

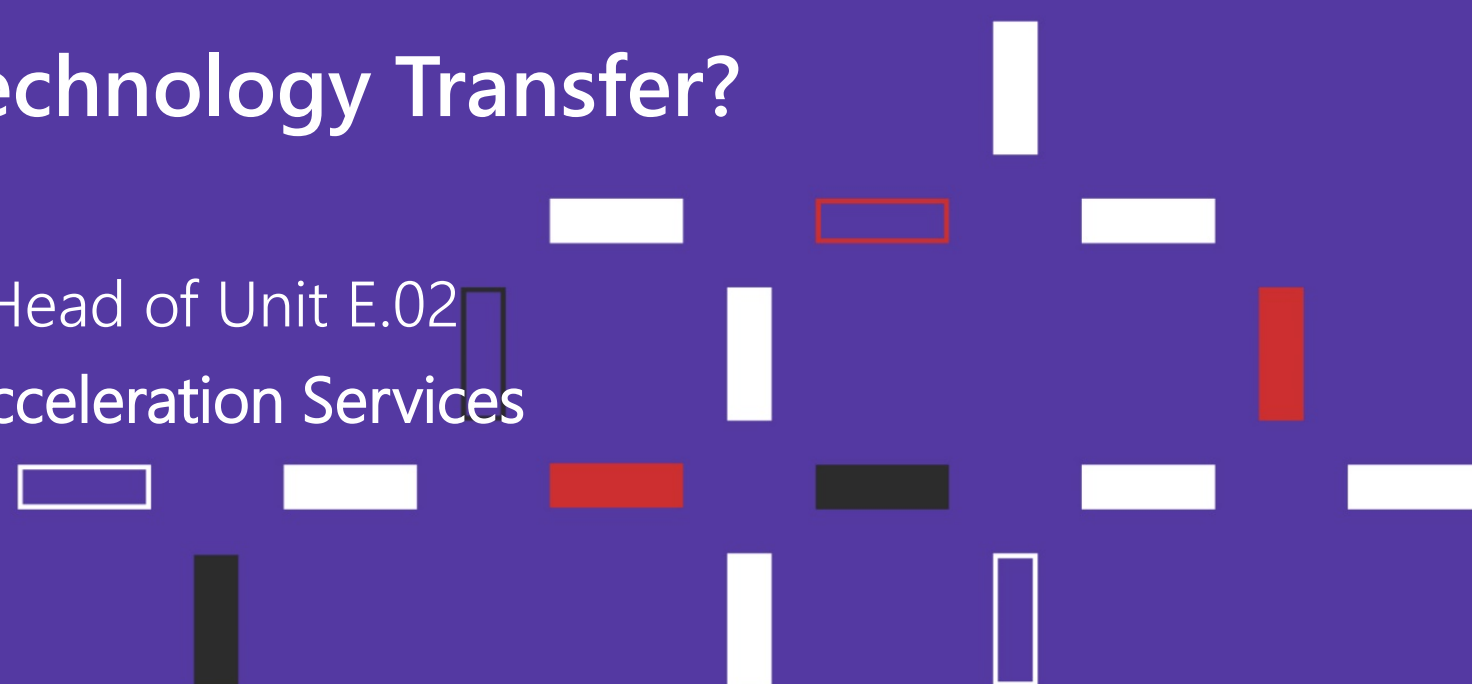


Backing visionary entrepreneurs

What is EIC offering to Technology Transfer?

Veronica Beneitez Pinero –Deputy Head of Unit E.02
Transition Activities and Business Acceleration Services

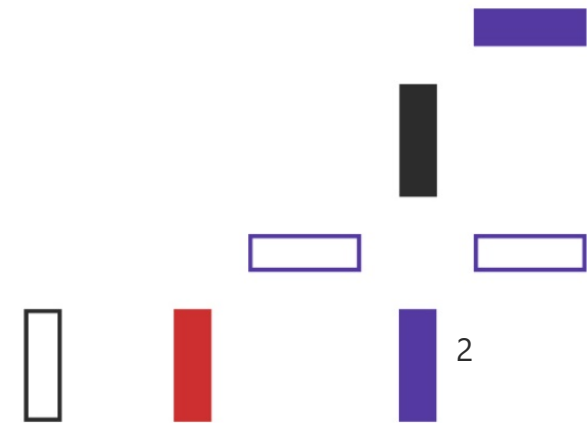
November 2021



What's holding back European innovation?



Innovation performance	<ul style="list-style-type: none">• Strong research performance not translated into innovation• Lack of breakthrough/ disruptive innovations that create new markets
Innovation funding	Financing gaps (2 "valleys of death") in <ul style="list-style-type: none">• Transition from lab to enterprise• Scaling up for high-risk innovative start-ups
Innovation ecosystem	<ul style="list-style-type: none">• Many national & local ecosystems, but fragmented at European level• Need to include all regions and all talent (especially female)

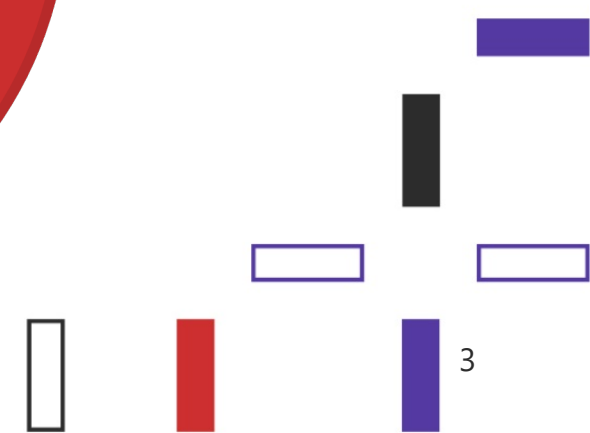
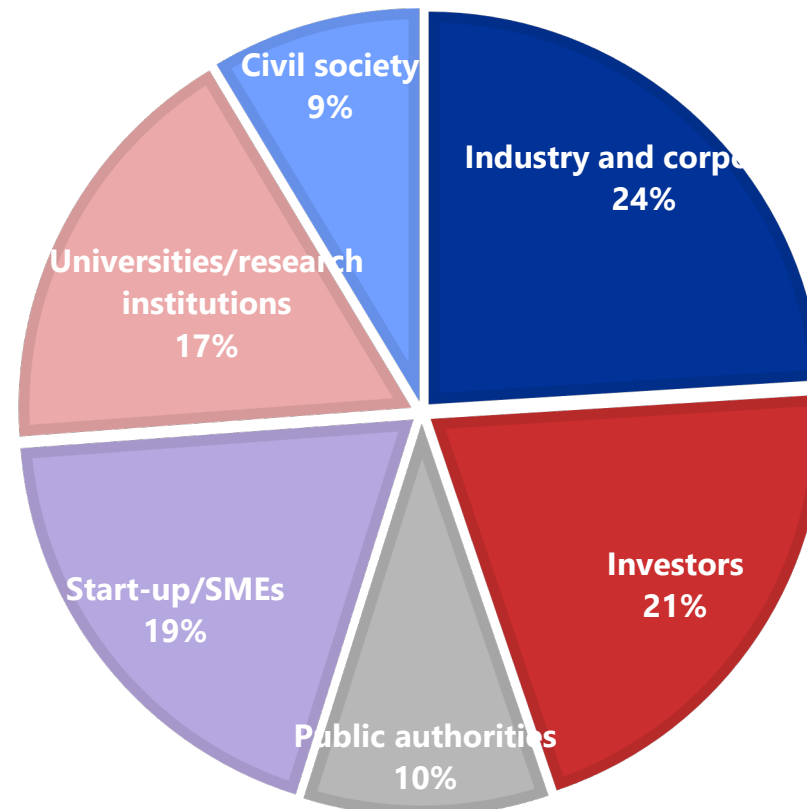


Gap to transition technologies from research to application



Universities consider their weakest ecosystem links are with industry, investors and startups

UNIVERSITIES
WHICH ACTORS WOULD YOU MOST NEED TO CONNECT TO WITHIN THE EUROPEAN ECOSYSTEM?





Part of the Innovative Europe pillar of Horizon Europe

**European
Innovation
Council**

- Support to innovations with breakthrough and market creating potential

€10.1 billion

**European
innovation
ecosystems**

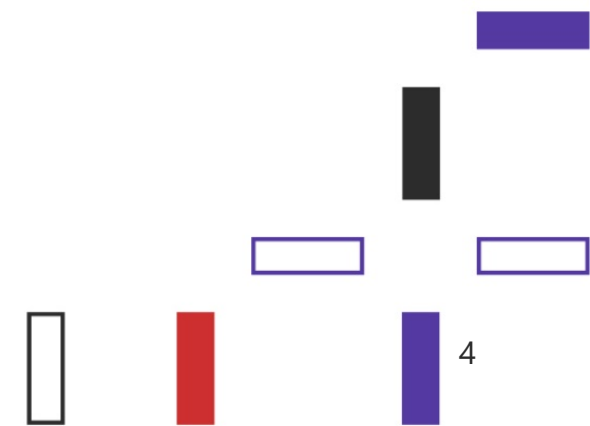
- Connecting with regional and national innovation actors

€520 million

**European Institute
of Innovation and
Technology (EIT)**

- Bringing key actors (research, education and business) together around a common goal for nurturing innovation

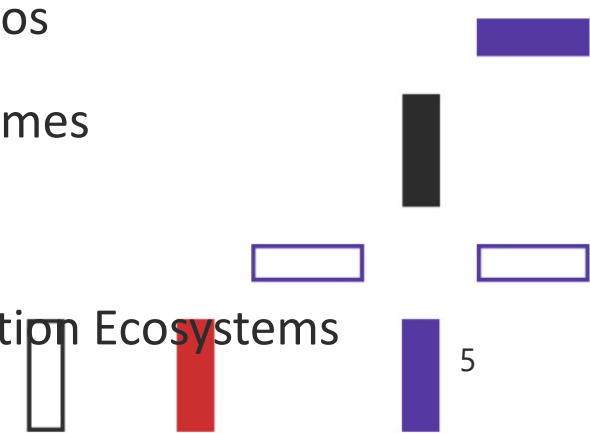
€2.9 billion








EIC in brief: Europe's most ambitious innovation initiative

- **Budget of €10.1 billion (2021-27)**
- Mission to **identify, develop and scale up high risk innovations**, with particular focus on disruptive, deeptech and market creating
- **Independent Board of innovators and President** to set strategy, oversee implementation
- **“One stop shop” for implementation (agency + EIC Fund)**
- **More agile, flexible funding**
- **EIC “Programme Managers”** to develop visions for breakthroughs and steer portfolios
- **Fast track access** for Horizon grant holders (ERC, EIT, etc) and certified national schemes
- **EIC Forum** with innovation ecosystem actors
- Complemented by **European Institute of Innovation & Technology (EIT)** and Innovation Ecosystems actions in “Innovative Europe” pillar of Horizon Europe



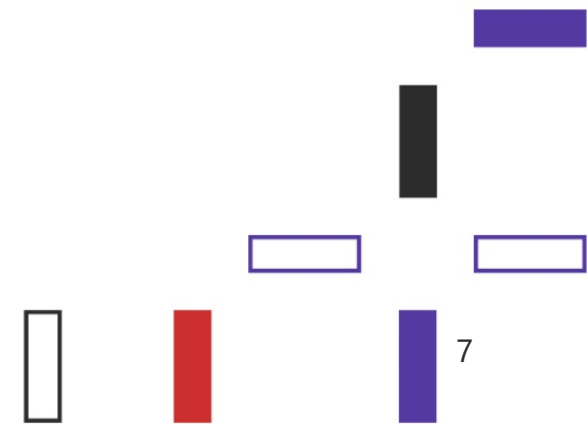


EIC Tech to market: support in transitioning results toward market

 Financial support	 « Hands-on » Guidance	 Services
<p>Transition grants</p> <ul style="list-style-type: none"> - For Pathfinder projects (incl. FET projects) and ERC PoC - Expected 2.5 M Euro per project <p>Additional funding to support</p> <ul style="list-style-type: none"> - maturation and validation of novel technologies beyond proof of principle (TRL 5-6) - development of a business case and model towards the future commercialization 	<p>Transition plan</p> <ul style="list-style-type: none"> - Explore potential Go to Market route(s) and milestones - Define readiness and needs - Translate needs into concrete support actions 	<p>Tech to Market services</p> <p>Services tailored for beneficiaries funded by Pathfinder and Transition grants</p> <ul style="list-style-type: none"> - Access to coaching and advise - Access to business partners - Access to ecosystem & peers



EIC Transition Grants





EIC TRANSITION OPEN AND CHALLENGES



Why EIC transition?

Supports the maturation and validation of novel technologies beyond proof of principle (TRL 5-6) and the development of a business case and model towards the future commercialisation

The Open funding supports all technologies and innovations

Challenges: predefined thematic priorities aiming to establish portfolios of projects

Who can apply ?

H2020 FET schemes and EIC pilot

ERA NET call - FET (CHISTERA, QUANTERA, FLAGERA)

ERC PoC projects

Financial contribution

EUR 2.5 m €

Booster grants up to EUR 50k to undertake portfolio activities





EIC Transition call, for whom?

- Innovative researchers to go beyond the experimental PoP in laboratory and approach the validation/demonstration of the technology in relevant environment
- For entrepreneurs, venture builders, SMEs, spinoffs, corporate not part of initial project
- Restricted to applications based on results generated by following eligible projects: EIC Pathfinder, incl. EIC pilot, FET, ERC PoC
- Single beneficiary (not larger companies) or small consortium (2-5 beneficiaries)
 - e.g. universities, RTOs, SMEs or corporates, user/customer organisations or end users

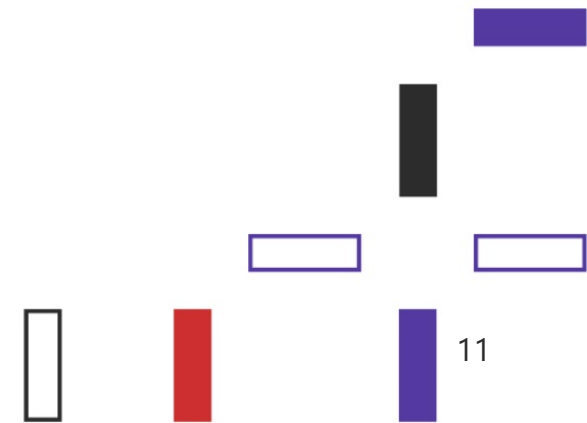


EIC Transition support different pathways...

- **A 'Transition to Technology'** to further develop strategic technologies towards specific applications and improve the market readiness through a focussed collaborative project.
- **A 'Transition to Market'** for an SME/Start-up sees a market opportunity to apply the results of eligible projects towards a specific market application. Could involve collaboration with the results owner(s).
- **A 'Transition to Entrepreneurship'** to turn selected project results into a viable product by looking for a suitable business model and/or creating a start-up or spin-off company.
- Or any other approach that include both technology and market aspects



EIC Transition Plan





Transition Plan: Support projects to refine Go-to-Market strategy, advice and potential services

- Further refine expected pathway(s) to market for identified results
- Identify milestones and key steps to take for main innovation activities
- Identify potential needs to support the implementation of this plan during and beyond the lifetime of the funded project.

Iterative process, non-linear mostly, constant investigation and follow-up, an evolving plan, to be updated regularly



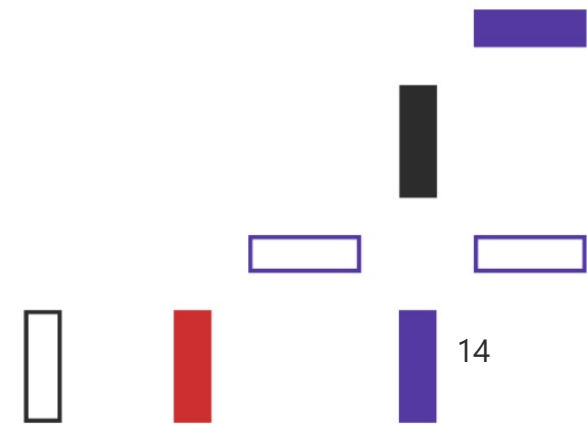


Main features of Transition Plan

<p>Key innovations and value proposition</p>	<ul style="list-style-type: none"> • What is the problem and how addressed by your technology? • What is the value proposition and estimated market and size?
<p>The team responsible for the innovation</p>	<ul style="list-style-type: none"> • Responsibilities and competences for transition to market? • External support and missing skills.
<p>Go to market pathways</p>	<ul style="list-style-type: none"> • more R&D, spin-off, direct exploitation, licensing?
<p>Key milestones towards market</p>	<ul style="list-style-type: none"> • Tech milestones: what TRL expected? • Go to market milestones: involvement of users and ecosystem, market/competition analysis, IPR, Team, Fundraising
<p>Needs and services</p>	<ul style="list-style-type: none"> • Questions helping to identify needs/gaps • Translating needs for support into T2M services or guide towards other internal or external services



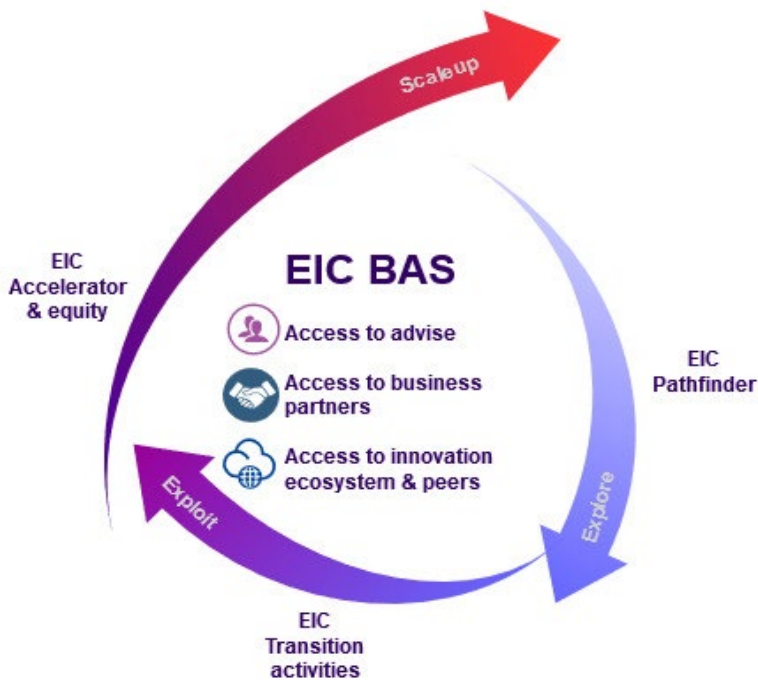
EIC Tech to Market services





EIC Tech to Market services

access to advice, global partners and ecosystem



<p>Access to advise</p>	<ul style="list-style-type: none"> • Coaching and mentoring • Innovation training, Bootcamp • Access to specific expertise
<p>Access to global partners</p>	<ul style="list-style-type: none"> • Contacts/matching with corporates • Investors • Trade Fairs • Innovation procurers and clients
<p>Access to EIC ecosystem and peers</p>	<ul style="list-style-type: none"> • EIC Community • EC initiatives: HR Booster, IPR Helpdesk • EIT KICs • Incubators & accelerator



Thank you!

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