



# From Research to Innovation

## Opportunities in EIE & FSTP

General Introductory Webinar

12 Mar 2024

Funding opportunities for transforming research findings into innovative solutions



 by Odysseas Spyroglou



# Turkey in Horizon 2020/HE Project

## Our objectives:

- **Raise awareness** of Horizon 2020 and Horizon Europe R&I programmes.
- Provide the Turkish Research Area with **training, networking events, valuable documentation, and online tools**.
- Strengthen the **capacity** of Turkey in science, technology, and innovation.
- Facilitate the **integration** of the Turkish Research Area into the European Research Area.



### Training Events

- Introductory
- Focus Groups
- IPR
- Access to Risk Finance
- Webinars
- Project Writing Camps



### SME Support

- 1-to-1 Support
- Project Writing Training
- Pitching Workshop
- Feasibility Reports
- Investment Readiness



### Networking


- Brokerage Events
- International Study Visits
- Award Ceremonies
- Conferences
- Info Days



### Tools

- Website
- Helpdesk
- Training Guides




 YouTube

#### TurkeyinH2020 II

The official channel of "Turkey in Horizon 2020 Phase II" project. This account was produced with the financial support of the European Union and the Turkish...



 th2020.zendesk.com

Turkey in H2020 | Helpdesk



# Our Team



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PROJECT DIRECTOR



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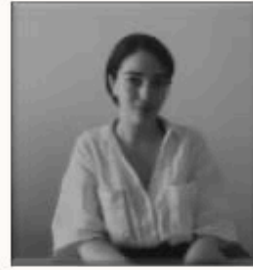
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# Odysseas Spyroglou

Innovation | Technology | R&D | Capacity Building |  
Technical Assistance

- **Engineering** (AUTH, GR), **ICT** (Leicester U, UK) and **Financial** (LSE, UK) background.
- **23+ years of working experience** in R&I, EU funds, capacity building in 6+ countries (Greece, Ireland, Turkey, Bahrain, Serbia, Israel)
- Successfully implemented over 70 projects of +100m € value.
- Specialise in **Digital Transformation, Innovation Management, Risk Finance, Project Management & Quality, Intellectual Property** and reengineering **business processes**.
- Long term Mentor & Coach in over 30 companies.
- Experience as Non-Executive Director in public (Listed) companies.



# Opportunities beyond Research Actions

## European Innovation Ecosystems

EIE aims to create and expand interconnected, inclusive, and efficient **innovation ecosystems** that support the **scaling of companies** and **spur innovation** to **address important challenges** in a responsible way.



### Why Researchers should be interested?

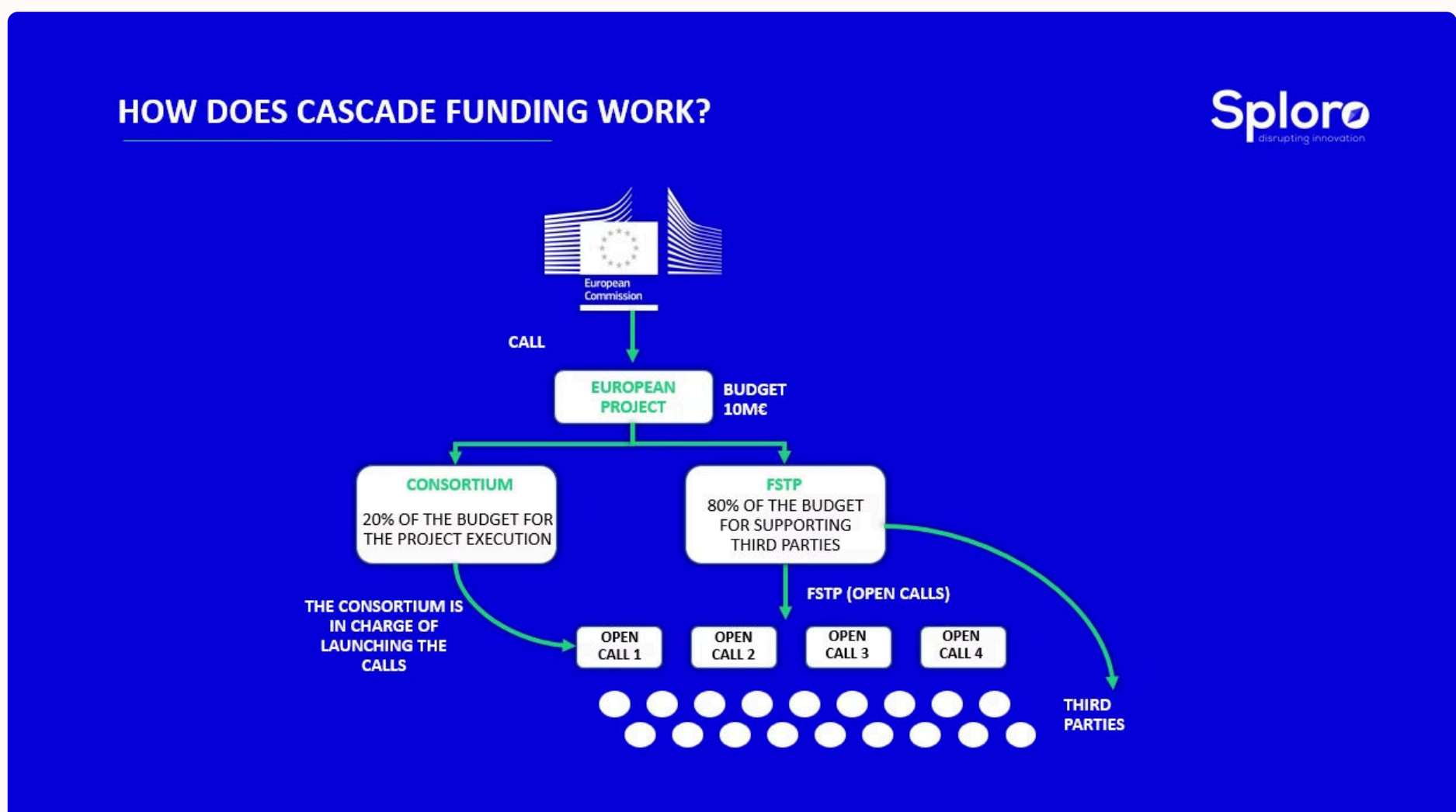
- **Access to Funding:** EIE will help bridge the gap between research and commercialisation.
- **Real-World Impact and Validation:** build industry collaborations or market-focused initiatives. Researchers can test their findings in practical settings, receive essential feedback.
- **Enhanced Networking and Collaboration:** work with a wide array of stakeholders, including technology experts, investors, potential end-users, and other researchers with complementary expertise. Build partnerships, new ideas, accelerate innovation.
- **Development of Entrepreneurial Skills:** EIE initiatives provide business training, mentorship, and other resources for researchers seeking to gain or improve their entrepreneurial skills.

## Cascading Funding

### or FSTP: Financial Support to Third Parties

**What is it?** a mechanism for distributing EU funds aimed at bridging the gap between research and practical applications.

- **Researchers or organizations** that win Horizon Europe grants can **act as intermediaries**.
- They receive the initial funding and then **re-distribute it (cascade)** to others: smaller businesses, startups, or individual researchers.
- Goal: support **uptake or development of digital innovations** based on the original research.



### Why Researchers should be interested?

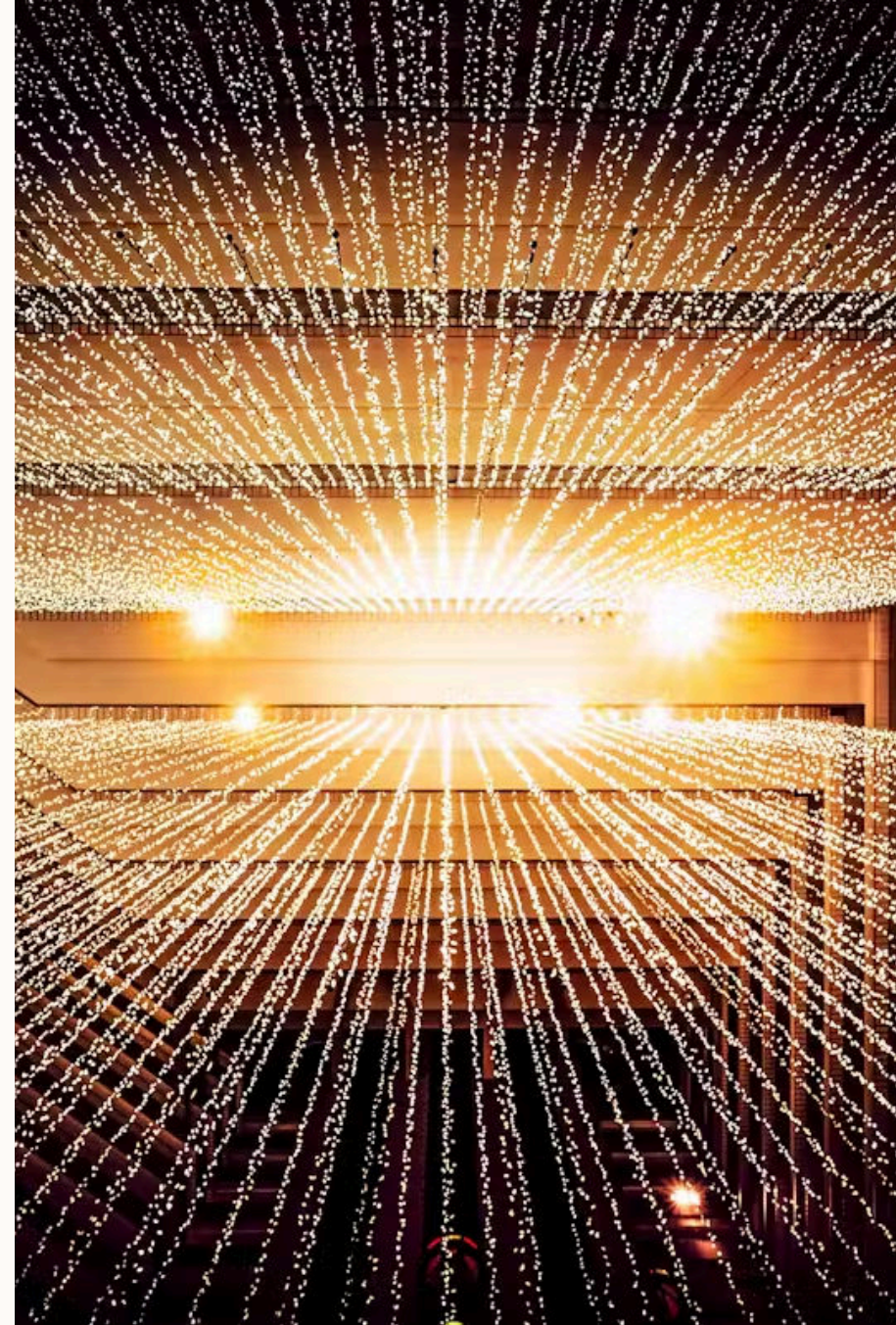
- **Access to funding:** opportunities to secure financial support for innovative projects and ideas.
- **Flexibility and agility:** FSTP designed to be more agile and flexible compared to traditional research grants, allowing researchers to adapt projects to changing market conditions or new developments.
- **Validation and recognition:** FSTP (through a competitive open call) serves as validation and recognition of the quality and potential impact of a research idea ready to be commercialised.
- **Commercialisation support:** access additional support services, such as mentorship, business development assistance, and access to specialised facilities, to help researchers translate findings into commercially viable products or services.
- **Exposure and networking:** Connects researchers to industry partners, investors, and potential collaborators, building valuable connections and networking opportunities and access to **broader networks of resources**, expertise, and potential partners.
- **Entrepreneurial experience:** For researchers interested in entrepreneurship or commercialisation, FSTP offers experience in areas such as market validation, business planning, and pitching to investors.

# Understanding European Innovation Ecosystems

## What is an Innovation Ecosystem?

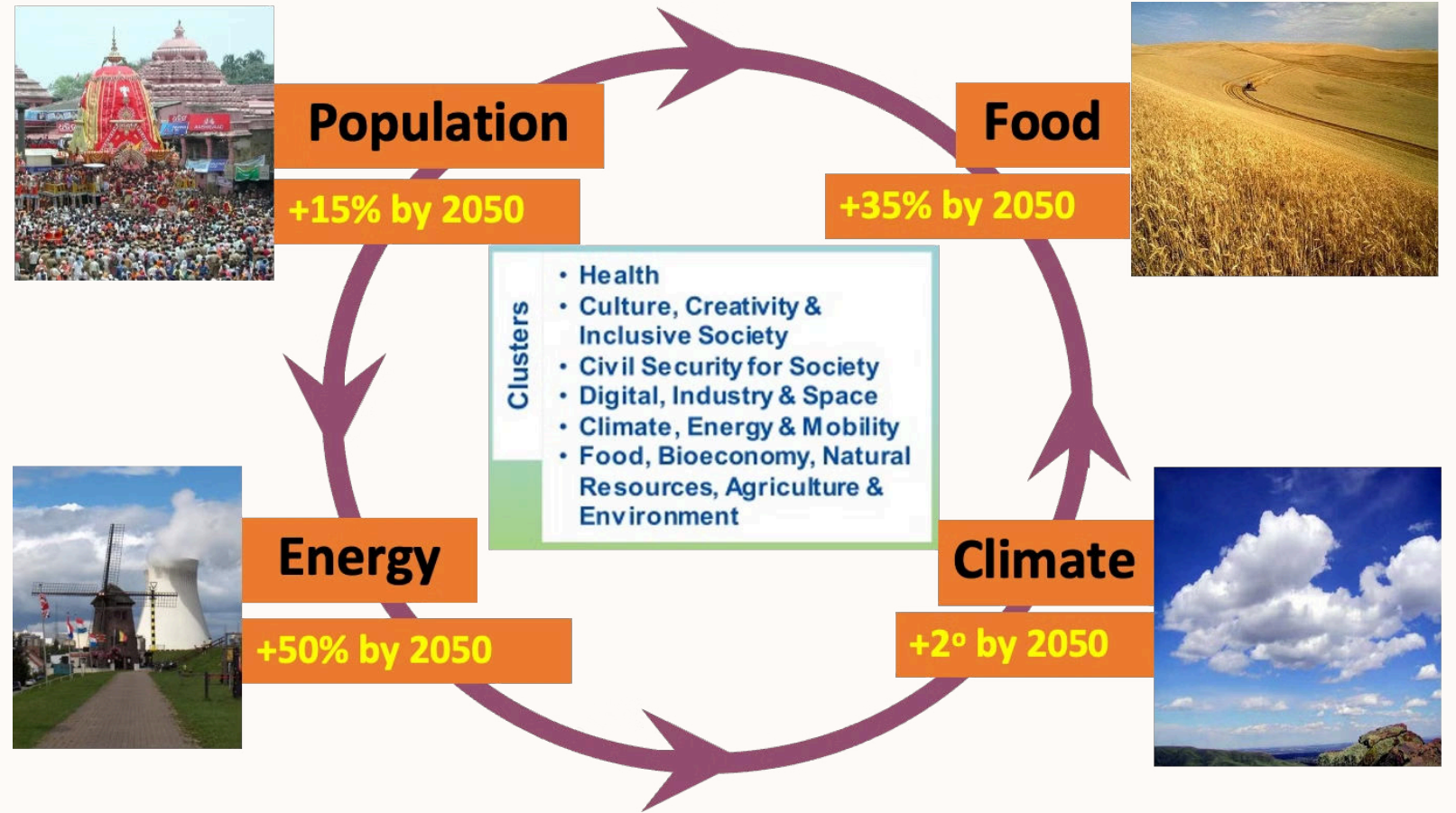
An ecosystem that:

- brings together people or organisations whose **goal is innovation**,
- **links resources** (*funds, equipment, and facilities*), **organisations** (*HEI, R&I and technology organisations, companies, venture capitalists and financial intermediaries*), **investors** and **policymakers**.



# Why? To address the Global challenges

## What are the problems we focus on today?



⚠ Aim NOT to find solutions, but to build the networks and links that will find the solutions.

## What are the future global challenges ?



### The most important challenges in the next 3 years

- Climate change
- Energy supply
- Loss of biodiversity
- Strained healthcare systems and ageing European population
- Global competition for technological leadership
- Global instability and EU societal preparedness for large-scale disruptions
- Social justice
- Migration flows

[Strategic Plan 2025-2027 Analysis](#)

# Identifying the Problem

## What are the challenges EIE & FSTP trying to solve?

### 1 Poor R&I to Market needs

R&I Start-ups **struggle to identify genuine market demands**. Linkages between Research, Academia with market inadequate.

### 2 Difficult Access to Finance

**Securing funds** critical for growth and innovation, is difficult, for **Research Teams and early stage spinoffs**, access to the banking system almost non-existent.

### 3 Fragmented Innovation Ecosystem

**Cross-border collaboration** and networking. Insufficient Knowledge Transfer & Entrepreneurial Development

### 4 Limited Access to Advanced R&I Infrastructure & Investments

**Lack of synergies** in resources and guidance on leveraging national, regional, and European funds.

### 5 Skill Gaps in R&I Intensive Domains

Training and **skill development** closing the gap between current competencies and industry needs.

#### ▼ Sources




 European Economic and Social Committee

#### 2021 – What challenges and opportunities are ahead for European S...

The COVID-19 crisis has severely hit SMEs across Europe, many of which risk being swept out of business in its wake. While the impact of the crisis depends...



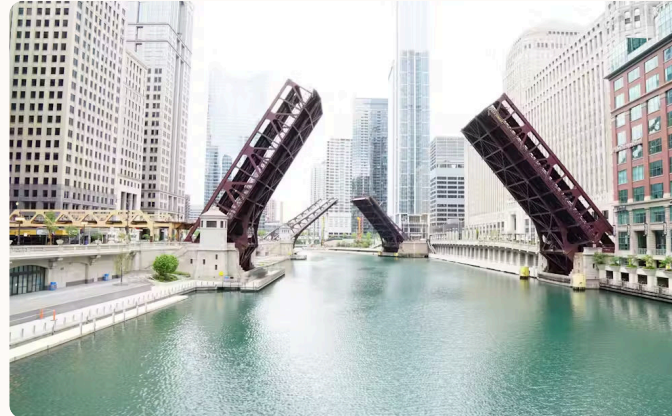
 McKinsey & Company

#### Europe's start-up ecosystem: Heating up, but still facing challenges

More start-ups in Europe are achieving unicorn status, and at a faster pace, but many more still aren't realizing their full potential. What's holding them back, an...



# Understanding Innovation Acceleration



## What is it?

- Speeding up development and commercialisation of **ideas, technologies, products.**
- ▼

Intensive support mechanisms:

- Mentorship/Coaching
- Technical Support
- Training
- Networking
- Access to Funding

## Why is it necessary?

- ▼ **Bridge the gap** between research and market

- Ensure innovative solar technologies **reach commercialisation faster.**
- **Foster innovative ideas** and technologies at an early stage when access to resources is scarce.

## How it works?

- ▼ **Dynamic, agile, rapid iteration.**
- **Embracing failures** as learning opportunities
  - **Pivoting strategies** based on market feedback.

# Benefits for Researchers & early startups/spinoffs



## Training and Education

▼ Access to a broad range of training sessions...

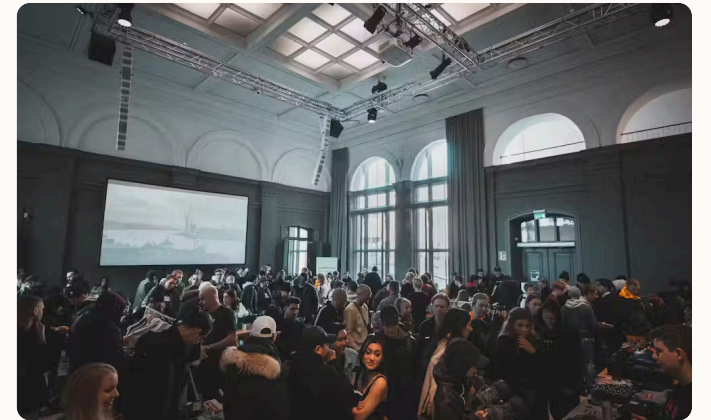
...on solar technologies, business model development, market analysis, and financial planning, tailored to the solar energy sector.



## Mentoring and Coaching

▼ Personalized guidance from industry professionals...

...and subject matter experts, offering insights, advice, and feedback to help refine business strategies and technology development.



## Networking

▼ Connecting with a diverse network...

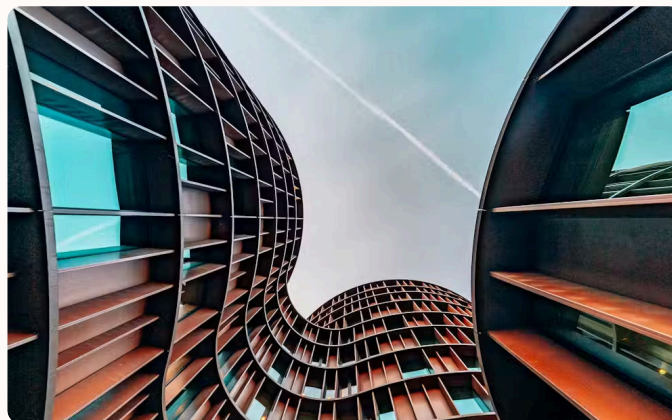
...of entrepreneurs, and investors, industry leaders, and potential partners, opening doors to new collaborations, customer bases, and investment opportunities.



## Access to Infrastructure / Technologies

▼ Exclusive access to supporting infrastructure ...

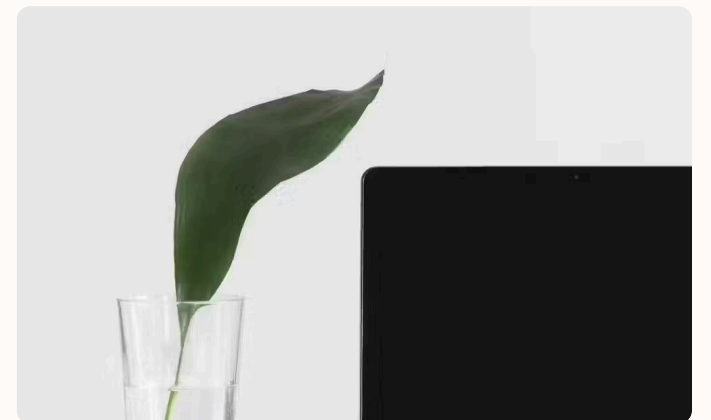
...or technologies like APIs, Pilots, Pre-Designs.



## Market Entry and Expansion Support

▼ Strategic assistance in entering new markets...

...and expanding existing ones, including market research, positioning strategies, and sales plan development tailored to the solar energy industry.



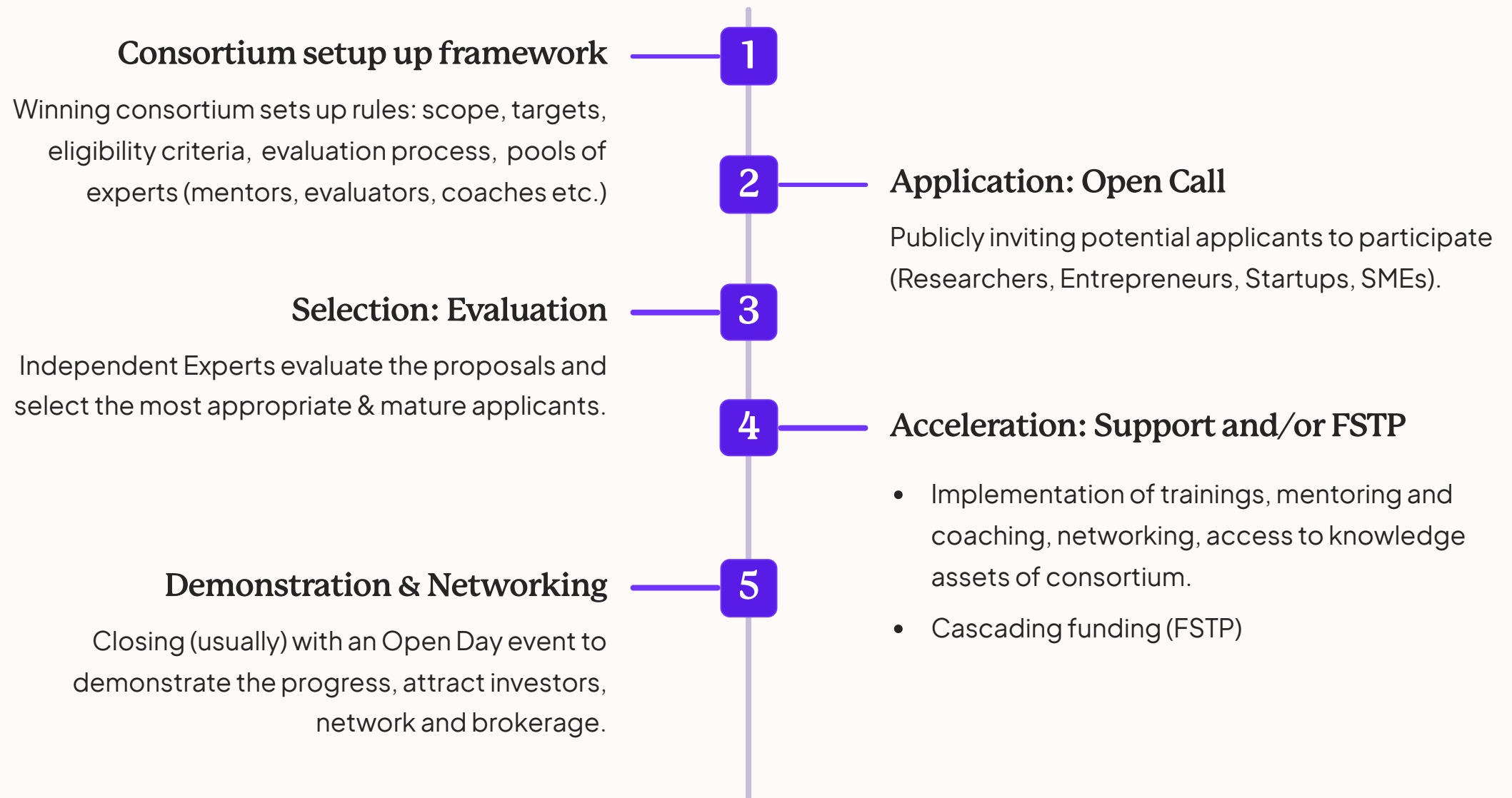
## Sustainability and Growth Focused

▼ Emphasis on building sustainable and scalable business models...

...ensuring long-term viability and growth potential in the rapidly evolving solar energy sector.

# How it works?

In both cases (EIE or FSTP) when either services (EIE) or Funding (FSTP) is offered process is similar:



# How can you participate in EIE?

## Be a partner in a EIE project

- Participate as a Research or Research Support Partner in one of the EIE calls.
- **Don't forget synergies with WIDERA calls.**


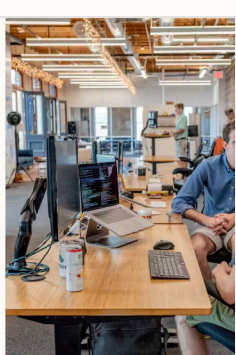


## [EIE] Interconnected Innovation Ecosystems 2024

**Aim:**

- Create & expand more **connected, inclusive, and efficient** innovation ecosystems (IE) that support the scaling of companies and spur innovation to address important challenges in a responsible way.
- Strengthen and expand **cooperation** between innovation players, foster **efficient, inclusive, and gender-diverse** ecosystems, and ensure **openness** and **cross-fertilization** of the IE within and beyond the EU's borders.

Title	Call ID	Deadline	Budget Per Project	Projects
The African Union-European Union Innovation Platform	HORIZON-EIE-2024-CONNECT-01-01	25 April 2024	2.500.000	1
Startup Europe	HORIZON-EIE-2024-CONNECT-01-02	25 April 2024	1.500.000	6
<b>Expanding Academia-Enterprise Collaborations</b>	<b>HORIZON-EIE-2024-CONNECT-02-01</b>	<b>19 September 2024</b>	<b>500.000</b>	<b>5</b>
Mutual learning and support scheme for national and regional innovation programmes	HORIZON-EIE-2024-CONNECT-02-02	19 September 2024	100.000	10

**TH2020 European Innovation Ecosystems 2024**

General Introductory Webinar 4 Mar 2024 An introduction to the concept and funding opportunities for 2024

## Connect-02-01 - Expanding Academia-Enterprise Collaborations

Deadline: <b>19 September 2024</b>	Budget per project: <b>500.000</b>	Project (to be funded): <b>5</b>
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### Call Aim

- Encourage **educational and research institutions** to become more involved in innovation and entrepreneurship.
- Integrating these institutions more deeply into the innovation ecosystems and economic value chains by aligning their strengths and visions with regional needs and specialities.

Educational and research institutions' **assets and vision** are articulated clearly and **in line with respective regional specialisations** (such as smart specialisation strategies), so they can easily be integrated into innovation ecosystems and economic value chains.

### Expected Outcomes

- **Boost Innovation Ecosystems:** through closer ties between educational/research institutions and the broader innovation ecosystem, including startups, investors, and incubators.
- **Enhance Knowledge and Skill Flow:** by the exchange of knowledge, skills, and talent between educational entities and innovation actors, especially in deep tech areas.
- **Upgrade Skills for Innovation:** improve digital, green, entrepreneurial, and networking skills among all ecosystem participants to boost innovation and market adoption of new technologies.
- **Connect Educational Institutions with Tech Infrastructures:** Facilitates educational institutions' access to high-quality testing and scaling facilities for innovations across the EU.
- **Empower Innovators:** Enhances the ability of students, graduates, and researchers to launch and manage successful startups, focusing on deep tech sectors.
- **Support Local Talent and Entrepreneurship:** Increases the availability of locally skilled talents to boost business acceleration, digitalization, and entrepreneurial activity, aiming for sustainable and inclusive growth.
- **Improve Collaborations and Engagement:** Encourages greater interaction among educational institutions, tech transfer offices, businesses, and other innovation actors to foster regional innovation.
- **Boost Youth Employability and Gender Balance:** Aims to increase job opportunities for young people and improve gender balance in academia-enterprise collaborations.

### Target Groups

- Research and innovation (vocational schools, higher education institutions)
- Public authorities in the field of education and employment
- Innovation agencies
- SMEs, deep tech companies, European Innovation Council (EIC) and (EIT) start-ups and industry,
- Research performing organisations,
- Knowledge and technology transfer offices and associations
- Students and researchers.

### Expected Impact (Destination)

Consortia must work closely with innovation agencies from respective territories and beyond, and seek synergies with relevant EU initiatives in the field of university-business cooperation (Erasmus+, EIT (KICs), EIT Initiative on Innovation Capacity Building for Higher Education).

- **Build Connected Innovation Networks:** Strengthen EU-wide innovation by linking diverse regions and groups, focusing on societal challenges like sustainability and digital transformation.
- **Enhance Cross-border Collaboration:** Boost cooperation across regions to support sustainable and digital economic growth, promoting EU self-reliance.
- **Expand Global Partnerships:** Strengthen worldwide connections between innovation communities.
- **Promote Equality in Innovation:** Ensure equal opportunities in innovation, focusing on gender inclusivity.
- **Reduce Innovation Access Gap:** Minimize disparities in innovation support across different regions.

### Expected Activities


Co-designed programmes of activities of at least two (2) years,

By	Educational & research institutions, R&I actors	Private sector from innovation hubs
From	Emerging' and 'moderate' innovation ecosystems	Strong innovators' and 'innovation leaders'

to ensure better connectedness between higher education institutions and research organisation with other actors of innovation ecosystems:


- Engagement of **business experts into the implementation** of networking activities and building innovation ecosystem around the university/research institution;
- **Engagement of students, graduates, researchers** and workforce from various disciplines and departments into IE **networking** and building networks around educational and research institutions as centres of gravity, and **engaging in companies' structures and business processes;**
- Engagement of **students and researchers in start-ups** from both their immediate local environment and beyond (regional, national, transnational) working with various actors from the innovation ecosystem to experience what starting and **running a venture entails, such as raising funds, pitching events, creating, editing, and adapting business models in the creation process from idea to market, etc.;**
- Creation of synergies between students, graduates, researchers, innovators, education institutes, research performing organisations, and business partners, locally, at EU level, and globally targeting the creation of networks and communities of practices in the field of **deep tech** to stimulate the market uptake of results and new technologies, as well as their co-creation.

#### Further Reading



**EntreComp: The entrepreneurship competence framework**

A key competence frameworkThe citizenship and the entrepreneurial capacity of European citizens and organisations ha...




**Pilot Call: HEI Initiative - Innovation Capacity Building for Higher Education | EIT**

The EIT has launched the HEI Initiative: Innovation Capacity Building for Higher Education, a new initiative to unlock the full innovation potential of higher education institutions (HEIs). Visit the dedicated website


## Be a beneficiary of EIE Services

- Usually no FSTP, BUT a lot of services.
- Not very easy to find these opportunities.
- Check out the projects in **Cordis**:



**CORDIS | European Commission**


- Follow the announcements:



**European Innovation Ecosystems**

Specific support to enable innovation ecosystem actors to work together across Europe

- Dig in:



**European Innovation Ecosystems databub**

# How can you participate in FSTP?

## Be a partner in a project

(As a Research Institution).

- Acts as a knowledge provider and potential mentor for beneficiaries of the cascading funds.
- Contribute with some intellectual or knowledge assets act are useful to the innovation process (e.g. management platforms, predesigned, blueprints).
- Provide technical support to a specific topic.



## Calls with FSTP component

Title	Call ID	Deadline	Budget Per Project	Projects
<a href="#">Stimulating transnational research and development of next generation quantum technologies, including basic theories and components (Cascading grant with FSTP)</a>	HORIZON-CL4-2024-DIGITAL-EMERGING-01-42	19 Mar 2024	15.000.000	1
<a href="#">Startup Europe</a>	HORIZON-EIE-2024-CONNECT-01-02	25 April 2024	1.500.000	6

Find more:

 ec.europa.eu



### Funding & tenders

The Funding and Tenders Portal is the single entry point (the Single Electronic Data Interchange Area) for applicants, contractors and experts in funding programmes and procurements managed by the...

## Be a beneficiary of FSTP Services

1. Find a call that interests you.
2. Study the call for proposals.
3. Check your eligibility.
4. See what you will get from the program. FSTP usually < 60.000 € (Lump Sum)
5. Study the evaluation criteria. (Idea, Technology, Entrepreneurial Spirit, Impact, Implementation, Team).
6. Prepare and submit your application.
7. IF successful you will sign a Sub-Grant Agreement.

# Where to find calls?

 ec.europa.eu



## Funding & tenders

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Do not ignore some private platforms:



 F6S



## F6S connects 5m founders and startups to funding, jobs & free hosting...

F6S is a global community that delivers billions in growth to startups and companies with funding, accelerators, jobs, grants and thousand more...

 Sploro



## Cascade Funding - Sploro

Cascade funding is a simple mechanism the European Commission has brought forward to support smaller players in the innovation arena

 FundingBox | We champion entrepreneurs to rewrite their future



## Communities Box | FundingBox | We champion entrepreneurs to rewrite their future

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**Thank you.**

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