

How do you check if an SME fits to H2020 Instruments

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A. The obvious:

Is it an SME?

Most probably yes, but are you sure?

- **Rough approach:**

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

- **Make sure by checking the SME Guide :**

<http://ec.europa.eu/DocsRoom/documents/10109/attachments/1/translations/en/renditions/native>

- If it was that simple the guide would not be 60 pages!
- Check general requirements for participation



B. The easy one:

Where do they fit in?

Is the proposed project or technology aligned with the priorities of H2020?

- **Societal Challenges**
- **Key Enabling Technologies (KETs)**
- **PPPs**
- **Etc**



This requires good knowledge of the WPs and priorities within them





C. The fairly easy one:

What does the SME need money for?

This will show you what kind of programme is most suitable for the SME

- **Research and Innovation actions**
- **Innovation actions**
- **MSCA**
- **SME Instrument and FTI**
- **A2RF, EUREKA/EUROSTARTS**
- **None of the above**



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Each action takes you to a different path and strategy for funding



D. The not so easy one:

Can they successfully participate?

Even if an SME is able to participate, can they do so successfully?

- **Operational Capacity**
- **Financial viability**
- **Network and Partners**
- **TRL / R&D capacity**
- **Management capacity and Experience**



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To be a good partner in a successful proposal the participants need to exhibit great capacity. As coordinators even more so!



E. The difficult one:

Is their project truly excellent?

Even if an SME fits all the criteria, does it have a good enough project?

- **Truly innovative**
- **Addressing real, recognised needs and problems**
- **Beyond the state of the art**
- **Feasible, realistic but ambitious**



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SEEK HELP! This is the hardest thing to determine but it is necessary to know if they should apply for funding.

Thank you
for your attention




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