



EC Support for Exploiting project results

REE4EU exploitation workshop
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European
Commission

RAW MATERIALS

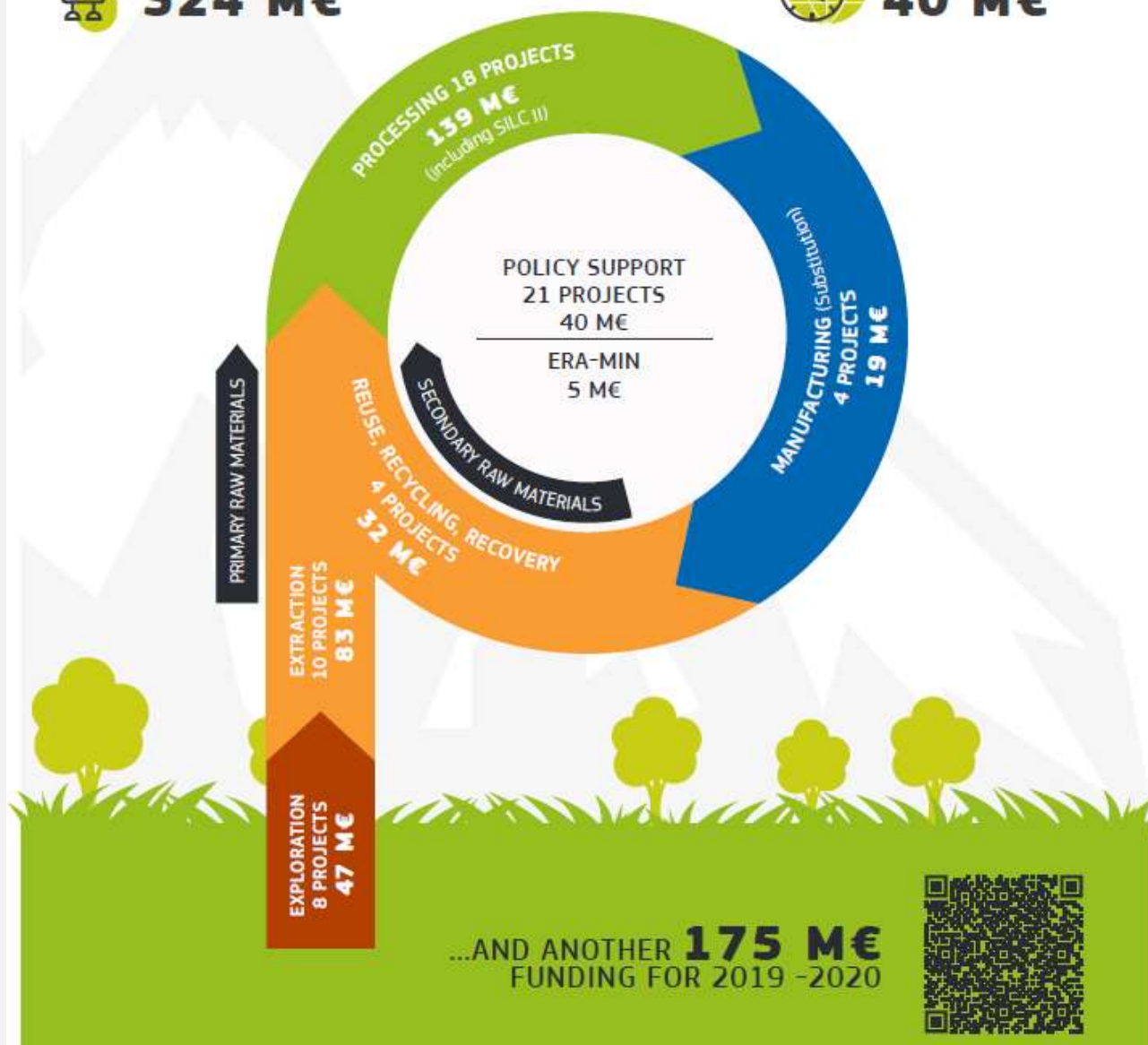
FIVE YEARS INTO HORIZON 2020



RESEARCH & INNOVATION
324 M€



POLICY SUPPORT
40 M€



Using the right terminology

Communication

promoting the action
itself and its results

Dissemination

public disclosure of the
results

Exploitation

utilisation of results

... in research.

... in creating/offering a product, process or
service.

... in standardisation activities.

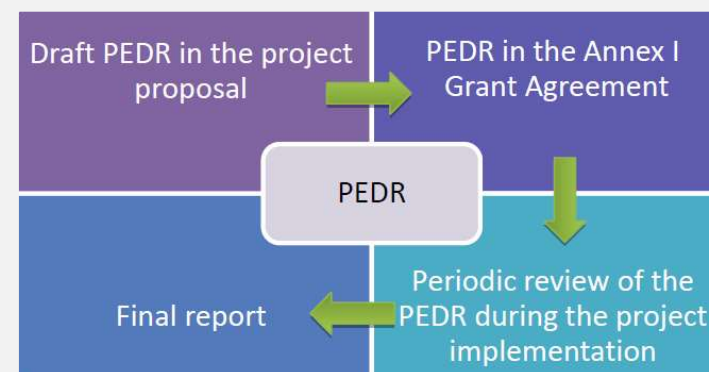
Within your project: Exploitation Plan

Ensuring project **results** lead to longer-term **impact**

- no plan on how to exploit = no impact
- no secured resources / budgets = your exploitation plan is likely to fail

Component of exploitation plan:

- exploitable results and their areas of application
- coverage and size of the target markets
- potential users
- main competitors and competitive advantages
- exploitation roadmap and business model
- type and timeline of planned dissemination activities
- planned management structures and procedures



Within your project: Innovation Radar review

- A data-driven methodology to deliver intelligence about FP-funded innovations and innovators, and their market readiness;
- Review by means of a questionnaire around 4 main questions
 - ✓ What are the highest potential innovations in EU funded R&I projects?
 - ✓ Who are the innovators behind these innovations?
 - ✓ What are the 'go to market' needs of any one of these high potential innovators?
 - ✓ What can the EC do offer to help getting the innovations 'out of the lab and into the market'?
- Done by independent IR expert, preferably with experience in valorizing/bringing to market of research results; combined with technical review meetings
- No contractual obligation → no effect on payments
- To safeguard IP concerns, only very limited information (general title of innovations) is made public on <https://www.innoradar.eu/>



Continuous emphasis on the exploitation component in H2020 Raw Materials

- Importance of Market Potential is evaluated, especially for Innovation Actions
- EASME session on the EIT Raw Materials Summit in Berlin
- Industry experts (as well as non-industry experts) are encouraged to register as an expert for project monitoring or evaluations

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/work-as-an-expert>



Assistance & financial support (within & beyond)

GUIDANCE

Your Europe Business*

https://europa.eu/youreurope/business/index_en.html

Practical guide to doing cross-border business in Europe

Enterprise Europe Network & IPR Helpdesk

<http://een.ec.europa.eu> & <https://www.iprhelpdesk.eu>

Networks - Guidance - Helpline - Training

Access to Finance for SMEs

www.access2finance.eu &
<http://europa.eu/youreurope/business/funding-grants/access-to-finance/search/en/>

Access to EU loans and venture capital through local financial intermediaries (banks, leasing companies and venture capital funds).

European Investment Project Portal

<https://ec.europa.eu/eipp/desktop/en/index.html>

Portal for EU project promoters seeking finance for projects of 1M+ EUR from potential investors worldwide

***Support Service for the Exploitation of Research Results**

FINANCIAL INSTRUMENTS

EIT Raw Materials

<https://eitrawmaterials.eu/>

Raw Materials Innovation Community. Access to industry partners to turn results into viable products. Business creation service.

Erasmus for Young Entrepreneurs

www.erasmus-entrepeneurs.eu

Cross-border exchange programme for new or aspiring entrepreneurs

The SME Instrument

<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/sme-instrument>

Funding for:

- PHASE I concept & feasibility studies (<=EUR 50k);
 - PHASE II Demonstration, market replication, R&D and product development (EUR 500k to EUR 2.5 million);
- Business acceleration services (PHASE III) in cooperation with Enterprise Europe Network.

→EIC Accelerator

<https://ec.europa.eu/research/eic/index.cfm?pg=funding>

Previously SME Instrument Phase II and III

Fast Track to Innovation

<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/fast-track-innovation-pilot>

- Supports close-to-the-market innovation activities open to industry-driven **consortia**
- stimulate the participation of first-time applicants to EU research and innovation funding
- to nurture trans-disciplinary and cross-sectoral cooperation

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European Innovation Council (EIC)

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

The Enhanced EIC pilot supports top-class innovators, entrepreneurs, small companies and scientists with bright ideas and the ambition to scale up internationally. It brings together the parts of Horizon 2020 that provide funding, advice and networking opportunities for those at cutting edge of innovation; Launched in late 2017

It brings together the different EU SME support & business acceleration tools, including:

- **EIC Accelerator Pilot:**
- **Fast Track to Innovation (FTI)**
- EIC Pathfinder Pilot: for Future Emerging Technologies (FET), e.g. decarbonisation

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Support Service for the Exploitation of Research Results (SSERR)

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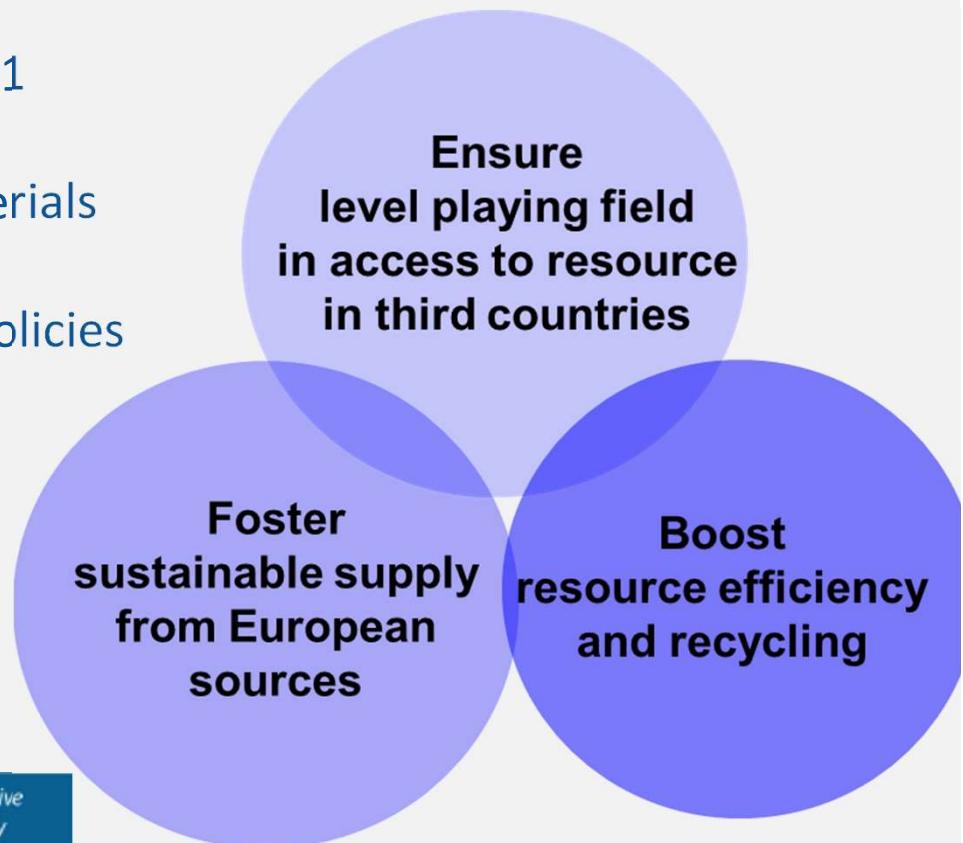
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- Intended for H2020 SC3 projects (*Secure, clean and efficient energy*)
 - Project Risk Analysis
 - Exploitation Strategy Seminars
 - Business Plan Development
 - Brokerage Events
 - Assistance for Patenting
 - Ad-Hoc Services

Info: <http://sserr.meta-group.com/>



EU Policy - “Raw Materials Initiative”

- Aim: securing sustainable supplies of raw materials
- Launched in 2008, consolidated in 2011
- Non-energy, non-agricultural raw materials
- Connecting EU external and internal policies
- Integrated strategy (3 pillars)
- Introduced list of 14 Critical Raw Materials (CRM) in 2010, updated 20 CRMs in 2014, updated 27 CRMs in 2017





EC Support in Raw Materials after H2020

- Critical Raw Materials remain on the EU agenda
- New Raw Materials Criticality Assessment in 2020 (supported by the SCRREEN project (<http://screen.eu/call-for-experts/>))
- Currently project SCRREEN is supporting in the 2020 - update of the CRM list (ongoing)
- Call 2020 contains a CSA (Policy Action) on an Expert Network for CRM
- Raw Materials are included in Horizon Europe

Horizon Europe



Specific objectives of the Programme

Support the creation and diffusion of high-quality knowledge

Strengthen the impact of R&I in supporting EU policies

Foster all forms of innovation and strengthen market deployment

Optimise the Programme's delivery for impact in a strengthened ERA



Pillar 1 Open Science

European Research Council

Marie Skłodowska-Curie Actions

Research Infrastructures



Pillar 2 Global Challenges and Industrial Competitiveness

Clusters

- Health
- Inclusive and Secure Society
- Digital and Industry
- Climate, Energy and Mobility
- Food and natural resources

Joint Research Centre



Pillar 3 Open Innovation

European Innovation Council

European innovation ecosystems

European Institute of Innovation and Technology

Strengthening the European Research Area

Sharing excellence

Reforming and Enhancing the European R&I system

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Thank You



Overview of raw materials projects:
<https://sc5.easme-web.eu/?theme=green>
(filter "raw materials")

EASME on Twitter



@H2020EE • @H2020SME • @EEN_EU • @EU_ECOINNO

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