



# SME support under HORIZON 2020

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Enterprises"

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# Disclaimer

*Everything which is presented here is currently under discussion. It represents conceptual thoughts and suggested directions for the implementation.*

*Depending on the final outcome of the inter-institutional discussions on the legislative texts as well as the necessary service level agreements on the implementation, details can change to various degrees.*

## SME support: integrated approach

**20 %  
budgetary  
target**

Collaborative  
projects

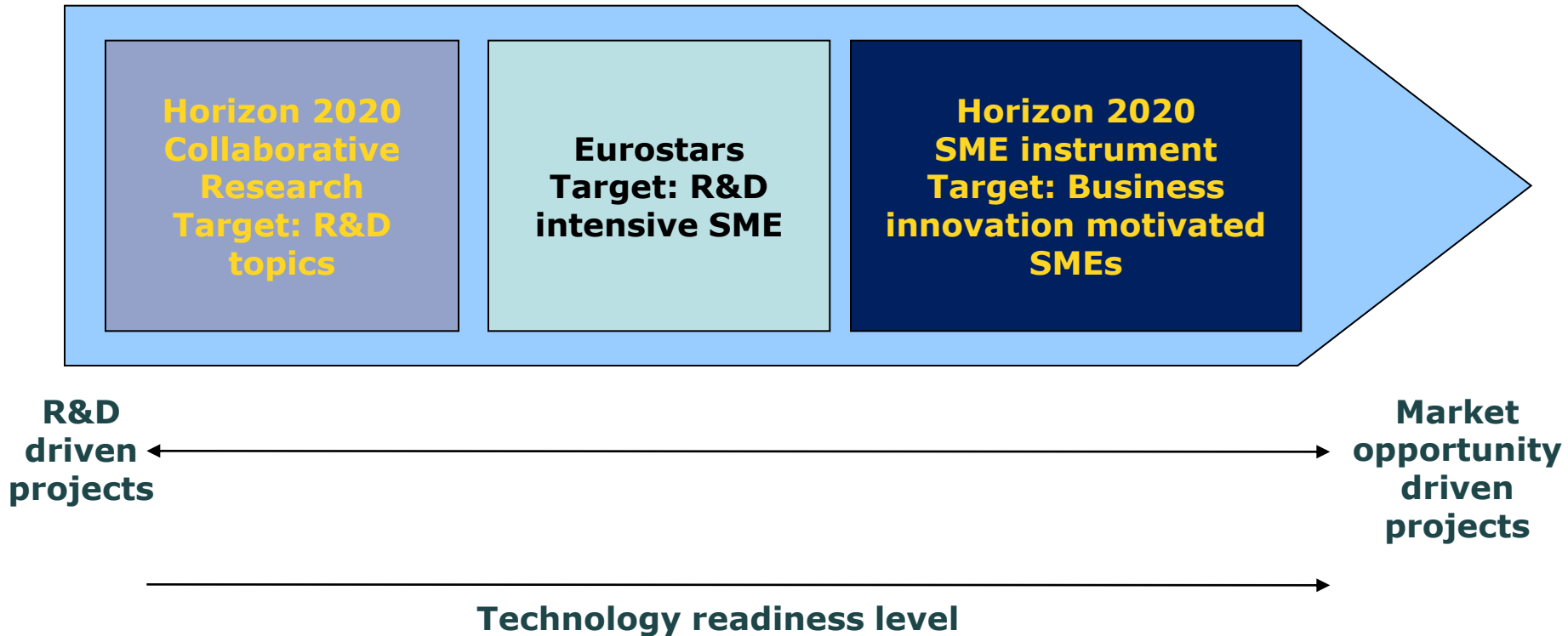
SME instrument

**'Innovation  
in SMEs'**

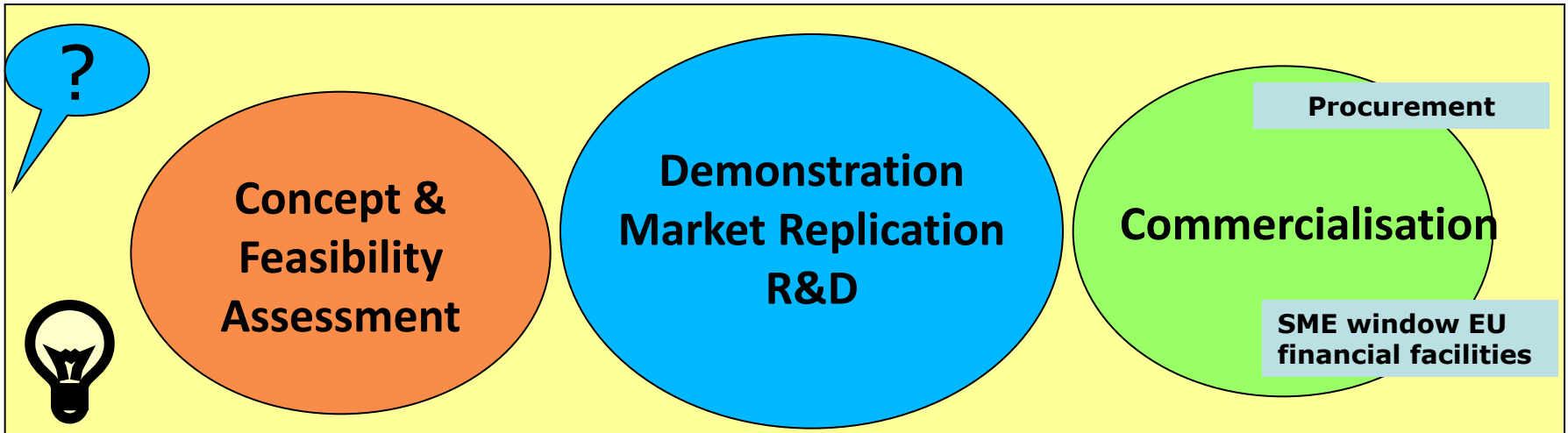
Eurostars II  
Enhancing Innovation  
Capacity  
Market-driven Innovation

Access to Risk Finance

## Strategic positioning



# SME instrument



IDEA

business coaching throughout the project

MARKET

## Phase 1: Concept and feasibility assessment

**Input: Idea/Concept:  
"Business Plan I"  
(~ 10 pages)**

**Activities:**

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

**Output: elaborated  
"Business plan II"**

**Lump sum: 50.000 €  
~ 6 months**

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

**Input:  
"Business plan II" plus  
description of  
activities under Phase  
II (~ 30 pages)**

**Activities:**

**Development,  
prototyping, testing,  
piloting,  
miniaturisation,  
scaling-up, market  
replication**

**Output: investor-ready  
"Business plan III"**

**Output based payments:  
1 to 3 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)**

**No direct funding**

## main features

- Targeted at all types of innovative SMEs showing a strong ambition to develop, grow and internationalise
- All of the SC and LEITs shall apply the dedicated SME instrument and allocate an appropriate amount to it
- Only SMEs will be allowed to apply for funding and support (*single company support*)
- Bottom-up approach within a given societal challenge or enabling technology
- No obligation for applicants to sequentially cover all three phases; each phase open to all SMEs
- Focus on demonstration activities (testing, prototype, ...) and market replication encouraging the involvement of end users or potential clients
- Uniform promotion, implementation and monitoring

## Possible call arrangement

- Topic:
  - one topic under each SC and each LEITs area
  - either a focus area or a challenge/sub-challenge of another call (e.g. eco-innovation)Made visible through tagging and harmonised branding across WP
- Budget:
  - in the order of €50M to €100M for two years for phase 1 and 2 (out of which 90% for phase 2) per SC and LEITs area
- Funding rate: 70%
  - phase 1 – lump sum of 50,000 €
  - phase 2 - up to 2.5 M € (output based?)
- Continuously open with cut off dates for focus areas, specific societal challenges and political priorities that will remain fixed over a number of years or the course of H2020

*Exceptionally and where appropriate, calls on specific topics that are organised and managed under responsibility of SC / LEIT*