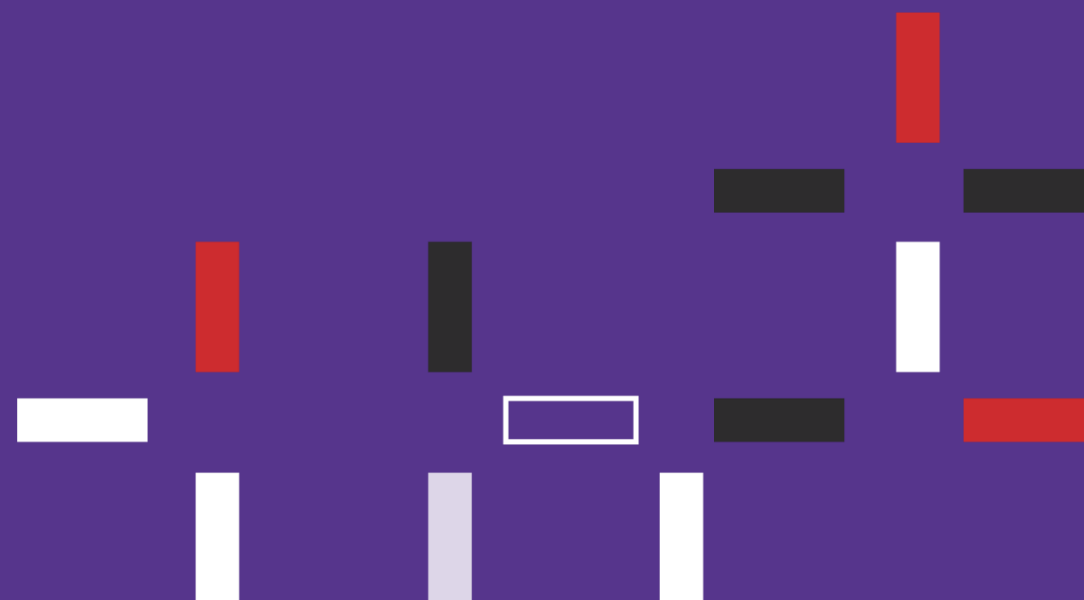




# THE EUROPEAN INNOVATION COUNCIL

Work Programme 2023  
Info Day

13 December 2022



# Agenda

## 9.30 Welcome & Introduction

Main EIC achievements, policy context & novelties of WP 2023

## 10.00 EIC Pathfinder

## 11.15 EIC Transition

## 12.15 Lunch break

## 13.00 EIC Accelerator

## 15.00 Business Acceleration Services

## 15.45 Access2EIC & Closure



# **Business Acceleration Services**

## **Novelties in 2023**

Agnieszka Stasiakowska

(Acting) Head of Sector

EIC Business Acceleration Services

Global Offer

# EIC Business Acceleration Services (EIC BAS): EIC Support beyond funding



## WHY?

Accelerate EIC innovations and growth of EIC companies



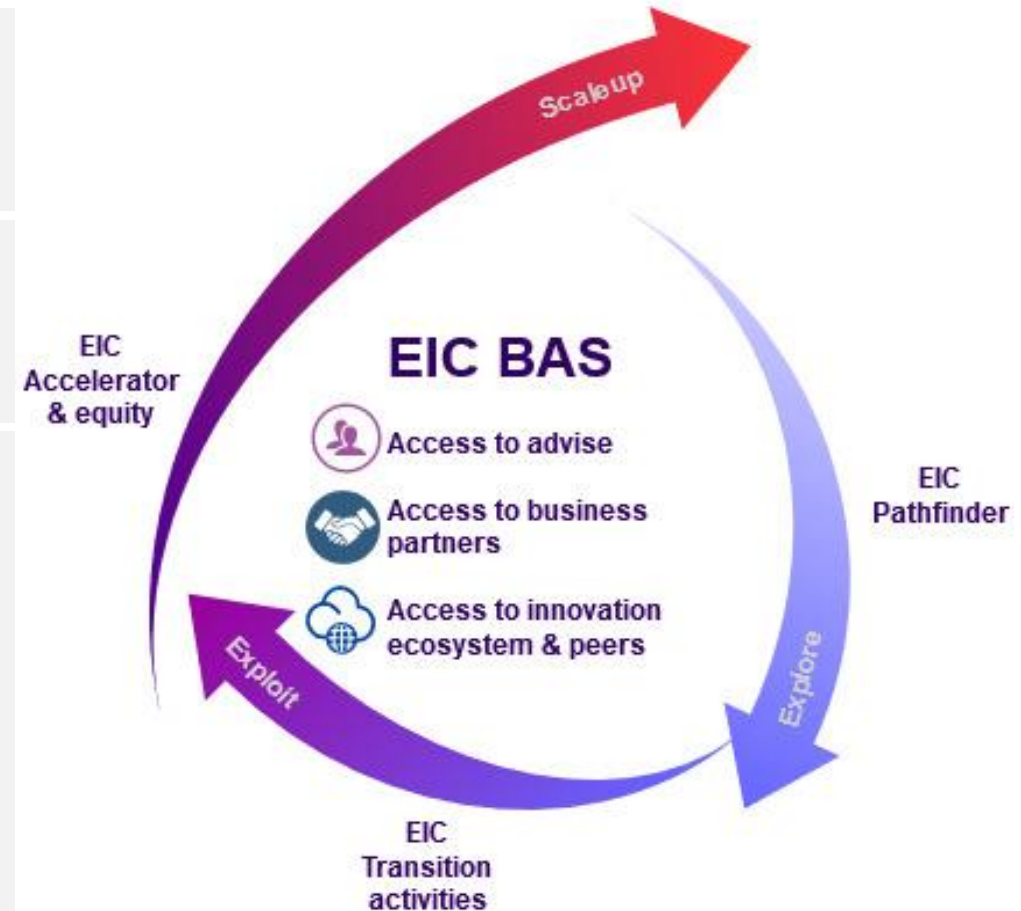
## WHAT?

Access to tailor-made services worth up to **€50k+**



## WHO?

- **EIC Awardees : Pathfinder, Transition, Accelerator** (H2020 legacy projects included)
- **Applicants** to EIC Accelerator 2<sup>nd</sup> stage (3 days coaching)
- **Horizon Europe Seal of excellence**
- **Women Tech EU**



# EIC Business Acceleration Services (BAS)



## Connection to Innovation Ecosystem Partners' services

Incubators

Accelerators

Innovation  
Agencies

R&I  
Infrastructure

Venture  
builders



EIT KICs

## Access to Business Partners



Corporates



Investors



Innovation  
procurers



Trade Fairs

## Access to Advice and skills



Coaching



Tech2Market



Women  
Leadership



EIC  
Scaleup

Reducing  
GHG  
emissions

**EIC Community &  
Marketplace &  
Innospace**

# Why to go for BAS?



+40

matching  
events per year

+1500

innovators  
served

1K

coaching sessions  
per year

+40

ecosystems  
partners involved

+2000

corporate and  
investors involved

20%

business  
follow-ups & deals

3000

1:1 meetings with  
business partners

Up to  
€ 50k

worth access  
services

# EIC Ecosystem partners

## Privileged access to the EU innovation scene

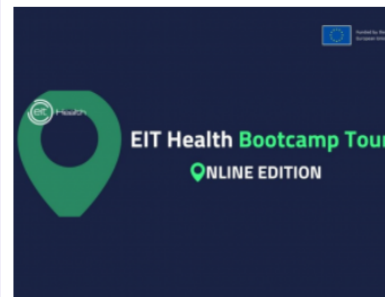
European  
Innovation  
Council



- Access to services of top European incubators, accelerators, venture builders, research infrastructure, test-beds, pilot plants, regulatory advisors and other service providers
- Top partners such as EIT, Collider, Angels Sante, Consilience Group
- Soon, a **Catalogue will help to navigate through the offer!**

### Open Call: Attend the EIT Health Bootcamp Tour and get a sneak peak of what you can get on the 2022 EIT Health Bootcamps!

The EIC created a new Story | 4 days ago



Each year after the [EIT Health Bootcamps](#) take place, EIT Health holds the Bootcamp Tour, an event where selected companies go through a validation programme, content sessions, peer-to-peer gatherings, and meetings with experts. Given that this year we couldn't miss the online twist, we have the pleasure to invite EIC supported companies to join the [EIT Health Bootcamp Tour: Online Edition for free.](#)





# How setting up partnerships works?



- **Partners selection:** Call for expression of interest with periodic cut-offs. Criteria: Excellence & track record, match with EIC beneficiaries needs (coherent mix of type of services, target audience, geography). 187 applications submitted under first call .
- **Second call to close on 14 December 2022**
- **Signature of MoU:** Set up the conditions for cooperation, the services offered etc. MoUs are a tool that allow flexible implementation of the action. 33 first MoUs being signed



# BAS matchmaking service with:



# Corporates Partnership Programme

European  
Innovation  
Council



- 61 activities since 2017
- 1350 SMEs
- +100 Corporates involved
- 100% corporates wants to repeat
- **299 follow-ups & 58 deals**

## Nanolike and Holcim

- From Holcim's EIC Corporate Day (Jan 21) to the adoption in 70 countries in **one year**

## Circularise and Neste

- After Neste Corporate Day in 2021 Neste announced it is joining €11M investment round for Circularise next to pilot cooperation and partnership activities

Success case



## Next Corporate Event

Schneider Electric (62)	13-14 December 2022
Velux (63)	6-7 March 2023
Safran (64)	15 March 2023
Novo Nordisk (65)	28 March 2023
Shell Ventures (66)	27 April 2023

# EIC Overseas trade fairs programme

European  
Innovation  
Council



The EIC **Overseas Trade Fairs (OTF)** programme organises the participation of selected EIC beneficiaries to 15 major international trade fairs.

**300** **EIC Beneficiaries (SMEs/Startups/Scaleups)**  
Up to 20 EIC beneficiaries are selected for each fair.

**15** **International Trade Fairs**  
Major global exhibitions with a sectorial or cross-sectorial focus, in line with the EIC.



**SUCCESS CASE** Elaphe Propulsion Technologies (SL) expects to generate a total of EUR 20m just from CES 2022 and hire 50 new staff



# EIC Overseas Trade Fairs 2.0 programme



- **Pre-set Business meeting** tailored to your business needs
- **Business Mentoring** to prepare you for the exhibition
- **Company Promotion** in identified target markets, before and during the trade fair
- **Side events & conferences**

## Upcoming EIC Trade Fairs 2023

CES	Las Vegas (US)	5 - 7 January
ArabHealth	Dubai (UAE)	30 January - 2 February
Mobile World Congress	Barcelona (ES)	27 February - 2 March
Middle East Energy	Dubai (UAE)	7 - 9 March
Hannover Messe	Hannover (DE)	17 - 21 April
BIO	Boston(USA)	5 - 8 June

# Innovation Procurement Programme – beneficiaries

European  
Innovation  
Council



13 activities  
162 SMEs  
304 buyers  
76 1-to-1 meetings  
**65 follow-ups & 11 deals**

## Next Procurers Event

Las Rozas de Madrid	28 Nov. 2022
European Network of National Competence Centres on Innovation Procurement	14 Dec. 2022
Moravia Steel/Refrasil	28 Feb. 2023



*Success case*

## **Sigma Industrial Precision and CUF (José De Mello group) Hospital Group**

- Solution to analyse energy consumption and prevent failure in hospital machinery
- POC for 12 months – ongoing
- Possible extension to all CUF hospital facilities

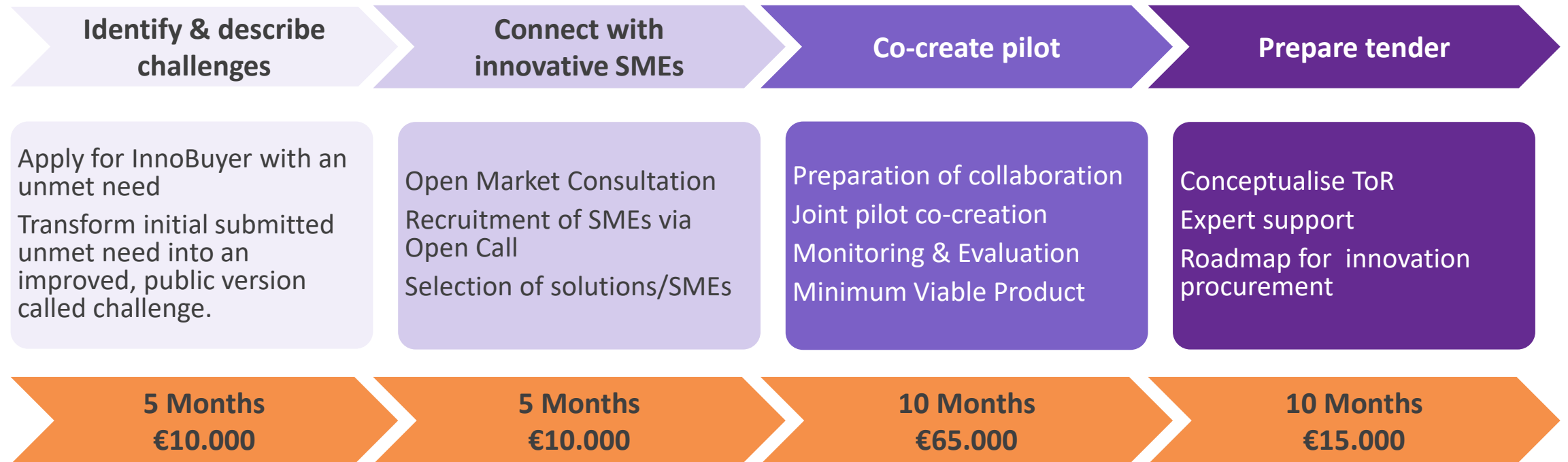
# Innovation Procurement programme

## - procurers

European  
Innovation  
Council



Expertise and funding support to solve your challenge with innovative companies



Fully funded by the EU | Reduced paperwork | Demand-driven





# CSA call - Support to test EIC innovations with public and private procurers



**Grants up to € 60.000** to EIC Awardees to carry out PoCs or pilot tests on the services of public or private committed buyers

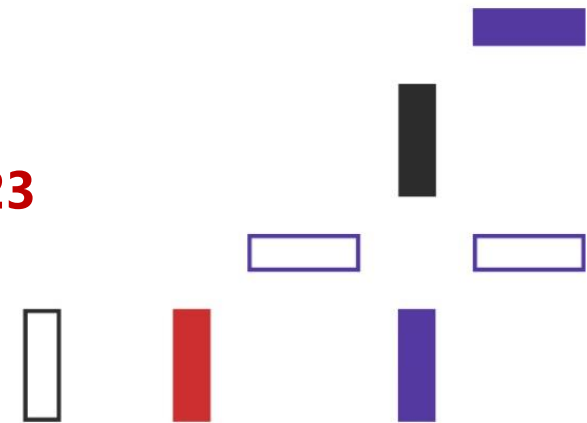


## Two types of calls:

- No predefined thematic area, EIC Awardee apply with commitment from a pre-identified buyer.
- Predefined challenges from identified buyers, EIC Awardee apply with a solution to this challenge



**CSA, up to € 3 million**, at least 75% for EIC Awardees,  
call opening **1 June 2023**, deadline **7 November 2023**



# Coaching



EIC business coaches accompany the beneficiaries in actually learning & solving business development challenges – starts with 3 days of coaching

**EIC Accelerator  
applicants**

- to improve the value proposition, business plan and investor pitch

**EIC Pathfinder  
researchers**

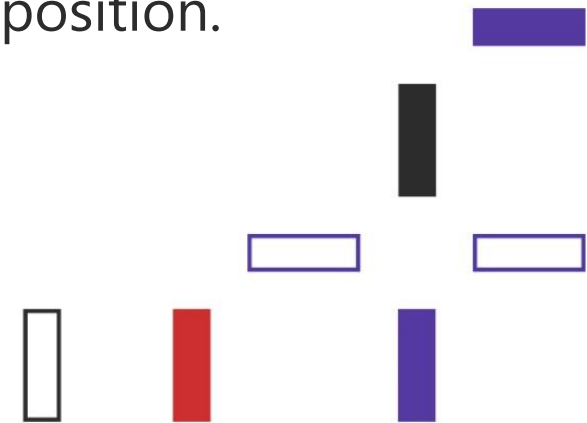
- to discover innovation opportunities and to provide insight in the entrepreneurship potential.

**EIC Transition  
teams**

- to analyse the industry and to create a value proposition.

**Accelerator  
start-ups**

- to improve the business plan, the strategy implementation and a faster market entry.





# EIC Tech to Market services



## Entrepreneurial programmes

### Introduction on entrepreneurship for deeptech researchers

**Objective:** entry level training - introduction on entrepreneurship and its feasibility for deeptech founders

**Two half-days online training (6/year)**

### DeepTech Entrepreneurship courses

**Target:** researchers with concrete entrepreneurial project or early stage entrepreneurs

**Objectives:** develop entrepreneurial skills and talents and help to assess readiness/eagerness for being a founder

**Bootcamp: 4 days (2/year)**

**Immersive programme: modules over 16 weeks (2/year)**

### Market validation activities

**Target:** advanced entrepreneurial project

**Objectives:** design and implement a people-centric approach in developing a business model, and perform early validation of business hypothesis through interviews with stakeholders

**Bootcamp: 4 days (2/year)**

**Immersive programme: 8 w. (2/year)**

Registration  
opening early 2023

# EIC Tech to Market services



NEW IN 2023

## Venture building services

Support services towards spin-off /start-up creation through proactive management

### Exploration and feasibility

#### Validation Workshops

Networking thematic events with market actors and feedback on market strengths and gaps

#### Feasibility assessment

Tech due diligence to assess IPR, tech, business opportunity and teams, and define strategy to maximize market potential

### Team creation

#### Onboarding of new Team members

Recruitment service for EIC innovators with an identified founder skill gap

#### Entrepreneurs in Residence

Bring entrepreneurial expertise to selected teams and help pave the strategy for the company

### Venture services

#### On-demand services on

- Business intelligence
- Human Capital Development
- Finance
- Venture creation support
- Technology Transfer
- Regulation, Certification and Standardization
- Branding

# EIC Scale Up 100

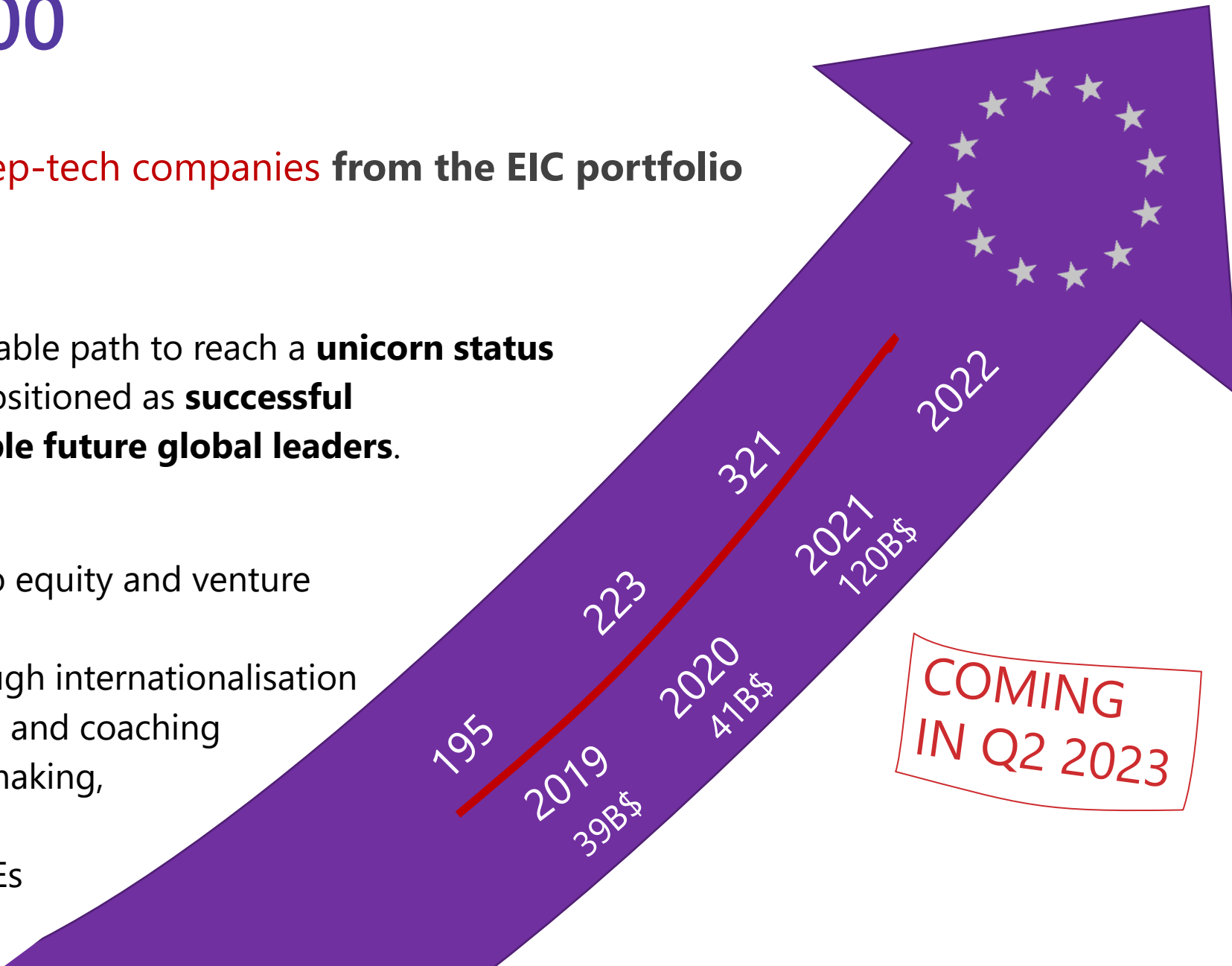
**scale-up support** to 100 deep-tech companies from the EIC portfolio and beyond

## Expected impact

- 20 companies on the sustainable path to reach a **unicorn status**
- 100 supported companies positioned as **successful fast-growing and sustainable future global leaders.**

## Support provided

- **Increased funding** (Access to equity and venture debt, VCs, other investors)
- **Business development** through internationalisation (soft-landing) and mentoring and coaching
- **Network expansion** (matchmaking, peer learning)
- **Promotion** of supported SMEs



# EIC Women Leadership Programme main goals and services



1

Participants ascending to senior and management positions

2

Participants creating spin-offs or spinouts

3

Ensuring follow-on investment rounds/IPOs/deals

4

EIC teams becoming more gender-diverse

**32% declare improvement in skills**



Mentoring



Business coaching



Joint trainings



Networking opportunities

**3rd cohort: spring 2023**



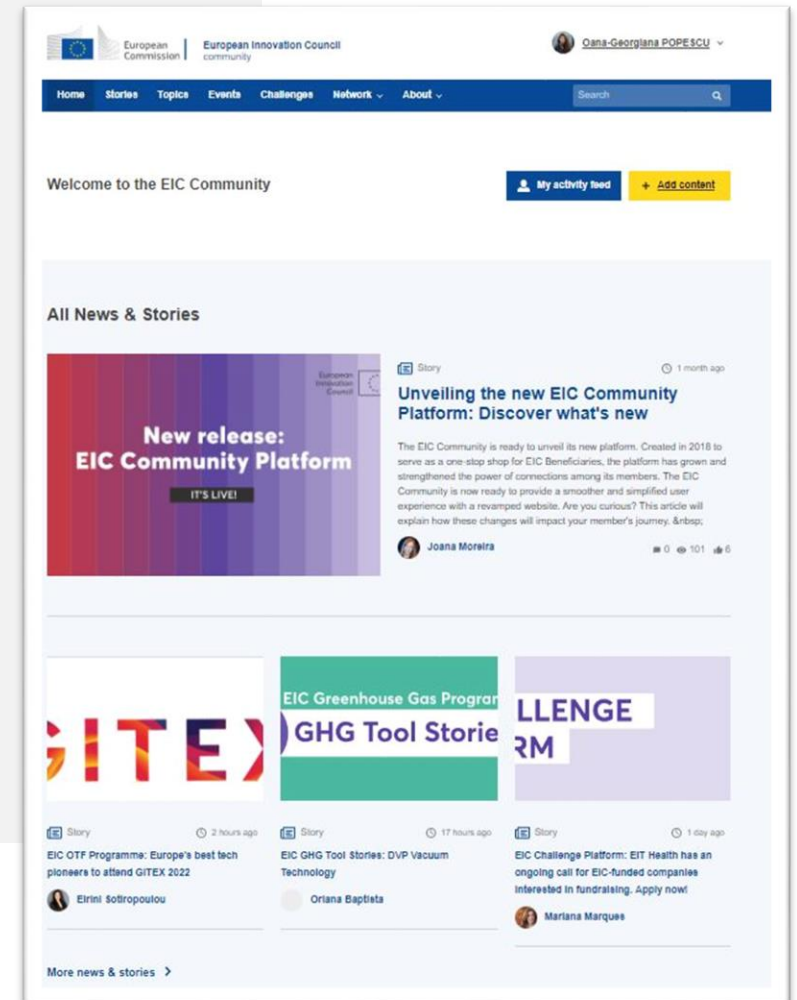


# EIC Community Platform

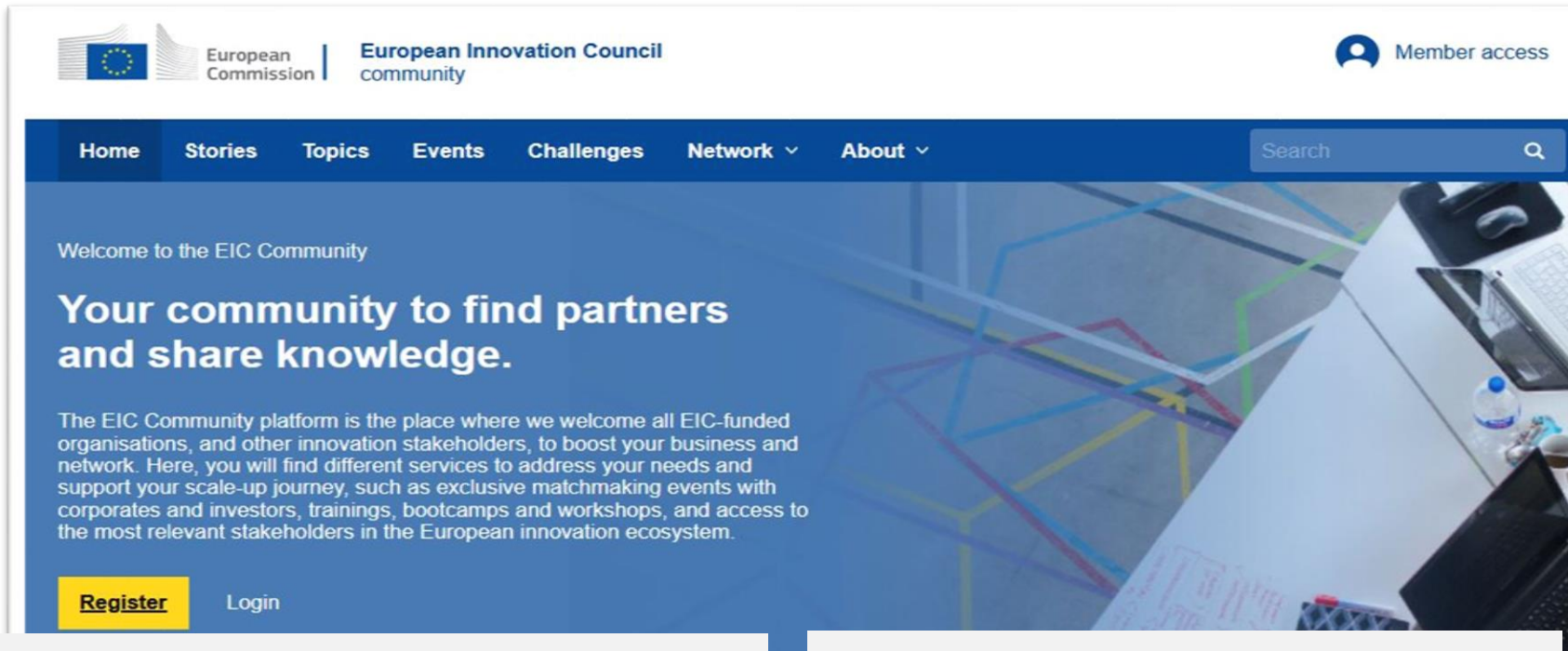
## What's in it for the EIC beneficiaries?

- Apply to EIC Business Acceleration Services
- Create a personal and company profile
- Use the powerful search engine to find like minded companies
- Explore business opportunities & share your experience via groups
- Promote other interesting events to the EIC Community
- Submit solutions to EIC challenges

[Go to the EIC Community Platform](#)



# EIC Community Platform



## How do I get there?

- European Innovation Council website - BAS
- Or via direct link! 😊

## How do I register?

- Choose „Already a member“
- Use or ECAS log in credentials

## Why should I be there?

- Open call
  - Stories
  - Events
- Challenges
- Partner calls
- Network: org, members, groups

[Go to the EIC Community Platform](#)



# Thank you !

@EUeic

#Eueic

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