



Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından finanse edilmektedir
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HOW TO CREATE WINNING SHORT/FULL PROPOSALS FOR EIC ACCELERATOR

What differentiates winners from losers

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January 23, 2023 – PWC 10



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Proposal Evaluator & Reviewer

-  1.000+ proposals  10+ years
-  170+ EIC Accelerator Short & Full Applications




Consultant & Mentor

-  Management  Marketing  Innovation € Investment

25+ Year Work Experience

-  w/ SMEs, researchers, and founders
-  Former Navy Supply Officer

PhD Dropout

-  Retail and Consumer Sciences, M.Sc.
-  Business, M.A.
-  Industrial Engineering, B.Sc.

Disclaimer

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1. Follow your own path. Challenge the status quo.

Is business development allowed in the Accelerator or is e.g. market study etc not advised (since these things needs to be known beforehand)?

Is a license agreement sufficient for a company to apply, develop and commercialise a technology? Or do you require the company to own the IP (patents)?

Is it necessary to provide justification for the company's financial contribution to EIC Accelerator? If yes, what specific information/ documentation is needed?

Is it allowed to apply for an idea for which a patent request has already been deposited?

Can you give examples of measures for involving and empowering key actors that have the potential to take the lead in translating research into innovations?

What are the conditions to apply for blended, is it necessary to have an investor ready to invest, or would it be ok to start conversations during the project?

On FTO: as may be known formal FTO is very expensive. Can you please instruct evaluators that such a study is not mandatory?

Can Project Management activities be covered by an external service provider? Is it an eligible cost?

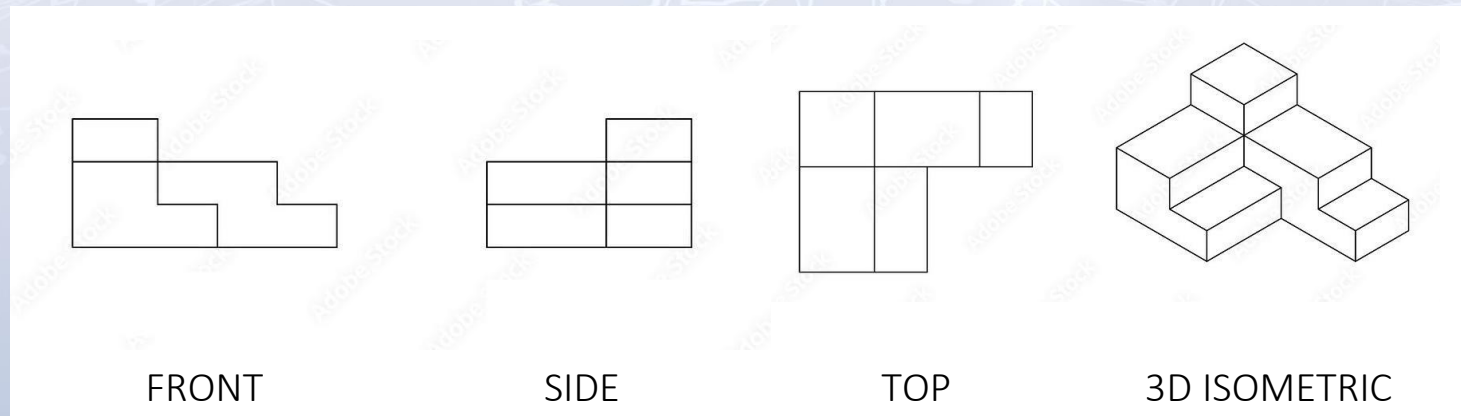
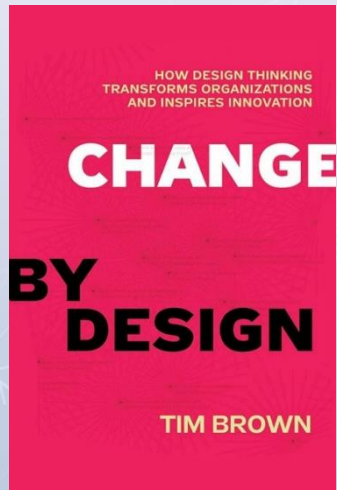
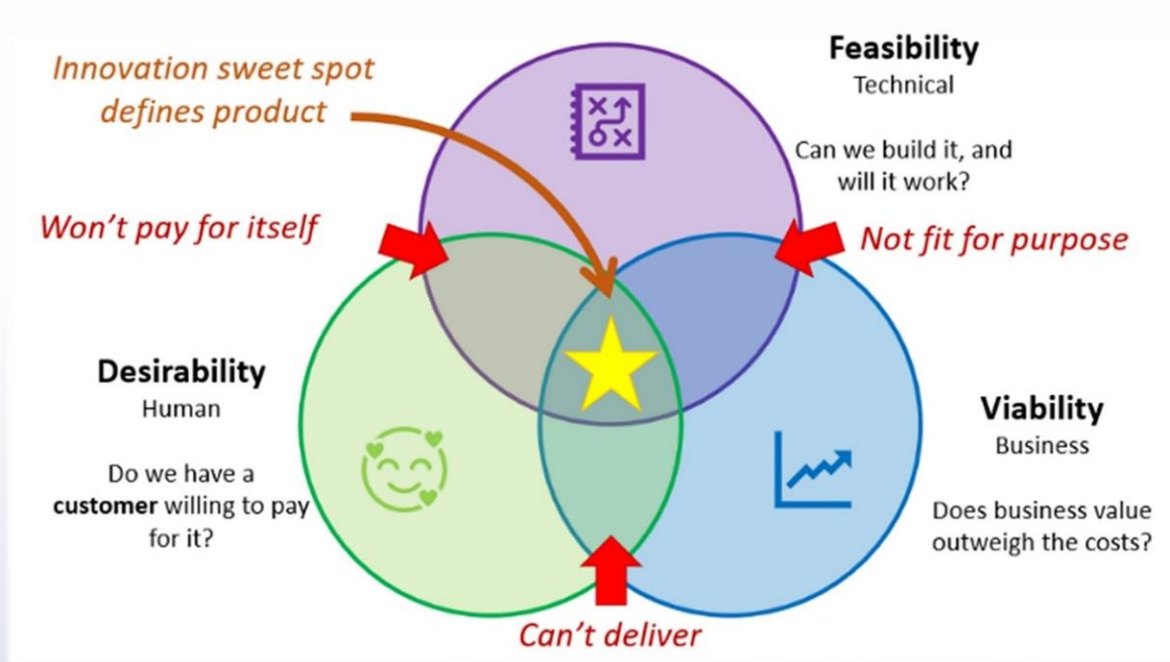
What is the EIC's stance on using AI tools in proposal writing?

“If it is not specifically forbidden in [the Work Program](#), yes, you can do that. Whether it is useful or well seen by the expert evaluators, that's for you to judge. We cannot tell you.”


Timo Hallantie, Head of Unit, EISMEA



2. Aspire beyond the technology



3. Turn your technology into a blessing

Welcome to the United Nations 

Artificial Intelligence – a blessing or a curse for sustainable development?

10 November 2023 – In recent years, the use of Artificial Intelligence (AI) has grown rapidly, affecting many industries and areas of human life. But should we view AI as a blessing or curse? How about its impact on social development and the global goals? We spoke with **Professor Daron Acemoglu** of the Department of Economics at the Massachusetts Institute of Technology, who shared his take.



The Economist  Menu   

Finance & economics | The Golden State's golden egg

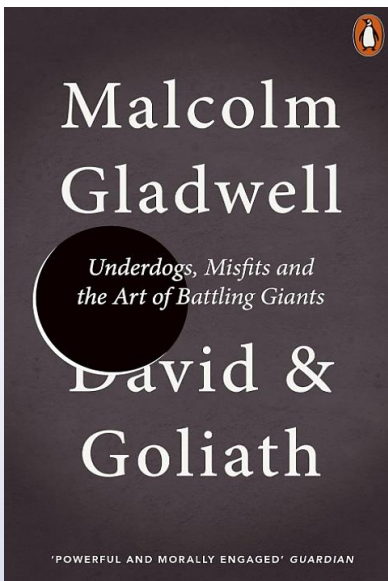
Peter Thiel says California suffers from a “tech curse”. Is he right?

The state is fabulously rich and fabulously dysfunctional

Technology Curse: The apparent paradox that a strong technology industry is associated with social dysfunction and declining standards of living rather than prosperity, happiness, and freedom.



4. Find your unfair advantage



agility

scalability

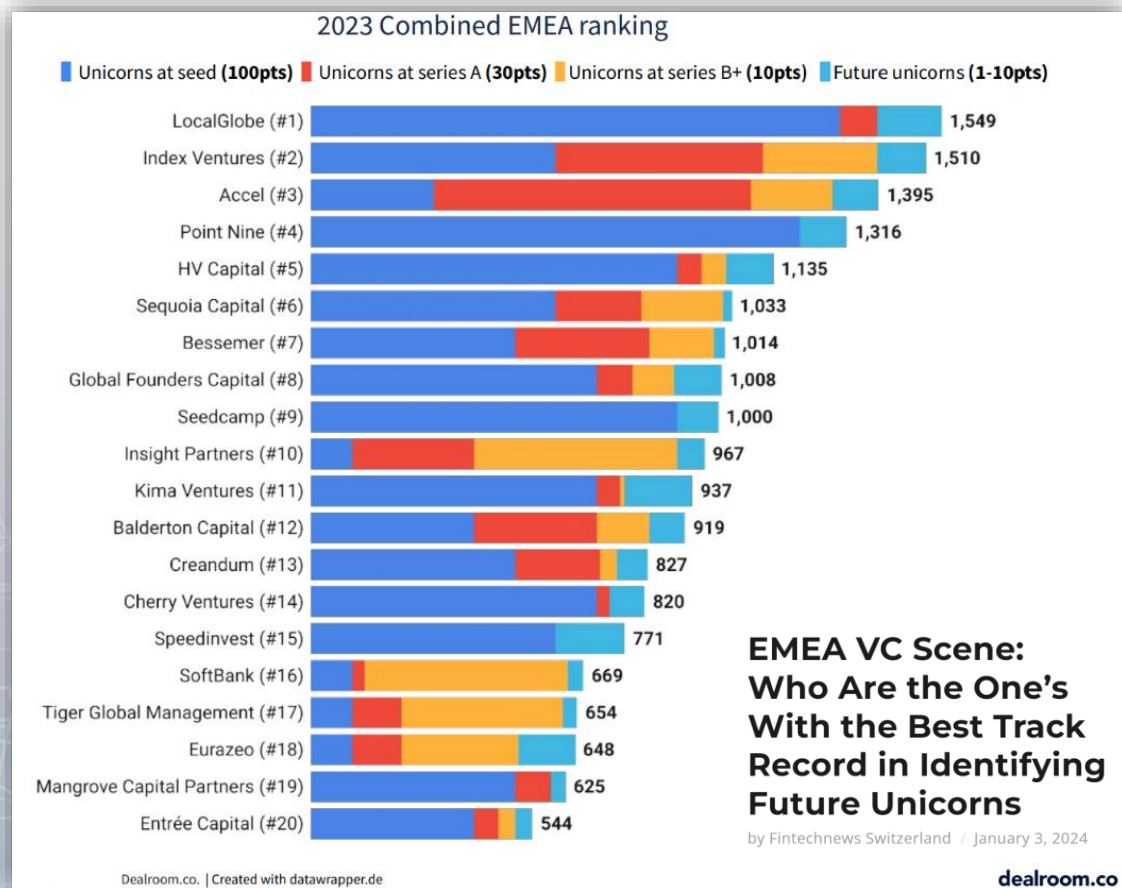
network effect

exclusive partnerships

economies of scale

first-mover advantage

building market entry barriers



5. Build your value creation network and synergies

Alignment with relevant EU/non-EU bodies,
and European Acts and policies

[Strategic Technologies for Europe Platform \('STEP'\) & STEP](#)

[United Nations Sustainable Development Goals](#)

[The New European Innovation Agenda](#)

[Net Zero Industry Act](#)

[Chips Act](#)

[REPowerEU Plan](#)

[Mission Soil Platform](#)

[Fit for 55 package](#)

[European Green Deal](#)

[Farm to Fork Strategy](#)

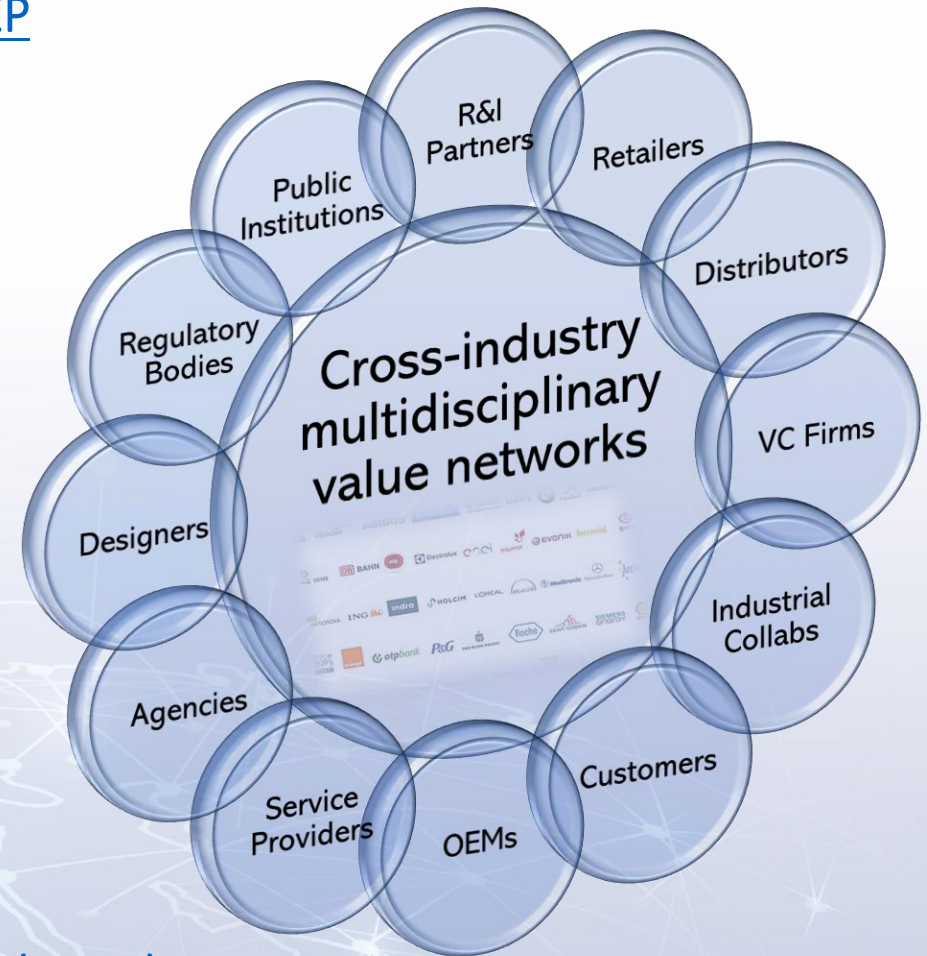
[Critical Raw Materials Act](#)

[Digital Decade Policy Program 2030](#)

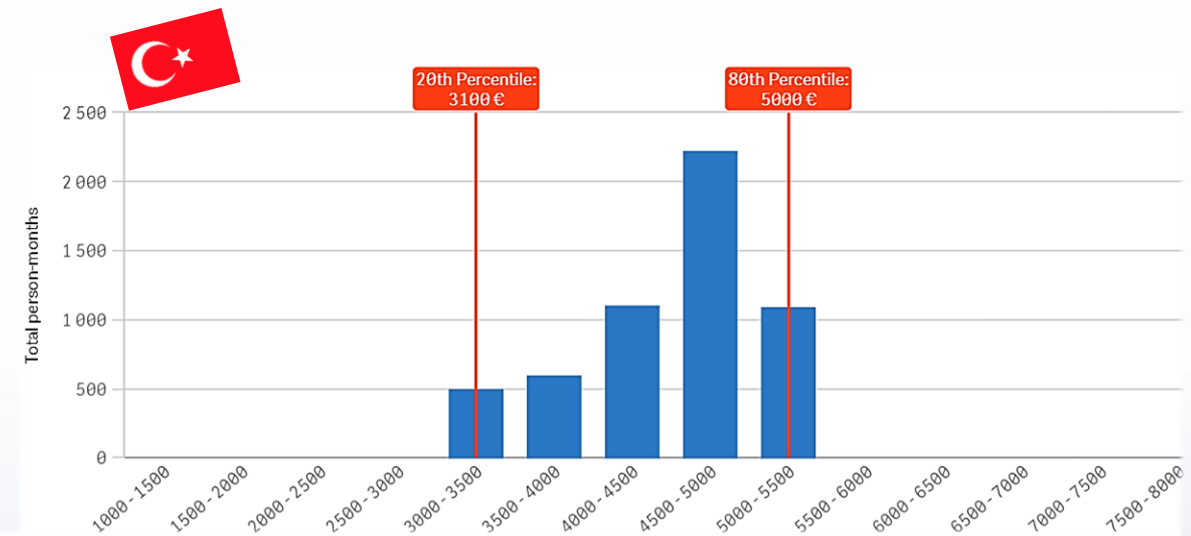
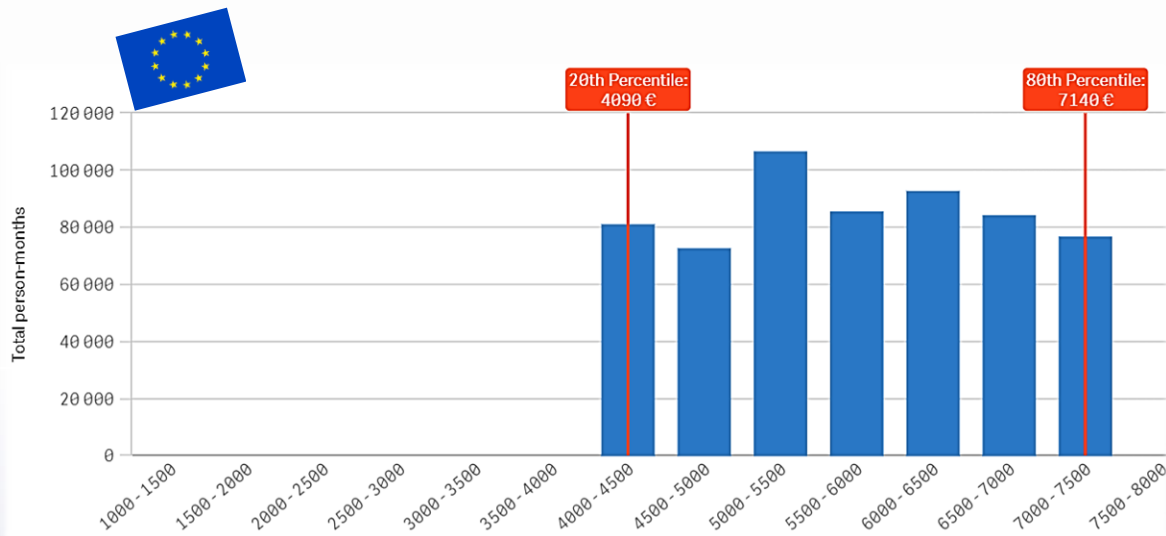
[Health Emergency Preparedness and Response Authority \(HERA\)](#)

[Building an economy that works for people: an action plan for the social economy](#)

[An EU initiative on Web 4.0 and virtual worlds: a head start in the next technological transition](#)



6. Estimate and justify your costs carefully



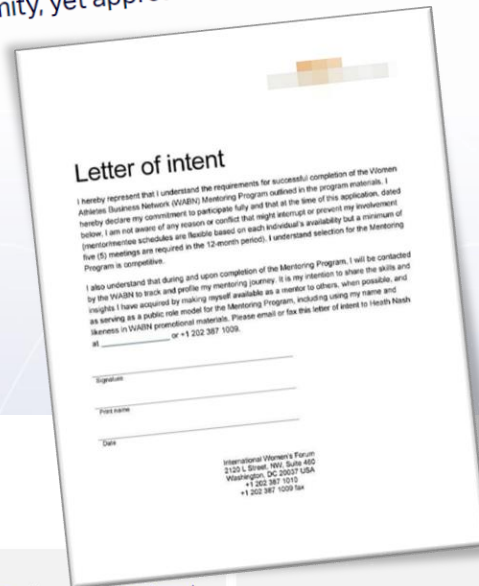
SME - Average personnel costs per month in Lump sum grants, Horizon Europe ([Horizon Dashboard](#))

- ✓ Utilize **benchmarks** and **databases** to establish realistic cost estimates
- ✓ Ask for **quotes** from suppliers to substantiate cost projections
- ✓ Articulate why each cost item is **crucial** for a task
- ✓ Ensure the **best value for money** in (sub)contracted tasks
- ✓ Acknowledge and address **high inflation** rates
- ✓ Provide insights into relatively **expensive** costs
- ✓ Explain the need for **specialized** and **highly skilled** personnel
- ✓ Provide the **context for the rationale** behind the cost estimates

Do not compromise **project impact** for the sake of the budget.
Avoid prolonged Work Packages to ensure **regular payments**.
Provide cost **estimations** rather than precise figures.
No need for budget amendments; maintain **flexibility**.

7. Gear up for investment rounds

sifted / **FT** *"Come back when you're closer to the market."*
 This chicken-and-egg problem is quite common in deeptech fundraising: securing funding is tough without market proximity, yet approaching the market is difficult without adequate funding.



// We're very much looking to crowd in other private VCs and corporate investments from the community in Europe //

The EIC Accelerator, with the EIC Fund, has helped bridge this funding gap for early-stage startups through its non-dilutive grants and equity investments. But with a maximum ticket size of €15m, the EIC still needs other players to participate in these deals.
Svetoslava Georgieva, Chair of the EIC Fund Board

EIC Fund's Co-investors

EIC Fund companies have also attracted many investors so far.

Non-exclusive investors examples

- 985 Co-Investors¹ World-Wide
- From Angel Investors to Investment Funds (ticket agnostic)
- From Institutional Investors to Industry Leaders
- Co-Investors from 40+ countries

PASQAL raises **€100 million** in equity



PASQAL Raises €100 Million Series B Funding to Advance Neutral Atoms Quantum Computing

Paris, January 24, 2023- PASQAL, a leader in neutral atoms quantum computing, today announced it secured a €100 million equity Series B raise led by new investor Temasek, a global investment company headquartered in Singapore. Other new investors include the European Innovation Council (EIC) Fund, Wa'ed Ventures and Bpifrance, through its Large Venture Fund. Continuing investors include Quantontation, the Defense Innovation Fund, Daphni and Eni Next.

8. Use AI responsibly

All proposals involving the development, use, or deployment of **AI** must ensure that all AI-based systems or techniques need to be developed in a **safe, secure, and responsible** manner, with a clear identification of and preventative approach to **risks** and in accordance with the AI Act.

- ✓ socially robust, in that they duly consider the context and environment in which they operate
- ✓ reliable and function as intended, minimizing unintentional and unexpected harm
- ✓ safeguarding the physical and mental integrity of humans
- ✓ explain their decision-making process whenever a significant impact on people's lives is the case.

9. Embrace diversity and equality



All EIC Beneficiaries must promote **equal opportunities** between men and women and aim to achieve a **gender balance** in the project team to the extent possible.

Public bodies, research organizations, and higher education institutions **must** have a [Gender Equality Plan \(GEP\)](#).

Private for-profit organizations, **SMEs**, Non-Governmental, or civil society organizations are **exempted from** GEP requirement.



Public document



Dedicated resources



Data collection and monitoring



Training and capacity building

10. Reflect on the latest trends and data insights

Innovation made in Europe

EUROPEAN INNOVATION COUNCIL SUMMIT 24

18 - 19 MARCH 2024

#EICSUMMIT24

European Innovation Council

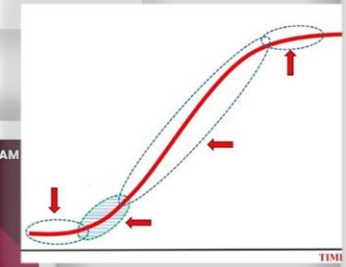
European Innovation Council

@EUeic

HORIZON DASHBOARD

turcorn TURCORN 100 PROGRAM

BEYOND THE FUTURE



PitchBook

European Commission

EVERYBODY IS LOOKING INTO THE FUTURE!

A literature review of reports on emerging technologies and disruptive innovation

EU Policy Lab

JRC SCIENCE FOR POLICY REPORT

EMERGING TECHNOLOGIES
DISRUPTIVE INNOVATION
STRATEGIC FORESIGHT

Joint Research Centre

ISSN 1831-940

EUR 31662 E

enterprise europe network

CORDIS

EU research results

TÜRKİYE DEVELOPMENT FUND

ABOUT US OUR FUNDS

OUR FUNDS

- Regional Development Fund
- Development and Investment Bank of Türkiye Capital Fund
- Technology and Innovation Fund
- Innovative and Advanced Technologies Venture Capital Investment Fund
- Development Participation Venture Capital Investment Fund
- Development ODTÜ TEKNOKENT VCIF

sifted

backed by FT

EIC TECH REPORT 2023

BACKING VISIONARY ENTREPRENEURS

European Innovation Council

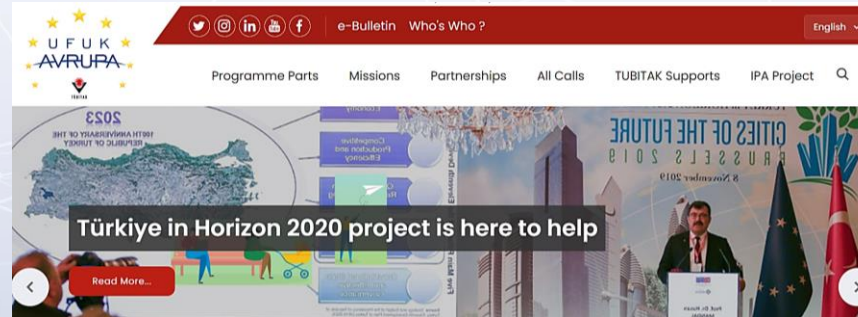
SCIENCE | BUSINESS

dealroom.co

crunchbase

Thank you! Best Wishes!

Any comments or questions?



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