

**ORIZONT 2020**



MINISTERUL  
EDUCAȚIEI  
NAȚIONALE

**“SME INSTRUMENT” IN HORIZON 2020  
CALLS FOCUSED ON CLIMATE AND  
ENVIRONMENT.**

**PRACTICAL ASPECTS**

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# SME instrument – a “horizontal” tool valid for several challenges in H2020

BG-12-2014: Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth

BIOTEC-5a-2014: SME boosting biotechnology-based industrial processes driving competitiveness and sustainability

.....

NMP-25-2014: Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs

.....

**SC5-20-2014: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials**

.....

## Why and What it means ?

- To facilitate tech-transfer
- To be close to the market (rapid implementation of new tech)
- Facilitate participation of SMEs in R&D area
- Support job creation in highly skilled areas
- ....
- SMEs takes the lead of tech-development and knowledge creators are “service providers”
- “green businesses” are also encouraged and supported
  
- Practically – risk is taken by the funder (EC) while the SMEs are beneficiaries as funding is 70% of the total eligible costs
- .....
- There are 3 phases planned (also risk management)

# Phase 1 – feasibility study

**Aim:** verifying the technological/practical as well as economic viability of an innovation idea /concept with considerable novelty to the industry sector in which it is presented

**What:** An initial (elaborated) business plan based on the proposed idea/concept

**How much:** 50,000 €

**How long:** 6 months

## Phase 1 – feasibility study (2)

**Amounts:** The total eligible cost for a phase 1 project has been fixed at EUR 71,249.

Applying the co-financing rate of 70%, the amount of the grant is established at EUR 50,000

**Forms:**

[http://ec.europa.eu/research/participants/data/ref/h2020/call\\_ptef/pt/h2020-call-pt-sme-1\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/call_ptef/pt/h2020-call-pt-sme-1_en.pdf)

**Risk of not passing to phase 2:** The lump sum will be paid for a completed feasibility study if the reporting obligations are fulfilled and tasks have been carried



## Phase 2 – innovation

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**Aim:** to fund innovation projects that demonstrate high potential in terms of company competitiveness and growth underpinned by a strategic business plan. It should include a commercialisation plan.

**What:** demonstration, testing, prototyping, piloting, scaling-up, miniaturisation, design, market replication, etc. (at least TRL 6)

**How much:** 500,000 € - 2,000,000 €

**How long:** up to 24 months



## Phase 3 – “Maturity”

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**Aim:** to offer indirect support measures and services as well as financial facilities supported under Access to Risk Finance.

Applicants can provide up to three names of persons that **should not act as an evaluator** in the evaluation of their proposal **for potential competitive reasons.**

## What is offered in fact .....

Coaching and mentoring support during phase 1 and phase 2 via the Enterprise Europe Network and delivered by a dedicated coach through consultation and signposting to the beneficiaries.

### Activities:

- support in identifying growth potential,
- developing a growth plan and maximising it through internationalisation;
- strengthening the leadership and management skills of individuals in the senior management team and developing in-house coaching capacity;
- developing a marketing strategy or raising external finance



## What is expected (impact) .....

- **Enhancing profitability and growth performance** of SMEs by combining and transferring new and existing knowledge into innovative, disruptive and competitive solutions seizing European and global business opportunities.
- **Market uptake and distribution of innovations** tackling the specific Challenge of 'Climate action, environment, resource efficiency and raw materials' in a sustainable way.
- **Increase of private investment in innovation**, notably leverage of private co-investor and/or follow-up investments.

The expected impact should be clearly described in qualitative and quantitative terms (e.g. on turnover, employment, market seize, IP management, sales, return on investment and profit).

# What next ?

**Step 1:** Choose “crazy” (but realistic in terms of technology and business) ideas. Keep in mind that the key work is “disruptive”.  
*(see FAQ: There is no specific/systematic way to assess the extent of disruptiveness of a solution)*

**Step 2:** submit proposals (step 1, or ... directly step 2)

**Step 3:** Implementation: choose the most appropriate specialists