European
Innovation
Council

EIC Info Day 2022

EIC Transition
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EIC Transition Open and Challenges 2022

EIC: Integrated, agile support across the full innovation spectrum from early stage research to start-up and scale-up.

Why EIC transition?

Supports the maturation and validation of novel technologies beyond proof of principle (TRL 5-6) and business activities towards commercialisation

The Open funding supports all technologies and innovations

Challenges: predefined thematic priorities aiming to establish portfolios of projects

Who can apply ?

H2020 FET schemes and EIC pilot

ERA NET call - FET (CHISTERA, QUANTERA, FLAGERA)

ERC PoC projects

Financial contribution

Max EUR 2.5 m €

Booster grants up to EUR 50k to undertake portfolio activities

EIC Transition Call 2022 cut-offs

- **Total budget: 130M€**
  - **Open: 70M€**
  - **Challenge** Green Digital devices for the future: **30M€**
  - **Challenge** Process & system integration of clean energy technologies: **15M**
  - **Challenge** RNA-based therapies and diagnostics: **15M€**

- **Publication and Opening:** 9 February respective 2nd March

- **1st cut-off Open and Challenges:** 4th May
  - Interviews: planned for 2nd week of July (+/-) Results: last week of July

- **2nd cut-off Open and Challenges:** 28th September
  - Interviews: planned for 1st week of December (+/-) Results: end of the year

- Part B, sections 1 to 3,= maximum **20** A4 pages including cover

Important:
make sure the Transition is the right call for you!

Please ask yourselves these questions <u>before</u> you apply?

- Is this **novel technology ready** for the next steps?

- Have you performed **early market / competition explorations** ?

- Do you have a **motivated and diverse team** for commercialisation?

If the answer to each one of these questions is a clear 'yes',
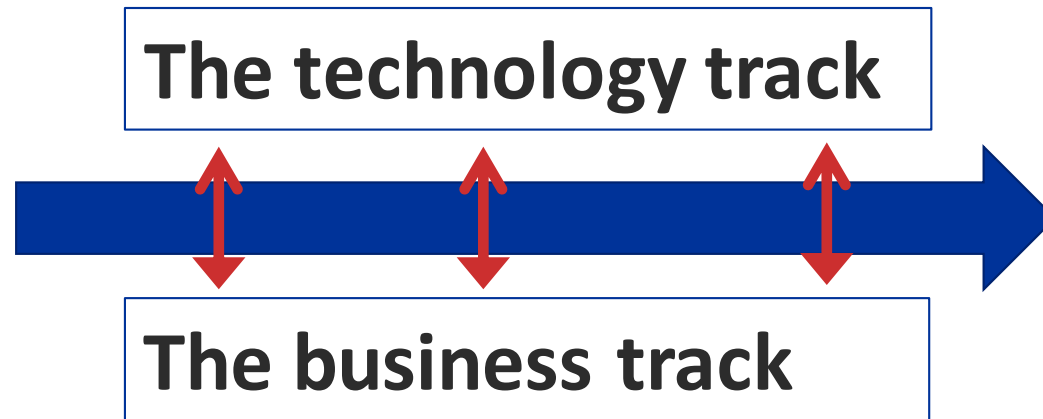then EIC Transition may be the right call for you.
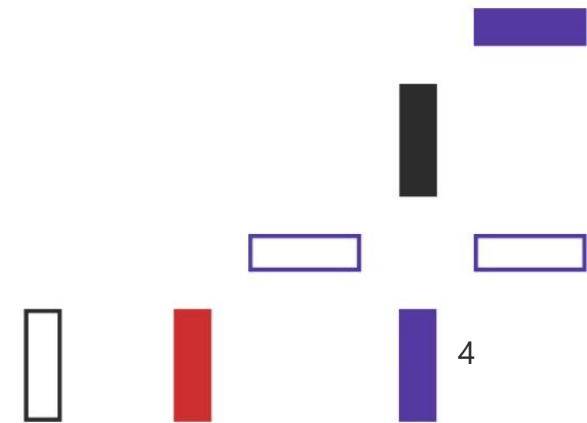
Why EIC Transition?
The 2 core elements of a Transition proposal

The starting point in the project should is Proof of concept validated in the lab (TRL3/4)

The technology track

The business track

The end point should be a <u>completely functional version</u> of the technology tested or demonstrated in relevant environment (TRL 5-6), supported by <u>a sound and implementable commercialisation strategy</u>.
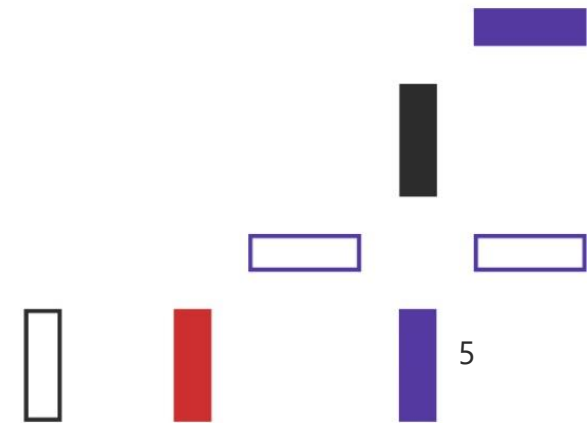
EIC Transition supports different pathways...

- **A 'Transition to Technology'** for collaborative project **to further develop strategic and high impact technology** up to TRL 5/6. This may require a multi beneficiary approach (e.g. SMEs, RTOs and potential users / customers).

- **A 'Transition to Market'** for project **led by an SME/Start-up that identifies an opportunity** in the research results towards a specific market application. It may require, or lead to, a **license agreement** with the SME.

- **A 'Transition to Entrepreneurship'** for project driven by **entrepreneurial researchers** to turn research results into a viable product **by looking for a suitable business model or creating spin off company**.

Can you apply?

- Check the **original project is eligible** (e.g. started more than 12 months, or ended less than 24 months before the date of the Transition call deadline)

- You do **not need** to be a **participant**, Principle Investigator or **result owner** of the previous projects;

- **New participants** are **welcome** and encouraged to apply.

- However you need to prove **the commitment from the owner to negotiate** with you fair, reasonable, non-discriminatory access to the results.

Mono-beneficiary or apply as small Consortia!

- 2 Beneficiaries
- 2 **different** countries

- 2 independent legal entities from <u>two different</u> Member States or Associated Countries

- 3 Beneficiaries
- 3 **different** countries

- 3 independent legal entities from <u>three different</u> Member States or Associated Countries (of which at least 1 Member state)

4 or 5 Beneficiaries
- Min 3 **different** countries

- minimum 3 independent legal entities from minimum 3 different Member States or Associated Countries (of which at least 1 Member State)

Evaluation of proposals and next steps

- **First remote evaluation phase by experts**
  - <u>Average</u> of the individual scores per criteria (excellence, impact, implementation)
  - Overall score sum of the three averages
  - Feedback 9 weeks after the call deadline

- **If successful, within 2x available budget, invited to a face-2-face interview**
  - You may bring only people mentioned in the proposal
  - Jury composed of max 6 members, may include 1 program manager
  - Convincingly pitch your proposal and answer clarifying questions
  - Recommends a Go/No Go, no change in the overall score
  - Invitation 13w and feedback 17 weeks after the call deadline

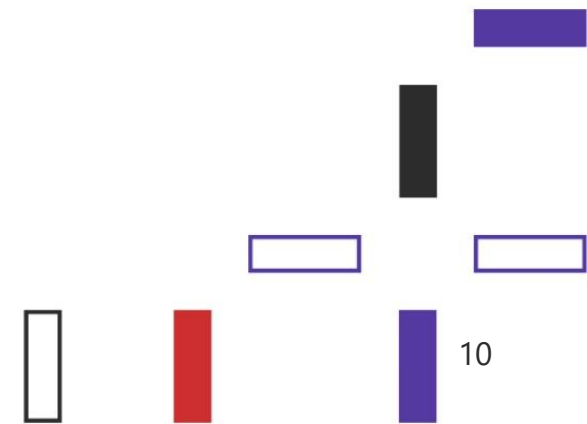- **Grant agreement signed within 6 months from call closing.**

Project starting<2-3M

Evaluation criteria

- Pay extra attention to **new simplified evaluation criteria**
  - 3 sub criteria in **Excellence**
  - 3 sub criteria in **Impact**
  - 3 sub criterian in **Quality and Efficiency of the Implementation**

- Follow strictly the **proposal template** that reflects the criteria

Seal of Excellence

- **Individual SME applicant invited to the interview** and not selected for funding will be awarded 'Seal of Excellence'.

- Applicants awarded the 'Seal of Excellence' will have access to **EIC Business Accelerator Services** and support to access other sources of funding.

- **Only** awarded to those applicants who give consent to **sharing** the data about their application with other eligible funding bodies

EIC Transition Challenges
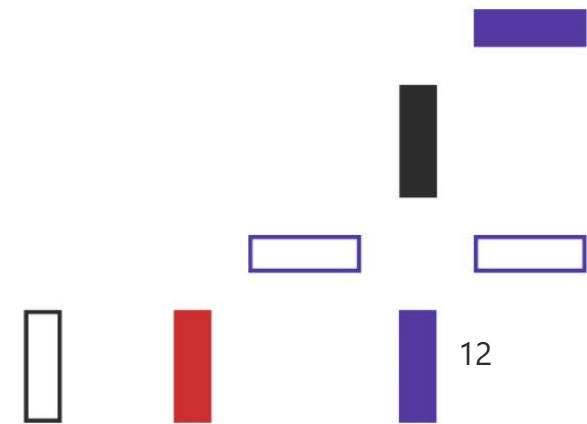
The specific Transition challenges for WP2022

I.   **Process and system integration of clean energy technologies**

II. **RNA-based therapies and diagnostics for complex or rare genetic diseases**

III. **Green digital devices for the future**

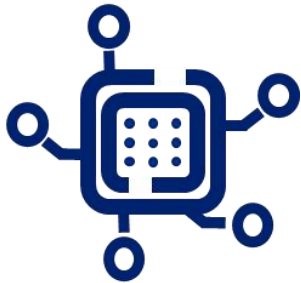**We will have a dedicated Challenges info day on 09/03/22!**

Process & system integration of clean energy technologies

- The integration sought in this call is the **combination of at least one technology** resulting from an eligible project in **a system or complex process** including **production or conversion, storage, including renewable fuels, and/ or final use**.
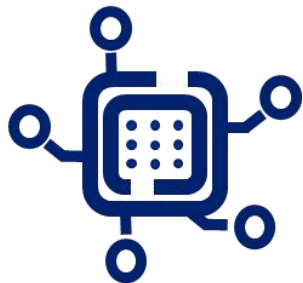
- The specific objectives are to **support the further development of energy technologies,** including renewable fuels enabling the decarbonisation of energy sector and to **facilitate the selection and integration of these sustainable technologies** into **existing and new energy systems and devices**.

Process & system integration of clean energy technologies

- The expected outcomes of your EIC Transition Challenge proposal are:
  - **An energy generation/recovery/storage technology** that can positively demonstrate a clearly **defined use case**, with clear indication and quantitative measurement of the investment costs, efficiency, dynamic p performance, durability and sustainability versus established alternative technologies, and integration of the proposed technology at system/process level

  - **A draft, yet credible, business model** for the deployment and use of the energy system in the relevant environment,

  - **An exploitation strategy including the IP protection** of the novel results integrated in the energy system.
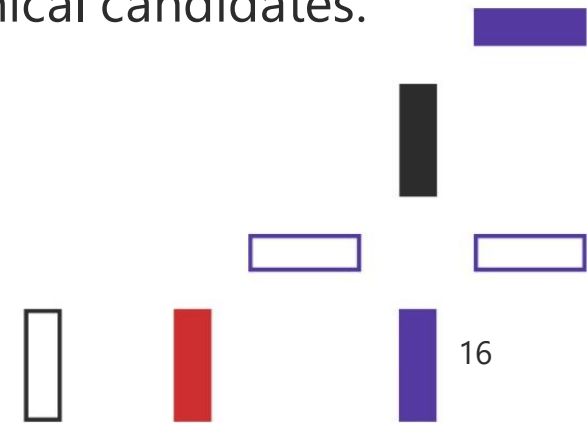
RNA-based therapies
and diagnostics for complex or rare genetic diseases

- The **number of RNA drugs** under development, and in clinical trials, **is growing rapidly**, and so is the number of biotech start-ups and academic groups in the field with transformative ideas.

- The clinical translation of **mRNA-based therapeutics** requires delivery technologies that can ensure stabilisation of mRNA under physiological conditions. Hence, novel delivery strategies providing more effective and safer delivery of the mRNA-based therapeutic into most type of cells, are required for mRNA based clinical candidates.

RNA-based therapies and diagnostics for complex or rare genetic diseases

Specific objectives

- Advance, beyond the state-of-the-art, RNA delivery methods, including robust mRNA formulations, that would enable effective and safe **delivery of mRNA into the cells**;

- Design, develop and preclinical validate of novel **miRNAs (miRNA lncRNA, tRNA or siRNA-based) therapies** for complex or rare genetic diseases;

- Develop and validate novel RNA-based diagnostics and RNA-based predictive biomarkers that would allow for early and more accurate diagnosis and for favourable or non- post-treatment prognosis, respectively.

Green digital devices for the future

Known issues of digital devices

- Current paradigms reaching **performance**+ **miniaturisation** limits
- While **consuming** more & more **energy**
- And having high(er) **ecological footprint**

Emerging technologies are slowly/finally maturing

Green digital devices for the future
Specific objectives

- demonstrating **novel digital devices** and/or architectures with clear advantages

- harnessing a **not explored process** or existing devices in novel modes

- identify what are the **limits of the current paradigms** trying to improve

- propose **relevant metrics/KPIs** to track progress & demonstrate success

- describe control and programme (if applicable), input/output interface

Lessons Learned

- From the EIC Transition 2021 call and evaluation
- And from the T2I pilot projects under H2020
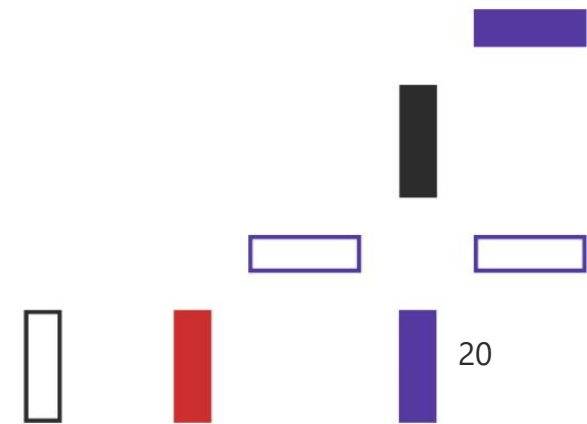
EIC Transition Overall results

Call	Submitted	Ineligible	Evaluated	Funded	Success rate
Transition Challenges	73	16	57	13	23%
Transition Open	219	46	173	29	17%
Total	**292**	**62**	**230**	**42**	**18%**

10 SMEs received Seal of Excellence

Reasons for ineligibility

Ineligibility & inadmissibility	Reason	Total proposal	Rate
Challenges	**16**	**73**	**22%**
Composition of consortium	5		
Incomplete	11		
Open	**46**	**219**	**21%**
Composition of consortium	29		
Incomplete	9		
non eligible linked project	8		
Grand Total	**62**	**292**	**21%**

Origin of the successful proposals

Count of PROPOSAL_NUMBER

## ERC POC are 60% of the successful proposals

Eligible Call ▾
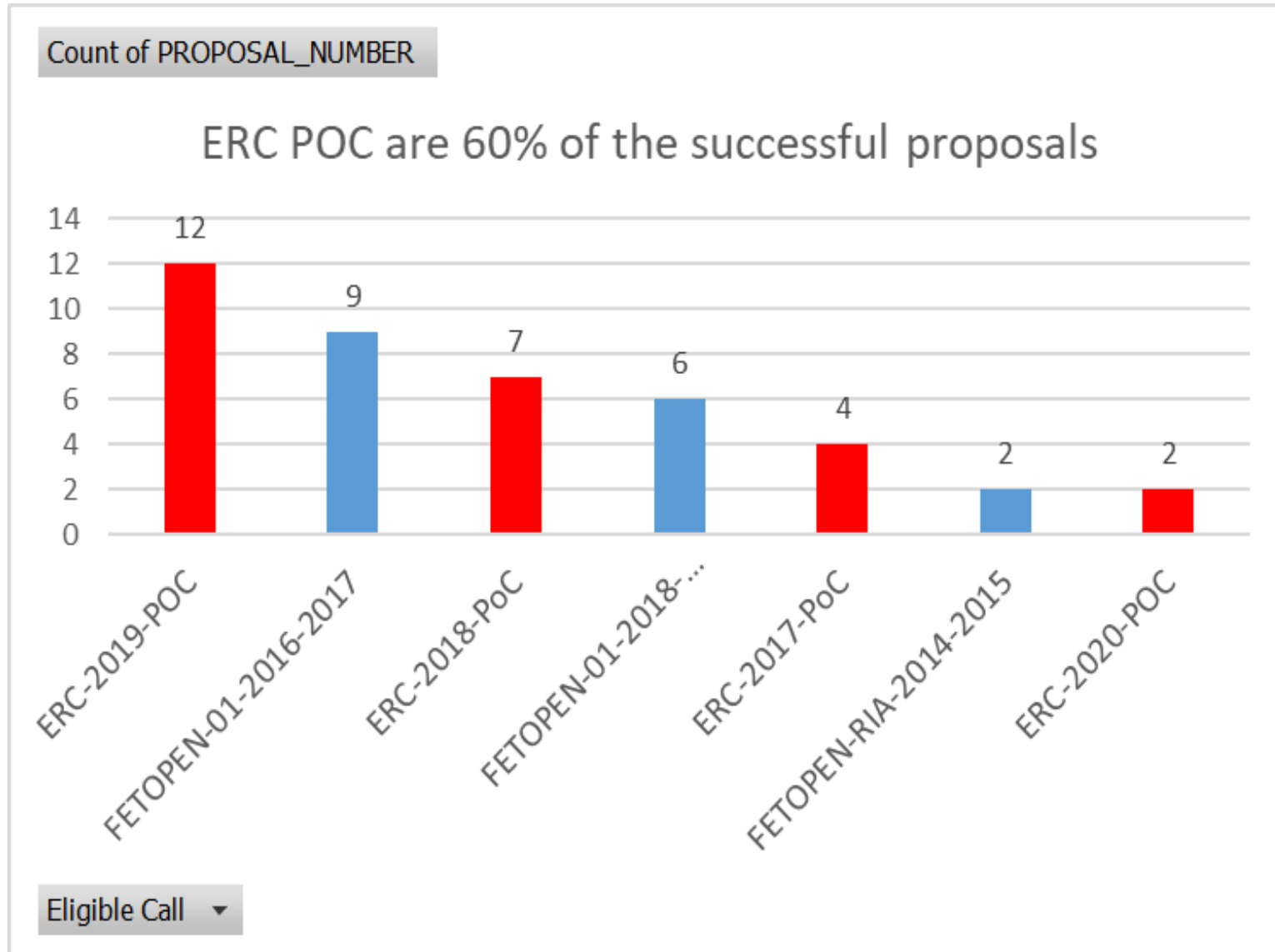
- 25 proposals selected for funding are originated by ERC Poc projects (60%)
- 17 proposals selected for funding are originated by FETOpen projects
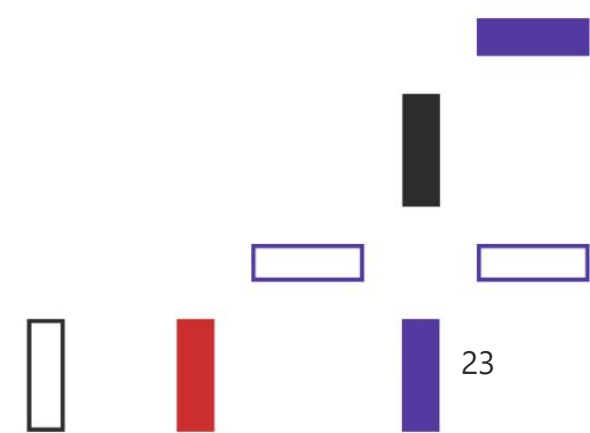
Lesson Learned / Eligibility

- **Linked project** and **IPR declarations** must be reported on cover page of the proposal

- Applicants must respect **consortium composition** indicated in the Work Programme (e.g. maximum 5 beneficiaries)
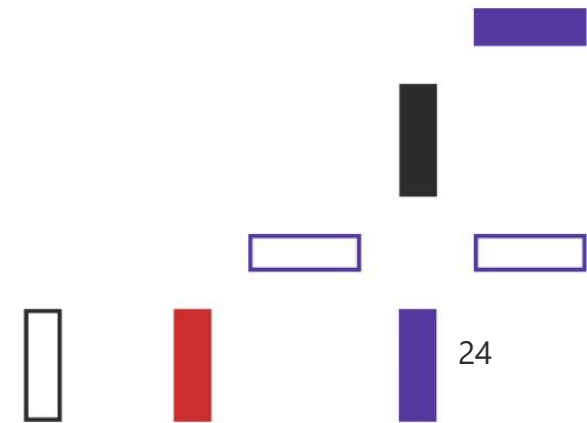
Stronger focus on maturity, preliminary business analysis and team creation

The applicants must provide convincing answer to:

- ✓ Is this novel technology **ready for the next steps** towards its maturation and validation in some specific applications?

- ✓ Have you performed **early exploration of potential markets** for your innovation as well as **potential competitors**?

- ✓ Do you envisage building a **motivated and diverse team** to develop the idea towards commercialisation?
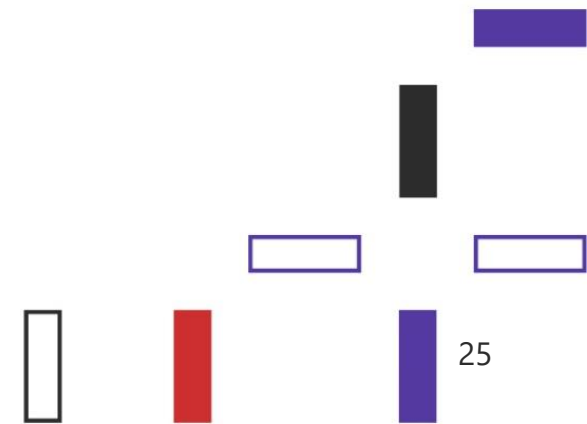
Deviations need to be justified

- Budget: 2.5 M€ is the **standard maximum budget**,

- Duration: 36 months is the **standard maximum duration**

- Early start of the project after grant signature (if successful).

- higher amounts and longer durations should be an **exception** and very convincingly justified

Lessons Learned / Proposal content

Technology Readiness Level:

- Level 3 is the starting point in the proposal, cannot be less
- Level 4 is preferred as to avoid surprised due to technological risks

Business validation:

- Preliminary Business and Market exploration must be integral part of the proposal
- Business Model validation and planning next steps is equally important to the technology development and cannot be delegated.
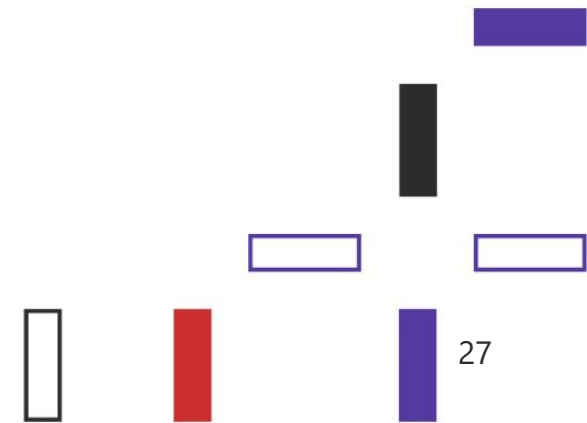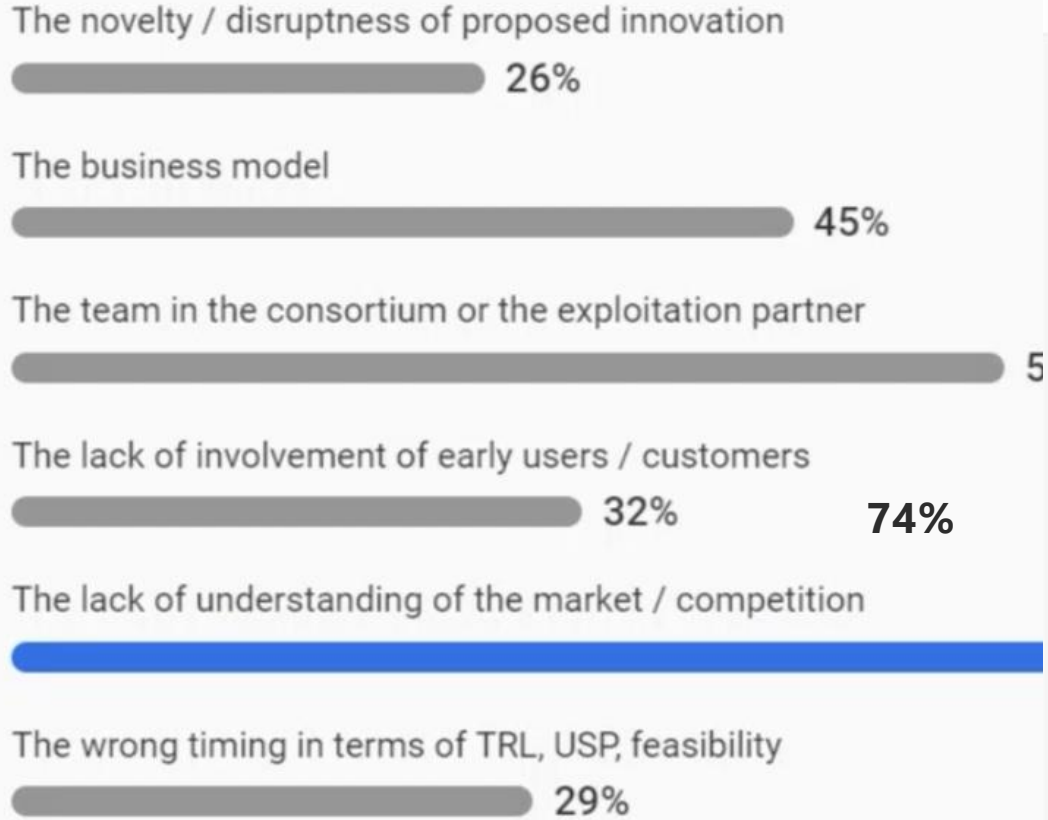
Feedback from the Jury Members

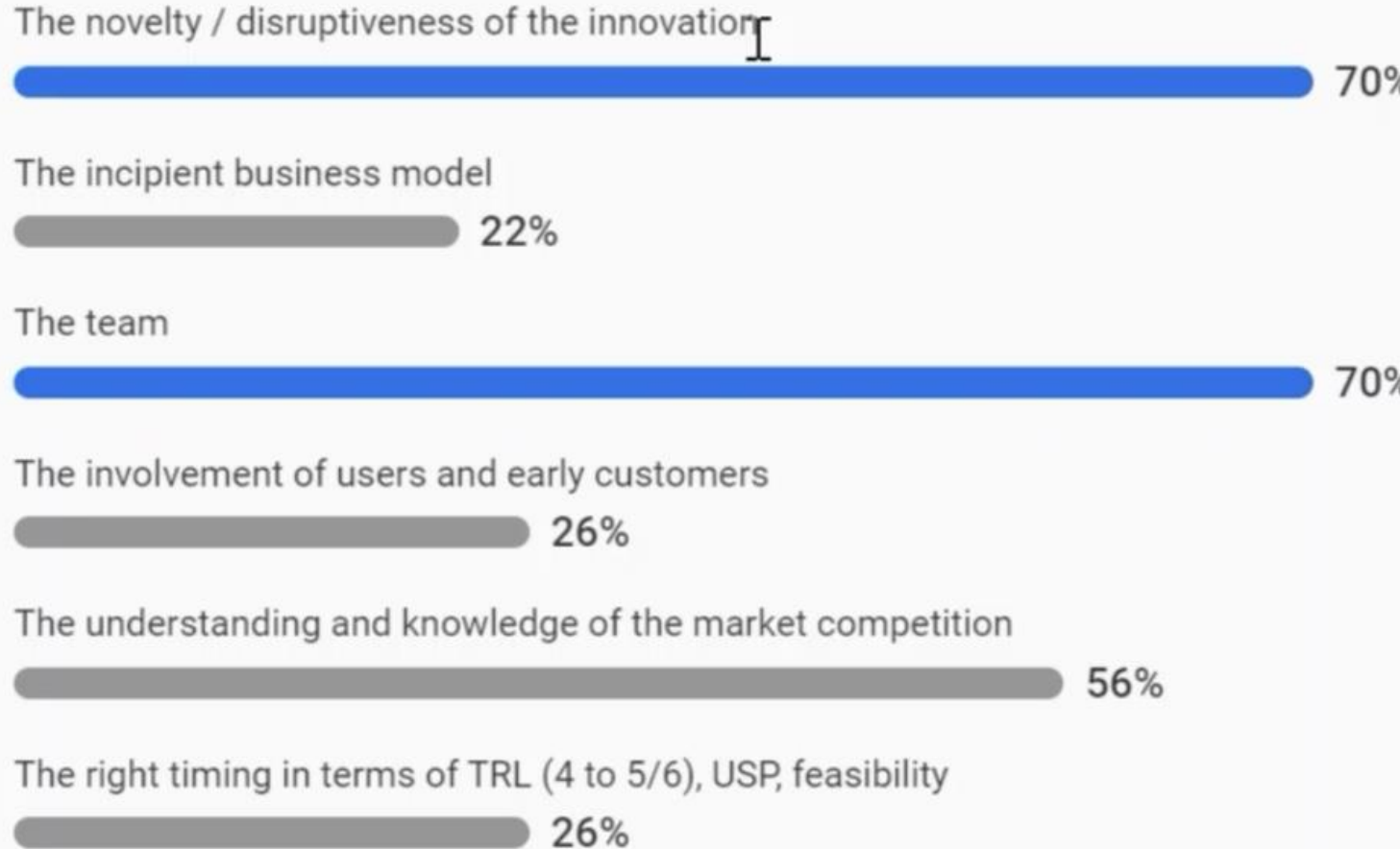Applicants must provide clarity on aspects related to

- Technical **milestones**,
- **IPR** ownership,
- budget and allocation of resources,
- **technical** and **business** risks
- actual and expected **TRLs**,
- **interdependence** of work packages and tasks
- the **future exploiting team**
- the **credibility of the business objectives**.

## What are the major weaknesses of the NoGO proposals discusse

The novelty / disruptness of proposed innovation

26%

The business model

45%

The team in the consortium or the exploitation partner

5

The lack of involvement of early users / customers

32%   **74%**

The lack of understanding of the market / competition

The wrong timing in terms of TRL, USP, feasibility

29%

What are major strengths of the GO proposals discussed so far

The novelty / disruptiveness of the innovation

70%

The incipient business model

22%

The team

70%

The involvement of users and early customers

26%

The understanding and knowledge of the market competition

56%

The right timing in terms of TRL (4 to 5/6), USP, feasibility

26%
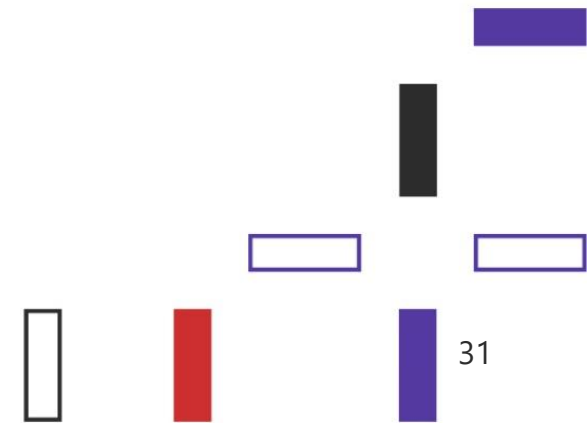
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Novelties of the 2022 call

- **New length of the proposal**: 20 pages including the cover page
- **Cover page**: must include declaration about the linked project and the ownership of IPR
- **If applicant(s) is (are) not owner(s)**, a letter from the owner(s) must be uploaded as a separate file
- **Eligible linked projects:** indicative list of eligible linked projects will be provided (amendments and other events may have impact on the eligibility).
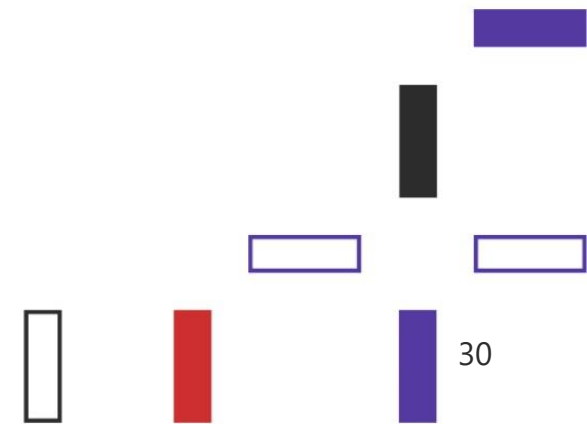
Conclusions

- Honestly answer all of the 3 guiding questions in the beginning
- Pay attention to your motivation, why you want to apply?!
- Pay attention to minimum maturity of your technology
- Work in parallel to both technological and business maturation
- Do assemble a winning team with dual competences
- Be ready to start your projects immediately.
- If you succeed the evaluation do make use of T2M BAS opportunities

Thank you!

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