



Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından finanse edilmektedir
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HOW TO PREPARE WINNING SHORT PROPOSALS FOR THE EIC ACCELERATOR

EIC Accelerator – Support for Deep Tech Innovators

Serkan BOLAT

March 4, 2024 – SME Webinar 17






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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.





Today's Agenda

Opening Speech

EIC Accelerator - Support for deep tech innovators

How to write a winning Short Application

Q&A

Short Break

What differentiates winners from losers

Tips and tricks on how to become successful applicant

Q&A and Closing Speech



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Disclaimer

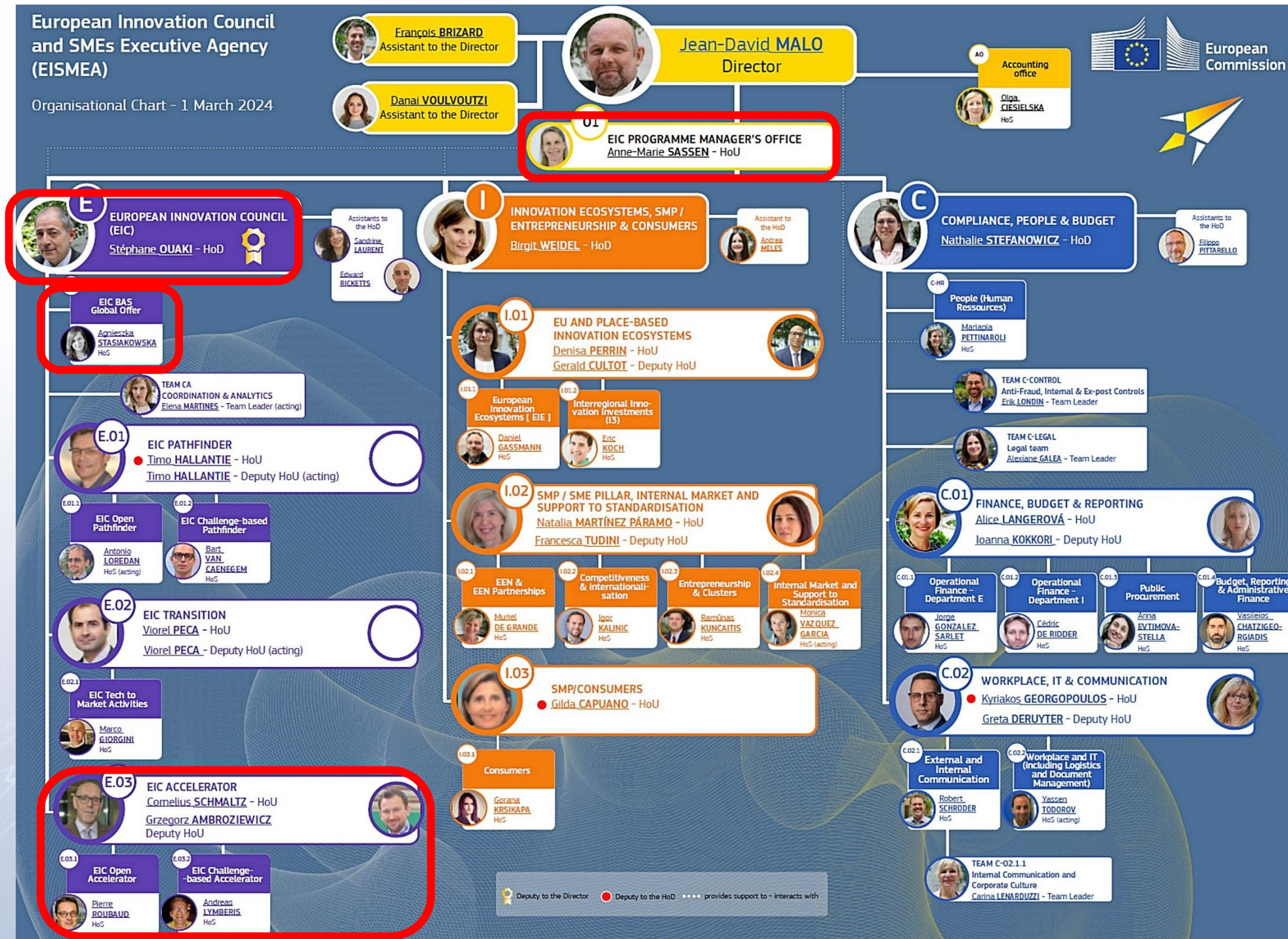
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Although the best effort have been demonstrated to create the most reliable and relevant content, you should always refer to [EIC web page](#) and [EIC Calls](#) for up-to-date information and legal requirements.

European Innovation Council and SMEs Executive Agency (EISMEA)

Organisational Chart - 1 March 2024



Deputy to the Director ● Deputy to the HoD ●●●● provides support to - interacts with

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

Fostering woman entrepreneurship

20% funded companies led by women



EIC Support Mechanisms



EIC Funding Schemes - 2024

PATHFINDER		TRANSITION	ACCELERATOR	
TRL 1-4		TRL 3-6	TRL 5-9	
<p>Open Call</p> <p>€136M ~50 projects</p> <p>March 7</p> <p>~3-4 years</p> <p>Grant < €3M 100% financing</p> <p>•Consortiums of ≥3 (Universities, research organizations, SMEs, industrial partners, or individuals.)</p>	<p>5 Challenge Calls</p> <p>€120M ~32 projects</p> <p>October 16</p> <p>~3-5 years</p> <p>Grant < €4M 100% financing</p> <p>•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))</p>	<p>Open Call</p> <p>€94M ~42 projects</p> <p>September 18</p> <p>1-3 years</p> <p>Grant < €2.5M %100 financing</p> <p>•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</p>	<p>Open Call</p> <p>€375M ~70 projects</p> <p>Full Proposals March 13, October 3 Short Proposals any time</p> <p>2 years</p> <p>Grant < €2.5M 70% financing for TRL 5-8 Investment < €15M</p> <p>•Single SMEs, individuals to establish an SME, or small midcaps in exceptional cases</p>	<p>6 Challenge Calls</p> <p>€300M ~55 projects</p>

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.

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
€375M ~70 projects
€150M Grant
€225M Equity

6 Challenge Calls
€300M ~55 projects
€120M Grant
€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

TRL – Technology Readiness Level

TRL1 - basic **principles** observed

TRL2 - technology **concept** formulated

TRL3 - **experimental** proof of concept

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

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*)

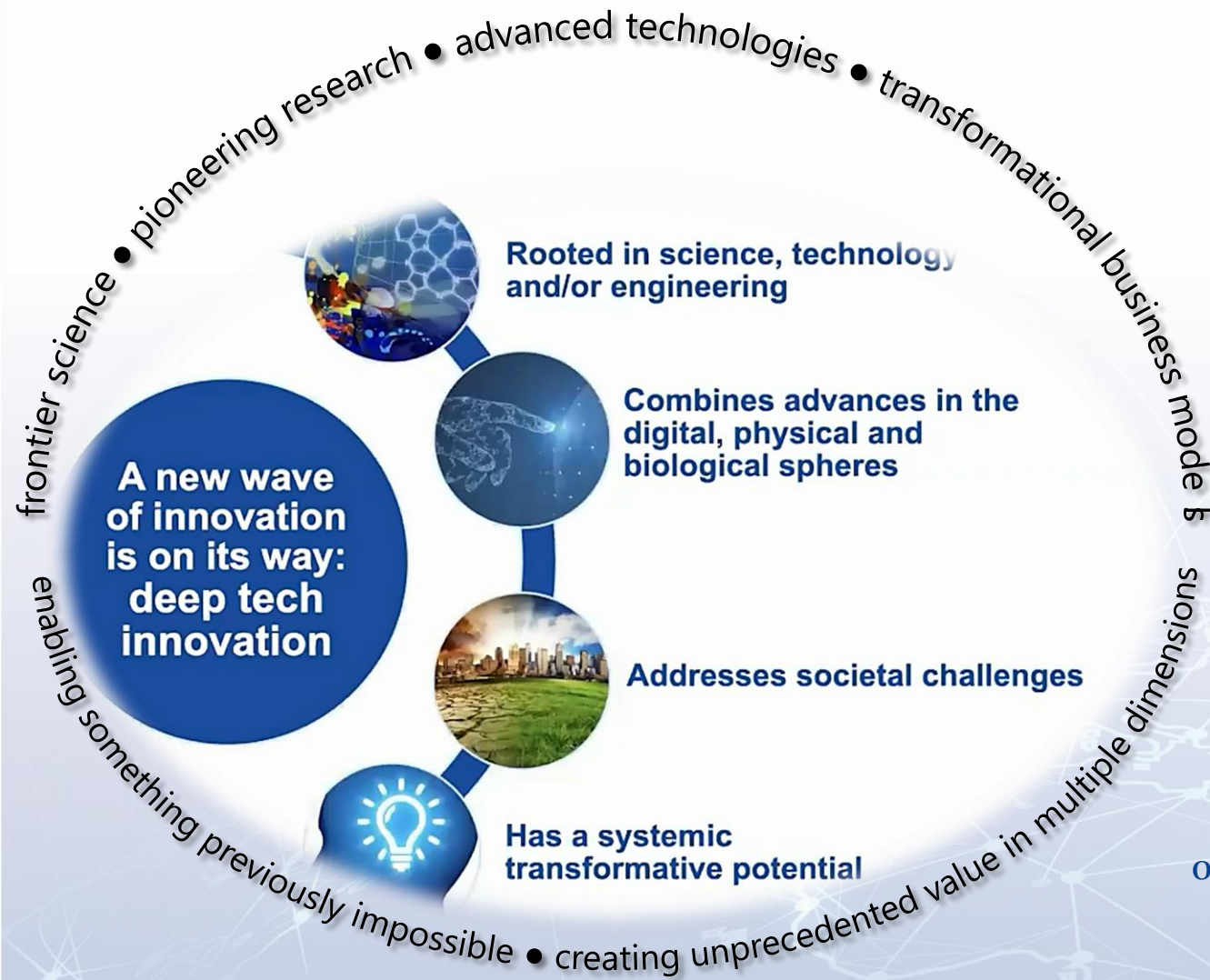
TRL9 - actual system **proven** in operational environment

grant

equity

- ❖ 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**.

Deep tech



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...

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**.

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 management 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.

Proposal Submission

Create an account

Help for external users

First name

Last name

E-mail

1

Create a personal account
[EU authentication service](#)

SEARCH FUNDING & TENDERS | HOW TO PARTICIPATE | PROJECTS & RESULTS | WORK AS AN EXPERT

Participant 's Register

1 2 3 4

Identification Organisation Data Legal Information Authorised Users

Identification

Legal name *

Registration country *

2

Register as a
company/individual
and receive your PIC
(Participant
Identification Code)
[Participant Register](#)

European Commission | Funding & tender opportunities | Single Electronic Data Interchange Area (SEDIA)

Register Login

HOME | SEARCH FUNDING & TENDERS | HOW TO PARTICIPATE | PROJECTS & RESULTS | WORK AS AN EXPERT | SUPPORT

Search funding & tenders

Need help?

Search Clear all

Match whole words only

Type

1 item(s) found

EIC Accelerator 2024 - Short application
HORIZON-EIC-2024-ACCELERATOR-01 Call for proposal
Horizon Europe (HORIZON)

Open for submission Grant

Items per page 10 | Showing 1 - 1 of 1 items

3

Select a call to apply for on
F&T opportunities portal
[EIC calls](#)



Login



Topic selection



Create proposal



Participants



Proposal forms



Submit

Create proposal



Deadline

24 December 2024 17:00:00 Brussels Local Time

294 days left until closure

Call data

Call: **HORIZON-EIC-2024-ACCELERATOR-01**

Topic: **HORIZON-EIC-2024-ACCELERATOR-01**

Type of action: **HORIZON-EIC-ACC**

Type of MGA: **HORIZON-AG-LS**



Topic and type of action can only be changed by creating a new proposal.

Download Part B templates



Download part B templates

Find your organisation

PIC *

9

Short name *

250

Search

Your role

Please indicate your role in this proposal *

- Main contact
- Contact person

Your proposal

It will appear also in the "General Information" section of the Application Form Part A and can also be updated there.

Acronym *

Enter value

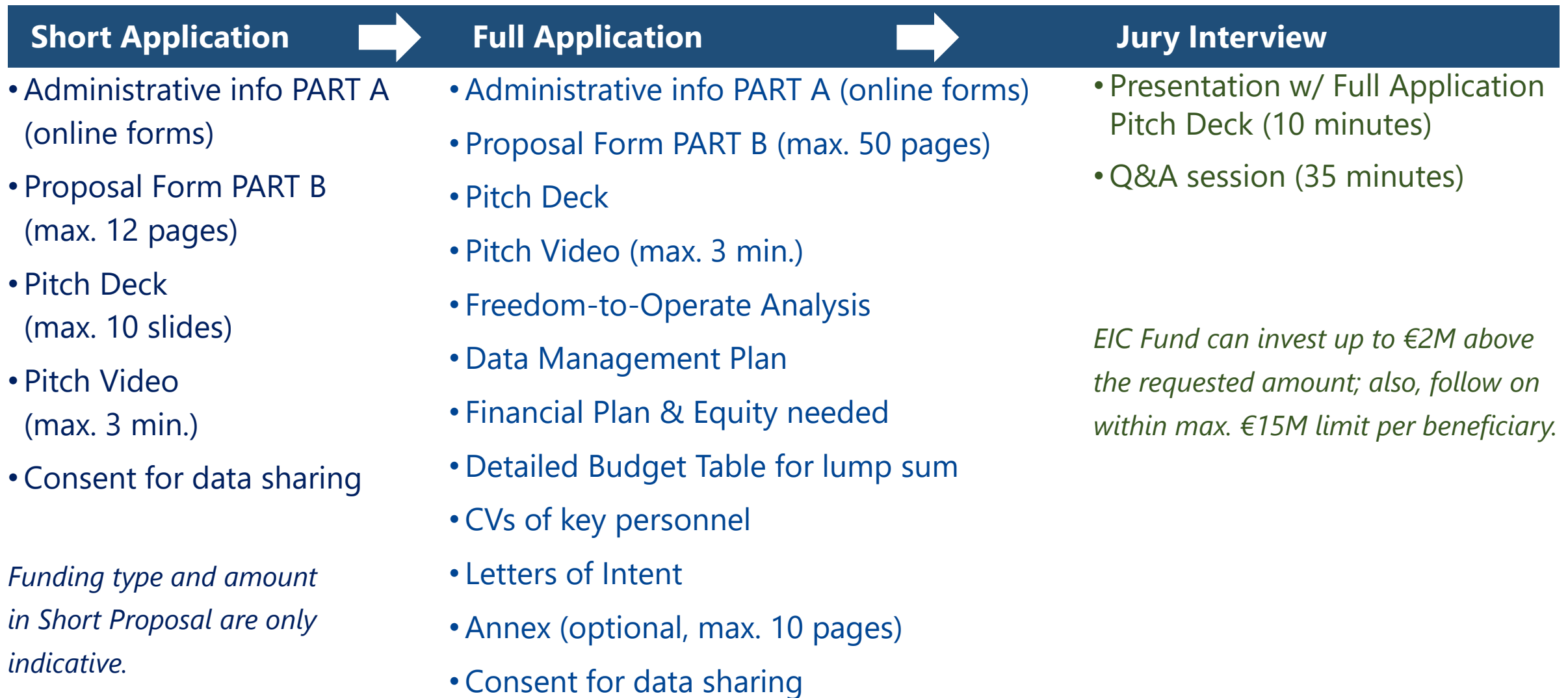
20

Short Summary *

Enter value

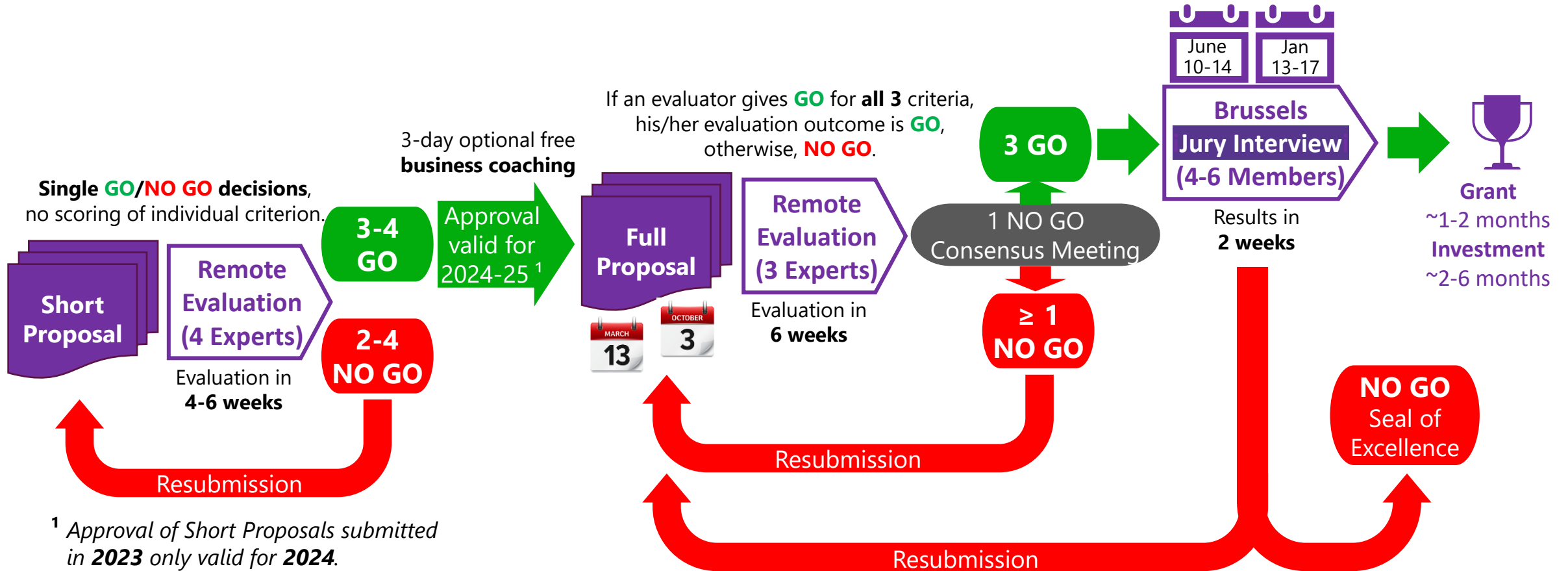
2000

EIC Accelerator Application Steps and Content



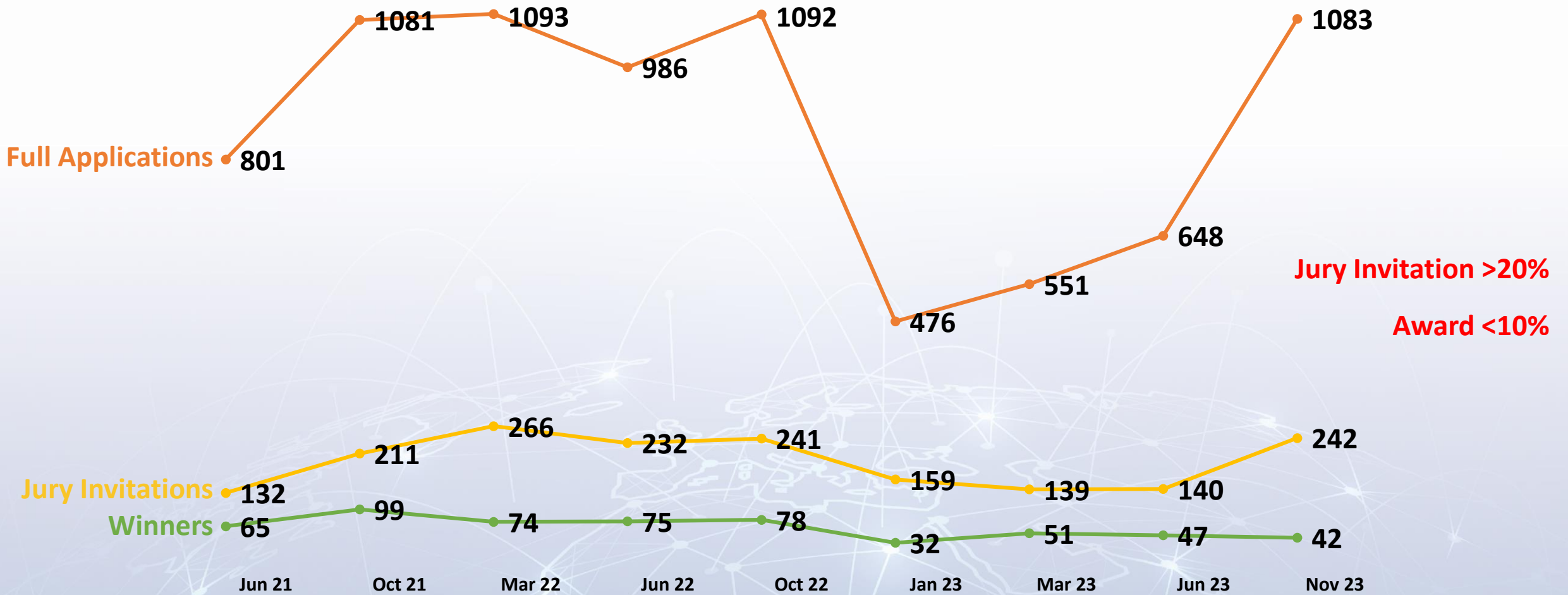
Download
[Full Application Forms & Templates](#)

EIC Accelerator Application and Evaluation Process



- 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.

EIC Accelerator Submission and Funding Statistics



Project info of the winners are available on [EIC Accelerator data hub](#)

EIC Accelerator Short Proposal Evaluation Criteria

Excellence	<p>Excellence of the company: Does the company have the vision and ambition to scale up?</p> <p>Novelty and breakthrough character of the innovation: Does the innovation have breakthrough character and a high degree of novelty compared to existing solutions?</p> <p>Technology readiness level: Has the innovation reached TRL 5 (i.e., it has been tested in the relevant environment)?</p> <p>Timing: Is the timing right for this innovation in terms of market, users, societal or scientific or technological trends and developments?</p>
Impact	<p>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?</p> <p>Market development: Does the innovation have the potential to develop new markets or significantly transform existing ones?</p> <p>Broader impact: Will the innovation, if successfully commercialized achieve positive broader societal, economic, environmental, or climate impacts?</p>
Level of risk, implementation, and need for Union support	<p>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?</p>

EIC Accelerator Full Proposal Remote/Interview Evaluation Criteria

Excellence

- 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 or 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

- 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 **scale up** 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?*

Level of risk, implementation, and need for Union support

- 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**?

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

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

Fast Track: 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



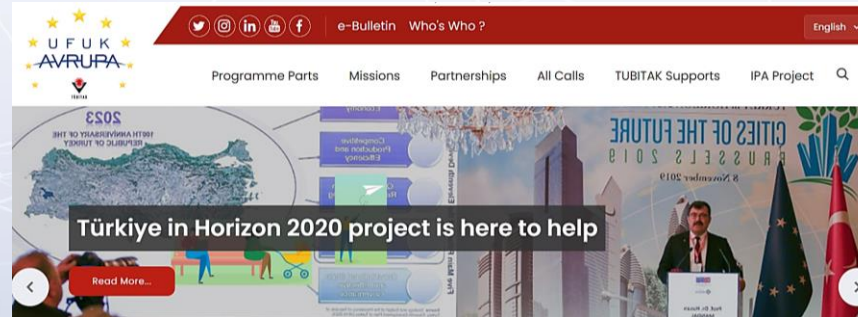
Plug-in: EC-certified eligible national and regional public programs/bodies

- [List of programs](#) 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.

Thank you! Best wishes!

Any comments or questions?



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