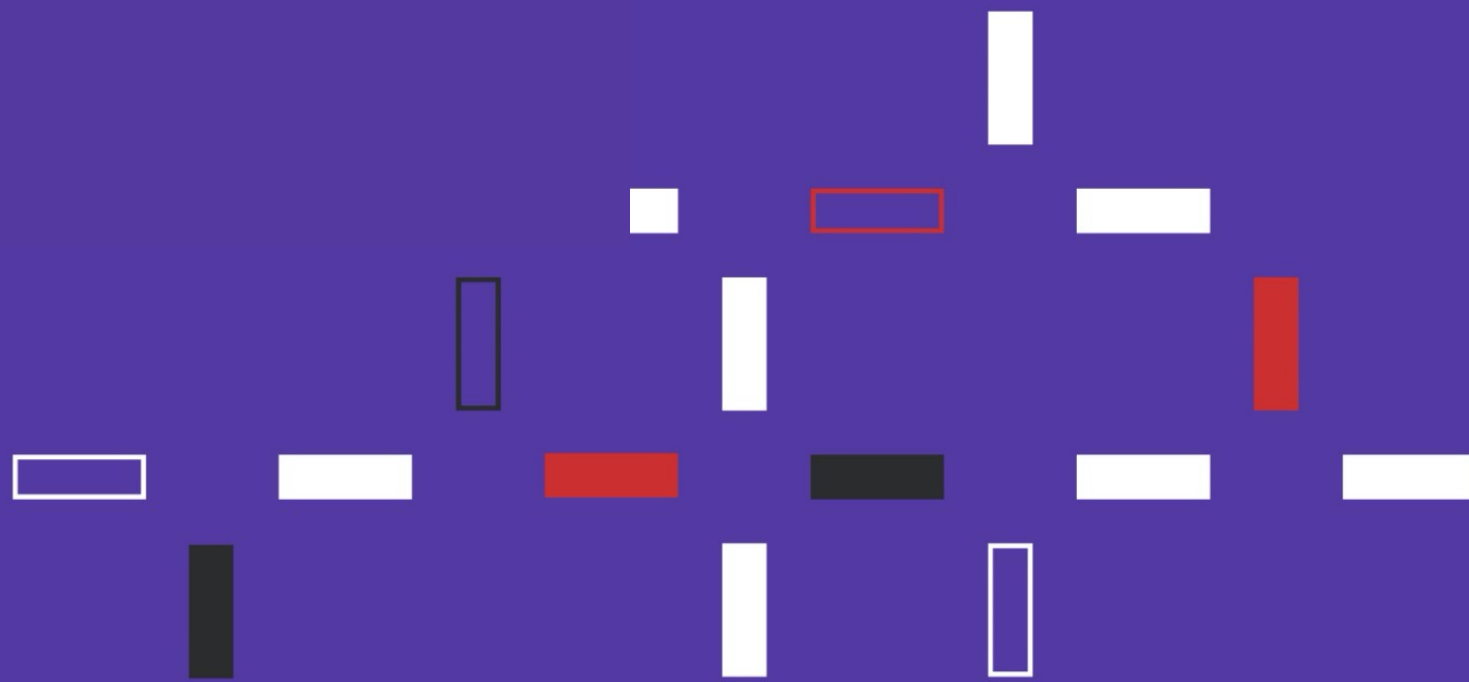




Overview of the BAS & EC Research valorisation services for the EIC Pathfinder projects

E1.EIC Pathfinder

Update March 2022





EIC main instruments and characteristics

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- **For consortia**
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EIC BAS Coaching (1/2)



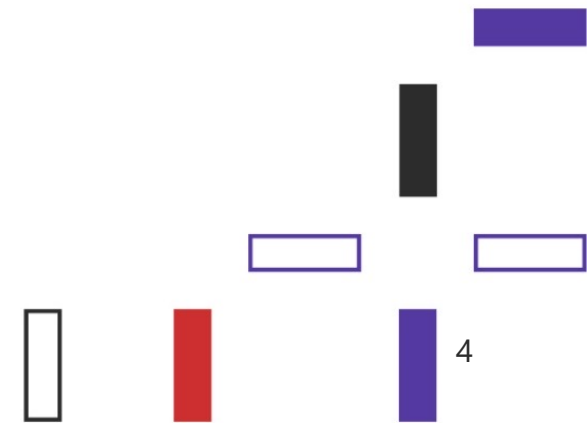
- EIC beneficiaries can benefit from the **EIC coaching service** with a network of 750 international business coaches who can help them improve their value proposition, business plan, and the investor pitch.
- Business coaching focuses on providing insights on business development shortcomings and guidance to improve business performance.
- Coaching topics cover the entire entrepreneurial and innovation endeavour from challenging the value proposition and business model, IP management, data protection, improving strategy and investor business case, building the team and leadership, to international expansion.





EIC WP 2022 (p.86):

*"... all EIC awardees will receive three coaching days. Additional coaching days for EIC awardees, (in principle up to **12 days**) will depend on the project review and input from Programme Managers. When duly justified for exceptional cases the amount of coaching days could be extended"*



EIC Booster grants for EIC Pathfinder



- The Awardees of EIC Pathfinder projects (including grants resulting from certain EIC pilot Pathfinder, FET-Open and FET-Proactive calls) are eligible to receive EIC Booster grants with fixed amounts of up to EUR 50 000.
- The EIC Booster grants will fund either **complementary activities** to explore potential pathways to commercialisation or **portfolio activities**. (**EIC WP2022, page 149**)
- More information on the process for applying on the EIC Grant will become available on the EIC Community Platform once the application process is finalised in the coming weeks.



EIC Community Platform (1/2)



- The EIC offers its beneficiaries a virtual meeting-place, called the **EIC Community Platform**, where companies and researchers can connect, share their experiences, find investors, coaches, corporates and leverage potential business partnerships.
- An online business platform and a one-stop-shop to:
 - Apply to EIC services and events
 - Explore business opportunities among EIC peers & Share your experience
 - Be featured in our innovator stories
 - Create a personal and organization profile (a team profile)
 - Get access to your event group for event materials, photos and videos
 - Find other innovators through our search engine
 - Expand networks with EIC ecosystem partners
 - Promote interesting other events to the EIC Community





EIC Community Platform (2/2)

- Access via: <https://eic.eisma.eu/community/>
- Register for all services
 - Choose "Beneficiary" and your organization through the drop-down list
 - After you have submitted your registration form, you should be given access within 24 hours
- Helpdesk: EISMEA-SME-HELPDESK@ec.Europa.eu
- New version of the Platform expected by 31 March 2022
- [722 Stories](#) [151 Groups](#), [6 599 Organisations](#), 3 903 Posts,
- [327 Events](#) [13 193 Members](#) (as of mid-February 2022)



EIC BAS Innovation Training Workshops

- **Innovation Training Workshops**

- A general innovation and entrepreneurship introduction for researcher
- 2 days/4 modules + pitching + PO session i.e. discussion on exploitation (fits nicely into the project proactive management approach)
- Usually one workshops per month, 14-15 February 2022, 7-8 March 2022, 11-12 May 2022. Applications via [EIC Community platform](#)

- **EIC Innovation Bootcamp**

- A hands-on training researchers interested in entrepreneurship to prepare their (preliminary) business plans, market studies, business pitches
- 3 + 1 days: presentations, lectures, discussion/pitching

[EIC Innovation Bootcamp](#) 3rd edition on 23-25 May and 13 June 2022



EIC Innovation Talks: Webinar Series

- 1st webinar on **9 March**, 10:00 – 11:00 CET
Tips from early-stage investors: how to get investment-ready?
- 2nd webinar on **19 April**, 10:30 – 12:00 CET
The basics of Intellectual Property - in collaboration with the [European IP Helpdesk](#)

Application form link:

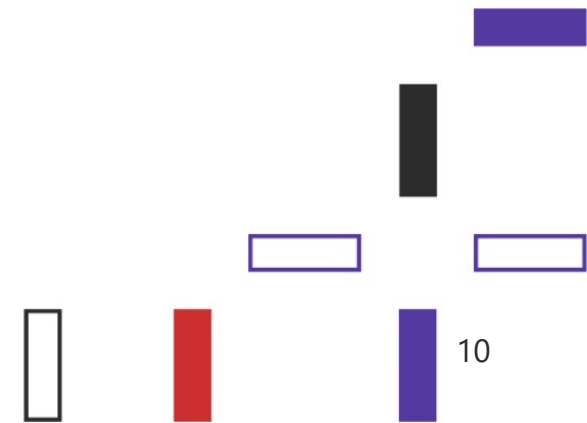
https://share.hsforms.com/1oM8_vCnWQlqq2qXScGRJ1Abwknu
(same link for each open call).





Horizon Results Booster (1/2)

- You may need dedicated and tailored support to better exploit your results; this is why the Commission has launched the [Horizon Results Booster](#) free consulting services to further help you in your D&E activities.
- The services are available for all ongoing and closed projects under any area of FP7, H2020 or Horizon Europe.
- The services can be requested **at any given moment** by eligible projects.

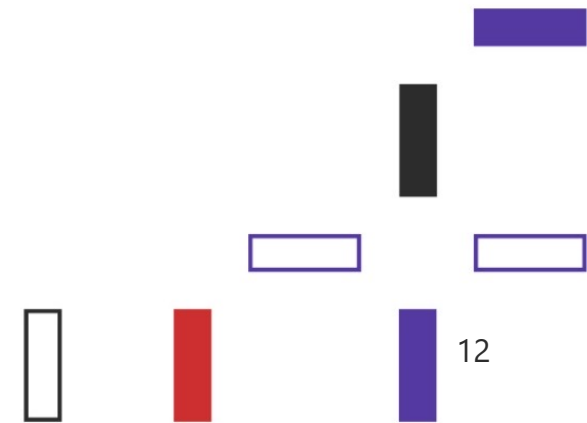


Horizon Results Booster (2/2)

- The Booster services are implemented by external consultants under **confidentiality agreement**
- **Three main services** are provided:
 - **Service 1 - Portfolio Dissemination and Exploitation Strategy** - develop a portfolio of results and design an effective dissemination and exploitation strategy.
 - **Service 2 - Business Plan Development** - develop an effective business plan and find out how to secure additional funding for implementation of the plan.
 - **Service 3 - Go to Market** - get your research ready for commercialisation!
- Applications can be sent by anyone within an eligible project by filling in the application form available at the following link: <https://www.horizonresultsbooster.eu/hrbapplications/applicationform>

Horizon Results Platform (HRP)

The [Horizon Results Platform \(europa.eu\)](https://europa.eu) is a matchmaking tool allowing you to publish your Key Exploitable Results to promote them vis-à-vis your targeted audiences – investors, stakeholders, policy makers, potential business partners, etc. The HRP allows beneficiaries to fully manage their result profile and make the necessary changes when needed.



Horizon Results Platform TV



Alongside the HRP, the [Horizon Results Platform TV \(europa.eu\)](https://europa.eu) website provides informative audio-visual material on the various topics you might encounter in your D&E journey, e.g. how to prepare to meet investors, how to manage your Intellectual Property, etc. **Examples :**

- [Horizon Results Booster can support your project! \(europa.eu\)](https://europa.eu)
- [Receive expert advice to boost the exploitation potential of your research results \(europa.eu\)](https://europa.eu)
- [How to move inventions from university to market \(europa.eu\)](https://europa.eu)
- [Do's and Don'ts in disseminating and exploiting your research results \(europa.eu\)](https://europa.eu)
- [How to approach Venture Capital \(europa.eu\)](https://europa.eu)
- [How to use Intellectual Property \(IP\) to valorise your research results \(europa.eu\)](https://europa.eu)

Ask for the support of your EIC NCPs



- The **National Contact Points (NCPs)** are main actors to provide guidance, practical information and assistance on all aspects of participation in Horizon Europe.
- You can find the contact details of the NCPs in your country for all the areas of Horizon Europe here : <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/ncp>
- For EIC calls in Pathfinder, Transition and Accelerator please tick the search box for the NCPs in the field of :
 - **the European Innovation Council and European Innovation ecosystems**



Enterprise Europe Network



- The **Enterprise Europe Network (EEN)**, <https://een.ec.europa.eu/> helps businesses innovate and grow on an international scale.
- It is the world's largest business support network (SMEs), active in more than 60 countries worldwide and it brings together 3,000 experts from more than 600 member organisations.
- the Enterprise Europe Network will also link you up with new markets and potential investors. It manages Europe's largest online database of business opportunities, it provides an opportunity to search for business or academic partners to manufacture, distribute, co-develop and supply products, ideas, and services.



European IPR Helpdesk



A first-line intellectual property (IP) service providing free-of-charge support to help European SMEs and beneficiaries of EU-funded research projects manage their IP in the EU research and innovation programmes.

https://intellectual-property-helpdesk.ec.europa.eu/regional-helpdesks/european-ip-helpdesk_en

List of upcoming web trainings :

https://intellectual-property-helpdesk.ec.europa.eu/news-events/events_en



Further Resources on IP

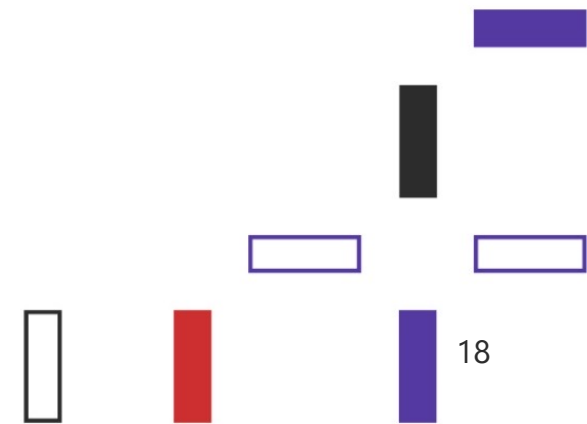


- 1. European IP Helpdesk Ambassadors https://intellectual-property-helpdesk.ec.europa.eu/regional-helpdesks/european-ip-helpdesk/europe-ambassadors-team_en
- 2. EUIPO learning portal <https://euipo.europa.eu/knowledge/mod/page/view.php?id=78779>
- 3. EUIPO – Ideas Powered for business website <https://business.ideaspowered.eu/>
- 4. WIPO Academy/ Diagnostics <https://www.wipo.int/academy/en/>
- 5. The Ideas Powered for business SME Fund <https://euipo.europa.eu/knowledge/course/view.php?id=4181>
- 6. IPA4SME <https://www.ipa4sme.eu/>
- 7. Horizon IP Scan https://intellectual-property-helpdesk.ec.europa.eu/horizon-ip-scan_en
- 8. (IP Booster) <https://ipbooster.meta-group.com/>
- 10. Leadership4SMEs <https://leadership4smes.eu/>
- 11. EPO Academy <https://www.epo.org/about-us/services-and-activities/academy.html>
- 12. 4IPCouncil <https://www.4ipcouncil.com/4smes#what-is-ip>

Horizon Impact Awards

If your results have already demonstrated an impact on society, you could also consider applying to the **Horizon Impact Awards**.

https://ec.europa.eu/info/research-and-innovation/funding/funding-opportunities/prizes/horizon-impact-award_en





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EIC Transition / EIC Accelerator



- For information regarding the Calls on the **EIC Transition**

EIC Transition funds innovation activities that go beyond the experimental proof of principle in laboratory. It supports both the maturation and validation of your novel technology in the lab and in relevant application environments (by making use of prototyping, formulation, models, user testing or other validation tests) as well as the development of a business case and business model towards the innovation's future commercialisation

- For information regarding the Calls on the **EIC Accelerator**

The EIC Accelerator supports companies (principally start-ups and SMEs) to scale up high impact innovations with the potential to create new markets or disrupt existing ones. It focuses in particular on innovations building on scientific discovery or technological breakthroughs ('deep tech') and where significant funding is needed over a long timeframe before returns can be generated ('patient capital'). Such innovations often struggle to attract financing because the risks and time period involved are too high. Funding and support from the EIC Accelerator is designed to enable such innovators to attract the full investment amounts needed for scale up in a shorter timeframe.





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

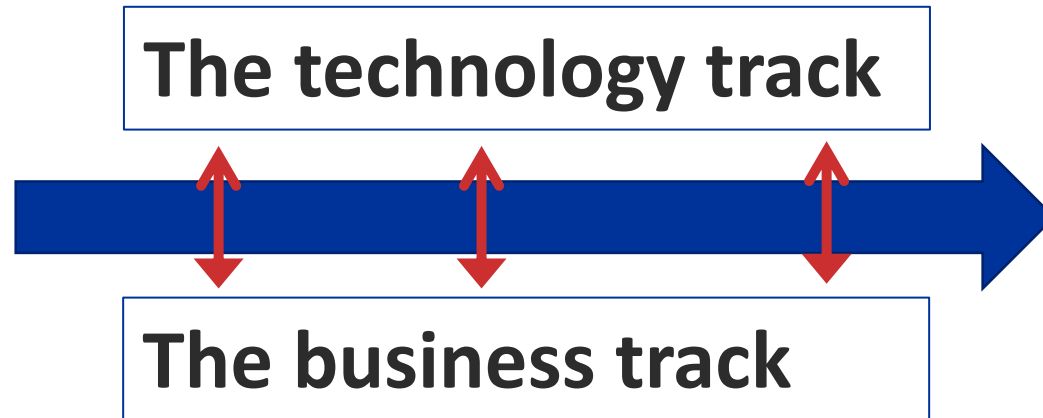




Why EIC Transition?

The 2 core elements of a Transition proposal

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



The end point should be a completely functional version of the technology tested or demonstrated in relevant environment (TRL 5-6), supported by a sound and implementable commercialisation strategy.



Technology readiness levels (TRL)

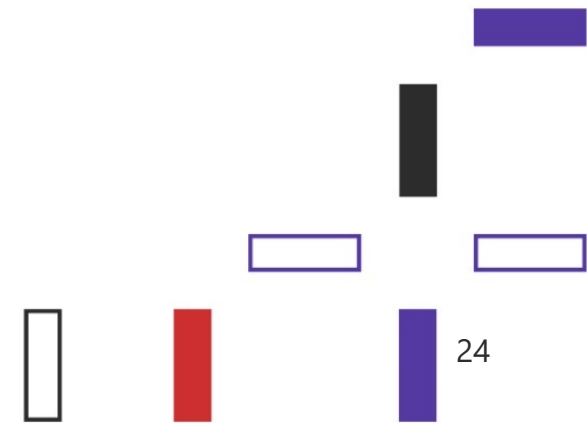
- TRL 1 – basic principles observed
- TRL 2 – technology concept formulated
- TRL 3 – experimental proof of concept
- TRL 4 – **technology validated in lab**
- TRL 5 – **technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)**
- TRL 6 – **technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)**
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified
- TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)





For the EIC Transition and EIC Accelerator 2022 calls
please check the **2022 EIC Work Programme**,
published on 8 February 2022

<https://eic.ec.europa.eu/system/files/2022-02/EIC%20Work%20Programme%202022.pdf>





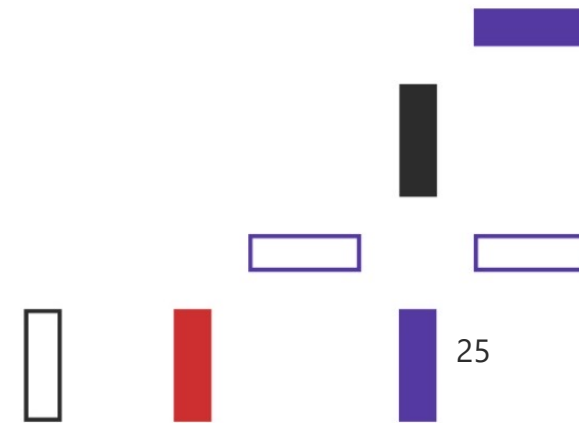
EIC online Info Day on 22 February 2022

https://eic.ec.europa.eu/events/european-innovation-council-online-info-day-22-february-2022_en

presentation available on YouTube

https://www.youtube.com/channel/UC1lhGQ0C_OOlaS1rbxIXM5Q

to see what are the main funding instruments and processes and the novelties of the newly adopted 2022 EIC Work Programme.



Please register to the EIC newsletter

European
Innovation
Council



<https://ec.europa.eu/newsroom/eisma/user-subscriptions/200/create>





Thank you!

<https://eic.ec.europa.eu>

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