

# network enterprise europe



*Business Support on Your Doorstep*

## Horizon 2020

Opportunità per le PMI

# ENTERPRISE EUROPE NETWORK

Camera di Commercio di Torino e Unioncamere Piemonte sono membri della rete europea **ENTERPRISE EUROPE NETWORK** creata dalla Commissione Europea per supportare le PMI europee verso l'internazionalizzazione. La rete conta circa 600 organizzazioni in 53 paesi

[www.enterprise-europe-network.ec.europa.eu](http://www.enterprise-europe-network.ec.europa.eu)

## Paesi EU

 Austria	 Finland	 Latvia	 Romania
 Belgium	 France	 Lithuania	 Slovakia
 Bulgaria	 Germany	 Luxembourg	 Slovenia
 Cyprus	 Greece	 Malta	 Spain
 Czech Republic	 Hungary	 Netherlands	 Sweden
 Denmark	 Ireland	 Poland	 United Kingdom
 Estonia	 Italy		



## Paesi extra-EU

 Albania	 China	 Iceland	 Moldova	 Serbia	 Tunisia
 Armenia	 Croatia	 Israel	 Montenegro	 South Korea	 Turkey
 Bosnia and Herzegovina	 Egypt	 Japan	 Norway	 Switzerland	 Ukraine
 Chile	 fYRoM	 Mexico	 Russia	 Syria	 USA

# La rete EEN in Italia

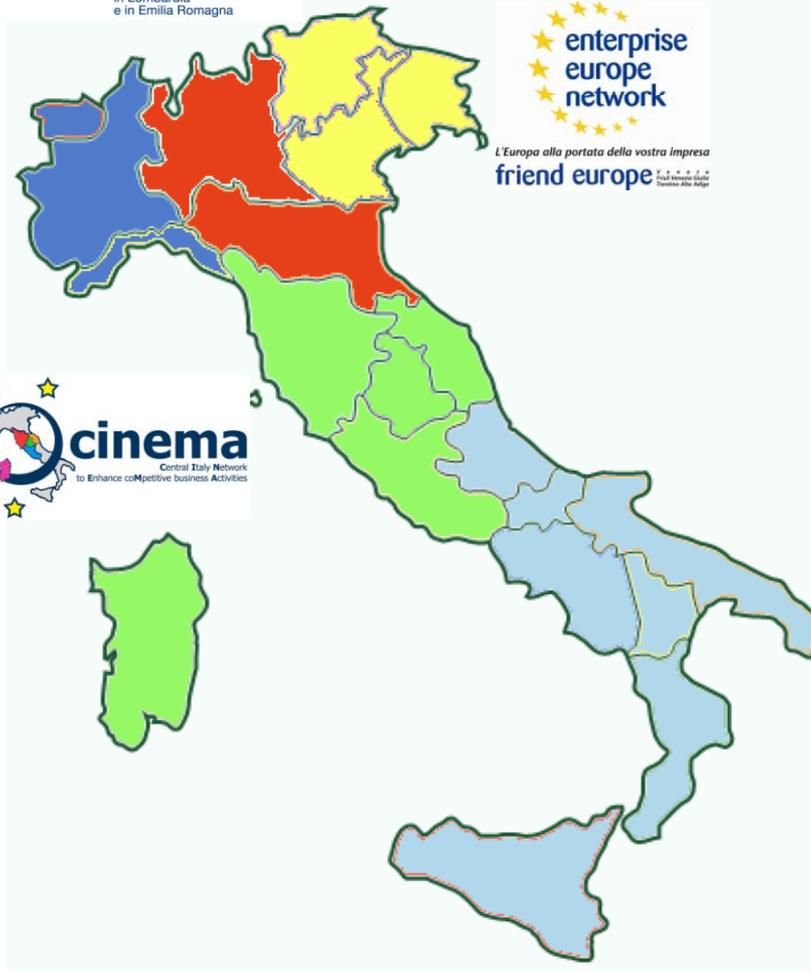


## ALPS ([www.alps-europa.eu](http://www.alps-europa.eu))

- CCIAA Torino (coordinatore)
- Unioncamere Piemonte (Torino)
- Confindustria Piemonte (Torino)
- Finpiemonte (Torino)
- Attiva (Az. Spec. CCIAA) (Aosta)
- Unioncamere Liguri (Genova)



L'Europa alla portata della vostra impresa  
friend europe





THE FRAMEWORK PROGRAMME FOR RESEARCH AND INNOVATION



HORIZON 2020

# Verso Horizon 2020



## Horizon 2020 - obiettivi

- Rispondere alla crisi economica investendo per lavoro e crescita
- Rispondere alle preoccupazioni delle persone relative alla loro vita, sicurezza e ambiente
- Rafforzare la posizione globale dell'UE nella ricerca, innovazione e tecnologia

5 Obiettivi EU - impiego, innovazione, formazione, inclusione sociale e clima/energia - entro 2020

**Europa  
2020**

**Innovatio  
n Union**

**Horizon  
2020**

Iniziativa faro per competitività e  
innovazione

Quadro strategico per RST &  
Innovazione (2014- 2020)



**cosme**



# PORTALE EUROPEO PER LE PICCOLE E MEDIE IMPRESE

Commissione europea > Portale europeo per le piccole e medie imprese

- Fondi**
- [Prestiti, garanzie e capitali](#)
- [Investimento commerciale](#)
- [Innovazione, ricerca e tecnologia](#)
- [Al di fuori dell'UE](#)
- [Ambiente, energia e trasporti](#)
- [Risorse umane](#)
- [Cultura e mezzi di comunicazione](#)
- Beneficiare al massimo del mercato**
- [Le regole del mercato europeo](#)
- [Imprese al di fuori](#)



## Portale europeo per le piccole e medie imprese

Che può fare l'UE per la tua attività? Ti può aiutare a ottenere finanziamenti, a trovare partner e a operare in ambito internazionale. Questo portale raccoglie tutte le informazioni che l'UE ha fornito sulle e per le PMI, dai consigli pratici alle questioni politiche.

### Finanziamenti

Per maggiori informazioni

Condividi



### Storia di successo del mese

### Novità

# Caratteristiche generali

- 1 SINGOLO PROGRAMMA (FP7+CIP+EIT)
- **Value chain** (che va dalla ricerca di frontiera , allo sviluppo tecnologico, dimostrazione, valorizzazione dei risultati e innovazione)
- **Innovazione** in tutte le sue forme
- Focus su **societal challenges** (sfide sociali, es. health&aging, clean energy, ambiente ...)
- **Semplificazione**
- Sinergie con **Fondi Strutturali**

## Novità di H2020 rispetto a FP7

H2020: (nuovo nome) => cambio di mentalità:

- Topic ampi / bottom-up
- Participant portal – tool ricerca
- Time to grant (8 mesi) -> (No negoziazione)
- Semplificazione regole
- Presenza End-user
- IPR

# Budget



Commissione europea 80 miliardi €



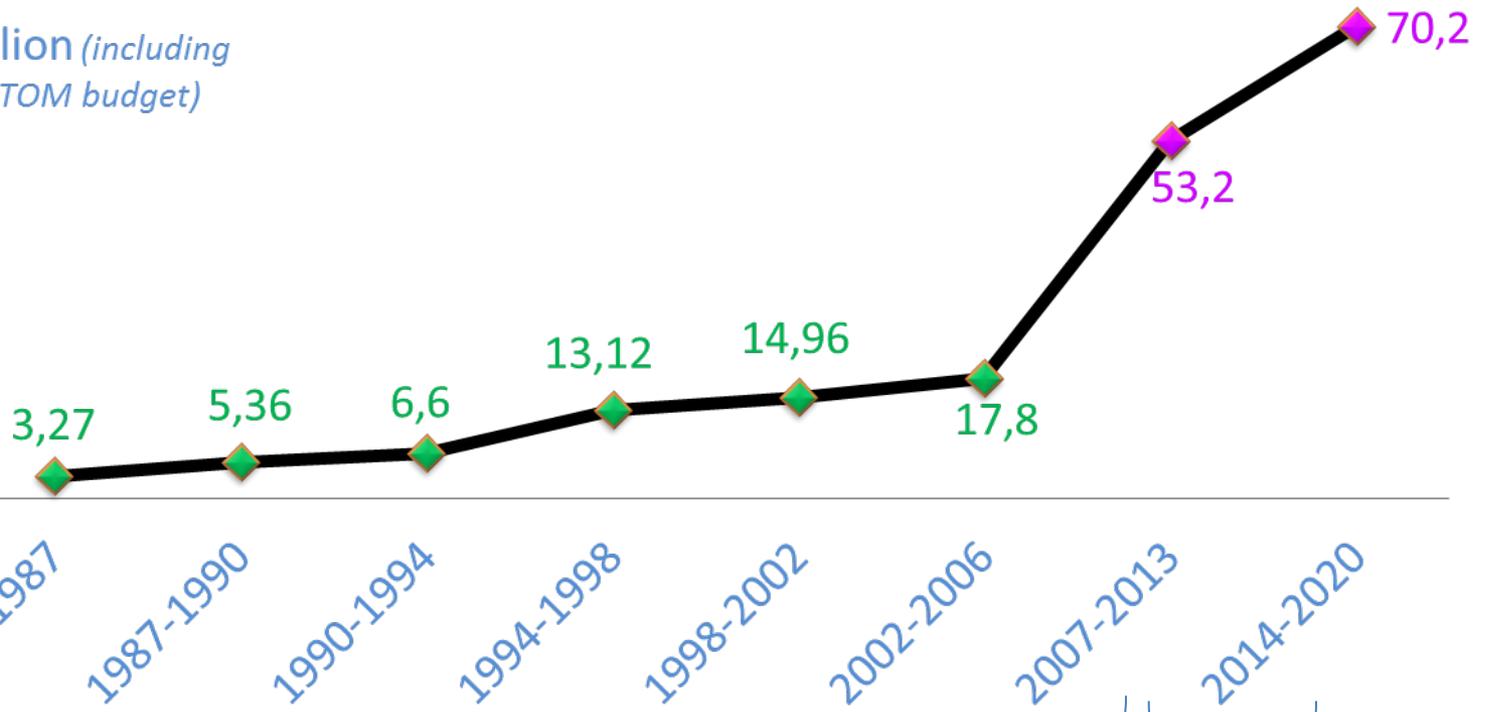
Parlamento europeo 100 miliardi €



Consiglio europeo 70,2 miliardi €

# Da FP1 a Horizon 2020

€ Billion (including EURATOM budget)



Framework Programmes

H2020

4-5 years Programmes

7 years programmes

# H2020 Structure

## 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 Technologies

- **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, resource efficiency and raw materials**
- **Inclusive, innovative and reflective societies**
- **Security society**

European Institute of Innovation and Technology (EIT)

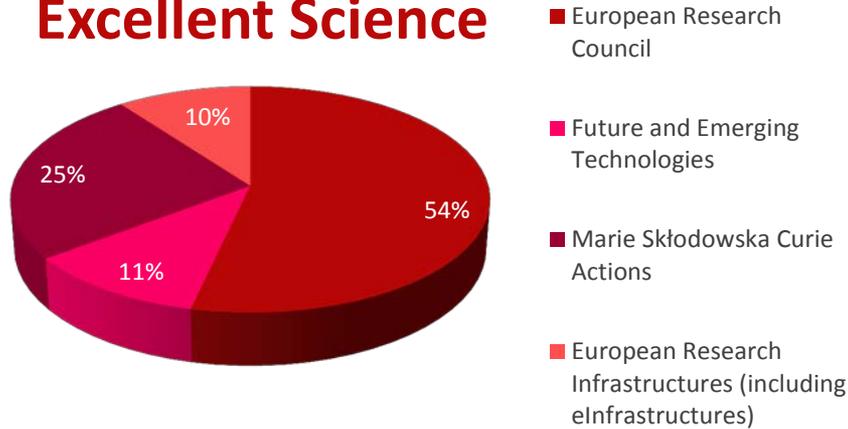
Spreading Excellence and Widening Participation

Science with and for society

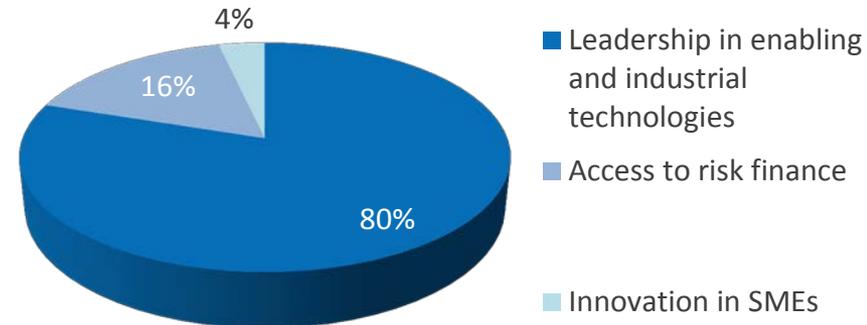
Joint Research Center (JRC)

# BUDGET – Divisione per pilastri/attività

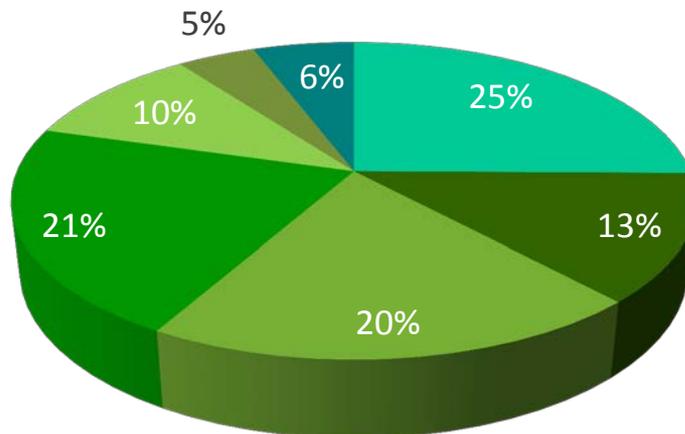
## Excellent Science



## Industrial Leadership



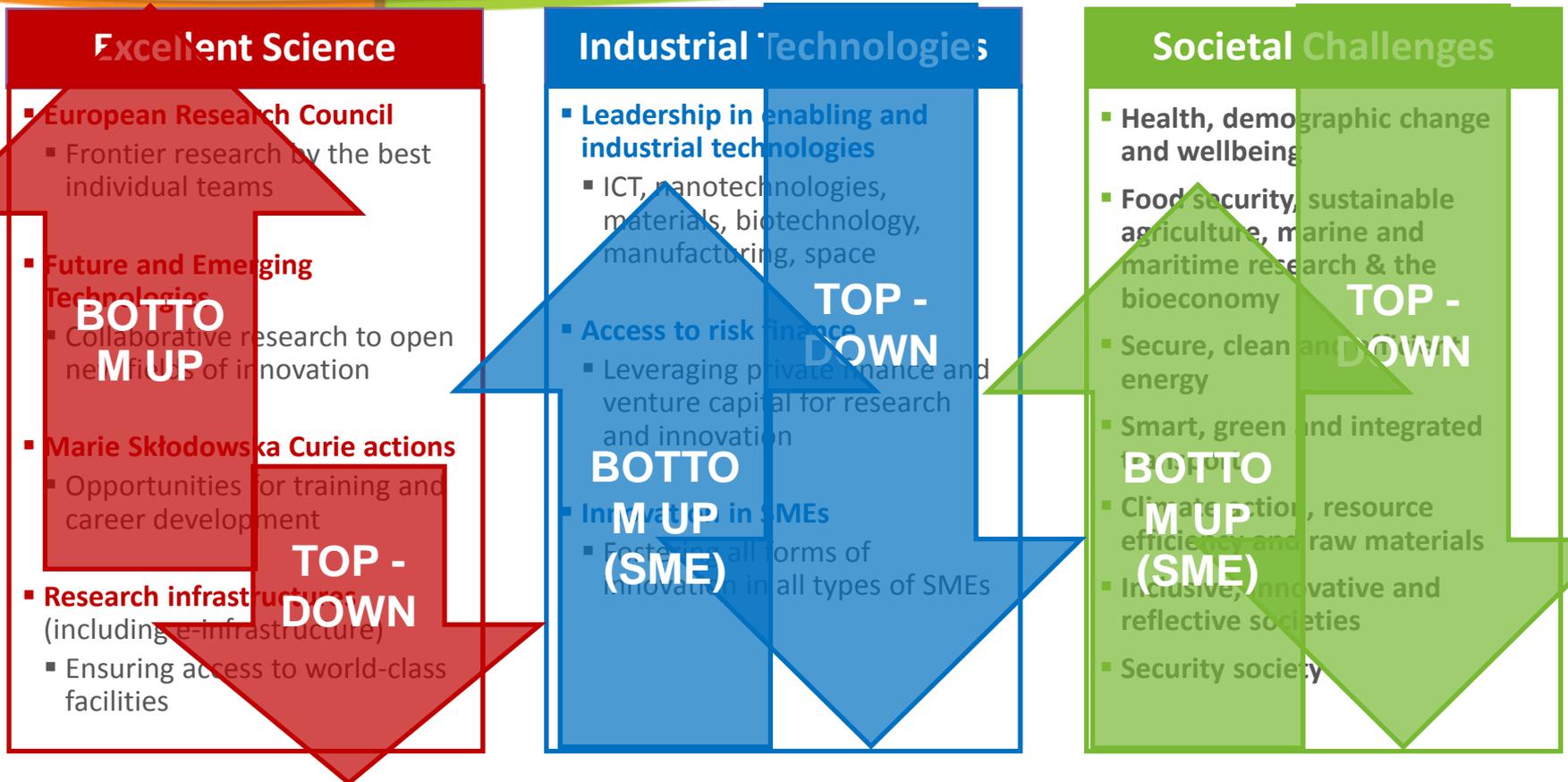
## Societal challenges



- Health, demographic change and wellbeing
- Food security, sustainable agriculture and forestry, marine and maritime and inland water research and 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
- Secure Societies

	Compromise % 27.06.13	Million €(27.06.13)
<b>I. Excellent Science, of which:</b>	31,73%	21.609
<b>1. ERC</b>	17,00%	11.577
<b>2. FET</b>	3,50%	2.384
<b>3. MS Curie Actions</b>	8,00%	5.448
<b>4. Research Infrastructures</b>	3,23%	2.200
<b>II. Industrial Leadership, of which:</b>	22,09%	15.044
<b>Leadership in Enabling and Industrial Technologies</b>	17,60%	11.986
<b>Access to Risk Finance</b>	3,69%	2.513
<b>Innovation in SME's</b>	0,80%	544,81
<b>II.I Societal Challenges, of which:</b>	38,53%	26.240
<b>Health, demographic change and well being</b>	9,70%	6.606
<b>Food security, sustainable agriculture, marine and maritime research &amp; the bio economy</b>	5,00%	3.405
<b>Secure, clean and efficient energy</b>	7,70%	5.244
<b>Smart, green and integrated transport</b>	8,23%	5.605
<b>Climate action, resource efficiency and raw materials</b>	4,00%	2.724
<b>Europe in a changing world – Inclusive, innovative and reflective society</b>	1,70%	1.158
<b>Secure societies – Protecting freedom and security of Europe and its citizens</b>	2,20%	1.498
<b>Spreading Excellence and Widening Participation</b>	1,06%	722
<b>Science with and for society</b>	0,60%	409
<b>European Institute of Innovation and Technology - EIT</b>	3,52%	2.397
<b>JRC Non-nuclear</b>	2,47%	1.682
<b>EURATOM</b>		2.098
<b>Total</b>	100,00%	70.200

# Horizon 2020 struttura e approccio



European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)



# Quale innovazione in Horizon 2020?

Horizon 2020 supporta ogni forma di innovazione:

- da R&ST;
- ALTRE ATTIVITA' , incluse integrazione di sistemi e/o di diverse tecnologie; nuovi business models ecc.
- applicazioni pre-commerciali, ad es. '*social innovation*'



# Regole di Partecipazione in Horizon 2020

# Strumenti e Regole di Partecipazione

## Standard eligibility conditions

	Eligibility conditions
Research & Innovation action (RIA)	Three legal entities. Each of the three shall be established in a different Member State or associated country. All three legal entities shall be independent of each other
Innovation Action (IA)	Three legal entities. Each of the three shall be established in a different Member State or associated country. All three legal entities shall be independent of each other
Coordination & Support action (CSA)	One legal entity established in a Member State or associated country
SME instrument	One for-profit SME. Only applications from SMEs established in EU Member States or countries associated to Horizon 2020

**CONDIZIONI AGGIUNTIVE:** possono essere previste nel work programme (n. di partecipanti, tipologie di partecipanti, paesi terzi etc...)

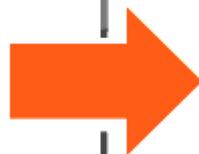
# Soggetti ammessi



Qualsiasi persona fisica o giuridica, creata sulla base del diritto nazionale/comunitario/Internazionale  
Purche' dotata di personalita' giuridica

N.A.

'LEGAL ENTITY'



'NON-PROFIT  
LEGAL ENTITY'

HORIZON 2020

Ammissa la **partecipazione di soggetti giuridici sprovvisti di personalita' giuridica** purché previsti equivalenti meccanismi di attribuzione della responsabilita' contrattuale e finanziaria a carico dei rappresentanti legali

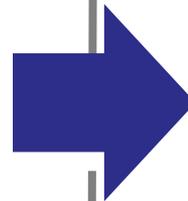
NEW

Un **soggetto giuridico** che legalmente non distribuisce i profitti tra i suoi membri o azionisti

# Costi indiretti



- ✓ STANDARD FLAT RATE (20%)
- ✓ SPECIAL FLAT RATE (60%)
- ✓ SIMPLIFIED METHOD or ACTUAL INDIRECT COSTS



HORIZON 2020

NEW

**UNICO TASSO FORFETARIO DEL 25% DEI COSTI DIRETTI**  
(ECCETTO I SUBCONTRATTI E COSTI DELLE RISORSE MESSE A DISPOSIZIONE DA TERZI CHE NON VENGONO UTILIZZATE NEI LOCALI DEL BENEFICIARIO, NONCHÉ DEL SOSTEGNO FINANZIARIO A TERZI)

# •A single funding rate

## FP7

Maximum reimbursement rates	Research and technological development (*)	Demonstration activities	Other activities
Network of excellence	50% 75% (**)		100%
Collaborative project(***)	50% 75% (**)	50%	100%
Coordination and support action			100% (***)

(\*) Research and technological development includes scientific coordination.

(\*\*) For *beneficiaries* that are *non-profit public bodies*, secondary and higher education establishments, *research organisations* and *SMEs*.

(\*\*\*) The reimbursement of indirect eligible costs, in the case of coordination and support actions, may reach a maximum 7% of the direct eligible costs, excluding the direct eligible costs for subcontracting and the costs of resources made available by third parties which are not used on the premises of the *beneficiary*.

(\*\*\*\*) Including research for the benefit of specific groups (in particular SMEs)

## HORIZON 2020

### One project = One rate

- ✓ For all beneficiaries and all activities in the grant.
- ✓ Defined in the Work Programme:
  - Up to 100 % of the eligible costs;
  - but limited to a maximum of 70 % for innovation projects (exception for non-profit organisations - maximum of 100%).

# Tipi di Progetti collaborativi

## R&D projects

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%

TRL: 1-5/6

## Close to market projects

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

Funding rate: 70%

TRL: 6 to 7/8 or 9

# Criteri di selezione

APRE  
AGENZIA  
PER IL  
PROMUOVERE  
DELLA  
RICERCA  
E INNOVAZIONE

**CRITERI DI SELEZIONE E ATTRIBUZIONE (Art. 15)**

 ↔ 

**3 CRITERI**

<b>Criterio 1</b>	<b>Eccellenza</b> Max 5	<b>Criterio 2</b>	<b>Impatto</b> Max 5	<b>Criterio 3</b>	<b>Implementazione</b> Max 5
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- POSSIBILI BANDI CON PROCEDURA DI PRESENTAZIONE A DUE STEP
- ECCELLENZA**, UNICO CRITERIO PER LE AZIONI ERC
- PESO PONDERATO CRITERIO 'IMPATTO' NELLE INNOVATION ACTIONS E SME INSTRUMENT

@APRE 2013 **15**





# RESEARCH & INNOVATION

## Participant Portal

European Commission > Research & Innovation > Participant Portal > Calls

HOME

FUNDING OPPORTUNITIES

HOW TO PARTICIPATE

EXPERTS

SUPPORT

LOGIN REGISTER

**Horizon 2020**

- Calls
- Search Topics
- Call Updates

**FP7 & CIP Programmes**

- Calls
- Call Updates

COSME

Other Funding Opportunities

The following services of Participant Portal may be be unavailable on Thursday 23rd January from 17:30 (CET) while system maintenance is performed.

- Unique Registration Facility
- Role Management
- Reporting Tools
- Negotiation Facility
- Proposal list and Proposal Submission System

We apologise for any inconvenience this may cause.

## Horizon 2020

### Excellent Science

- European Research Council
- Future and Emerging Technologies
- Marie Skłodowska-Curie actions
- Research infrastructures

### Industrial Leadership

- Leadership in enabling and industrial technologies(LEIT)
- Access to risk finance
- Innovation in SMEs

**Type**

- Proposal
- Tender

**Status**

- Open
- Closed
- Forthcoming

# Horizon 2020 per le PMI

*Tutte le forme di R&D + innovazione (exploitation & commercialisation)*

- ✓ SME partecipazione in progetti di R&D collaborativi o di innovazione
- ✓ **SME instrument** (budget da tutte le societal challenges e dalle LEITs)
- ✓ Innovazione in start-ups, spin-offs and imprese giovanili (Eurostars e altre misure)
- ✓ Access to risk finance (debt and equity facility)
- ✓ Scambi e mobilità dei ricercatori con il coinvolgimento di SMEs (Marie Curie actions)
- ✓ Collegamenti con access to procurements...
- ✓ Supporto alla MARKET DEMAND
- ✓ Effetto leva con altri programmi



# 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

# 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



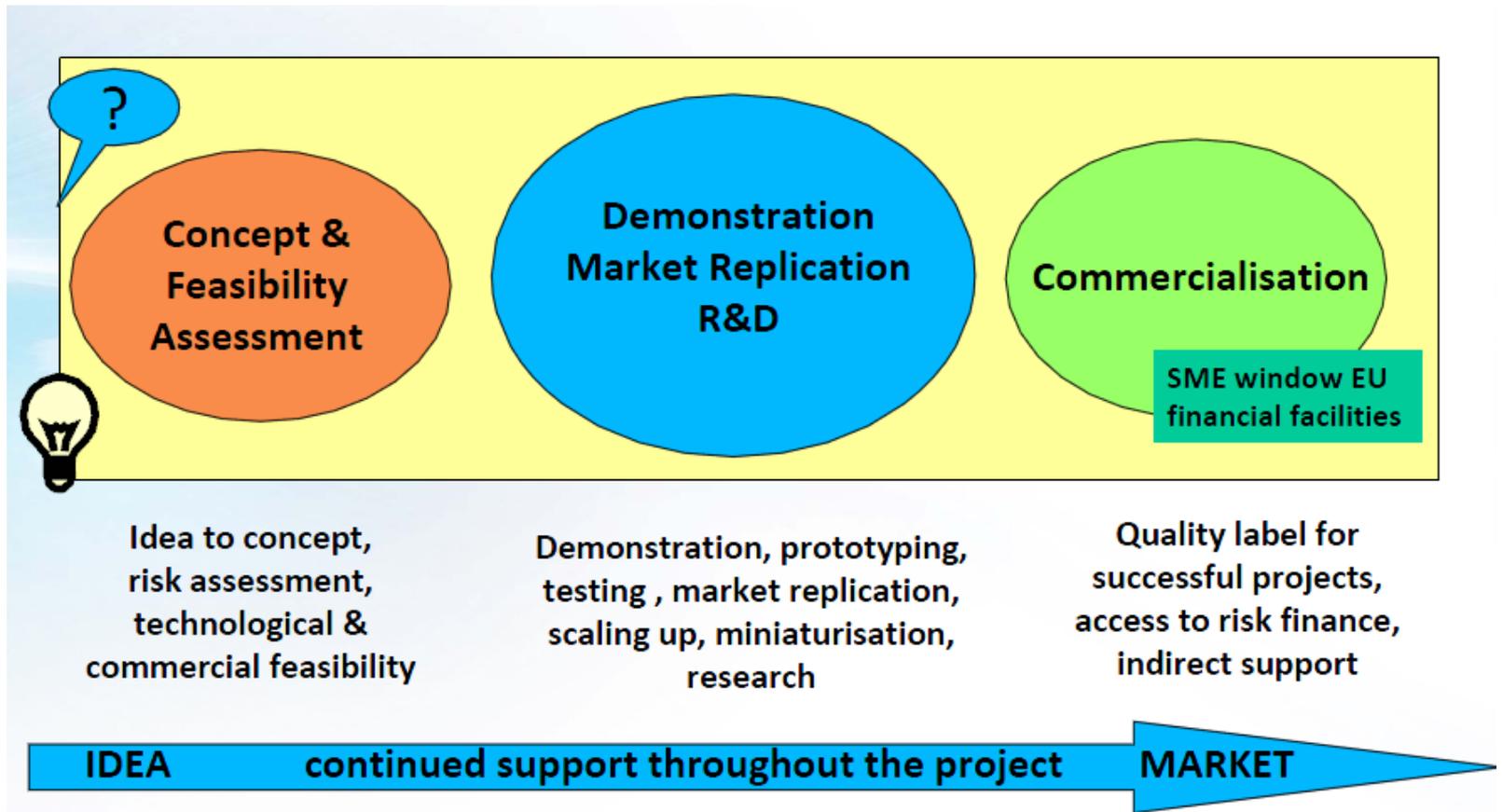
**Definizione:**

[http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index\\_en.htm](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](http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/sme_user_guide_it.pdf)

# Horizon 2020 : SME Instrument



# Lo strumento PMI: le tre fasi

Phase 3 = 2% budget

## 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

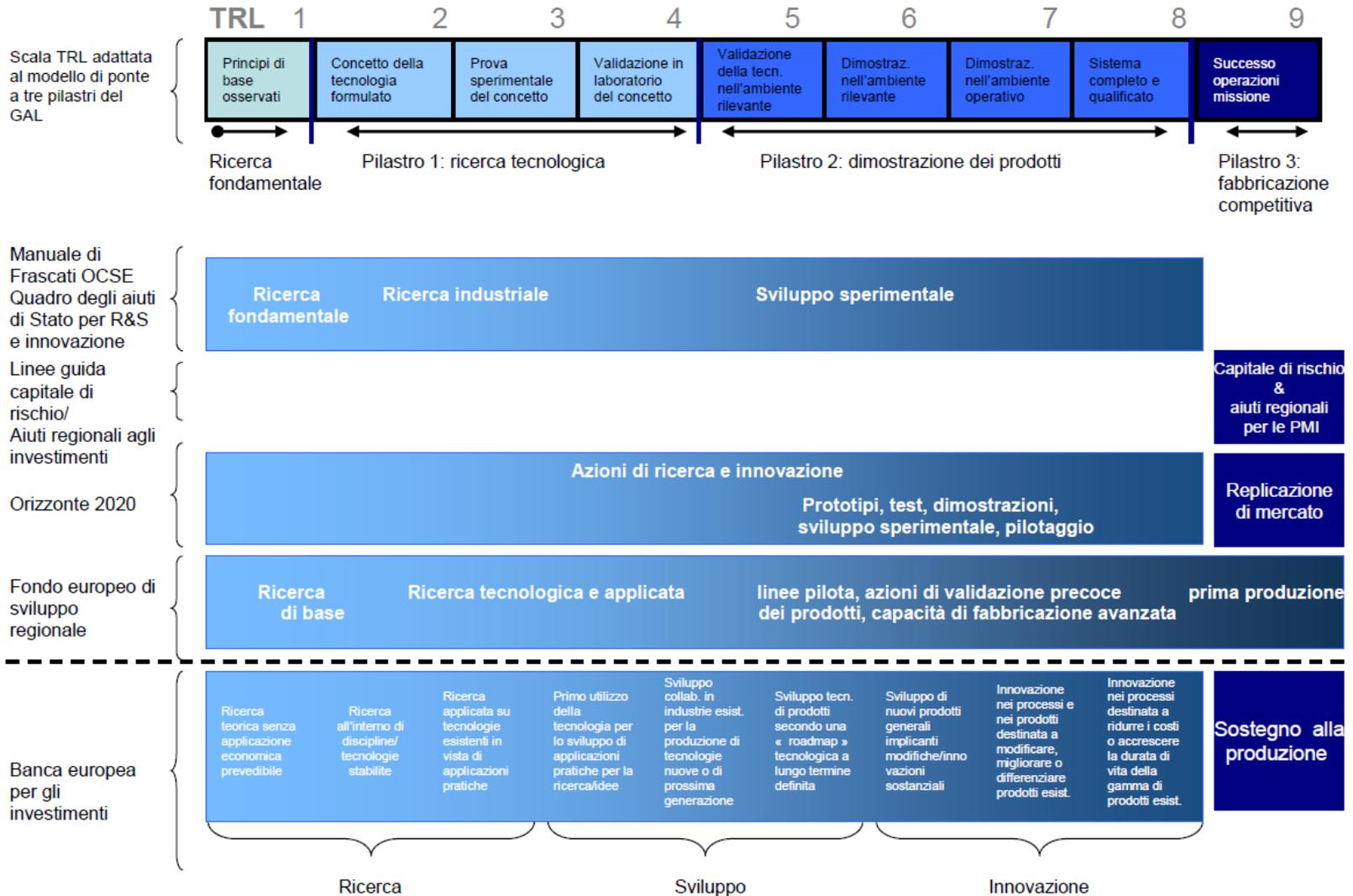
SME window in the EU financial facilities (debt facility and equity facility)  
Possible connection to PPC (and PPI?)

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%, TRL min 6
- 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'

# G. Technology readiness levels (TRL)



# Looking for Europe's Next innovation leader

[http://ec.europa.eu/easme/sme\\_en.htm#top-page](http://ec.europa.eu/easme/sme_en.htm#top-page)



(EEN).

The EU will **not** provide additional direct funding in this phase.

## Themes

In 2014 and 2015 the SME Instrument will sponsor SMEs operating within 13 themes:

- High risk ICT innovation
- Nanotech, or other advanced tech for manufacturing and materials
- Space research and development
- Diagnostics devices and biomarkers
- Sustainable food production and processing
- Blue growth
- Low carbon energy systems
- Greener and more integrated transport
- Eco-innovation and sustainable raw material supply
- Urban critical infrastructure
- Biotechnology-based industrial processes
- Mobile e-government applications (2015 only)
- SME business model innovation (2015 only)

## Call overview

The estimated number of projects to be funded and overall budget is indicated below each call identifier.

Themes	Call id 2014		Call id 2015	
	Phase 1	Phase 2	Phase 1	Phase 2
High risk ICT innovation	<a href="#">ICT-37-2014-1</a> 90 projects €4.5m	<a href="#">ICT-37-2014</a> ~26 projects €40m	<a href="#">ICT-37-2015-1</a> 90 projects €4.5m	<a href="#">ICT-37-2015</a> ~26 projects €40m
Nanotech, or other advanced tech for manufacturing and materials	<a href="#">NMP-25-2014-1</a> 43 projects €2.2m	<a href="#">NMP-25-2014</a> ~13 projects €19m	<a href="#">NMP-25-2015-1</a> 47 projects €2.4m	<a href="#">NMP-25-2015</a> 14 projects €21m

## SME I nelle LEITs – Il Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
<b>ICT-37-2014/2015</b> Open Disruptive Innovation Scheme (implemented through the SME instrument)	€ 45 million 2014 € 45 million 2015	<b>70%</b>
<b>NMP 25 – 2014/2015</b> Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	€ 21,80 million 2014 € 23,80 million 2015	<b>70%</b>
<b>BIOTEC 5 – 2014/2015</b> SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability	€ 3,80 million 2014 € 2,40 million 2015	<b>70%</b>
<b>SME-SPACE-1-2014/2015</b> Call “SME Instrument” 2014 and 2015	€ 8,50 million 2014 € 8,75 million 2015	<b>RIA (100%) IA (70%)</b>

## SME I nelle Societal Challenges – III Pilastro

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

## ***SME Instrument = “Open call”\****

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

**Scadenze/Cut off dates:**

2014		2015	
<b><u>Fase 1</u></b>	<b><u>Fase 2</u></b>	<b><u>Fase 1</u></b>	<b><u>Fase 2</u></b>
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

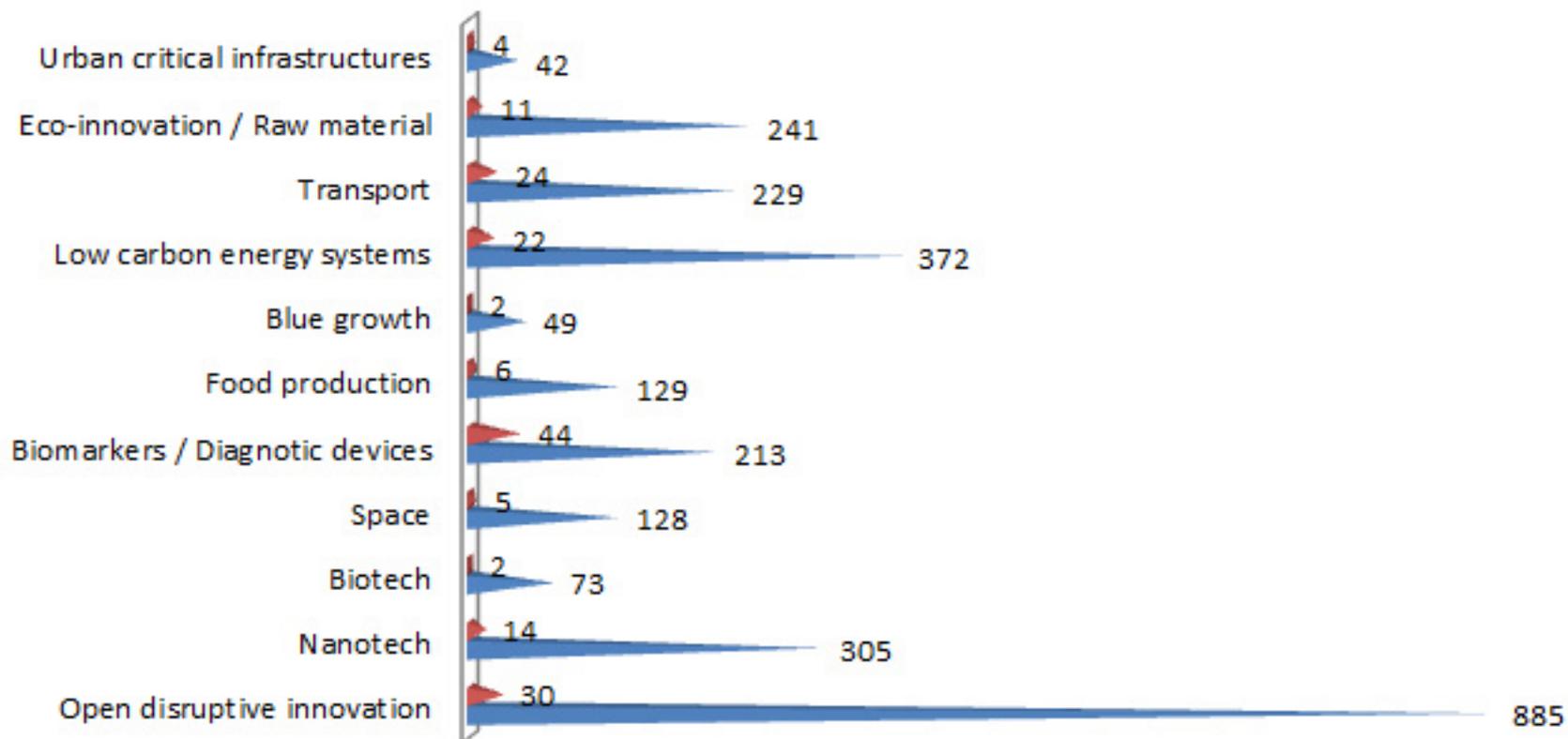
\* Stesse scadenze SME I all'interno di LEITs + SCs

# Risultati della prima tornata

## Fase I cut off date 18/6/14

### Horizon 2020 SME Instrument Phase 1 - June 2014

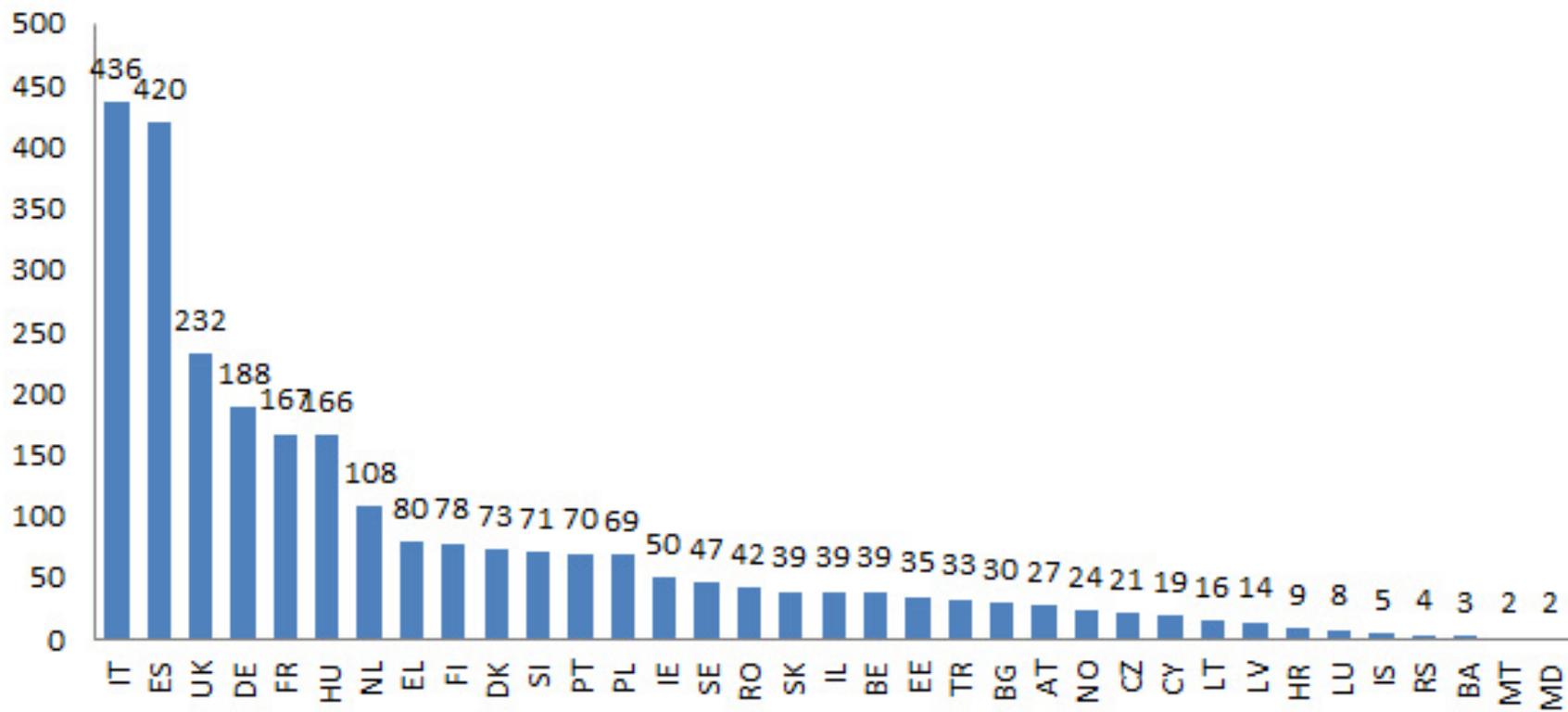
■ Max. number of projects to be funded    ■ Number of proposals received



# Risultati Fase I cut-off date 18/6/14

## distribuzione geografica

**Horizon 2020 SME Instrument - Phase 1 - June 2014**  
Number of proposals received by country



# Link utili

**Horizon 2020**

<http://ec.europa.eu/programmes/horizon2020/>

**Participant portal**

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/index.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](http://ec.europa.eu/cip/cosme/index_en.htm)

**EEN**

<http://een.ec.europa.eu/>

**EEN – Italia**

<http://www.enterprise-europe-network-italia.eu/>

**EASME**

<http://ec.europa.eu/easme/>



*Business Support on Your Doorstep*

# grazie

[www.alps-europa.eu](http://www.alps-europa.eu)

**Sportello APRE PIEMONTE**  
**ALPS ENTERPRISE EUROPE NETWORK**  
Torino Chamber of Commerce  
via San Francesco da Paola 24  
10123 Torino Italy  
ph. 011 571 6320/1/2/3/5/7      fax 011 571 6324  
[Innovazione.tecnologica@to.camcom.it](mailto:Innovazione.tecnologica@to.camcom.it)

