Bu proje Avrupa Birliği ve Türkiye Cumhuriyeti
tarafından finanse edilmektedir
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TÜRKİYE in
HORIZON 2020
COOPERATION. INNOVATION. COMPETITIVENESS

HOW TO PREPARE WINNING FULL PROPOSALS FOR *THE EIC ACCELERATOR*

EIC Accelerator – Support for Deep Tech Innovators

Serkan BOLAT

March 6, 2024 – SME Webinar 18

REPUBLIC OF TÜRKİYE
MINISTRY OF INDUSTRY
AND TECHNOLOGY

COMPETITIVE
SECTORS
PROGRAMME

1

TÜBİTAK

We Support the European Innovation Council Code of Conduct

Serkan BOLAT
SME & EIC Expert

in linkedin.com/in/sbolat

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.

Today's Agenda

ODYSSEAS SPYROGLOU
Team Leader

NIKOLAOS FLORATOS
Training Coordinator

SERKAN BOLAT
Senior SME & EIC Expert

MERVE DİYAR KAYA
TÜBİTAK NCP

TARIK ŞAHİN
TÜBİTAK NCP

Opening Speech

EIC Accelerator - Support for deep tech innovators

How to write a winning Full Application

Q&A

Short Break

What differentiates winners from losers

Tips and tricks on how to become successful applicant

Q&A and Closing Speech

Disclaimer

This presentation with all the data, charts, projections, estimations, and opinion provided within is provided for informational purposes only, and should not be relied upon as proposal submission, legal, business, or investment advice. They may differ from those offered by other individuals, experts, institutions, or authorities. If you refer to this presentation after the indicated event date, its content may be entirely irrelevant. Official EU references, call documents, and program implementation rules may change without prior notice.

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Although the best effort have been demonstrated to create the most reliable and relevant content, you should always refer to EIC web page and EIC Calls for up-to-date information and legal requirements.

Innovation for Love, Peace, Freedom, and Happiness

euinturkiye 1w

Kütahya'ya gelip de seramik yapmadan olur mu? Büyükelçi Nikolaus Meyer-Landrut ve seramik ustası Mehmet Yıldırım arasındaki unutulmaz işbirliğine tanık olduk! Büyükelçi Meyer-Landrut seramik ustası Mehmet Yıldırım'ın atölyesinde.. 🎨 🌟

EUTR

Making ceramics is an opportunity not to be missed in Kütahya. Witness the unforgettable collaboration between Ambassador Nikolaus Meyer-Landrut and ceramic maestro Mehmet Yıldırım! Ambassador Meyer-Landrut in the workshop of ceramist Mehmet Yıldırım.. 🎨 🌟

See translation

Michiel Scheffer

President of the Board of the European Innovation Council.

Ending a week in the Netherlands (but so close to Germany). Cycling to University of Twente and to Wageningen University & Research, especially for speaking at Enschede Slush'D and to OnePlanet Research Center and Foodvalley NL.

Scaling up innovations

10 EIC-backed unicorns | 112 EIC-backed centaurs | 665 research projects

Europe's biggest deep-tech investor

€1 billion approved investments by the EIC Fund in 159 companies since 2022

European Innovation Council

Leveraging private co-investment

Co-investment leverage of 3 | €43.05 billion combined portfolio valuation

Backing visionary entrepreneurs

The EIC is Europe's flagship programme to identify, develop and scale up breakthrough technologies and game changing innovations

eic.ec.europa.eu

HORIZON EUROPE

Fostering woman entrepreneurship

20% funded companies led by women

EIC Support Mechanisms

PATHFINDER

TRANSITION

ACCELERATOR

PRIZES

EN

Annex

European Innovation
Council (EIC)

Work Programme 2024

European
Innovation
Council

European Innovation Council (EIC) established by the European
Commission, under the Horizon Europe programme (2021-27)

C(2023) 8849 - 12.12.2023

NETWORKING
AREA

BUSINESS ACCELERATION SERVICES

EIC Funding Schemes - 2024

PATHFINDER		TRANSITION	ACCELERATOR	
TRL 1-4		**TRL 3-6**	**TRL 5-9**	
Open Call	**5 Challenge** Calls	**Open** Call	**Open** Call	**6 Challenge** Calls
€136M ~50 projects	**€120M** ~32 projects	**€94M** ~42 projects	**€375M** ~70 projects	**€300M** ~55 projects
March 7	**October 16**	**September 18**	Full Proposals **March 13**, **October 3** Short Proposals **any time**	
~**3-4** years	~**3-5** years	**1-3** years	**2** years	
Grant < **€3M** 100% financing	Grant < **€4M** 100% financing	Grant < **€2.5M** %100 financing	Grant < **€2.5M** 70% financing for TRL 5-8 Investment < **€15M**	
•**Consortiums** of ≥3 (Universities, research organizations, SMEs, industrial partners, or individuals.)	•**Single** universities, SMEs, or research organizations, or •**Consortiums** of ≥2 (SMEs, research organizations, large companies, customer organizations or potential end users (i.e., hospitals, utilities, industry, regulatory and standardization bodies)	•**Single** SMEs, universities, research/technology organizations, teams, individual Principal Investigators, or inventors to establish a spin-off (single large companies ineligible), or •**Consortiums** of 2-5	•**Single SME**s, individuals to establish an SME, or small midcaps in exceptional cases	

Rule: If consortium of 2, each from a different Member State or [Associated Country](). If consortium of ≥3, at least from 3 different countries with 1 from a MS.

EIC Accelerator

SME Definition
Staff headcount < 250
AND
Annual Turnover <€50M
OR
Balance Sheet <€43M

For details:

EU User Guide to the SME Definition

2024 BUDGET

Open Call	6 Challenge Calls
€375M ~70 projects	**€300M** ~55 projects
€150M Grant	€120M Grant
€225M Equity	€180M Equity

Who is eligible?

Sole SMEs in a Member State or an Associated Country - No consortiums
*One or more **individuals** or legal entities to establish or invest in an SME*

What type of support available?

Grant only and **Blended finance** funding,
with ***Equity-only** restricted to previous grant-only beneficiaries*
Lump sum grant < €2.5M 70% financing for TRL 5-8 & **Investment** < €15M
Business Acceleration Services
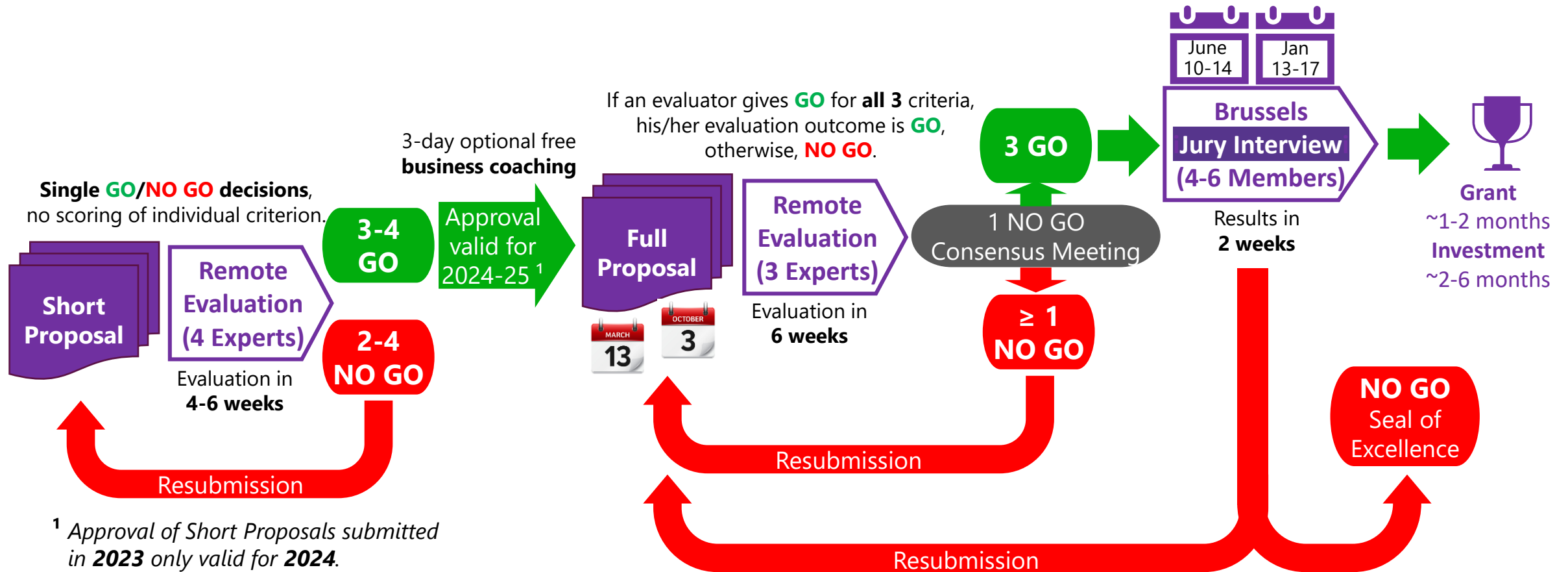
Which projects are suitable?

TRL ≥ 5 high-impact market-creating **deep tech** innovations
High risk justifying the need for EIC to crowd in VCs,
EIC to invest <50% of the investment round total
Any topic/industry except military tech   ⧖ **~2 year** project duration

How to apply?

Submit a **Short Proposal** any time & **Full Proposal** by cut-off dates

EIC Accelerator Application and Evaluation Process

Single GO/NO GO decisions, no scoring of individual criterion.

Short Proposal

Remote Evaluation (4 Experts)

Evaluation in **4-6 weeks**

3-4 GO

2-4 NO GO

Resubmission

[1] *Approval of Short Proposals submitted in **2023** only valid for **2024**.*

3-day optional free **business coaching**

Approval valid for 2024-25 [1]

Full Proposal

MARCH 13   OCTOBER 3

If an evaluator gives **GO** for **all 3** criteria, his/her evaluation outcome is **GO**, otherwise, **NO GO**.

Remote Evaluation (3 Experts)

Evaluation in **6 weeks**

1 NO GO Consensus Meeting

3 GO

≥ 1 NO GO

Resubmission

Resubmission

June 10-14   Jan 13-17

Brussels Jury Interview (4-6 Members)

Results in **2 weeks**

Grant ~1-2 months **Investment** ~2-6 months

NO GO Seal of Excellence

- Evaluator/Jury pools are **different** for each evaluation step. Evaluators **cannot** access previous submissions/results.
- **3 resubmissions** limit in total at **any stage** for the **same(improved)** proposal from **the same** entity during Horizon Europe. Submissions in **previous** years **do not** count. Concurrent submission/implementation **not** allowed.
- If **investment** decision **not made** during -or **1 year** after- the grant project; then, an **equity-only application** needed.

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EIC Accelerator Application Steps and Content

Short Application	→	Full Application	→	Jury Interview

Short Application

- Administrative info PART A (online forms)
- Proposal Form PART B (max. 12 pages)
- Pitch Deck (max. 10 slides)
- Pitch Video (max. 3 min.)
- Consent for data sharing

Funding type and amount in Short Proposal are only indicative.

Full Application

- Administrative info PART A (online forms)
- Proposal Form PART B (max. 50 pages)
- Pitch Deck
- Pitch Video (max. 3 min.)
- Freedom-to-Operate Analysis
- Data Management Plan
- Financial Plan & Equity needed
- Detailed Budget Table for lump sum
- CVs of key personnel
- Letters of Intent
- Annex (optional, max. 10 pages)
- Consent for data sharing

Download
Full Application Forms & Templates

Jury Interview

- Presentation w/ Full Application Pitch Deck (10 minutes)
- Q&A session (35 minutes)

EIC Fund can invest up to €2M above the requested amount; also, follow on within max. €15M limit per beneficiary.

Fast Track & Plug-in schemes to skip Short Proposal stage

Proposals funded by eligible programs/bodies may directly submit to Full Proposal stage

<u>Fast Track</u>: Eligible EU programs/bodies

- EIC Pathfinder, Transition, and Accelerator grant-only beneficiaries
- Selected EIT - Knowledge and Innovation Communities (KICs)
- EUREKA - SME funding schemes under Eurostars-2 Joint Program, and Partnership on Innovative SMEs
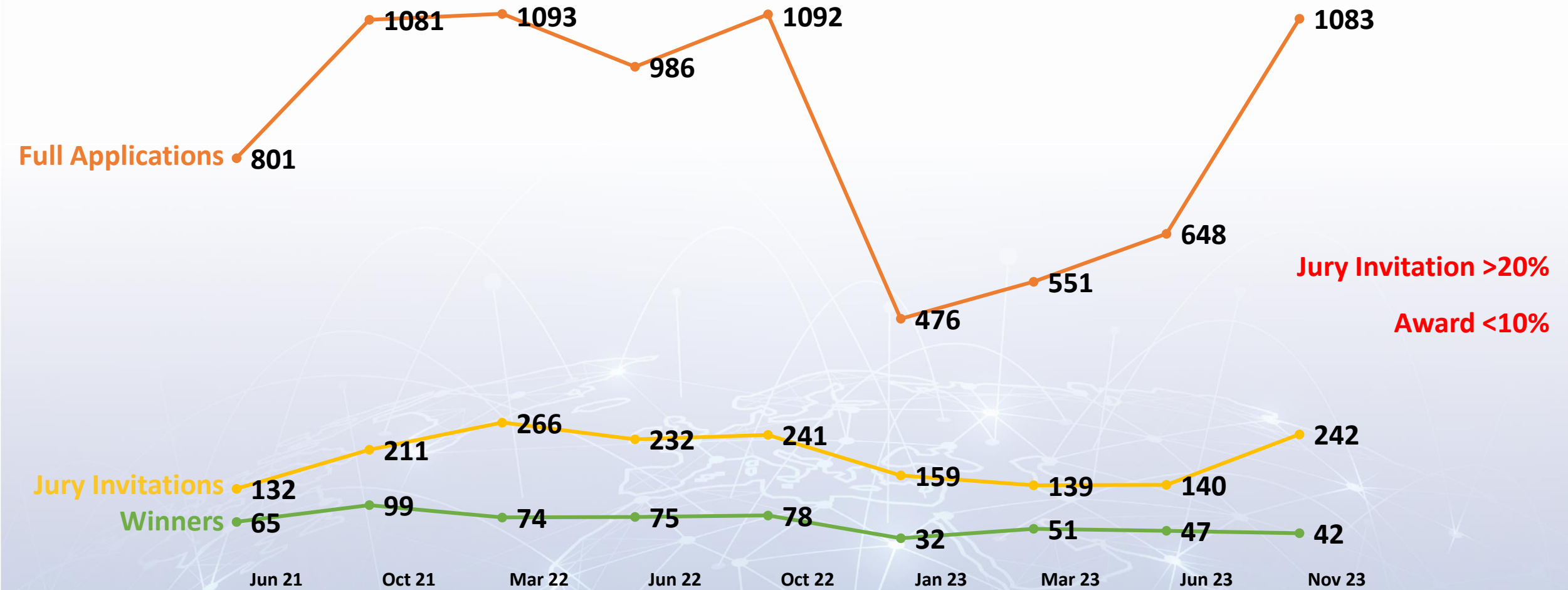
<u>Plug-in</u>: EC-certified eligible national and regional public programs/bodies

- <u>List of programs</u> certified for Plug-in scheme

- Eligible funding programs/bodies review the projects against **similar criteria** used for EIC Accelerator **Short Proposal** stage.
- Successful applicants are invited to prepare a Full Proposal within **next 12 months**.
- The rest is **the same**, i.e., business coaching, resubmission limits, and Full Proposal evaluation.

EIC Accelerator Submission and Funding Statistics

Full Applications

801 **1081** **1093** **986** **1092** **476** **551** **648** **1083**

Jury Invitation >20%

Award <10%

Jury Invitations **132** **211** **266** **232** **241** **159** **139** **140** **242**

Winners **65** **99** **74** **75** **78** **32** **51** **47** **42**

Jun 21   Oct 21   Mar 22   Jun 22   Oct 22   Jan 23   Mar 23   Jun 23   Nov 23

Project info of the winners are available on EIC Accelerator data hub

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TRL – Technology Readiness Level

TRL1 - basic **principles** observed

TRL2 - technology **concept** formulated

TRL3 - **experimental** proof of concept

TRL4 - **technology** validated in **lab**

grant { TRL5 - technology validated in **relevant environment** *(protocols for phase 1 clinical testing)*

TRL6 - technology **demonstrated** in relevant environment *(exploratory phase 1 trials)*

TRL7 - **system prototype** demonstration in operational environment *(phase 2 clinical trial)*

TRL8 - system **complete** and qualified *(phase 3 clinical trials and regulatory approval)*

equity ← TRL9 - actual system **proven** in operational environment

❖ Utilization of TRLs **do not** preclude support for **non-technological** innovations.

❖ **Market/Business readiness** should also be considered, as necessary.

❖ There may be important **differences** between technological **fields**.

Lump sum grant

[Lump sums](#) are **fixed amounts** defined in the Grant Agreement.

Detailed Budget Table with cost estimations; one lump sum share per Work Package.

No reporting of actual costs/resources; same Proposal Form, pre-financing, and technical reporting.

Paid upon **completion** of the **Work Packages**, not based on the **outcomes**.

			A	B	C	D	E	F	G	H	I	J
	A1											

	ESTIMATED BREAKDOWN OF THE LUMP SUM PER WORK PACKAGE AND PER BENEFICIARY							
BENEFICIARIES \ WORK PACKAGES	**WP1** Analysis	**WP2** Technical part	**WP3** Experiment 1	**WP4** Experiment 2	**WP5** Communication & dissemination	**WP6** Project management 1	**WP7** Project managmeent 2	**Totals**	**Pct %**
BE1: UNIVERSITY 1	91,500.00	49,750.00	51,250.00	114,250.00	17,500.00	8,000.00	7,500.00	339,750.00	21.2%
BE1-AE1: Laboratory 1	44,500.00	76,250.00	0.00	46,875.00	0.00	8,000.00	7,500.00	183,125.00	11.5%
BE2: SME 1	125,125.00	9,205.00	48,125.00	46,375.00	6,343.75	5,687.50	5,250.00	246,111.25	15.4%
BE3: Research Org 1	16,312.50	8,625.00	34,375.00	50,000.00	9,375.00	3,750.00	3,750.00	126,187.50	7.9%
BE4: UNIVERSITY 2	12,500.00	3,750.00	22,000.00	29,300.00	10,500.00	4,500.00	4,500.00	87,050.00	5.4%
BE5: SME 2	33,375.00	20,353.05	48,125.00	46,250.00	250.00	3,875.00	3,875.00	156,103.05	9.8%
BE5-AE1: Company A	3,237.50	9,450.00	19,250.00	18,550.00	1,750.00	1,268.75	1,268.75	54,775.00	3.4%
BE6: Museum B	59,500.00	58,750.00	49,125.00	71,687.50	19,375.00	6,875.00	6,875.00	272,187.50	17.0%
BE7: University 3	6,375.00	10,312.50	38,375.00	39,750.00	30,000.00	4,500.00	4,500.00	133,812.50	8.4%
Totals:	392,425.00	246,445.55	310,625.00	463,037.50	95,093.75	46,456.25	45,018.75	1,599,101.80	100.0%
Pct:	24.5%	15.4%	19.4%	29.0%	5.9%	2.9%	2.8%	100.0%	

Cost estimations must still be **reasonable** and **eligible**, particularly for purchases and subcontracting. **Ineligible** costs may lead to **reduction of the grants** even during or after the project duration.

Business Acceleration Services (BAS)

- ❑ Free, co-financed, and paid

- ❑ Off-the-shelf and tailor-made

- ❑ Available to all EIC Beneficiaries, HE Seal of Excellence holders, Accelerator Full Proposal Applicants, Women TechEU founders, and EIC Scaling Club companies

Coaches, Mentors, Expertise, and Training

Coaching Program

Women Leadership Program

Tech to Market Program

Global Partners

Corporate Partnership Program

Innovation Procurement Program

International Trade Fairs and Soft Landing Program

Co-investment Support Program

EIC Scaling Club

Innovation Ecosystem and Peers

Ecosystem Partnership Program

EIC Accelerator Challenge Calls - 2024

Human Centric Generative AI made in Europe
- Foundation language and multimodal 'frontier' models
- Smaller foundation models in specific domains

Enabling virtual worlds and augmented interaction to support the realization of Industry 5.0
- AR/VR solutions
- Wearables, smart textiles, and smart objects
- Spatial computing and location mapping

Enabling the smart edge & Emerging quantum technology components
- Novel semiconductor components and integrated smart systems
- Fault-tolerant quantum computing hardware, sensors, communication devices

Food from precision fermentation and algae
- Bacteria, yeast, or fungi-based fermentation systems
- Macro-and micro-algae based novel aquaculture systems

Monoclonal antibody(mAbs)-based therapeutics for new variants of emerging viruses
- Development of broad-spectrum and targeted mAbs-based therapies
- Rapid and simplified testing, production, and administration of mAbs-based therapies

Renewable energy sources (RES) and their whole value chain
- Manufacturing of RES that produce heat and electricity from renewable sources
- Technologies for exploring, mining/processing, synthesizing materials, excluding CRM, that are part of RES
- Technologies for recycling or re-use of RES components

€50M budget for each Challenge Call

Choice specified in Full Application.

No concurrent submission to multiple Calls.

Switching between Open/Challenge Calls permitted.

No obligation to submit to a Challenge call.

Challenge Call topics change annually.

Strategic Autonomy and European Economic Security

Provisions to protect Europe from **economic security risks** and to maintain **strategic autonomy**:

➤ **Exclusion** of potential **Accelerator grant beneficiaries** (in)directly **controlled** by (a legal entity established in) **a non-associated third country** from Challenge Calls relating to **Artificial Intelligence** and **quantum**, if necessary. Ownership and Control Assessment for Open Call beneficiaries within the scope of the above-mentioned Challenge Calls.

➤ **Inclusion** of economic security **safeguards** in Investment Agreements for **Accelerator equity beneficiaries** in 4 priority technology areas: **Advanced semiconductors**, **Artificial Intelligence**, **quantum**, and **biotech**, if necessary.

➤ **Requirement** for **all EIC beneficiaries** to inform EISMEA if **IP generated by EIC projects** is proposed to be **licensed/transferred** to an entity in **a non-associated third country**.

Provisions for **EU-classified information** and **security sensitive information** will be included in the grant agreement, when necessary.

Deep tech

Circular text around diagram: frontier science ● pioneering research ● advanced technologies ● transformational business model ● creating unprecedented value in multiple dimensions ● enabling something previously impossible

- Rooted in science, technology and/or engineering
- Combines advances in the digital, physical and biological spheres
- Addresses societal challenges
- Has a systemic transformative potential

A new wave of innovation is on its way: deep tech innovation

In 2023, EIC Accelerator funded…

…emotion recognition system… in psychiatry

…cancer diagnostics with Artificial Intelligence

…fault tolerant quantum computers

electrification of heavy machinery

hydrogel biodegradable ureteral stent

…eliminating pesticides

…needle by needle knitting machine

…non-surgical repair for pelvic organ prolapse

…individualized T-Cell immunotherapy for cancer…

…nano coating process… the green hydrogen revolution

…color conversion ink technology for microLED apps

optimization… software for… semiconductor development

personalized lung treatment…through a deeptech AI…

disrupting the cooling and heating… magnetocaloric technology…

Where to find inspiration and benchmark

European Innovation Council (EIC) datahub

ACTIVATING	Additive Manufactured Automotive Antenna for Autonomous Driving
ADAPTE	A novel and accurate emotion recognition system for real-time and continuo
AHM	Acorai Heart Monitor - Non-invasive multi-sensor device for heart failure mo
AR-R2P	Mass Manufacturing Augmented Reality (AR) Waveguides via Roll-to-Plate
ARCHANGEL	Advanced Remote Continuous patient Health mANaGemEnt SoLution
ASCLEPIOS	Advanced Sterilization Capability with Low Environmental footprint for Pati
ASTROLIFT	Autonomous Spacecraft Technology for Repair Operations, Lifespan Improv
ATLAS2	Acceleration Towards LEO Automatic Space Safety
Anti-IL-6	A breakthrough active immunotherapy for the treatment of osteoarthritis
ApTOLL	ApTOLL: An innovative neuroprotectant to reduce brain damage in Acute Isc
Aurase Wound Gel	Leveraging biomimicry and evidence-based medicine to treat patients with
Axelera Europa	A novel hardware & software platform to revolutionise artificial intelligence a
BAT-90	A Novel 'Radiotherapy from Within' Platform Technology for the Targeted Tre
BIGQEC	Building industrial-grade quantum computers with error correction and mitiga
BMAI	Empowering Radiologists in Cancer Diagnostics with Artificial Intelligence

Direct link ✕

ATLAS2

Project: Acceleration Towards LEO Automatic Space Safety

The ATLAS² project aims at developing the first service of Space Safety. Based on a network of 7 radars deployed around the world with a new design for scanning and tracking, capable to detect debris down to centimetric size, and through fusing data from its network and other sources, Look Up Space aims at extending the lifetime of satellites through collision avoidance and decreased number of collision avoidance manoeuvres of satellites. This service will be applicable to small satellite fleets as well as to whole satellite constellations. This will provide the EU with the first sovereign solution for space safety, dedicated to coordinating all stakeholders and automatising processes.

Topic:
Project Type: Full blended
Total budget: 3.444.985 €
EU Contribution: 17.411.490 €
Call ID: HORIZON-EIC-2023-ACCELERATOR-01
Partners:

- Look Up Space (Coordinator) - France

Disclaimer | Leaflet | OpenStreetMap, Credit: EC-GISCO, © EuroGeographics for the administrative boundaries

Powered by EISMEA

Source: EIC datahub

Selected Winning AI projects, 2023 (17 out of 172)

Month	Project	Description	Funding	Website	Country
January	iLoF	Intelligent Lab on Fiber: **AI-augmented** photonics to identify and quantify disease biomarkers	Blended	ilof.tech	Portugal
	Digitising Hospitals For BetterCare	First modular, interconnected, data- and **AI-driven** software platform for the digitisation of patient care in the healthcare industry	Grant only	avelios.com	Germany
March	NR1	**AI-centric** Server on Chip for increasing complexity and scale of **AI inference** applications, enabling the scale of real-life **AI applications**.	Blended	neureality.ai	Israel
	Twinspect	First fast and automated (<5 min) **AI-based** inspection to increase operational safety of large critical infrastructure, e.g., bridges, dams, and oil & gas platforms and refineries	Blended	twinsity.com	Germany
	LungQ-Care	Facilitating personalised Lung Treatment Decisions through a Deeptech **AI** Clinical Decision Support System	Grant first	thirona.eu	Netherlands
	Giskard	Quality Assurance for **AI**	Grant first	giskard.ai	France
	Scal gen AI chest CT	Integrated **AI-based** Clinical Decision Support for Radiologists	Blended	contextflow.com	Austria
	TUMAGNOSTIC	A disruptive hypoxia activated prodrug for treatment of resistant cancers: an **AI-driven** approach	Blended	convertpharma.com	Belgium
	BMAI	Empowering Radiologists in Cancer Diagnostics with **Artificial Intelligence**	Grant first	bettermedicine.ai	Estonia
June	PrivacyForDataAI	A privacy layer to power all research and **AI workflows**	Blended	sarus.tech	France
	SUPERCHIP	Scalable Unified Processor Enhancing … Computing, Harnessing Integrated Performance for **Edge AI**, Autonomous Driving, **Generative AI**, and Decentralized **AIoT Applications**	Blended	vsora.com	France
	QuantPi	First automated risk management platform to enable safety, fairness, explainability, and continuous monitoring of **generative AI systems**	Grant Only	quantpi.com	Germany
	Axelera Europa	A novel hardware & software platform to revolutionize **AI** at the edge	Blended	axelera.ai	Netherlands
	NavigAlt	An **AI application** for augmented reality glasses to provide intelligent on-demand cueing to assist everyday walking for people with Parkinson's disease anywhere, anytime	Grant Only	strolll.co	United Kingdom
November	RoboAIweeder	A fully autonomous solar-powered lightweight weeding robot, using **AI** for plant recognition, precision contact and contactless weeding methods suited for hard soils…	Grant First	smartfarmrobotix.eu	Bulgaria
	QIandQD	The first IVDR-approved… software solutions for **AI-powered** RNA-based companion and precision cancer diagnostics of acute myeloid leukaemia and bladder cancer	Grant Only	qlucore.com	Sweden
	OMI AI ECG Model	OMI **AI** ECG Model - application for more accurate heart attack diagnosis	Blended	powerfulmedical.com	Slovakia

Winning Project - Pitch Video

Crypto Quantique - Moving to the Next Stage of our Journey
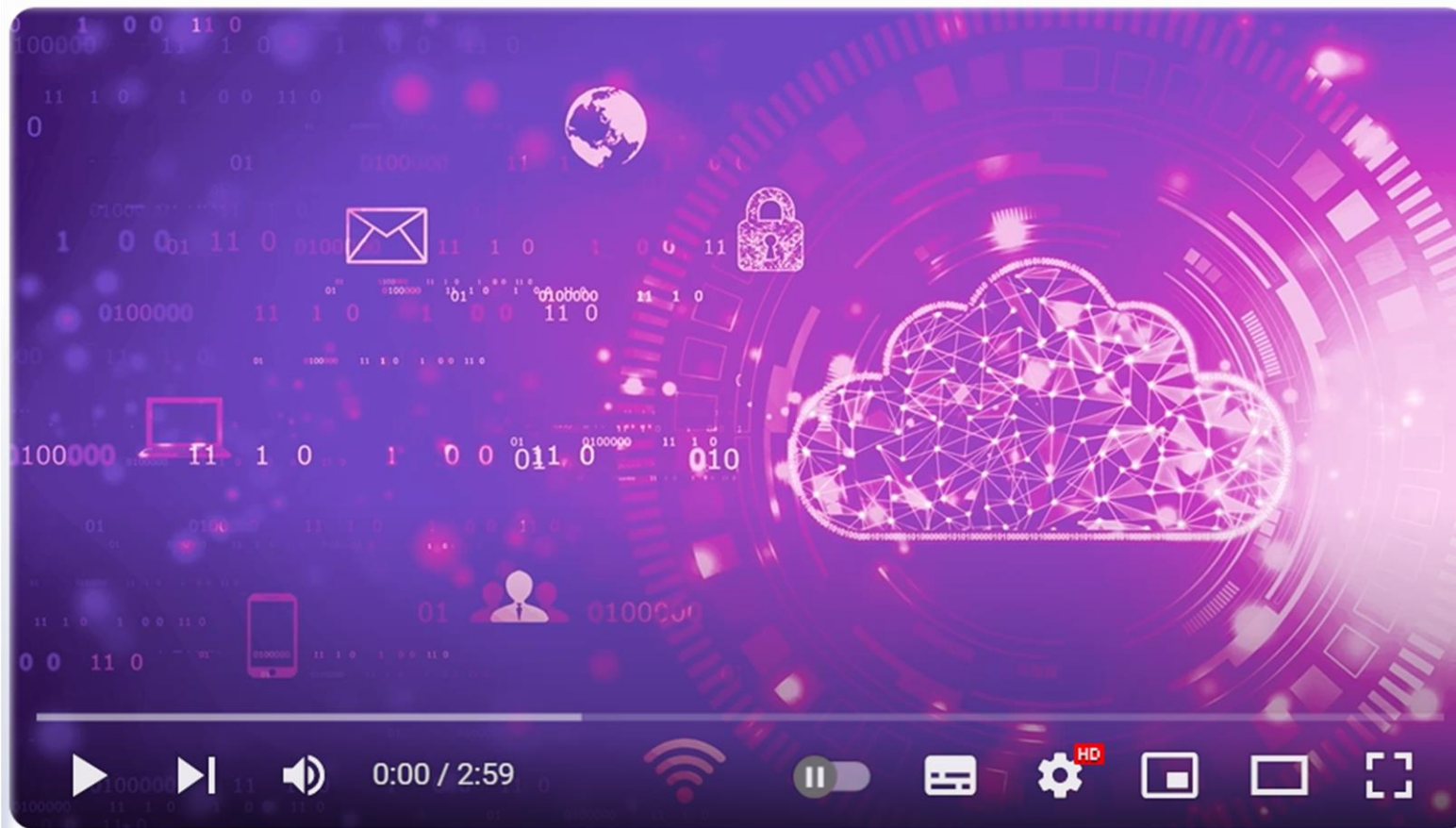
This video was made for the EIC. It gives an overview of what Crypto Quantique is doing in 2023 and what stage of growth we are at as well as an overview of the company.
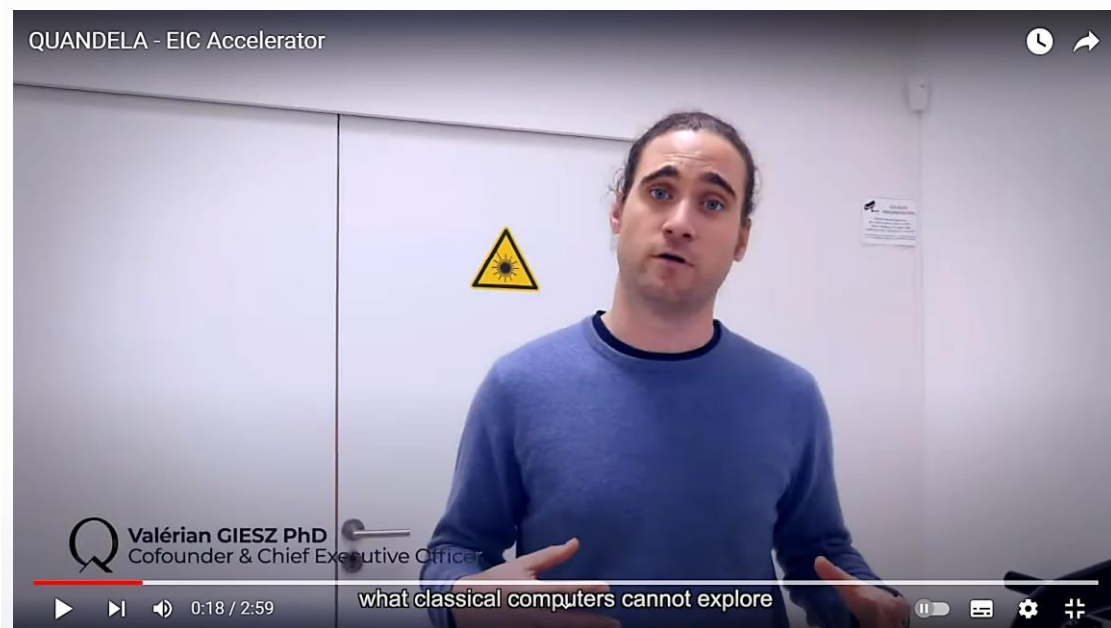
Hear from:
John Hartley, Chief Commercial Officer,
Patrick Camilleri, VP of Engineering and Co-Founder
Shahram Mossayebi, CEO and Co-Founder

Crypto Quantique has created the world's most secure end-to-end IoT security platform. At its heart is the world's first quantum-driven semiconductor hardware IP, called QDID, that generates multiple, unique, unforgeable cryptographic keys for devices manufactured using standard CMOS processes. The keys do not need to be stored and can be used independently by multiple applications on demand. When combined with cryptographic APIs from the company's universal IoT security platform, QuarkLink, the solution creates a secure bridge between silicon, device, software, and solutions provider.

EIC Pitch Video submitted by CRYPTO QUANTIQUE LIMITED. **QRYPTON** project won **grant-only** support at **March 2023** cut-off.

QUANDELA - EIC Accelerator

Valérian GIESZ PhD
Cofounder & Chief Executive Officer

what classical computers cannot explore

0:18 / 2:59

EIC Pitch Video by QUANDELA
(SME Instrument Phase 1 grantee - 2018)

sepoqc
"Scalable Entangled-Photon based Optical Quantum Computers"
project won **blended finance** support at **June 2022** cut-off.
quandela.com

Inobiostar Video Pitch for EIC-Accelerator

Dr. Tatjana Paulauskienė
CEO & Founder of Inobiostar

I am Tatjana Paulauskienė, CEO and Founder of Inobiostar.

0:06 / 2:58

EIC Pitch Video by INOBIOSTAR
(Women TechEU Winner – 2023)

InnoAerogel
"Sustainable deep tech innovation for aquatic oil spills clean-up"
project recently submitted for EIC Accelerator support.
inobiostar.com

Lessons Learned

- Pick a big market and a global problem

- Sell the problem before the solution

- Show the product, demo, and/or piloting

- Introduce your team members, office, and/or research lab

- There is not one single recipe to win

Excellence (1/3)

Excellence of the company: Does the company have a clear mission and vision and partnerships to realize their ambition to scale up?

Novelty and breakthrough character of the innovation: Does the innovation have breakthrough character and a high degree of novelty compared to existing solutions, and *for Challenge Calls, is it addressing the specific objectives of the challenge*?

Timing: Is the timing right for this innovation in terms of users, societal or scientific of technological trends and developments?

Technological feasibility: Has the technology been developed in a safe, secure, and reliable manner? Has it been adequately assessed, validated or certified?

Intellectual Property Strategy: Does your company have the necessary IPR to ensure freedom to operate and adequate protection of the idea?

Impact (2/3)

Competitiveness and demand: Is the innovation better than what the competition proposes, and is the solution bringing sufficient added value to trigger demand from potential customers?

Market development: Does the innovation have the potential to develop new markets or significantly transform existing ones? Has the potential market for the innovation been adequately quantified, including conditions and growth rates? Is the expected market share acquisition reasonably ambitious and reachable?

Commercialization strategy: Is there a convincing and well thought-through strategy for commercialization, including regulatory approvals/compliance needed, time to market/deployment, and business and revenue model? Are the key partners identified and committed?

Scale up potential: Does the innovation have the potential to scaleup the company? *For grant only support,* can the applicant demonstrate *access to the resources* needed to commercialize and scale-up the innovation.

Broader impact: Will the innovation, if successfully commercialized achieve positive broader societal, economic, environmental, or climate impacts, and *for Challenge Calls, does it have the potential to contribute to the expected outcomes and impacts set out in the Challenge*?

EIC Accelerator Full Proposal Remote/Interview Evaluation Criteria

Level of risk, implementation, and need for Union support (3/3)

Team: Does the team have the capability and motivation to implement the innovation proposal and bring it to the market? Is there a plan to acquire any critical competencies which are currently missing, including adequate representation of women and men?

Risk level of the investment (for applicants requesting an investment component): Does the nature and level of risk of the investment in your innovation mean that European market actors are unwilling to commit the full amount that is needed without an investment from the EIC Fund? Is there evidence that market actors would be willing to invest, either alongside the EIC or at a later stage?

Risk mitigation: Have the main risks (e.g., tech, market, financial, regulatory) been identified, together with measures to take to mitigate them?

Implementation plan: Is there a clear implementation plan with defined milestones, work packages, and deliverables, together with realistic resources and timings?

Thank you! Best wishes!
Any comments or questions?
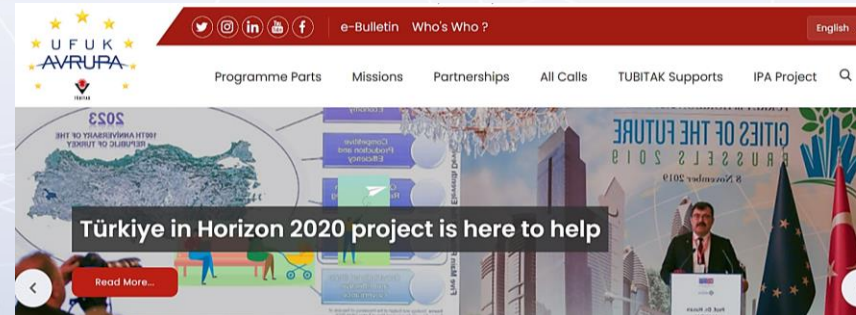
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