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HOW TO PREPARE WINNING FULL PROPOSALS FOR THE EIC ACCELERATOR

What differentiates winners from losers

Serkan BOLAT

March 6, 2024 – SME Webinar 18



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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.
2. Aspire beyond the technology
3. Turn your technology into a blessing
4. Find your unfair advantage
5. Build your value creation network and synergies
6. Estimate and justify your costs carefully
7. Gear up for investment rounds
8. Use AI responsibly
9. Embrace diversity and equality
10. Reflect on the latest trends and data insights

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

Is business development allowed in the Accelerator or is a market study etc not advised (if not known beforehand)?

Is a license agreement sufficient to develop and commercialise the company to own the IP?

Is it necessary to provide just financial contribution to EIC or information/ documentation?

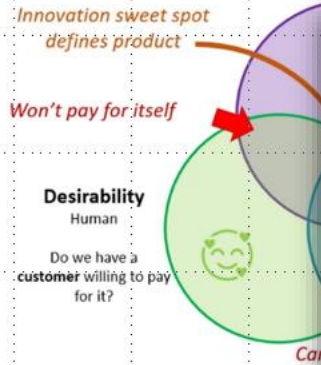
Is it allowed to apply for an idea already been deposited?

"If it is not specific"

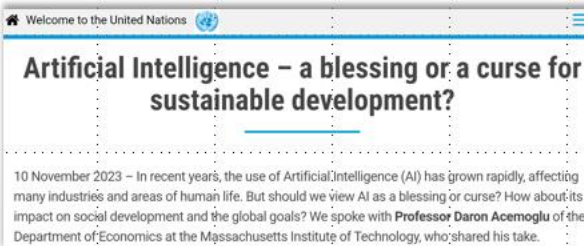
2. Aspire beyond the technology

Feasibility

Chinese investments in Europe



3. Turn your technology into a blessing



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.



Market Size (2023-2027)

+41%

Annual Growth

Exoskeletons are among the top most promising innovations

Traction and Roadmap

2018-2021

2022

2023

- Patented technology
- 6 iterations (product-market fit)
- Design freeze
- First sales in ES, GER, Nordics, BENELUX
- First FR, UK

Management Team



Competition

With reh... units w...
In tal... count...
Will purch... ABLE... Hospital

Competitor

Bottle

Pitche...
Fauce...

Under...
RO ins...

Value proposition

Benefits of *T-Sense Cold* for food chain actors

FOOD PRODUCERS

- Proof of overheating** in the chain
- diminishes the costs of disposal
- increases the revenue

RETAIL

- Only food with non-coloured indicator will be accepted (**proof of quality**)
- lower costs, increased trust and loyalty of consumers

TRANSPORTERS

- Indicator**
- becomes more accurate

CONSUMERS

- Simple and independent control of quality** of the food
- high quality and safe food

Fundraising

Co-investment

	Grant	Series A		Series B	
Pre money		CLN		€ 25 m	
Investment Gap		€ 4.0 m		€ 20m	
Commitments	€2.0 m	€ 4.0m	EIC		
Total. Investment	€2.0 m	€ 8.0 m		€ 20.0 m	
Milestones	Prototypes Preclinical IP Team	Design Freeze		Sales Revenue – USA Sales Revenue – EU	
		Preclinical Complete		FIH & RCT Complete	
		510K approval		EU MDR Approval	
Timeline	M2 2020 – M1 2022 24 months	M1 2022 – M1 2024 24 Months		M1 2024 – M1 2026 24 Months	

[Pitch Deck examples](#) for EIC Accelerator applications are available on Help Desk



A novel and accurate emotion recognition system for real-time and continuous patient monitoring in psychiatry



Grant-first | March 2023 cut-off

150M people suffer from mental disorders in Europe & this number is sharply increasing. There are not enough psychiatrists to cope with the situation: a psychiatrist sees 1,000 patients in sessions separated every 3-4 months. Psychiatrists have no way to know if a patient's treatment is working and if there is any risk of relapse/suicide between sessions. A patient's emotional status gives insights into treatment effectiveness and diagnosis of major depressive disorder, but there are no accurate tools to monitor emotions remotely and continuously. Cephalgo has solved this challenge & developed the first accurate, remote & continuous emotion tracker to monitor treatment effectiveness, and predict the best course of treatment for a given patient profile. Combining electroencephalography (EEG), & an AI-driven emotion recognition algorithm, our device detects emotions with 88% accuracy & predicts the best treatment to reduce the trial & error approach currently employed in psychiatry.

[CORDIS page](#) & [cephalgo.com](#)

Project Information

ADAPTE

Grant agreement ID: 190129251

DOI

[10.3030/190129251](https://doi.org/10.3030/190129251)

EC signature date

19 October 2023

Start date

1 November 2023

End date

31 October 2025

Funded under

The European Innovation Council (EIC)

Total cost

€ 3 568 155,00

EU contribution

€ 2 497 708,00

Coordinated by

CEPHALGO

 France



Optimization, demonstration of natural, biodegradable packaging from wood in desired shapes for various industries

RAIKU[®]

Blended finance | June 2023 cut-off

Every year, over 400 million tonnes of plastic waste is produced globally of which plastic packaging waste accounts for about 46%.

This waste accumulates in waste dumps, landfills, and ends up in oceans and water bodies causing alarming threats to ecosystems. This calls for sustainable alternatives for plastic usage worldwide.

RAIKU has developed a proprietary cleantech manufacturing technology for the creation of novel green packaging alternatives to bubble wrap for the packaging industry. The process utilizes one raw material – wood, with zero chemicals and compostable end of life. RAIKU-s novel material needs 10 times less wood than paper/carton industry decelerating deforestation drastically (even more energy and water) and making it a high value-added product.

RAIKU is poised to generate the needed disruption in the packaging market, enabling manufacturers to transition to a circular economy paradigm and contributing towards EU and UN Green goals.

[CORDIS page](#) & [raiku.co](#)

Project Information

RAIKU bio packaging

Grant agreement ID: 101145196

EC signature date

7 February 2024

Start date

1 March 2024

End date

28 February 2026

Funded under

The European Innovation Council (EIC)

Total cost

€ 3 603 905,00

EU contribution

€ 2 499 999,00

Coordinated by

RAIKU PACKAGING OU

 Estonia





First automated risk management platform to enable safety, fairness, explainability, and continuous monitoring of generative AI systems



Grant-only | June 2023 cut-off

We target the global AI market, which has current value of €187.1B (TAM) and a CAGR of 37.3% until 2029. In this TAM, the generative AI market with €12.5B and 27% CAGR constitutes a sub-market addressed by us. AI risk management and governance sector (SAM) has a current market value of €220M and a CAGR of 42.1% until 2029. Industry leaders, e.g. Musk and Wozniak, request a stepping back from training models with an ever-increasing complexity. QuantPi's platform is the first all-in-one, model-agnostic, plug & play solution for risk management of generative AI. For the first time, we enable companies developing or operating generative AI systems to automatically assess and mitigate major risks across dimensions such as performance, fairness, robustness, explainability, and more. Our solution assesses conformance with +100 standards and regulations, including the EU AI Act, ISO/IEC 23894, and NIST AI RMF and assists companies in their pursuit of responsible and trustworthy AI systems.

[CORDIS page](#) & [quantpi.com](#)

QuantPi

Grant agreement ID: 101144749

DOI

[10.3030/101144749](https://doi.org/10.3030/101144749)

EC signature date

31 January 2024

Start date

1 February 2024

End date

31 January 2026

Funded under

The European Innovation Council (EIC)

Total cost


€ 3 569 250,00

EU contribution

€ 2 498 475,00

Coordinated by

QUANTPI GMBH

 Germany



Let's check out the web sites we cited

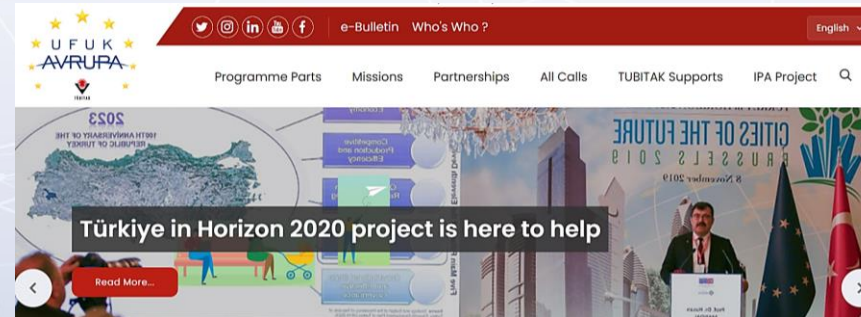
Online review of winning projects

Impactful projects, not just well-written proposals, are the key to winning

- **Web and social media presence (transparency + communication + branding)**
as open as possible, as closed as necessary
- **Capable and growing team (recruitment plan + Gender Equality + boards + advisors)**
Join our team!
- **Past accomplishments and future plans are visible**
a clear timeline of progress (history of milestones)
- **Working prototype (visuals + pilots + evidence)**
Try our demo!
- **Notable previous grants/investments/prizes (investment rounds/investors/valuations)**
EIC support is crucial, but its absence does not kill the project.
- **Ongoing research and projects (next products and use cases)**
deep tech
- **Key partners (value chain + credibility + globalization + execution)**
Open innovation, privacy vs. confidentiality vs. secrecy
- **Green (reducing carbon emission, sustainability, clean energy, circular economy)**
Target metrics contributing to EU Green Deal, UN Sustainable Development Goals

Thank you! Best Wishes!

Any comments or questions?



[Türkiye in Horizon 2020/Europe web site](#)



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