

# Session: Daily Business of NCPs supporting SMEs – Exchange on Best Practices



Impulse: 3 Times 5 Minutes 5 Slides

- Favourite NCP Services  
Marlis Erichsen (DASTI)
- How to identify suitable SMEs / Marketing?  
Christian Frey (FFG)
- How do you check if an SME fits to H2020 Instruments  
Giorgos Tzamtzis (Praxi)

→ Afterwards: Group Discussion / World Café based on the three topics

## Favourite NCP services

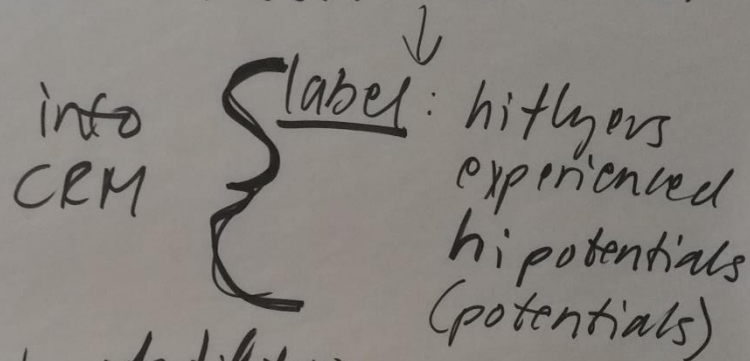
- Close connection between NCP/EEA/Reg.
  - > common events
- FI - video communication
- EE -> NCP to EEA
- Business events - different funders
  - different sectors
- Webinars / App.
- preview - before consultation

Favourite NCP Services

# How to identify suitable SMEs?

FFh

- Identify SMEs with high growth rate → contacts them



- <sup>to identify</sup> Clusters ~~as multipliers~~
- Always look at the basic need of the company

How to identify suitable SMEs / Marketing?

## SMEs fit to H2020?

- Screening of SMEs at initial stage before more in debt evaluation
  - Innovation Check form
    - research stage or other-elev.
    - topic related?
    - capacity (Network etc.)
    - market description
  - Meeting
    - feedback on form
    - info on successrate 6,5%
    - template National prog.
- Y or No → R&I prog. → EEN

How do you check if an SME fits to H2020 Instruments