



HORIZON 2020

SME Instrument & Fast Track to Innovation

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Executive Agency for Small and Medium-sized Enterprises

EASME

Executive Agency for Small and Medium-sized Enterprises

The EASME manages programmes on behalf of the European Commission, turning EU policies into action.

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Horizon 2020's SME Instrument

Looking for Europe's next innovation leader

As part of the Horizon 2020 programme, the European Commission is selecting potentially disruptive businesses to invest in and support as part of the SME Instrument. SMEs with a strong growth potential and the ambition to become world-market leaders could receive **up to €2.5 million*** in funding, and world-class **business support** and **mentoring**.

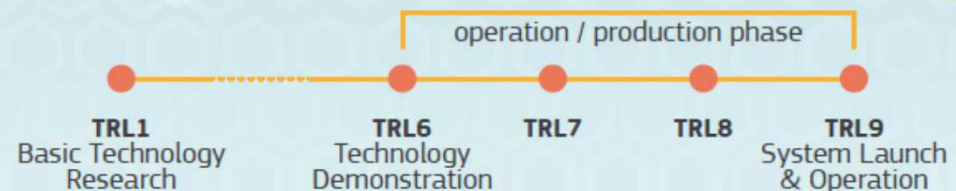


Who should apply?

We are looking for high growth, highly innovative SMEs with global ambitions. You should be actively investing in innovation, and looking to grow. You should have been established for a while – further than the start-up stage.

Projects sought

Projects at the **technology readiness level 6 or higher** (technology demonstration) have the best chances to receive funding.



PHASES



The instrument is structured in three phases, with the aim of transforming **disruptive ideas** into concrete, innovative solutions with a European and global impact. SMEs are recommended to apply for Phase 1, but may also apply directly for subsequent phases:

PHASE1

Concept & Feasibility Assessment
Idea to concept (6 months)

The SME will draft an initial **business proposal**.

The European Union will provide
€50 000 in funding
and business coaching.

PHASE2

Demonstration, Market Replication, R&D
Concept to Market-Maturity (1-2 years)

The SME will further develop its proposal through **innovation activities**, and draft a more developed **business plan**.

The EU may contribute between
€0.5 million and **€2.5 million***
and provide business coaching.

PHASE3

Commercialisation
Prepare for Market Launch

The SME will receive extensive support to help polish its concept into a marketable product, and have access to **networking opportunities**.

The EU will not provide funding in this phase.

*Up to €5 million for health projects.



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2014 ACHIEVEMENTS

2014 has been challenging for the **40 people** in charge of managing the SME Instrument at the Executive Agency for SMEs:

1 245

evaluators recruited



8 029

proposals evaluated

24% of all Horizon 2020 proposals !

€255

MILLION

allocated to

827 innovative SMEs



726

projects funded

- **592** business plans (Phase 1)
- **134** innovation activities (Phase 2)

Best time to grant

<3

MONTHS



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TOP COUNTRIES

Number of beneficiaries

ITALY

133

SPAIN

154

UNITED
KINGDOM

92

Success rate

IRELAND

19%

ICELAND

21%

SWEDEN

16%



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TOP THEMES

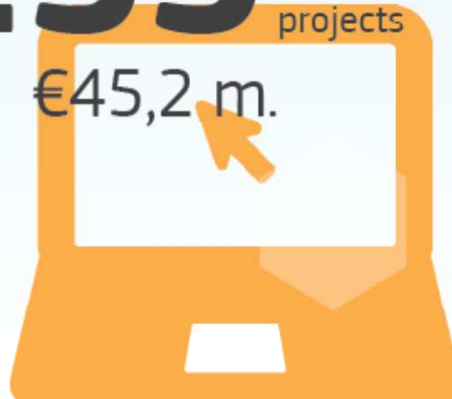
ENERGY

112 projects
€35,8 m.



ICT

153 projects
€45,2 m.



HEALTH

96 projects
€66.3 m.



5 000
followers on Twitter



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And this is just the beginning...

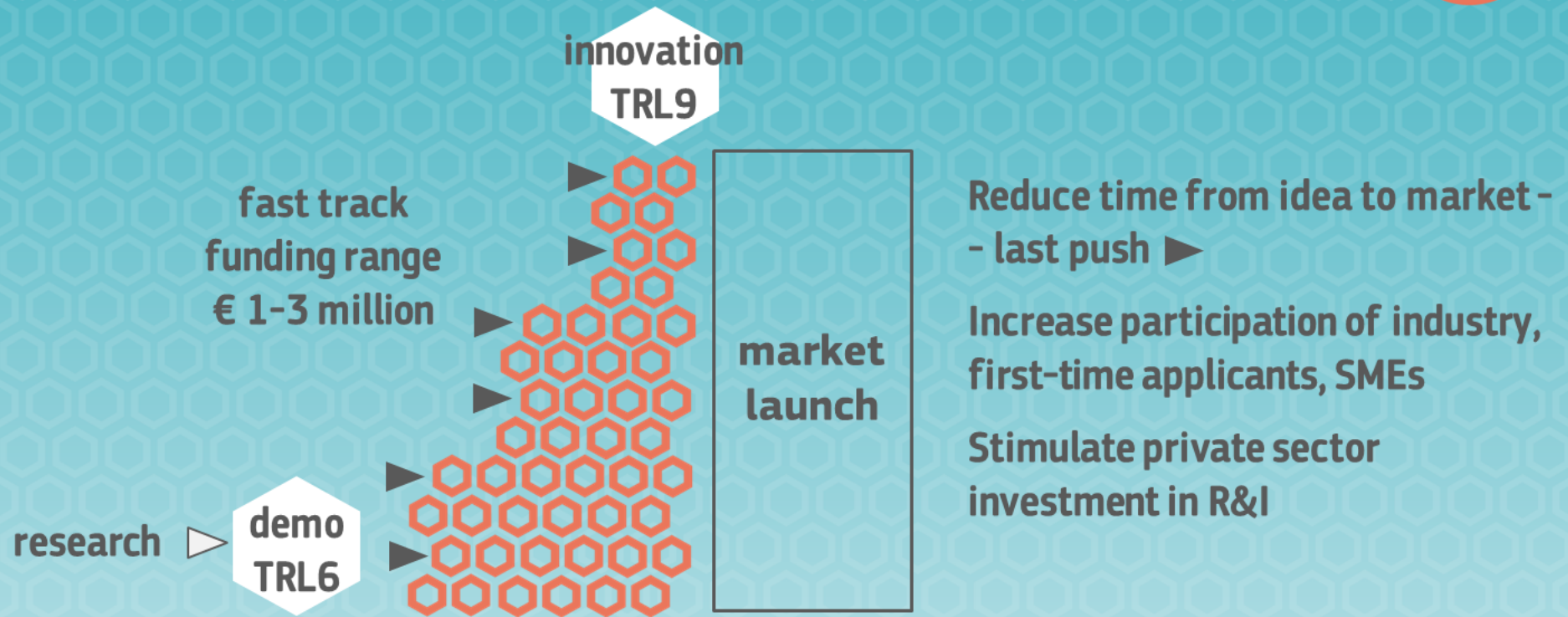
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FTI Pilot - What is the idea?



Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

PREPARE YOUR PROPOSAL

Build your industry-intensive consortium*
minimum 3 partners - maximum 5 partners
(all based in the EU and / or in Horizon 2020
associated countries)

Proposal



Outstanding Business Innovation Concept
(high-readiness level / TRL 6, meaning
demonstrated in a relevant environment)

Continuous open call
until end 2016

6 months time-to-grant

DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D
Demonstration
Market-Oriented
R&D
to Market-Mature Innovation

12-24 months for implementation

HIT THE MARKET!

Start your commercial activities



The Market
Market-Maturity to Market
Launch



Market-ready result
(finished product, service,
process/ TRL 9)

At most 36 months from grant to market

*In a consortium with 3 or 4 partners, at least 2
should be industry, and in a consortium with 5
partners, at least 3; alternatively at least 60% of
the project budget should be allocated to industry
(i.e. private for profit entities)

... AND EAGER TO COMPETE ON GLOBAL MARKETS...!

ACTIVITIES SUPPORTED

Systems validation in real working conditions – Testing – Piloting – Business model validation – Standard setting – Pre-normative research – EU quality label



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Thank you!

For more information go to:

<http://ec.europa.eu/easme/sme/>



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