European Innovation Ecosystems
Online Info Session
07 September 2022
HOUSEKEEPING RULES

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#EIE2022

0_General
1_Connect - 02-01
2_Connect-02-02
3_Scaleup-02-01
4_Startup Europe
5_WomenTechEU
# AGENDA

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<th>Topic</th>
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<td>9.30 AM</td>
<td>Introduction and Opening</td>
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<td>09.45 AM</td>
<td>The European Innovation Ecosystems (EIE) work-programme</td>
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<td>10.00 AM</td>
<td>The EIE and Startup Europe Calls for proposals</td>
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Already on line

- Lump sums
- Financial support to third parties
- Make a good proposal
Opening

Birgit Weidel

Head of Department, EISMEA I
The European Innovation Ecosystems 2022 Work-Programme:

Fabienne Gautier

Head of Unit, EISMEA I-01
European Innovation Ecosystems in Horizon Europe

- Horizon Europe is implemented through work programmes which set out funding opportunities.

**HORIZON EUROPE**

**SPECIFIC PROGRAMME IMPLEMENTING HORIZON EUROPE & EIT**

*Exclusive focus on civil applications*

- Pillar I: EXCELLENT SCIENCE
  - European Research Council
  - Marie Skłodowska-Curie
  - Research Infrastructures

- Pillar II: GLOBAL CHALLENGES & EUROPEAN INDUSTRIAL COMPETITIVENESS
  - Clusters: Health, Culture, Creativity & Inclusive Society, Civil Security for Society, Digital, Industry & Space, Climate, Energy & Mobility, Food, Bioeconomy, Natural Resources, Agriculture & Environment

- Pillar III: INNOVATIVE EUROPE
  - European Innovation Council
  - European innovation ecosystems

**WIDENING PARTICIPATION AND STRENGTHENING THE EUROPEAN RESEARCH AREA**

- Widening participation & spreading excellence
- Reforming & Enhancing the European R&I system

**EURATOM**

- Fusion
- Fission
- Joint Research Center

**PILLAR 3 – OPEN INNOVATION:** stimulating market-creating breakthroughs and ecosystems conducive to innovation

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

- Aims to create more connected, inclusive and efficient innovation ecosystems that support the scaling of companies and spur innovation to address important challenges in a responsible way.

- The EIE WP contains 3 ‘destinations’: (→ expected impact)
  - **CONNECT**
    - Networking
  - **SCALEUP**
    - Business growth
  - **INNOVSMEs**
    - Increase R&I capacity towards global value chains & new markets

- Bottom-up approach
- Complementarity: EIC, EIT, WIDERA WP, Digital Europe, EEN, RIS3…
INNOVATION ECOSYSTEMS WORK PROGRAMME (2022)

CONNECT
- More inclusive networks & initiatives in EIE
  Call deadline 26/04/22
- Co-funded action plans for interconnected EIE
  Call deadline 27/09/22
- Integrating Social Innovation in EIE
  Call deadline 26/04/22
- Stimulating Innovation Procurements
  Call deadline 27/09/22

SCALEUP
- Expanding Entrepreneurial Ecosystems
  Call deadline 10/05/22
- Expanding Investments Ecosystems
  Call deadline 04/10/22
- WomenTechEU
  Women driving deep tech Startups
  Call deadline 04/10/22

Innovative SMEs

Instruments
- CO-Fund & CSA
  Total Budget 2022 ~30Mio*
- Total Budget 2022 ~38 Mio*

Instrument Co-Fund Action

*All budgets are indicative

https://eic.ec.europa.eu/eic-funding-opportunities/european-innovation-ecosystems_en
EIC WORK PROGRAMME 2022 – Support to Innovation Ecosystems

EIC Prizes

- **Capital Award**
  - Recognition prize
  - Categories ‘Capital of Innovation’ & ‘Rising Innovative city’
  - Call deadline 30/06/21

- **Prize for Women Innovators**
  - Recognition prize
  - Categories ‘Women Innovators’ & ‘Rising innovators’
  - Call deadline 18/08/22

- **Social Innovation Competition**
  - Categories ‘Challenge prize’ & ‘Impact prize’
  - Call deadline 17/05/22

- **Innovation Procurement Award**
  - Recognition prize (3 categories)
  - Call deadline 22/06/22

Startup Europe

- **Startup Europe synergies with EIC**
  - Deep tech & digital startups
  - Synergies with EIC & EIE
  - Call deadline 17/11/22

Total Budget
- EUR ~3 Mio

Instrument Prizes
- EUR 6 Mio

Instrument CSA

https://eic.ec.europa.eu/eic-funding-opportunities_en
The European Innovation Ecosystems and Startup EU Calls for proposals
Implementing co-funded action plans for interconnection of innovation ecosystems

Christina Nanou
Project Adviser, EISMEA I-01
Implementing co-funded action plans for interconnection of innovation ecosystems

National and/or regional innovation authorities, private actors, all relevant key stakeholders of innovation ecosystems from across the quadruple helix, (+SMEs, start-ups, social innovators, public-owned enterprises, academia, RTOs, technology transfer centres, investors, foundations, clusters, associations and the civil society, the EEN).

- Open, efficient inclusive and interconnected innovation ecosystems, for the joint definition of visions and strategies
- Synergies, complementarities and collaboration among stakeholders around promising areas and challenges of joint/European interest
- Increased innovation capacities in MS/AC, allowing innovators to bring their ideas into the market, innovations to be scaled up at EU level
- Better links between territories
- More innovation co-investments, fostering other funding leverages

<table>
<thead>
<tr>
<th>Type of Action</th>
<th>COFUND (50%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Indicative budget</td>
<td>8 m €</td>
</tr>
<tr>
<td>Expected EU contribution / project</td>
<td>2 m €</td>
</tr>
<tr>
<td>Expected grants to be signed</td>
<td>4</td>
</tr>
<tr>
<td>Estimated project duration</td>
<td>At least 5 years</td>
</tr>
<tr>
<td>Additional eligibility criterion</td>
<td>At least 3 legal entities from MS/AC</td>
</tr>
</tbody>
</table>

Set up of Grant Agreements:
Annual Work Plans
For 1st year: together with proposal
To implement multi-annual joint activities towards innovation deployment, while tackling challenges at EU, national, regional and local level.

Proposals should:

Present joint strategic visions and agreed innovation action plans (+details in annual programme of activities).

Explain the reasons for selecting the proposed strategic areas of cooperation (joint or EU).

Describe the activities, process and assets and ensure:

a) participation of private sector (implementation and/or co-funding)

b) inclusiveness & diversity (actors + territories)

c) complementarity and synergies (funds, policies/strategies, programmes EIT/KICs, EEN)

The plan should include:

a) core activities e.g. structures/tools for networking, sharing best practices/knowledge, join knowledge assets (methods, data, processes), market analysis – access to markets/finance, training/skills, open infrastructures, supportive activities for scaleup of innovative solutions, joint public procurement, social innovators integration)

b) additional joint activities (non eligible - in line with topic expected outcomes, e.g. cascade funding)

How the consortium will implement these activities, clear targets (+indicators), long term commitment.
How the topic is linked to the “preparatory action” topic in 2021? (HE-EIE-2021-CONNECT-01-01)

- This topic (CSA, 2021) will finance the preparation of joint action plans, i.e. explore areas and ways of cooperation, concretise and co-design these action plans.
- COFUND topic (2022) will finance the implementation of joint action plans that are mature and applicants already know what they want to achieve (areas of cooperation, activities, etc.).

Will successful projects of the “preparatory action” topic (2021) will get automatically financing for their implementation via the COFUND topic (2022)?

No. Successful projects do not automatically get funding for their implementation via the COFUND topic (2022). Operationally, this would not be feasible due to the close timeframe between the 2 calls.

Do the applicants need to form consortia of at least 3 partners from 3 different countries as in other HE calls?

The topic includes only one additional eligibility criterion: “Consortia must have at least three (3) independent legal entities”. These entities should be established in a Member State or Associated Country. No further requirements are provided with regards to their geographical establishment or coverage.

Can only public authorities participate under the call?

No. There is no restriction on the type of partners or their role, and how and by whom the project will be coordinated. However, the consortium composition may be evaluated in terms of reaching maximum impact and other criteria. Please note that topic also says: “Topic supports [...] action plans to enable authorities in charge of public national, regional or local innovation policies and programmes, with the participation of the private sector and research and innovation actors, to implement joint activities towards innovation deployment.”
**How the applicants can cover the co-financing of 50% (COFUND)?**
Can be covered by **any other public** (national, regional or a combination of both) **or private sources** – i.e. by the participating companies, as well as by other consortium partners and **it is entirely up to them to choose the source of the financing** (e.g., own resources, other funding, loans, etc…).

**Is there a possibility of combining Horizon Europe (HE) and Cohesion policy funds for the projects’ co-funding?**
Yes, provided it complies with the Common Provisions Regulation (CPR) 2021-2027.
Relevant articles: **CPR Article 73(2)(4), HE Article 15, also General Block Exception Regulation (GBER) Article 25c**.

**How the applicants confirm their commitment for the 50% co-funding?**
With **Letters of Intend (LoI)** at the time of the application (downloadable).
Need to be **duly signed and dated by each beneficiary**.
The coordinator gathers and submit all the LoI as a separate annex (single pdf document) to the application form (Part B).

**What is the Annual Work Programme (AWP) mentioned under the call?**
It is **mandatory doc** of the application (annex to Part B), since COFUND projects are multiannual (>5 years).
- **1st AWP**: key part of the proposal
- **AWP for subsequent years**: regular deliverables of the project.
**AWPs**:
- **Provide a detailed description of annual activities** of the project, in line with objectives & description of work (part B of proposal).
- **Includes**: **planned activities + initiated/completed activities**.

*Depending on the detail of part B of the proposal, it is not excluded that sections of this annex may overlap with part B.*
HORIZON-EIE-2022-CONNECT-02-02: Stimulating innovation procurement

Christina Nanou
Project Adviser, EISMEA I-01
Stimulating innovation procurement

Target groups

Public national, regional and/or local authorities, public-owned enterprises, SMEs and start-ups, incubators, accelerators, research institutions and technological organisations.

Expected Outcomes

- Establish long term policy frameworks (sectoral policies)
  - Establish action plans (+ spending targets, monitoring systems, incentives mechanisms) to stimulate innovation procurement
  - Adoption/scale up of joint procurement initiatives (cross-European)
  - Engagement of public buyers with SMEs, startups, incubators, accelerators, RTOs in driving innovation demand.
  - Improve SMEs and buyers skills and capacity (to match needs with innovative solutions)
  - Adoption of co-creation models to stimulate SMEs’ response to buyers needs

Type of Action

<table>
<thead>
<tr>
<th>Type of Action</th>
<th>COFUND (50%)</th>
</tr>
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<tbody>
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<td>4,5 m €</td>
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<tr>
<td>Expected EU contribution / project</td>
<td>1,5 m €</td>
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<td>Expected grants to be signed</td>
<td>3</td>
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<tr>
<td>Estimated project duration</td>
<td>At least 5 years</td>
</tr>
<tr>
<td>Additional eligibility criterion</td>
<td>At least 3 legal entities</td>
</tr>
<tr>
<td>Set up of Grant Agreements:</td>
<td>Annual Work Plans For 1st year: together with proposal</td>
</tr>
</tbody>
</table>

European Commission
HORIZON-EIE-2022-CONNECT-02-02

Stimulating innovation procurement

Scope

To boost the innovation procurement in Europe by engaging public and private buyers in the purchase of innovative solutions.

Proposals should:

- Develop action plans (+monitoring system) by public authorities + incentive mechanisms + policy frameworks
- Design a strategy and tools for exploitation of outputs by other actors, data collection
- Encourage dialogue and co-design of innovative solutions/products: matchmaking, brokering and expertise gathering entities (buyers, facilitators, competence centers)
- Create capacity and competence building
- Facilitate exchange on best practices (legal, design, implementation)
HORIZON-EIE-2022-SCALEUP-02-01: Expanding Investment Ecosystems

Vally Fidelman
Project Adviser, EISMEA I-01
### Target groups

- Business-acceleration providers: incubators, accelerators, company builders, innovation agencies, business clubs and networks
- Public/private VCs & networks, national/regional promotional banks

### Expected Outcomes

- Increased access to capital and investments in less connected innovation ecosystems, enhancing their openness, competitiveness, and global potential;
- Increased venture investments and enabled late-stage growth of local start-ups in less connected and developing innovation ecosystems;
- Facilitated investors’ access to the flow of local deals;
- Improved investors’ knowledge on regulatory frameworks and networks to support joint cross-border ventures in new markets.

<table>
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<tr>
<th>Type of Action</th>
<th>CSA (100% EC funding)</th>
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<tr>
<td>Total Indicative budget</td>
<td>5 m €</td>
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<td>Expected EU contribution / project</td>
<td>1 m €</td>
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<td>Expected grants to be signed</td>
<td>5</td>
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<tr>
<td>Estimated project duration</td>
<td>2 years</td>
</tr>
<tr>
<td>Additional eligibility criterion</td>
<td>At least 3 legal entities (MS/AC):</td>
</tr>
<tr>
<td></td>
<td>• 1 strong/leader +</td>
</tr>
<tr>
<td></td>
<td>• 1 modest / moderate innovator region</td>
</tr>
<tr>
<td>Lump sum grant</td>
<td>Eligible costs will take the form of a lump sum.</td>
</tr>
</tbody>
</table>
HORIZON-EIE-2022-SCALEUP-02-01

Expanding Investments Ecosystems

Scope

Attracting foreign investors into “modest' and ‘moderate' innovation ecosystems” by raising awareness of local innovation ecosystems and their start-ups, as well as the potential of the whole region, to capital providers from across Europe.

Proposals should:

• Include activities of at least two (2) years, proposed jointly by:
  
  ✓ business acceleration service providers and/or investor networks and clubs ('modest/emerging' and ‘moderate’ innovation ecosystems);

  ✓ innovation hubs
    ('strong innovators’ and ‘innovation leaders’)

  to facilitate the entry of funders in less connected innovation ecosystems through activities e.g.:
  
  • assistance to investors for market access (info points for incentives, tax and legislation);
  • events organisation to connect international with local investors;
  • best practices for market entry of investors;
  • peer-matching: investors and other networking activities to encourage joint ventures;
References

Regional Innovation Scoreboard

European Innovation Scoreboard – interactive tool

Global Innovation Index 2020
https://www.wipo.int/global_innovation_index/en/2020/

H2020 country profile
Enhancing synergies between the EIC and Startup Europe

Helen Koepman

Acting Head of Unit,
DG CNECT F3
Although public listing have slowed down since 2021

Number of European IPOs and SPACs » view online

Source: Dealroom.co Data updated to 30 June.
The number of acquisitions and buyout deals reached an all-time high in H1 2022. Combined enterprise value of exits nearly matched H1 2021.

Number of European Acquisitions and Buyouts » view online

Source: Dealroom.co Data updated to 30 June.
VCs in EMEA raised $24 billion in 2022.

New funds raised by EMEA investors » view online

Notable funds raised in 2022

<table>
<thead>
<tr>
<th>Fund</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Alpha Q</td>
<td>$1.0B</td>
</tr>
<tr>
<td>Prosperity7</td>
<td>$1.0B</td>
</tr>
<tr>
<td>red alpine</td>
<td>$1.0B</td>
</tr>
<tr>
<td>atomico</td>
<td>$650M</td>
</tr>
<tr>
<td>CREANDUM</td>
<td>€448M</td>
</tr>
<tr>
<td>HV Capital</td>
<td>€430M</td>
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<tr>
<td>Blossom</td>
<td>€379M</td>
</tr>
<tr>
<td>468 Capital</td>
<td>$400M</td>
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<tr>
<td>Eight Roads</td>
<td>$350M</td>
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Source: Dealroom.co Data updated to 30 June.
Interestingly, 2022 investments are already higher than the total 2020 amount.
### Startup Europe 2021-2024

<table>
<thead>
<tr>
<th>Year</th>
<th>Programme</th>
<th>Budget</th>
<th>#proposals·for·funding</th>
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</thead>
<tbody>
<tr>
<td>2021</td>
<td>EIC</td>
<td>EUR·6M</td>
<td>3</td>
</tr>
<tr>
<td>2022</td>
<td>EIC</td>
<td>EUR·6M</td>
<td>3</td>
</tr>
<tr>
<td>2023</td>
<td>EIE</td>
<td>EUR·12M·tbc</td>
<td>6</td>
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</table>
Startup Europe & EIC in Horizon Europe: part of the Innovative Europe pillar

- **European Innovation Council**
  - Support to innovations with breakthrough and market creating potential

- **European innovation ecosystems**
  - Connecting with regional and national innovation actors

- **European Institute of Innovation and Technology (EIT)**
  - Bringing key actors (research, education and business) together around a common goal for nurturing innovation

€ 10.5 billion, incl. up to € 500 million for ecosystems
Startup Nation
Standard

Aim: most attractive Start-up and Scale-up continent

How?

- Support startups’ expansion across borders
- Streamline the implementation of rules on procedures for visa applications and residence permits for third country talent
- Make granting of employee stock options more attractive
- Promote venture-building and tech transfer from universities
- Increase access to finance for scaling-up
Ready to start its operations following receipt of a 1M€ grant from the European Commission’s Horizon Europe programme

Next steps: recruit its first board of directors, develop a one-stop shop for third country tech and entrepreneurial talent seeking to work in the EU, start developing an ecosystem data platform to help improve National Policy Frameworks of EU Member States.

ESNA on Twitter: https://twitter.com/ESNAAlliance/; Hashtag: #ESNAliftoff

ESNA on Linkedin: https://www.linkedin.com/company/esnalliance/
• Coordination and support action (CSA)

• Budget of €6 million to fund 3-4 CSAs with a duration of 2 years

• **NEW in 2022**: the use of the Financial support to third parties scheme (FSTP) to allow startups to benefit from the services described in the call text **is optional**

• Deadline: **17 November 2022 at 17:00 CET**

**Eligible applicants**: Startup ecosystem builders, business angel organisations, venture capital entities, accelerators, incubators, startup associations, etc. from EU MS and Associated Countries
Build synergies between the EIC and the wider European startup ecosystem to support scaling up of European companies.

Be a catalyst to fulfil the potential of European digital startups in delivering market-ready applications and technology solutions in key technology areas and value chains.

Contribute to the development of applications that foster climate-neutrality, digital and circular economy, clean industry and user-centric technology development.
• Connecting local digital and deep tech startup ecosystems.

• Supporting cross-border acceleration activities for digital and deep tech startups.

• Ensuring synergies with the Digital Europe (e.g. Digital Innovation Hubs) and other Horizon Europe Programmes (e.g. using Innovation Radar intelligence to detect startups).

• Ensuring knowledge generated contributes to EIC Business Acceleration Services and the general activities of the EIC Forum.

• Among the startups ecosystems to be connected, specific attention will be given to including of ecosystems in Widening countries.

• Each proposal should demonstrate sustainability of proposed actions beyond the life of the project.
Expected Outcome

- Increasing the market footprint of European Startups in strategic digital technologies and deep tech innovation.

- Better connection of EIC-supported startups and Seal of Excellence holders to relevant local and European ecosystems and communities.

- Scaling up of capabilities in matching technology solutions developed by highly innovative EU-funded digital and deep tech startups with investment and growth opportunities.
HORIZON-EIE-2022-SCALEUP-02-02
Women TechEU

Natalia Nowinska
Project Adviser, EISMEA I-01
Women TechEU – general context

- Severe underrepresentation of women in tech industry
- Very limited VC funding offered to women-led companies

Expected outcome
- Support deep tech innovation as a basis for a modern, knowledge-driven, resource-efficient and competitive economy
- Promote female leadership in the deep tech industry to build fairer, more inclusive, and more prosperous innovation ecosystems in Europe.

Women TechEU – new EU scheme
- Pilot call launched in 2021 - 50 projects funded
- 2022 edition:
  - Budget €10 million
  - Up to 130 start-ups funded
Who can apply?

- Early-stage deep tech start-ups,
- Founded, or co-founded by women, holding a top management position (CEO, CTO or equivalent) in the company at the time of submission,
  - A criterion of being founder or co-founder and holding a top management position need to be treated jointly.
  - Besides CEO and CTO, also CFO, COO and CSO are eligible to apply.
  - Two or more women co-founders can apply jointly.
- Registered and established in an EU Member State or a Horizon Europe Associated Country for at least six months at the time of the submission.
  - Has to be registered at the latest on 4 April 2022
Support offered

- **Financial support to the company as an individual grant of €75,000** to support the initial steps in the innovation process, and the growth of the company.
  - Applicants are free to decide and indicate which activities needed to grow-up their business they want to fund,
  - Examples: business model upgrade, certifications, IP strategy, market analysis, prototyping and developing a product.

- **Mentoring and coaching** provided under the new “EIC Women Leadership Programme”, which include dedicated networking and pitching events,

- A set of **trainings**
  - Negotiation skills & Access to finance; Board members: learn to select and work with them; Pitching/ How to present to investors and more
The application

Application form
● 10 pages
● Questions structured around 3 criteria:
  ● Excellence (e.g. questions on deep-tech innovation, its development, its feasibility etc.)
  ● Impact (e.g. questions on business strategy, business plan, business model etc).
  ● Implementation (Questions on the woman founder, the team and planned activities)

An inspirational video
● A short teaser pitch & a non-exhaustive list of questions

Annexes
● Executive summary of the business plan
● Financial and corporate information
● Documents proving eligibility
● CVs of the woman founder and the team
● Other documents (e.g. LOIs – if applicable)
Women TechEU - 2021 edition

Submitted proposals – deep-tech areas:

• Health (116)
• ICT (56)
• Engineering (39)
• Earth and environmental sciences (28)
• Consumer products and services (18)
• Agriculture (12)
• Energy (11)
• Food (10)
• Space (9)
• Education and culture (5)
• Other (88)

Some examples of funded projects:

• An earplug for industrial and noisy environments
• Invisible window film to save billions of birds worldwide
• Medical device based on AI, capable of detecting breast cancer using urine samples, with 95% accuracy
• Sustainable menstrual products
• IoT and Blockchain start-up for data ownership and monetization
• A technology treating deep wound infections
• Drones for infrastructure inspections
Q&A
JOIN AT SLIDO.COM
#EIE2022

Select room
- 0_General
- 1_Startup Europe
- 2_Connect - 02-01
- 3_Connect-02-02
- 4_Scaleup-02-01
- 5_WomenTechEU
Conclusions
Thank you!

# HorizonEU

http://ec.europa.eu/horizon-europe