

# enterprise europe network

## *EU Funding opportunities for Life Science SME's*



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**Innovate UK**



# Enterprise Europe Network

## Enterprise Europe Scotland



## Enterprise Europe England, Northern Ireland and Wales

Innovate UK



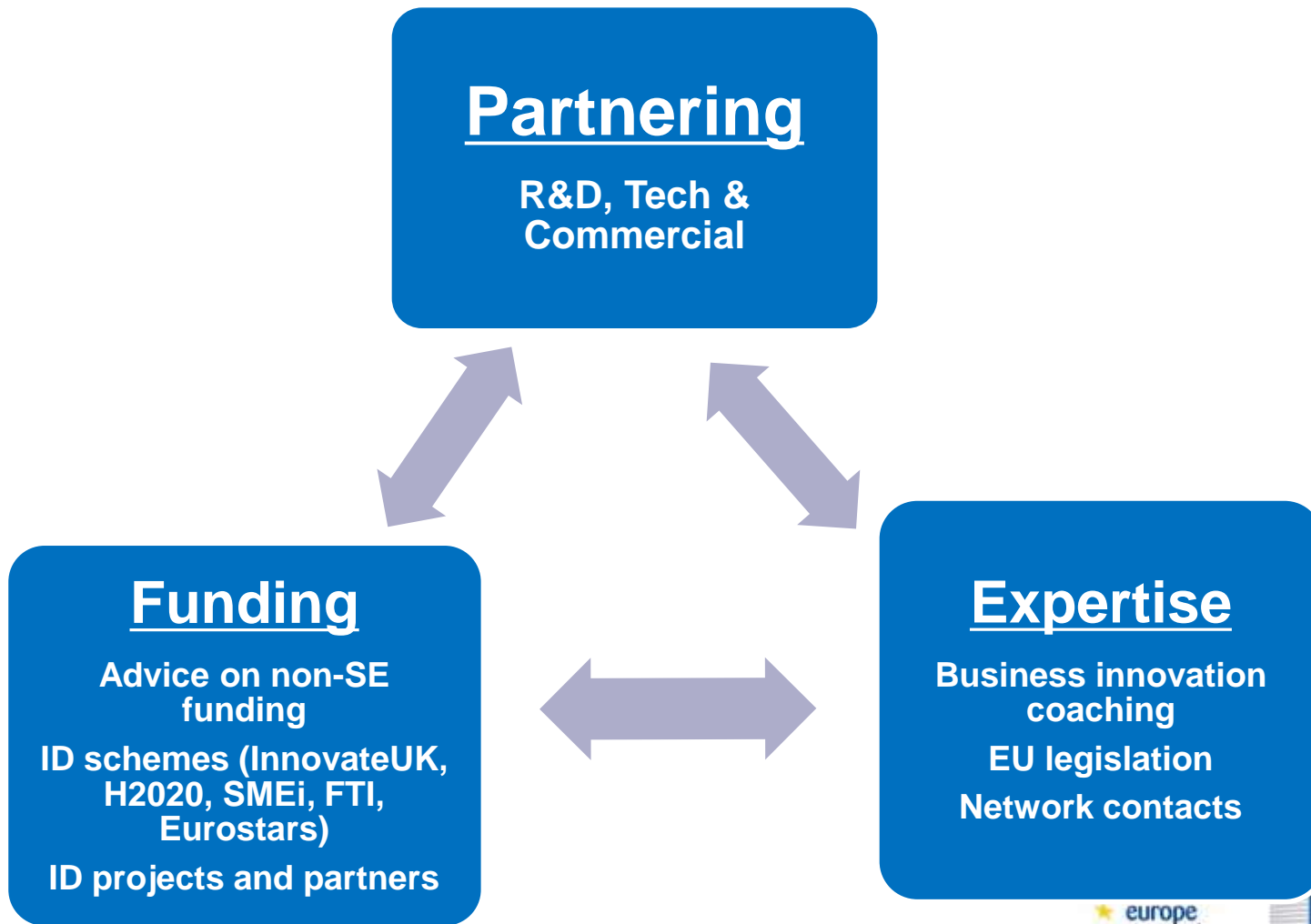
Innovate UK



**600+ partner organisations**  
**60 countries**  
**EU and beyond**



# EEN Support: to fit your needs



# EU Funding Opportunities for UK Companies

- *SME Instrument*
- *Fast Track to Innovation*
- *Eurostars*

# SME Instrument in a nutshell

- Targeted at all types of innovative SMEs showing a *strong ambition* to grow.
- Only 'for profit' SMEs allowed to apply for funding .
- *Competitive, EU dimension* - only the best ideas pass.
- Market-oriented, close-to-market activities (TRL 6).
- Evaluators: *market perspective*.
- Time to grant: 3 months (Phase 1), 6 months (Phase 2)
- *Single SME* can apply.

Programme Opportunity	Grant size	Duration	Subsidy rates	Partner requirement	Project result
<b>SME Instrument</b>	Phase 1: €50,000 Phase 2: Up to €2.5 million	1-2 years - Phase 2 6 months - Phase 1	70%	Single Applicant	Product/application ready for market launch (TRL 6 and beyond)
<b>Eligibility criteria</b>	<ul style="list-style-type: none"> <li>• Innovative, for -profit SMEs (other organisations as sub contractors)</li> <li>• TRL 6+ (No TRL requirement for Phase 1)</li> <li>• Technical and commercial feasibility (phase 1)</li> <li>• Demonstration and commercialization (phase 2)</li> </ul>				
<b>Programme information</b>	<ul style="list-style-type: none"> <li>• Bottom up - No thematic calls</li> <li>• Business plan oriented</li> <li>• Focus on impact and potential for market creating innovation</li> <li>• Up to 15 days business innovation coaching for successful applicants</li> </ul>				
<b>Comments</b>	<ul style="list-style-type: none"> <li>• Support close -to-market innovation activities (“last push”)</li> <li>• Radically new, breakthrough products, services, processes or business models</li> <li>• Open up new markets with the potential for <b>rapid European and global -scale growth</b></li> <li>• High risk projects with need for significant investment</li> </ul>				
<b>Relevance</b>	<ul style="list-style-type: none"> <li>• For SMEs with <b>demonstrated</b> products/technologies</li> </ul>				

# FTI in a nutshell

- *The FTI is a fully bottom-up measure in Horizon 2020 promoting close-to-the-market innovation activities, open to all types of participants... and crossing across the Industrial Leadership and Societal Challenges priorities*
- *Need 3 partners from 3 member states (industry led)*
- *Last push needed before introduction to the market*
- *Realistic potential for quick deployment and market take-up*
- *Faster funding, limited administrative overhead, a business-driven approach...*

Programme Opportunity	Grant size	Duration	Subsidy rates	Partner requirement	Project result
<b>FTI</b>	1-3 M€	1-2 years (max 3 yr)	70% + 25% (100% + 25% non-profit)	3-5 partners 3 countries	Product/application ready for market launch (TRL 6 and beyond)
<b>Eligibility criteria</b>	<ul style="list-style-type: none"> <li>• Minimum 3, maximum 5 partners, minimum 3 countries</li> <li>• 2 out of 3/4 partners from industry (<i>private-for-profit</i>)</li> <li>• or 3 out of 5 partners from industry (<i>private-for-profit</i>)</li> <li>• or 60% of the total budget allocated to industrial partners (<i>private-for-profit</i>)</li> </ul>				
<b>Other criteria</b>	<ul style="list-style-type: none"> <li>• Time-to-market: 36 months or less (from project start)</li> <li>• Level of development/maturity: ~ TRL 6 (for technological innovations), or similar</li> <li>• Further development (up to TRL 9) possible in a relatively limited amount of time, and underpinned by a technical and a commercial planning</li> </ul>				
<b>Comments</b>	<ul style="list-style-type: none"> <li>• Support to close-to-market innovation activities ("last push")</li> <li>• Building of new value chains and other networking opportunities</li> <li>• Increase industry/SMEs participation</li> </ul>				
<b>Relevance</b>	<ul style="list-style-type: none"> <li>• For all types of companies with <b>demonstrated</b> products/technologies</li> <li>• Collaboration with large market access partners is in general a strength</li> </ul>				



# SMEi and FTI Proposal Format

1. **EXCELLENCE (25%)**
  - 1.1 Objectives
  - 1.2 Relation to the work programme
  - 1.3 Concept and methodology
  - 1.4 Ambition
2. **IMPACT (50%)**
  - 2.1 Expected impacts
  - 2.2 Measures to maximize impact
    - a) Dissemination and exploitation of results
    - b) IP, knowledge protection and regulatory issues
    - c) Communication activities
3. **IMPLEMENTATION (25%)**
  - 3.1 Work-plan – Work packages, deliverables and milestones
  - 3.2 Management structure and procedures
  - 3.3 Consortium as a whole
  - 3.4 Resources to be committed

# EUREKA Eurostars

## Programme Structure

Co-funded from the national budgets of 36 Eurostars countries (Eurostars Participating state or Eurostars Partner country) and the EU through H2020

Participating countries earmark funds for their participants following national funding rules and procedures



Programme Opportunity	Grant size	Duration	Subsidy rates	Partner requirement	Project result
<b>Eurostars</b>	½-2M€ (€1.9M av. UK)	2-3 years (3 years max)	Variable (60% for SMEs in UK)	2 partners from 2 countries	Product/application prototype ready for demonstration
<b>General</b>	<ul style="list-style-type: none"> <li>• Bottom-up R&amp;D programme for R&amp;D intensive SMEs</li> <li>• National funded activities, so each country have different rules</li> <li>• Novel product ideas with clear tech barriers and great market potentials</li> <li>• Market launch (clinical trials) &lt; 2 year after project-end</li> </ul>				
<b>Eligibility criteria</b>	<ul style="list-style-type: none"> <li>• Minimum 2 partners from 2 countries</li> <li>• Led by R&amp;D-performing SME</li> <li>• ≥50% of budget to R&amp;D-perf SMEs</li> </ul>				
<b>Comments</b>	<ul style="list-style-type: none"> <li>• R&amp;D intensive SME to coordinate and 50% of budget for R&amp;D SMEs</li> <li>• Deadlines: 2 times each year</li> <li>• Success rate – 20-30%, but depending on partnering countries (23% in UK)</li> <li>• Time to grant: 4-7 months</li> <li>• Two application submission deadlines annually (Next: 1<sup>st</sup> March 2018; Sept 2018)</li> </ul>				
<b>Relevance</b>	<ul style="list-style-type: none"> <li>• For all types of SMEs who have own resources for R&amp;D, especially high-tech. Also relevant for start-ups</li> </ul>				



Aim higher  
EUROSTARS  
APPLICATION FORM

=> filled in online (application form accessed through the Eurostars website)




### Main Sections / Criteria




<b>1. The pitch</b>	What do you want to do? Why do you want to do it? How will you make money?
<b>2. The business case</b>	Main result/project goal; Product, clients, market channels; Financing (past and future); Timeline towards commercialization; Commercial state-of-the-art; Competition; Innovation; Barriers to market entry; Partners' current market positioning; Expected market penetration; Sales forecast, turnover and profits; Payback period
<b>3. The project</b>	Method/approach; Technical challenge; Risks and mitigation; Other methods/solutions available; Value proposition; Ethical or legal issues
<b>4. The work packages</b>	Description of work packages (duration, summary, milestones and outcomes, tasks) and costs/budget
<b>5. The consortium</b>	Overview of the consortium; Project management, including experience of lead partner; Benefits from collaboration; Background knowledge & management; Foreground/new IP & management;
<b>6. The participants</b>	<i>For each partner organization:</i> Basic info & contacts; Business activities & expertise; Financial situation; Own co-funding; Current R&D activities; Benefits/drivers for participating and expected economic impacts (incl. job creation); Tasks in the project; Subcontracting; Budget; Financial data/reports (years -2 & -1)

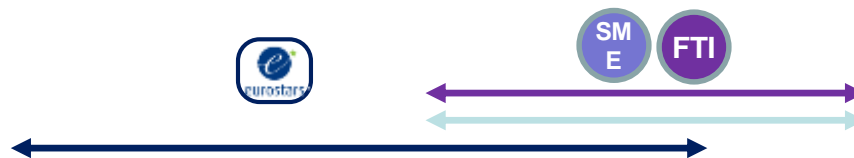
[www.innovayt.eu](http://www.innovayt.eu)



# Programme Comparison

	Eurostars 	FTI 	SME-instrument 
TRL range	3-7	6-8/9 (starts at TRL 6)	6-8/9 (starts at TRL 6)
Overall eligibility criteria	<ul style="list-style-type: none"> <li>Min 2 partners, 2 countries</li> <li>Led by R&amp;D-performing SME</li> <li>≥50% of budget to R&amp;D-perf SMEs</li> </ul>	<ul style="list-style-type: none"> <li>3-5 partners, min 3 countries;</li> <li>≥50% of industrial partners or ≥60% of budget to industry</li> </ul>	<ul style="list-style-type: none"> <li>Only SME partners (1+)</li> <li>Other organiz.s as subcontr.s</li> <li>Each SME: only 1 submission or 1 project implementation at any one time</li> </ul>
Proposal length	Online form (typ. eq. 60-80 pgs)	Max 30 pages	Max 30 pages
Typical budget	€1-2 M (€1.9 av. UK)	€1-3 M (€3 M max)	€0.5-2.5 M (Phase 2)
Funding rate	60% (SMEs UK)	70% (100% for non-profit)	70%
Overheads	Variable according to partner/country	25% of direct eligible costs (excl. subcontr.)	25% of direct eligible costs (excl. subcontr.)
Consortium size	Typically 2-4	3-5 partners	1+ SME(s)
Project duration	2-3 years (3 years max)	1-2 years (3 years max)	1-2 years (Phase 2)
Grant to market	Max 5 years (2 yr post-project)	Max 3 years	Typically 2-3 years
Av. success rate	23% (22.6% UK)	5% (1st cut-off)	8% (for both Ph1 and Ph2) <a href="http://www.innovayt.eu">www.innovayt.eu</a>

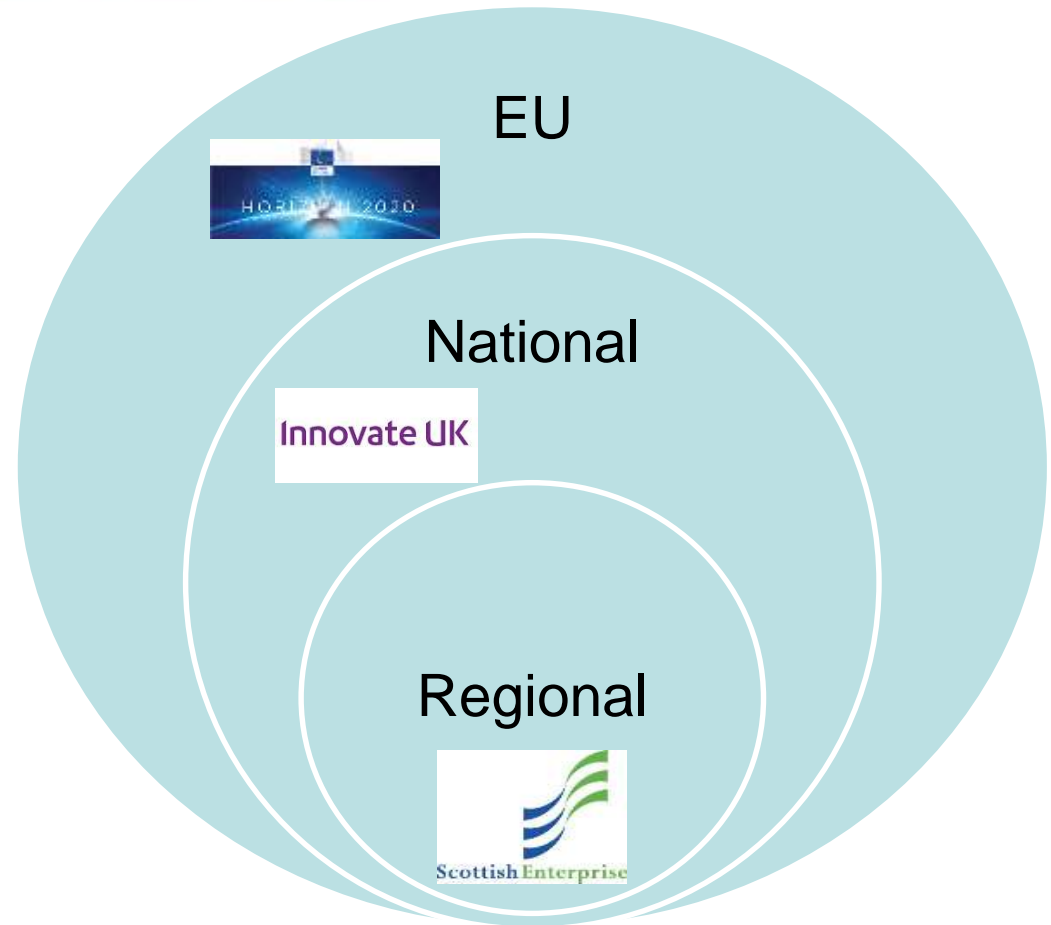
Types of action		
<b>SME instrument</b>		The SME instrument is targeted at all types of innovative SMEs and provides staged support covering the whole innovation cycle in three phases.
<b>Fast Track to Innovation</b>		Bottom-up, close-to-market activities by industry-driven consortia of up to 5 partners; foster participation of industry, including first-time applicants and SMEs.
<b>Eurostars</b>		Transnational, collaborative projects led by R&D performing SMEs; Bottom-up programme, including research, development and demonstration activities.



TRL	0	1	2	3	4	5	6	7	8	9
<b>Technology Readiness Level</b>	Idea	Basic Research	Technology formulation	Applied Research	Small Scale Prototype	Large Scale Prototype	Prototype System	Demonstration System	First kind commercial system	Full commercial application

# So much funding

Do you find it difficult navigating the most relevant, current funding opportunities for your project?



# Funding Support

## Pre-Submission

- Horizon scanning
- Fit with programme?
- Partner identification
- Proposal guidance
- Proposal review

## Post-Award

- Coaching (SMEi)
- EEN support
- Tie in reg./nat. support



# Since 2015, we have helped:

- 24 Scottish companies secure **€30,855,616** of which, **€17,422,290** SME instrument + 130 days innovation coaching
- The success rates for SMEi Scottish beneficiaries supported by EEN Scotland were **25%** against average overall EU success rates of **6%**
- **86%** of Scottish companies funded under SME Instrument in Scotland were supported by EES

# Scottish SMEi Champions

## Phase 1

1. Vascular Flow Technologies
2. AvantiCell Science
3. Nova Innovation
4. Smarter Grid Solutions
5. Impact Laboratories
6. Innovo Engineering
7. OceanTools Aquaculture
8. Gaia-Wind Limited
9. Glycomar
10. Palpation Diagnostics
11. Reminova
12. Saccade Diagnostics
13. Ingenza
14. Insignia Technologies
15. Current2Current
16. SMAR Azure (partner)

**€17,422,290 funding received**  
**130 days coaching**



<https://ec.europa.eu/easme/en/sme-instrument-beneficiaries>

## Phase 2

1. Calcivis
2. Cytosystems
3. AvantiCell Science
4. Holoxica
5. SOFANT Technologies
6. Nova Innovation
7. TC Biopharm



# Get in touch!

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International - find your local EEN

<http://een.ec.europa.eu/about/branches>

## EEN Scotland Website

[www.enterprise-europe-scotland.com](http://www.enterprise-europe-scotland.com)

## Podcasts

<http://eenscotland.podbean.com/>

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