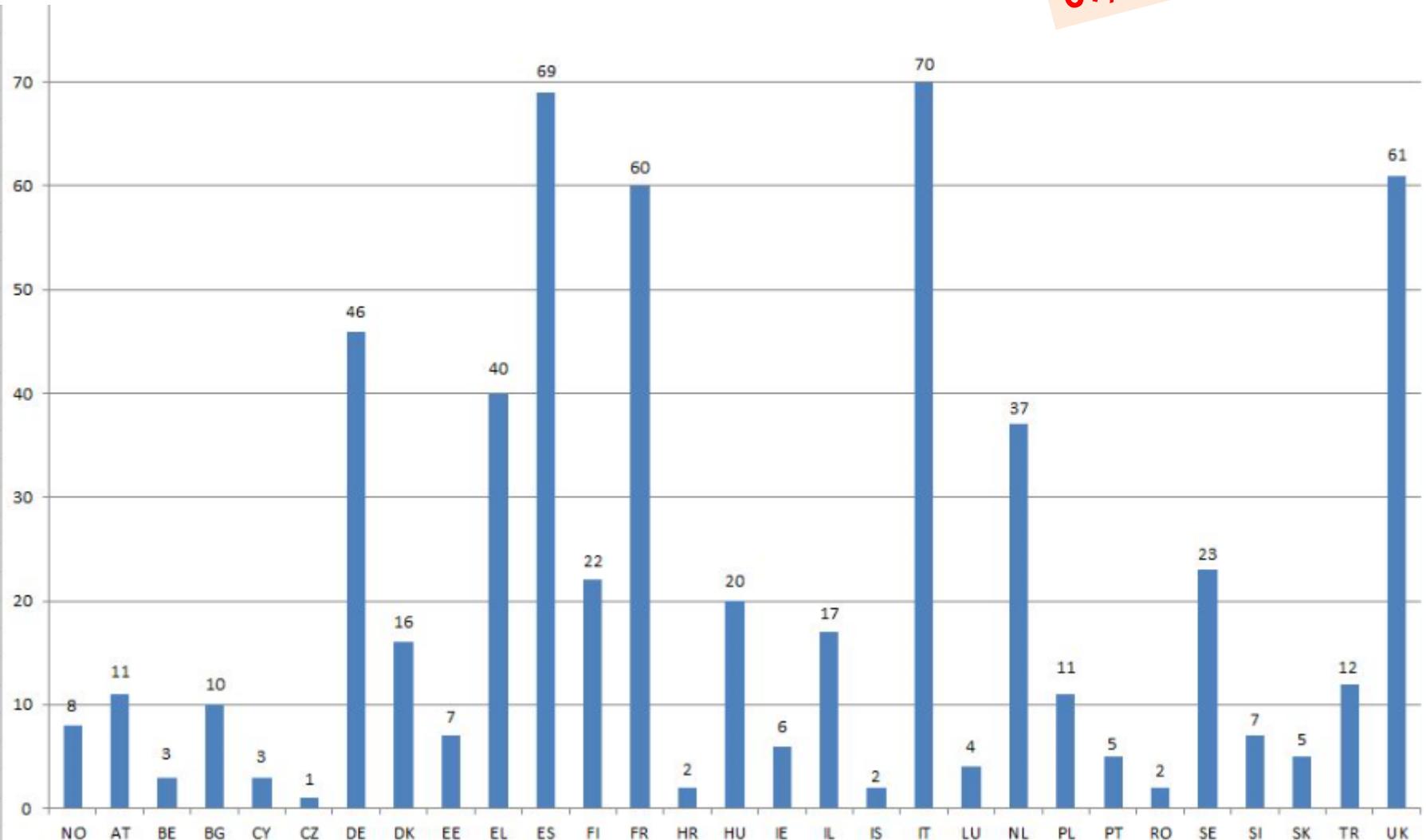




SME Instrument – FASE 2

580 proposals received

Cut off
09/10/2014



First lessons learnt

Unsuccessful proposals were:

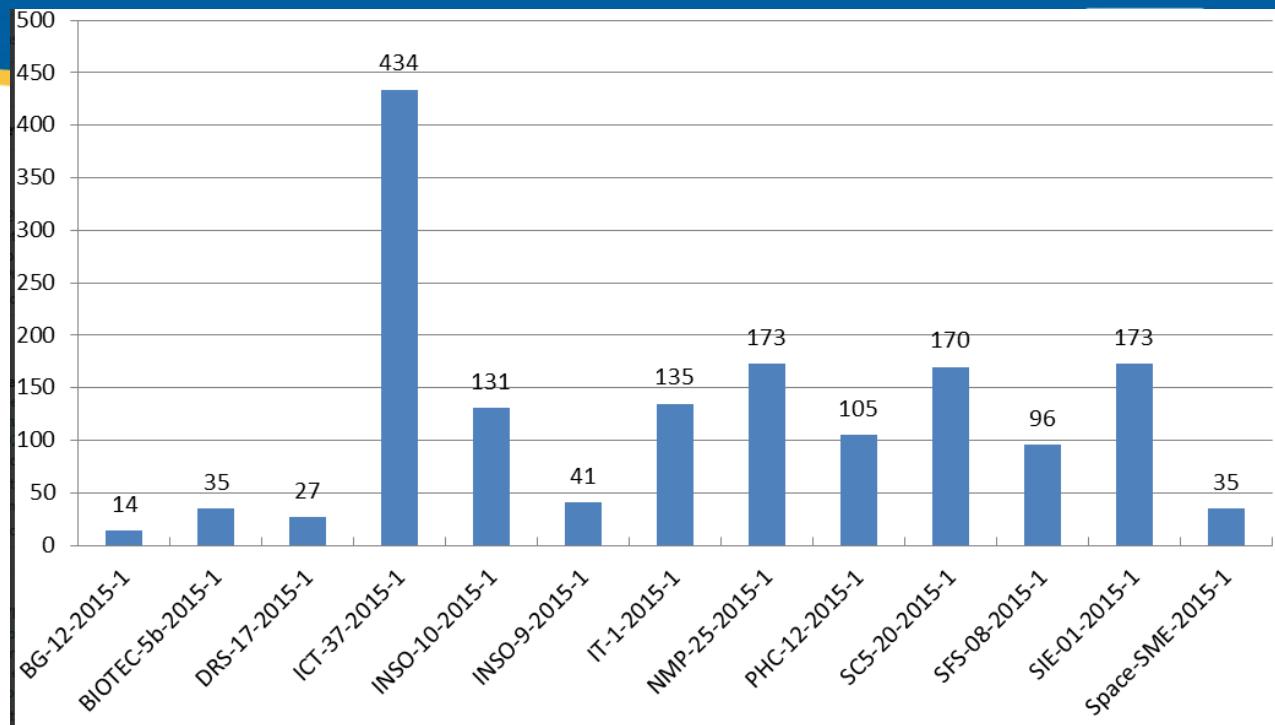
- too strongly project-oriented, not enough information on the actual market opportunities and commercialization strategy
- company profile missing: has the company all the necessary skills to implement the market opportunity?
- market situation, competitive solutions not mentioned
- not really new to the market, not disruptive (no “game changer”)
- Commercialisation concept missing; TRL too low



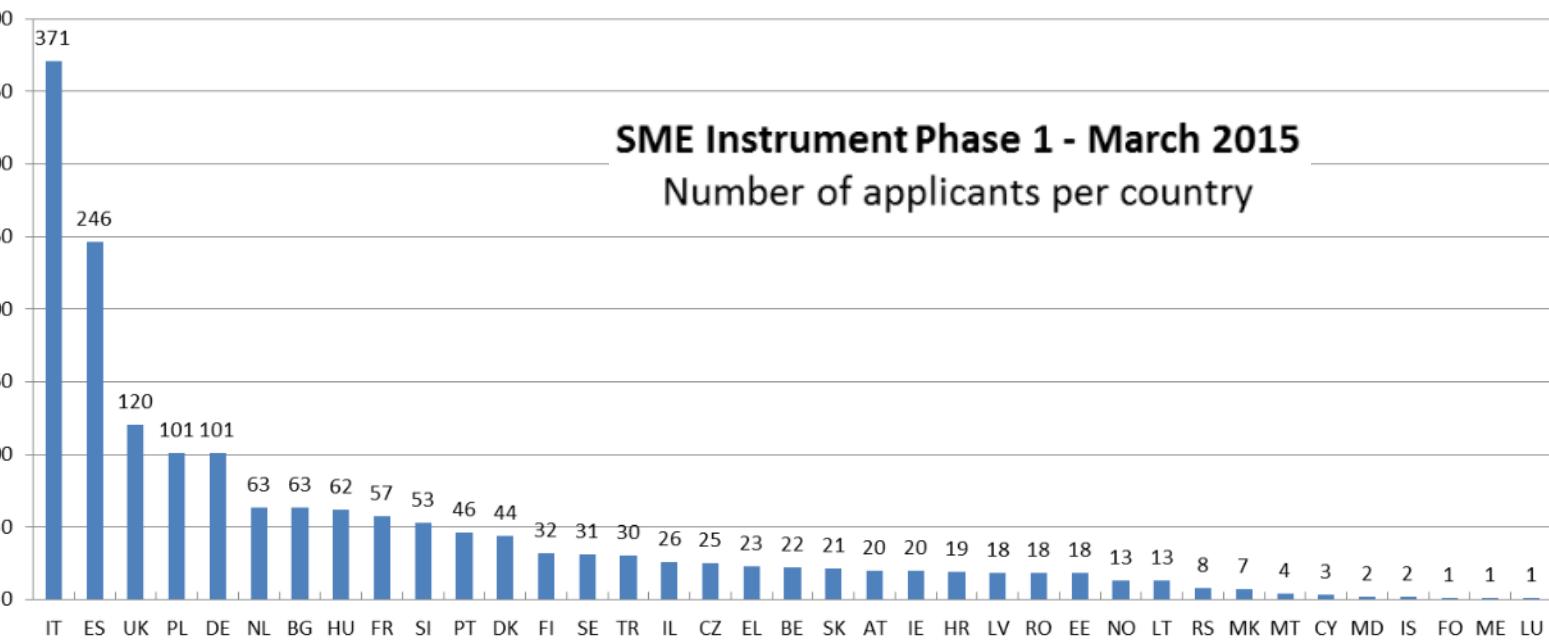


First 2015 RESULTS

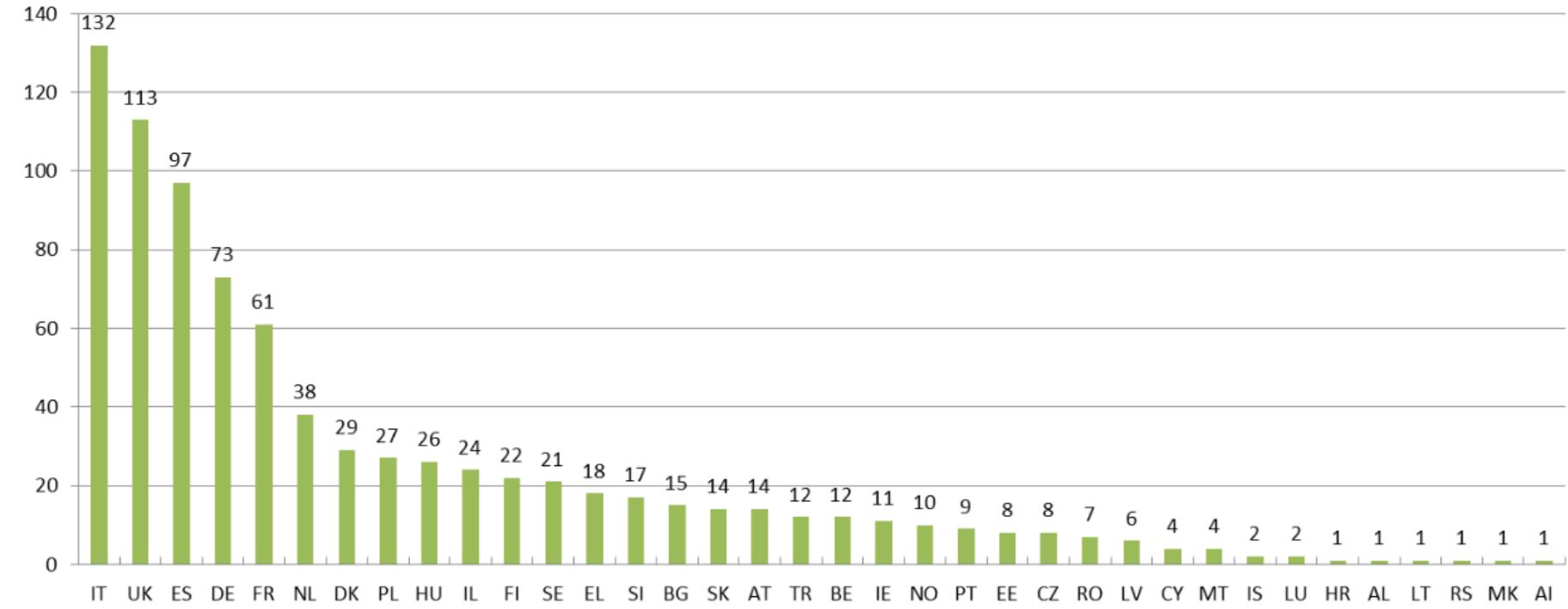
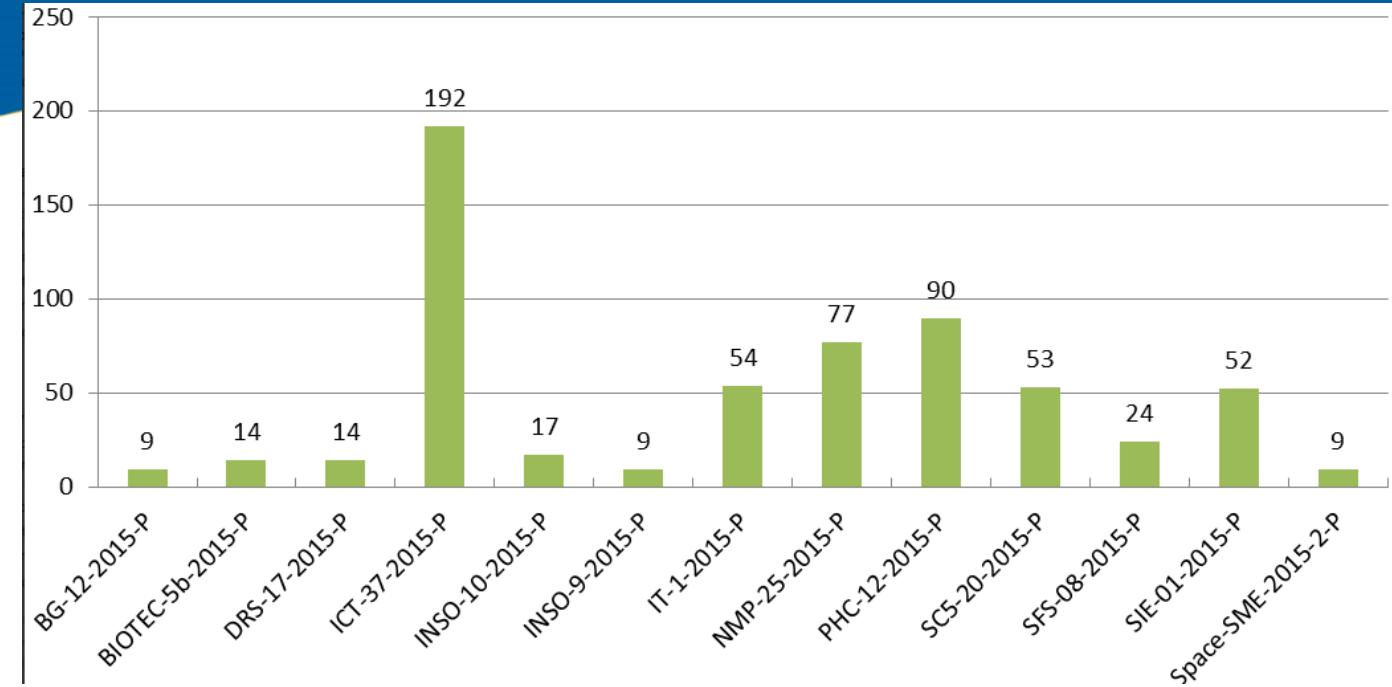
Phase 1



SME Instrument Phase 1 - March 2015
Number of applicants per country



Phase 2



Link utili

Horizon 2020

<http://ec.europa.eu/programmes/horizon2020/>

Participant portal

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

SME TechWeb

<http://sme.cordis.europa.eu/home/index.cfm>

APRE

<http://www.apre.it/>

COSME

http://ec.europa.eu/cip/cosme/index_en.htm

EASME

http://ec.europa.eu/easme/sme_en.htm

EEN

<http://een.ec.europa.eu/>

EEN - Italia

<http://www.enterprise-europe-network-italia.eu/>