



# **SME support under HORIZON 2020**

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## **Innovation Union Commitment n°7**

Ensure stronger involvement of SME in  
future EU R&I programmes

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## **European Council 4 February 2011**

Commission is invited to explore the  
feasibility of a Small Business Innovation  
Research Scheme

# Outcome of impact assessments

- Less than 50% of industrial partners use the publicly funded applied research projects strategically
- Only about 22% of SMEs participating in EU research programs are strategic innovators
- Most academics engage with industry to further their research rather than to commercialise their knowledge
- Results are not exploited because projects were not designed for exploitation
- There is a strong relationship between internationalisation and innovation, but SMEs are not aware of internationalisation support programmes.
- The information environment of previous (European) R&D programmes is unattractive to SMEs

## Activities for SMEs

*All forms of R&D and all forms of innovation, towards exploitation and commercialisation*

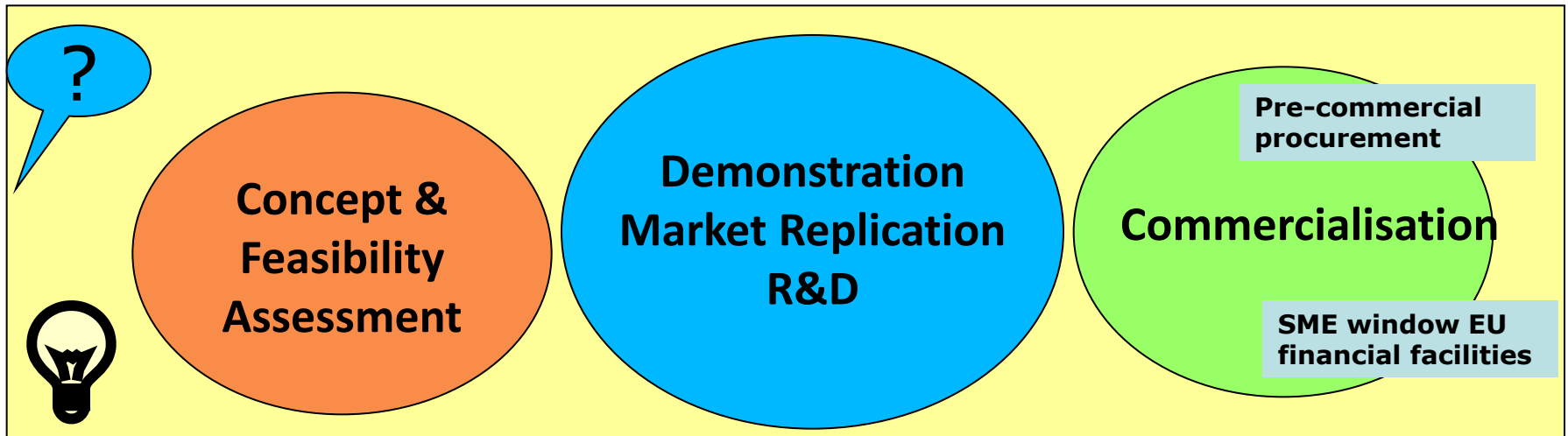
- SME participation in **collaborative** R&D or innovation projects
- **SME instrument**
- Innovation in start-ups, spin-offs and young companies (**Eurostars** and other measures)
- Access to **risk finance** (debt and equity facility)
- Exchange and **mobility** of researchers involving SMEs (Marie Curie actions)
- Links for access to **procurements...**

## Strategic positioning





## SME instrument



Idea to concept,  
risk assessment,  
technological &  
commercial feasibility

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

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

**IDEA**

**continued support throughout the project**

**MARKET**



European

# Horizon 2020

Idea/Concept = Business plan I

## Phase 1: Concept and feasibility assessment

- Feasibility of concept
- Risk assessment
- IP regime
- Partner search
- Design study
- Pilot application intention
- Business plan II

Lump sum: around  
50.000 €  
~ 6 months

## Phase 2: R&D, demonstration, market replication

- Development, prototyping, testing
- Piloting innovative processes, products and services
- Miniaturisation/design of products
- Planning & developing scaling-up (market segments, process etc.)
- Market replication
- Business plan III

Output based payments:  
1 to 3 M€ EC funding  
12 to 24 months

## Phase 3: Commercialisation

- Quality label for successful projects
- Facilitate access to private finance
- Support via networking , training, coaching, information, addressing i.a. IP management, knowledge sharing, dissemination
- SME window in the EU financial facilities (debt facility and equity facility)

No direct funding

## SME instrument main features

- Targeted at all types of innovative SMEs (98% of EU companies are SMEs)
- Only SMEs allowed to apply for funding (single company support possible)
- Competitive
- Market-oriented, EU dimension
- Non prescriptive but addressing societal challenges and/or key enabling technologies
- Grant-based staged funding with short time to grant
- Seemlessly connected 3 phases



**Thank you very much for  
your attention**