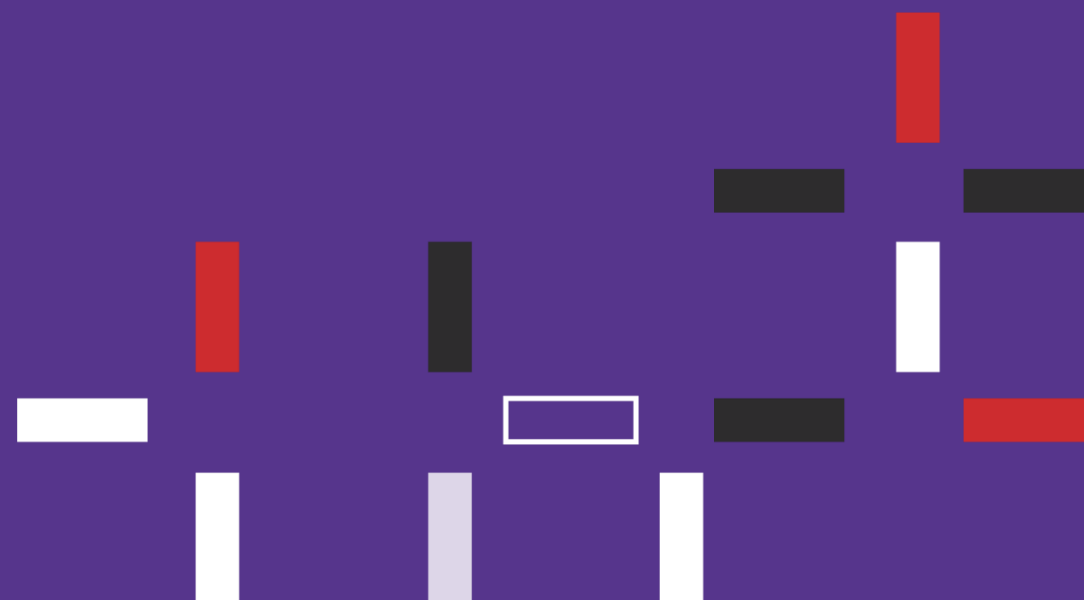European
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THE EUROPEAN INNOVATION COUNCIL

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
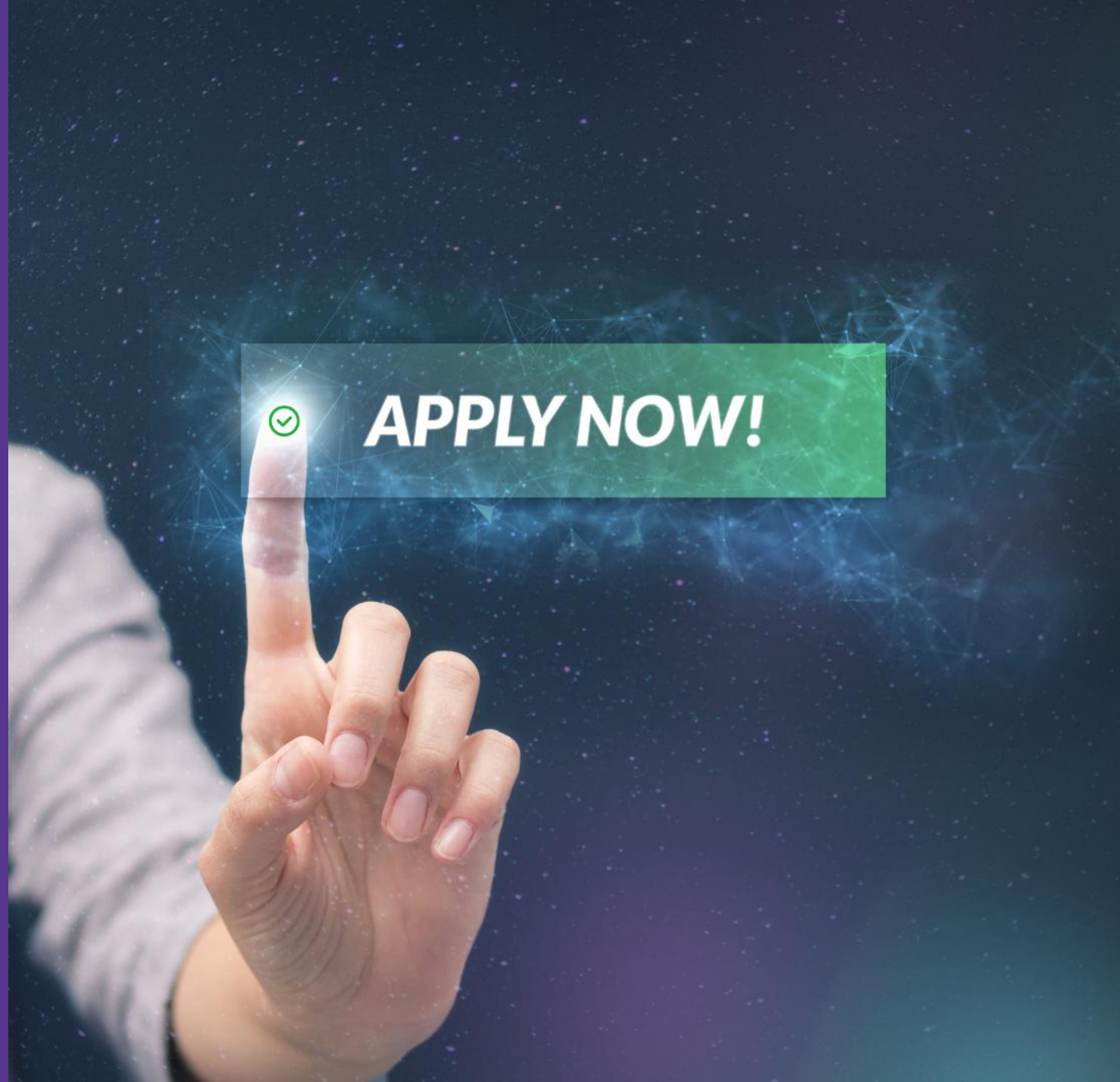
15.45 Access2EIC & Closure

The EIC Transition
Novelties in processes and calls in 2023

Viorel Peca

Head of Unit EIC Transition Activities & Business Acceleration Services

1 How to apply

Why to apply?

- **prestigious programme** transforming research into impactful companies

- **university's commitment** to the 'third mission' (innovation/ socio-economic impact mission)| awards for EIC Pathfinder & EIC Transition

- **moving the boundaries** of technological possibilities (quantum technologies, spintronics to artificial neurons to robotics)

- opens unique opportunities to access **further funding beyond grant**

- **EIC Seals of Excellence** for excellent applicants above budget

EIC Transition Open and Challenges 2023

European Innovation Council

Why EIC Transition?

Suppport of ovel technologies (TRL 5-6)

Commercialisation support

The Open funding support

Challenges: predefined thematic priorities (project portoflios)

Who can apply?

Pathfinder & H2020 FET

FET ERA NETs

EDF (PADR)

Challenges: Low TRL H2020

ERC PoC

Financial contribution

€0.5 - 2.5 mil

Booster grants up to €50k

for extra activities

*Started 12 months before or ended less than 24 months after the call deadline

EIC Transition 2023

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Budget **€128.36 million**

- Open: €67.86 million
- Challenges: €60.5 million
  - Full scale Micro-Nano-Bio devices for medical and medical research applications;
  - Environmental intelligences;
  - Chip-scale optical frequency combs

Grants up to **€2.5 million**

(or more if well justified)

Applications

- Apply anytime
- 2 cut-offs
  - 12 April 2023
  - 27 September 2023

Who can apply?
Monobeneficiary or small consortia

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2 beneficiaries	**2** different countries
3 beneficiaries	**3** different countries (min 1 Member State)
4 or 5 beneficiaries	**min 3** different countries (min 1 Member State)

Beneficiaries
independent legal entities

Countries
Member States or Associated countries

Consortia
may include universities (TTOs), RTOs, SMEs, corporates, customer organisations, end users
(e.g. hospitals, utilities, industry, regulatory bodies, regulatory bodies, public authorities)

Example: Consortia with Associated Partner UK/CH

Uni - University
AE – Affiliated Entity

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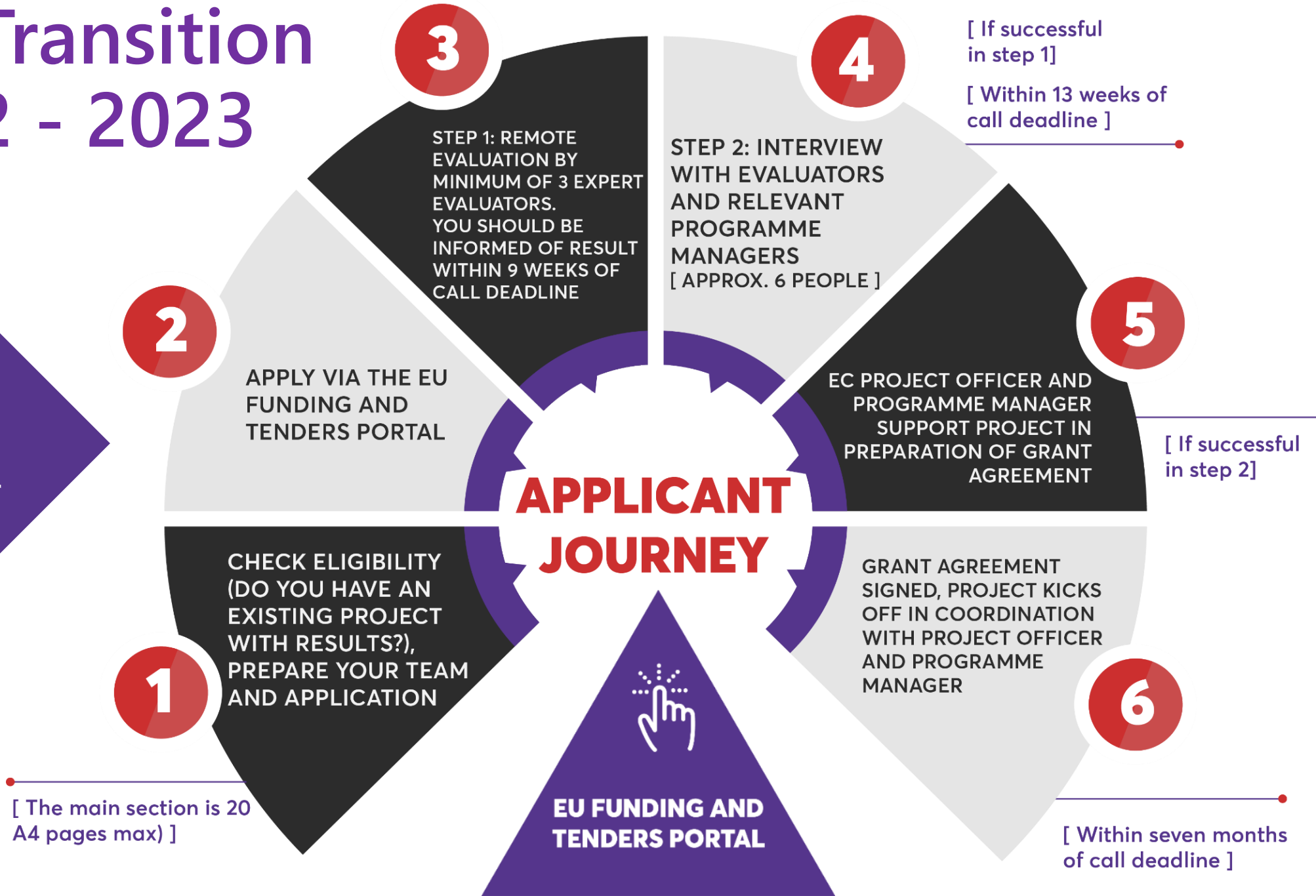| Σ	Coordinator	Participant 2	Participant 3	Participant 4	Participant 5	Associated Partners
1	University (DE)					Uni (CH) Uni (UK)
1	SME (FR) + AE Uni (FR)					
2	SME (HU)	SME (DE)				Uni (UK)
2	SME (IE)	Research Org. (FR)				Uni (UK)
4	Uni (NL)	SME (NL)	Research Org. (IT)	Uni (DE)		Uni UK)
4	SME (IT) + AE SME (IT)	Uni (IT) + AE-Research Org. (IT)	Uni (DE)	SME (ES)		Uni (UK)
4	Research Org. (DE)	SME (DE)	Univ (DE)	Univ (AT)	SME (ES)	SME (UK)

Can you apply if you are not part of the initial consortium?

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- Absolutely YES! WP2023 clearly mention this:

- If you **were not part of the eligible project** whose results are further developed in the EIC Transition proposal, **you need to include in your proposal a commitment letter** from the relevant owner(s) of the result(s),

- which confirms the **commitment of the owner of the eligible project result to negotiate** with you fair, reasonable and non-discriminatory **access to such results**, including IPR, for the purpose of future commercial exploitation.

EIC Transition 2022 - 2023

Apply by 12 April & 27 September

APPLICANT JOURNEY

EU FUNDING AND TENDERS PORTAL

1 — CHECK ELIGIBILITY (DO YOU HAVE AN EXISTING PROJECT WITH RESULTS?), PREPARE YOUR TEAM AND APPLICATION

[The main section is 20 A4 pages max)]

2 — APPLY VIA THE EU FUNDING AND TENDERS PORTAL

3 — STEP 1: REMOTE EVALUATION BY MINIMUM OF 3 EXPERT EVALUATORS. YOU SHOULD BE INFORMED OF RESULT WITHIN 9 WEEKS OF CALL DEADLINE

4 — STEP 2: INTERVIEW WITH EVALUATORS AND RELEVANT PROGRAMME MANAGERS [APPROX. 6 PEOPLE]

[If successful in step 1]

[Within 13 weeks of call deadline]

5 — EC PROJECT OFFICER AND PROGRAMME MANAGER SUPPORT PROJECT IN PREPARATION OF GRANT AGREEMENT

[If successful in step 2]

6 — GRANT AGREEMENT SIGNED, PROJECT KICKS OFF IN COORDINATION WITH PROJECT OFFICER AND PROGRAMME MANAGER

[Within seven months of call deadline]

Core elements of a good proposal

STARTING POINT

END POINT

Proof of concept

validated in the lab (TRL3/4)

&

YES

to all questions bellow

technology track

business track

functional version of the technology tested or demonstrated in relevant environment (TRL 5-6)

supported by a sound and implementable commercialisation strategy

Is the **technology ready** for the next steps?

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

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

EIC Transition supports different pathways…

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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 and creating spin off company**.

Template of a commitment letter

In my/our capacity of representative(s) of (Name of the Institution/s owning the results)] as [coordinator / partner] of linked project #number Acronym],
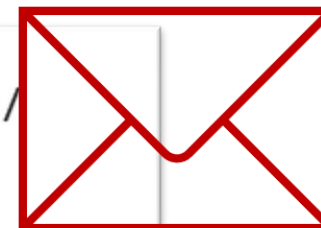
- I /we confirm [representing [identify the right owners]] or [being] the sole [owner/s] or [rights holder/s] of the result[s] [name or short description of the result[s] and relevant IP] produced in the linked project [project #number Acronym] and needed for the execution on the [proposal, Acronym],

  And

- I/we confirm the commitment to negotiate with the applicant/s [name/s] of the proposal (Acronym of the proposal) the fair, reasonable and non-discriminatory access to research results, including IPR, for the purpose of future commercial exploitation

  Or

- I/we confirm the existence of necessary agreements between (Name/s of the Institution/s owning the results) and the applicant/s [name/s of the applicant/s exploiting the results] in the proposal Acronym of the proposal] to commercialise the results [name or short description of the result[s] and relevant IP resulting from project [project #number Acronym].

Example of a commitment letter (2)

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Download & adapt

LETTER FOR OWNERSHIP OF IP

To whom it may concern

In our capacity of representative(s) of University XXXXX / Faculty of XXXXX / Institute XXXXX, as coordinator of linked project 123456 - YYYYY,

1) We confirm being the sole rights holders of the results related to "_____" and relevant IP produced in the linked project 123456 - YYYYY and needed for the execution on the "_____".

And

2) We confirm the existence of the necessary agreement between University XXXXX / Faculty of XXXXX / Institute XXXXX and the Company ZZZZZ in the proposal "PPPPP" to commercialize the results related to "_____" and relevant IP resulting from linked project 123456 - YYYYY. Such agreement was entered into force on January 1, 2020 and grants exclusive exploitation rights to Company ZZZZZ of Background Know-How, Materials and the following Patent Rights:

- Patent application WO/2018/123456 Filed on 01 January 2015, Title: "_____"
- Patent application EP12345678 Filed on 01 January 2016. Title: "_____"
- Patent application EP87654321 Filed on 01 January 2017. Title: "_____"
- Patent application EP12344321 Filed on 01 January 2018. Title: "_____"
- Patent application EP43211234 Filed on 01 January 2019. Title: "_____"

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

2 How to find partners?

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Problem statement

- There are researchers who have developed proof of concept as part of their ERC or FET project, but they are not so confident to go to market.

- While there are SMEs, startups or entrepreneurs that want to find, connect with or benefit from project results ...

Get Informed

SME/Startup/Entrepreneur

- **Read** about EIC and Transition, its goal, Work programme
- Check if this fits with **your strategic needs**
- **Conditions** in which you can participate
- What innovation or project results fit best with my needs & added value:
  - List of eligible projects on EIC Transition
  - Cordis Innovation Radar List of innovations from FET and Pathfinder projects
  - ERC Research Information System

Researcher/ project results IPR holder

What is the **Transition scheme** and what are its main features, eval criteria

What are the **conditions** in which this collaboration can happen?

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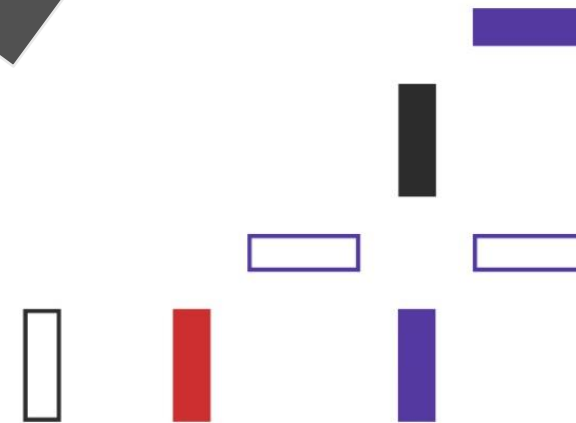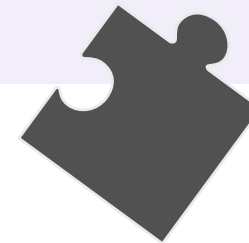
Getting involved if not part of an eligible project

- Use the list of eligible projects in EIC Transition webpage
- Use the Innovation radar to identify projects results
- Use the ERC Research Info System & search PoC
- Contact owner of results and coordinator of eligible project
- Explore if there is an alignment of interest and potential for collaboration
- Start writing (together) your proposal

You found an interesting innovation?! What's next?

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- **Get (inter) connected**
  - Talk to your NCP(s) (National Contact Point):
  - There are NCPs specialised on ERC or FET/Pathfinder, Accelerator...
  - Contact the owner(s) of the IP and/or members of the consortia.
  - Explore if there is an alignment of interest and potential for collaboration

- **Get involved**
 - Try to reach an agreement for a possible consortia
  - Start writing (together) your proposal.

Get INFORMED

Get INTER-CONNECTED

Get INVOLVED
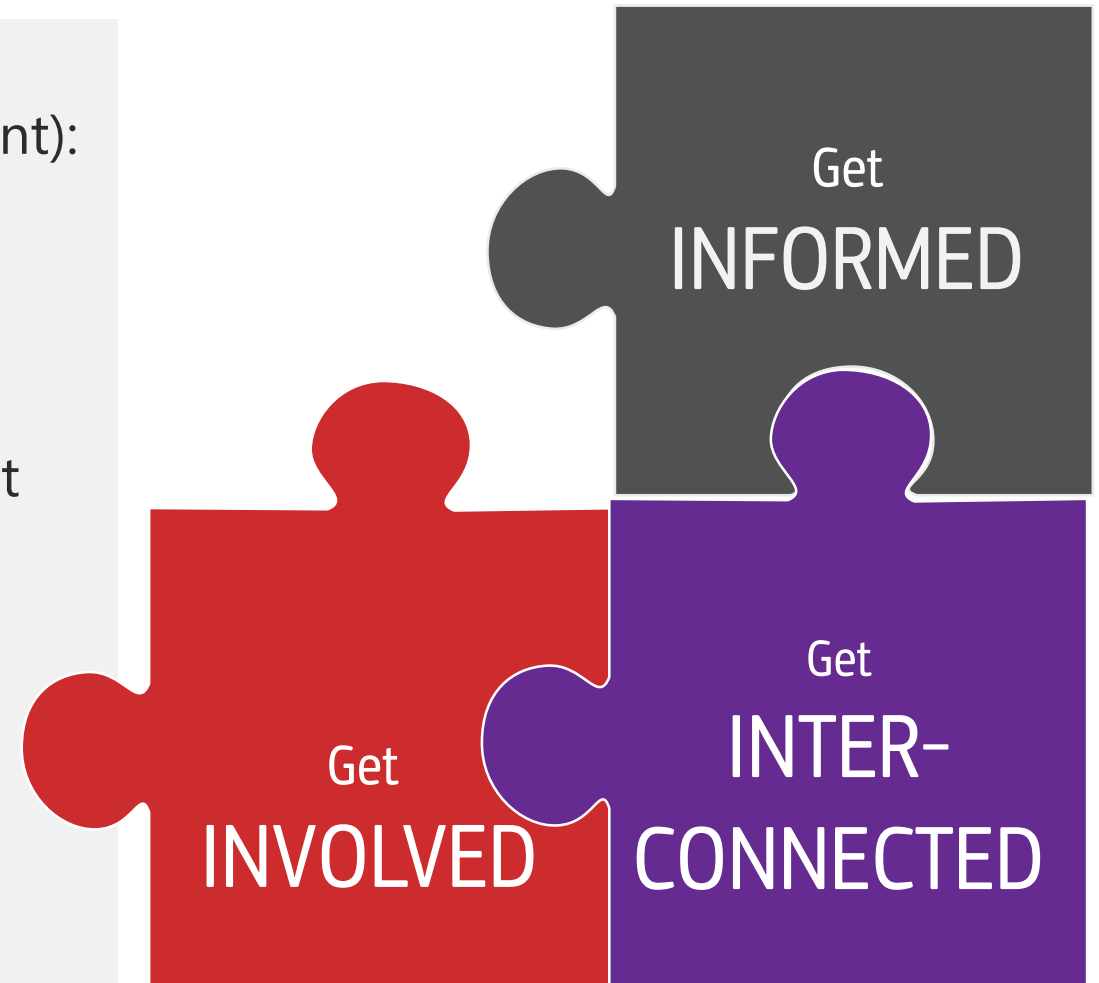
3 **Experience & lessons learned**

Lessons learned / proposal content

- **Need for focus on impact and higher business potential**
  - Some projects did not identify a promising market potential

- **Business Model and Market Analysis**
  - Preliminary Business and Market analysis part of proposal
  - Business Model validation and refinement of Market analysis alongside technology development

- **Technology Readiness Level**
  - Level 3 is the starting point in the proposal, cannot be less
  - Level 4 is preferred especially when high technological risks
  - Level 5 is too high. They can apply directly to Accelerator
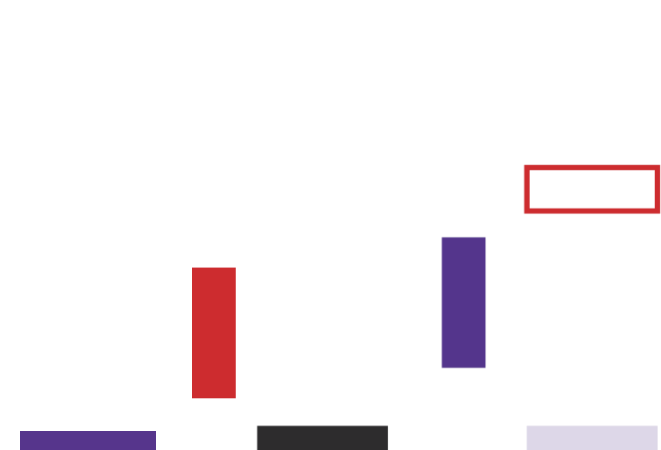
Feedback from the Jury Members

Applicants must provide clarity on aspects related to

- Technical **milestones**,
- **IPR** ownership,
- budget and allocation of resources,
- **technical** and **business** risks,
- current and expected **TRLs** at the end of the project,
- **interdependence** of work packages and tasks,
- the **future exploiting team**, and
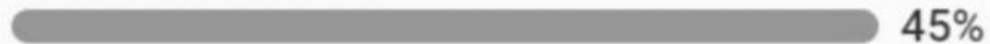- the **credibility of the business objectives**.
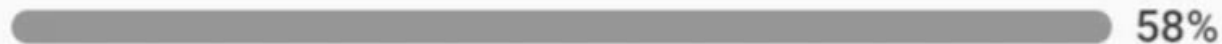
Major weaknesses of the NoGO proposals

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The novelty / disruptness of proposed innovation
26%

The business model
45%

The team in the consortium or the exploitation partner
58%

The lack of involvement of early users / customers
32%

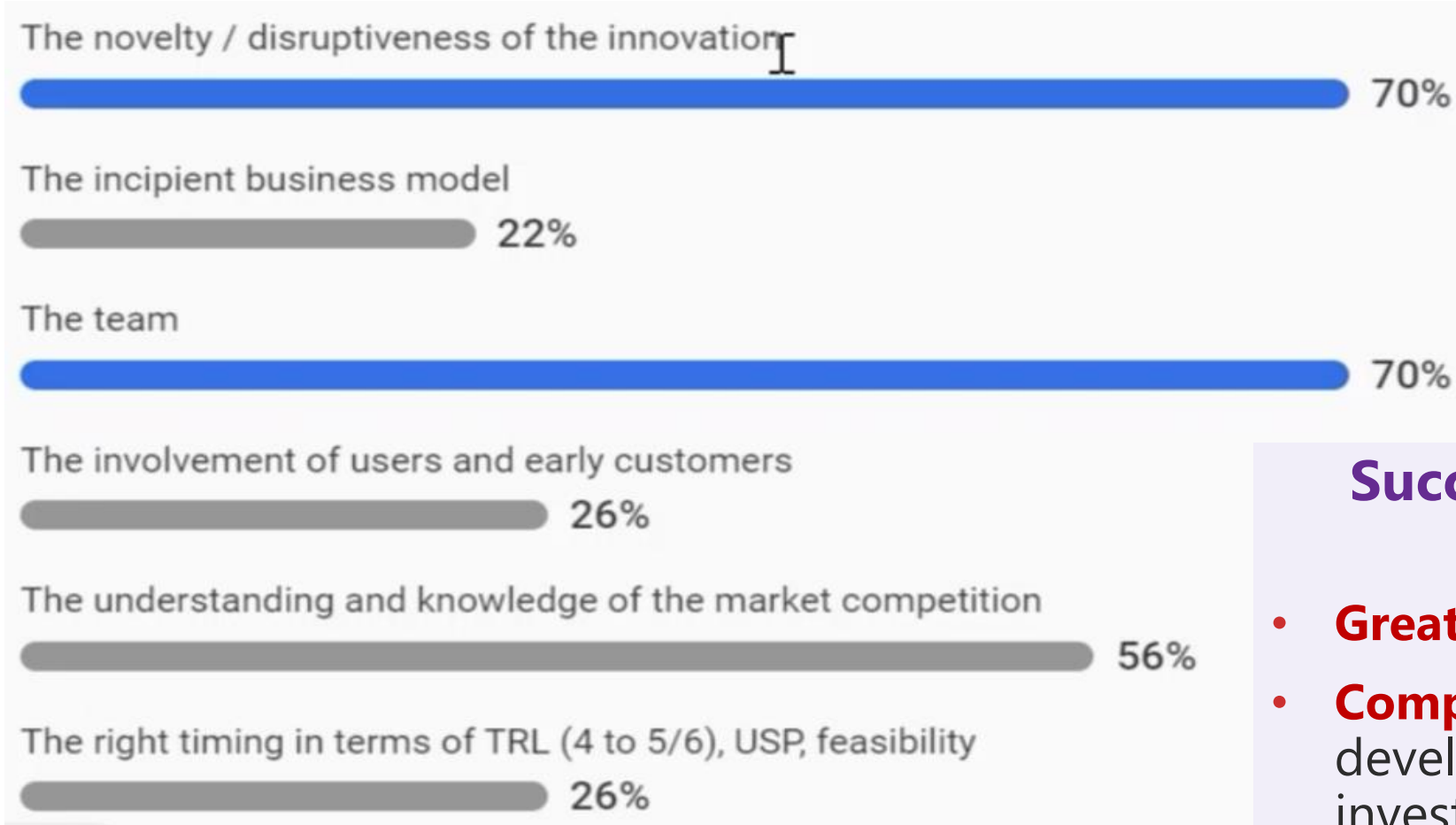The lack of understanding of the market / competition
74%

The wrong timing in terms of TRL, USP, feasibility
29%

Lessons

- **Know the market** you plan to enter
- **Know the competition** you will face
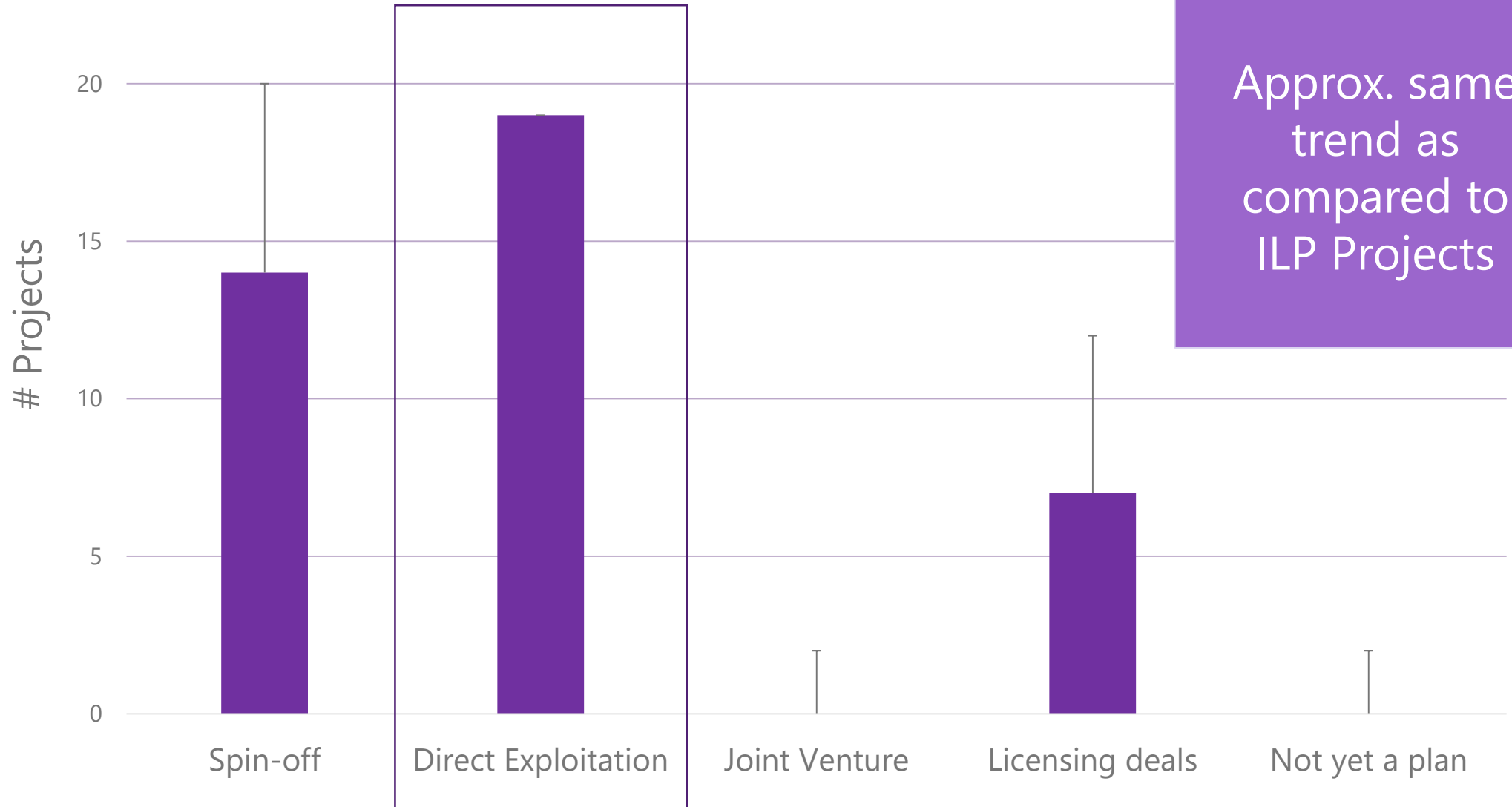- **Know the problem** you are solving

Major strengths of the GO proposals

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%

Succesful proposals have

- **Great innovation**
- **Competent team** to develop technology and investigate market and business

Valorisation Pathways - Overview

Approx. same trend as compared to ILP Projects

Projects

20

15

10

5

0

Spin-off | Direct Exploitation | Joint Venture | Licensing deals | Not yet a plan

Lessona learned / Eligibility

Cut-off (∑ proposals)	∑	%
May 2022 – Open (137)		
Compositions of consortium		
No linked eligible project	8	38%
Composition of consortium + no linked eligible project		
Others		
May 2022 – Challenges (28)		
Compositions of consortium		
No linked eligible project	12	43%
Composition of consortium + no linked eligible project	1	3.5%
Others		
GRAND TOTAL (of 165)	**21**	**12.7%**

Cut-offCut-off (∑ proposals)	∑	%
September 2022 – Open (235)		
Compositions of consortium	2	0.8%
No linked eligible project	68	30 %
Composition of consortium + no linked eligible project	3	1.3%
Others (rules on re-submission)	3	1.3%
September – Challenges (51)		
Compositions of consortium	2	4%
No linked eligible project	22	44 %
Composition of consortium + no linked eligible project	1	2%
Others (rules on re-submission)	1	2
GRAND TOTAL (of 287)	**102**	**35.6%**

- **Linked project** & **IPR declarations** must be reported on cover page of the proposal
- Applicants must respect **consortium composition** indicated in the Work Programme
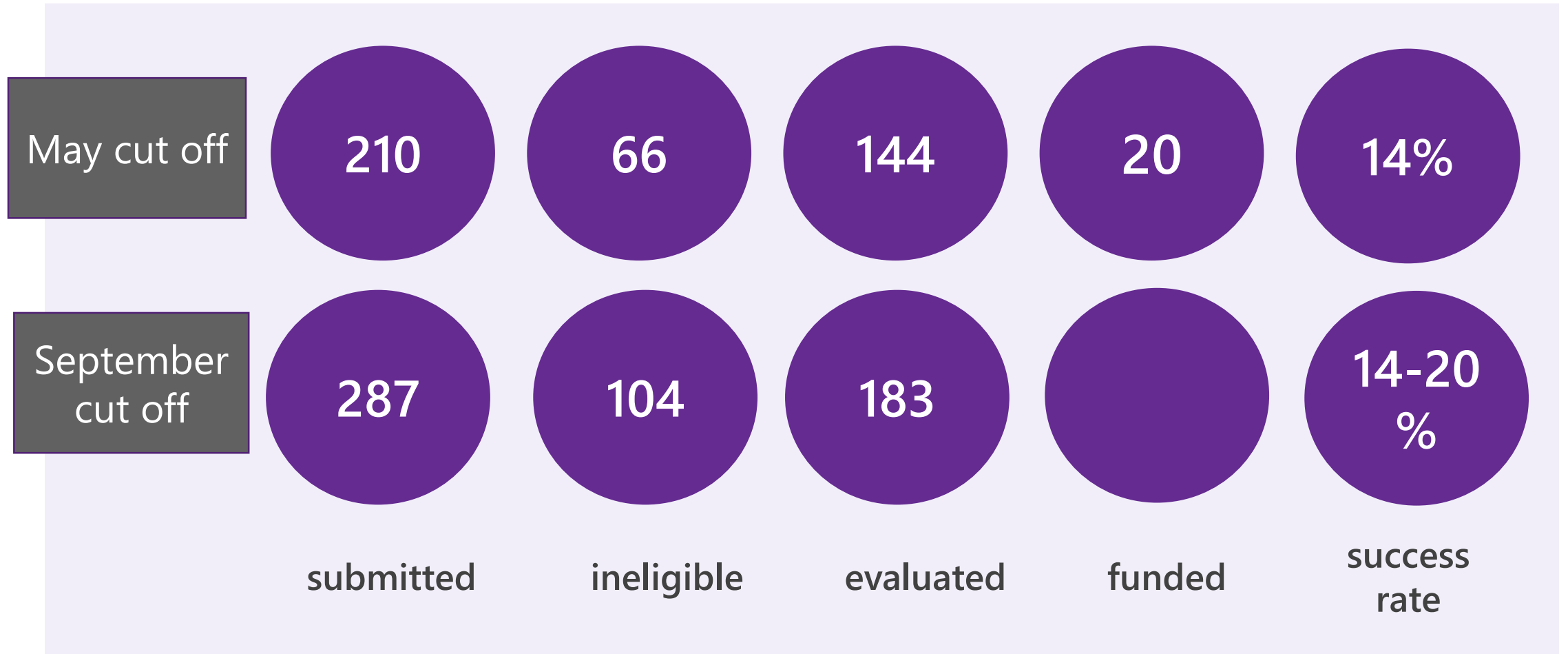- The **correct, updated template** must be respected

Geographical representation of the ineligible proposals - coordinators

May cutoff- coordinators originated countries

September cutoff- coordinators originated countries
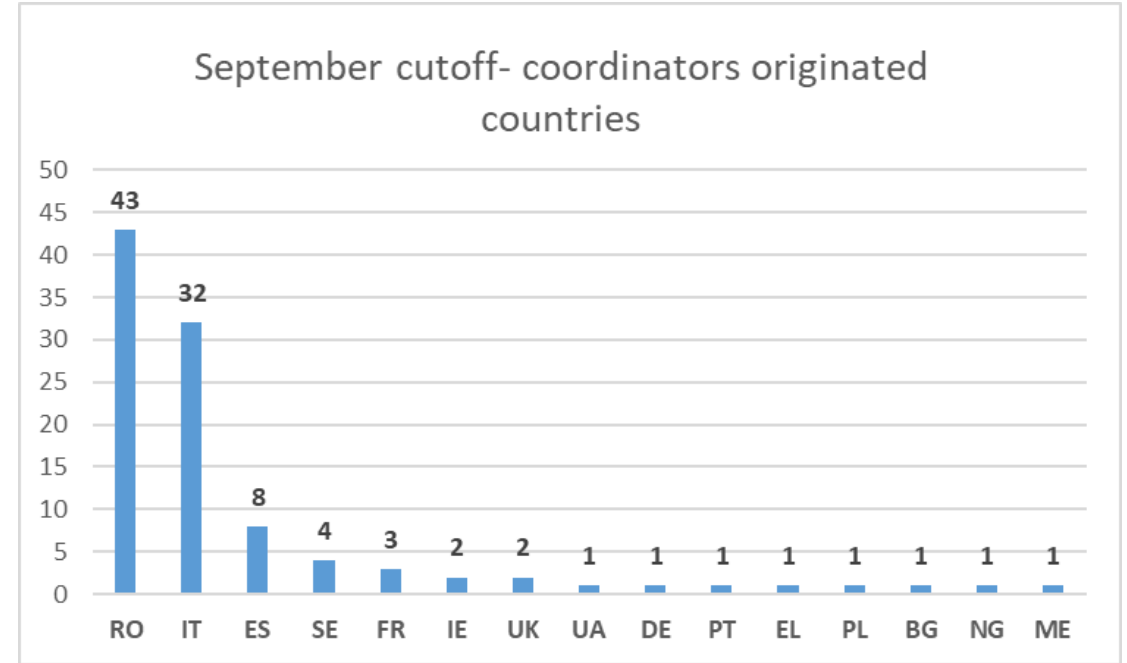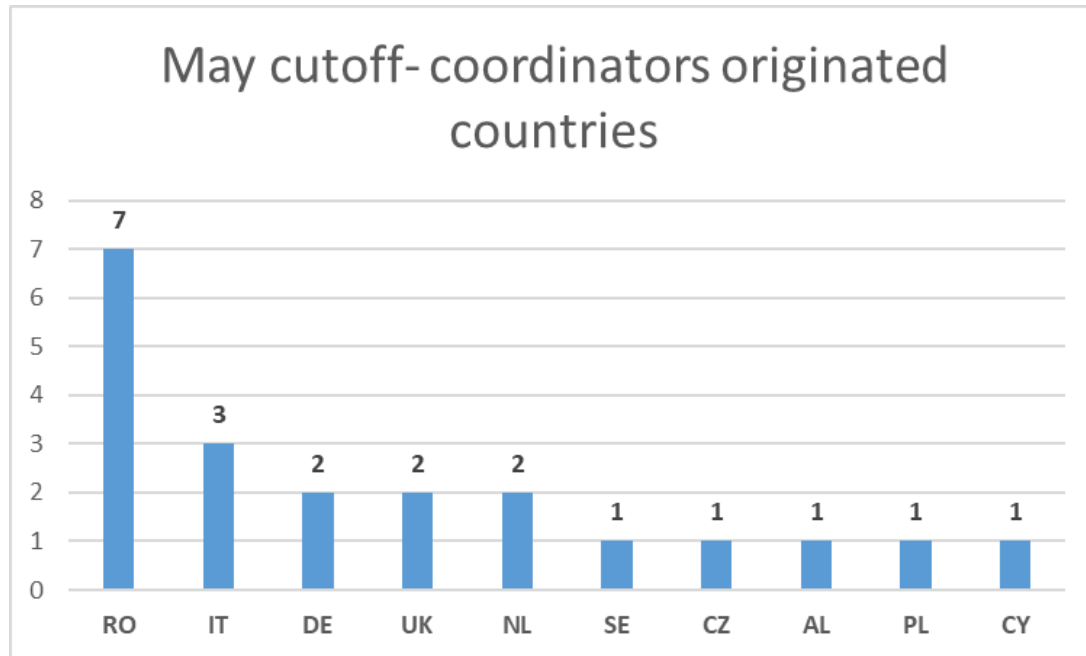
- The NCPs of the concerned countries must be informed about the details of the ineligible/inadmissible proposals
- The high number of proposals (42) with the same beneficiary (RO) is analysed to prevent any further abusive submission

EIC Transition Overall results 2022

	submitted	ineligible	evaluated	funded	success rate
May cut off	210	66	144	20	14%
September cut off	287	104	183		14-20%

List of eligible projects listed on EIC Transition webpage

- **Project basic data:** Project Number, Project Acronym, Project Status Project Start Date Project Duration Project End Date, Project Title, Project Call Id, etc.

- **Project Abstract:** The idea of XYZ grant will be to develop polymer batteries by a fast and cheap 3D printing process. Compared to the traditional planar structure of cells, 3D structuring provides different...

- **Project free keywords:**

  - polymeric batteries, 3D printing, inks
  - nanomedicine, nanoparticles, nanoplatform, nanovaccine, biodegradable, biocompatible, cancer, immunotherapy
  - software testing, water-energy, solar

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4 **Main novelties of WP2023 including Transition Challenges**

The specific Transition challenges for WP2023

I. Full scale Micro-Nano-Bio devices for medical and medical research applications
(info day 2/02/2023)

II. Environmental intelligence
(info day 01/02/2023)

III. Chip-scale optical frequency combs (09/02/2023)

Tip: Reserve now in your calendar the dedicated TR Challenge info days you see above!

Novelties in the evaluation criteria (1/2)

- Clearer **focus** on higher business potential: "Does the technology indicate high potential business application?"

- Higher "expertise to create a **unique commercial value** from the emerging technology and develop an attractive business and investment proposition"

Novelties in spirit & in criteria (2/2)

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- Clearer **potential for scale up**: "To what extent does the proposed innovation have scale up potential including high capacity to gain or create new European or global markets?"

- Clearer measures to **track the progress**:

- "Are **both milestones and KPIs** present, relevant and clearly defined (measurable, timed, comparable etc.) to track progress along the pathway towards objectives?"

Dedicate evaluation criteria for Jury phase /1

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Table 5. Award criteria for EIC Transition Open and Challenges at second evaluation step (Jury interview)

Excellence (GO/NO GO)

Technological breakthrough: Does the technology/innovation – through its degree of novelty/disruptiveness and/or added value/value proposition for the users/customers – have the potential to create important new markets or significant impact in existing ones?

Objectives: How credible and feasible are the objectives for the planned technology development? How credible and feasible are the objectives (and KPIs) for the planned business development process?

Additional Consideration for EIC Transition Challenges ONLY: How relevant are the proposal objectives in contributing to the specific objectives of the Challenge?

Methodology: Is the timing right for this technology/innovation (i.e., feasibility, technological readiness, unique selling points)?

Increase in scope of eligible projects for Transition

- Transition Open and Challenge: European Defence Fund (EDF), including the Preparatory Action on Defence Research (PADR)

- For Work Programme 2023 only results stemming from Preparatory Action on PADR successful projects will be eligible

- For Transition Challenges ONLY:

  - all projects funded under Horizon 2020 or Horizon Europe
  - will have to satisfy all eligible criteria in term of entry TRL (3 or 4) and timing (active for at least 12 months and finished less than 24 months from the cut off date)

No more restriction in resubmission

Restrictions in the resubmissions have been removed

BUT

If you have received low score (below threshold) in the first evaluation, address the weaknesses and seek advice (NCP)
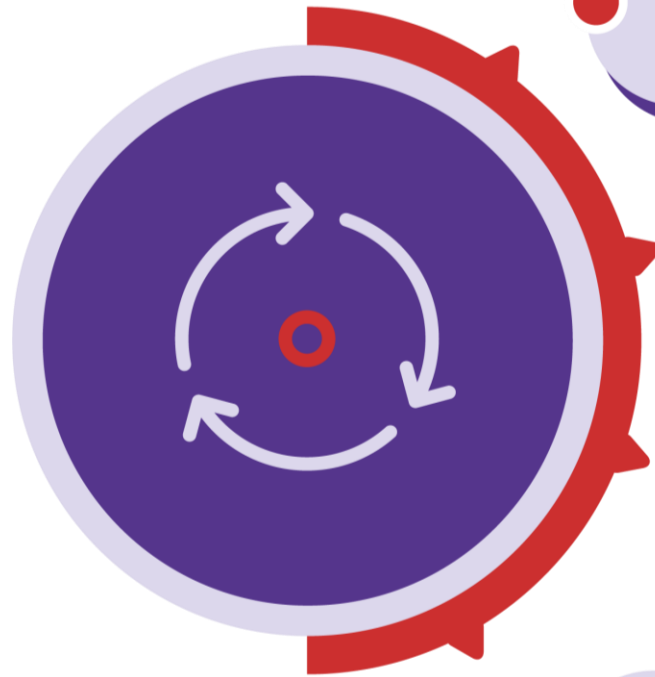
Do not resubmit without significant improvements

Additional opportunities for beneficiaries

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Projects

or their beneficiaries funded through

EIC Pathfinder & EIC Transition are eligible to apply for

EIC Booster grants of up to €50,000 to undertake complementary activities

EIC Transition to transform their research results into innovation on the market

EIC Accelerator support via the **Fast Track** scheme

a wide range of **Business Acceleration Services**, including coaching and networking

Thank you for your interest in EIC Transition!

European Innovation Council

Thank you !

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