

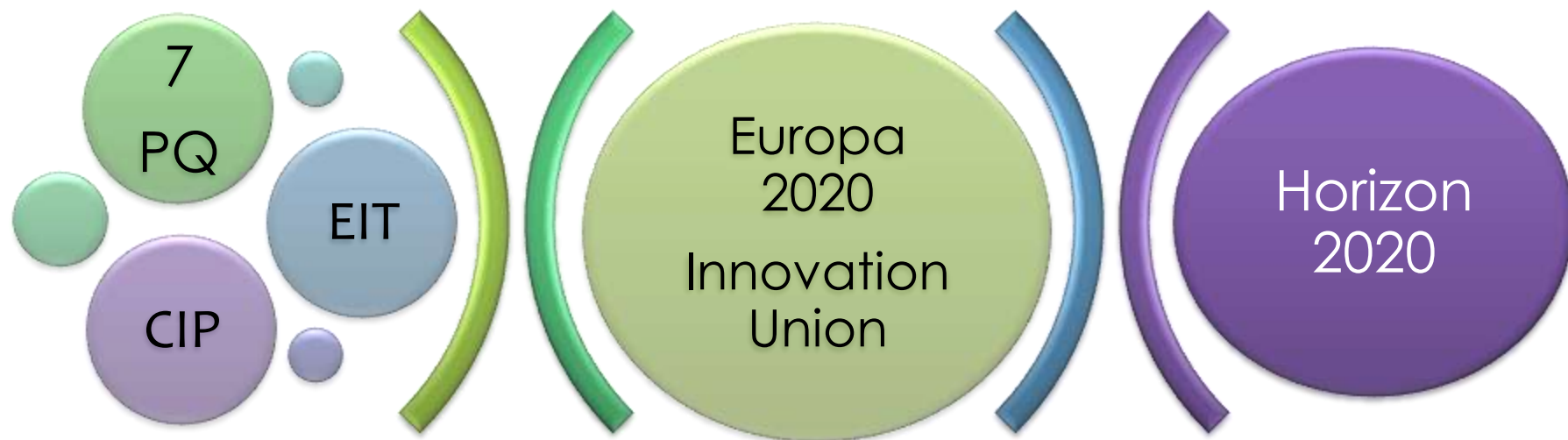
Horizon 2020

Le opportunità per le Piccole e Medie Imprese

Udine, 11 febbraio 2014



Verso Horizon 2020



2007 - 2013



2014 - 2020



Ente di ricerca non profit

Nasce come “Task Force” del Ministero dell’Università e della Ricerca.

25 anni di
esperienza



MISSION

- Promuovere e Supportare la **Partecipazione Italiana** ai programmi europei di ricerca su sviluppo e innovazione
- Migliorare la “**Qualità**” della partecipazione italiana nei programmi europei di ricerca su sviluppo e innovazione.

APRE ospita tutti i National Contact Point H2020 in Italia

[COSA è APRE?]





[MISSION]

Le opportunità per le PMI in Horizon 2020

Definizione di PMI

La definizione di PMI utilizzata dalla Commissione (da 01/01/2005):

- ❑ **Impegnata in una attività economica**
- ❑ **< 250 addetti**
- ❑ **Fatturato annuo di \leq € 50 Milioni oppure un bilancio totale di \leq € 43 Milioni**
- ❑ **Autonoma**



Definizione:

http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm

Guida alla nuova definizione:

http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/sme_user_guide_it.pdf

Supporto alle PMI: approccio integrato

20% del
budget in
LEITs & SCs

Progetti collaborativi

13%

Strumento PMI

7%

'Innovation in
SMEs'

Eurostars II
Enhancing Innovation Capacity
Market-driven Innovation

Access to Risk Finance

Le PMI in H2020

Excellent Science

- **European Research Council**
 - Frontier research by the best individual teams
- **Future and Emerging Technologies**
 - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
 - Opportunities for training and career development
- **Research infrastructures** (including e-infrastructure)
 - Ensuring access to world-class facilities

Industrial Leadership

- **Leadership in enabling and industrial technologies**
 - **ICT, nanotechnologies, materials, biotechnology, manufacturing, space**
- **Access to risk finance**
 - Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**
 - Fostering all forms of innovation in all types of SMEs

Societal Challenges

- **Health, demographic change and wellbeing**
- **Food security, sustainable agriculture, marine and maritime research & the bioeconomy**
- **Secure, clean and efficient energy**
- **Smart, green and integrated transport**
- **Climate action, environment, resource efficiency and raw materials**
- **Inclusive, innovative and reflective societies**
- **Security society**

European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)

EURATOM

Le PMI nei progetti collaborativi *

R&I Actions

Basic research, applied research, technology development and integration, and testing e validation on a small scale prototype in a laboratory or simulated environment

Funding rate: 100%

Innovation Actions

Prototyping, testing, demonstrating, piloting, large - scale product validation and market replication

Funding rate: 70/100%

* **Approccio top-down**

Lo Strumento PMI *



Concept e
 valutazione della
 fattibilità

Idea to concept,
 risk assessment,
 technological & commercial
 feasibility



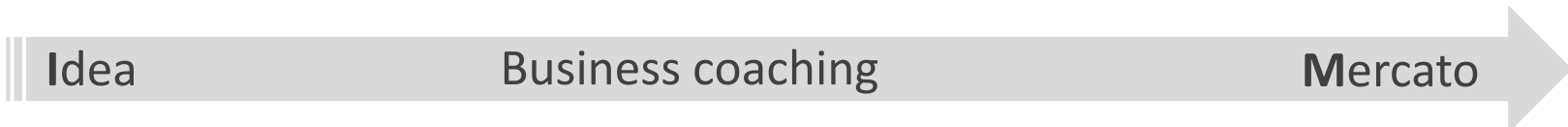
Dimostrazione,
 market replication
 R&D

Demonstration, prototyping,
 testing , market replication,
 scaling up, miniaturisation,
 research



Commercializzazione
 dei risultati

Quality label for
 successful projects,
 access to risk finance,
 indirect support



* Approccio prevalentemente *bottom-up*

Lo strumento PMI: le tre fasi

Phase 1: Concept and feasibility assessment

Input: Idea/Concept: "Business Plan 1" (~ 10 pages)
10% budget

Activities:
Feasibility of concept
Risk assessment
IP regime
Partner search
Design study
Pilot application
etc.

10% success →

Output: elaborated "Business plan 2"

Lump sum: 50.000 €
~ 6 months

Phase 2: R&D, demonstration, market replication

Input: "Business plan 2" plus description of activities under Phase 2 (~ 30 pages)
88% budget

Activities:
Development, prototyping, testing, piloting, miniaturisation, scaling-up, market replication, research

→ **30-50% success**

Output: "investor-ready Business plan 3"

1-3 (5) M€ EC funding
~ 12 to 24 months

Phase 3: Commercialisation

Promote instrument as quality label for successful projects
Facilitate access to private finance

Support via networking, training, information, addressing i.a. IP management, knowledge sharing, dissemination

SME window in the EU financial facilities (debt facility and equity facility)
Possible connection to PPC (and PPI?)

No direct funding

Caratteristiche dello strumento PMI

- Indirizzato a tutti i tipi di PMI innovative che presentino una forte volontà di crescere, svilupparsi e internazionalizzarsi
- Solo PMI potranno richiedere finanziamenti (sostegno a una sola impresa è possibile, ma collaborazione certamente consigliabile)
- Competitivo, dimensione EU → solo migliori idee accedono alla fase 1
- Orientato al mercato; attività close-to-market: finanziamento al 70%
- Costituito da 3 fasi – piu' il coaching
- Possibilità di entrare nella fase 1 e fase 2
- Applicato in tutte le 'societal challenges' e 'key enabling technologies'

*SME Instrument = “Open call”**

Apertura call: 1° marzo 2014 (Fase 1 e Fase 2)

Scadenze/Cut off dates:

2014		2015	
<u>Fase 1</u>	<u>Fase 2</u>	<u>Fase 1</u>	<u>Fase 2</u>
18/06/2014	09/10/2014	18/03/2015	18/03/2015
24/09/2014	17/12/2014	17/06/2015	17/06/2015
17/12/2014		17/09/2015	17/09/2015
		16/12/2015	16/12/2015

* Stesse scadenze SME I all'interno di LEITs + SCs

SME I nelle LEITs – Il Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
ICT-37-2014/2015 Open Disruptive Innovation Scheme (implemented through the SME instrument)	€ 45 million 2014 € 45 million 2015	70%
NMP 25 – 2014/2015 Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	€ 21,80 million 2014 € 23,80 million 2015	70%
BIOTEC 5 – 2014/2015 SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability	€ 3,80 million 2014 € 2,40 million 2015	70%
SME-SPACE-1-2014/2015 Call “SME Instrument” 2014 and 2015	€ 8,50 million 2014 € 8,75 million 2015	70%

SME I nelle Societal Challenges – III Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
SC 1 - PHC 12- 2014-2015 Clinical validation of biomarker and/or diagnostic medical devices	€ 66,10 million 2014 € 45 million 2015	100%
SC 2 - SFS 8 – 2014-2015 Resource-efficient eco-innovative food production and processing	€ 9 million 2014 € 17 million 2015	70%
SC 2 - BG 12 – 2014-2015 Supporting SMEs efforts for the development-deployment and market replication of innovative solutions for blue growth	€ 3 million 2014 € 5 million 2015	70%
SC 3 - SIE 1 – 2014-2015 Stimulating the innovation potential of SMEs for a low carbon and efficient energy system.	€ 33,95 million 2014 € 37,26 million 2015	70%
SC 4 - IT.1 - 2014-2015 Small business innovation research for transport	€ 35,87 million 2014 € 38,96 million 2015	70%
SC 5 - SC5 – 20 – 2014-2015 Boosting the potential of small business for eco-innovation and a sustainable supply of raw material	€ 17 million 2014 € 19 million 2015	70%
SC 6 - INSO 9 – 2015 Innovative mobile e-government applications by SMEs.	€ 4 million 2015	70%
SC 6 - INSO 10 – 2015 SME business model innovation for inclusive societies.	€ 11 million 2015	70%
SC 7 - DRS 17 – 2014-2015 Protection of urban soft targets and urban critical infrastructures	€ 7 million 2014 € 7,4 million 2015	70%

Altre attività relative all'Industria in H2020

- Strumento per le PMI – mainstreaming (applicato in tutte le societal challenges e nelle LEITs)
- Sostegno delle PMI a alta intensità di ricerca: innovazione nelle start-ups, spin-offs and giovani imprese research-intensive (Eurostars2)
- Rafforzare le capacità di innovazione delle PMI (mentoring e coaching + other activities – ProInno...): Innovation in SMEs

Inoltre

- Partecipazione dell'Industria a piu' tradizionali progetti di ricerca collaborativa (tutte le tre priorità)
- Accesso alla finanza di rischio (prestiti e strumenti di equity)
- Scambio e mobilità dei ricercatori incluse le PMI (Marie Curie actions)
- Link all'accesso ai procurement

Link utili

Horizon 2020	http://ec.europa.eu/programmes/horizon2020/
Participant portal	http://ec.europa.eu/research/participants/portal/desktop/en/home.html
SME TechWeb	http://sme.cordis.europa.eu/home/index.cfm
APRE	http://www.apre.it/
COSME	http://ec.europa.eu/cip/cosme/index_en.htm
EEN	http://een.ec.europa.eu/
EEN - Italia	http://www.enterprise-europe-network-italia.eu/

GRAZIE PER L'ATTENZIONE!

APRE

Agenzia per la Promozione della Ricerca Europea
Via Cavour, 71
00184 - Roma
www.apre.it
Tel. (+39) 06-48939993
Fax. (+39) 06-48902550

Antonio Carbone

carbone@apre.it

***National Contact Point
SMEs & Access to risk finance***