

El Instrumento PYME en el EIC

Infoday “FET-Open: Novel ideas for radically new technologies and the European Innovation Council (EIC)”

11/04/2018

€30 billion investment

*under Horizon 2020 for
Research & Innovation
2018-2020*



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**Generalitat
de Catalunya**



Apogeeur Europa a la boca empresa



#InvestEUresearch

“

There is no lack of innovative ideas and entrepreneurial spirit in Europe. We want to **help innovation get to the market.**”

Commissioner for Research,
Science and Innovation
Carlos Moedas

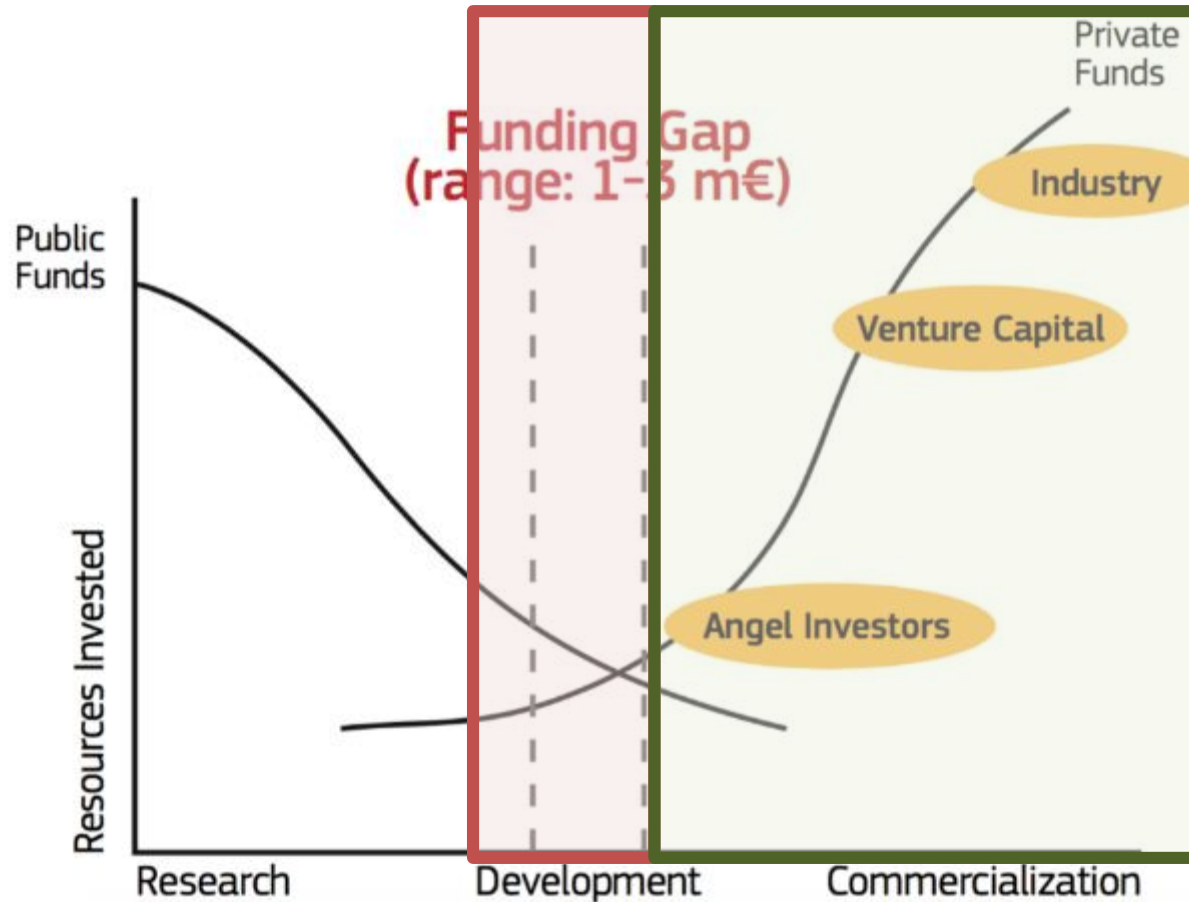


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The **SME instrument** has been designed to help fill a financing gap for business innovators with international ambitions.





Horizon 2020 SME Instrument

Looking for Europe's next innovation leader

As part of the Horizon 2020 programme the SME Instrument will invest almost **€ 3 billion in 7500 projects** by 2020 in highly innovative small and medium-sized businesses.

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WE ARE LOOKING FOR SMES WHO ARE...



close-to-market



across borders



high growth



disruptive



scalable



with a prototype



Source: https://ec.europa.eu/easme/sites/easme-site/files/smei_2017_final_web.pdf

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PHASE1

Concept & feasibility study
Idea to concept

The European Union will provide
€50 000 in funding

Get results in **2 months** and
funding in **4 months**



PHASE2

**Demonstration, market replication, R&D
and product development**

Concept to Market-Maturity

The EU may contribute 70% of total project cost,
between **€0.5 and €2.5 million***

Get results in **4 months** and
get funding in **8 months**

BUSINESS SUPPORT for market launch

Participants at both phases will receive world-class **coaching** benefit from **networking opportunities** with top level investors and potential partners and get support to **launch their product** on European and international markets.

*Up to €5 million for health projects.

Source: https://ec.europa.eu/easme/sites/easme-site/files/smei_2017_final_web.pdf

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Phases	Cut-off dates		
Phase 1	08 February 2018 03 May 2018 ← 05 September 2018 07 November 2018 -----	Phase 2	10 January 2018 14 March 2018 23 May 2018 ← 10 October 2018 -----
	13 February 2019 07 May 2019 05 September 2019 06 November 2019 -----		09 January 2019 03 April 2019 05 June 2019 09 October 2019 -----
	12 February 2020 06 May 2020 02 September 2020 04 November 2020		08 January 2020 18 March 2020 19 May 2020 07 October 2020



RESEARCH & INNOVATION

Participant Portal

European Commission > Research & Innovation > Participant Portal > Calls

- HOME
- FUNDING OPPORTUNITIES
- HOW TO PARTICIPATE
- PROJECTS & RESULTS
- EXPERTS
- SUPPORT
- LOGIN
- REGISTER

- ### EU Programmes 2014-2020
- Search Topics
- Updates
- Calls
- H2020
 - 3rd Health Programme
 - Asylum, Migration and Integration Fund
 - Consumer Programme
 - COSME
 - European Statistics Programme
 - Hercule III Programme
 - Internal Security Fund - Borders
 - Internal Security Fund - Police
 - Justice Programme
 - Pilot Projects & Preparatory Actions
 - Promotion of Agricultural Products
 - Research Fund for Coal & Steel
 - Rights, Equality and Citizenship Programme
 - Union Civil Protection Mechanism

Topics for the SME instrument

H2020 ONLINE MANUAL

The dedicated SME instrument encourages for-profit SMEs to put forward their most innovative ideas with an EU dimension. The instrument aims to fill gaps in funding for high-risk innovation and close-to-market activities to give a strong boost to breakthrough innovation. It targets highly innovative SMEs with a strong ambition to develop, grow and internationalise. It covers the whole innovation cycle, the focus being on delivery of new products, services or processes on the market.

Only SMEs are eligible for funding, and can decide how best to organise a project or with whom to collaborate, including through subcontracting of tasks if they lack in-house capabilities. In order to boost market relevance and foster commercialisation of project results, also single SMEs can apply for support. [More...](#)

2 Results

Status Forthcoming Open Closed

Sort by (Planned) opening date Deadline Topic title Topic identifier

Topic: [EIC-SMEInst-2018-2020: SME instrument](#) Open

Publication date: 27 October 2017

Types of action: SME-1 SME instrument phase 1

DeadlineModel: multiple cut-off

Opening date: 07 November 2017

Cut-off dates: 08 February 2018 17:00:00
 03 May 2018 17:00:00
 05 September 2018 17:00:00
 07 November 2018 17:00:00
 13 February 2019 17:00:00
 07 May 2019 17:00:00
 05 September 2019 17:00:00
 06 November 2019 17:00:00
 12 February 2020 17:00:00
 06 May 2020 17:00:00
 02 September 2020 17:00:00
 04 November 2020 17:00:00

Time Zone : (Brussels time)

Topic: [EIC-SMEInst-2018-2020: SME instrument](#) Open

Publication date: 27 October 2017

FP7 & CIP Programmes





- I. Cover Page
- II. Executive Summary (1-page maximum)
- III. Content
 - I. Excellence
 - I. Challenge and solution
 - II. Approach
 - II. Impact
 - I. Entering the market
 - II. Business model
 - III. Financing
 - IV. IPR
 - III. Implementation
 - I. TEAM
 - II. Workplan
 - III. Resources



Access 4 SMEs
National Contact Points for Innovation






European Innovation Council (EIC)
SME Instrument

"ANNOTATED PROPOSAL TEMPLATE
SME INSTRUMENT PHASE 1 AND PHASE 2"

1



This project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement number 723120

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www.access4smes.eu

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Access 4 SMEs
National Contact Points for Innovation



II. EXECUTIVE SUMMARY

(1-PAGE MAXIMUM)



TIPS FOR WRITING A SUCCESSFUL EXECUTIVE SUMMARY:

- Keep it short and simple! Strip away redundant content to focus on the core message. Any layperson who reads your executive summary should clearly understand who are you and what your company does, what you aim to sell, what are the objectives of the proposed project and how you are going to measure success.
- Start with a bang! Inspire the investor to read on- What is the most compelling thing about your company? What are you doing that nobody else is? This could be along the following lines: "A big problem today is X, and current solutions are not good; we propose Y which is innovative in aspects A, B and C, and is much more efficient / cheaper / solves issues which no one knew how to solve before".
- Problem, solution & opportunity should be the 'meat' of your summary - what problem does this project solve, how does it solve it and what's the market for this solution. This part should also include your value proposition and your unique selling point.
- You may include a very brief financial summary. Provide some financial information such as the company's valuation, history and future of revenue, cash, expenses and losses/profits. This will help the investors get an idea of what return they can expect. Give info on the growth in headcount, as job creation is a very important factor in the evaluation.
- Sell, don't tell! The summary doesn't need to outline your entire business plan, but rather it should convince the reader to read on.
- Emphasize your strong parts! Push hard whatever makes you stand out. Answer the question "Why you and not someone else?".
- Ask for what you need - what amount will help you get to the next milestone, and what is that milestone?
- Provide an excellent description of the market opportunity - who are the clients and what is the market size (with a European angle, of course) of the competition and your competitive advantage, of the pricing model and the go to market.
- Describe the team in short but powerful sentences.

11



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SMEI Evaluation process



- **Step 1: remote evaluation**
- **Step 2: face-to-face interview (FASE 2)**

SMEI Evaluation process



external evaluators

Mainly with business and investor background



market size

willingness to pay

growth rate

the team

Innovation / new market

...



Open call

4 cut-offs per year
for each Phase



Fast & Easy

10-30 page application.
Results in around 1 month



Across the board

Small businesses
from all industries



Market-oriented selection

Focused on impact,
unique ideas,
team's capacity



Transparent

independent experts,
clear selection criteria,
constructive feedback



Highly competitive

Acceptance rate:
8.4% for Phase 1
5.5% for Phase 2



High-risk

15% of funded SMEs are
pre-revenue companies



Learning effect

Coaching in Phase 1 boosts
market readiness and doubles
chances for Phase 2



Connecting businesses

1,747 new connections for
SMEs whose presence was
facilitated in trade fairs

Catalunya en el SME Instrument

Catalunya



157 PARTICIPANTS



65,26M€ ALLOCATED



168 PROJECTS
COORDINATED

4,5%



Total Horizon 2020

4,6%



4,8%



3520 PARTICIPANTS



1406,94M€ ALLOCATED



3487 PROJECTS
COORDINATED

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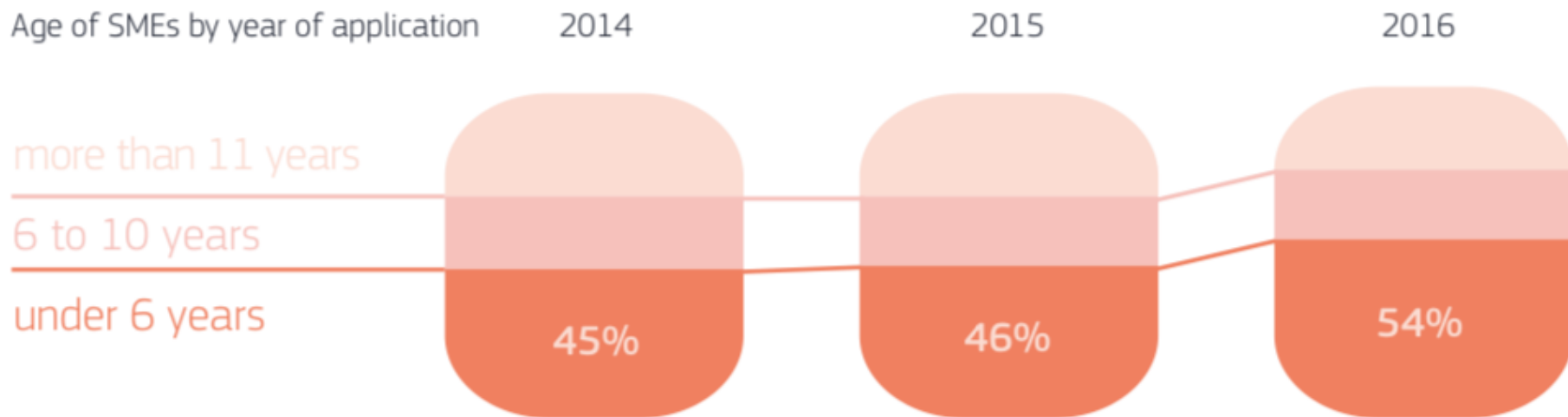
<https://sme.easme-web.eu/>



Startups & established SMEs



Age of SMEs by year of application



IBERITAL

VISION



BARCELONA



iberital_official

Presenting the next-generation
of espresso machines at

HOST MILANO

20-24 October

PAV. 24 STAND T50-U49



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Apogee Europe & its best projects



SMARTIVE



Business Support on Your Doorstep

Smartive: mantener las turbinas eólicas en movimiento

Miércoles 14 de septiembre de 2016 —

Estimado periodista:

Los premios que concede la **Enterprise Europe Network** reconocen a **las pymes** que han sacado provecho de los servicios y ayudas facilitados por **Enterprise Europe Network**, la mayor red mundial de apoyo a las pymes, con perspectivas internacionales. Compuesta por 3000 expertos de 600 organizaciones afiliadas en más de 60 países, la Red ayuda a las pymes a crecer más deprisa a través de un apoyo personalizado, nuevas asociaciones comerciales y acceso a financiación.

En la edición de este año, **la pyme española Smartive** ha sido seleccionada como **una de las nominadas** en la categoría «*Nuevos horizontes*». Los nombres de los ganadores se anunciarán el 14 de noviembre durante una ceremonia que tendrá lugar en Bratislava, Eslovaquia.

Puede utilizar en su artículo el caso de éxito de la pyme que se incluye a continuación sin cargo ni copyright (en versión completa o parcialmente). También se pueden organizar entrevistas con el emprendedor o un miembro de la Enterprise Europe Network si así lo solicita (póngase en contacto con: sabina.drastikova@icfi.com).

Smartive: mantener las turbinas eólicas en movimiento

Dado que España pierde gran cantidad de beneficios cada año debido a fallos en las



<http://prez.ly/OTt>

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Horizon 2020 SMEs

2014-2020

Collaborative Projects

- >8.330M€

SME Instrument

- Aprox 3.000M€

enterprise
europe
network

Helping ambitious SMEs
innovate and grow internationally

The EEN services

A broad range of services for growth-oriented SMEs

INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

ADVISORY SUPPORT

Advice on EU laws and standards

Market intelligence

IPR expertise

INNOVATION SUPPORT

Access to finance and funding

Innovation Management Services

Technology transfer

Main events organised 2016-2017



470 Participants
38 Countries
1.588 Scheduled meetings



429 Participants
43 Countries
1.977 Scheduled meetings



227 Participants
30 Countries
684 Scheduled meetings

EEN regional Catalonia

Visit the EEN Catalonia website to learn about our activities, events and services

www.een.cat

Apropem Europa a la teva Empresa

enterprise europe network

enterprise europe

Internacionalització | Transferència de tecnologia | R+D+I internacional

English

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Xarxa EEN

Què és?
Quins serveis oferim?
Qui conforma la xarxa eeen?
Donat d'alta!
Publica la teva cerca
Casos d'èxit
Accés a finançament

Actualitat

Missions i Trobades B2B
Jornades i Seminars

IDENTIFICAT

Usuari
Contrasenya
Entrar

Has oblidat la teua contrasenya?
Innocentes ajuda?

START UP HUB
Barcelona & Girona
Brokerage Event

Què és la xarxa ENTERPRISE EUROPE NETWORK (EEN)?

La Comissió Europea, des de la Direcció General d'Empresa i Indústria, ha posat en marxa la xarxa ENTERPRISE EUROPE NETWORK (EEN).

La Xarxa EEN ofereix a la petita i mitjana empresa (PIME) informació i assessorament en relació a les polítiques i oportunitats de negoci als països de la UE, així com assistència en processos de transferència tecnològica i accés a programes europeus de finançament, de recerca i desenvolupament i innovació (R+D+I).

Qui conforma la xarxa eeen?

El node de la Xarxa EEN a Catalunya està format per ACCIÓ, la Cambra de Comerç de Barcelona i el Consell General de Cambres de Catalunya. ACCIÓ és l'agència de suport a la competitivitat de l'empresa catalana, especialitzada en el foment de la innovació i la internacionalització empresarial i compta amb una xarxa de 35 oficines arreu del món.

Actualment, és l'únic node de la Xarxa EEN a Catalunya, l'objectiu del qual és aprofitar la gran experiència de cadascuna de les entitats que formen el Consorci.

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Consell General de Cambres de Catalunya

Ara ja podeu seguir nos a Twitter! [Segueix @eeencat](#)

Missions i Trobades B2B

Missions i Trobades B2B	Jornades i Seminars
Sobre Brokerage Events i Missions internacionals	Tallers d'innovació
07/09/2015 - IPA Innovation Match 2015 - Brokerage Event	Tallers de cooperació empresarial
17/09/2015 - 3rd Cluster-to-Cluster Conference and Matchmaking: Innovation by Combination	Esborzons de Finançament
22/09/2015 - Brokerage Event Palaga Food Fair	Esborzons d'innovació
30/09/2015 - Meet in Italy for Life Sciences 2015	01/10/2015 - Commercialising Applied Research Workshop
05/10/2015 - B2B @ ITS World Congress 2015	05/10/2015 - Patents biotecnològiques Cas Pràctic Estats Units
07/10/2015 - Transferència de Tecnologia Internacional en GreenCities & Sostenibilitat	06/10/2015 - Workshop de detecció de capacitats per a la cooperació empresarial



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JOHANNESBURG LIMA LONDRES MÈXIC DF MIAMI MILÀ MONT-REAL MOSCOU NOVA YORK PARÍS PEQUÍN SANTIAGO DE XILE
SAO PAULO SEÜL SYDNEY SILICON VALLEY SINGAPUR STUTTGART TEL AVIV TÒQUIO VARSÒVIA WASHINGTON DC XANGAI

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