



Business Support on Your Doorstep



Role of NCPs and Enterprise Europe Network in supporting competitiveness of SMEs in Europe

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- Strong expertise and experience in management of European R&I projects
- Contributions to the Brussels and Belgian position to work programmes, white papers, roadmaps
- Joint actions with BECI, Innoviris,...

Convergence with sectors/clusters in a “smart specialisation” approach

Strong complementarity with internationalisation through technological and research partnerships and innovation coaching



Horizon 2020: Many RDI opportunities to grasp



- Started 01/01/2014 for 7 years
- 78.6 billion €
- Collaborative projects with European dimension
- Funding 70 to 100% of eligible project costs

Why bother (or not)? (1)



It's not all about money!!



If you're looking for funds for your project on a short-term basis, H2020 is probably not the right program*

If you're looking for funds to create your company, H2020 is not the right program!

→ regional funds? National funds?

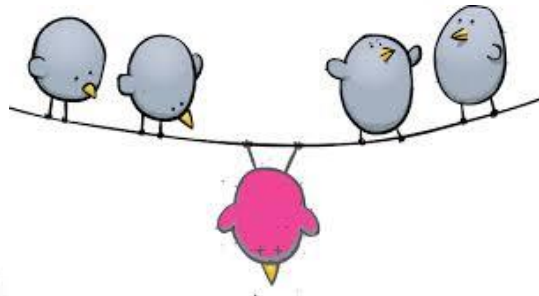


*** exception: the SME Instrument**

Am I targeting the right Program?

ACTIVITY	PROGRAM
Fundamental research	<u>ERC</u>
Research with big pharmaceutical companies	<u>IMI</u>
SME + universities collaborative research	<u>H2020 - SC 1</u>
New phd, pos-doc	<u>Marie-Curie</u>
Developing clinical trials in developing countries	<u>EDCTP</u>

NATIONAL FUNDING?!



EU PROJECT MUST FIT WITHIN YOUR STRATEGY

Why bother (or not)? (2)



- Europe is **your (next) market**
 - Research and Innovation are motors of **sustainable growth and jobs**
 - Your **partners & competitors** are already involved
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- You have an **innovative idea** that responds to an EU challenge or EU citizens needs?
 - You want to **contribute** with your **unique expertise** at EU level
 - You want **EU visibility**
 - You want to **build partnerships**
 - You want to **scale up** your business
-
- You want to **broaden your market?**
 - You want to take part in **collaborative R&I projects?**

I am a SME, what's in there for me?



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



And check with your NCP - **appointed intermediaries** between the European Commission and (potential) RDI projects participants
Trained - Experienced – Know the rules of the game – Connected to EU networks

AND Free-of-charge service

SME instrument: SC 1 topics

✓ **SMEInst-05-2016-2017: Supporting innovative SMEs in the healthcare biotechnology sector:**

- a) Cell technologies in medical applications (all phase 1 and phase 2 deadlines in 2016 and 2017)
- b) Clinical research for the validation of biomarkers and/or diagnostic medical devices (only in 2017 and for phase 2 applications - phasing out of the topic PHC-12-2014/2015 introduced in the Work Programme 2014-2015)

✓ **SMEInst-06-2016-2017: Accelerating market introduction of ICT solutions for Health, Well-Being and Ageing Well**

The SME instrument in a nutshell (1)

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.

The SME instrument in a nutshell (2)

- Targeted at **all types of innovative SMEs**
- **No deadlines** → **Open call**: Submissions can be submitted any time: 4 cut-off dates per year (March, June, September, December) for ranking and finance decisions
- **Market-oriented**, EU dimension
- **Bottom-up** while addressing societal challenges and/or key enabling technologies
- Grant-based staged funding : 70% funding (exceptions possible)

Next cut-off:
25.11

The SME instrument in a nutshell (3)

Throughout Phase 1 & Phase 2, SMEs can benefit from business coaching:

- Coaches will drive the performance of the organization

Phase 1: 3 days

Phase 2: 12 days

**Need advise on your SME instrument Project? Come and talk to
your National Contact Point!**

**Once you've been selected for your SME instrument, get a free
needs analysis by a Enterprise Europe Network adviser**

How can help you



**H2020 EU
Project**

exploitation of
results

idea

You get
**trustworthy and
upstream
information,
workshops,
specialised and
personalised
support**

proposal

+ Innoviris subsidy
for proposal
submission

contracting

realisation

reporting

**Taking great ideas from
the lab to the market**



**We don't write
your proposals!**

GET THE RIGHT TEAM!



NO ROOM FOR FRIENDS, ONLY FOR PARTNERS!

[FitForHealth](#)

[Idealist](#)

[Enterprise Europe Network](#)

An International Network

- The world's largest technology transfer database :13 000 open technology offers/requests !
- Find your ideal business / technology partner all over the world
- 600 partner organisations – 60 countries



How enterprise europe network can help you

Business Support on Your Doorstep



<https://www.youtube.com/user/enterpriseeurope>

Free-of-charge collective services

- Newsletters
- Technology watch e-service
- Workshops **eg.** How to successfully profile your company or research team in international partnering networks?

How enterprise europe network can help you

Business Support on Your Doorstep

Free-of-charge individual services

- Assistance in **SME instrument** project building & needs analysis
- Partnership offers/requests (quality checked, valid 1 year)
- Targeted sending of partnership opportunities
- Brokerage events and company missions (*eg.* Medica, Meet In Italy for Life Sciences, BioEntrepreneur, BioMedica,..)
- **Innovation Management Assessment** for innovative SMEs



Benefits: we help companies to



ACCESS EU FUNDING
GRASP EU RULES



MAKE
INTERNATIONAL
CONNECTIONS



BRING YOUR
INNOVATIONS
TO MARKET

✓ Information provided
and close collaboration
with NCP Brussels

✓ Technology & Business
match making :
individual and collective
services

✓ Innovation coaching &
trainings : SME
instrument &
enhancement of SMEs'
innovation management
capacity

Find your ideal partner and sign agreements partnerships related to the following fields

- ✓ Technical cooperation
- ✓ Subcontracting
- ✓ Outsourcing
- ✓ Research cooperation
- ✓ Technical assistance
- ✓ Licence
- ✓ Manufacturing agreement
- ✓ Investment
- ✓ Agency, distribution, franchise
- ✓ Reciprocal production
- ✓ Joint Venture
- ✓ Acquisition / merger
- ✓ Services....

Whether you offer or request any of those partnership types, we can help you to find the best match

Get consulting services to enhance innovation management capacities within your company

- ✓ Measure the **impact of innovation management** on your company's business performance
- ✓ **Identify areas for improving** innovation management performance
- ✓ **Get a benchmark** which will help you to evaluate the competitiveness of your company in terms of innovation
- ✓ **Actionable roadmap** to improve the innovation management capabilities and increase competitiveness

