Europeiska Innovationsrådets (EIC) finansieringsprogram för banbrytande teknologier

SLIDO

Om man scannar koden kommer man direkt till chatten
Ni som tittar på livesändningen på datorn kommer ha tillgång till chatten under eller bredvid livesändningsfönstret.

josefin.vandermeer@vinnova.se

13.00 – 13.15 Öppning av event: Introduktion & bakgrund till EIC, Fredrik Hörstedt, Vinnova
13.15 – 14.00 Pathfinder: tidiga projekt med fantastiska möjligheter. Pathfinder riktar sig till de som har en vision om en framtida teknologi med en fantastisk marknad som kan göra skillnad i våra liv. TRL: 1-4

- Introduktion till EIC Pathfinder, Anna Raask, KTH/SWARMA
- EIC Pathfinder projekt ”lessons learned”, Antonietta Parracino, Uppsala universitet
- Moderatorledd frågestund, moderator, Linus Stark, Uminova Innovation

PAUS 5 minuter

14.05 - 14.50 Transition: tidiga projektresultat som kan leda till banbrytande innovationer och nya verksamheter. Transition bygger på projektresultat från tidigare EIC Pathfinder, FET eller ERC Proof of Concept projekt. TRL: 4-5/6

- Introduktion till EIC Transition, Nikolaos Xafenias, EUSME Support
- EIC Transition projekt ”lessons learned”, Gustaf Mårtensson, Mycronic
- Moderatorledd frågestund, moderator, Jenny Goodwin, EUSME Support

PAUS 10 minuter

15.00 - 16.30 Accelerator: till företag (främst små och medelstora företag, inklusive start-ups) för att skala upp innovationer med hög genomslagskraft och med potential att skapa nya marknader eller omvälva befintliga sådana. TRL: 5/6- 9* *TRL 9 är för scale-up

- Introduktion till EIC Accelerator, Karl-Erik Johansson, EUSME Support
- EIC Accelerator ”lessons learned”, Christoffer Levandowski, Heartaero-space
- EIC Accelerator fonden, Nicklas Bergman, EIC Fund
- EIC Accelerator jury, Andy Cars, EIC Jury member
- Panelfrågestund - Panel: Nicklas Bergman (EIC Fund), Karl-Erik Johansson (EUSME Support), Iris Öhrn (EIC jury member), Andy Cars (EIC jury member), Moderator: Linus Stark (Uminova Innovation)

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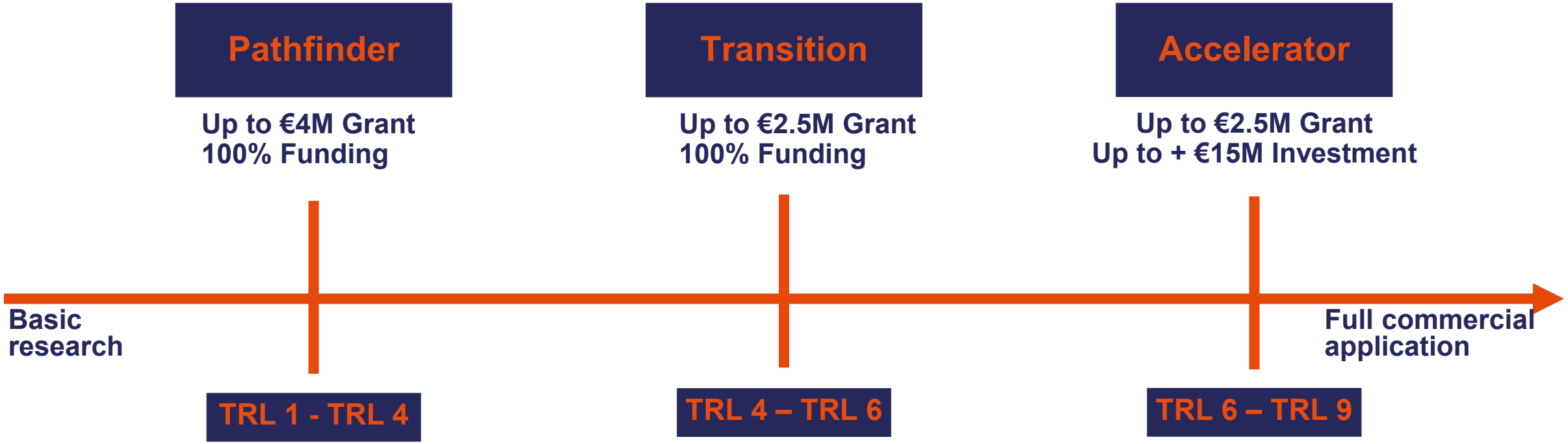
European eic INNOVATION Council

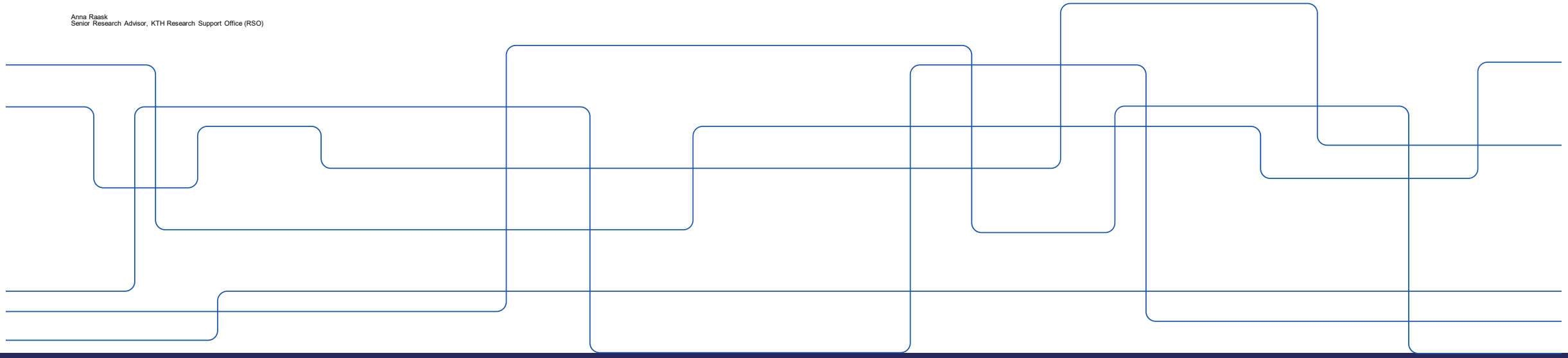


Introduction to European Innovation Council (EIC) Pathfinder-programme

Vinnova: Europeiska Innovationsrådets (EIC) finansieringsprogram för banbrytande teknologier

March 31, 2022

Anna Raask
Senior Research Advisor, KTH Research Support Office (RSO)



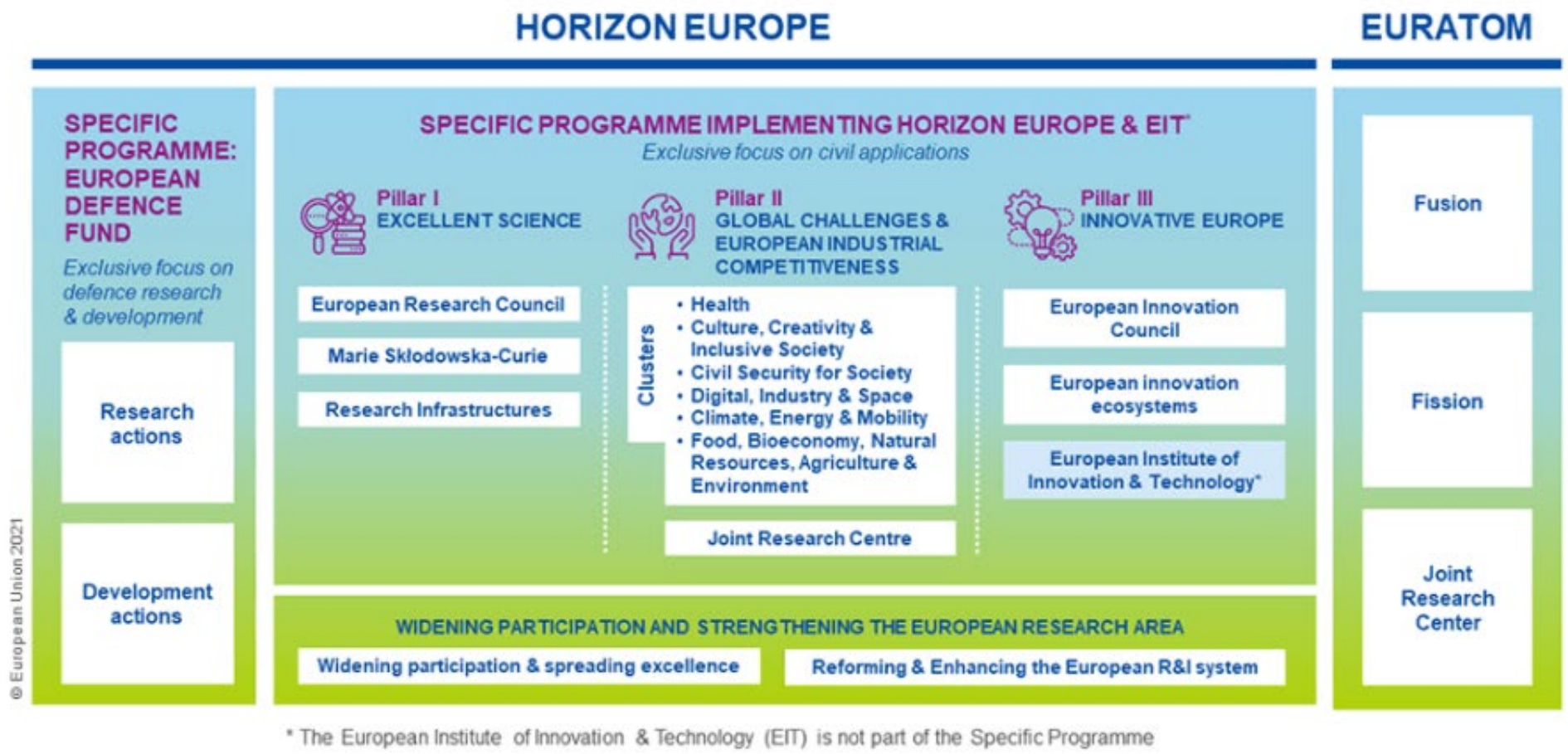
KTH Research Support Office

Idea	Proposal	Contract	Project
• Seminars and workshops • Information days • Newsletter • Intranet (RSO)	• General feedback • Formalities • Specialized support (impact, budget, ethics, IPR, management, export control)	• Contract preparation & negotiation • Specialized support • Interview training	• Project management support (New!) • Advisory support • Support for research collaboration competence • Reporting

”Pre Award Support”

”Post Award Support”

Horizon Europe



* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme

What is the EIC Pathfinder?

EIC Pathfinder programme funds **research** to **develop** the **scientific basis** to underpin **breakthrough technologies**.

EIC Pathfinder (Open and Challenges)

EIC Pathfinder Open

Any field of science, technology or application without predefined thematic priorities (bottom up approach)

Pathfinder Challenges

To support proposals within a predefined thematic area and addressing specific objectives (top down, challenge driven, portfolios of projects approach)

Technology Readiness level (TRL) 1 to 4

Who is Pathfinder for?

Do you have a **vision for a future** technology that could make a real difference to our lives?

Do you see a plausible way of **achieving the scientific breakthrough** that will make this technology possible?

Can you collaborate with an **interdisciplinary team** of **researchers and innovators** to realise the **proof of principle** and **validate the scientific basis** of the future technology?

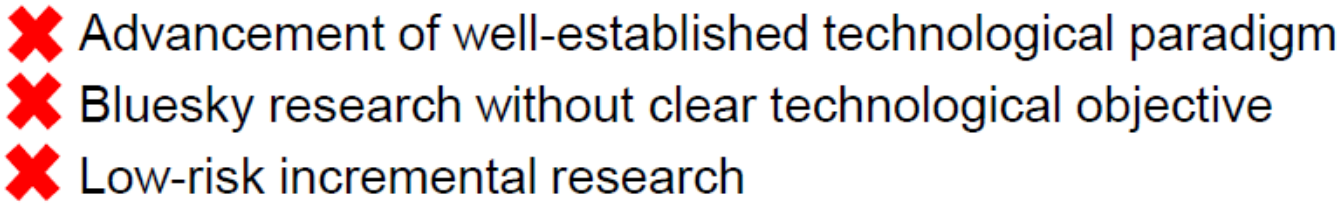
EIC Pathfinder Open (Gatekeepers)

Collaborative, interdisciplinary research:

- **convincing, long-term vision of a radically new technology** that has the potential to have a transformative positive effect to our economy and society

- **concrete, novel and ambitious science-towards-technology breakthrough**, providing advancement towards the envisioned technology;

- **high-r** ', with concre



EIC Pathfinder Challenges

Call for proposals are based on a given vision for each Challenge (i.e concept and application already formulated)

Portfolio approach for each Challenge (explore different perspectives, competing approaches or complementary aspects)

1. Carbon dioxide & Nitrogen management and valorisation
2. Mid-long term, systems-integrated energy storage
4. Cardiogenomics
5. Healthcare Continuum technologies
6. DNA-based digital data storage
7. Alternative Quantum Information Processing, Communication, and Sensing

See EIC Work Programme and Challenges Guide (June 2022) for more information.

EIC Pathfinder Call for Proposals

	Pathfinder Open	Pathfinder Challenges
Total budget	€183 million	€167 million
Proposals (indicative)	Up to €3 million	Up to €4 million
Funding rate	100% of eligible costs	100% of eligible costs
Opening	1 March 2022	16 June 2022
Deadline	4 May 2022 at 17.00 CET	19 October 2022 at 17.00 CET
Length of proposal	17-page proposal (part B)	25-page proposal (part B)
Applicants	Consortia: min. 3 partners from 3 different MS/AC (of which at least 1 partner in a MS)	1. Single legal entities in a MS/AC (conditions apply) 2. Consortia: - If 2 partners: from different MS/AC, otherwise - Min. 3 partners from 3 different MS/AC (of which at least 1 partner in a MS)

Pathfinder vs. Cooperation projects (Pillar II)

Funding for scientific basis for a new/breakthrough technology (lower TRL levels)

Bottom-up (Pathfinder Open)

Portfolio approach (Pathfinder Challenges)

High risk!

Have in mind…

Partnering is the key

- Choose partners according the activities envisaged within the project (what/who the project needs to be successful)
- Use existing networks and attend brokarage events and information days

Put effort also in writing the **impact**-narrative, be aware of the **expected outcomes** (defined in the call text) also including:

- Involve and empower key actors with potential to become future leaders in their field, e.g.: excellent early-career researchers -promising high-tech SMEs, including start-ups
- Empower female researchers, strive achieve gender balance among work package leaders

First experiences from call 2021

Is there a cultural shift from science to technology?

Less blue sky research with experimental edge?

More emphasis on impact (as in Horizon Europe in general)?

Evaluation Summary Reports (ESR) of Pathfinder proposal:

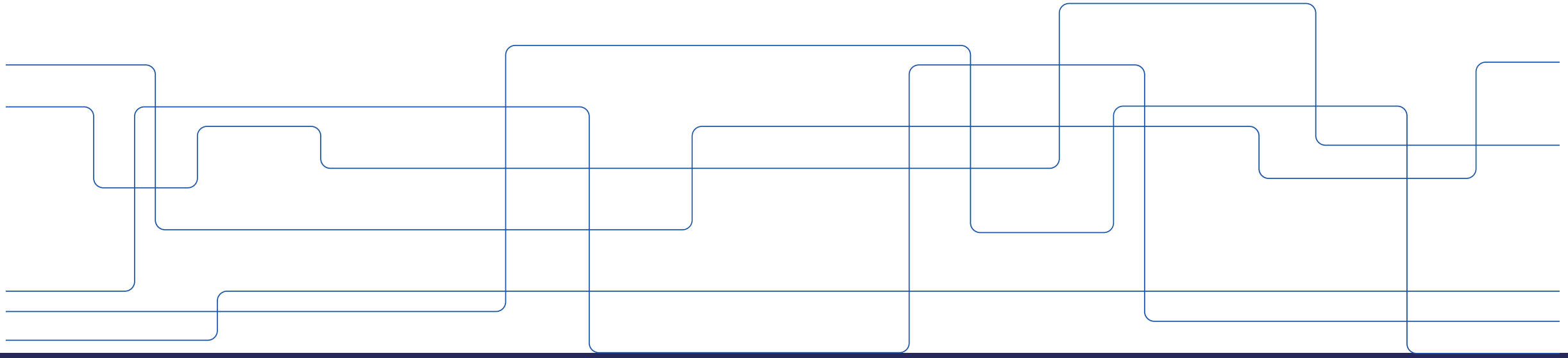
- "practical implementation of the proposed technology" (good)
- "quick development and demonstration" (good)
- "not enough information on IPR considerations" (bad)
- " SMEs vs large companies…(some companies considered having monopoly…)?

Is there preference for specific technologies?

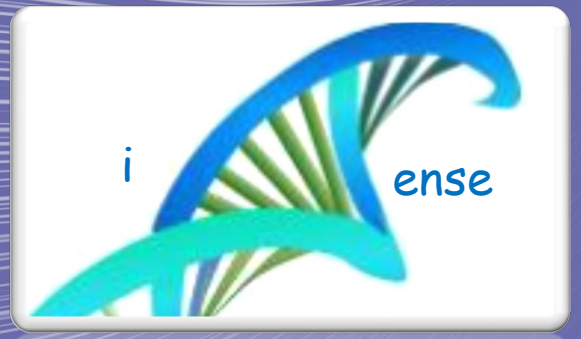
Challenges: Portfolio approach-is it transparent/open enough?

Thank you!

araask@kth.se



COMPUTATION DRIVEN DEVELOPMENT OF IN VIVO-LIKE-DNA-NANOTRANSDUCERS FOR BIOMOLECULES STRUCTURE AND FUNCTION IDENTIFICATION



EIC-PATHFINDER OPEN 2021

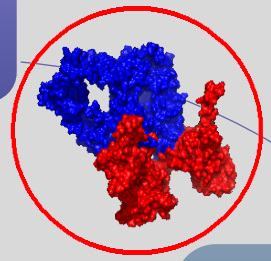
ANTONIETTA PARRACINO

31-03-2022

ISENSEDNA CONCEPT

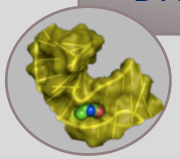
European Innovation Council

1.Design of DNA-3D scaffolds



1.1Guided by engineering topoisomerases

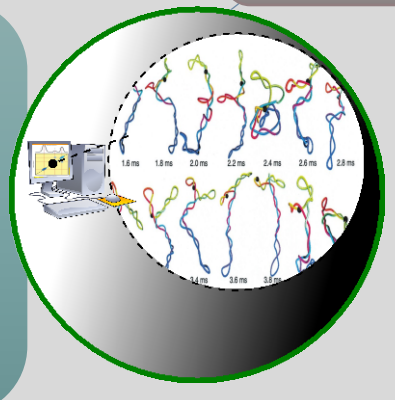
1.2 Modified by aptamer-like DNA-sequence modification



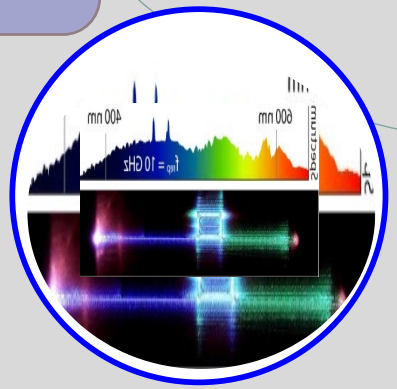
2. Prediction of DNA-scaffolds and model proteins' structures during the interaction

2.1 Modelling real time evolution of molecules interacting with light

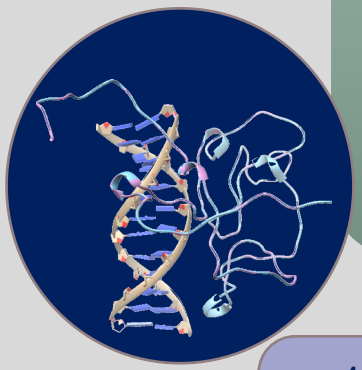
2.2 ML data-base to link the atomistic structure, conformational state, dynamics



3. Advanced optical analysis and nano-photonic nonlinear optical waveguides development for non-invasive read-out in real time



4. Platform integration and exploitation: interaction study mimicking cellular conditions



4.1 3D analysis of model protein towards the discovery of novel drugs

DNA-NanoTransducers

To analyse Protein Functionality associated to 3D-structure as it occurs in-vivo

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KAMERLIN-LAB EXPETISES

Research Interest: applications of computational (bio)chemistry tools to understand the chemical basis for complex biological problems and understanding the physicochemical parameters that allow for the evolution of ‘new enzyme’ functions, and study the dynamics of interaction between proteins and DNA

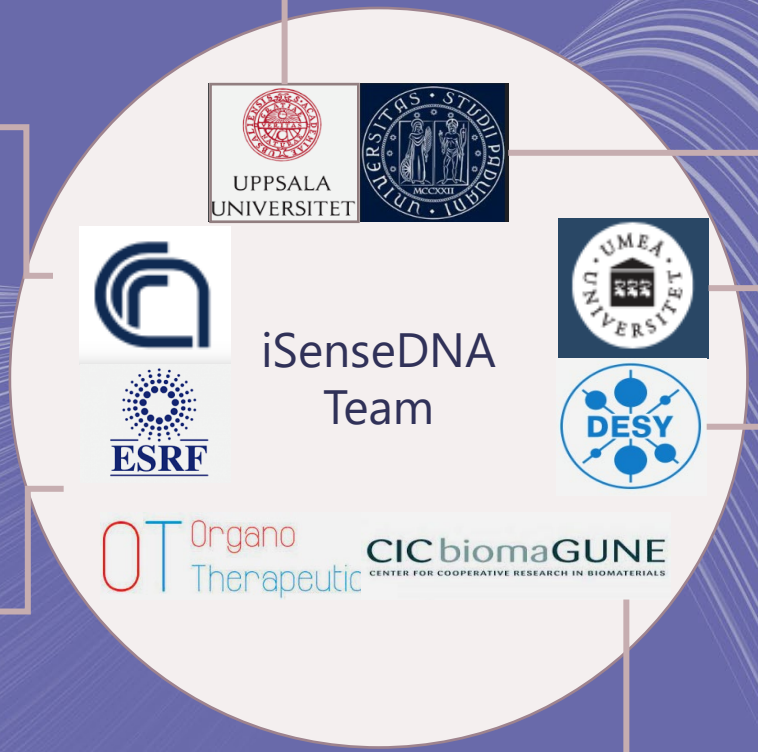
Project coordinator and Innovation manager with research background in genomics, biochemistry, and material science, focusing on technologies development with high impact innovation and their exploitation.

iSenseDNA Project Partners:

European Innovation Council

CNR: Production and characterization of DNA-NTs to monitor all the possible conformational transitions of positive (+), negative (-), and relaxed SC-DNA, similarly to the one in vivo, to investigate the topological structures of DNA-NT and interacting protein

ERSF and OT: validation and exploitation of the 3D-DNA structures as fina assessmnet of the proof of concept, studing the interaction with protein model.



UU: Coordination, computational simulations, including modelling the enzyme dynamics and the physicochemical parameters , controlling functional changes across biomolecules, designing the DNA-NT

UP: Assessment of spectral features of each conformation based on its representative structures of DNA-NT and interacting protein

UMU: Spectroscopic assessment of biomolecules performed by time-resolved multidimensional pump-probe spectroscopy

DESY: Spectroscopic assessment will be performed by and dual-comb IR spectroscopy and development of photonic sensor

CiC-Bio: Enzymes engineering and integration of “aptamer-like” sequences into DNA-NT

How to build strong team for a successful project?

1. **Identify the main project activities**
   - Project management
   - Outline the main scientific activities
2. **Identify skilled scientist to perform the scientific tasks**
   - Rely on your network
3. **Search by keywords and significative publications**
   - Prepare Executive summary to contact the potential partners
4. **Committed people**
   - Meet the team,
   - Brainstorm with them,
   - Involve them in the proposal preparation since the beginning: make them involved with the project!

EIC Pathfinder Open

Feature 1	Feature 2	Feature 3
• **EIC Pathfinder Open** (from early technology to pre/early commercial), based on applied research with high-risk/high-gain science-towards-technology breakthrough research (including 'deep-tech'), and multidisciplinary	• **e-Application via ECAS** website It is designed to be user friendly, it contains many information	• Constant monitoring of activities and outcomes: frequent reporting defined by the deliverables and the milestones, which require a dedicated management

National Grants

Feature 1

- Most of the **National Grants** fund blue sky research. They support research within natural science, engineering, and medicine, and promote the development of strong research environments of the highest standard and of significance for the development of National's long-term competitiveness

Feature 2

- E-application via Prisma website, aimed at Swedish researches and university to apply for funds on Formas, VR, and FORTE programs.
- Activity reported once per year

Feature 3

- E-application | Knut and Alice Wallenberg Foundation:
- Principal investigator, co-investigators CV
- Project, project summary
- Description of Infrastructure of national importance
- Provide a detailed budged description
- Reporting period once a year
- Requisition upon financial report

EIC-PATHFINDER APPLICATION PROCEDURE

step1
- Read carefully the call, including all requirements, and refers to the most recent template

step2
- Insert the participants and ask them to complete their profile, publications and projects

Step 3
- Complete the part A: budget previously assessed, ethics and security. Make the ethics self assessment!

Step 4
- Upload the part B and validate.

Step 5
- Submit when you are sure to not get errors

1. Starting the proposal preparation at least 6 months before

2. Being more aware on the potential impact the outcomes of iSenseDNA in other fields

3. Selecting carefully specific 'words' in order to avoid misleading information

4.Being better informed on the beneficiary host institution policy

DO SUCCESSFUL PROJECTS HAVE ANYTHING TO RE-SHUFFLE?

European Innovation Council

1. Develop novel and with high impact idea

2. Think carefully about the potential applications of technology

3. Analyze carefully the state of the art and **schematically** show how your technology will change the paradigm

4. Sketch out the project idea with clear outline and show it in the 1st page of the proposal

5. Build multidisciplinary consortium that promote the inclusiveness and diversity

6. Choose young and committed partners that you can trust

7. Involve the partner in the writing and ask for their full support

8. Take time to set-up also an Industrial advisory board

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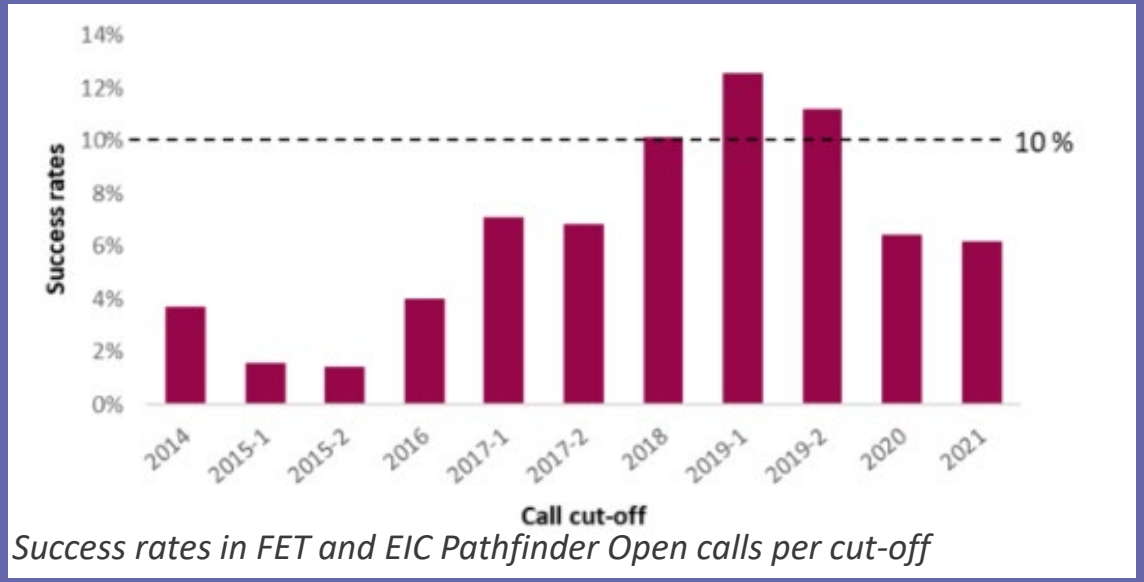
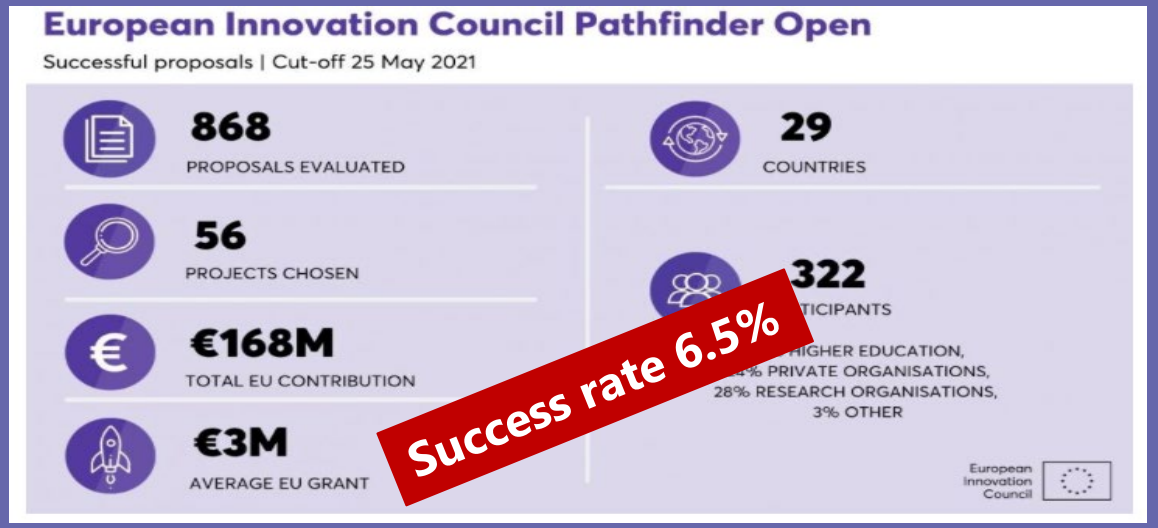
LESSONS LEARNED?

- ✓ Selling the idea on the first read: it is important to write with as much clarity as possible, get to the point quickly
- ✓ Investing time in assessing the quality of the proposal
- ✓ $E^{2=}$Enthusiasm and Effort. If you are not excited about your research, how can the reviewer be?

The more of that enthusiasm you can get across, the better!



Success rates in FET and EIC Pathfinder Open calls per cut-off



While the success rate of ERC (blue sky investigation) is 16%
https://erc.europa.eu/news/applications-erc-starting-grants-2022-facts-and-figures
https://accelopment.com/blog/funding/success-rate-in-the-first-eic-pathfinder-open-call/

EIC Business Coaching and program management services available to empower the Pathfinder partners to become more ready for the successful commercialization

- plan and prioritize research valorisation strategies
- consider business development options
- motivate towards contacts with possible end-users
- reflect on possible markets
- access the coach's business networks
- challenge established self-assumptions

Objective 1	Objective 2	Objective 3	Objective 4
• **successful accomplishment of the innovation prospects of the projects.**	• **Development and successfully implementation of high growth strategies and leadership.**	• **Establishment of a a compelling strategy, facing hurdles preventing its development and creation of a growth plan to bring confidence to the coaches.**	• **Consideration of new options and networks, to improve strategy and to go-to-market faster.**

How it works ?

- The service is also for EIC Pathfinder researchers in projects at TRL 1 – 3
- The focus is to discover innovation opportunities and the entrepreneurship potential

- https://eic.ec.europa.eu/eic-funding-opportunities/business-acceleration- services/coaching-under-eic_en

CONCLUSIONS

- iSenseDNA has been chosen among 868 evaluated proposals, together with other 45 other novel ideas
- The team has applied the E^2 → Enthusiasm and Effort and teamwork are fundamental for the success
- The EIC Pathfinder projects have already excelled at producing high quality and successful researches we hope to equally contribute to carry out excellent research and innovations

THANK YOU ALL FOR THE ATTENTION

antonietta.parracino@kemi.uu.se

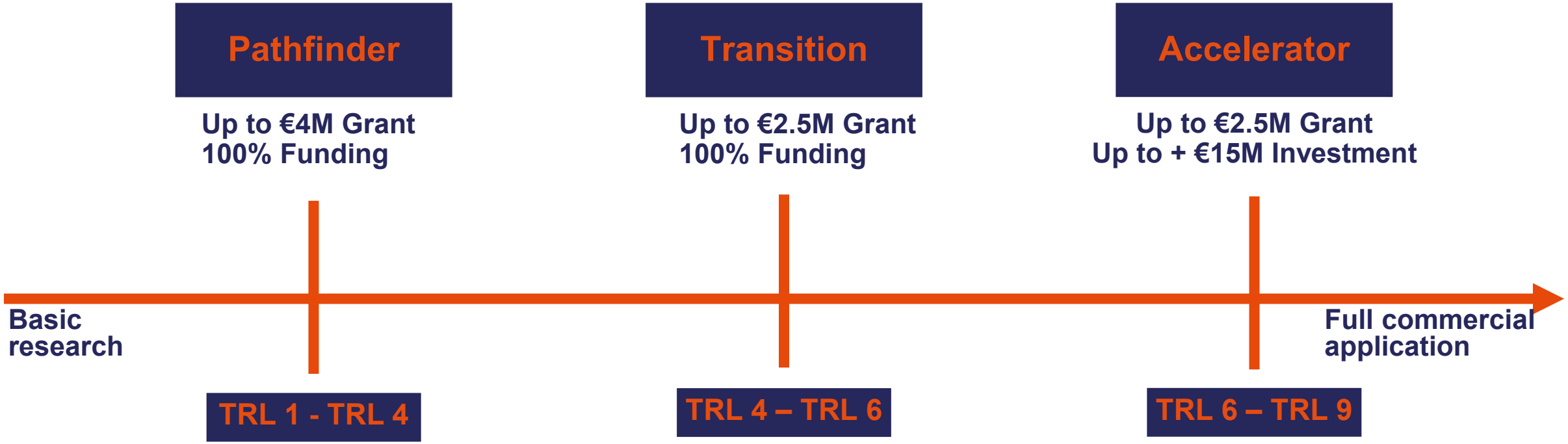
Enkät via Menti

menti.com
code: 490 869

PAUS

05:00 - Timer Online - Tidur - OnlineKlocka.se

European eic INNOVATION Council



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josefin.vandermeer@vinnova.se

EIC Transition

Europeiska Innovationsrådets (EIC) finansieringsprogram för banbrytande teknologier- 20220331

Kort om EUSME Support

- Syftet är att **stödja och öka deltagandet av innovativa SMEs** i EU:s FoI program **Horizon Europe** (fokus på EIC), **Eurostars** och **Innovationsfond**.
- Finansierat av **Vinnova**, **Tillväxtverket** och **Energimyndigheten**.
- Vi erbjuder **kostnadsfri expertrådgivning och support** om EU-finansiering till innovativa SMEs. Vi bl.a. diskuterar era **idéer** och identifierar **relevanta EU-program & utlysningar**, ger stöd och feedback på **ansökan**, förbereder er inför face-2-face **intervjun** med EIC Juryn samt guidar er vid registrering i **ansökningsportalerna**. Efter projekt godkännande kan vi hjälpa till med **projektinitiering**, **implementering**, **rapportering** och förberedelse inför en **revision**.
- Vi finns över hela Sverige och har erfarenhet & kompetens inom både **affärscoaching** och **EU ansökningar & projekt**. Många av oss som arbetar inom EUSME Support har även koppling till **Enterprise Europe Network (EEN)** där små och medelstora företag kan få information, rådgivning och viss affärscoachning samt hitta samarbetspartners till projekt/ansökan.
- Kontakta oss via vår webbsida: https://eusme.se, följ oss på LinkedIn.

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EIC Transition

för tidiga projektresultat som kan leda till banbrytande innovationer och nya verksamheter

- Företaget ska ha rättigheter att utnyttja projektresultat från tidigare **EIC Pathfinder**, **FET Flagship** eller **ERC Proof of Concept** projekt

  - ***Har ni varit med*** *i projektet*: ”*you need to confirm in your proposal that you are the Intellectual Property Rights (IPR) owner or holder, or have the necessary rights to commercialise the results of the project*”
  - **Har ni inte varit med** i projektet: ”*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 linked project research result to negotiate with you fair, reasonable and non-discriminatory access to such results, including IPR, for the purpose of future commercial exploitation*”
  - Är projektet **pågående** kan man söka om cut-offen är **åtminstone 12 månader efter projektets startdatum**
  - Är projektet **avslutat** kan man söka om cut-offen är **inom 24 månader efter projektets slutdatum**

EIC Transition

för tidiga projektresultat som kan leda till banbrytande innovationer och nya verksamheter

- Projektresultat ska kunna ligga till grund för **banbrytande innovationer** och **nya verksamheter**
- Ny teknik som startar på **TRL 4** och är **redo för nästa steg** mot validering och demonstration i tillämpnings-relevant miljö **(TRL 5/6)**
- **Teamet ska ledas av entreprenörer** som är kunniga att utveckla idén och öka dess marknadsberedskap
- En preliminär **affärs- och marknadsundersökning** ska vara med i ansökan, projektet ska utveckla marknadsberedskap och en sund & genomförbar kommersialiseringsstrategi
- Validering av affärsmodeller och planering av nästa steg är lika viktigt som teknikutvecklingen

Frågor innan ni ansöker

Ställ dessa frågor till er själva innan ni ansöker:

- Är den här en **ny/innovativ teknologi som är redo** för nästa steg?
- Har vi gjort en första utforskning av **marknaden** och **konkurrensen**?
- Har vi **ett motiverat och diversifierat team** för kommersialisering?

Har ni svarat *ja* i var och en av frågorna ovan då kan EIC Transition vara något för er.

Open vs. Challenges

Transition består av två delar:

- **Transition Open** där alla områden är välkomna (”bottom-up”) och
- **Transition Challenges** där lösningar inom särskilda områden kan söka bidrag (”top-down”).

Projektet ska ingå antingen i en “Thematic” (Open) eller i en “Challenges” (Open & Challenges) projektportfölj. Portföljöverväganden ska också tas till hänsyn av utvärderingskommittén för Transition Challenges projekt.

EIC Transition Challenges 2022

- Green digital devices for the future
- Process and system integration of clean energy technologies
- RNA-based therapies and diagnostics for complex, rare and severe genetic diseases

Ansökan

- En ansökan på **upp till 20 sidor** skickas in.
- **Enskild organisation eller litet konsortium** (2-5 partners) kan söka
- Kostnadstäckning: upp till ca. **2,5 MEUR**, finansieringsgrad är **100%**

Tidslinjen

- Man får ett första besked och återkoppling på ansökan **inom 9 veckor** efter cut-off.
- Blir den accepterad blir man kallade på intervju ca. **13 veckor** efter cut-off.
- Besked om finansiering **inom 4 veckor** efter intervju. En grant agreement ska sedan signeras **inom 6 månader** efter cut-off.

Intervju

- Ansökningar inom 2x tillgänglig budget bjuds in till en face-2-face intervju
- Man får endast ta med **personer som nämns i ansökan**
- Juryn består av max 6 medlemmar, varav 1 kan vara program manager
- Pitcha din ansökan på ett övertygande sätt och svara på förtydligande frågor
- Juryn rekommenderar Go/No Go, ingen förändring i totalpoängen

Extra stöd att få

Transition projekt är också berättigade till:

- **EIC Booster** grants upp till **50 kEUR** ”*to undertake complementary activities to explore potential pathways to commercialisation or for portfolio activities*”
- att skicka in **EIC Accelerator ansökan via Fast-Track**
- tailor-made **tillgång till BAS**

Award criteria

Excellence (Threshold: 4/5)

- **Technological breakthrough**: Does the technology have a high degree of novelty compared to other technologies available or in development? Does the technology indicate the potential for novel application?
- **Objectives**: How credible and feasible are the objectives [and KPIs] for the planned technology development and customer development process?
- **Methodology**: Is the proposed methodology appropriate and sound, including consideration of the gender dimension in the envisaged application? To what extent will potential users, customers or other stakeholders be involved to test potential demand and acceptability? Is the technology developed in a safe, secure and reliable manner?

Award criteria

Impact (Threshold: 4/5)

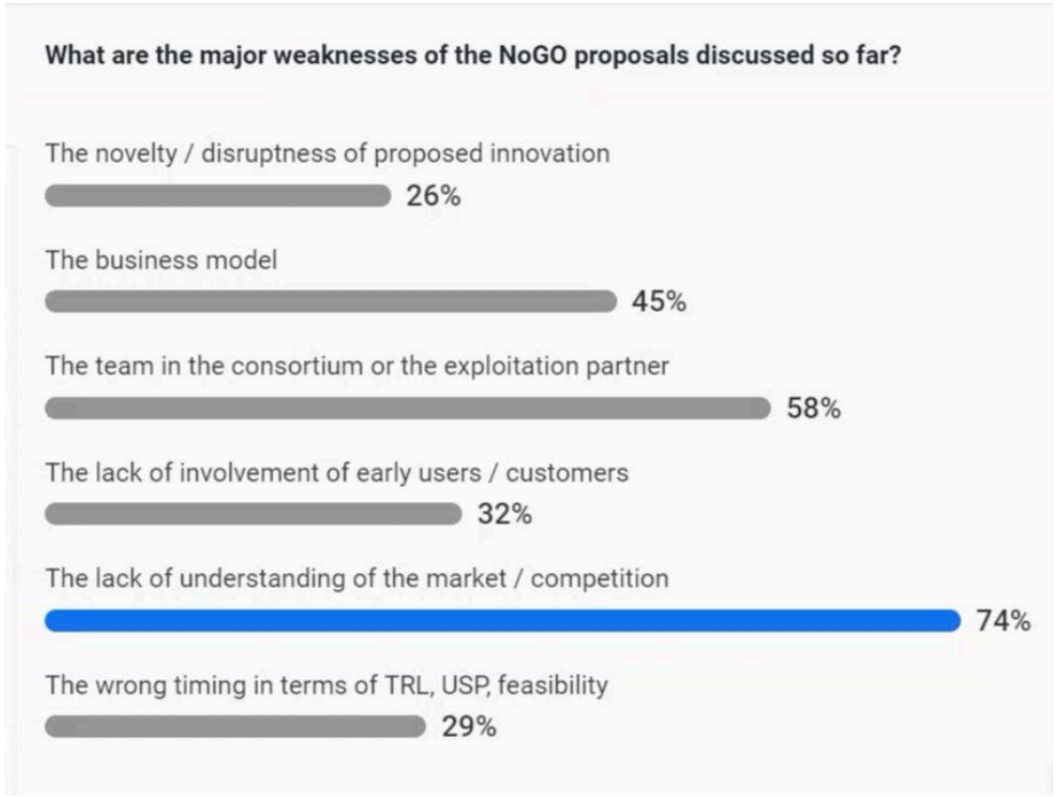
- **Credibility of the impacts**: To what extent the expected outcomes and impacts described are credible and realistic within the project and beyond?
- **Economic and/or societal benefits**: To what extent does the proposed innovation creates substantial demand and new European or global markets? To what extent is the proposed innovation expected to generate other positive impacts (employment, societal, environmental, scientific, etc.)?
- **Investment readiness**: To what extent the proposed measures contribute to make the project outcomes investment ready (including through IP protection, partnership or market validation)?
- **For EIC Transition Challenges ONLY**: To what extent does the proposed application has the potential to impact on the specific objectives set out in the Challenge?

Award criteria

Quality and efficiency of the implementation (Threshold 3/5)

- **Quality and motivation of the team**: To what extent do the applicant(s) bring the necessary high-quality expertise, capabilities and motivation to move decisively towards innovation, create a unique commercial value from the emerging technology and develop an attractive business and investment proposition?
- **Milestones and Work plan**: Are milestones adequately and clearly defined (measurable, timed, etc.) to track progress along the pathway towards objectives? How coherent and effective are the work plan (work packages, tasks, deliverables, timeline, etc.), the innovation methods and the risk mitigation methods, in order to reach the milestones and to achieve the project objectives?
- **Allocation of resources**: How appropriate and effective is the allocation of resources (person-months and equipment) to tasks and partners?

Feedback från juryn



Råd från Kommissionen

- Svara ärligt:
  - Är den här en **ny/innovativ teknologi som är redo** för nästa steg?
  - Har vi gjort en första utforskning av **marknaden** och **konkurrensen**?
  - Har vi **ett motiverat och diversifierat team** för kommersialisering?
- Var uppmärksam på er motivation, varför vill ni söka?!
- Var uppmärksamma på lägsta mognadsgraden för er teknik
- Jobba parallellt med både teknisk och affärsmässig mognad
- Sätt ihop ett vinnande team med dubbla kompetenser
- Var redo att starta ert projekt omedelbart
- Om ni lyckas med utvärderingen, använd BAS-erbjudanden

Statistik

- Success rate for eligible proposals≅ 14,5%
- Ca. 60% av beviljade projekt länkas till ERC Proof of Concept projekt

Hur man kan misslyckas redan från början

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

!

Exempel på Transition projekt

- **FADEQ** - working on a fully automated cell-free DNA extraction and quantification of liquid biopsies (blood tests with growing potential in diagnostics for cancer and prenatal screening) safely, from patient to the lab.
- **THERMOBAT** - develops an innovative Latent Heat Thermophotovoltaic (LHTPV) battery for long duration storage (10 to 100 hours) and combined heat and power (CHP) generation.
- **NanoVision** - an affordable, compact, multi-modal and high-throughput photonic-chip based optical nanoscopy (super-resolution optical microscopy).
- **VRP** - aiming to commercialise the novel technology called Visual Robot Programming (VRP): a no-code gesture-control robot programming solution. Using this intuitive technology, any user is empowered to teach industrial robots without prior knowledge in robotics and with minimal training.

Deadlines 2022 & användbara länkar

4/5 & 28/9 2022

[European Innovation Council Transition Challenges Info Day]
[European Innovation Council online Info Day]

Kontakta EUSME Supportkontor

eusme.se

Vi hör av oss inom 48 timmar

B-BRIGHTER

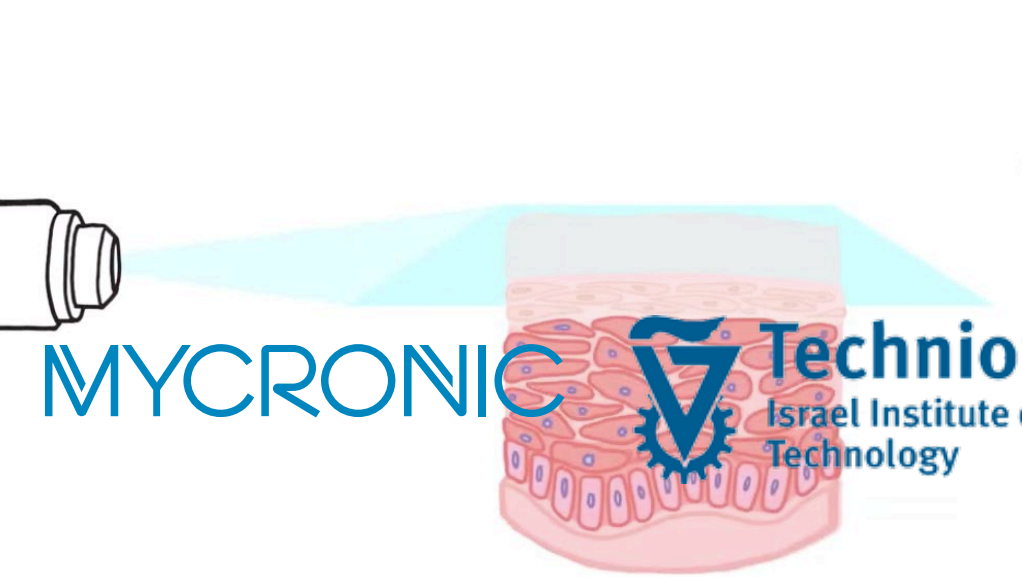
BETTER BIOPRINTING BY LIGHT-SHEET LITHOGRAPHY

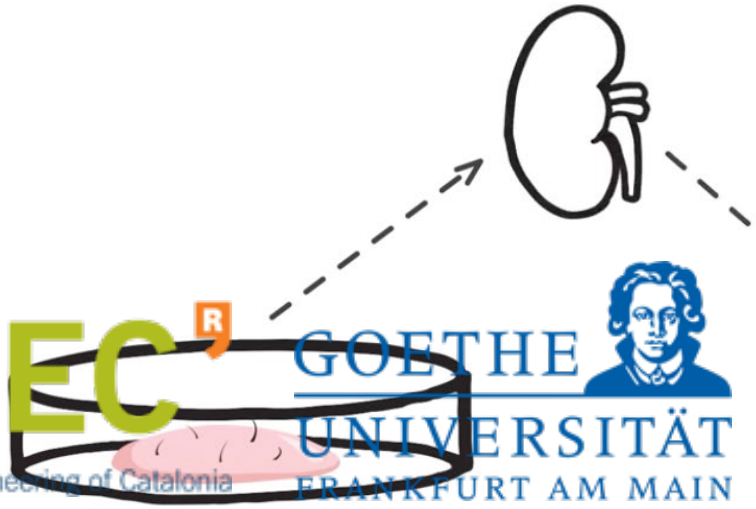
Why we succeeded and how you can, too!

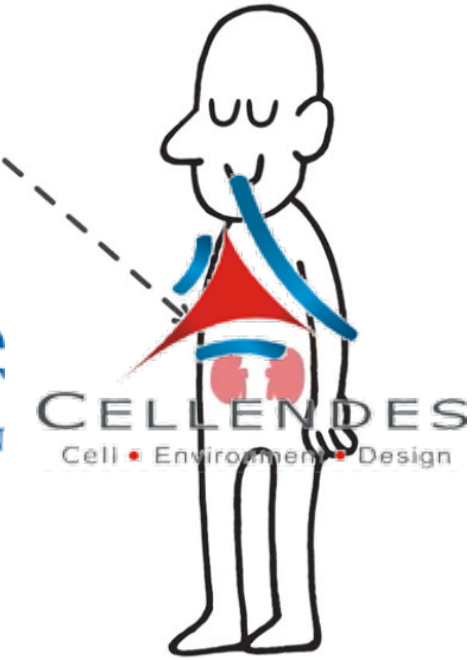
2022-03-31

B-BRIGHTER

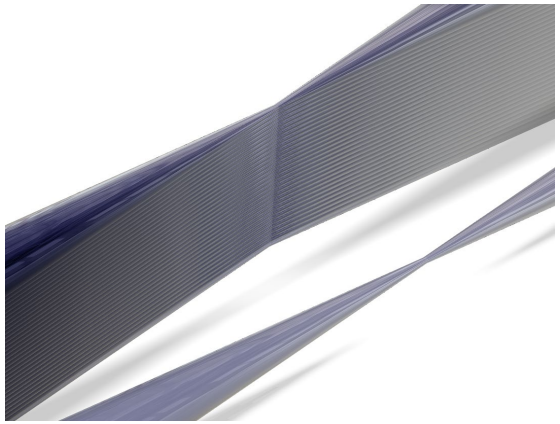
Mål

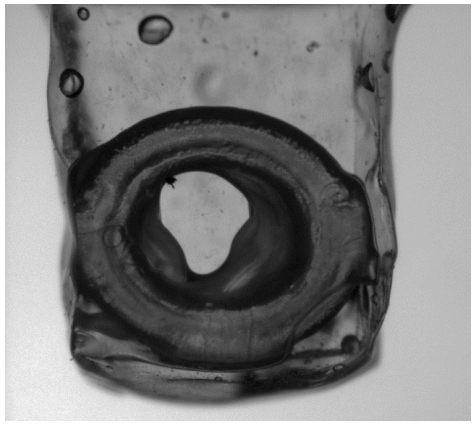






In vivo





Fördelar

- ✓ Extremt hög cellviabilitet, extremty låg celltoxicitet
- ✓ Stamcell-vänlig ECM och nicher
- ✓ Justerbar niche-biomekanik
- ✓ Hög reproducibilitet

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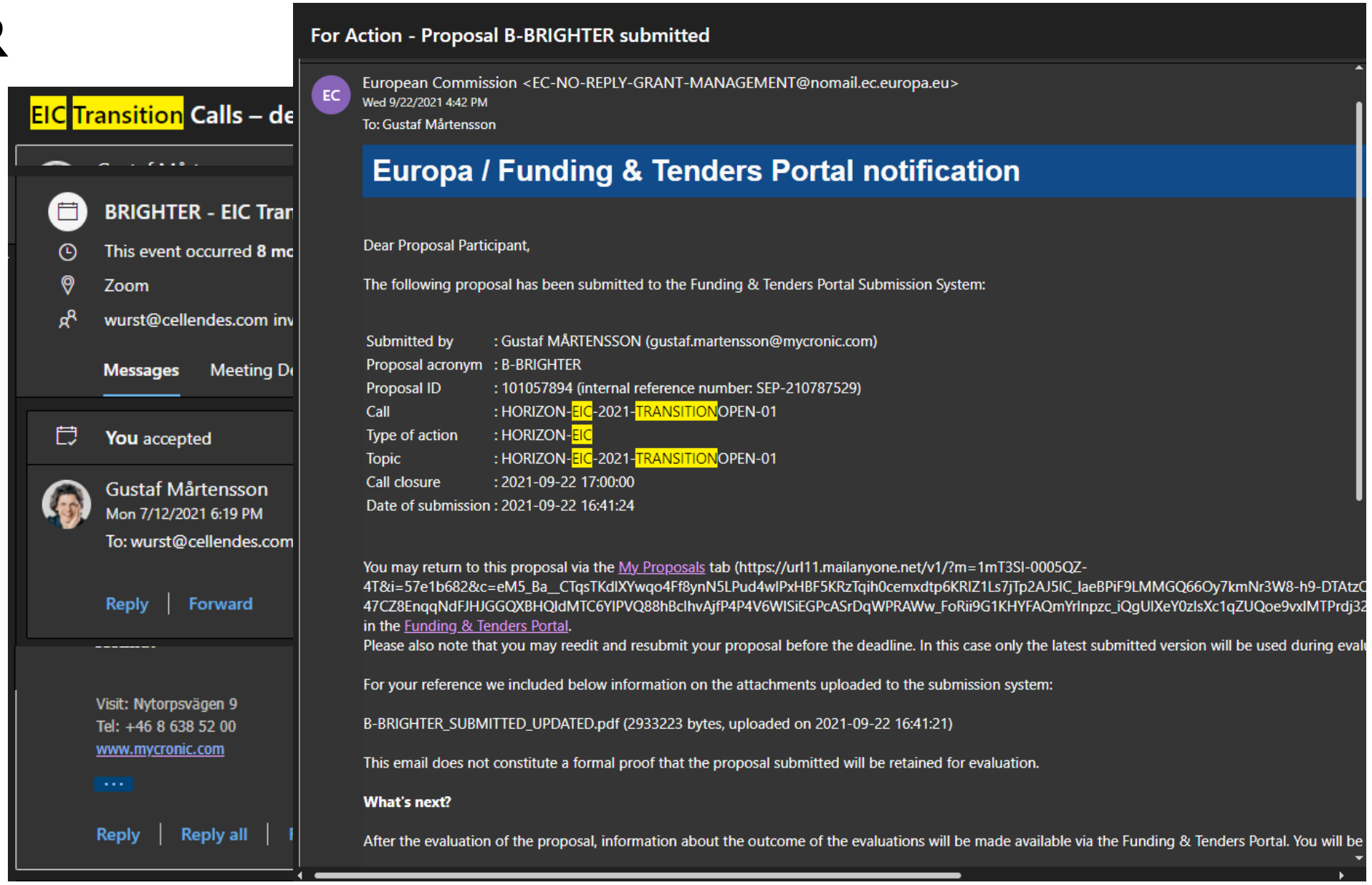
Början…



MYCRONIC

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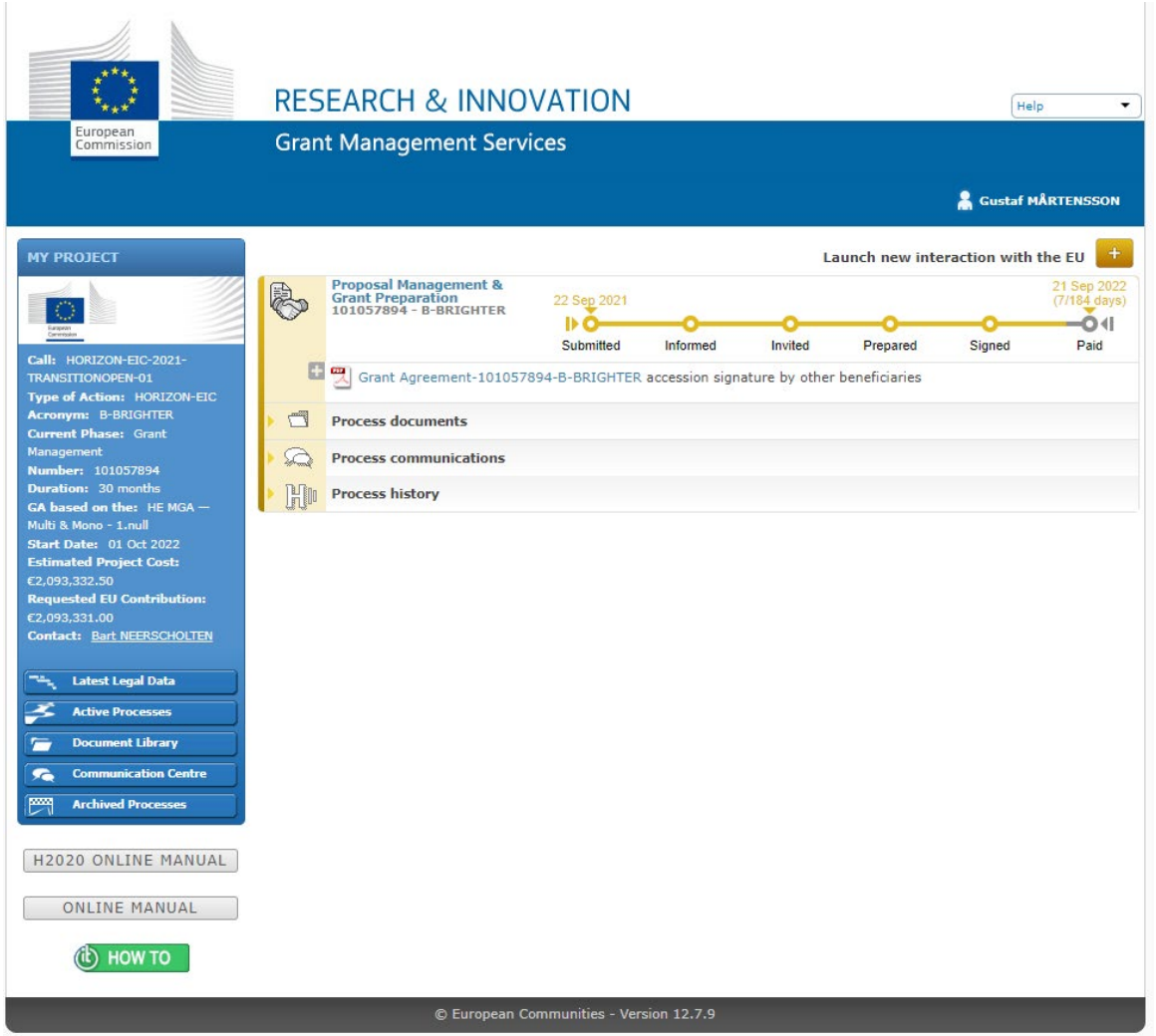
Utvärdering…

B-BRIGHTER

Börja med…

- … att fundera på experterna/granskarna när man skriver ansökan
- … och fråga tidigare om experter i samband med intervju
- … att kolla upp ansökansportalen tidigt!
- … att börja med administrationsuppgifter så snart som möjligt!
- … att fundera på hur ert konsortium ser ut,… vem gör vad och varför?



MYCRONIC

B-BRIGHTER

Sluta med…

- … att vänta med att börja!
- … prokrastinera!

B-BRIGHTER

Fortsätt med…

- … att tänka på laget,… odla laget!
- … att tänka på utlysningen!
- … att fundera på vad är målet med projektet är?
  - Vad har du skrivit?
  - Varför är detta viktigt?
- … att tänka efter hur man ska uppnå målet och hur det ska delas upp i arbetspaket (Work Packages)
- … att optimera kommunikation!
  - En Point-of-Contact (kanske två)
  - Överös inte folk med epost
- … att delegera uppgifter med tydliga datum!
- … att granska internt (och externt)!
- … att ha roligt!

MYCRONIC GOETHE UNIVERSITÄT CELLENDES

Patterning

Light-sheet technology

Hydrogels

IBEC Technion Israel Institute of Technology

Bioengineering

Stem cells

MYCRONIC

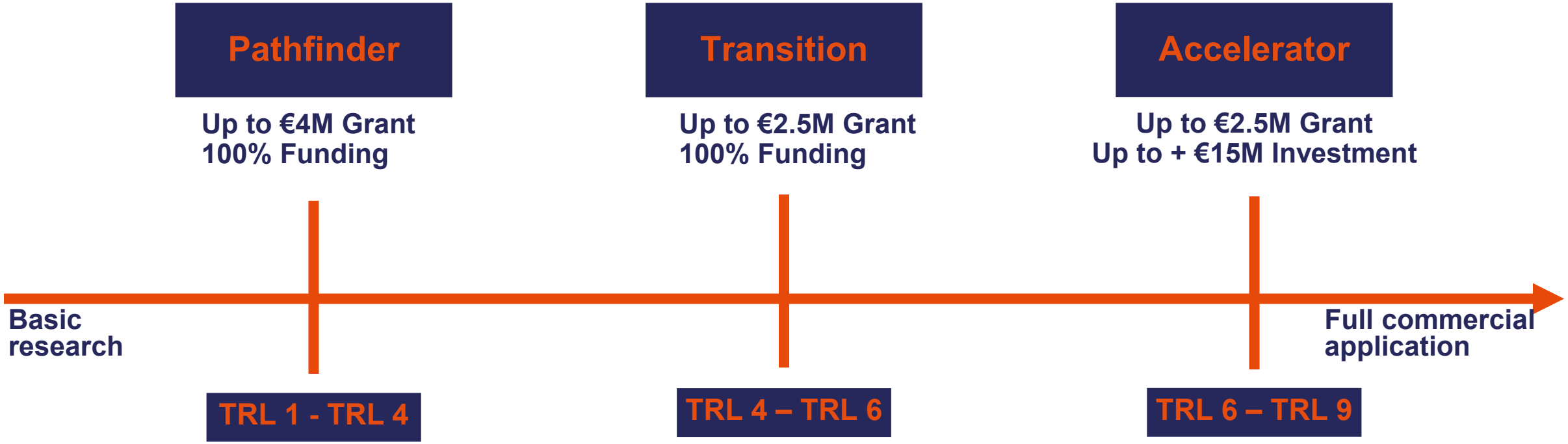
B-BRIGHTER
Ni klarar det här!
gustaf.martensson@mycronic.com

Enkät via Menti

menti.com
code: 490 869

PAUS
10:00 - Timer Online - Tidur - OnlineKlocka.se

European eic INNOVATION Council



SLIDO

Om man scannar koden kommer man direkt till chatten
Ni som tittar på livesändningen på datorn kommer ha tillgång till chatten under eller bredvid livesändningsfönstret.

josefin.vandermeer@vinnova.se

Den svenska offentliga supporten till innovations-finansiering från Bryssel för små & medelstora företag

MED FINANSIERING FRÅN

tillväxtverket

VINNOVA

Energimyndigheten

Karl-Erik Johansson

Affärsrådgivare Internationellt
EUSME Support / Enterprise Europe Network

- Civ. Ekonom, Umeå Universitet Marknadsföring/Internationellt företagande 1988
- Jobbat sedan 1988 med att kommersialisera forskningsresultat och innovationer från UmU / SLU / Norrlands Univ. sjukhus i olika roller, inkl. drivit eget Born Global Start-Up inom fotosyntesmätning
- Varit affärsutvecklare och rådgivit 1 000+ Startups/Scaleups/SMEs mer eller mindre djupt under mina 30+ år i yrket
- Arbetat heltid sedan 2003 inom EUs Supportsystem för att gå ut med forskningsresultat och innovationer internationellt , LEAR i Funding Portal för Uminova Innovation
- Expertområde; EUs innovationsfinansieringar till SMEs som söks direkt i Bryssel
- Projektledare inom olika program; Småföretagsinitiativet, Interreg, Strukturfonder, FP6 & 7, CIP, COSME, SMP, KK-stiftelsen, Region Västerbotten, Länsstyrelse, Vinnova och Tillväxtverket

EU:s Supportsystem

DG Research (EUs forskningsdept.)

VINNOVA
Sveriges innovationsmyndighet

Horizon Europe

EIC* 2021
Innovation &
Kommersialisering

DG Grow (EUs Näringsdept)

enterprise europe network
Business Support on Your Doorstep

MED FINANSIERING FRÅN
tillväxt verket

Single Market Programme(SMP)

Ansökan forskningsprojekt

Forsknings-resultat

- Kommersialisering av forskningsresultat / innovationer
- Internationalisera befintliga SMEs inom EU27

TRL 1
(idé)

TRL 5/6 EIC Accelerator
-start kommersialisering

Beviljade företag erbjuds coach av EEN

TRL 9
(på marknaden)

Energimyndigheten

eu SUPPORT sme

*European Innovation Council = EUs Vinnova

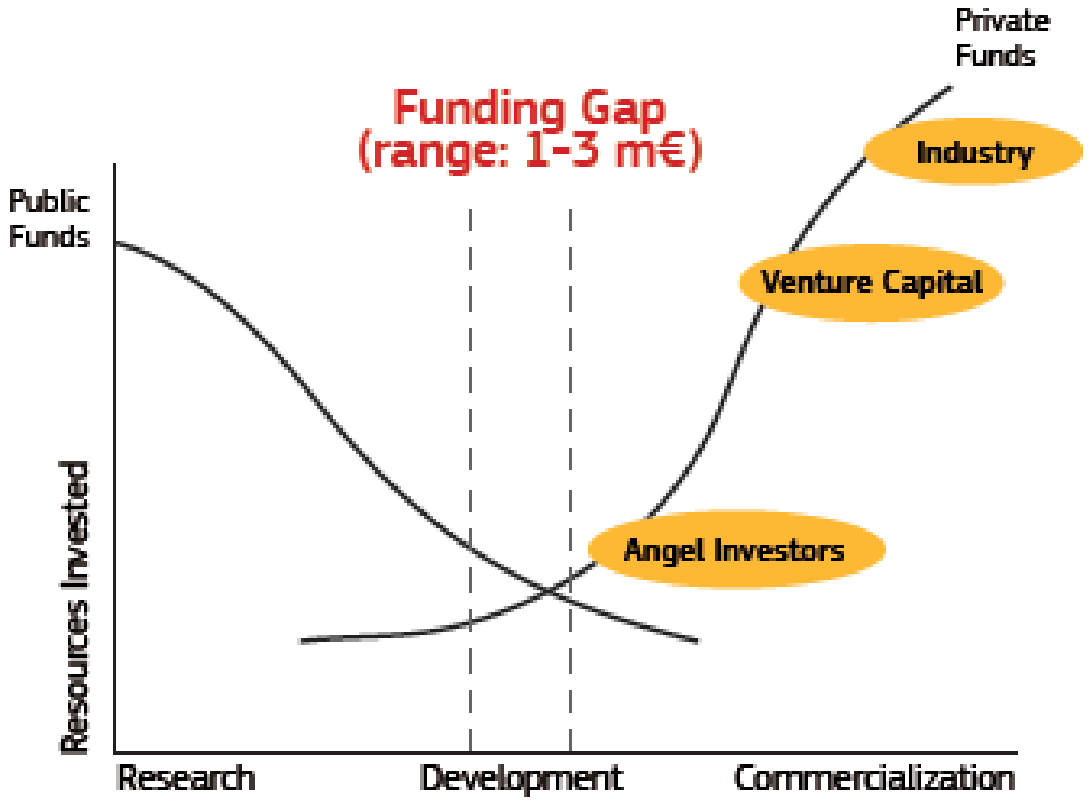
EIC Accelerator

- Söks direkt i Bryssel för kostnader att gå ut med en innovation på en internationell marknad
- 0,5 – 2,5 MEURO bidrag(70% av kostnaderna). TRL 5-8
- 15 MEURO Ägarkapital (dock max 50% av nyemissionen upp till 25% ägarandel). TRL 9

Målgrupp

- Startups och SMEs som har ambitionen att skala upp innovationer med stor positiv effekt, vilka också kan skapa nya marknader eller helt förändra existerande
- Innovationer som bygger på vetenskapliga upptäckter eller teknologiska genombrott (deep tech)
- Innovationer som är i behov av substantiell finansiering över lång tid, men som har för hög risk för den reguljära kapitalmarknaden

Roll EIC Accelerator



Finansieringsformer

- **Blended finance** - Bidrag & ägarkapital
- **Grant first** - Bidrag till att börja med
- **Grant only** - Bidrag enbart
- **Investment only** - Ägarkapital enbart

Beslutsprocess under 4-5 månader

- **Short Application** — AI-diagnos i portal, 3 minuters video, pitchdeck. Kan skickas in löpande.
- **Full Application** — Inbjudan erhålls individuellt efter godkänd SA till fyra fasta deadlines per år. Nästkommande 2022; 15 juni & 5 okt
- **Jury Intervju** — 10 minuter livepitch + 35 minuter Q & A med företagsledningen efter godkänd Full Application
- **Jury Beslut** — Beslut tas samma dag som livepitch, meddelas dock senare efter admin

Utvärderingskriterier

- Excellence Breakthrough & market creating nature
- Scale Up potential & Broader Impact
- Implementation = Level of risc, Team & Need for EU-support

Nyheter från förra programperioden

- Resubmission(skicka in igen) & Rebuttal(minichat)
- Utökade möjligheter kvinnligt ledda företag, vid intervju & roller
- Seal of Excellence , förenklad
- Fast Track för EIT-projekt till Full Application

Konsulter, att tänka på

- Ta in offerter från flera konsulter och jämför
- Ha kontroll över er Funding Portal-användare/PIC-kod, t ex om avtalet är t o m inskickad ansökan och därefter ny förhandling
- Det finns inga genvägar för företagsledningen, risk att hamna svarslös inför juryn i Bryssel

Göra AI-självdiagnos, komma igång

1) Börja med att skaffa ett EU-login för dig som fysisk person; https://webgate.ec.europa.eu/cas/eim/external/register.cgi

2) Logga sedan in med detta på https://accelerator.eismea.eu/login och gör diagnosen, samt se resultatet av denna. Förslag på samtliga EU finansieringar som kan tänkas passa kommer upp, vanligtvis är det EIC Acc som är bästa alternativet.

3) För att sedan gå vidare och producera en EIC Acc-Short Application så måste företaget ha en användare i Funding Portal (inkl. PIC-nummer=Participant Indentification Code) Gör det här; https://webgate.ec.europa.eu/funding-tenders-opportunities/pages/viewpage.action?pageId=1867802

4) Gå sedan tillbaka för att producera och skicka in din ansökan; https://accelerator.eismea.eu/login

Short Application skrivarstuga (digital)
27 april, 9.30-11.30

https://eusme.se/kalendarium/skrivarstuga-eic-accelerator-short-application-3/

Helpdesk

Vi svarar dig inom 48 timmar.
Kontakta oss med din frågeställning så noggrant formulerad som möjligt.
Ange dina kontaktuppgifter med namn, företag, ort och telefonnummer.

eusme.se/kontakt

eu SUPPORT
sme
Följ oss för nyheter och info:
LinkedIn: EU SME Support

Tack !

Heart Aerospace

First electric airplane in commercial service

Proprietary and confidential
© Heart Aerospace

Heart ES-19

19
passengers

400 km
range

2026
entry into service

Proprietary and confidential
© Heart Aerospace

QualE-fly

Cost of development
4.8 million euro

EIC funding
2.5 million euro

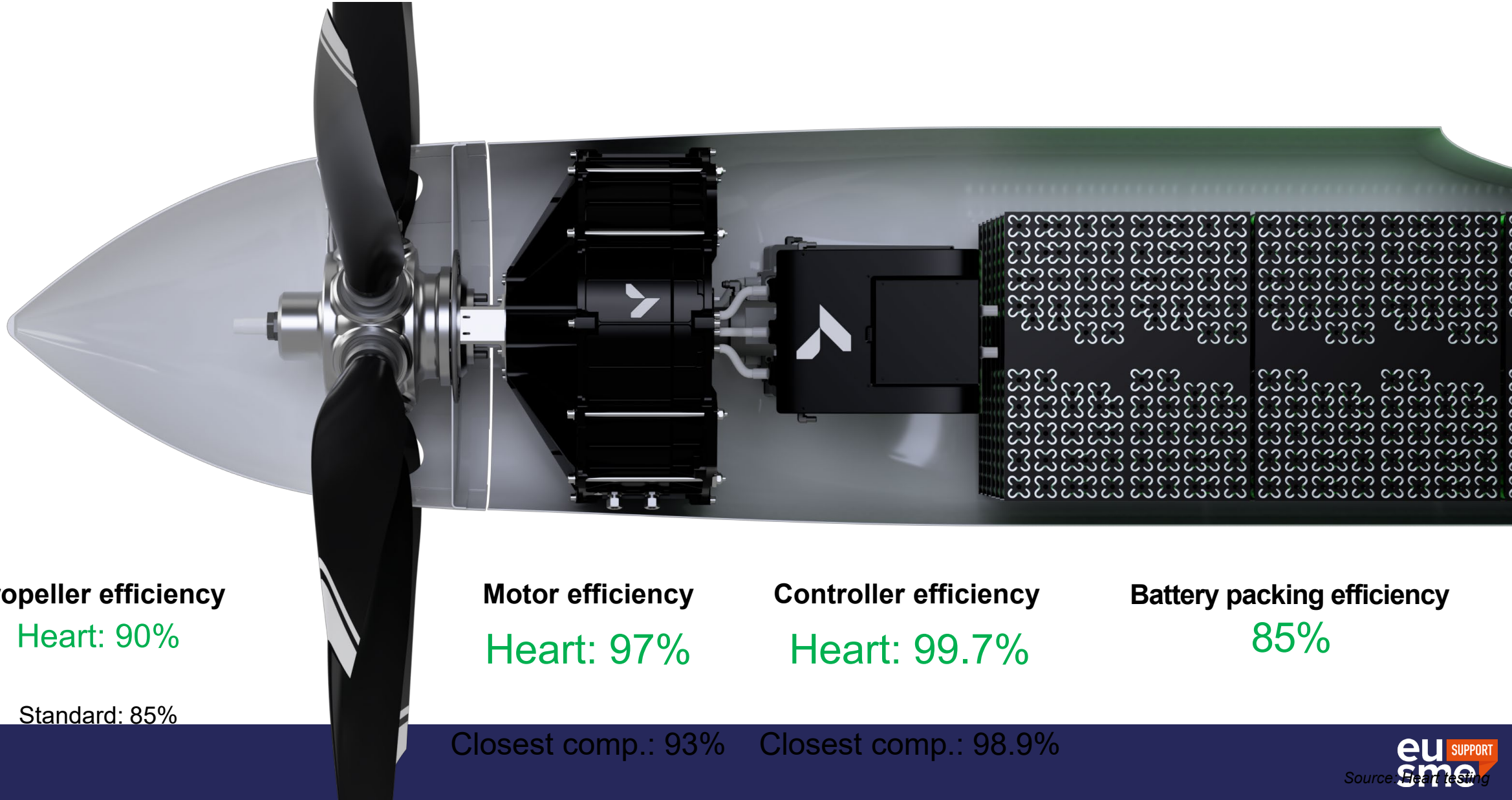
© Heart Aerospace

Build and test drivetrain

Heart
Aerospace
ES-19
ES-19

Our propulsion system has an efficiency of 87%

Closest competitor is at 78%



Propeller efficiency

Heart: 90%

Standard: 85%

Motor efficiency

Heart: 97%

Closest comp.: 93%

Controller efficiency

Heart: 99.7%

Closest comp.: 98.9%

Battery packing efficiency

85%

Source: Heart testing

Heart Aerospace raises $35M Series A, lands order with United and Mesa Airlines for 200 aircraft

Aria Alamalhodaei @breadfrom / 9:52 PM GMT+2 • July 13, 2021

Comment

“Mesa has identified the ES-19 as a means to revive an entire passenger market within the United States, that unfortunately was lost due to the expenses associated with small turboprop aircraft. “

Jonathan Ornstein, CEO, Mesa

“The ES-19 represents the next generation of short-haul flying. As the technology evolves, larger-gauge aircraft can become more viable – that’s why its important that we're taking these bold steps now instead of waiting for the market to catch up.”

Scott Kirby, CEO, United

Proprietary and confidential
© Hera Aerospace

In 1994, nineteen-seaters served hundreds of communities across the USA

PRIVATE AND CONFIDENTIAL, © Heart Aerospace

Three challenges of regional aviation

Profitability

- Low profitability of regional aviation
- High acquisition and maintenance costs

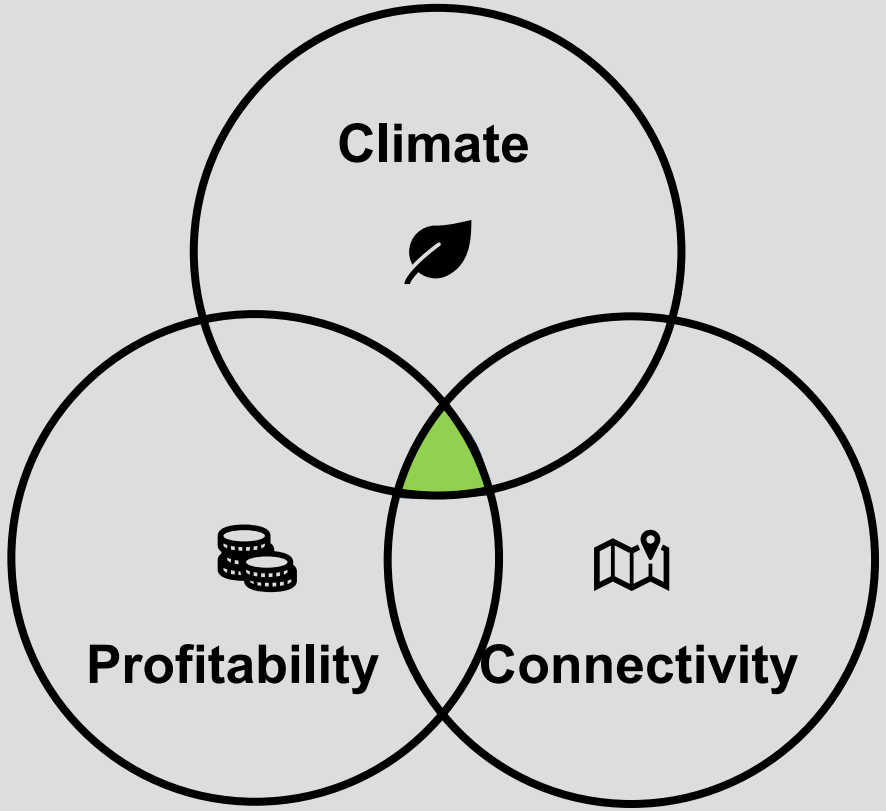
Accessibility

- Aviation only growing in major hubs
- Regional airports are underused

Climate

- Aviation accounts for 3% of global CO_2 emissions
- Emissions growing exponentially

Electric air travel can be the solution to these problems



2022
2021
9
100

We’ve built an experienced and diverse team

- 100+ employees
- Worked on over 100+ aircraft projects worldwide
- Certified aircraft on five different continents

AIRBUS BOEING BOMBARDIER EMBRAER Gulfstream

Hondajet MITSUBISHI AIRCRAFT CORPORATION NASA SAAB ZUNUM

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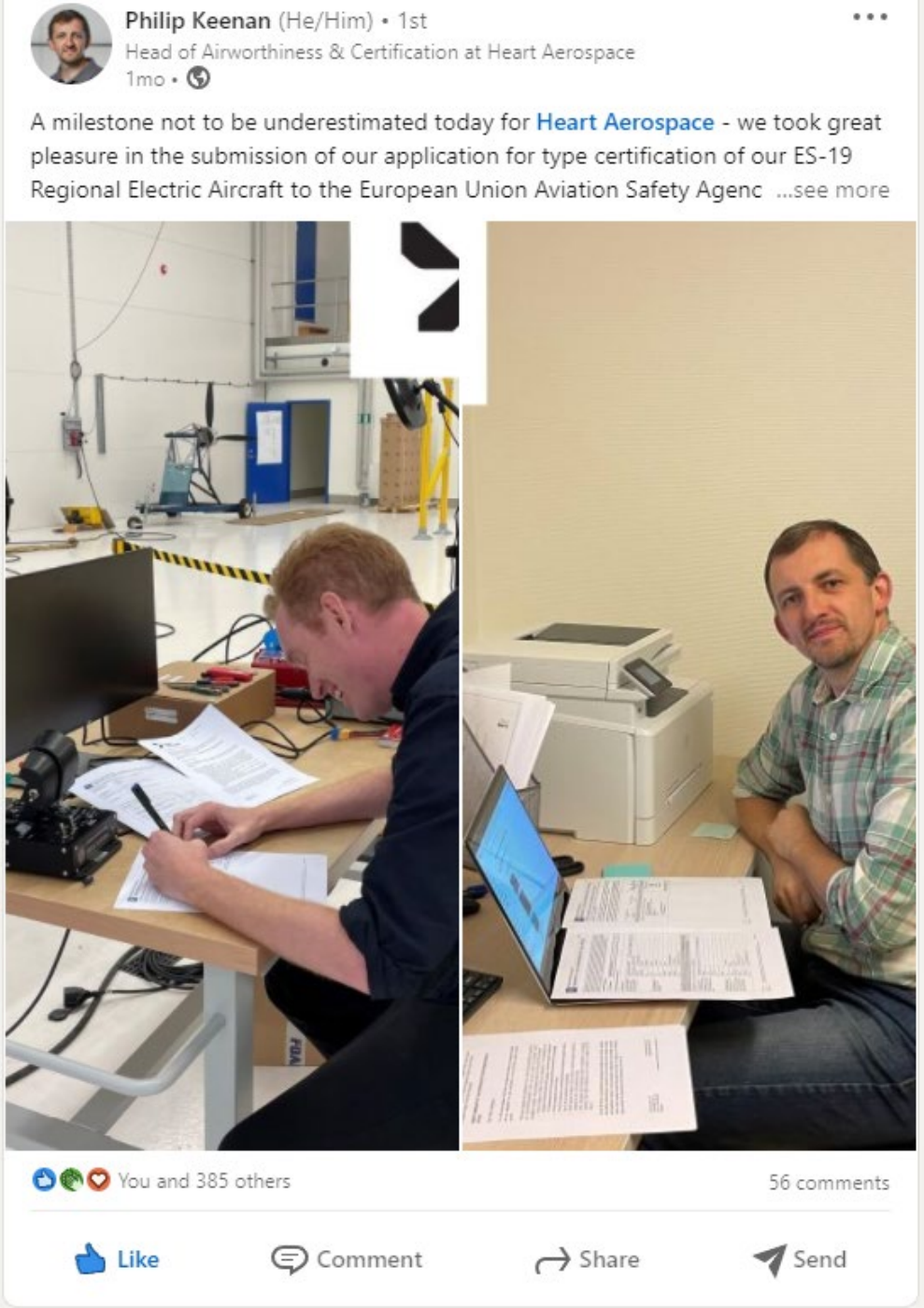
EASA
European Aviation Safety Agency



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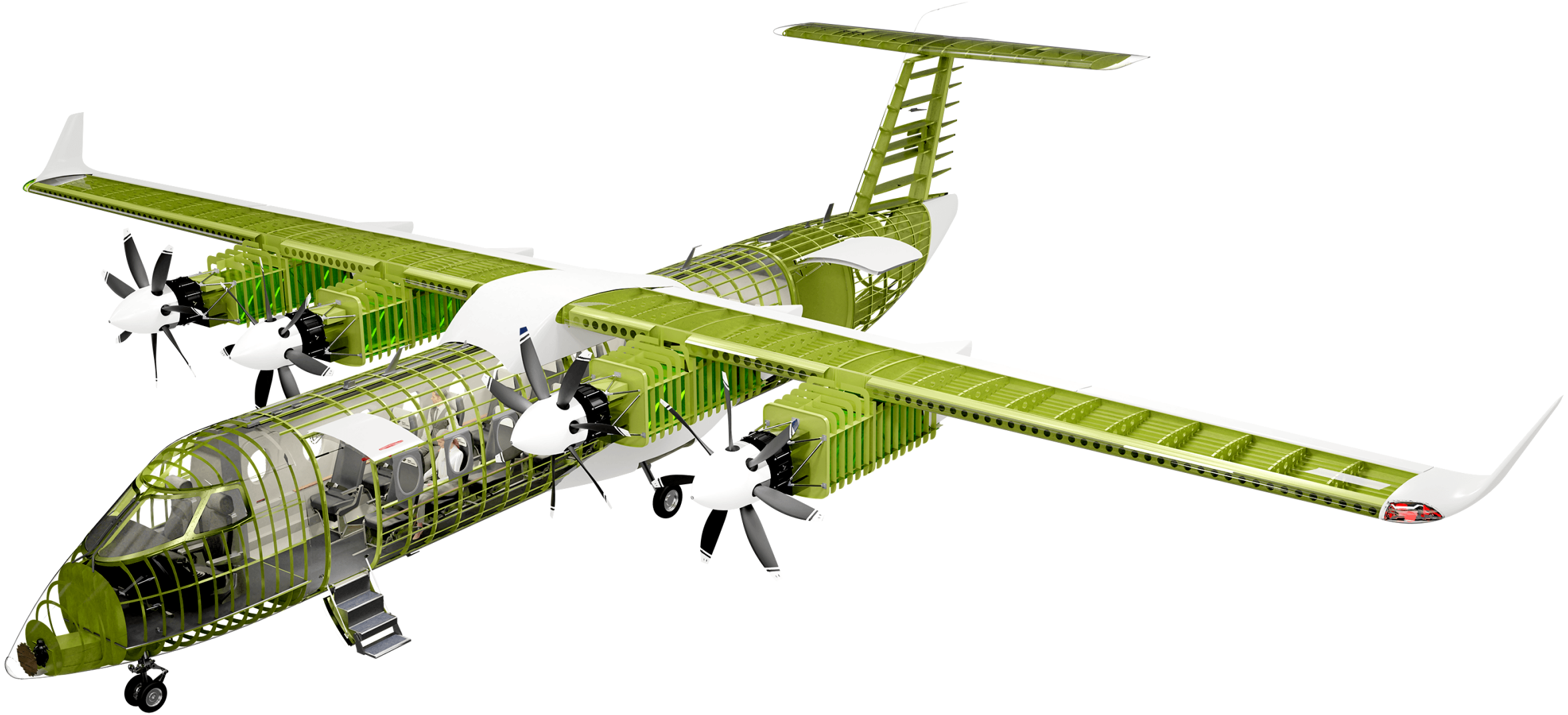
ES-19: A conventional aircraft with a novel propulsion system



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Key suppliers already signed on

Airframe

AERnnova

Avionics

GARMIN™

Interior

Doors

Motors

Propellers

Power Electronics

Batteries

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People

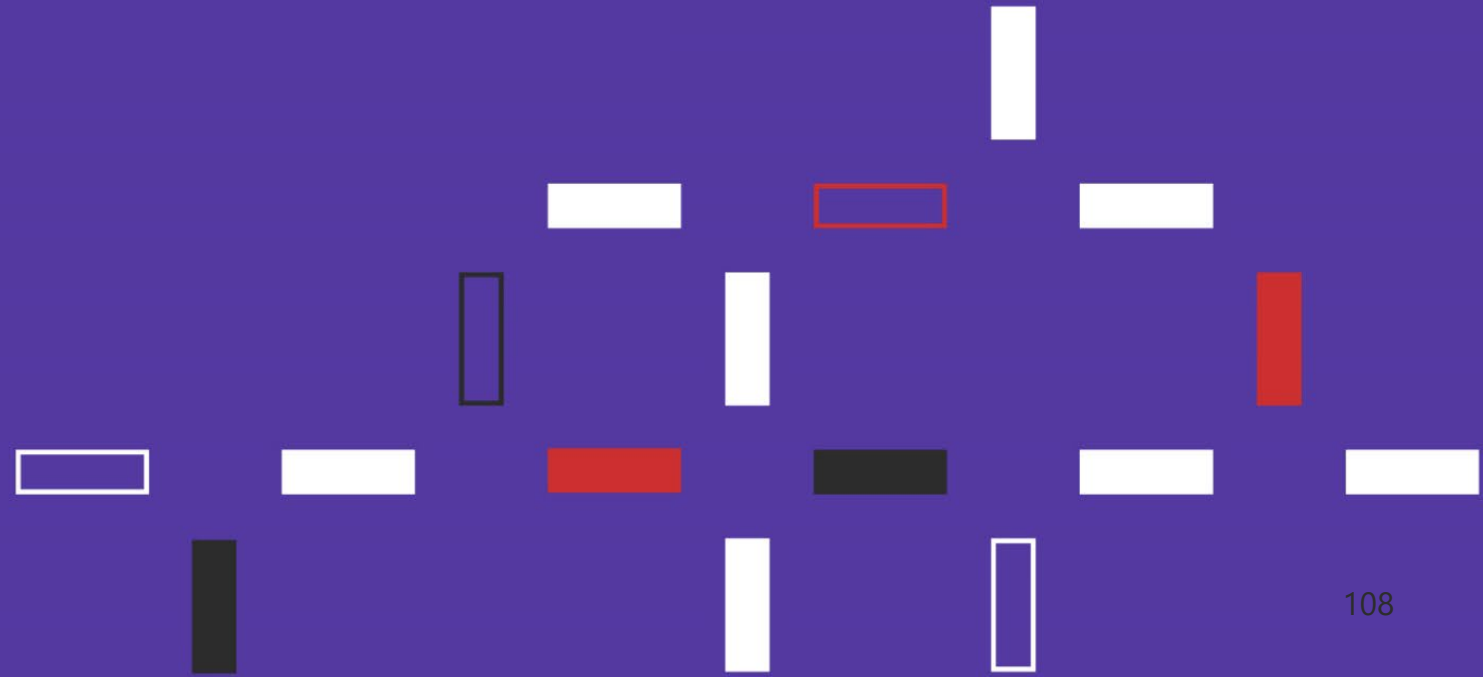
Collaborators

Certification

Thank you!

European Innovation Council

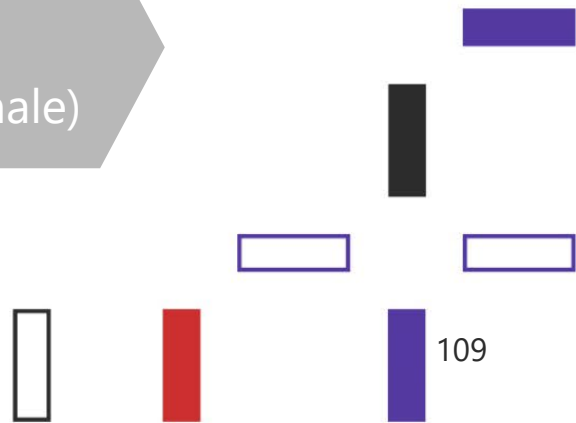
The European Innovation Council – why?



European Innovation Council

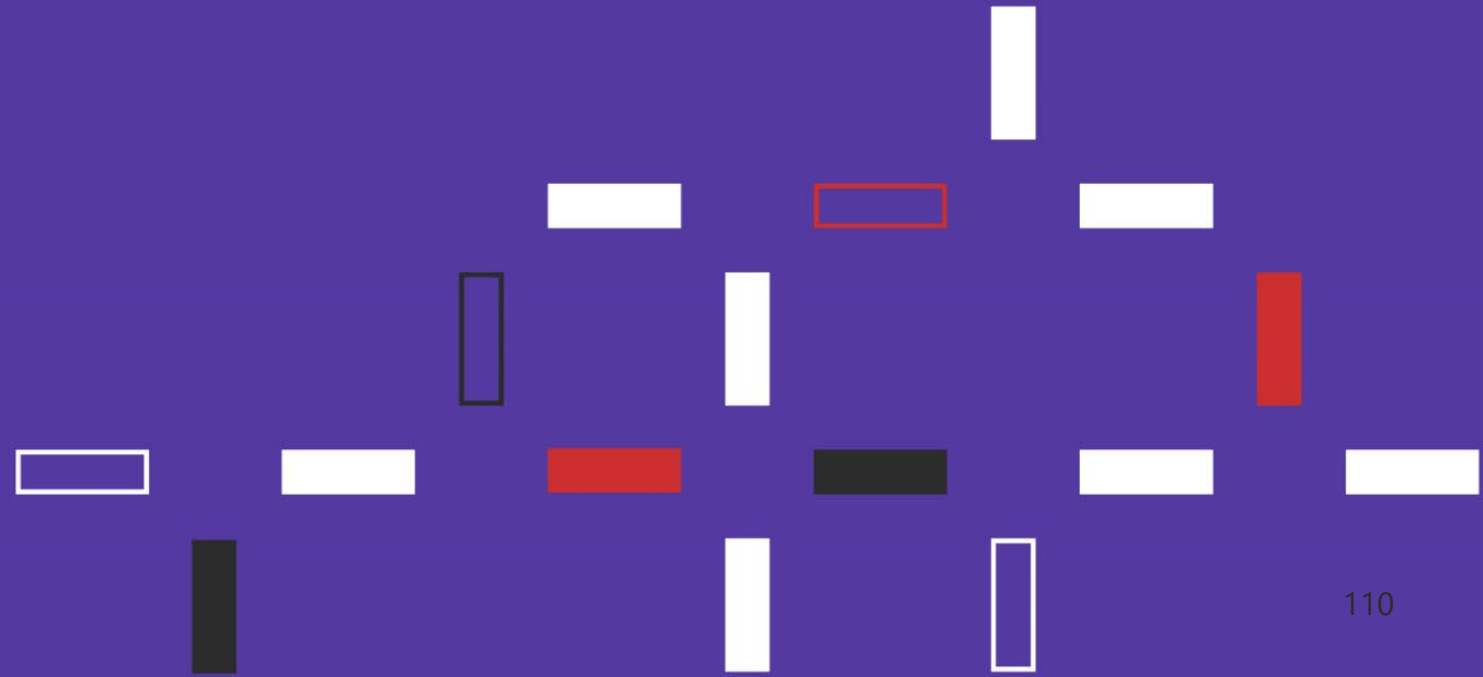
What's holding back European innovation?

Innovation **performance**	• **Strong research performance not translated** into innovation • **Lack of breakthrough/ disruptive innovations** that create new markets
Innovation **funding**	Financing gaps (2 "valleys of death") in • **Transition** from lab to enterprise • **Scaling up** for high-risk innovative start-ups
Innovation **ecosystem**	• Many national & local ecosystems, but **fragmented at European** level • Need to **include all regions and all talent** (especially female)



European Innovation Council

EIC Accelerator



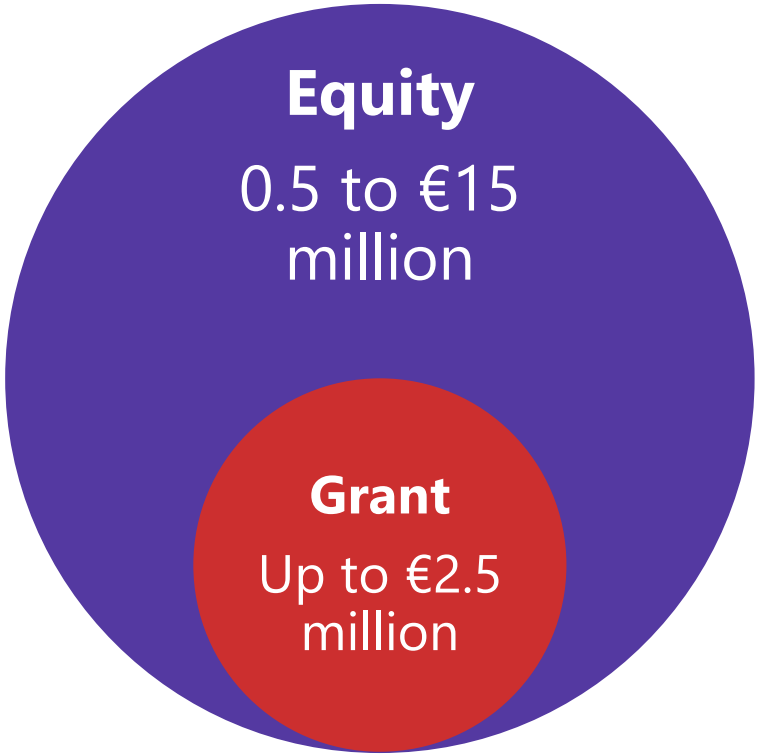
Accelerator

European Innovation Council

- Supports **start-ups or SMEs to scale up** high impact innovations with the potential to create new markets or disrupt existing ones
- Focuses on innovations building on scientific discovery or technological breakthroughs ('**deep tech**').
- Significant funding over a long timeframe before returns can be generated ('**patient capital**').
- Open to innovations in **any field of technology** or application.
- **Later stages of technology** development as well as scale-up (TRL 5/6 or higher).
- The EIC support will act as a catalyst to **crowd in other investors** necessary for the scaleup of the innovation

What can you apply for?

EIC Blended Finance



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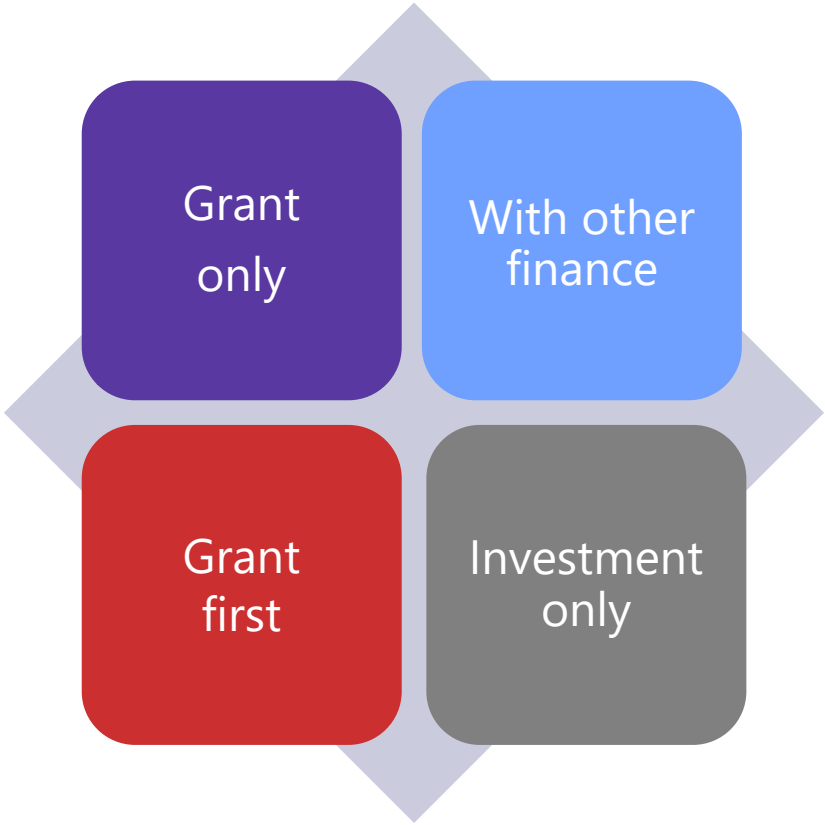
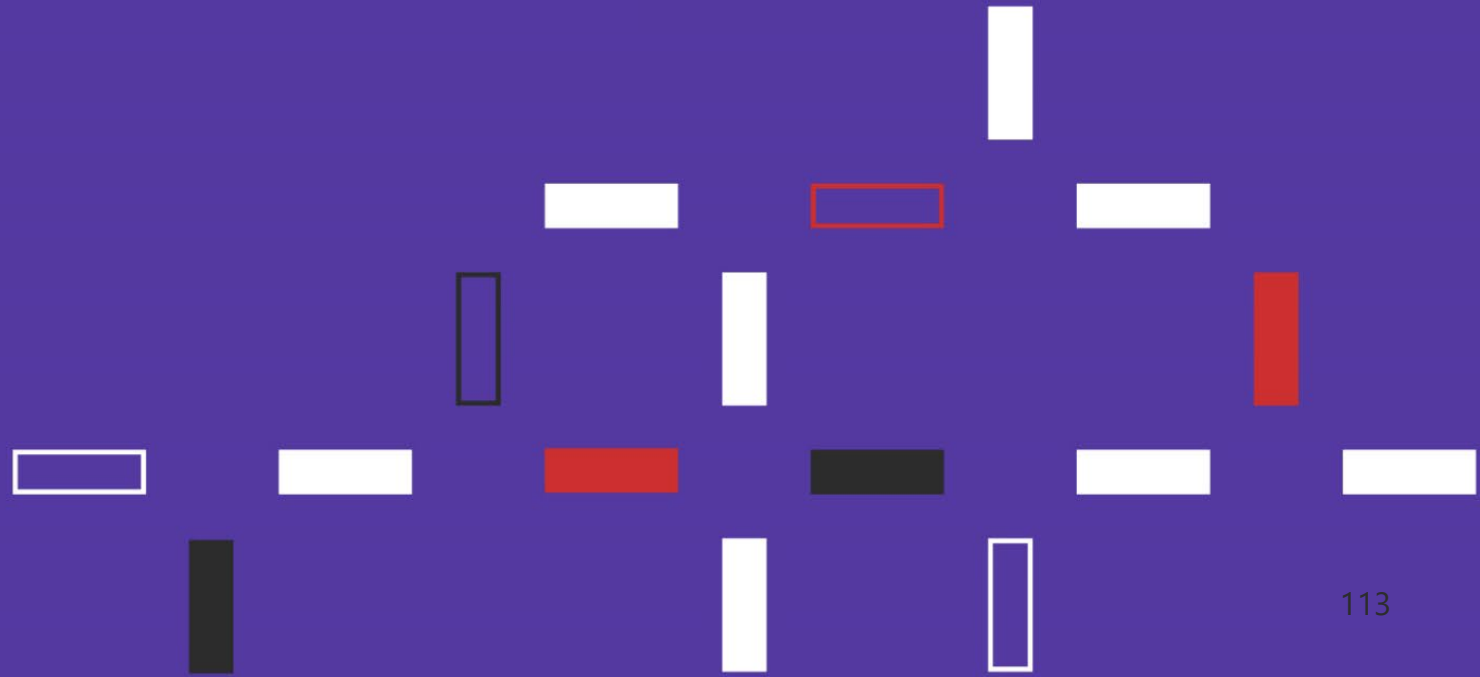


European Innovation Council

EIC Fund



Crowding-in principle

- The EIC **does not aim to replace/displace the market** but to de-risk the projects and attract other investors.
- Strategic investors **dramatically increase the chances of the companies to succeed**: provide expertise, mentoring and networking in specific industries and markets, key enabling technologies and business models:
- The EC Fund strives for larger rounds, thereby **multiplying the value of taxpayers' money** (EIC Advisory Board, Vision Paper: goal is to generate a **leverage effect** equal to 3 to 5 times).

European Innovation Council

How we select: a four-step evaluation process

1

- You have a disruptive / deep tech idea with a potential to scale up
- **Tell us your story** with short application **at any time**

2

- You prepare a full application with your **business plan**
- We will help you with a dedicated AI tool and free coaching

3

- **You submit your full proposal** at one of the regular cut-off dates
- Your application will be assessed by expert evaluators matched to your field

4

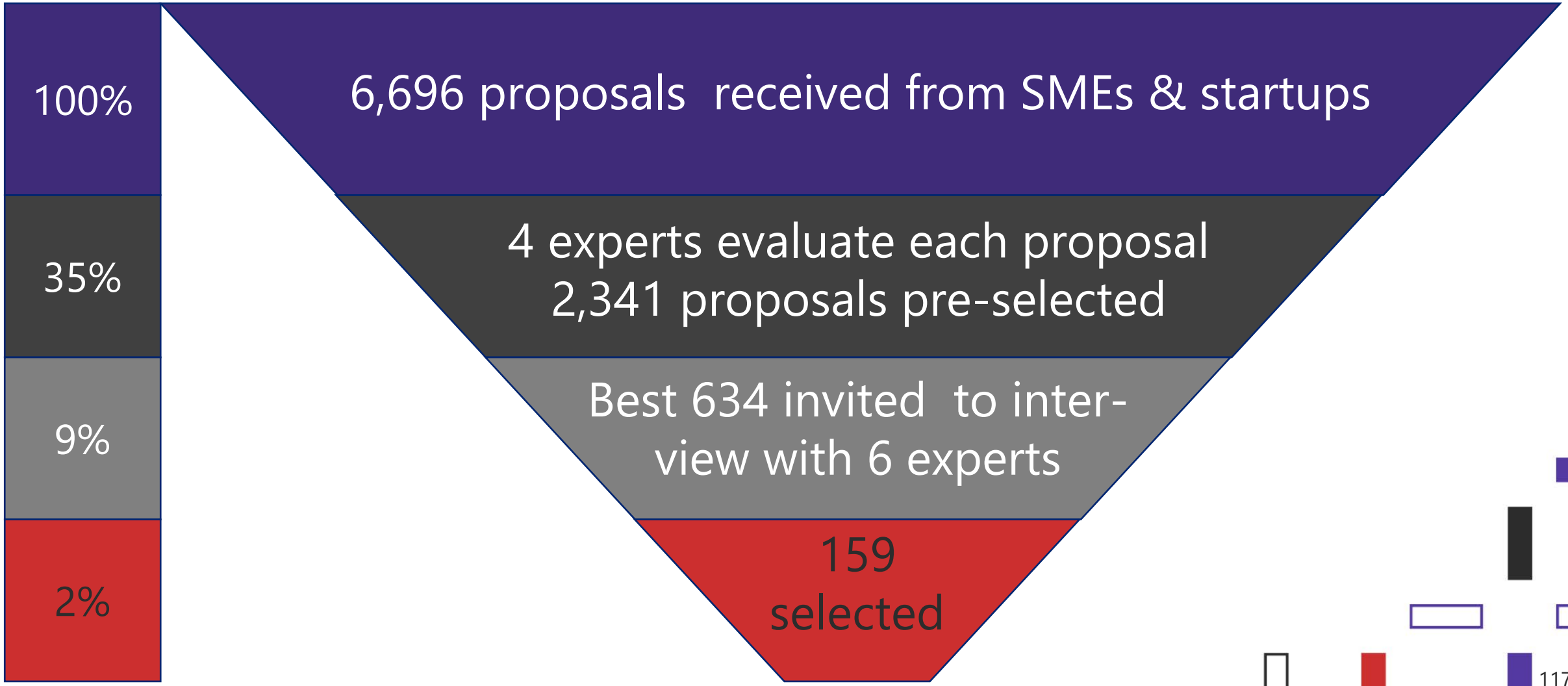
- **You pitch** your innovation to a Jury of experienced investors/ entrepreneurs
- If selected, you will sign the grant and start due diligence for the equity

European Innovation Council

Investment strategy

- The EIC Fund invests at **early stage** (seed, start-up, scale-up) from €0.5 to 15 million in the form of equity or quasi-equity.
- The Fund may reserve **follow-on capital** to invest in subsequent series.
- Startups and SMEs with **powerful promising teams** that gather all the skills needed to get the company off the ground and scale-up.
- The EIC Fund invests across **all technologies and verticals**, across **all EU countries** (and associated countries like Israel, Switzerland or Norway).
- The EIC Fund provides **patient capital** (investments will normally be made with a long average perspective (7-10 years) with a maximum of 15 years).
- The Fund usually targets **minority ownership** stakes (from 10 to 25%), and up to a blocking minority in cases identified by the EC as of strategic interest for the EU.

European Innovation Council



European Innovation Council

Thank you!

@EUeic

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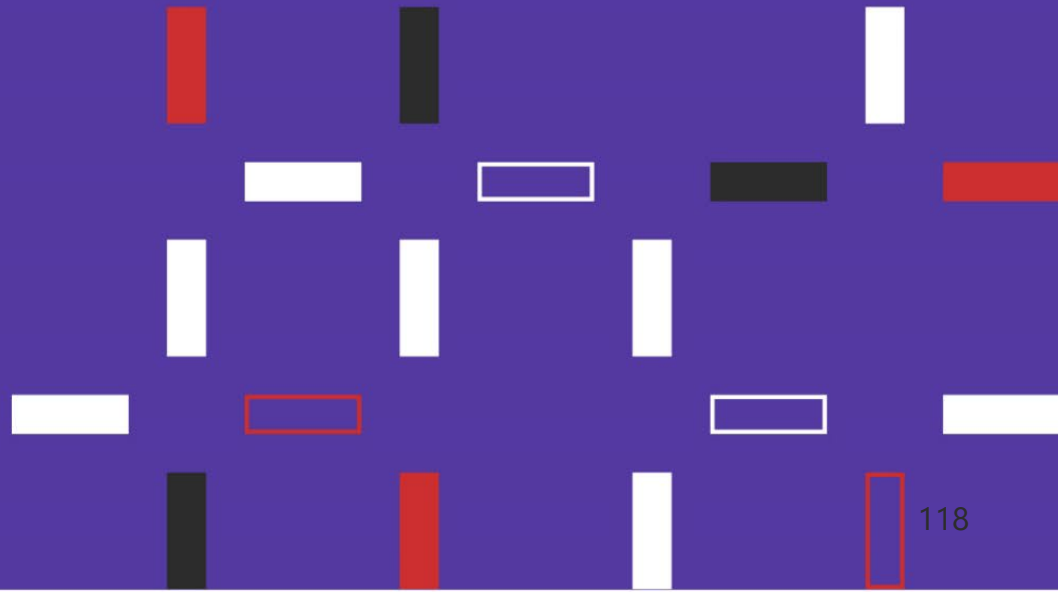

European eic INNOVATION Council BETA

LEAN VENTURES
Accelerating innovation

Andy Cars - EIC Jury Member

CEO, Lean Ventures International AB

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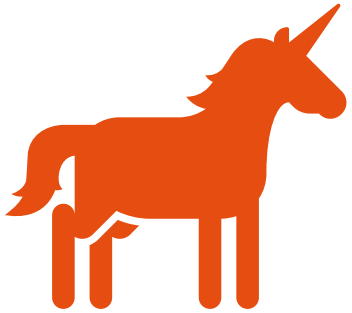
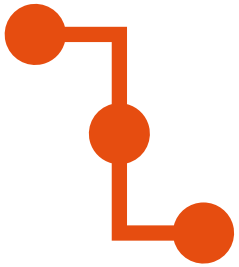
> €10 billion in total budget



Unicorn factory



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