

Welcome to the 2021 European Innovation Ecosystems & Startup Europe informative session

Moderator: Daniel Gassmann, Head of Sector

*European Innovation Council and SME
Executive Agency (EISMEA)*

European
Innovation
Council





Backing visionary entrepreneurs

European Innovation Council and
European Innovation Ecosystems

INFO DAY

European Innovation Ecosystems Work Programme (EIE WP)

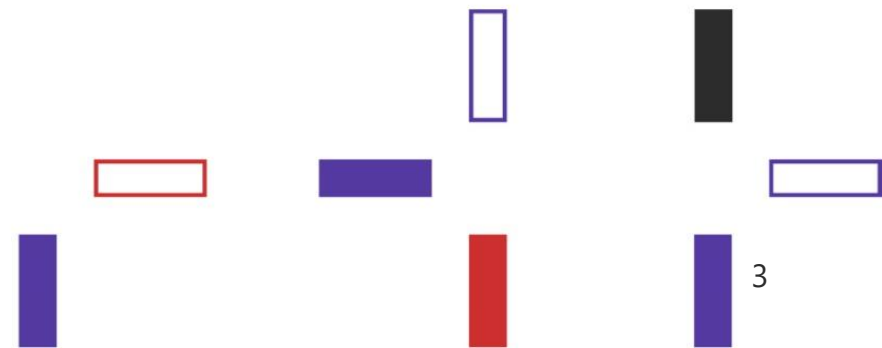
&

Startup Europe / European Innovation Council Work
Programme (EIC WP)

Brussels, 21 September 2021



Welcome to our Info Day !





Agenda

- 9:30 – 10:10: opening and introductions
- 10:10-12:00: call specific information and Q & A
- 14:00-16:30: technical information and Q & A



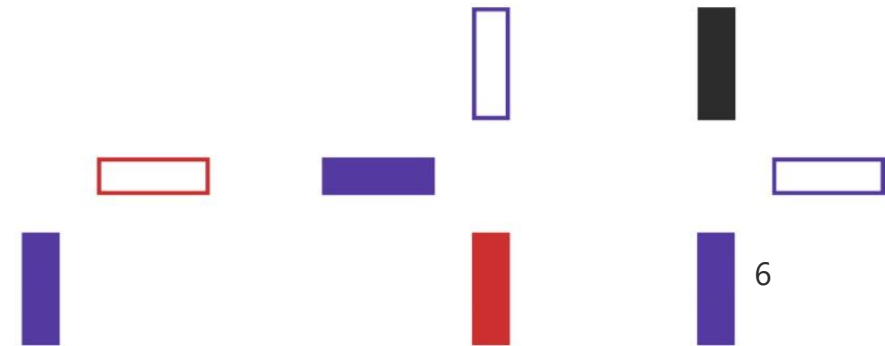
Agenda: Call specific presentations

- **10:10** HORIZON-EIC-2021-STARTUPEU-01-01: Enhancing synergies between the EIC and Startup Europe
- **10:20** HORIZON-EIE-2021-CONNECT-01-01: Preparatory action for setting up joint programmes among innovation ecosystems actors:
- **10:30** HORIZON-EIE-2021-CONNECT-01-02: Building capabilities in innovation procurement:
- **10:40** HORIZON-EIE-2021-SCALEUP-01-01: Expanding Acceleration Ecosystems
- **10:50** HORIZON-EIE-2021-SCALEUP-01-02: Scaling up deep tech ecosystems:
- **11:00** HORIZON-EIE-2021-SCALEUP-01-03: Women TechEU



Agenda: technical sessions

- 14:00 Make a good proposal – the proposal evaluation process
- 14:20 Lump Sums Schemes
- 14:40 Third Party financing actions
- 15:00-16:30 Q&A session about these technical aspects





OPENING

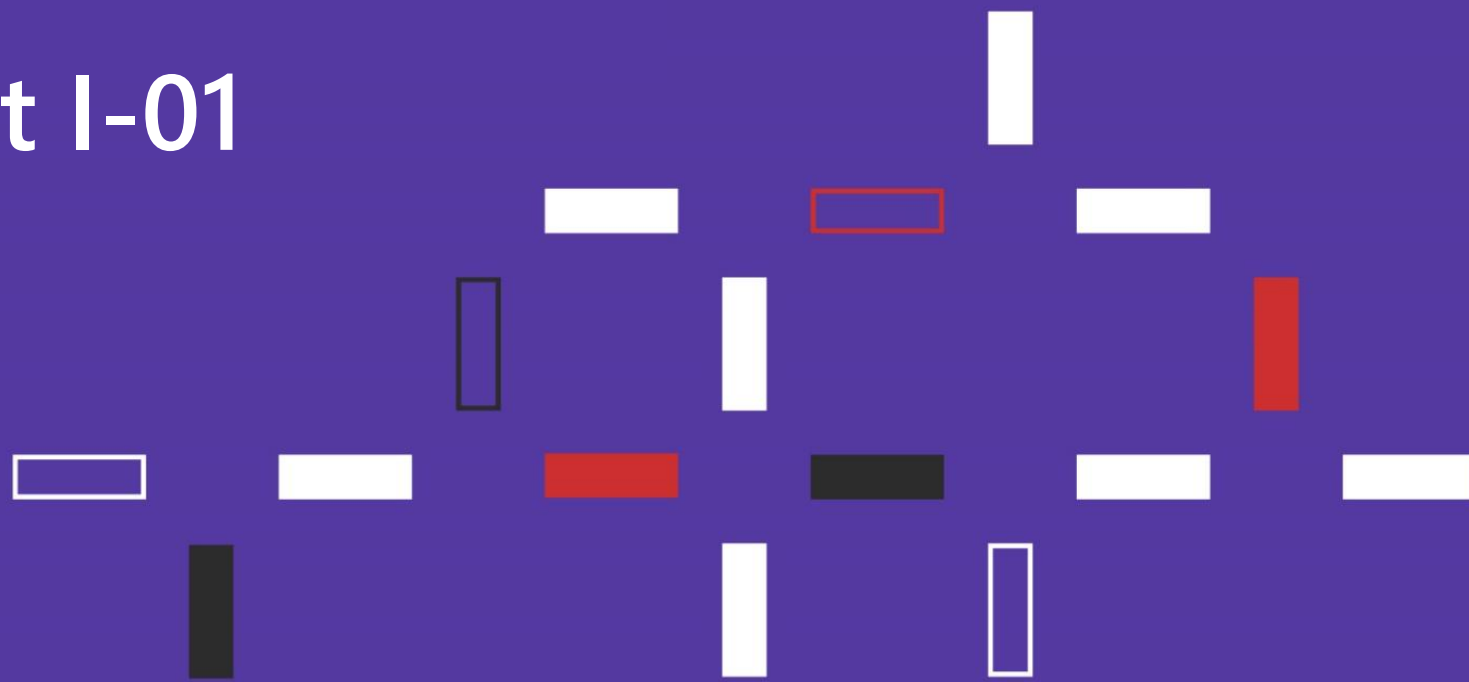
Jean-David MALO, EISMEA Director





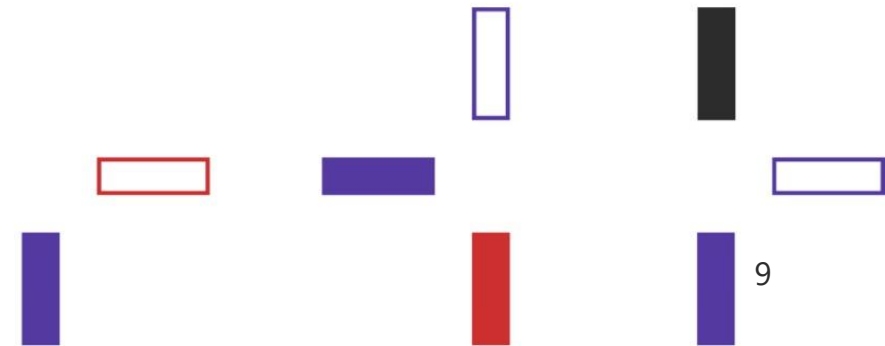
The European Innovation Ecosystems (EIE) Work Programme

Fabienne Gautier,
EISMEA Head of Unit I-01





1. Introduction on the EIE work-programme 2021-2022 & Startup EU call under the EIC work-programme



Graphical representation of Horizon Europe



European Innovation Council

- Support to innovations with breakthrough and market creating potential

€ 10.5 billion, incl. up to € 500 million for ecosystems

European innovation ecosystems

- Connecting with regional and national innovation actors

European Institute of Innovation and Technology (EIT)

- Bringing key actors (research, education and business) together around a common goal for nurturing innovation

€ 3 billion



Pillar 3 – Open Innovation:
stimulating market-creating breakthroughs and ecosystems conducive to innovation

Innovation Ecosystems Consultation Process



- **8 workshops**
- **350 + participants**
- **Questionnaire**
- **Final conference**

Final report published ! *



RESULTS: CONNECTEDNESS

- Increased connectedness between actors
- Need for European Forum
- Increased citizens engagement

COMPETENCE

- Fostering entrepreneurial culture
- Need for better actionable information
- Lack of innovation capabilities within public stakeholders

CAPITAL

- Partnerships between startups and corporates
- Support for early stage accelerators
- Scaling-up and exit assistance

And:

- European regulatory sandboxes
- Stimulating public procurement for innovation

Groups of Workshops' Participants



* <https://op.europa.eu/en/publication-detail/-/publication/c7552948-f6fc-11ea-991b-01aa75ed71a1>



EIC Forum

Policy coordination & dialogue

National innovation
authorities/agencies
(MS/AC)

+

EIC & EIT Boards

+

EIE stakeholders

CO-FUNDING Joint_innovation programmes

Demand-driven (+ *private entities, e.g. foundations, EU Partnerships*)

TRANSNATIONAL – EU ADDED VALUE - COMPLEMENTARY

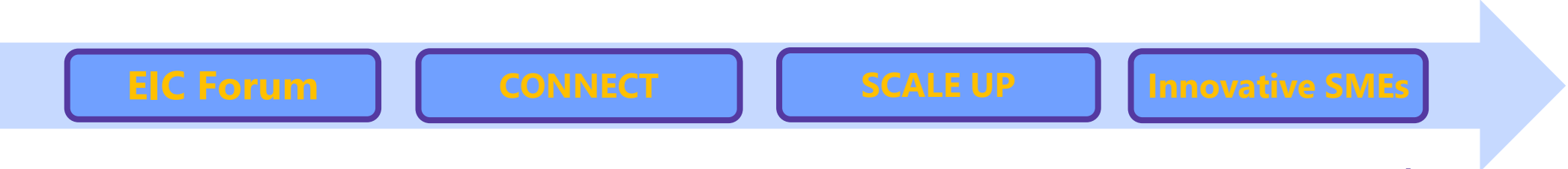
- Interconnection of open innovation infrastructures (*pilots, demos...*)
- Cooperation academia – enterprise
- High-tech SMEs: collaborative R&I, technology & knowledge transfer, early stage and feasibility study support, market analysis & development internationalisation + Low-tech SME's: digitalisation
- Joint public procurement initiatives (PPI)
- Social & public innovation, Financial instruments

**Joint programmes for
mentoring, coaching, technical assistance,** delivered by:

- **networks** (NCPs, EEN, EIT/KICs), clusters ..
- **pan-European platforms** (Starup Europe)
- **regional or local innovation actors,** public & private, *e.g. incubators, innovation hubs....*

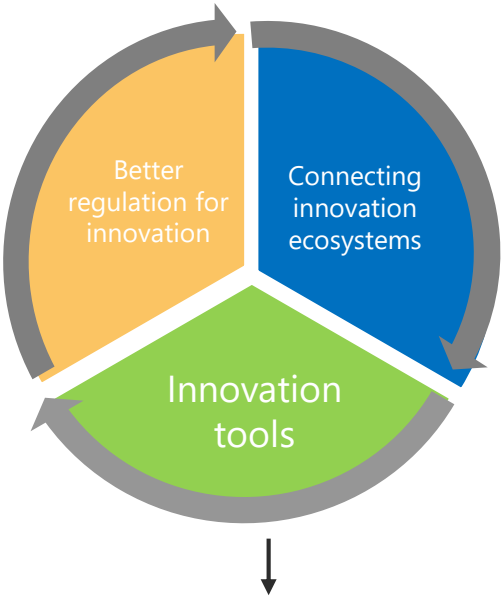
**Data and
knowledge** on
innovation support
(funding schemes,
data sharing
platforms, etc.)

HEU SUPPORT TO INNOVATION ECOSYSTEMS



EIC Forum

Ensuring optimal
conditions for developing
and connecting the
European innovation
ecosystems



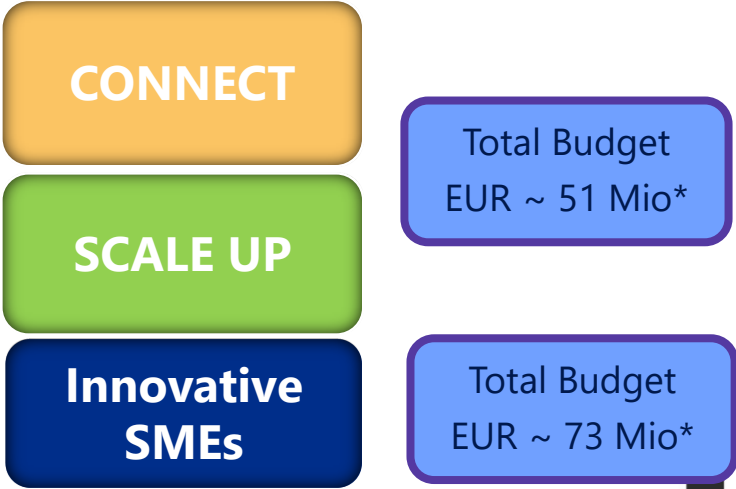
Facilitate the
connectedness of the
different actors within
their ecosystem as well as
between various
ecosystems in Europe and
beyond

Make better use of existing instruments and
develop new innovation tools

+

EIE Work Programme 2021-2022

Total : EUR ~ 130 Mio



*All budgets are indicative



EIE WP: Budget and call planning (1)

EUROPEAN INNOVATION ECOSYSTEMS (EIE) WORK PROGRAMME 2021 - 2022

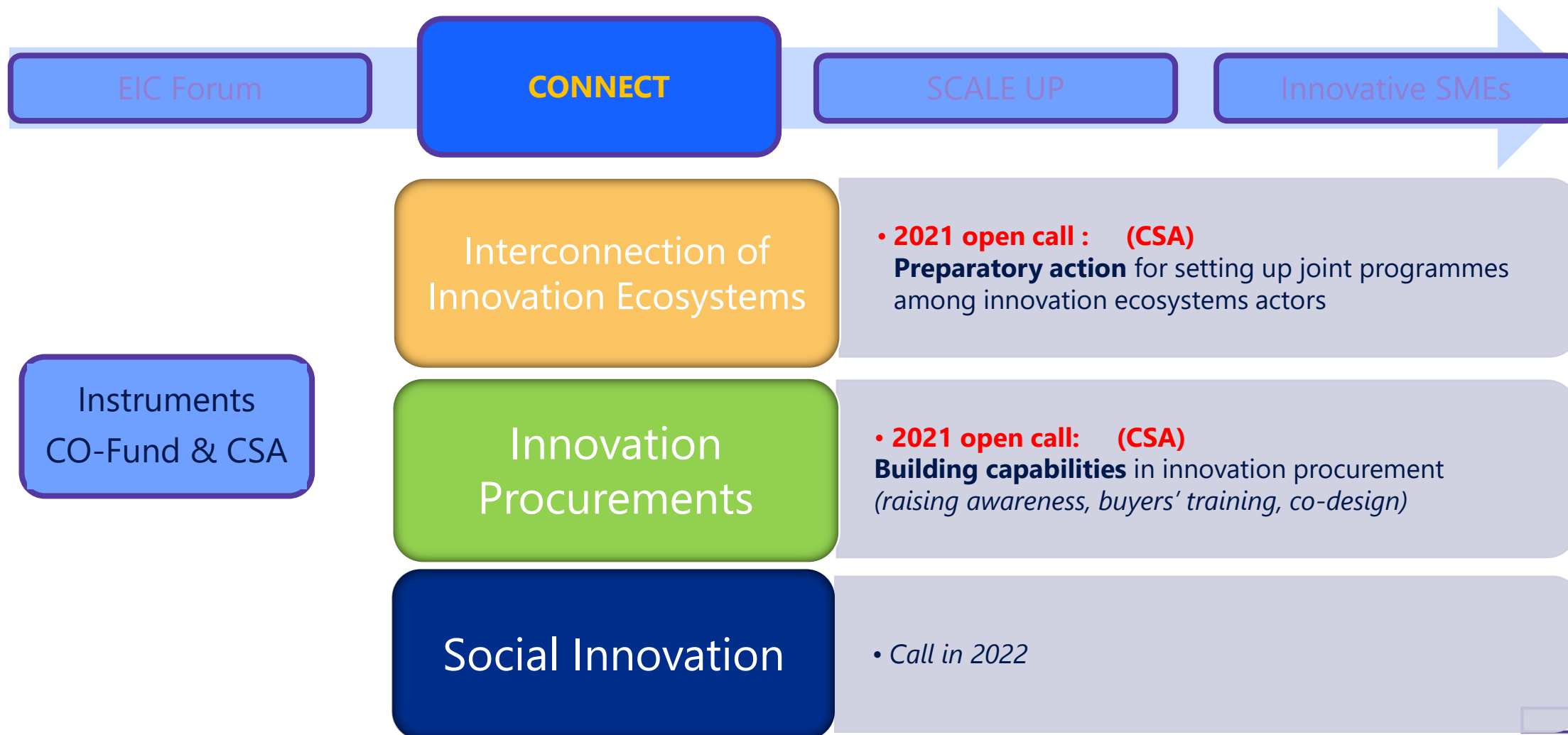
Destinations/Calls/topics			Budget (EUR million)		Type of action
			2021	2022	
CONNECT	2021 - Call 1:	Preparatory action for setting up joint programmes among innovation ecosystems actors	4		CSA
		Building capabilities in innovation procurement	4		CSA
	2022 - Call 1:	Towards more inclusive networks and initiatives in European innovation ecosystems		4	CSA
		Integration of social innovation actors in innovation ecosystems		3	CSA
	2022 - Call 2:	Implementing co-funded action plans for interconnection of innovation ecosystems		8	COFUND
		Stimulating innovation procurement		4,5	COFUND
		Overall indicative budget - CONNECT	8	19,5	
		Total CONNECT budget 2021-2022	27,5		
SCALE UP	2021 - Call 1:	Expanding Acceleration Ecosystems	5		CSA
		Scaling up deep tech ecosystems	5		RIA
		Women TechEU	3,75		CSA
	2022 - Call 1:	Expanding Entrepreneurial Ecosystems		5	CSA
	2022 - Call 2:	Expanding Investments Ecosystems		5	CSA
		Overall indicative budget SCALEUP	13,75	10	
		Total SCALEUP budget 2021-2022	23,75		
INNOVSMEs	2021 - Call 1:	European Partnership on Innovative SMEs	35,29	37,89	COFUND Partnership
		Overall indicative budget INNOVSMEs	35,29	37,89	
		Total InnovSMEs budget 2021-2022	73,18		

EUROPEAN INNOVATION ECOSYSTEMS (EIE) WORK PROGRAMME 2021 - 2022

Destinations/Calls/topics			Budget (EUR million)		Type of action
			2021	2022	
OTHER ACTIONS		Intellectual Property Helpdesk (IP Helpdesk)	3		Public Procurement
		Use of individual experts on assisting with the monitoring of actions (2021)	0,1		Expert contract action (EC) Public
		Mapping and scoping of frugal and reverse innovation		0,3	Procurement Public
		Innovative practices in legislation around emerging tech		0,3	Procurement Public
		EIC FORUM support		0,5	Procurement Public
		Commission expert group on EIC FORUM		0,3	Expert contract
		Use of individual experts on assisting with the monitoring of actions (2022)		0,2	Expert contract action (EC)
		Commission fee as EUREKA member (administrative costs)		0,5	Subscription
		Establishment of an indicator system and defining relevant data collection methods		0,3	JRC action
		Overall indicative budget - "Other actions"	3,1	2,4	
		Total "Other actions" budget 2021-2022	5,5		
		TOTAL	60,14	69,79	
		TOTAL BUDGET EIE WP 2021-2022*	129,93		

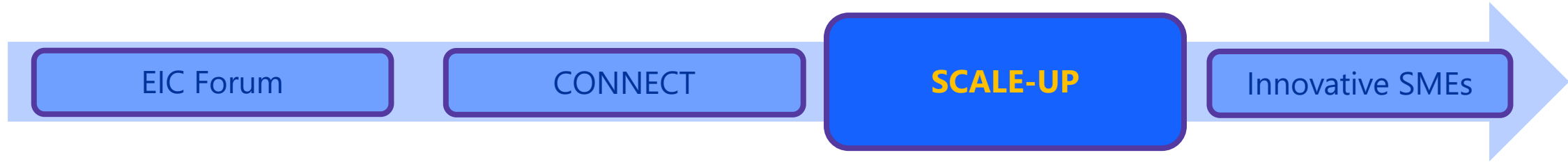
(*includes the EUR 2 m of EIC WP budget transfer for the Women TechEU topic)

INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022





INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022 – Examples



Instruments
CSAs & RIA

Expanding Acceleration
Ecosystems

Expanding Entrepreneurial
Ecosystems

Expanding Investments
Ecosystems

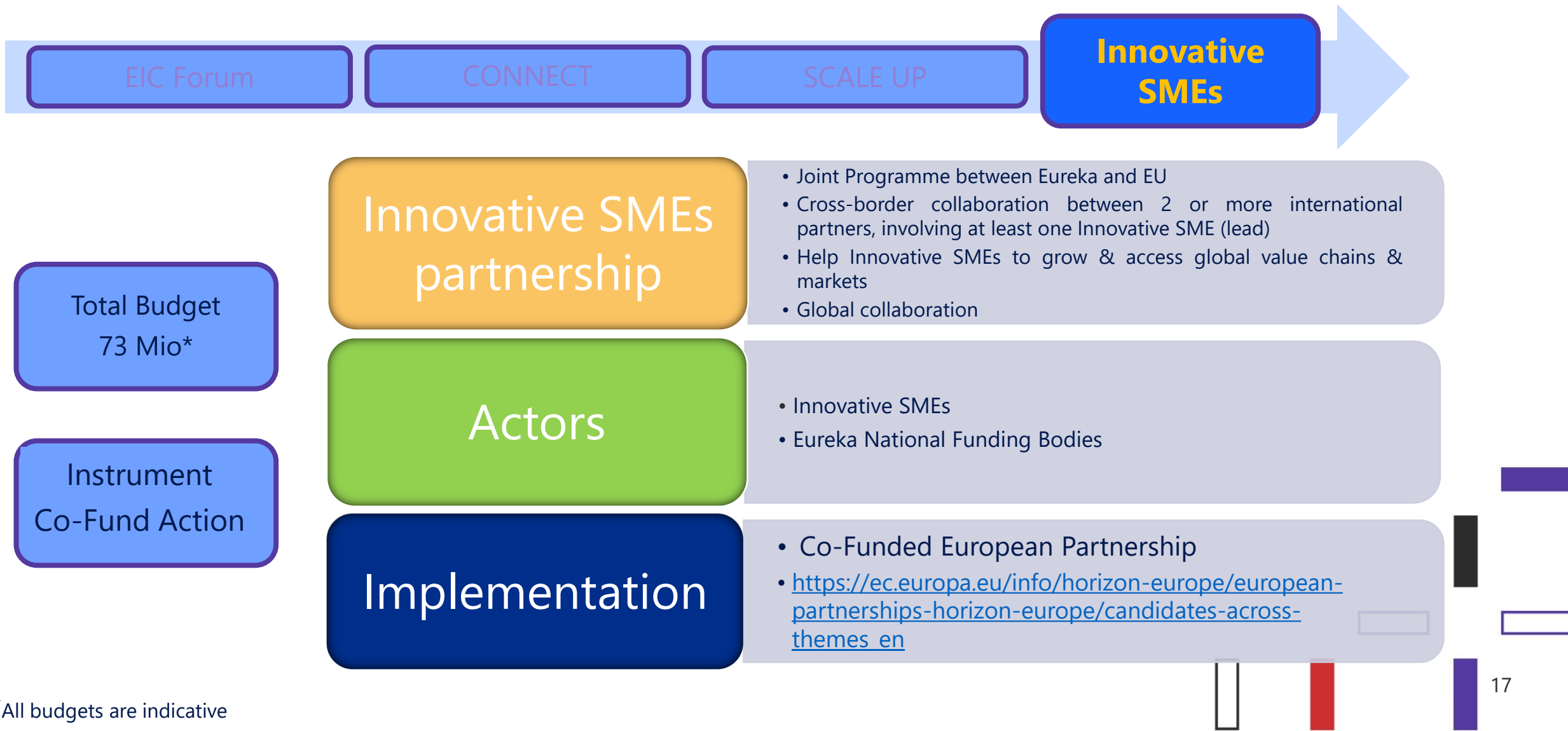
2021 open call : (RIA)
Expanding Deep Tech
Ecosystems

2021 open call : (CSA)
Women driving deep tech
Startups (WomenTechEU)*

* https://ec.europa.eu/info/news/smashing-glass-ceiling-conversation-women-driving-europes-deep-tech-future-2021-feb-19_en



INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



EIE WP: Launch and implementation

- **16/6:** Publication of the Horizon Europe WPs (including EIE WP) and calls in Funding and Tenders portal
- **Calls opening for 2021:**

Year	Destinations/ Calls	Topics	Call opening	Call deadline
CONNECT				
2021	Call 1:	HORIZON-EIE-2021-CONNECT-01-01 Preparatory action for setting up joint programmes among innovation ecosystems actors HORIZON-EIE-2021-CONNECT-01-02 Building capabilities in innovation procurement	06-07-2021	26-10-2021
SCALEUP				
2021	Call 1:	HORIZON-EIE-2021-SCALEUP-01-01 Expanding Acceleration Ecosystems HORIZON-EIE-2021-SCALEUP-01-02 Scaling up deep tech ecosystems HORIZON-EIE-2021-SCALEUP-01-03 Women TechEU	13-07-2021	10-11-2021
INNOVSMES				
2021	Call 1:	HORIZON-EIE-2021-INNOVSMES-01-01 European Partnership on Innovative SMEs	22-06-2021	01-09-2021



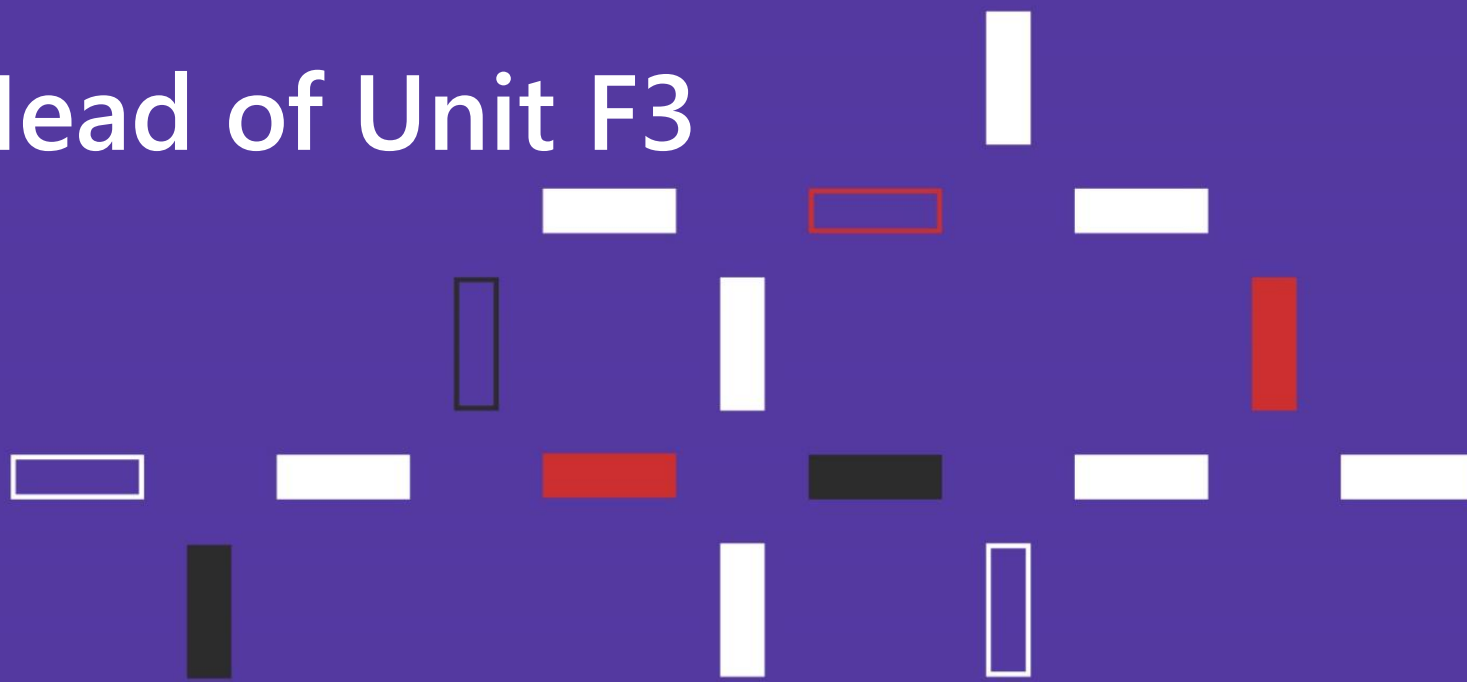
EIC WORK PROGRAMME 2021 – Support to Innovation Ecosystems





The Startup EU call under the European Innovation Council (EIC) Work Programme

Helen Koepman,
DG CNECT Deputy Head of Unit F3



Startup Europe for Growth & Innovation Radar Projects



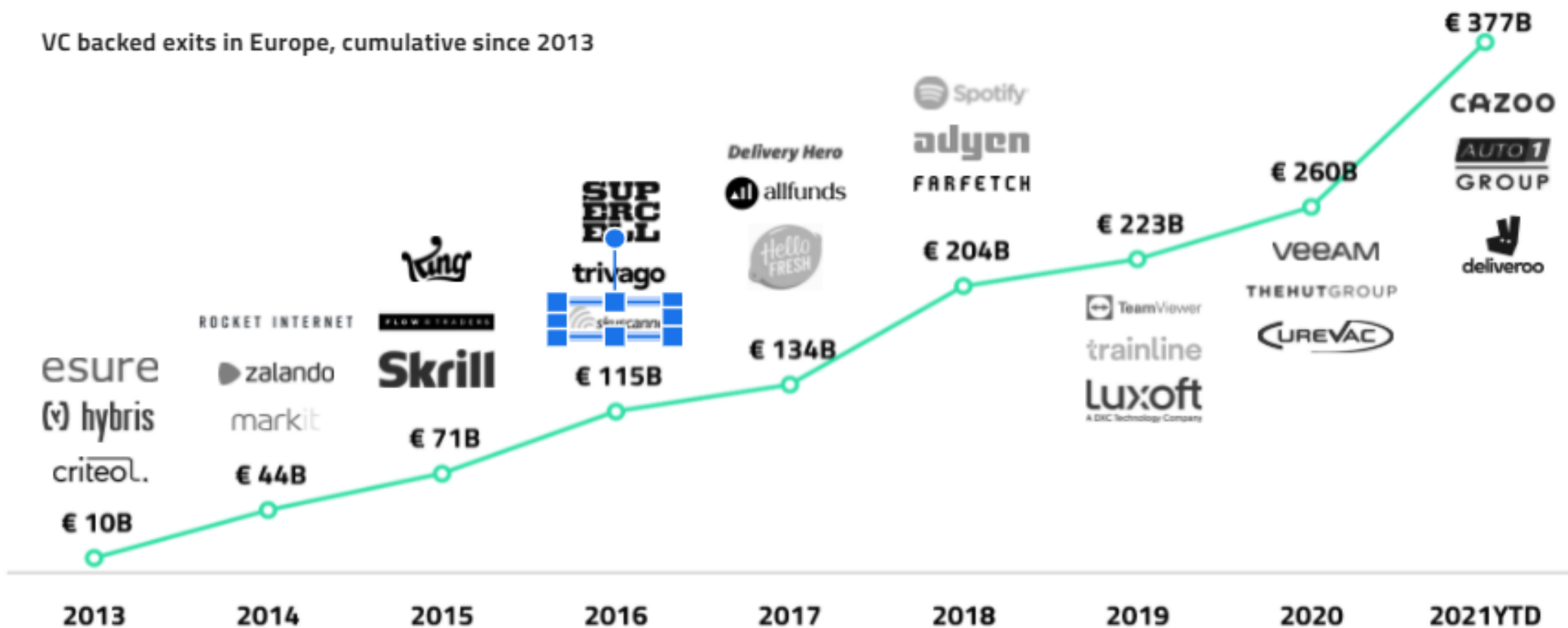
2020 –2022

- * **9 projects**
- * Budget of **12 million Euro**
- * **Facilitating access** to markets and finance
- * Support **cross border growth**
- * Best practices on **ecosystem cooperation** among developed and less developed hubs
- * Focus on **deep-technologies** in all industries



After €377 billion in VC-backed exits since 2013, European venture capital has become profitable and thus self-sustainable for the long term.

VC backed exits in Europe, cumulative since 2013





SME STRATEGY

Brussels, 10.3.2020
COM(2020) 103 final



Startup Nation Standard

Aim: most attractive Start-up and
Scale-up continent

How?

support startups' expansion across borders
streamline the implementation of the **rules**
on procedures for visa applications and
residence permits for third country talent
make granting of **employee stock options**
more attractive
promote **venture-building and tech transfer**
from universities
increase **access to finance** for scaling-up

Startup Europe & EIC in Horizon Europe: part of the Innovative Europe pillar



European Innovation Council

- Support to innovations with breakthrough and market creating potential

European innovation ecosystems

- Connecting with regional and national innovation actors

European Institute of Innovation and Technology (EIT)

- Bringing key actors (research, education and business) together around a common goal for nurturing innovation

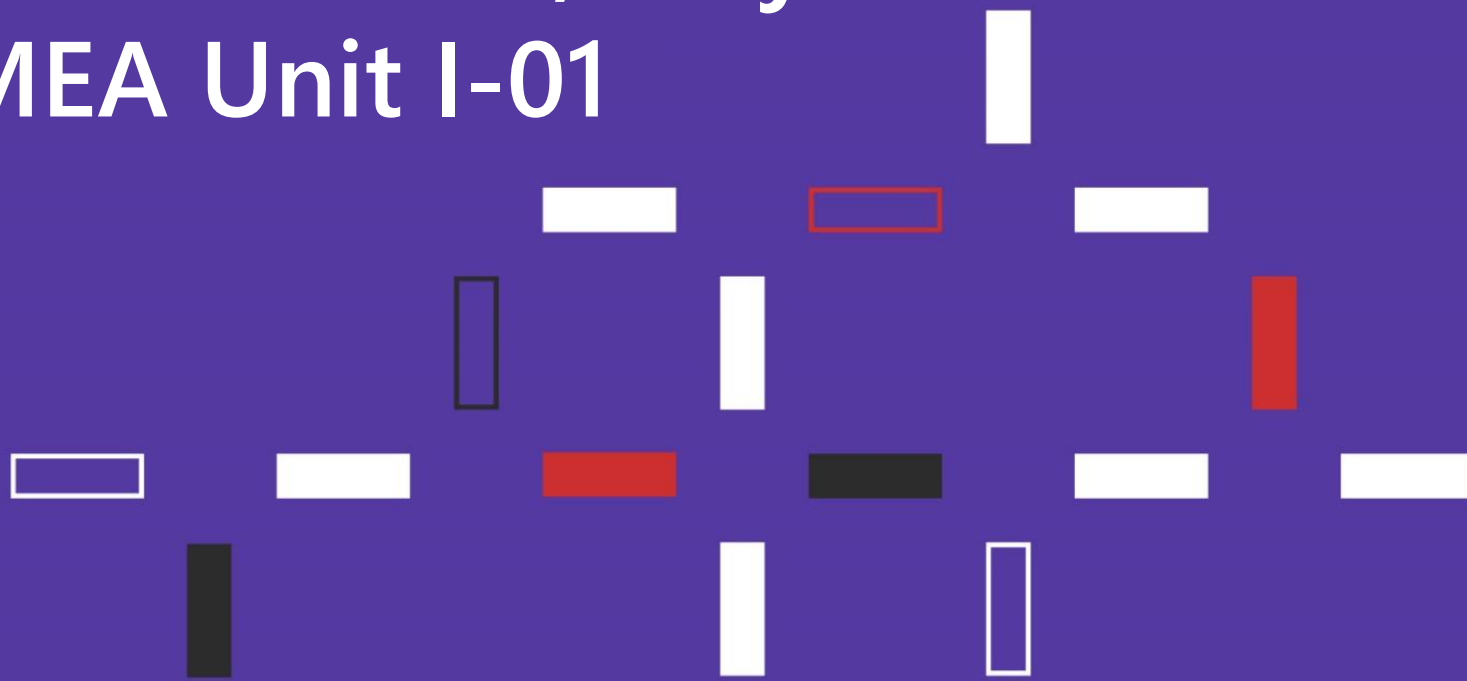
€ 10.5 billion, incl. up to € 500 million for ecosystems





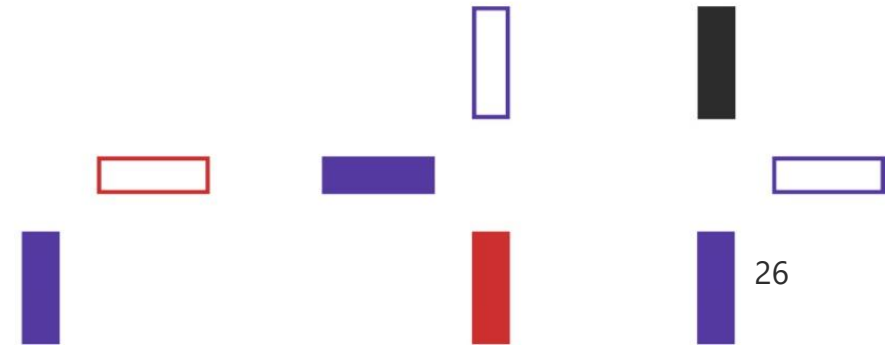
The EIE and Startup EU calls for proposals Presentations

Catalin Ticheru, Christina Nanou, Julija Sakovica
Project Advisers EISMEA Unit I-01





2. EIE WP 2021-2022 & Startup EU Calls for proposals





HORIZON-EIC-2021-STARTUPEU-01-01

- Coordination and support action (CSA)
- Budget of €6 million to fund 3-4 CSAs with a duration of 2 years
- Applicants must allocate at least 75% of the total proposed budget to financial support to third parties (FSTP) to allow startups to benefit from the services described in the call text
- Extended deadline 18 November 2021 at 17:00 CET

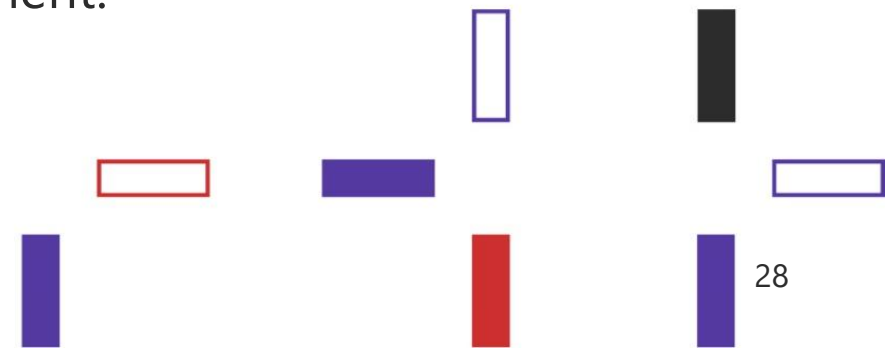
Eligible applicants: Startup ecosystem builders, business angel organisations, venture capital entities, accelerators, incubators, startup associations, etc. from EU MS and Associated Countries



HORIZON-EIC-2021-STARTUPEU-01-01

Rationale

- Build synergies between the EIC and the wider European startup ecosystem to support scaling up of European companies.
- Be a catalyst to fulfil the potential of European digital startups in delivering market-ready applications and technology solutions in key technology areas and value chains.
- Contribute to the development of applications that foster climate-neutrality, digital and circular economy, clean industry and user-centric technology development.





HORIZON-EIC-2021-STARTUPEU-01-01

Scope

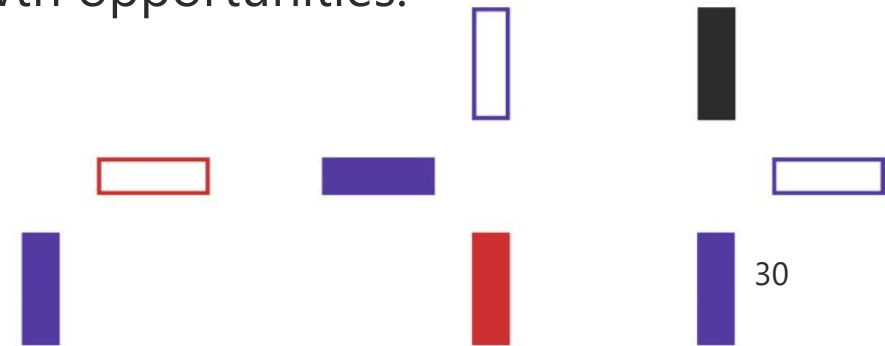
- Connecting local digital and deep tech startup ecosystems.
- Supporting cross-border acceleration activities for digital and deep tech startups.
- Ensuring synergies with the Digital Europe (e.g. Digital Innovation Hubs) and other Horizon Europe Programmes (e.g. using Innovation Radar intelligence to detect startups).
- Ensuring knowledge generated contributes to EIC Business Acceleration Services and the general activities of the EIC Forum.
- Among the startups ecosystems to be connected, specific attention will be given to including of ecosystems in Widening countries.
- Each proposal should demonstrate sustainability of proposed actions beyond the life of the project.



HORIZON-EIC-2021-STARTUPEU-01-01

Expected outcome

- Increasing the market footprint of European Startups in strategic digital technologies and deep tech innovation.
- Better connection of EIC-supported startups and Seal of Excellence holders to relevant local and European ecosystems and communities.
- Scaling up of capabilities in matching technology solutions developed by highly innovative EU-funded digital and deep tech startups with investment and growth opportunities.





EIE WP 2021-2022 calls for proposals

Destination: CONNECT - Interconnected Innovation Ecosystems

HORIZON-EIE-2021-CONNECT-01-01: Preparatory action for setting up joint programmes among innovation ecosystems actors

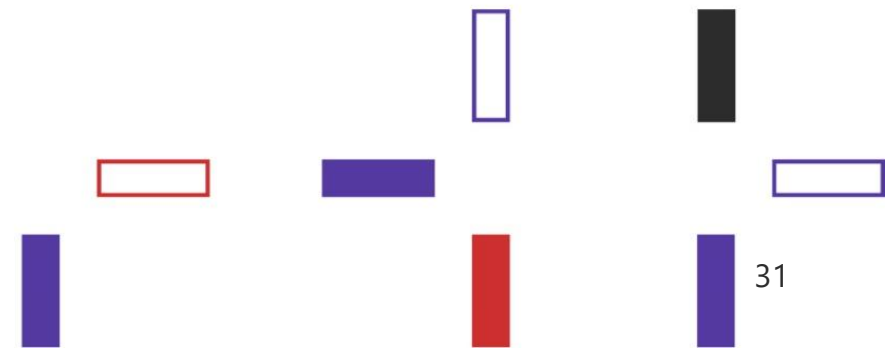
HORIZON-EIE-2021-CONNECT-01-02: Building capabilities in innovation procurement

Destination: SCALEUP - Elevating the scalability potential of European business

HORIZON-EIE-2021-SCALEUP-01-01: Expanding Acceleration Ecosystems

HORIZON-EIE-2021-SCALEUP-01-02: Scaling up deep tech ecosystems

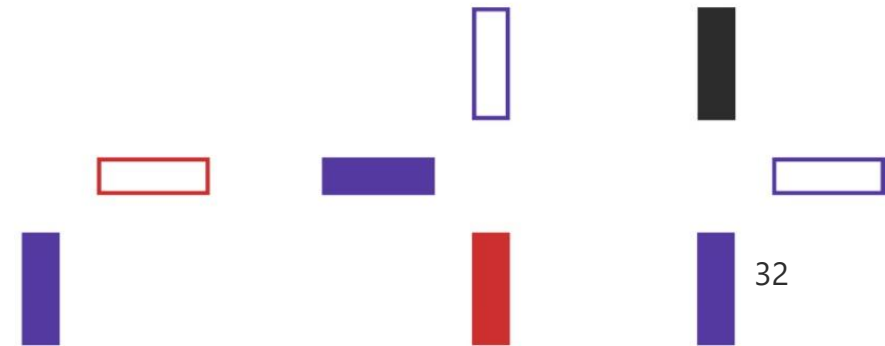
HORIZON-EIE-2021-SCALEUP-01-03: Women TechEU





Destination: CONNECT - Interconnected Innovation Ecosystems

Topic: HORIZON-EIE-2021-CONNECT-01-01: Preparatory action for setting up joint programmes among innovation ecosystems actors



INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



CONNECT



Call: Interconnected of Innovation Ecosystems

Topic-01: Preparatory action for setting up joint programmes among innovation ecosystems actors

Target group(s): Public innovation authorities + private actors + R&I actors.

Main expected outcome: More dynamic, inclusive, and connected innovation ecosystems, via co-creation, co-planning and co-investments of specific activities around promising areas of joint and European interest;

Scope: to prepare **joint action plans** to strengthen their innovation efficiency/capacities/interconnection and jointly tackle challenges at all levels.

Applicants should:

- identify **areas and activities of cooperation** (*networking, market access, training/skills, joint infrastructures, procurements*)
- justify on the **need for those joint activities** that should be **scalable** at European level
- demonstrate their strong **EU added value**
- explain the **potential for growth & competitiveness foreseen in the targeted sector** and/or expected **EU impact**
- ensure **inclusiveness** and **diversity** (*+private actors*)
- explain how the action plans **complement** and **reinforce** their national/regional/local innovation plans/policies/strategies
- explain the planned **process** (*open, clear, realistic and impact-oriented approach, +mechanisms, tools*)
- present **expected common knowledge assets**, the **benefit of the intended beneficiaries**, the targeted **milestones** to be achieved
- plan their **long-term commitments** (at least 5 years) & **engage** in joint cooperation activities

Type of Action	CSA
Total Indicative budget	4 m €
Expected EU contribution / project	0.5 m €
Expected grants to be signed	8
Estimated project duration	2 years
Additional eligibility criterion	At least three (3) independent legal entities from MS/AC.
Lump sum grant	Eligible costs will take the form of a lump sum.



CONNECT



Call: Interconnected of Innovation Ecosystems

Topic-01: Preparatory action for setting up joint programmes among innovation ecosystems actors

The proposals may include **two (2) phases**:

1st phase: *(exploratory)*

- ✓ **foster dialogue** among stakeholders for strategy/partnership building
- ✓ **mapping and analysis** *(existing innovation agendas/strategies/policies/plans/activities, relevant active/inactive actors, ways to motivate inclusiveness, areas of competitive advantage, gaps, needs and opportunities)*
 - consider existing tools, knowledge and expertise.

2nd phase: concretise, set up, finalise action plans and allocation of the activities

→ The implementation of the proposed action plans is not part of this topic.

INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



CONNECT



Call: Interconnected of Innovation Ecosystems

Topic-01: Preparatory action for setting up joint programmes among innovation ecosystems actors

How the topic is linked to the COFUND topic in 2022? *(HE-EIE-2022-CONNECT-02-01)*

- **This topic (CSA)** will finance the preparation of joint action plans, i.e. explore areas and ways of cooperation, concretise and co-design these action plans.
- **COFUND topic (2022)** will finance the implementation of joint action plans that are mature and applicants already know what they want to achieve (areas of cooperation, activities, etc.).

Will successful projects of the topic get automatically financing for their implementation via the COFUND topic (2022) ?

No. Successful projects do not automatically get funding for their implementation via the COFUND topic (2022). Operationally, this would not be feasible due to the close timeframe between the 2 calls.

What opportunities will successful projects have for financing the implementation of their joint action plans?

The applicants may wish to:

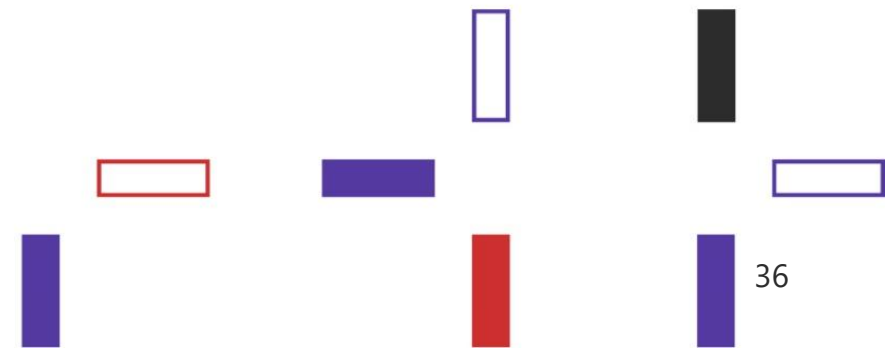
- seek further financial support from HE/EIE WP future COFUND actions or
- check other opportunities with national/regional authorities and networks (including the EEN) , i.e. public and/or private programmes (with similar approach and objectives).

Read COFUND call !!!



Destination: CONNECT - Interconnected Innovation Ecosystems

Topic: HORIZON-EIE-2021-CONNECT-01-02: Building capabilities in innovation procurement



INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



CONNECT



Call: Interconnected Innovation Ecosystems

Topic-02: Building capabilities in innovation procurement

Target group(s): Public and private buyers, public-owned enterprises, SMEs and start-ups, research and technological organisations

Main expected outcome:

Fostered and facilitated implementation of innovation procurement.

Leveraged potential new markets and contribute to tackle societal challenges

Scope: support new training and guidance, exchange best practices, building capacities for innovation procurement, new innovation-friendly design of strategies and procedures, new collaboration networks

Type of Action	CSA
Total Indicative budget	4m €
Expected EU contribution / project	0.5 m €
Expected grants to be signed	8
Estimated project duration	Not specified
Additional eligibility criterion	At least 3 legal entities from MS/AC
Lump sum grant	Eligible costs will take the form of a lump sum.
Deadline	26/10/2021



CONNECT



Call: Interconnected Innovation Ecosystems

Topic-02: Building capabilities in innovation procurement

Proposals should focus on:

- Training portfolios to improve skills and capacities to design innovative procurement
- Activities to raise awareness, strengthen knowledge on legal frameworks and practical use of legal procedures -> *for public buyers and evaluators*
- Creation of public-private collaboration and co-design -> *between SMEs and buyers (public/private)*
- Identify and scale-up best examples of definition of needs and design -> *of programmes, procedures and long-term strategies*
- Set up expert networks/local competence centres -> *coaching services, legal assistance, support in design, exchange of best practice.*
- Cooperation and Partnerships between public/private buyers and deployment actors -> *to tap into the under-exploited innovative potential*

INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



CONNECT



Call: Interconnected of Innovation Ecosystems

Topic-02: Building capabilities in innovation procurement

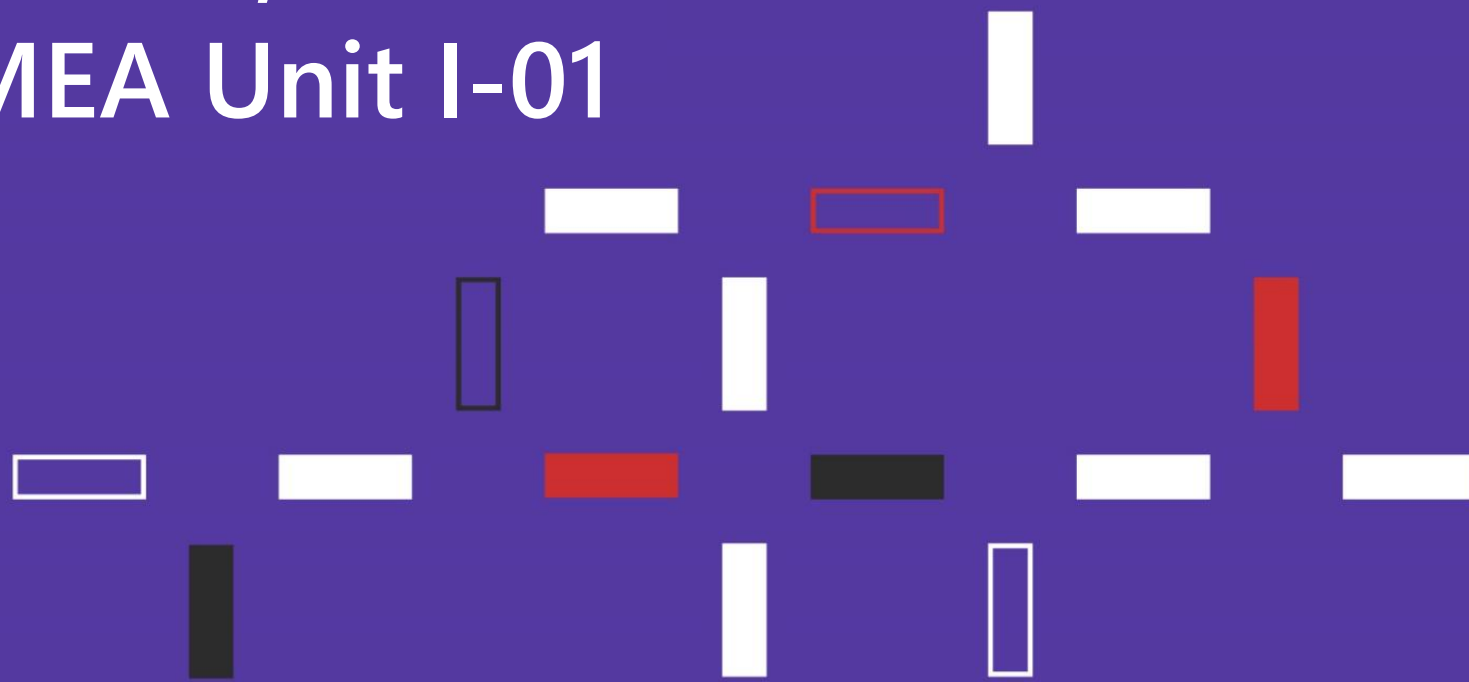
How the topic is linked to the COFUND topic in 2022? *(HE-EIE-2022-CONNECT-02-02)*

- **COFUND topic (2022)** - authorities together with research & innovation actors prepare joint multi-annual programmes of activities (action plans) with the aim of strengthening their efficiency, capacities and interconnection and jointly tackle challenges at EU, national, regional and local level.



The EIE and Startup EU calls for proposals Presentations

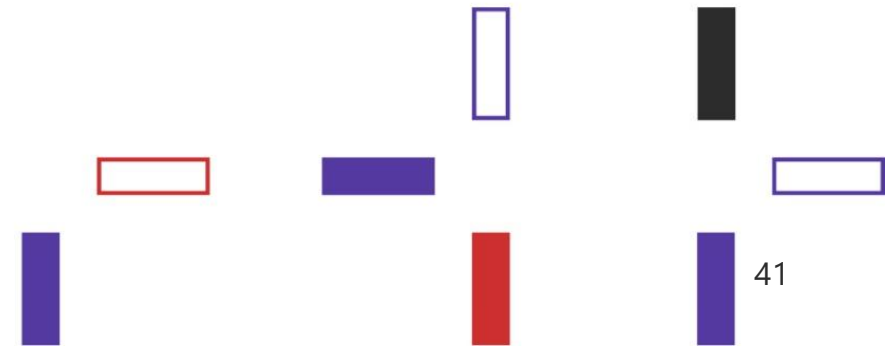
Giulia Facelli, Ciara Phelan, Natalia Nowinska
Project Advisers EISMEA Unit I-01





Destination: SCALEUP - Elevating the scalability potential of European business

Topic: HORIZON-EIE-2021-SCALEUP-01-01: Expanding Acceleration Ecosystems



INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



SCALEUP



Call: Elevating the scalability potential of European business

Topic-01: Expanding Acceleration Ecosystems

Target group(s): Business-acceleration providers: incubators, accelerators, company-builders, innovation agencies, business clubs and networks, regional public authorities and educational institutions.

Main expected outcome: More open, competitive and inclusive innovation ecosystems. Better quality and outreach of business acceleration services (BAS).

Scope: support 'modest'/'moderate' (emerging) innovation ecosystems in attracting international businesses. Improve quality of BAS, network outreach and scale-up support.

Applicants should:

- Identify the best **consortium** configuration including **at least 3 legal entities**: >1 entity established in a 'modest'/'moderate'/'emerging' innovator region + >1 entity established in a 'strong'/'innovation leader' innovator region.

Type of Action	CSA
Total Indicative budget	5m €
Expected EU contribution / project	1 m €
Expected grants to be signed	5
Estimated project duration	2 years
Additional eligibility criterion	At least 3 legal entities from MS/AC + Innovator regions criterion
Lump sum grant	Eligible costs will take the form of a lump sum.

INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



SCALEUP

Call: Elevating the scalability potential of European business

Topic-01: Expanding Acceleration Ecosystems

The proposals **must include**:

- ✓ share **business acceleration related best practices**, knowledge, tools and methods;
- ✓ **exchange of promising start-ups and SMEs**, including women-led businesses, involving participation in acceleration programmes abroad and introduction to foreign financing institutions;
- ✓ exchange of accelerator programme experts, including evaluators, thematic experts, mentors and investors;
- ✓ establishing **links between local actors in developing ecosystems**, particularly research, education institutions and local authorities and incoming start-ups, international accelerators and experts to enhance transfer of technology and knowledge to supply them with innovative solution;
- ✓ establishing a **virtual platform** with an overview of accelerator programmes, financial resources, mentors, events in partner ecosystems.

INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



SCALEUP

Call: Elevating the scalability potential of European business

Topic-01: Expanding Acceleration Ecosystems

What is the current classification of Innovator Regions? ([European and Regional Innovation Scoreboards 2021](#))

EIS 2020 Methodology Report	EIS 2021 Methodology Report
Innovation Leaders are all countries with a relative performance in 2019 above 125% of the EU average in 2019.	Innovation Leaders are all countries with a relative performance in 2021 above 125% of the EU average in 2021.
Strong Innovators are all countries with a relative performance in 2019 between 95% and 125% of the EU average in 2019.	Strong Innovators are all countries with a relative performance in 2021 between 100% and 125% of the EU average in 2021.
Moderate Innovators are all countries with a relative performance in 2019 between 50% and 95% of the EU average in 2019.	Moderate Innovators are all countries with a relative performance in 2021 between 70% and 100% of the EU average in 2021.
Modest Innovators are all countries with a relative performance in 2019 below 50% of the EU average in 2019.	Emerging Innovators are all countries with a relative performance in 2021 below 70% of the EU average in 2021.

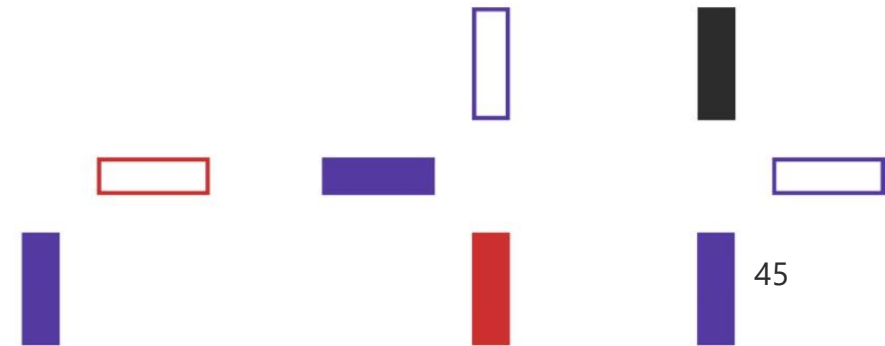
EIS 2020 Methodology Report:
<https://ec.europa.eu/docsroom/documents/41861>

EIS 2021 Methodology Report:
<https://ec.europa.eu/docsroom/documents/45971>



Destination: SCALEUP - Elevating the scalability potential of European business

Topic: HORIZON-EIE-2021-SCALEUP-01-02: Scaling up deep tech ecosystems



INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022

European
Innovation
Council



SCALEUP



Call: Elevating the scalability potential of European business

Topic-02: Scaling up deep tech ecosystems

Target group(s): Pan-European research and technology infrastructures, industry including small and medium enterprises, clusters, universities, RTOs, business schools, national / regional innovation funding agencies.

Expected outcomes: Enhanced development of deep tech* ecosystems around pan-European research and technology infrastructures to generate, scale and deploy breakthrough technologies with market and social value.

Increased involvement of industry, including SMEs, with research and technology infrastructures to raise the technology level and competitiveness of companies and generate market opportunities, including through the generation of start-up or spin-off companies;

Improved valorisation of the socio-economic impact of past investments in panEuropean research and technology infrastructures from the European Structural and Investment Funds.

**Deep tech is technology that is based on cutting-edge scientific advances and discoveries and is characterised by the need to stay at the technological forefront by constant interaction with new ideas and results from the lab. Deep tech is distinct from 'high tech' which tends to refer only to Research & Development intensity.*

Type of Action	RIA
Total Indicative budget	5m €
Expected EU contribution / project	5 m €
Expected grants to be signed	1
Estimated project duration	2 or more years
Additional eligibility criterion	At least one Pan-European Research Infrastructure to be part of the consortia (as defined in the topic text).
Funding and Support to Third Parties	At least 60% of budget must be distributed in the form of grants to third parties. The maximum amount to be granted to each third party is EUR 75 000.

INNOVATION ECOSYSTEMS WORK PROGRAMME 2021-2022



SCALEUP



Call: Elevating the scalability potential of European business

Topic-02: Scaling up deep tech ecosystems

Scope: The proposal should pilot the possibility to seed the development of innovation ecosystems around diverse technological areas related to pan-European research and technology infrastructures by providing grants to pilot projects in three to five different technological areas.

The proposals **should**:

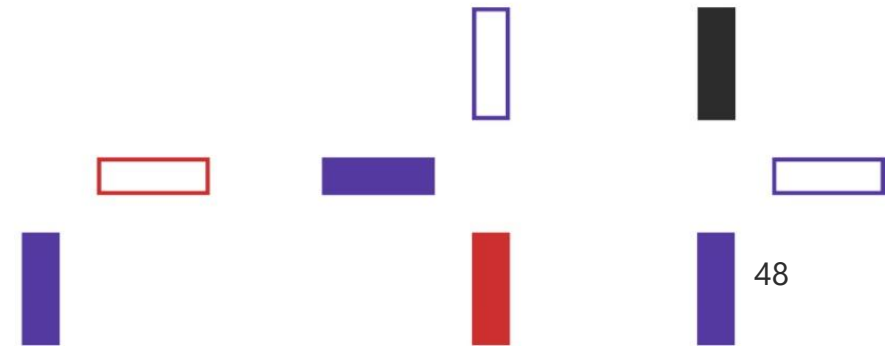
- ✓ identify **deep tech opportunities related to pan-European research infrastructures** with breakthrough potential;
- ✓ assess the **feasibility and scalability** of the identified opportunities;
- ✓ suggest a **selection and clustering** of those opportunities and nascent ecosystems that demonstrate sufficient maturity to provide a clear potential for industrial implementation;
- ✓ **identify those opportunities with strongest potential** towards industrial application with societal or market value;
- ✓ **run and evaluate calls** to provide grant funding to pilot projects in the identified technological areas;
- ✓ **assess the outcome** of the pilot grants.





Destination: SCALEUP - Elevating the scalability potential of European business

Topic: HORIZON-EIE-2021-SCALEUP-01-03: Women TechEU





General context

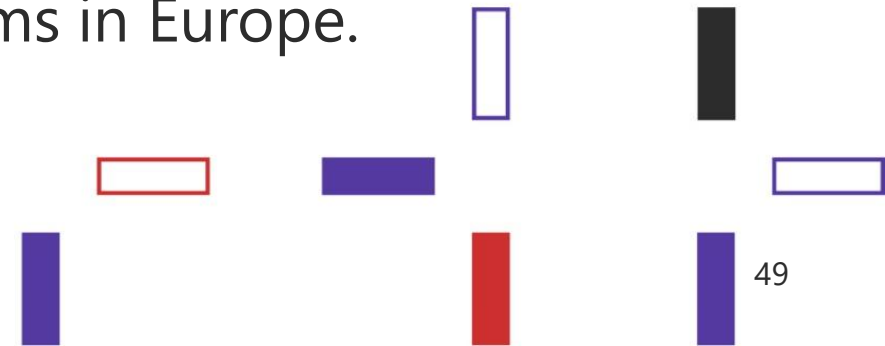
- Severe underrepresentation of women in tech industry
- Very limited VC funding offered to women-led companies

Expected outcome:

- Support deep tech innovation as a basis for a modern, knowledge-driven, resource-efficient and competitive economy
- Promote female leadership in the deep tech industry to build fairer, more inclusive, and more prosperous innovation ecosystems in Europe.

Budget: 3.75 million

Beneficiaries: Up to 50 start-ups

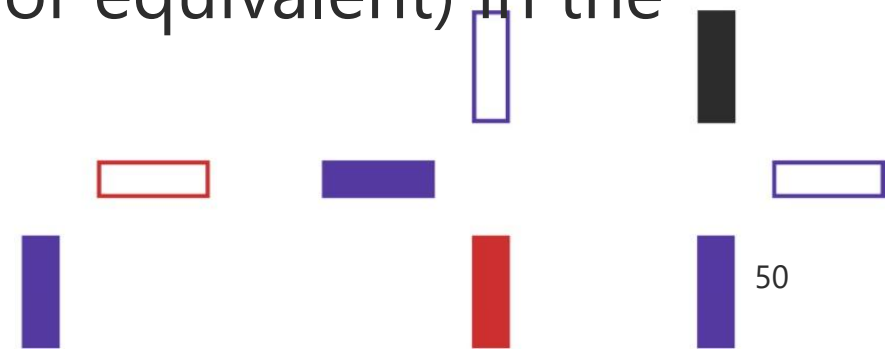




Who can apply?

To apply, you must:

- Be a **woman**,
- Be a **founder or a co-founder** of an **early stage deep tech start-up, registered** and established in an EU Member State or Horizon Europe Associated Country for at least six months at the time of the submission,
- Hold a **top management position** (CEO, CTO or equivalent) in the company.





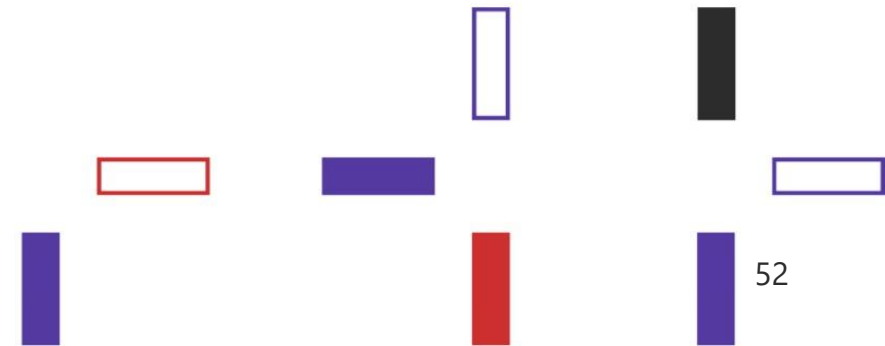
What can you get via the Women TechEU?

- **Financial support to the company** as an individual grant of EUR 75 000 to support the initial steps in the innovation process, and the growth of the company,
- Mentoring and coaching provided by the EIC Business Acceleration Services (BAS), under the new “**Women Leadership Programme**”, which include dedicated networking and pitching events,
- The possibility to participate in dedicated activities organised by InvestEU and Enterprise Europe Network.



Your application

- 10 pages of an application form structured around 3 criteria:
 - Excellence, Impact, Implementation
- An inspirational video:
 - A short teaser pitch + a non-exhaustive list of questions
- Annexes:
 - Executive summary of the business plan & Financial and corporate information
- Duration of your project
- Evaluation report





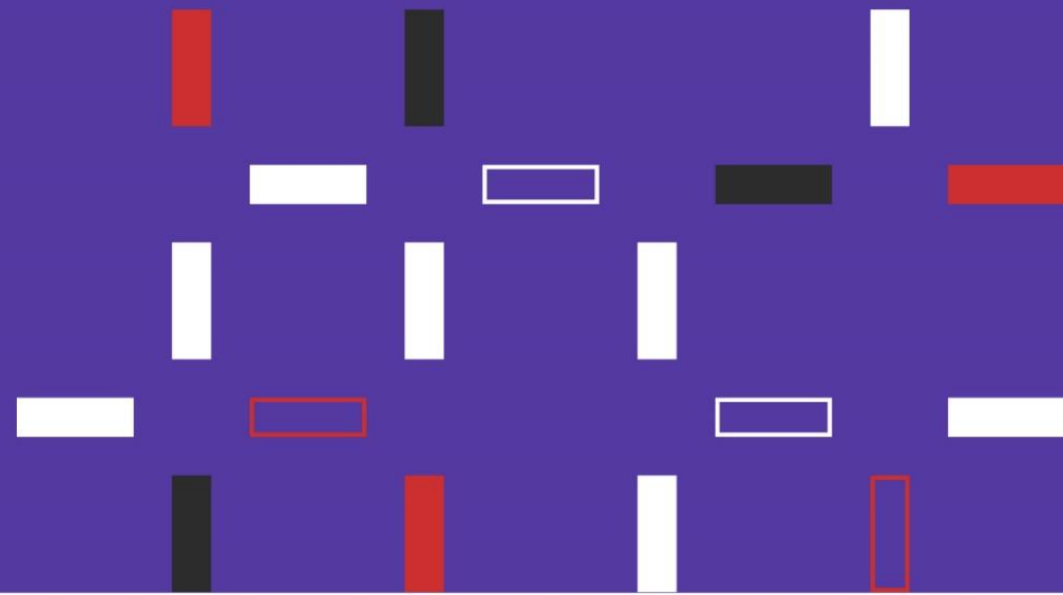
Thank you!

EISMEA-EU-ECOSYSTEMS@ec.europa.eu

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Agenda

European
Innovation
Council



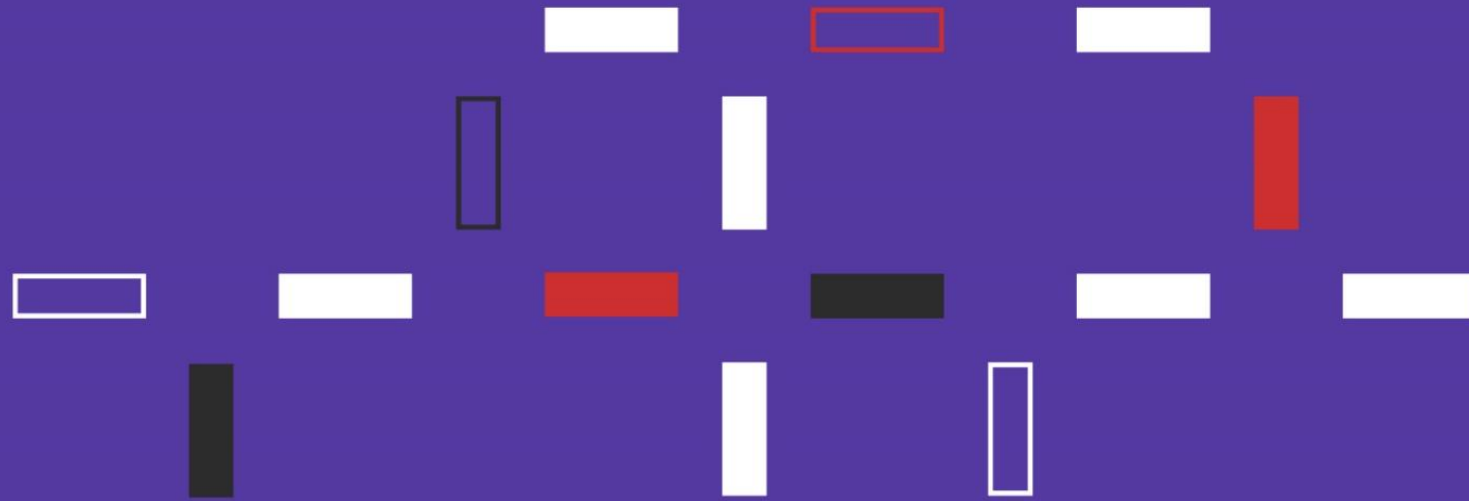
AFTERNOON SESSION --- FINANCIAL and ADMINISTRATIVE QUESTIONS

14:00 Make a good proposal! The proposal evaluation process

14:20 Lump Sums Schemes

14:40 Third-Party financing actions

15:00 Q&A

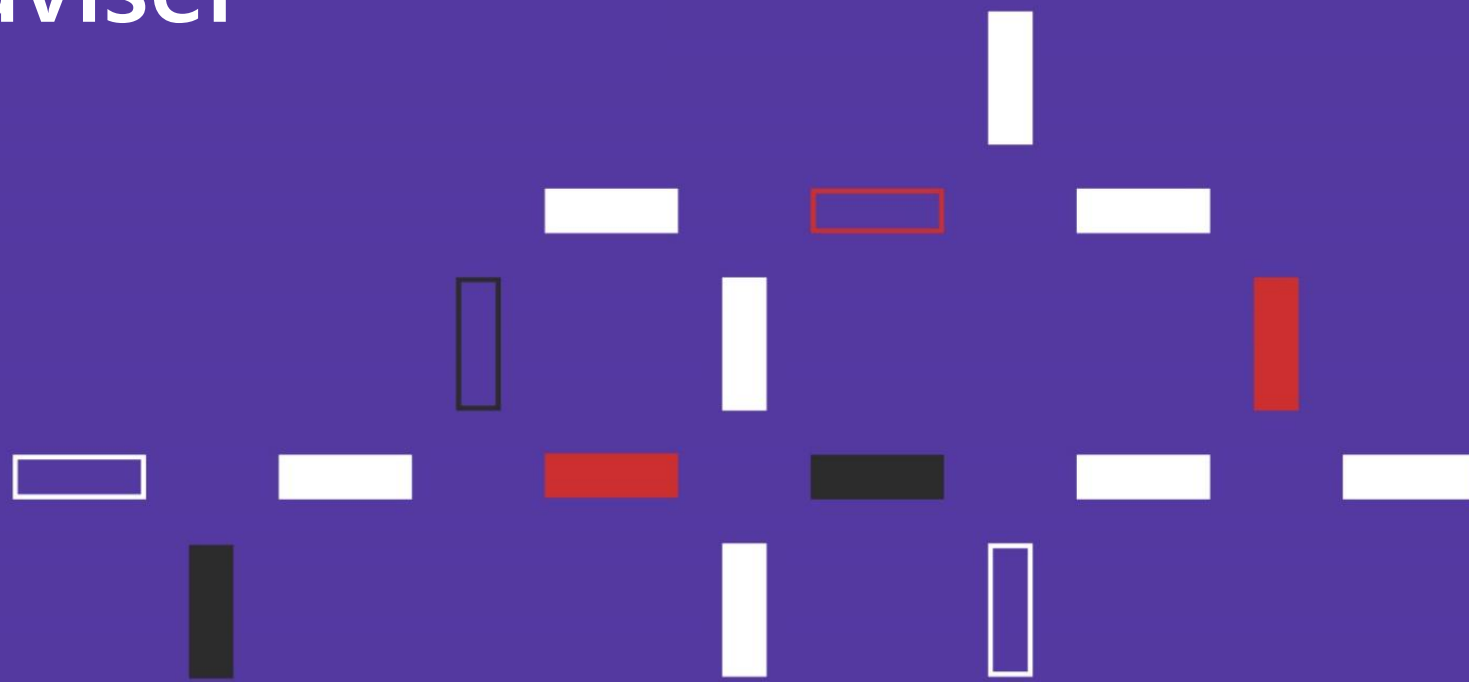




Make a good proposal!

The proposal evaluation process

Eric Koch, Project Adviser
EISMEA I-01





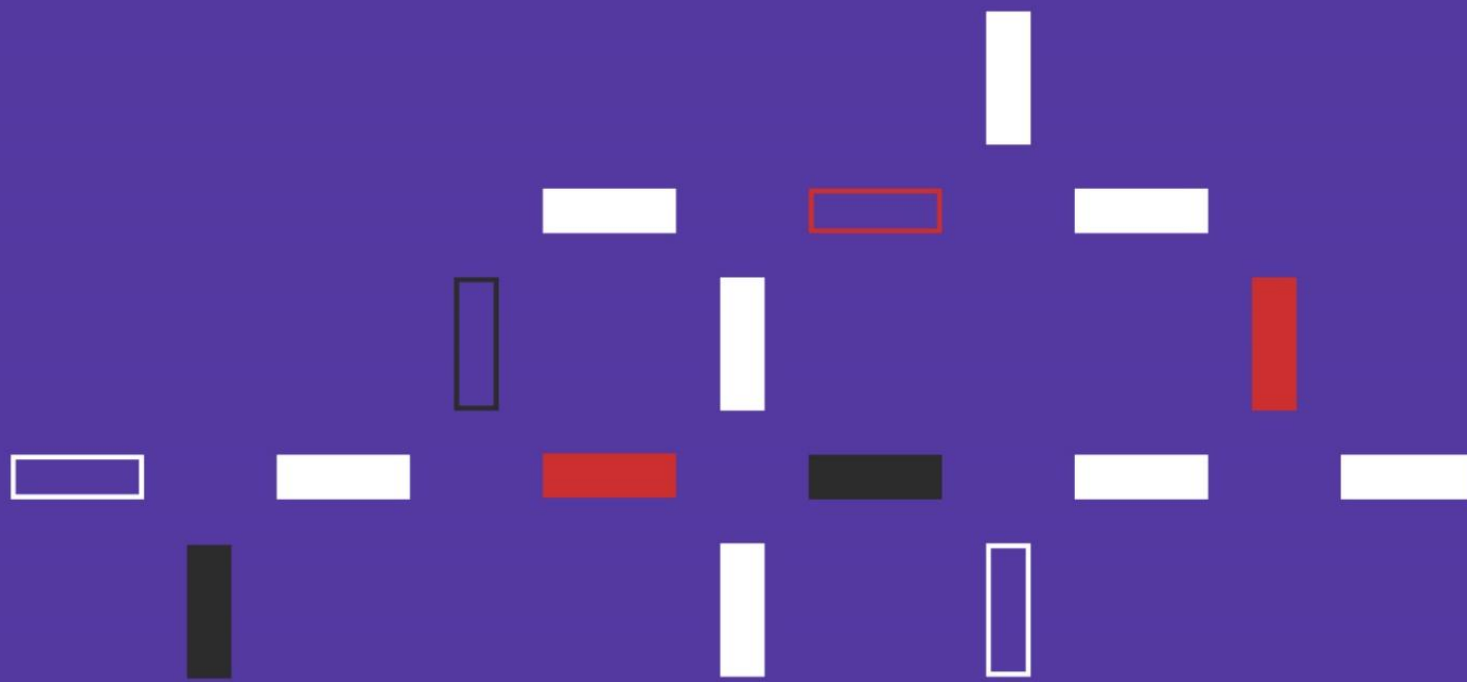
Backing visionary entrepreneurs

Make a good proposal

INFO DAY
European Innovation Ecosystems

Brussels, 21 September 2021

Eric Koch
EISMEA Project adviser



Think about the basics



- Is my organisation **eligible**? E.g. number of entities, countries, other criteria such as level of innovation according to the Regional innovation scoreboard, etc. → "Topic conditions and documents"
- Do I have a **realistic chance** to be on the main or reserve list? If not, get trained/ready and come back for a future/another call!
- Submit early enough, not at the last minute. The EU does not take any responsibility for connection issues on your side: Usual deadline time is 17h00 **Central European Time...**
- If you submit once, you can **modify your proposal** as often as you wish until the deadline!

Get familiar with the main steps...



Structure of the Proposal

The proposal contains two parts:

- **Part A** of the proposal is generated by the IT system. It is based on the information entered by the participants through the submission system in the **Funding & Tenders Portal**. The participants can update the information in the submission system at any time before final submission.
incl budget table as Excel (Work package details...) for lump sum
- **Part B** of the proposal is the narrative part that includes three sections that each correspond to an evaluation criterion. Part B needs to be uploaded as a PDF document following the templates downloaded by the applicants in the submission system for the specific call or topic. The templates for a specific call may slightly differ from the example provided in this document.

The electronic submission system is an online wizard that guides you step-by-step through the preparation of your proposal. The submission process consists of 6 steps:

- Step 1: Logging in the Portal
- Step 2: Select the call, topic and type of action in the Portal
- Step 3: Create a draft proposal: Title, acronym, summary, main organisation and contact details
- Step 4: Manage your parties and contact details: add your partner organisations and contact details.
- Step 5: Edit and complete web forms for proposal part A and upload proposal part B
- Step 6: Submit the proposal

Consult the call text/page in detail



- Read and re-read... Obvious but often forgotten: think about **relevance** of your proposal for EIE/EIC Work programmes (WP).
- Do not only repeat what is in the WP. Describe your proposal's **specific contribution!**
- Read the "Topic description" and even better: the **Work programme** text including on the destinations (Connect and Scale up for EIE) (should be the same but only the WP text is legally binding).
- Use the **sub questions/criteria** under the Excellence, Impact and Implementation criterion (proposal template) as red thread – they could differ from call to call!
- Check out **further background docs** on the portal; might be "hidden" further below the page documents. Some calls require extra info to be submitted (Women TechEU: a video...)

Be prepared



- Ask **experienced** former applicants.
- Check with your [Enterprise Europe Network \(EEN\)](#) partner and/or [National Contact Point \(NCP\)](#) for any proposal related advice.
- Look for the **right partners** in the consortium (if not mono-beneficiary) at an early stage of the proposal process. On the F&T Portal you can find a [partner search database](#). Only add partners if they agree!
- **Ask your generic/call specific questions** through the [portal](#). Answers will be posted publicly a few days later. The topic call related FAQs are also mirrored on the call page under "Topic related FAQ".

Be nice to evaluators and EU colleagues...



- ...does **NOT** mean that you can be in touch with them. 😊
- ...means that you put yourself **in their shoes**. They will read dozens of pages...**important**: look at their evaluation templates ([example](#)) to see on what basis you will be judged!
- **Maximum number of pages**...if you go beyond, excess pages (usual standard 30 or 45 for parts 1-3) will be watermarked and disregarded by evaluators.
- Write in a **reader friendly manner**. No endless sentences, avoid abbreviations and/or have a glossary.
- Use (Gantt) **charts and images** if they make things more readable.
- Do **not** put images just for the sake of them or to fill the pages!
- Think about your proposal ethics (e.g. personal data treatment). It is rarely mentioned by the applicants but very often raised by the evaluators. Do the **ethics self-assessment**.

Criterion 1: Excellence?



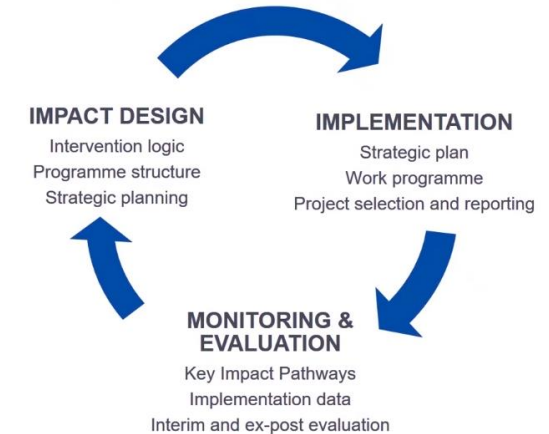
- The **relation** to the call topic.
- What makes your proposal “more excellent” than the others?
What’s your **specific value proposition**?
- It is **not enough to be good**: e.g. a 3/5 in each of the three evaluation criteria leaves you below the minimum threshold (10/15)!
- EU calls are **highly competitive**. So always strive for perfectionism.
- **Clarity and pertinence** of the project’s objectives
- Quality of the proposed coordination and/or support measures including soundness of **methodology**.

Criterion 2: Impact

- Check **KPIs mentioned** in the call text/background document.
- Your ideas to make your proposal **sustainable** after the end of your project?
Any business plan in mind?

HORIZON EUROPE CYCLE

Impact-driven Framework Programme



- Credibility of the pathways to achieve the expected outcomes and impacts specified in the work programme, and the likely scale and significance of the contributions due to the project.
- Suitability and quality of **measures to maximize** expected outcomes/impacts, set out in dissemination and exploitation plan, incl. communication activities (it also means: how to overcome possible obstacles).
- Think about **synergies** with other projects and programmes. Think about the **sustainability** after project end (e.g. define time to impact: 1-5 years).

Impact (2): from strategic plan to project results

IMPACT IMPLEMENTATION

Example

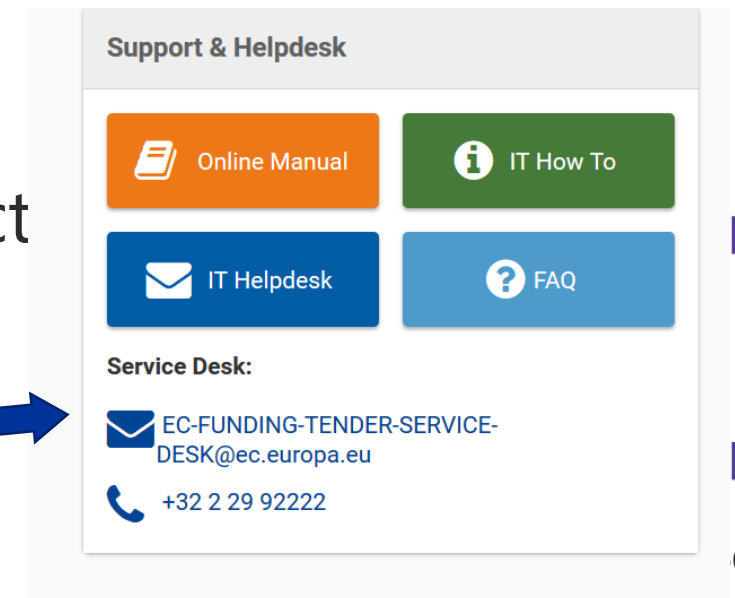
	Result	Outcome	Impact
STRATEGIC PLAN Policy priorities & R&I strategic orientation	-	-	Seamless, smart, inclusive and sustainable mobility services through new digital technologies
WORK PROGRAMME Destinations & Topics	-	Innovative logistics solutions applied by the European air transport sector	Seamless, smart, inclusive and sustainable air services
PROJECT Project results & objectives	Successful large-scale demonstration trial with 3 airports of an advanced forecasting system for proactive airport passenger flow management	At least 9 European airports adopt the advanced forecasting system that was demonstrated during the project	15% increase of maximum passenger capacity in European airports

Criterion 3: Implementation

- Quality and effectiveness of the **work plan, risks assessment/mitigation measures** and appropriateness of the **effort assigned to work packages** and the resources.
- Capacity and role of **each participant**, and extent to which the consortium **as a whole** brings together the necessary expertise.
- Are your activities **allocated efficiently** to the consortium members?
- Can all consortium members **chip in their best skills** in an optimised way?
- Take your **budget planning seriously**: it takes time to go through all budget categories – especially the staff costs! They are often the source of financial errors. Check out the [guidance](#) on staff costs/resources calculation and the personal cost wizard (NB: current one only H2020 – a new one available soon).
- In case of **lump sum actions**, less cost details needed (but check requirements).
- A **consortium agreement** is highly recommended. Can also be signed at a later stage during grant agreement preparation.

Final tips

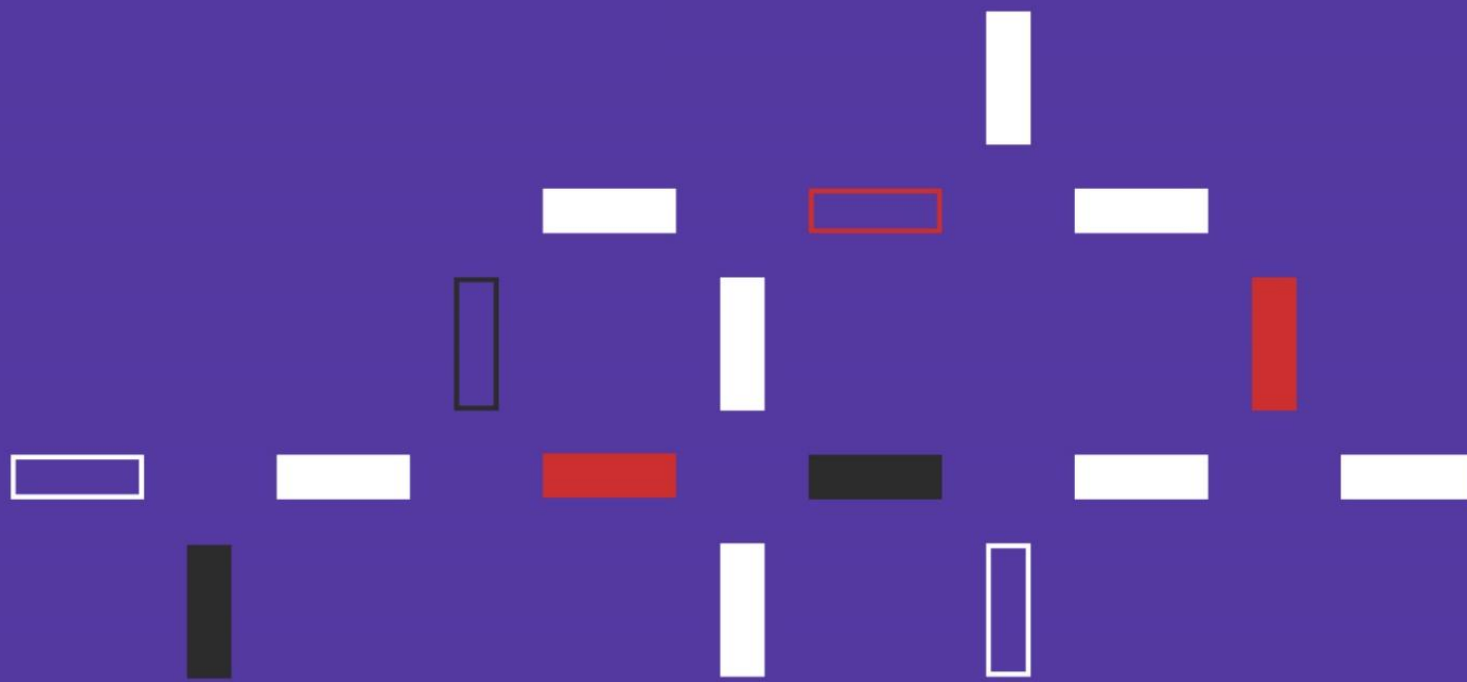
- Experts / EU take and evaluate the proposal as it is. In principle NO negotiation (only exceptionally, for clerical errors, for specific calls, etc. – check the WP). Write as if no improvements can be made in the grant preparation.
- In many Horizon Europe calls, the 3 three criteria have the same weighting. Consider that in your proposal...
- Do not overshoot: be ambitious but stay realistic about what you can achieve with your project
- Consult the [Online Manual](#), [How to](#) section and check for help





Lump Sums Schemes

Benedicte Charbonnel, Project Officer
DG RTD H3





#HorizonEU

THE EU RESEARCH & INNOVATION PROGRAMME

2021 – 2027

LUMP SUM FUNDING

INFO-DAY OF HORIZON EUROPE WORK
PROGRAMME "EUROPEAN INNOVATION
ECOSYSTEMS"

BÉNÉDICTE CHARBONNEL, DG RTD
Common Implementation Centre
Common Service for Business Processes

Research and
Innovation

Lump sum funding – Which topics under the EIE work programme?

- HORIZON-EIE-2021-CONNECT-01-01: Preparatory action for setting up joint programmes among innovation ecosystems actors
- HORIZON-EIE-2021-CONNECT-01-02: Building capabilities in innovation procurement
- HORIZON-EIE-2021-SCALEUP-01-01: Expanding Acceleration Ecosystems

Preparatory action for setting up joint programmes among innovation ecosystems actors

TOPIC ID: HORIZON-EIE-2021-CONNECT-01-01

[Grant](#)

General information	General information		
Topic description	Programme Horizon Europe Framework Programme (HORIZON)		
Destination	Call Interconnected Innovation Ecosystems (2021) (HORIZON-EIE-2021-CONNECT-01)		
Conditions and documents	See budget overview		
Partner search	Type of action HORIZON-CSA HORIZON Coordination and Support Actions		
Submission service	Type of MGA HORIZON Lump Sum Grant [HORIZON-AG-LS]		
Topic related FAQ	Open for submission		
Get support	Deadline model single-stage	Opening date 06 July 2021	Deadline date 26 October 2021 17:00:00 Brussels time
Call updates			

6. Legal and financial set-up of the grants: described in [Annex G](#) of the Work Programme General Annexes

Eligible costs will take the form of a lump sum.

Lump sum funding – Why?

Significant simplification potential:

- Despite all simplification, funding based on reimbursement of incurred costs stays complex and error-prone
- Lump sum project funding removes all obligations on actual cost reporting and financial ex-post audits – i.e. a **major reduction of administrative burden**

Focus on performance:

- Shift from focus on financial management and checking costs to **focus on scientific-technical content** of the projects

Lump sum funding – Basic principles

How is the lump sum fixed?

- A **methodology** has been developed explaining how to determine the amount of the lump sum of the proposal. The lump sum contribution must be an **approximation of the beneficiaries' underlying actual costs**
- You will find the link to the decision establishing this methodology [here](#)
- Following the evaluation, the lump sum is fixed during grant preparation

Principles:

- Proposals provide a **detailed estimation of costs** and a lump sum **split per work package an beneficiary** via an Excel workbook.
- **Experts assess cost details during evaluation** (through the excel workbook), and make recommendations (panel will include expert/s with project management / financial expertise).
- Based on this, the lump sum is fixed during grant preparation

I. Lump sum – Basic principles

Lump sum evaluation and grant agreement follow standard approach as much as possible

- Same evaluation criteria: excellence, impact and implementation (the detailed estimation of costs is evaluated under the implementation criteria)
- Same pre-financing and payment scheme
- Reporting periods and technical reporting as today, **though focusing on completion of work packages**

One lump sum share is fixed in the grant agreement for each work package:

- This amount is paid when **all the activities of all the participants** in a given work package are **completed**.
- As today, payment does not depend on a successful outcome, but on the completion of activities

LUMP SUM FUNDING: WHAT DO I NEED TO KNOW?

Lump Sum Model Grant Agreement



Model Grant Agreement – Budget allocation

Budget allocation:

Max. liability of the beneficiary after payment of balance

Art 5.4
lump sum
MGA

	WP1	WP2	WP3	WP4	WP5	WP6	WP7	WP8	Total
Beneficiary A	250.000			50.000	300.000	250.000		300.000	1.150.000
Beneficiary B		250.000	350.000	50.000			100.000	150.000	900.000
Beneficiary C	100.000	100.000		50.000		280.000			530.000
Beneficiary D		120.000		50.000			100.000	150.000	420.000
Total	350.000	470.000	350.000	200.000	300.000	530.000	200.000	600.000	3.000.000

Lump sum
=
Maximum grant
amount

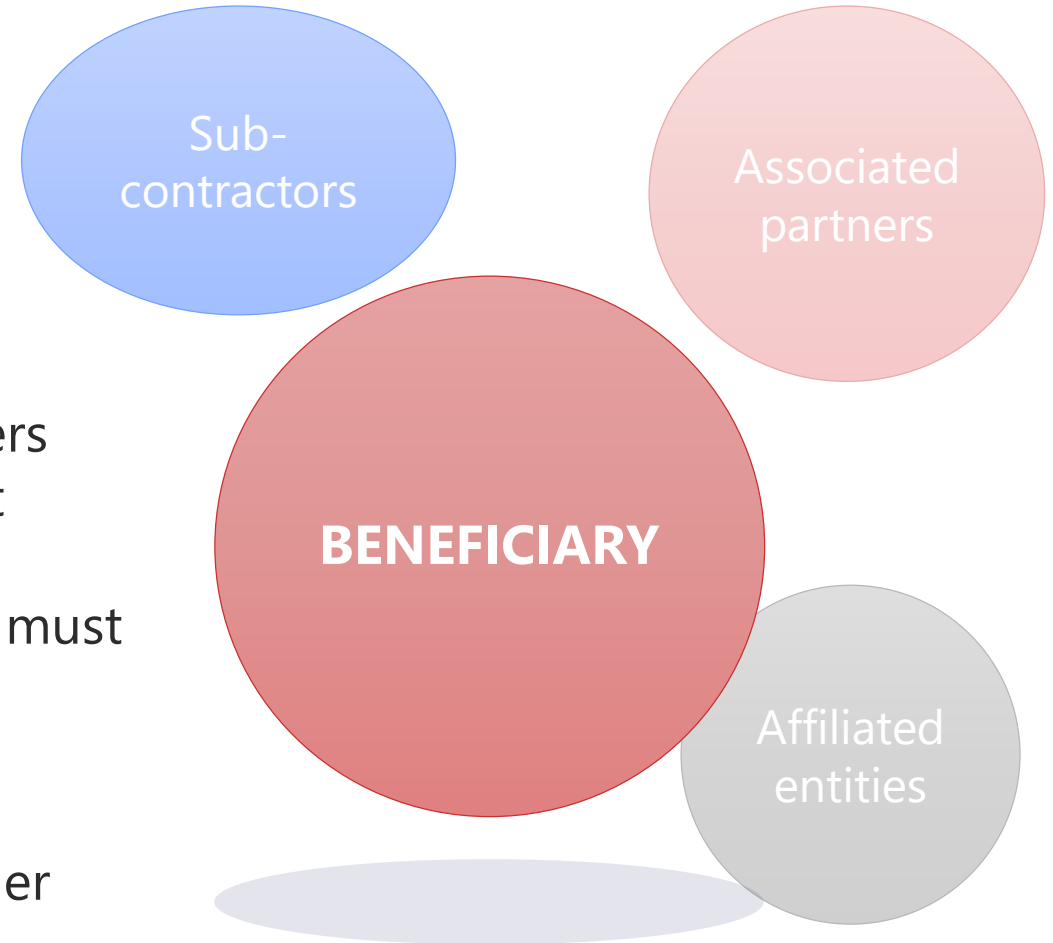
Share of the lump sum per WP

Model Grant Agreement – Consortium

Costs actually incurred are not relevant.

Who does the work still is!

- As in the General MGA:
 - Affiliated entities and associated partners must be named in the grant agreement
 - The description of the action (Annex 1) must detail the tasks to be:
 - Attributed to each affiliated entity
 - Attributed to each associated partner
 - Subcontracted



Model Grant Agreement – Work packages

Work packages distribution:



As many as needed but no more than what is manageable

Therefore:

- A single activity is not a WP
- A single task is not a WP
- A % of progress of work is not a WP (e.g. 50 % of the tests)
- A lapse of time is generally not a WP (e.g. activities of year 1)

Horizontal work packages (e.g.: Management, Dissemination and Exploitation, etc.) may be approached differently



Proposals must **describe precisely** the activities that are covered by each work package

Model Grant Agreement – Budget transfers



All **budget transfers** require an amendment

Art 5.5
lump sum
MGA

	WP1	WP2	WP3	WP4	WP5	WP6	WP7	WP8	Total
Beneficiary A	250.000			50.000	300.000	250.000		300.000	1.150.000
Beneficiary B		250.000	350.000	50.000			100.000	150.000	900.000
Beneficiary C	100.000	100.000		50.000		280.000			530.000
Beneficiary D		120.000		50.000			100.000	150.000	420.000
Total	350.000	470.000	350.000	200.000	300.000	530.000	200.000	600.000	3.000.000

- Transfer amounts between Work Packages only acceptable if:
 - Work Packages not already completed (and declared in a financial statement)
 - Justified by the technical and scientific implementation of the action

Model Grant Agreement – Type of payments

Types of payments:



Pre-financing payment

- Same functioning that in the general MGA
- Coordinator distributes the amount according to consortium agreement



Interim payment(s)

- One or more
- Pay the shares of the lump sum set out in Annex 2 for the work packages completed & approved in the reporting period (if any)



Payment of the balance

- Closes the financial aspects of the grant
- Uncompleted WPs will (generally) NOT be paid*
- Releases the amount retained for the Mutual Insurance Mechanism

Art 22
lump sum
MGA

* Exceptionally and upon assessment by the project officer and a possible review, work packages partially completed could be partially paid.

Model Grant Agreement – Interim payments

Sum of the share of the lump sum allocated to Work Packages fully completed in the reporting period

Art 22.3.3
lump sum
MGA

	WP1	WP2	WP3	WP4	WP5
Beneficiary A	250.000			50.000	300.000
Beneficiary B		250.000	350.000	50.000	
Beneficiary C	100.000	100.000		50.000	
Beneficiary D		120.000		50.000	
Total	350.000	470.000	350.000	200.000	300.000

Annex 2

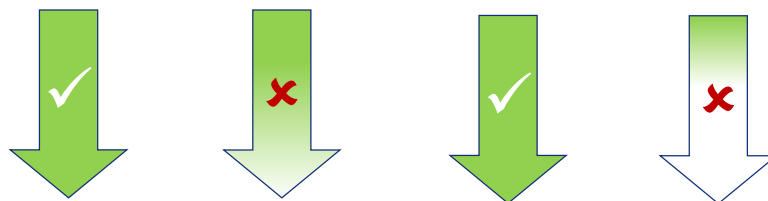
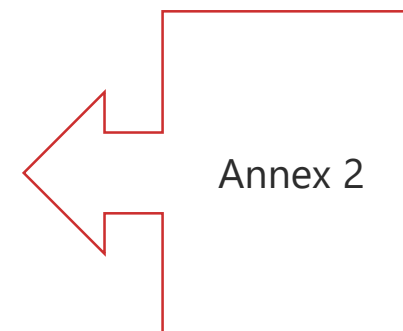
	WP1	WP2	WP3	WP4	WP5
Beneficiary A	Completed			Not completed	Not completed
Beneficiary B		Completed	Completed	Not completed	
Beneficiary C	Completed	Not completed		Not completed	
Beneficiary D		Completed		Completed	

State of play at the end of the reporting period


Model Grant Agreement – Interim payments

Sum of the share of the lump sum allocated to Work Packages fully completed in the reporting period

	WP1	WP2	WP3	WP4	WP5
Beneficiary A	250.000			50.000	300.000
Beneficiary B		250.000	350.000	50.000	
Beneficiary C	100.000	100.000		50.000	
Beneficiary D		120.000		50.000	
Total	350.000	470.000	350.000	200.000	300.000



$$\text{Payment} = 350\,000 + 0 + 350\,000 + 0 = 700\,000\,€$$

 Limited to 90 % of the total grant

Model Grant Agreement – Ex-post controls

Checks, reviews and audits for:



Proper implementation of the action (e.g. technical review)



Compliance with the other obligations of the grant:



IPR obligations



Obligations related to third parties (e.g. financial support)



Other obligations (e.g. ethics, visibility of EU funding, etc.)



No financial audits by the European Commission

Art 25
lump sum
MGA

Model Grant Agreement – Keeping records

We need



- ☐ Technical documents
- ☐ Publications, prototypes, deliverables
- ☐ Who did what?
- ☐ ...any document proving that the work was done as detailed in Annex 1

Already the case under the general MGA

We don't need



- ☐ Time-sheets
- ☐ Pay-slips or contracts
- ☐ Depreciation policy
- ☐ Travel invoices
- ☐actual costs

Art 20
lump sum
MGA

LUMP SUM: WHAT DO I NEED TO KNOW?

How to fill the lump sum Excel Workbook?



LUMP SUM: WHAT DO I NEED TO KNOW?

Conclusions



Conclusions – Key reference documents

- [Model Grant Agreement Lump Sum](#)
- [Annotated Model Grant Agreement](#)
- [Decision authorising the use of lump sum contributions under the Horizon Europe Programme](#)
- Frequently Asked Questions at the Funding & Tenders Portal



The reference documents for Horizon Europe are nearly ready and will be published soon

Conclusions

What do I have to keep in mind when preparing a proposal for a Lump sum topic?

- Lump sum project funding removes all obligations on actual cost reporting and financial ex-post audits
- Lump sum shares are defined by work package and beneficiary and are fixed in the Grant Agreement
- Payment upon completed work packages at the end of the reporting period



Keep it in mind to structure your proposal!

However, the number of WPs should be reasonable



Thank you!

HorizonEU

<http://ec.europa.eu/horizon-europe>



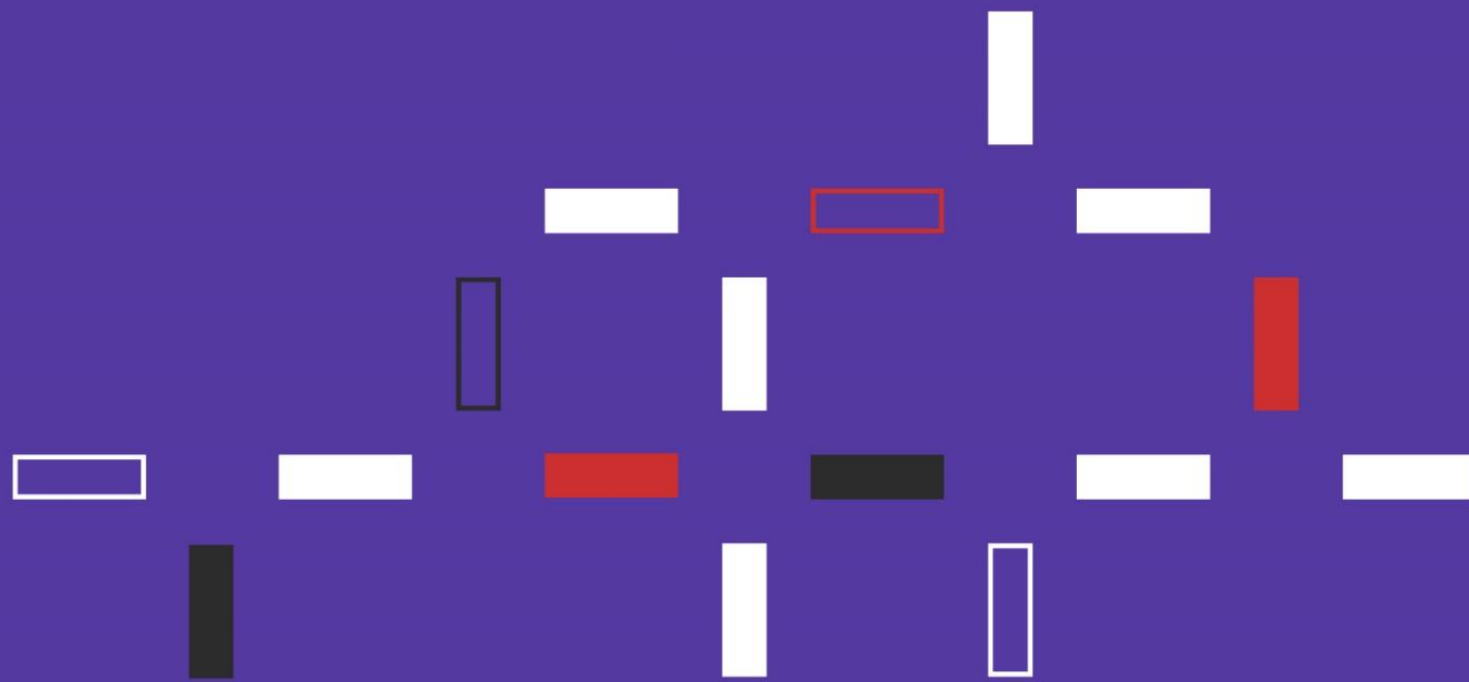
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Third-Party financing actions

Milena Stoyanova, Project Adviser
EISMEA I-01





Backing visionary entrepreneurs

European Innovation Council and
European Innovation Ecosystems

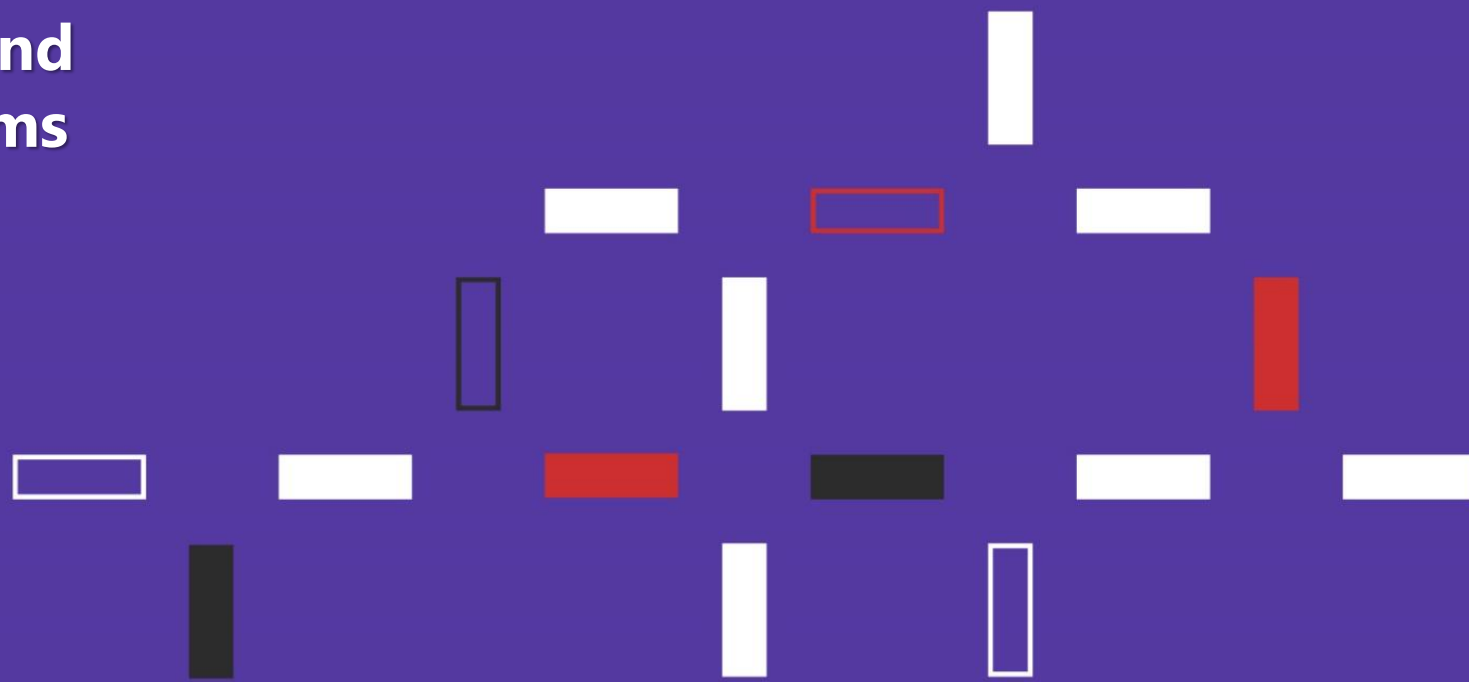
INFO DAY

Financial support to third parties

Brussels, 21 September 2021

Milena Stoyanova
Project advisor, EISMEA Unit I.01

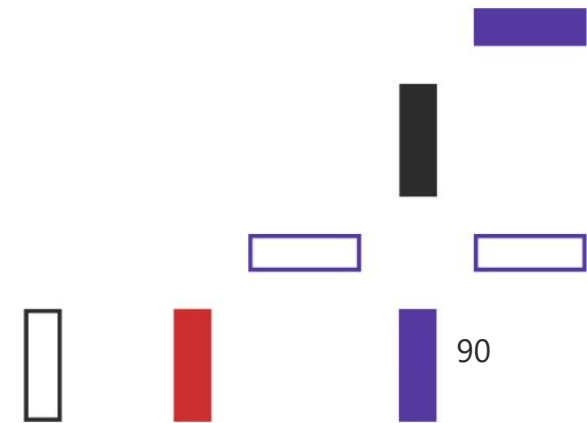
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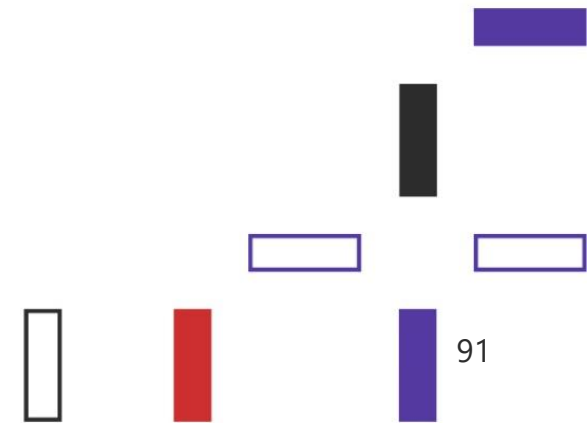
I. Legal Basis

II. FSTP in H2020 INNOSUP-1 projects : best practices & lessons learnt





I. Legal Basis





Legal Basis (Financial Regulation)

- **Financial Regulation applicable to the General Budget of the Union and its rules of application** (Regulation (EU, Euratom) 2018/1046 of the European Parliament and of the Council of 18 July 2018)

<https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:32018R1046>

-> Art 204 :

Article 204

Financial support to third parties

Where implementation of an action or a work programme requires the provision of financial support to third parties, the beneficiary may provide such financial support if the conditions for such provision are defined in the grant agreement between the beneficiary and the Commission, with no margin for discretion by the beneficiary.

No margin for discretion shall be considered to exist if the grant agreement specifies the following:

- (a) the maximum amount of financial support that can be paid to a third party which shall not exceed EUR 60 000 and the criteria for determining the exact amount;
- (b) the different types of activities that may receive such financial support, on the basis of a fixed list;
- (c) the definition of the persons or categories of persons which may receive such financial support and the criteria for providing it.

The threshold referred to in point (a) of the second paragraph may be exceeded where achieving the objectives of the actions would otherwise be impossible or overly difficult.



Legal Basis (Annex B Horizon Europe WP)

- **General Annexes to the Horizon Europe WP 2021-2022:** (European Commission Decision C(2021)1940 of 31 March 2021)

https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/horizon/wp-call/2021-2022/wp-13-general-annexes_horizon-2021-2022_en.pdf

-> **Annex B “Eligibility” < section “Financial support to third parties”**

For **some calls**, “specific calls conditions allow for financial support to third parties”

- ✓ HORIZON-EIE-2021-SCALEUP-01-02: Scaling up deep tech ecosystems
- ✓ HORIZON-EIC-2021-STARTUPEU-01-01: Enhancing synergies between the EIC and Startup Europe



Rules for applicants when call conditions allow FSTP: (Annex B Horizon Europe WP)

- Applicants must clearly describe the **objectives** and the **expected results** incl. the elements listed in the application template
- The following conditions must also be fulfilled:
 - ✓ calls to be **published widely** and **to adhere to EU standards** of transparency, equal treatment, conflict of interest and confidentiality
 - ✓ calls must be **published on the F&T Portal and on the beneficiaries' websites**
 - ✓ calls must remain **open for at least 2 months**;
 - ✓ if submission deadlines are changed, this must immediately be announced and **registered applicants must be informed of the change**
 - ✓ projects must **publish the outcome of the calls** without delay – incl. description of projects, date of the award, duration, the legal name & country
 - ✓ the calls must have a clear European dimension

! For more information, see AGA (Annotated Model Grant Agreement), -> articles 6.2.D.1 and 9.4
(AGA **PRE-DRAFT** is available at https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/aga_en.pdf)



Legal Basis (Grant Agreement)

- **General Model Grant Agreement (MGA)**

EIC Accelerator Contract

(depending on the calls there might be some technical differences in the GA !)

https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/agr-contr/general-mga_horizon-euratom_en.pdf

-> **Art.6.2.D.1 & Art 9.4 refer to financial support to third parties**

- ARTICLE 6 — ELIGIBLE AND INELIGIBLE COSTS AND CONTRIBUTIONS < 6.2 Specific eligibility conditions for each budget category< D. Other cost categories <D.1

Financial support to third parties

- ARTICLE 9 — OTHER PARTICIPANTS INVOLVED IN THE ACTION < **9.4 Recipients of financial support to third parties**



Art 6.2.D.1 Financial support to third parties (1) (MGA)

- Costs for providing financial support to third parties (in the form of grants, prizes or similar forms of support; if any) are eligible:
 - ✓ if and as declared eligible in the call conditions,
 - ✓ if they fulfil the general eligibility conditions (i.e. incurred during the action duration, necessary, linked to the action, etc; see Article 6.1(a) MGA) ,
 - ✓ are calculated on the basis of the costs actually incurred (the amounts paid by the beneficiary) and
 - ✓ the support is implemented in accordance with the conditions set out in Annex 1 (Annex 1 GA =DoA ; originates from the proposal !).; Conditions set out in Annex 1 must ensure objective and transparent selection procedures

Art 6.2.D.1 Financial support to third parties (2) (MGA)



Conditions set out in Annex 1 **must also include at least :**

- **for grants (or similar):**

- ✓ the maximum amount of financial support for each third party ('recipient');
- ✓ the criteria for calculating the exact amount of the financial support
- ✓ the different types of activity that qualify for financial support, on the basis of a closed list ;
- ✓ the persons or categories of persons that will be supported
- ✓ the criteria and procedures for giving financial support

Art 6.2.D.1 Financial support to third parties (3) (MGA)



The maximum amount of financial support for each third party ('recipient');

! The amount is specified in the call. It may not be more than 60 000 EUR, unless the objective of the action would otherwise be impossible or overly difficult (Article 204 EU Financial Regulation 2018/1046).

Call HORIZON-EIE-2021-SCALEUP-01-02: Scaling up deep tech ecosystems :

- max. amount to be granted to each third party is 75 000EUR
- at least 60% of budget must be distributed in the form of grants to third parties

Call HORIZON-EIC-2021-STARTUPEU-01-01: Enhancing synergies between the EIC and Startup Europe

! Guidance document available : https://ec.europa.eu/research/participants/data/ref/h2020/other/guides_for_applicants/enhancing-synergies-between-the-eic-and-startup-europe-call-horizon-eic-2021-startupeu-01_en.pdf

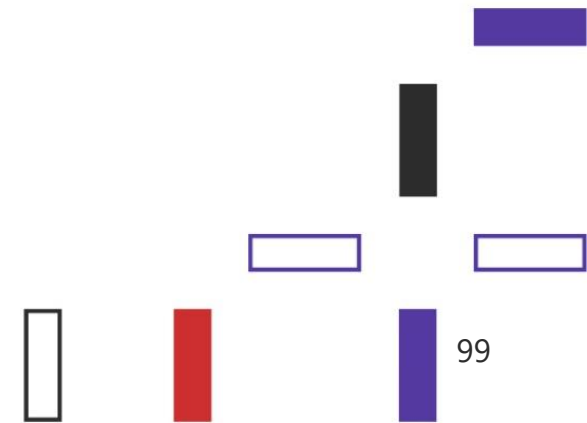
- the usual 60 000 maximum has been waived for this call (thus no maximum amount; 30-60 k advised!)
- at least 75% of the total proposed budget must be dedicated to FSTP grants, prizes or vouchers for services, either with or without identified service providers
- the voucher possibility seems to suit best to the projects' purpose (see Guidance document)
- Monitoring and management of FSTP to be ensured by the coordinator
- 2 approaches for payment : 1) to startups or 2) directly granted to an identified service provider outside the consortium



Art 6.2.D.1 Financial support to third parties (4) (MGA)

Conditions set out in Annex 1 **must also include at least**:

- **for prizes** (or similar) (# EU prizes) :
 - ✓ the eligibility and award criteria
 - ✓ the amount of the prize
 - ✓ the payment arrangements

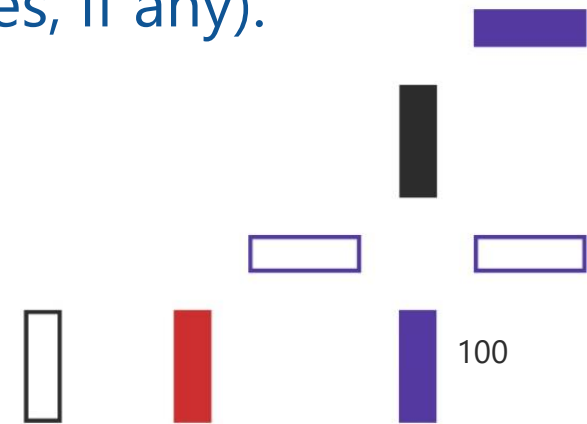




Art 6.2.D.1 Financial support to third parties (5) (MGA)

! Cost for providing financial support to third parties (in the form of grants, prizes or similar forms of support) will not be taken into account for the indirect cost flat-rate.

-> Indirect costs will be reimbursed at the flat-rate of 25% of the eligible direct costs (except volunteers costs, subcontracting costs, financial support to third parties and exempted specific cost categories, if any).





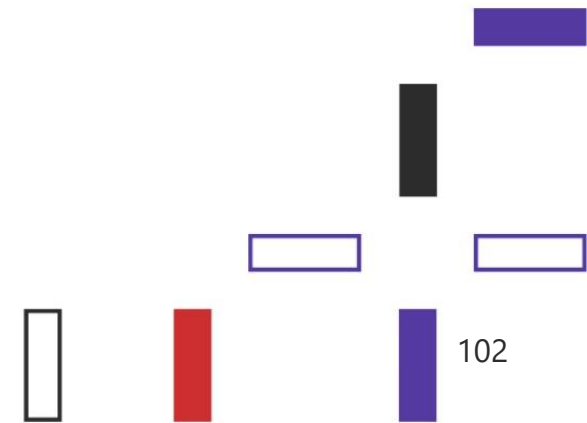
Art 9.4 Recipients of financial support to third parties (MGA)

- If the action includes providing FSTP (e.g. grants, prizes or similar forms of support), the **beneficiaries must ensure that their contractual obligations under Articles 12** (conflict of interest), **13** (confidentiality and security), **14** (ethics), 17.2 (visibility), **18** (specific rules for carrying out action), **19** (information) and **20** (record-keeping) **also apply to the third parties** receiving the support (recipients).
- The beneficiaries must also ensure that **the bodies mentioned in Article 25** (e.g. granting authority, OLAF, Court of Auditors (ECA), etc.) **can exercise their rights also towards the recipients.**



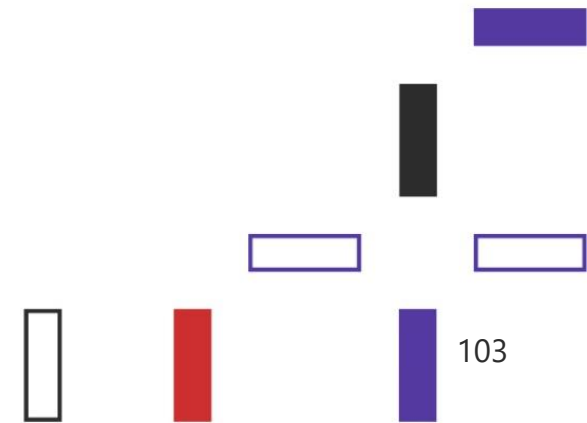
Other important points (AMGA)

- The recipients are not party to the Grant Agreement and therefore do NOT need to be listed there
- Support in kind (e.g. transfer of material for free) by the beneficiary to a third party is NOT considered financial support.





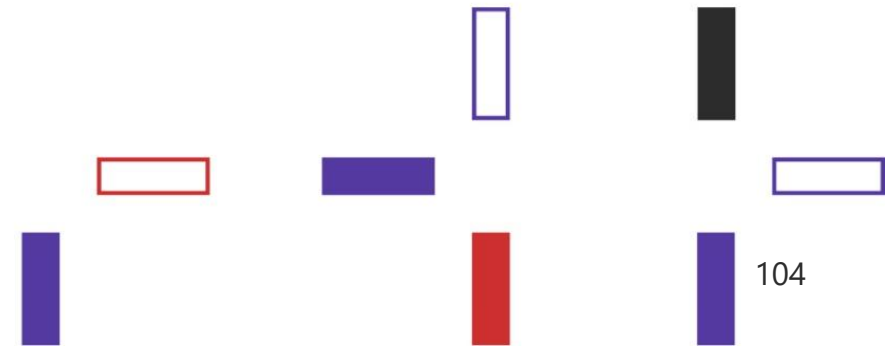
II. FSTP in H2020 INNOSUP-01 projects : best practices & lessons learnt





Preparation activities : (H2020 projects)

- Call documents & Call Announcement (call text, guide for applicants, annexes, etc) submitted to the EISMEA project officer at ca 4 weeks prior expected date of publication.
- The call specifications should be in line with Annex 1 part B of GA (no consistent changes!)





Publication of the call : (H2020 projects)

- Call Announcements are published, at least:
 - in the dedicated web page of the Horizon 2020 F&T Portal (via EISMEA project officer <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/competitive-calls>)
 - and on the actions own websites.
- Full call details must be available on the day of the publication on the project website!



Proposal reception : (H2020 projects)

- H2020 beneficiaries are recommended to close the call on a Wednesday, so that their help facility is available to proposers throughout the last three days of the week
- On receipt of each proposal they are advised to send an Acknowledgment of receipt to the proposer (template available)
- They cannot accept late submissions !!! (except if delays are due to IT bugs beyond the control of the applicants)



Proposal evaluation and selection : (H2020 projects)

- H2020 beneficiaries are advised to evaluate the proposals as submitted (better to avoid negotiations!): after the close of the call no additions or changes to received proposals should be taken into account.
- H2020 beneficiaries evaluate proposals received in the light of the criteria laid down in the Full Call Details (Evaluation criteria).
- The H2020 beneficiaries remain responsible for the evaluation towards the third parties, even though they might count on the assistance of external experts.



Communications with proposers : (H2020 projects)

- Beneficiaries will get into contact with successful proposer(s).
- Beneficiaries will communicate to the non-successful proposers as well that their proposal was not successful in the call.
- Beneficiaries should define in advance (in their call text) and include in the call text when published, a review/redress procedure to allow non-successful applicants to complain



Management of the budget dedicated to provision of FSTP (1): (H2020 projects)

- Depending on what has been foreseen in Annex 1, the beneficiaries will award the financial support on:
 - an output based scheme — upon delivery of the expected output (lump sum)
 - an input based scheme — upon fulfilment of eligibility conditions (reimbursement of actual costs)
- Payment of the financial support to third parties
Costs are eligible if incurred during the action duration.
- EISMEA has no direct contractual link with any third party
EISMEA may not intervene in the internal affairs between the beneficiary and third parties.
- Monitoring the budget allocated to financial support to third parties
FSTP to be closely managed and regularly monitored, at beneficiary's and consortium's level (!
This is different than monitoring of individual sub-projects)



Thank you!

Contact us EISMEA-EU-ECOSYSTEMS@ec.europa.eu

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