

**FFG-AKADEMIE TRAINING  
„EIC ACCELERATOR PILOT: PROPOSAL  
PREPARATION AND SUBMISSION“**

19.02.2020

# EIC ACCELERATOR TRAINING



Module 1

Module 2



Online Webinar

In-house @ FFG



21.01.2020, h 14:45-15:30

19.02.2020, h 10:00- ca. 16:00



- *EIC Accelerator application: concept, goal and requirements*
- *Submission and evaluation process*
- *Equity conditions and evaluation process*
- *Structure of the Proposal Template*
- *News in Project Management*

- *Details on each different sections of the Proposal Template*
- *Tips and tricks / Dos and Dents*
- *Lessons learned*
- *Experience from Evaluators*
- *Personal check of your proposal*



## European Innovation Council

Support to innovations with breakthrough and disruptive nature and scale up potential that are too risky for private investors.

**European  
Innovation  
Council**

Helping innovators create markets of the future, leverage private finance, scale up their companies, Innovation centric, risk taking & agile, pro-active management and follow up

Two complementary instruments bridging the gap from idea to investable project

**Pathfinder: grants**  
(from early technology  
to pre- commercial)

**Accelerator:**  
**grants & blended finance**  
(from pre-commercial  
to market & scale-up)

## EIC ACCELERATOR

If you are a start-up, SME, entrepreneur with a business plan to develop and scale up a high-risk innovation, then the **"Accelerator"** is the right way forward for you.



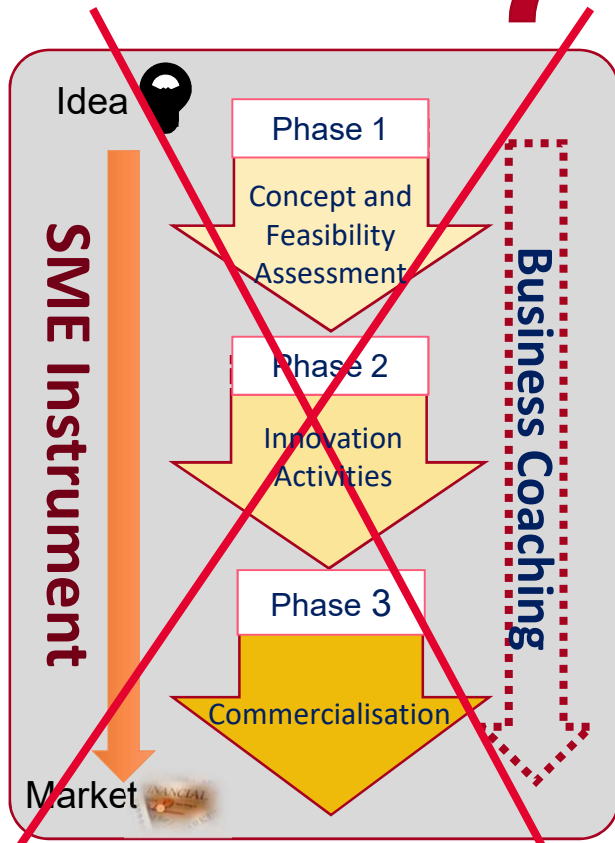
**ACCELERATOR:**  
Start-ups, SMEs  
and entrepreneurs

- ▶ For development and scaling up of high risk innovations by startups and SMEs
- ▶ Grant funding of up to €2.5 million (70% of costs)
- ▶ Option of equity investment of up to €15 million
- ▶ Access to EIC coaching and mentoring services, pitches with corporates, VCs, etc
- ▶ All funding is open (no predefined thematic areas)

- Focused on companies
- Market oriented
- High competitive
- Disruptive
- Impact on European Scale



# EIC PILOT PHASE

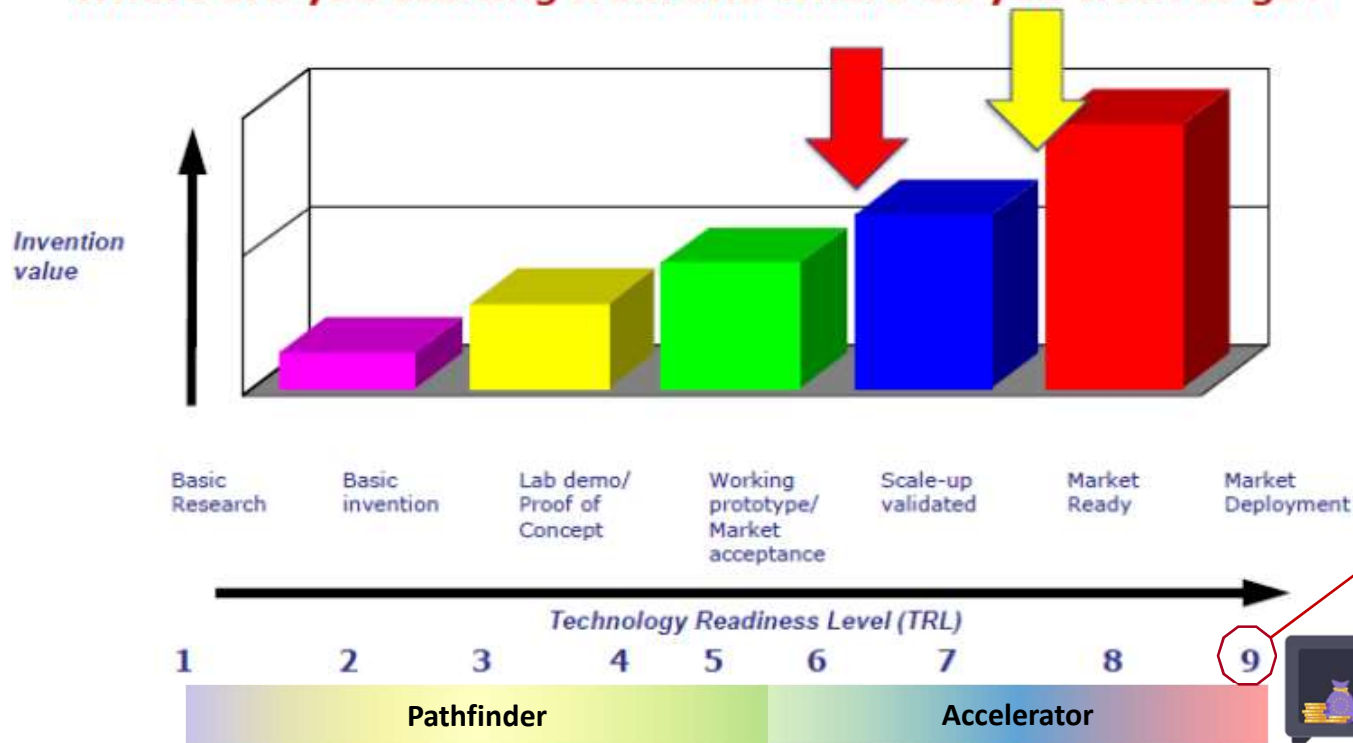


## 2.200 M€ - pilot package to support bottom-up ideas 2019-2020

PATHFINDER Pilot	ACCELERATOR Pilot
<b>€ 700 million</b> Approx. 180 projects	<b>€ 1,500 million</b> 700 projects
<b>FET OPEN + FET Proactive</b> Future and Emerging Technologies (grant-only)	<b>SME Instrument Phase 2 / Fast Track to Innovation (FTI)</b> (grant-only)  <b>OR</b>  <b>Blended finance</b> (grant + equity)
Visionary idea for developing radical and innovative technologies	Radically new, highly risky ideas commercially viable and with a potential to scale up
Coaching, mentoring and business acceleration services	
<b>EIC Horizon Prizes + Support actions</b> <b>€50 million</b>	

# TECHNOLOGY READINESS LEVELS (TRLs)

Where are you starting from and where do you want to go?

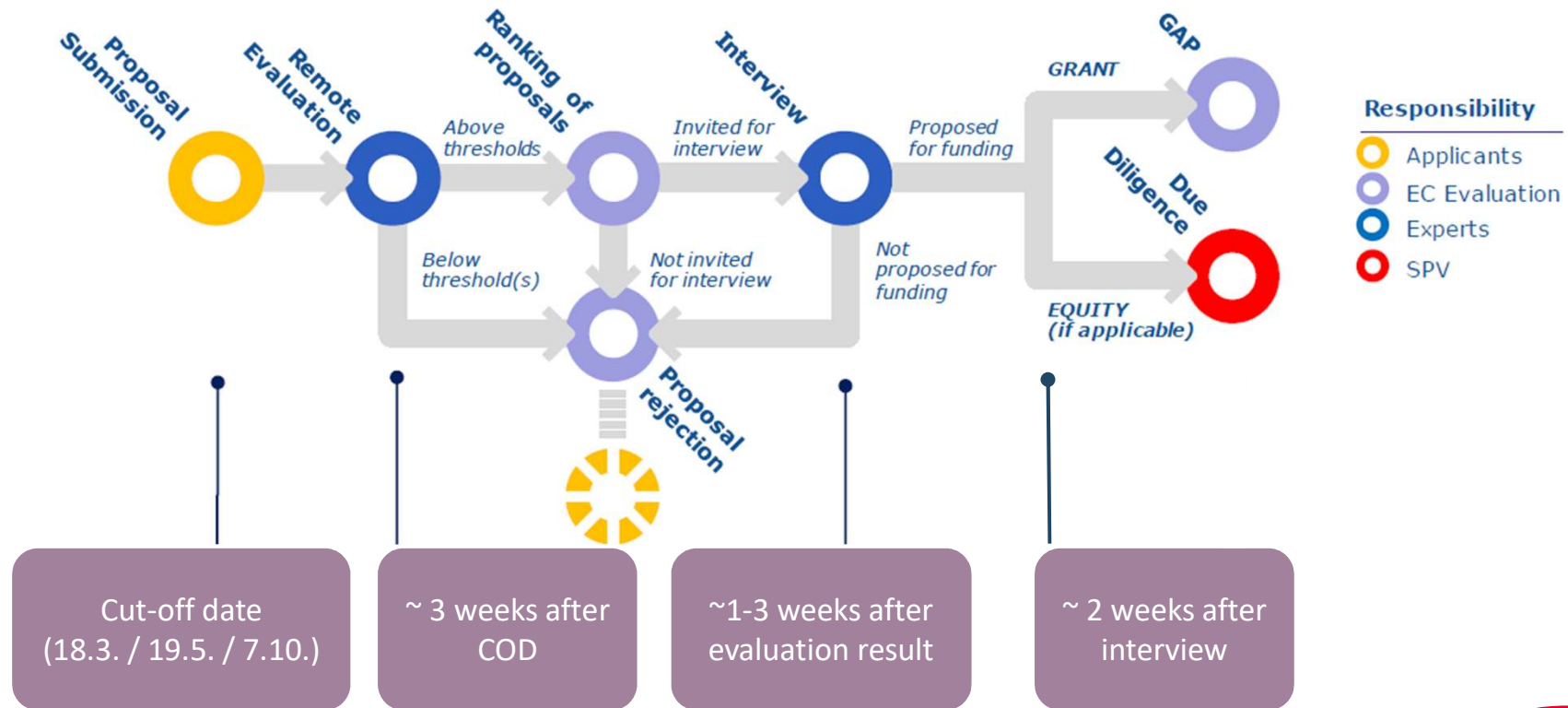


Activities above TRL 9 can be financed with an equity option



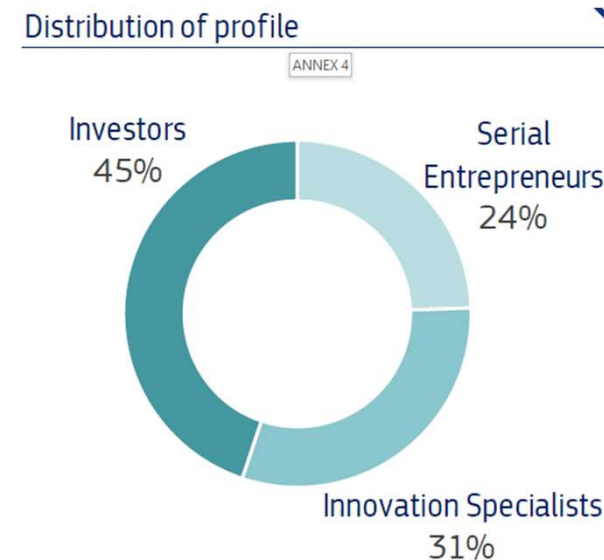
There is a lack of finance for breakthrough and disruptive innovators in Europe, with an estimated total equity-funding gap of about €70 billion. Many European start-ups can't find high risk capital needed to get to the stage where private sector investors get involved.

# SUBMISSION AND EVALUATION PROCESS TIMELINE



## JURY AND INTERVIEWS

- All interview juries will be able to assess both grant proposals and blended finance proposals (i.e. no dedicated juries for blended finance).
  - The timing of all interviews (grant or blended finance) will be extended (from 60) to 75 minutes, considering the extra amount of information in the proposal and the additional sub-criteria.
  - Extra decision time will be reserved at the end of the day for blended proposals. This is to take the complexity of the evaluation (TRL/counter-offer/financial assessment) into account.
- TRL assessment performed by remote evaluators and confirmed by jury (role of the briefer)





## EIC ACCELERATOR-PILOT DIE NÄCHSTEN STICHTAGE



- **18. März 2020** (alle Themen)  
21% des Budgets 2020
- **19. Mai 2020**  
**nur „green Deal“ Themen**  
35 % des Budgets 2020
- **7. Oktober 2020** (alle Themen),  
21% des Budgets 2020

**20% des Budgets geht an  
„Female Entrepreneurs“**

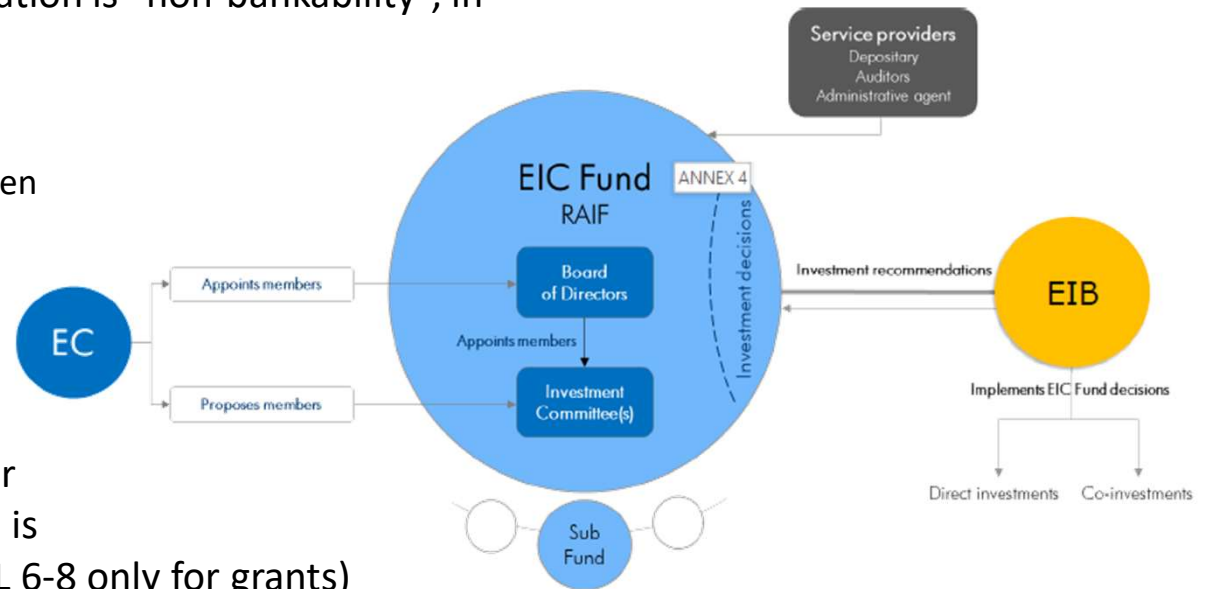
## **GREEN DEAL THEMEN FÜR CUT OFF DATE 19. MAI 2020**

- **Increasing the EU's climate mitigation and/or adaptation ambition**
- **Supplying clean, affordable and secure energy**
- **Transitioning of industry to a clean and/or circular economy (including waste prevention and/or recycling)**
- **Building and renovating in an energy and resource efficient way**
- **Accelerating the shift to sustainable and smart mobility**
- **Transition to a fair, healthy and environmentally-friendly food system**
- **Preserving and restoring ecosystems and biodiversity**
- **Realising a zero pollution ambition and a toxic-free environment**

# EQUITY

## EQUITY - RATIONALE

- Key requisite for equity application is “non-bankability”, in 3 specific forms:
  - Not yet bankable
  - Not enough bankable
  - An investment option has been found/given but with not good enough conditions



- Blended finance is available for TRL 6-9, the equity agreement is linked to grant agreement (TRL 6-8 only for grants)
- EC invests via a Special Purpose Vehicle “EIC Fund”, using support and advice from EIB
- Crowding-in private capital

# INVESTMENT PROCESS

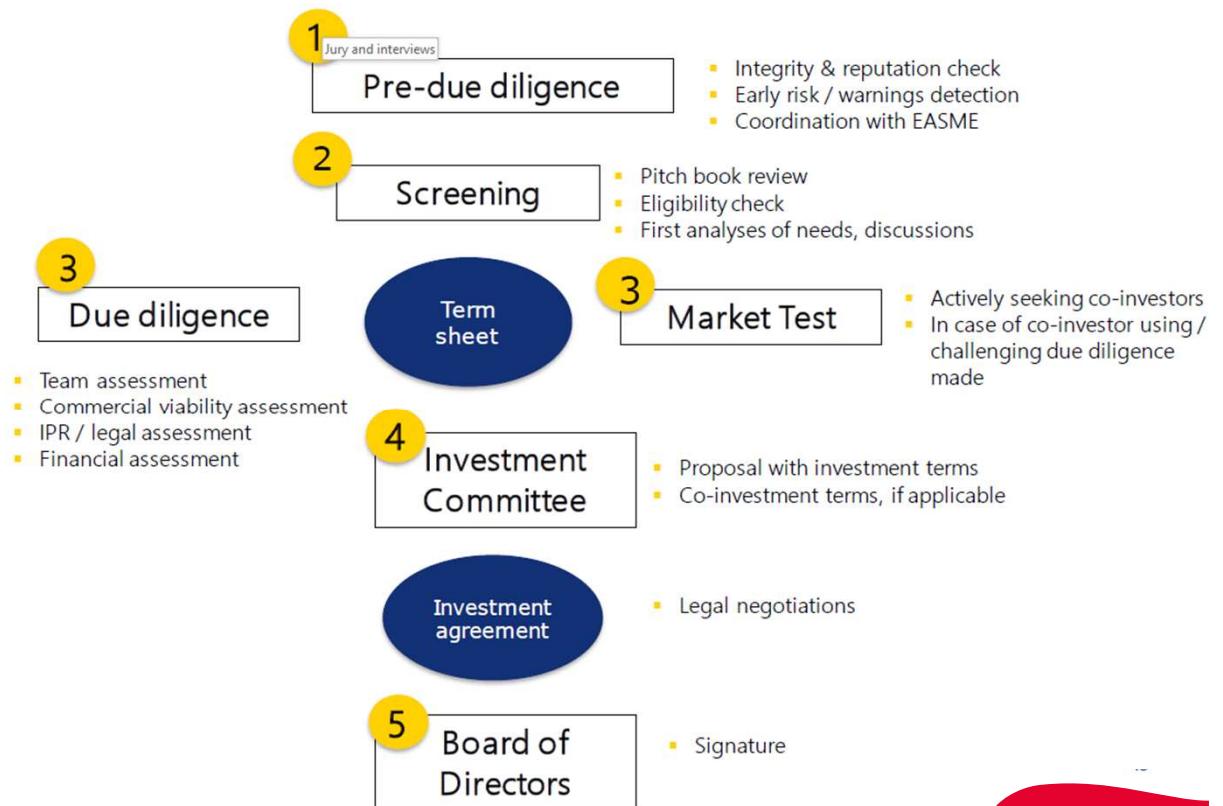
## Due diligence process:

1. easy cases: small company with one line of production and no other investors  
→ 4-6 weeks expected

2. complex cases: companies with several lines of activities, with a fragmented structure of owners/holders  
→ up to 6 months

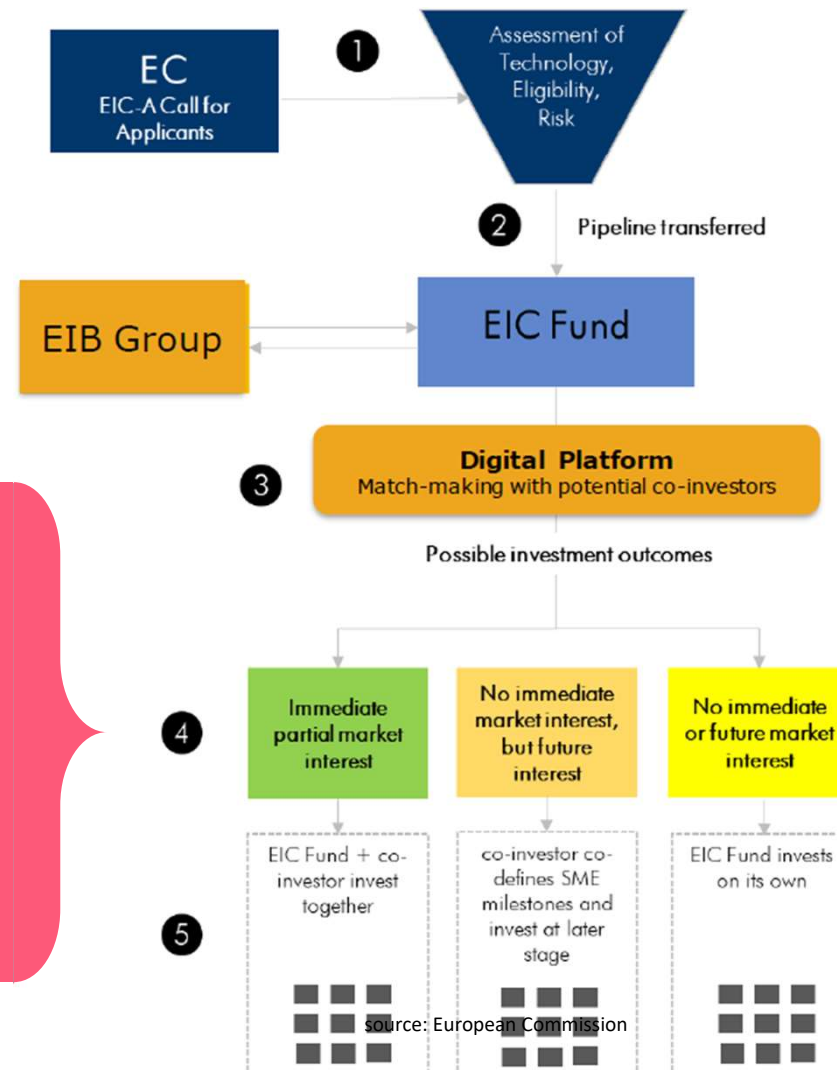
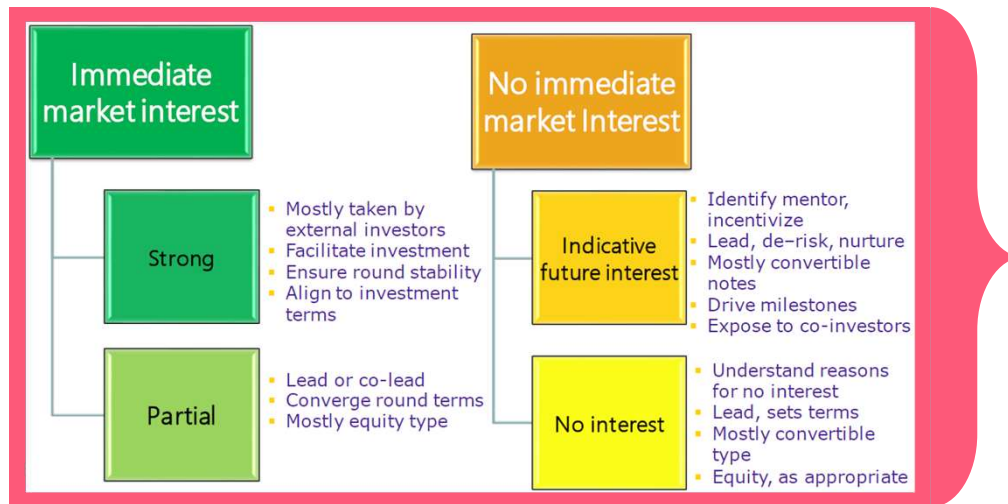
## Market Test:

A key step in the process is the “Market Test”: in the first weeks of the due diligence there will be a public search for **co- or alternate investors** to form a pool of potential interested parties



# INVESTMENT FLOW & "MARKET TEST"

4 types of investment scenarios



## FOCUS AND ASSUMPTIONS



### *INVESTMENT FOCUS*

- Focus (pilot) on capital-intensive policy-priority sectors, high technology component expected
- For-profit SMEs, including start-ups and early-stage companies, from any sector with typically a strong intellectual property component
- High-risk innovations not yet ready to be fully taken up by the market
- Stage: mainly pre-seed, seed and early stage
- Usually invest in companies with no (or very limited) turn-over and negative EBITDA.
- Quasi-equity or equity (or convertible loans if no immediate market interest)
- Minority equity investments sought with preferred rights (if no co-investor)

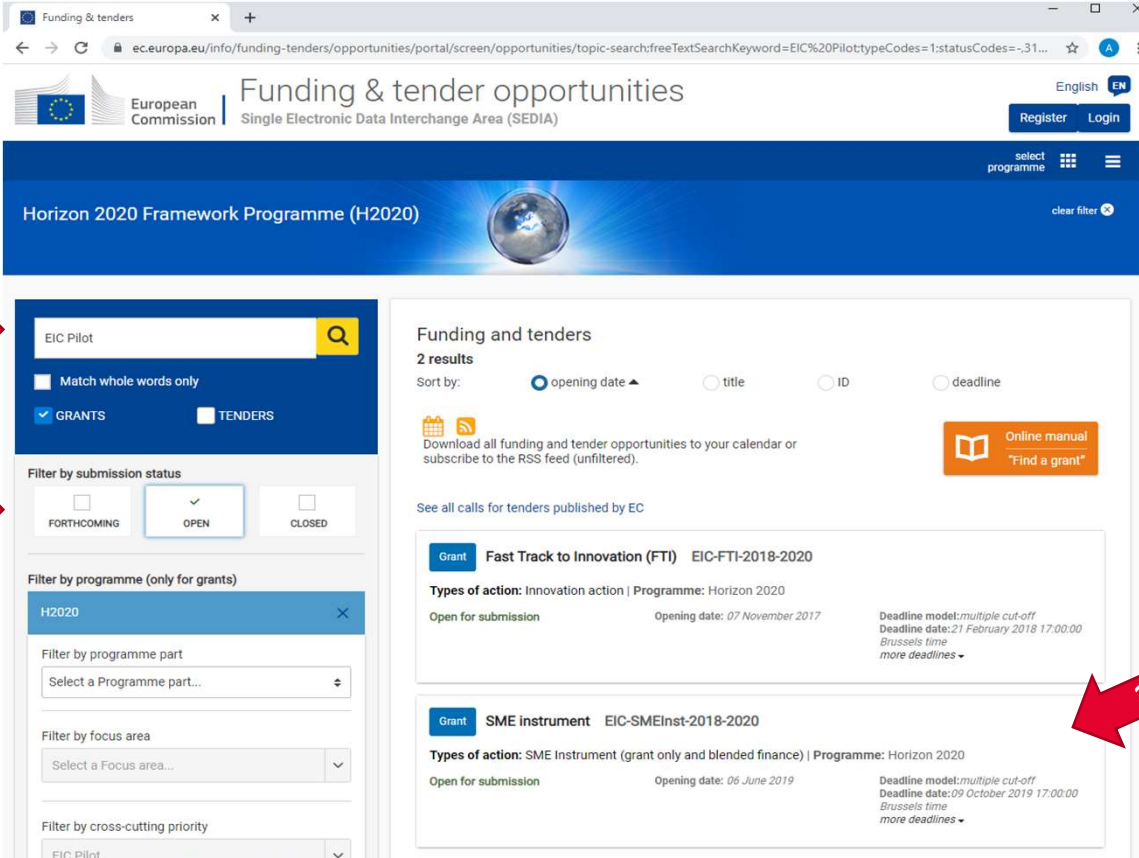
### *PORTFOLIO MODEL ASSUMPTIONS (PILOT PHASE)*

- 20 - 40 portfolio companies in total
- Ticket range EUR 0,5 mio to EUR 5 mio per company, higher amounts possible (tranches)
- Substantial follow on reserves, allowing EIC Fund to double down on best investees
- Circa 70% failure rate - number of companies written-off
- Holding period 7 - 10 years

## **SUBMISSION PROCEDURES AND PROJECT MANAGEMENT**



# SUBMISSION VIA FUNDING & TENDER PORTAL



The screenshot shows the 'Funding & tender opportunities' portal. The search bar contains 'EIC Pilot'. The left sidebar has several filter sections:

- Search:** 'EIC Pilot' in the search bar, 'Match whole words only' checkbox, 'GRANTS' checked, 'TENDERS' unchecked.
- Filter by submission status:** 'FORTHCOMING' unchecked, 'OPEN' checked, 'CLOSED' unchecked.
- Filter by programme (only for grants):** 'H2020' selected.
- Filter by programme part:** 'Select a Programme part...' dropdown.
- Filter by focus area:** 'Select a Focus area...' dropdown.
- Filter by cross-cutting priority:** 'EIC Pilot' selected.

The main content area shows 'Funding and tenders' with '2 results'. The results are sorted by 'opening date'. Two results are listed:

Grant	Fast Track to Innovation (FTI)	EIC-FTI-2018-2020
<b>Types of action:</b> Innovation action   Programme: Horizon 2020		
Open for submission	Opening date: 07 November 2017	Deadline model: multiple cut-off Deadline date: 21 February 2018 17:00:00 Brussels time more deadlines -

Grant	SME instrument	EIC-SMEInst-2018-2020
<b>Types of action:</b> SME Instrument (grant only and blended finance)   Programme: Horizon 2020		
Open for submission	Opening date: 06 June 2019	Deadline model: multiple cut-off Deadline date: 09 October 2019 17:00:00 Brussels time more deadlines -

Red arrows indicate: 1 points to the search bar, 2 points to the submission status filters, and 3 points to the 'SME instrument' result.

# SUBMISSION VIA FUNDING AND TENDER PORTAL



Oct 27, 2017

## SME instrument

ID: EIC-SMEInst-2018-2020

Type of action:	Deadline Model	Opening	Deadline	Action
<input checked="" type="radio"/> SME-2b SME Instrument (grant only and blended finance)	Deadline Model : multiple cut-off	Opening: 06 June 2019	Deadline: 09 October 2019 17:00:00 Brussels time , 08 January 2020 17:00:00 Brussels time , 18 March 2020 17:00:00 Brussels time , 19 May 2020 17:00:00 Brussels time , 07 October 2020 17:00:00 Brussels time	Open
<input type="radio"/> SME-2 SME Instrument phase 2	Deadline Model : multiple cut-off	Opening: 07 November 2017	Deadline: 10 January 2018 17:00:00 Brussels time , 23 March 2018 17:00:00 Brussels time , 10 October 2018 17:00:00 Brussels time , 09 January 2019 17:00:00 Brussels time , 03 April 2019 17:00:00 Brussels time , 05 June 2019 17:00:00 Brussels time	Closed
<input type="radio"/> SME-1 SME Instrument phase 1	Deadline Model : multiple cut-off	Opening: 07 November 2017	Deadline: 08 February 2018 17:00:00 Brussels time , 03 May 2018 17:00:00 Brussels time , 05 September 2018 17:00:00 Brussels time , 10 October 2018 17:00:00 Brussels time , 13 February 2019 17:00:00 Brussels time , 07 May 2019 17:00:00 Brussels time , 05 September 2019 17:00:00 Brussels time	Closed



Horizon 2020

Work programme: Towards the next EU Framework Programme for Research and Innovation: European Innovation Council (EIC) Pilot

Work programme year:H2020-2018-2020

Call name:SME Instrument | Call ID:H2020-EIC-SMEInst-2018-2020  
See all topics of this call >

- Topic description
- Conditions and documents
- Partner Search
- Submission service
- Get support
- Call information
- Call Updates
- Funded project list

**Topic Description**

Specific Challenge:

**Who should apply to the EIC Accelerator Pilot (SME instrument)?**

*Are you an innovative, high-flying small or medium-sized business with European and global ambitions?*

Have you got an idea for an innovation that targets new markets and could boost the growth of your company?

Are you looking for substantial funding to support you in the last stages of development?

And could you make use of business development resources and coaching to take your company forward? Then the EIC Accelerator Pilot (SME Instrument) is for you.

[show more...](#)

**Topic conditions and documents**

1. **Eligible countries:** described in Annex A of the Work Programme.  
A number of non-EU/non-Associated Countries that are not automatically eligible for funding have made specific provisions for making funding available for their participants.

2. **Eligibility and admissibility conditions:** described in the Work Programme part "European Innovation Council (EIC)".

[show more...](#)

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Partner Search

The following templates apply as from 6 June 2019:

- Standard proposal template
- Standard evaluation form
- MGA SME Ph2 (EIC Accelerator Pilot)
- Annotated Grant Agreement to be available soon

EIC Accelerator Pilot (SME instrument - grant only or mix of equity and grant) - Guidelines for applicants

**6. Additional provisions:**

- Horizon 2020 budget flexibility
- Classified information

Technology readiness levels (TRL) – where a topic description refers to TRL, these definitions apply.

Members of consortium are required to conclude a consortium agreement, in principle prior to the signature of the grant agreement.

**8. Additional documents:**

- 16. Introduction WP 2018-20
- 17. European Innovation Council (EIC) WP 2018-20
- 18. Dissemination, Exploitation and Evaluation WP 2018-20

General annexes to the Work Programme 2018-2020

Legal basis: Horizon 2020 Regulation of Establishment  
Legal basis: Horizon 2020 Rules for Participation  
Legal basis: Horizon 2020 Specific Programme

SME Instrument - Guidelines for applicants

EIC Accelerator Pilot (SME instrument - grant only or mix of equity and grant) - Guidelines for applicants

**7. Open access must be granted to all scientific publications** resulting from Horizon 2020 actions.

Where relevant, proposals should also provide information on how the participants will manage the research data generated and/or co-accessible for verification and re-use, and how it will be curated and preserved.

**Open access to research data**

The Open Research Data Pilot has been extended to cover all Horizon 2020 topics for which the submission is opened on 26 July 2016. Projects can opt-out under the conditions described in Annex L of the Work Programme. Projects can opt-out at any stage, that is both before and after the start of the project.

Note that the evaluation phase proposals will not be evaluated more favourably because they plan to open or share their data, and will not be eligible for the Open Research Data Pilot.

Open research data sharing applies to the data needed to validate the results presented in scientific publications. Additionally, projects need to create a Data Management Plan (DMP), except if they opt-out of making their research data open access. A first version of the DMP must be submitted at the time of submission. The Commission already provides guidance documents, including a template for DMPs. See the Online Manual.

Costs related to data management and data sharing are eligible for reimbursement during the project duration.

Requirements for projects participating in this pilot are in the article 29.3 of the Model Grant Agreement.

# SUBMISSION VIA PARTICIPANTS PORTAL



FFG Organizations are looking for collaborating partners for this topic

[View / Edit](#)

LEARs, Account Administrators or self-registrants can publish partner requests for open and forthcoming topics after logging into this Portal.

[Go to top](#)

### Select your type of action to start submission

To access the Electronic Submission Service, please click on the submission-button next to the type of action that corresponds to your proposal. You will then be asked to confirm your choice of the type of action and topic, as these cannot be changed in the submission system. Upon confirmation, you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Funding & Tenders Portal and select the My Proposals page of the My Area section.

**Type of Action:** SME Instrument (grant only and blended finance) [ SME-2b] [Start SUBMISSION](#)

Get support

[Online manual](#) "Submit a proposal" [IT HOW TO](#) "Submission of Proposals"

[Go to top](#)

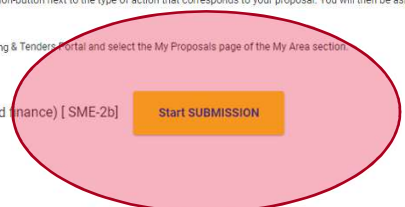
**Get support**

Please read carefully all provisions below before the preparation of your application.

[H2020 Online Manual](#) is your guide on the procedures from proposal submission to managing your grant.

[Participant Portal FAQ](#) – Submission of proposals.

[National Contact Points \(NCP\)](#) - contact your NCP for further assistance in your national language(s).



## NEEDED FOR SUBMISSION: PIC & LEAR



- **PIC (Participant Identification Code) Number**

Before submitting a project proposal, all organisations involved in the project must first be registered in the Funding & Tenders Portal Participant Register and have their 9-digit Participant Identification Code (PIC number) - to be quoted in your proposal and in any correspondence with the Commission.

➤ [https://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/applying-for-funding/register-an-organisation/registration-of-organisation\\_en.htm](https://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/applying-for-funding/register-an-organisation/registration-of-organisation_en.htm)

- **LEAR (Legal Entity Appointed Representative)**

The LEAR serves as the administrative contact for the EU Commission. In addition to being responsible for all organisation-related data on the portal, the LEAR also has certain appointment rights (e.g. LSIGN, FSIGN). There can only be one LEAR per organisation. LEARs are validated by the Validation Services of the EU Commission.

➤ [https://www.ffg.at/en/europe/legalandfinancialmatters/h2020\\_role-assignment](https://www.ffg.at/en/europe/legalandfinancialmatters/h2020_role-assignment)

# SUBMISSION FORM

Structure	
Part A – Administrative form	Part B – Proposal Template
<p>Additional call specific questions:</p> <ul style="list-style-type: none"><li>• Request for blended finance and associated equity amount requested</li><li>• Consent to receive counter-offer with requested grant amount for activities above TRL8 in the form of blended finance</li></ul>	<ul style="list-style-type: none"><li>• Introduction</li><li>• Section 1 – Excellence</li><li>• Section 2 – Impact</li><li>• Section 3 - Implementation</li></ul> <p style="text-align: right;"><b>Document 1</b> (30 pages max - pdf)</p>
	<ul style="list-style-type: none"><li>• Annex 1 – Security and Ethics</li><li>• Annex 2 – CVs</li><li>• Annex 3 – Others</li></ul> <p style="text-align: right;"><b>Document 2</b> (no page limit - pdf)</p>
	<ul style="list-style-type: none"><li>• Annex 4 – Financial &amp; Corporate Information</li></ul> <p style="text-align: right;"><b>Document 3</b> (no page limit – pdf and xls)</p>
	<ul style="list-style-type: none"><li>• Annex 5 – Pitch deck</li></ul> <p style="text-align: right;"><b>Document 4</b> (no page limit – pdf)</p>

# PART A - „BLENDED FINANCE“ OR „GRANT ONLY“ ???

## 5 - Call specific questions

### Call specific declaration(s)

Are you requesting blended finance (combination of a grant with an investment in equity)?

Submission form  
If you are applying for grant-only, and should the evaluation conclude there are activities above TRL 8 in your proposal, do you give the European Commission consent to provide the requested amount of funding in the form of blended finance?

Yes  No



- Not considered for blended finance
- If applicants cannot demonstrate they have the ability to secure resources for the activities above TRL 8, the proposal will be rejected
- If such an ability is properly demonstrated, applicant can receive the grant requested reduced by the budget of the Work Package(s) containing activities above TRL 8



- Applicants of proposals selected to be funded will receive a blended finance offer.
- Grant part will be the requested amount in the proposal, reduced by the budget of the Work Package(s) containing activities above TRL 8.
- Equity part will include the sum of the budget for the Work Package(s) containing activities above TRL8.

# PART B – CHANGES vs. SME INSTRUMENT PHASE 2



## Structure

Introduction	1 - Excellence	2 - Impact	3 - Implementation
<ul style="list-style-type: none"> <li>- <b>Basic information &amp; summaries (1)</b></li> </ul>	<ul style="list-style-type: none"> <li>- Idea and solution</li> <li>- Innovativeness</li> <li>- Stage of development</li> <li>- Feasibility and risks</li> </ul>	<ul style="list-style-type: none"> <li>- Market and customers</li> <li>- Commercialisation strategy</li> <li>- External strategic partners</li> <li>- IP</li> <li>- <b>Scale-up potential (2)</b></li> <li>- KPI</li> <li>- Broader impact</li> </ul>	<ul style="list-style-type: none"> <li>- Team and capabilities</li> <li>- <b>Financing needs (3)</b></li> <li>- <b>Need EIC support (4)</b></li> <li>- Risks</li> <li>- <b>Approach</b></li> <li>- Resources</li> </ul>

 Simplified

 Newly introduced or increasing focus

(1) Help to get a rapid understanding of the innovation and put in context

(2) Increased focus in the WP, including in step 2 of the evaluation

(3) (4) Newly introduced in the WP (leveraging of investments and non-bankability)



**HERZLICHEN DANK FÜR IHRE AUFMERKSAMKEIT!**



## HAFTUNGSAUSSCHLUSS



Es wird keine Gewähr für die Richtigkeit, Vollständigkeit und Aktualität der Angaben übernommen. Jede Haftung für Schäden, die durch Nutzung oder Nichtnutzung der dargestellten Informationen oder durch fehlerhafte oder unvollständige Informationen verursacht wurden, ist ausgeschlossen.