

# **Access to Risk Finance:** New tools for funding SMEs Innovation **Event Agenda & Overview**

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# Turkey in Horizon 2020

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EVENTS

## Support to Turkish Participation in H2020

Awareness | Trainings | Networking | Financial Support | Online Tools

WELCOME TO THE OFFICIAL PAGE OF "TURKEY IN  
HORIZON 2020" PROJECT!

*[//NEW: Register now for our Cities of the Future 2017 International Brokerage event in Brussels//](#)*

*[// NEW: Check out our new videos on General Training on Horizon 2020 //](#)*

We are here to support Turkish public and private organisations, industry and SMEs to maximise their benefits from Horizon 2020, the European Union programme for Research & Development.

Turkey has an excellent opportunity to increase the participation of its SMEs, foster innovation and bring together researchers and entrepreneurs from Europe and Turkey. The project offers workshops & trainings, consultancy services, legal, financial and IPR support for Horizon 2020.

IPR, Legal & Financial Helpdesk

Latest Calls  
HORIZON 2020

Next Events

"Cities of the Future 2017" Brokerage  
Event

Thursday 26 - Friday 27th October 2017  
Conferences  
Brussels



# What is this event?

**Identify (alternative) sources of finance**

**Targeted to the private sector (SMEs)**

**Grants | Loans/Guarantees | Private Funds**

**EASME: Executive Agency for SMEs**

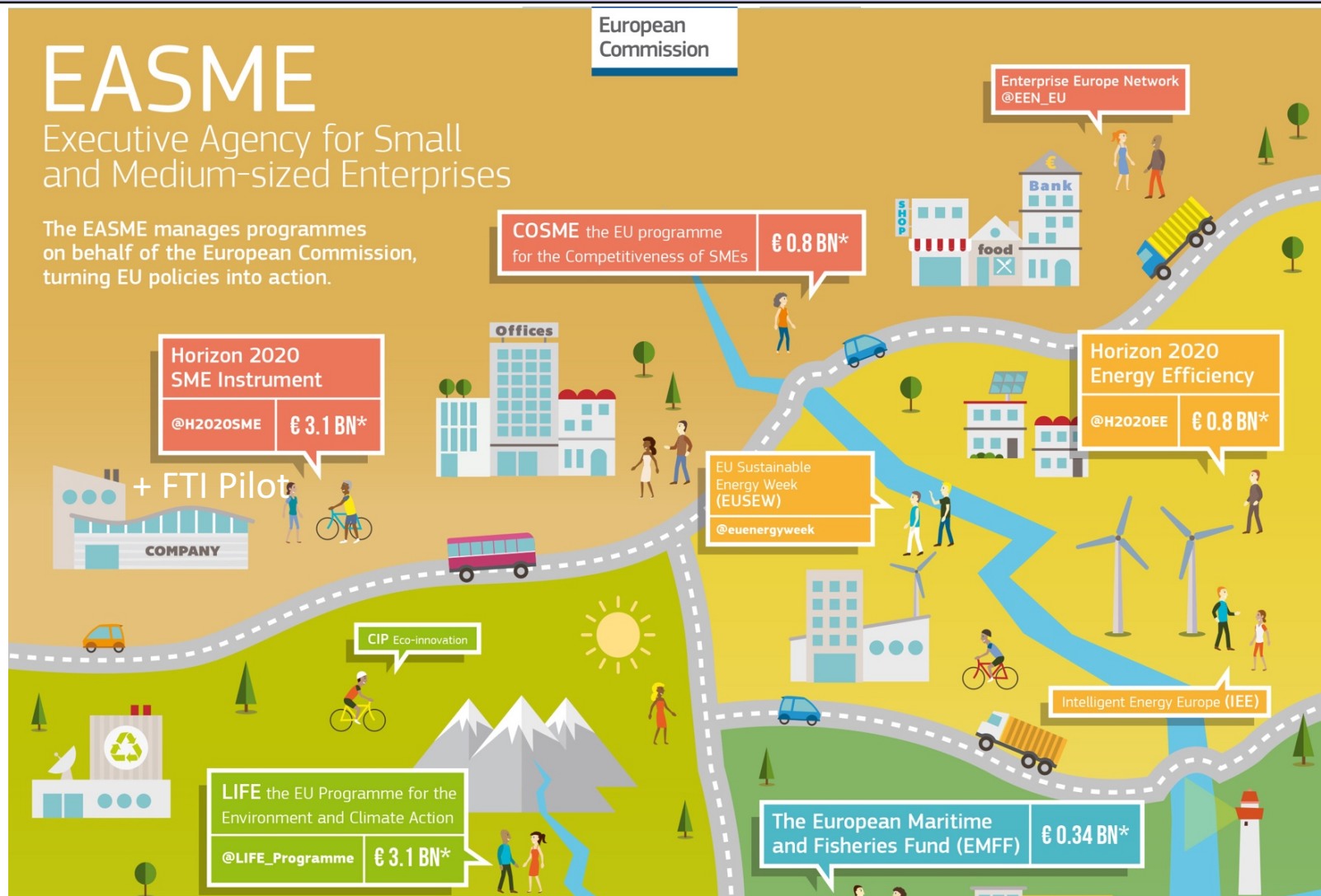
**EIB: European Investment Bank**

**TSGB, Borsa Istanbul**

**Venture Capitals**



# EU support to SMEs





# SME Instrument

## Horizon 2020's SME Instrument

Looking for Europe's next innovation leader

As part of the Horizon 2020 programme, the European Commission is selecting potentially disruptive businesses to invest in and support as part of the SME Instrument. SMEs with a strong growth potential and the ambition to become world-market leaders could receive **up to €2.5 million\*** in funding, and world-class **business support** and **mentoring**.

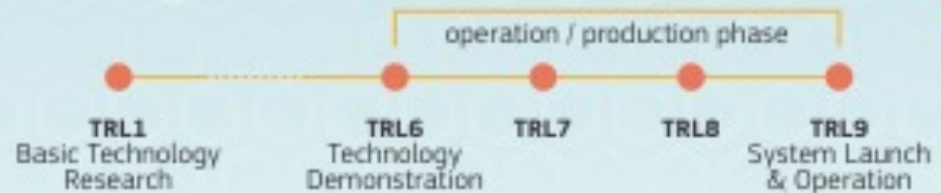
<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/sme-instrument>

### Who should apply?

We are looking for high growth, highly innovative SMEs with global ambitions. You should be actively investing in innovation, and looking to grow. You should have been established for a while – further than the start-up stage.

### Projects sought

Projects at the **technology readiness level 6 or higher** (technology demonstration) have the best chances to receive funding.



# Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

## PREPARE YOUR PROPOSAL

Build your industry-intensive consortium\*  
minimum 3 partners - maximum 5 partners  
(all based in the EU and / or in Horizon 2020  
associated countries)

Proposal



Outstanding Business Innovation Concept  
(high-readiness level / TRL 6, meaning  
demonstrated in a relevant environment)

Continuous open call  
until end 2016

6 months time-to-grant

## DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million  
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D  
Demonstration  
Market-Oriented  
R&D  
to Market-Mature Innovation

<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/fast-track-innovation-pilot>

12-24 months for implementation

## HIT THE MARKET!

Start your commercial activities



The Market  
Market-Maturity to Market  
Launch



Market-ready result  
(finished product, service,  
process/ TRL 9)

At most 36 months from grant to market

\*In a consortium with 3 or 4 partners, at least 2  
should be industry, and in a consortium with 5  
partners, at least 3; alternatively at least 60% of  
the project budget should be allocated to industry  
(i.e. private for profit entities)

... AND EAGER TO COMPETE ON GLOBAL MARKETS...!

## ACTIVITIES SUPPORTED

Systems validation in real working conditions – Testing – Piloting – Business model validation – Standard setting – Pre-normative research – EU quality label

# SME Innovation Associate

<https://ec.europa.eu/easme/en/horizon-2020-sme-innovation-associate-business>

## Horizon 2020 SME Innovation Associate

Matching talented researchers and business

Under 'Horizon 2020', the European Union's Research and Innovation Programme, a new pilot action will support 90 SMEs hire a researcher to bring their brilliant idea to life.

### Who is it for?

- highly skilled researchers looking for new opportunities
- dynamic SMEs and start-ups with innovative ideas



## SMEs



## PHDs



## APPLY NOW



1) Do you have a brilliant idea but still looking for an 'associate' helping you realise it?

YES!



2) Have you considered looking in the international research job market to find your best candidate?

YES!



3) Do you think you could integrate him/her into your team thus mutually boosting skills & outputs?

YES!



1) Are you a highly-skilled researcher looking for new job opportunities and challenges abroad?

YES!



2) Are you an expert in your field but lack industrial innovation and business management skills?

YES!



3) Do you want to explore the potential of innovative ideas and possibly turn it into a long-term job?

YES!





# Today's Agenda

- *ARF Intermediaries: Banks, VCs, Angel Investors*
- *Pitching Workshop: How to pitch your idea*
- *Investment Workshop: Are you ready for an investment?*
  - Lunch / Coffee breaks / Networking / Open discussion

# Financial Session & Pitching

- **European Investment Bank: Innovfin Products**  
*Massimo d'Eufemia, EIB Group Representative In Turkey*
- **TSKB Experience Sharing with Innovfin**  
*Burak Saygılı, Manager of Development Finance Institutions*
- **Borsa İstanbul funding Opportunities/Instrument for Start-ups & SMEs**  
*Dr. Recep Bildik, Director of R&BD | Borsa Istanbul*
- **Pitching Workshop: How to pitch & examples to discuss**  
*Olcay Yıldız, DONE, Co-founder and Managing Director*  
*Ahmet Saraçoğlu, KUARTIMES, Co-founder*  
*Prof. Aytül Erçil, VISPERA, CEO*

# Business

- **Venture Capitals:** How VCs work and what they look for  
*Firat Ozpinar, Man. Partner / Diffusion Capital Partners*  
*Okan Kara, Managing Partner / ATC Venture Capital*
- **Funding strategy for start-ups.** Options. Becoming  
“Investor Ready” + Interactive Session  
*Jonathan Ryan/Independent Consultant, Business Advisor,  
Startup expert*  
*John O’ Dea/ Independent Consultant, Business Advisor,  
Startup expert*



# Visit our Helpdesk

<http://helpdesk.turkeyinh2020.eu>



Q Search



## Training & Networking Events

Presentations from H2020 Training Events, guidance and rules for participation to networking events (Brokerage Events...

## Proposal Development

In this section you can find Proposal Development guidelines, administrative manuals, statistics and anything related...

## Intellectual Property (IP) Guide

A dedicated area of our Helpdesk exclusively for Intellectual Property Rights and related issues in Horizon 2020.



## Contact:

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Teşekkür ederim!

Thank you!



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