



Introduction to H2020 Innovation Instruments for SMEs

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What's in there for SMEs ?

- Innovation Actions (Co-operative Projects)
- SME Instrument
- Fast track to innovation (FTI)
- Marie Skłodowska Curie Actions (MSCA)

- Access to risk finance
- Eureka/Eurostars 2
- Enterprise Europe Network (EEN)

Innovation Actions

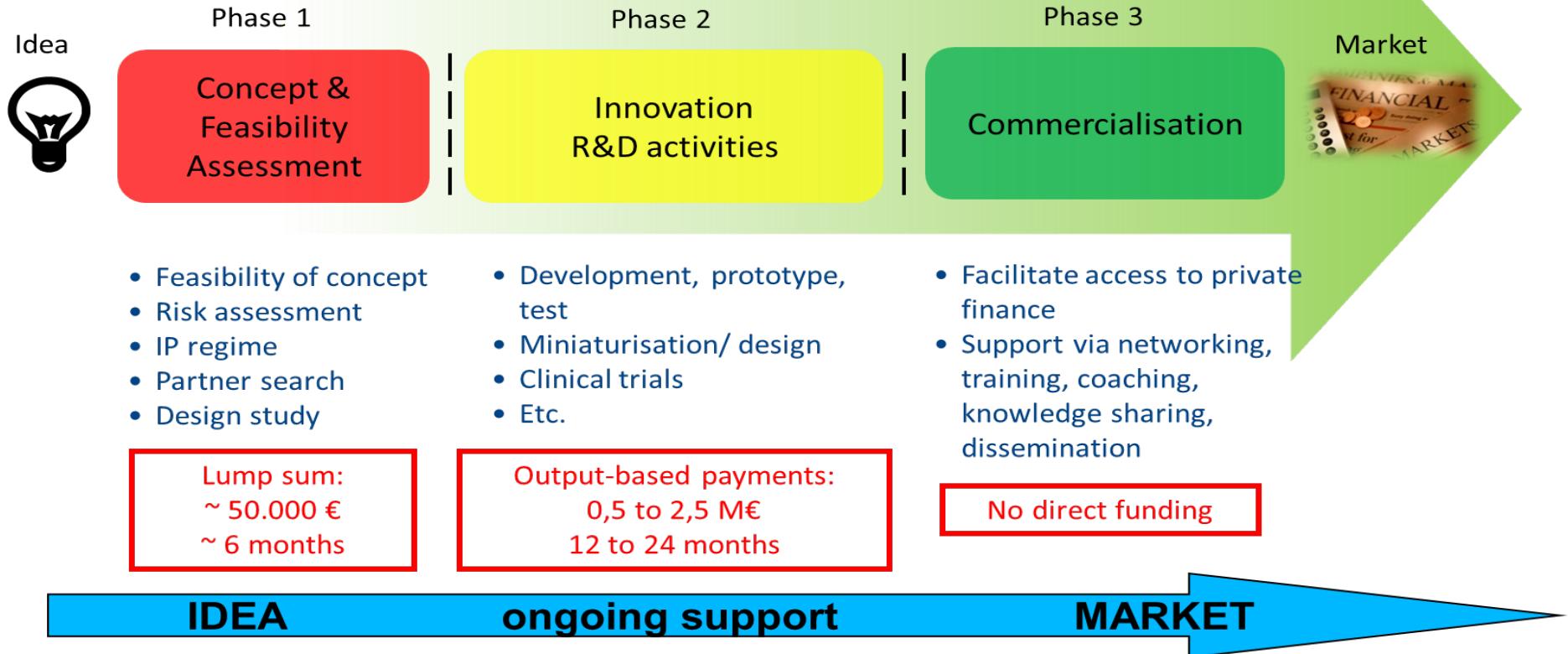
Funding is more focused on closer-to-the-market activities. For example, prototyping, testing, demonstrating, piloting, scaling-up etc. if they aim at producing new or improved products or services.

- Pre-defined (higher) TRL level
- Co-operative projects with 70% funding
- Emphasis on impact criterion (Business plans)
- Produce plans & arrangements or designs for new, altered or improved products, processes or services

SME INSTRUMENT

- **Target group: innovative, „high-growth SMEs“**
- **Only for profit SMEs**
- **Single company funding**
- **Close to the market**
- **Highly competitive**
- **Bottom-up within „topics“**
- **All kind of innovation fundable (products, services, etc.)**
- **70% funding of direct costs, 25% funding of overhead costs**
- **Submission possible in Phase 1 or Phase 2**
- **4 Cut off dates per year for Phase 1 and Phase 2**

SME INSTRUMENT



Fast Track to Innovation (FTI)

- **Pilot „Fast Track to Innovation“ in 2015/16**
- **Full bottom-up submission**
- **Close to market (TRL 6 +)**
- **Market uptake no later than 3 years after project start**
- **3-5 partners per project**
- **Open to all forms of organisations**
- **3 Cut Off Dates in 2015 and 3 Cut Off Dates in 2016**
- **Approx. 100 projects to be funded, at 2 Mio. € funding per project**
- **Industry-driven (60% of the budget to companies or 2/3 of the consortium)**
- **Impact very important, Business plan necessary, SME/Newcomer to H2020 highly welcome**

World Café:

How to identify suitable SMEs / Marketing

- **Communication on national and regional level**
- **Agency internal exchange on suitable customers**
- **Regional events**
- **SME instrument training (FFG Academy)**
- **Website**
- **Social media**
- **Success stories**
- **Regional partner agencies (EEN Network)**
- **Innovation price winners**
- **Roadshows**

Marie Skłodowska-Curie Actions

Are the

Marie Skłodowska-Curie Actions

interesting for my **company**?

YES! If you...



Marie Skłodowska-Curie Actions

... want to establish or deepen co-operations with universities or public research organisations abroad.



MSCA*-Research and Innovation Staff Exchange (RISE) promotes the transnational staff exchange between SMEs and the public sector.

* Marie Skłodowska-Curie Actions

... want to recruit excellent researchers from abroad for the benefit of your company.



MSCA-Individual Fellowships (IF) promote the career development of researchers from abroad at your company.

... want to co-shape research training at the doctoral stage, employ doctoral students at your company and equip researchers with an entrepreneurial mind set.



In the course of **MSCA-Innovative Training Networks (ITN)** universities and companies develop a research training programme, integrating the needs of both sectors.