

Small Business Innovation for Transport

Paul Gadd

Innovate UK

What we will Cover

- Horizon 2020
- EU SME Instrument
 - Up to 2.5m Eur, 70% intervention rate, Commercialisation of already developed product (\geq TRL6)
 - Outcome:
 - a new product, process or service that is ready to face market competition;
- Next steps

What is Horizon 2020?

- The biggest EU Research and Innovation programme ever with nearly €80 billion of funding available over 7 years (2014 to 2020)
- Emphasis on excellent science, industrial leadership and tackling societal challenges
- The goal is to ensure Europe
 - produces world-class science,
 - removes barriers to innovation
 - makes it easier for the public and private sectors to work together in delivering innovation.



SME Funding Opportunities under Horizon 2020 (and associated programmes**)

Societal Challenges & Industrial Leadership		Eurostars **	SME Instrument	Fast Track to Innovation
Research-Driven Projects	Innovation-Led Projects	Near to market R&D Projects	Demonstration market replication	Demonstration market replication
100% Funding	70% Funding	60% Funding	70% Funding	70% Funding
Consortia – min 3 partners, 3 countries	Consortia – min 3 partners, 3 countries	1 additional non-UK partner	Single SME (also groups)	5 from 5 countries, Min. 3 from 3
Value Varies	Value Varies	Up to €360K	Phase 1: €50k Phase 2: €0.5 - 2.5m	Maximum 3m
Prescriptive & Thematic Calls	Prescriptive & Thematic Calls	Bottom-Up Projects – no thematic focus	Thematic Calls, but flexible projects	Bottom-Up Projects – no thematic focus

SME Instrument - What is it?

What

- New for H2020
- For SMEs with tech developed to TRL6 or above, EU funding focused on taking things to market (not tech development)
 - It's not about product, it's about the market
- Aiming to support ground-breaking product that will disrupt the market at EU (or world) level
 - can't be UK focused market

Who

- Only SMEs can take part
- Can be single entry or consortium (of SMEs)
- No unis or large companies as partners, though they can be sub contractors
- “Open to everyone, but not everyone can do it” – need to target companies at the right point in time

When

- Open all the time with cut offs (like SMART)

Phased Approach

- Phase 1 - Feasibility Study
- Phase 2 - Innovation Project
- Phase 3 - Commercialisation



Phase 1

- Lump sum of €50k (at 70% intervention)
 - Total project size is €71,429
- Up to 6 month duration
- Proposal (10 pages) is draft business plan and feasibility study
- Project is for exploring and assessing the technical feasibility and commercial potential of a breakthrough innovation that a company wants to exploit and commercialize
- Outcome: a feasibility study (technical and commercial), including a business plan.

Phase 1 activities

- Could be
 - risk assessment
 - design or market studies
 - user involvement
 - intellectual property exploration
 - innovation strategy development
 - partner search
 - feasibility of concept
- “Should the conclusion of the study be that the innovative concept has the potential to be developed to the level of investment readiness/market maturity, but requires additional funding in view of commercialisation, the SME can apply for Phase 2 support”

Phase 2

- Up to €2.5m (at 70% intervention)
 - Total project size is up to €3.57m
- Around 1 to 2 years in duration
- Proposals should demonstrate high potential in terms of applicant's competitiveness and growth underpinned by a strategic business plan.
- Outcome
 - a new product, process or service that is ready to face market competition;
 - a business innovation plan incorporating a detailed commercialisation strategy and a financing plan

Phase 2 Activities

- Should focus on innovation activities such as
 - prototyping
 - miniaturisation
 - scaling-up
 - design
 - performance verification
 - testing
 - demonstration
 - development of pilot lines
 - validation for market replication
- including other activities aimed at bringing innovation to investment readiness and maturity for market take-up.

Phase 3

- Support which can include
 - support for further developing investment readiness
 - linking with private investors and customers through brokerage activities
 - assistance in applying for further EU risk finance
 - [Enterprise Europe Network](#) (EEN) support
- Indirectly funded

Submission Dates (all 1700 Brussels Time)

Rolling programme so no absolute cut-off

- Phase 1

24 Feb 2016

3 May 2016

7 Sep 2016

9 Nov 2016

15 Feb 2017

3 May 2017

6 Sep 2017

8 Nov 2017

- Phase 2

3 Feb 2016

14 April 2016

15 June 2016

13 Oct 2016

18 Jan 2017

6 April 2017

1 June 2017

18 Oct 2017

Evaluation

- Three Criteria each scored out of 5
 - Excellence
 - Impact (1.5. times weighted for SME Instrument for those above threshold)
 - Quality and Efficiency of the Implementation
- Phase 1
 - At least 4 out of 5 for each criteria
 - Threshold is at least a total of 13 points
- Phase 2
 - Impact must be at least 4 out of 5 (and is assessed first)
 - Threshold is at least a total of 12 points

Next Steps?

- If this sounds of interest, please talk to us...

National Contact Points

- Free help, support, advice and guidance to any organisation considering participating in Horizon 2020
- Team of Government funded UK based individuals to support particular areas
- One specifically for Transport: Louise Mothersole NCP-Transport@Innovateuk.gov.uk
- One specifically for SMEs: Dr Jane Watkins NCP-SME@Innovateuk.gov.uk
- Where these intersect, we work together

Summary: EU SME Instrument

- Large amount of funding available
- Single SME with **TRL6 or above** can apply
- Very competitive, but if you are in the right space UK has a good success rate
- Other H2020 opportunities
- Other Innovate UK opportunities
- Please talk to the team – Innovate UK, NCP or EEN

Any Questions?

Louise.Mothersole@innovateuk.gov.uk

Paul.gadd@innovateuk.gov.uk

Innovate UK

North Star House, North Star Avenue, Swindon SN2 1UE

Tel: +44 (0)1793 442 700

Email: support@innovateuk.gov.uk

www.innovateuk.gov.uk