



This project is co-financed by the
European Union and the Republic of Turkey

Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından
finanse edilmektedir



Technical Assistance for Turkey in Horizon 2020 Phase-II

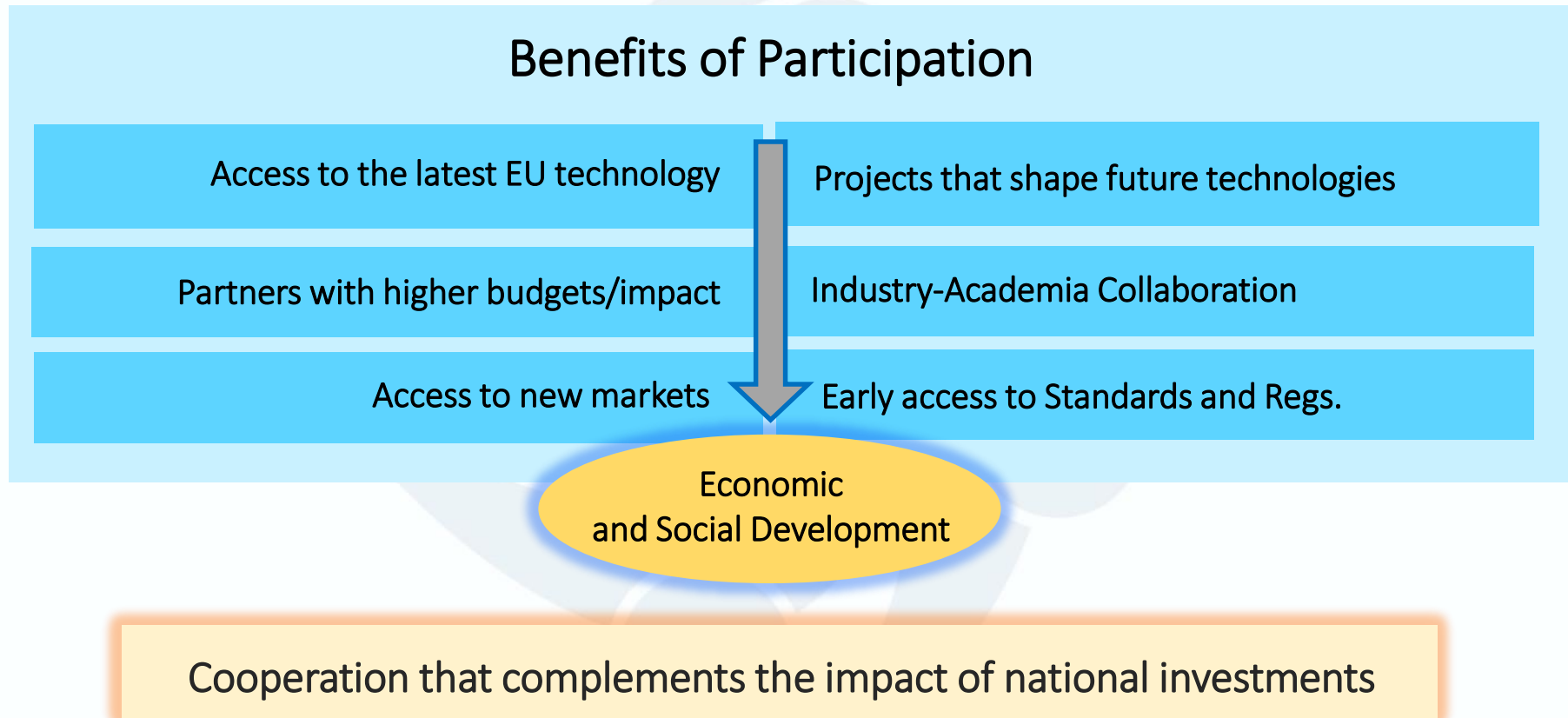
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Turkey in Horizon 2020 Phase II

How our project is supporting participation of Turkey in Horizon2020

Aleksander Bakowski, Team Leader // Odysseas Spyroglou, KE2 // Philip Sowden, KE3

EU Framework Programmes and Turkey



Turkey in Horizon2020

Return Amount: €167,9m.



768 Turkish participants (0.64%)

EU = €167.9m. (0.36%)



130 SMEs in funded projects

EU = €29m.

43 in SME Instrument

EU = 9,5 m.



558 projects with Turkish participation (2.2%)

145 Coordinators

EU = €48 m.

17.3%



SME

21.4%



LE



40%



SME

20%



LE

Turkey in Horizon 2020 Phase II

Key Project Objectives

- Provide support to Turkish participation in Horizon2020
- Strengthen capacity of Turkey in Science, Technology and Innovation
- Facilitate integration of the Turkish Research Area to the European Research Area through increasing participation in Horizon2020
- Variety of activities; **Knowledge Diffusion**; **Raising Awareness**; **Networking**; **Training events**; **Publications**; **Online Tools**; etc.

Commenced 07.01.2019; closes: 07.01.2022

Web site: <http://www.turkeyinh2020.eu/>

Results Expected from this Project

- ✓ **Increased awareness and attractiveness of Horizon 2020 and Horizon Europe** through an efficient and expanded Information Multipliers System, Training events, Project Writing Camps and the SME Support Package
- ✓ **Increased participation of Turkey in Horizon2020** through International Brokerage Events, Competitions, Study Visits, and National Advisory Group Meetings
- ✓ **Knowledge diffusion on Horizon Europe**, through a launch conference and information days
- ✓ **Sustainability and dissemination of project results** through project documentation and a dedicated web site

TH2020 Team of Experts



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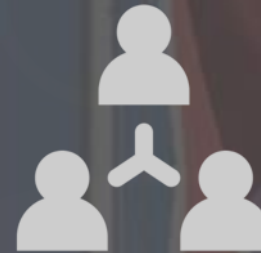
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Our project is here to help...

Training Events



- Information Multipliers Introductory
- Focus Groups
- IPR
- Access to Risk Finance
- Webinars
- Lobbying
- 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
- Training
- Helpdesk
- Guides

Knowledge Diffusion & Training Events

Information Multipliers Network



- Evaluation, Support, Workshops, training

Training

- General / Introductory
- Focus Groups
- IPR
- Access to Risk Finance
- Lobbying
- Project Writing Camps

Information Multipliers

- **Evaluating the current capacity of the IMS**
 - ✓ *Survey of about 70 Information Multipliers*
 - ✓ *Evaluation of IMS capacities*
 - ✓ *101 IMS appointed (as of 20.08.2019)*
- **Frequent workshops and dedicated training sessions**
 - ✓ *2 IMS training Events every year (2019, 2020, 2021)*

Training: Preparing proposals for H2020 & Horizon Europe

Events	Type of training	Year	Participants	Content
12	Focused Group Trainings	2019, 2020	360	Proposals development in specific thematic priorities
3	Project Writing Camp	2019, 2020	60	Proposal writing
3	Access to Risk Finance	2020, 2021	300	Innovation funding schemes, business Support
2	Trainings on lobbying	2020, 2021	100	Lobbying on programme and proposals level
3	IPR Trainings	2020, 2021	300	Intellectual Property for H2020
6	General & Introductory Trainings	2020, 2021	600	General information about the new programme (Horizon Europe)

Project Launch Event & Information Multipliers Trainings

Schedule:

- Launch & IMS 1: April, 2019, Ankara
- IMS 2: Sep, 2019, Istanbul
- IMS 3 & 4: 2020, Ankara & Istanbul
- IMS 5 & 6: 2021, Ankara & Istanbul

Description / Objectives of the Events:

- A 2-day event dedicated to IMs.
- Familiarise IMs with advanced H2020 issues
- Proposal development & Consortium Building
- Innovation, Business Management
- Impact of H2020 proposals
- Commercialisation of H2020 results



Focus Group Trainings

Schedule:

- FGT1 Clean Sky, May 2019, Ankara
- FGT2 Security, May 2019, Ankara
- FGT3 Energy, May 2019, Istanbul
- FGT4 ERC, Sep 2019, Ankara
- FGT5 ICT, Oct 2019, Ankara
- FGT6 PRIMA MED, Dec 2019, Ankara
- **6 more FGT events on 2020 & 2021**

Description / Objectives of the Events:

- A 2-day event designed for experienced Stakeholders.
- Increase participation in H2020 & HE
- Deliver Specific Knowledge on project preparation
- Training organised under specific thematic areas.



Proposal Writing Camps

Schedule:

- PWC1 TWINNING, Jul 2019, Ankara
- PWC2 ERC, Oct 2019, Ankara
- **1 more PWC event on 2020**

Description / Objectives of the Events:

- 5-Day Proposal Writing for Coordinators.
- Familiarisation with specific theme/call
- Develop proposal framework & specific context
- Targeted on specific H2020 & HE calls



Access to Risk Finance

Schedule:

- ARF1, Feb-Apr 2020, Istanbul
- ARF2, Sep-Dec 2020, Istanbul
- ARF3, 2021, Istanbul

EUROPEAN INVESTMENT FUND		European Investment Bank For EGF Fund			
Early-Stage Enterprises	SMEs	Corporate	Science	Thematic Finance	Advisory
InnovFin Technology Transfer	InnovFin SME Guarantee	InnovFin Emerging Innovators	InnovFin Science	InnovFin Energy Demo Projects	InnovFin Advisory
InnovFin Business Angels		InnovFin MidCap Guarantee		InnovFin Infectious Diseases	
InnovFin Venture Capital		InnovFin Corporate Research Equity		InnovFin Thematic Investment Platforms	
InnovFin Fund-of-Funds					
Early-Stage Enterprises, SMEs and Small Midcaps < 500 Employees	SMEs and Small Midcaps < 500 Employees	SMEs, Midcaps, Large Caps, SPVs	Research Institutes, Universities, Research Organisations	SMEs, Midcaps, possibly Large Caps, SPVs	Public and Private Sector Promoters
Intermediated Equity Financing	Intermediated Debt Financing	Direct and/or Intermediated Financing (including equity type)	Direct Financing (including equity type)	Direct and/or Intermediated Financing (including equity type)	Financial Advisory

Description / Objectives of the Events:

- 1-Day high profile event.
- Present and explain available EU Finance Instruments for innovators (InnovFIN)
- Increase awareness in SMEs and industry of new financial instruments

Audience:

- Financial Intermediaries, Finance Professionals (VC's, Business Angel Networks, Banks etc.)
- SMEs, startups & Entrepreneurs

Direct products
 Indirect products
 Direct or Indirect products

Note: InnovFin Large Projects succeeded by InnovFin Emerging Innovators
InnovFin MidCap Growth Finance is deployed under the European Fund for Strategic Investments (EFSI) since November 2016



Photos from Previous Turkey in H2020 Project (2016-17)

IPR Trainings

Schedule:

- IPR1, Feb-Apr 2020
- IPR2, Sep-Dec 2020
- IPR3, 2021

Description / Objectives of the Events:

- 2-Day highly specialised event for experienced researchers
- Detailed analysis of IPR issues in Horizon 2020 & Horizon Europe

- Exploitation, Commercialisation of Results

Audience:

- Experienced Researchers, Legal professionals, IPR practitioners



About the European IP Helpdesk

We believe that knowing how to manage your IP effectively can help you promote your business or maximise the impact of your research & innovation project - make sure you stay ahead of the innovation game.



Latest news

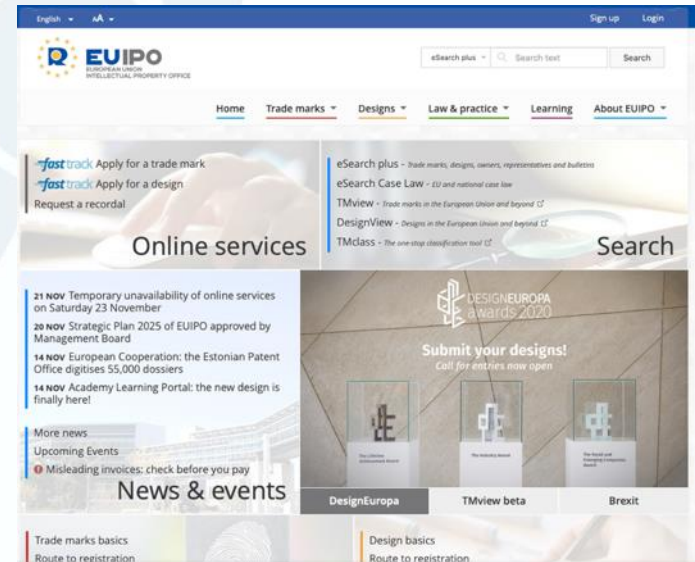
- [Europal and EUIPO Agree to Increase Collaborations](#)
Wednesday, 13.11.2019
- [World Intellectual Property Report 2019 Released](#)
Wednesday, 13.11.2019
- [European Commission Launches Public Consultation on Geographical Indications](#)
Monday, 11.11.2019

Upcoming events

- [Webinar: Entry into the European Phase - Processing Your Application Before the EPO as Designated Office](#)
Thursday, 21.11.2019
- [Intellectual property from the perspective of a venture capitalist](#)
Thursday, 21.11.2019
- [The European IP Helpdesk Annual Event 2019: Go-To-Market Strategies](#)
Tuesday, 26.11.2019

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- [IP queries: ask the helpline](#)
- [Find the European IP Helpdesk Ambassador for your country](#)



Training on Lobbying

Schedule:

- LOB1, 2020
- LOB2, 2021



Description / Objectives of the Events:

- 1-Day highly specialised event
- Help individuals increase their knowledge on EU institutions and agencies
- understand how EC legislation and policy mechanisms operate

Audience:

- NCPs, Policy Makers, coordinators, experienced researchers

General & Introductory Trainings for HE

Schedule:

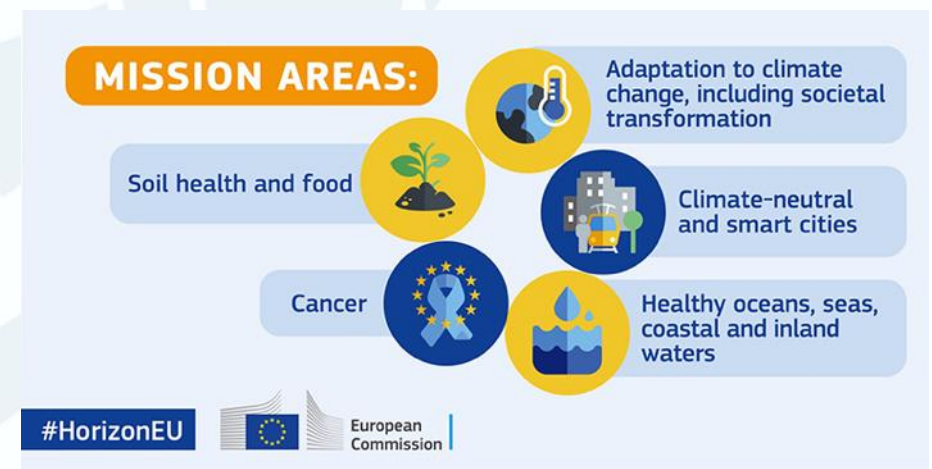
- GIT1 – 3, 2020
- GIT4 – 6, 2021

Description / Objectives of the Events:

- 1-Day Introductory Event
- Raising Awareness on TARAL for HE opportunities
- Intro to eligibility, rules, calls, themes etc.

Audience:

- Newcomers to Horizon Europe
- Inexperienced researchers



Support to SMEs



- Project Writing Training
- Project Writing Camps
- Investment Readiness Training
- Pitching Workshop
- Webinars
- One-to-One Consultancy Support
- Feasibility Report Consultancy

SMEs are very important to Turkey



92% of Enterprises
78% of Employment
53% of GDP

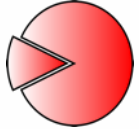
The SME Instrument so far...



5041 Companies



€2.27bn. spend



5% - 8% success rate



See SME Instrument Accelerator Data Hub:

<https://sme.easme-web.eu>

Support to SMEs for Horizon 2020

No	Activity	Year	No. of participants	Content
50	1-to-1 Project Writing consultancy support	2019-21	50	Consultations to improve the quality of SME Instrument project proposals
6	Project Writing Camps	2019-21	120	Proposal preparation workshops for selected SMEs
12	Project Writing Trainings	2019-21	600	General SMEI proposal writing training
9	Webinars	2019-21	225	For newcomers to SMEI
1	Pitching Workshop	2020	30	For high growth potential start-ups who may be invited to pitch to the EC
1	Investment Readiness Training	2019	30	For SMEs who may be pitching to investors
10	Feasibility Report Consultancy	2019-21	10	SMEs having "Seal of Excellence" from EC

Project Writing Training for SMEs

Schedule:

- 4 x 1 day events held in 2019 (Ankara, Istanbul, Izmir & Adana)
- Target 200; 222 attended
- 8 more events in 2019-21 – targeted at 50 attendees each



Description / Objectives of the Events:

- General guidance on proposal development and authoring
- Explanations and exercises on EC proposal structure
- Review of evaluation process focusing on what evaluators look for
- Share experience with Turkish proposal developers

Project Writing Camps for SMEs

Schedule:

- 2 x 1 day events held in 2019 (Ankara & Istanbul)
- Target 40; 67 attended
- 4 more events in 2019-21 – targeted at 20 attendees each



Description / Objectives of the Events:

- Guidance on each proposal element, based on EC structure
- Review of evaluation process focusing on what evaluators look for
- Share experience with successful Turkish SMEs
- Short evaluations of proposals in preparation by project experts

Investment Readiness Training for SMEs

Schedule:

- 1 Event over the course of the Project
- Held in Istanbul on 17th July
- Target 30; 53 attended



Description / Objectives of the Events:

- Presentations/discussions with venture capitalists, bankers and other funding bodies
- Feedback from funding institutions and what makes a potential investment attractive to backers
- Guidance on how to bring out the best in the content of pitches to potential investors
- Guidance on how to develop and present pitches to optimize their impact

Pitching Workshop for SMEs

Schedule:

- 1 Event over the course of the Project
- To be held in Istanbul in February 2020
- Target 30 attendees



Description / Objectives of the Events:

- Presentations/discussions with EC officials involved in judging process
- Feedback from Turkish judges on what the judging panel look for in SME pitches
- Guidance on how to bring out the best in the content of pitches to EC judges
- Guidance on how to develop and present pitches to optimize their impact

Webinars

Schedule:

- 3 Webinars in 2019
- 2 held so far (28/03 & 23/07) attracted overall audience of 163 against target of 50
- Webinar 3 on 10/12 – topic; Business Planning
- 3 webinars in 2020 and 3 in 2021



Description / Objectives of the Webinars:

- Aimed at newcomers to H2020 and EC programmes
- Topics selected by TÜBİTAK; Web1 on 'What is SMEI?', Web2 on 'Accelerator' programme
- Format: introduction to TBTAk services for SMEs, followed by main presentation then live questions – 2 hours overall
- Presentations and questions/answers placed on project web site

One-to One Consultancy Support

Target audience:

- High-growth, high-tech SMEs
- With proposals that have not reached the EC pass mark
- 50 SMEs will receive 2 days of consultancy in 2020/21



Description / Objectives:

- Undertake self-assessment exercise
- Identify issues within the businesses – especially those that affect their proposals
- Provide ‘Road Maps’ for the SMEs to use in developing their businesses
- Improve their proposals so that they will have a better chance of funding success

Feasibility report Consultancy

Target audience:

- High-growth, high-tech SMEs
- With proposals that have received EC 'Seal of Excellence'
- 10 SMEs will receive up to 4 days of consultancy in 2020/21



Description / Objectives:

- Undertake self-assessment exercise
- Identify issues within the businesses – especially those that affect their proposals
- Provide 'Road Maps' for the SMEs to use in developing their businesses
- In-depth improvement of proposals and presentation using external partners to look at markets, customers, technology, finance, etc.

So, how do Turkish SMEs perform against the EC's Key Criteria...?

EXCELLENCE: Does the project have high innovation potential beyond 'State of the Art'?

IMPACT: Does the project meet the pressing needs of European and global markets?

IMPLEMENTATION: Does the project have a coherent and efficient workplan, excellent team and strategic fit?

EXCELLENCE

- Great national success in building innovation capabilities
- Some excellent science & technological developments have resulted

BUT!

- End focus often on getting more research/grants, not marketable products/services
- Little emphasis on responding to market needs
- Pursuit of science & technology instead of solving needs

IMPACT

- Large Turkish market in need of innovative products
- Many 'new to market' ideas
- Significant impact can be made nationally

BUT!

- Can result in complacency – more of the same
- Short-sighted on international markets, customers and competitive environment
- Can assume that foreign markets are simply an expansion of what is done nationally

IMPLEMENTATION

- Enthusiastic and talented teams
- Aware of scientific and technical developments
- Support from MoIT, TÜBİTAK and other public sources

BUT!

- Predominantly scientific/technical management teams
- Lack of marketing and commercial skills
- Lack of business strategy and business plans – rocky existence as a result

Networking Activities



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

Networking & Knowledge Diffusion on Horizon Europe

Event	Type of training	Year	Participants	Content
2	Brokerage events	2019	300	Collaboration opportunities, F2F meetings, Consortia building
20	International Study Visits from TARAL to EU key players	2019, 2020, 2021	200	Networking and projects partnerships
20	National Advisory Group Meetings	2019, 2020, 2021	300	Strategic approach to partnership & Horizon Europe
3	Annual Award Ceremony	2020, 2021	450	Awards for successful H2020 participants
1	Horizon Europe Launch Conference	2020	300	International launching conference on Horizon Europe
3	Info Days on Horizon Europe (HE)	2020, 2021	300	Info days to present HE

Brokerage Events



Schedule:

- ICTurkey2019, Istanbul, Jul 2019
- Cities of the Future, Brussels, Nov 2019



Description / Objectives of the Events:

- Networking & Face to Face meetings
- New partnership opportunities
- New collaborations in H2020

Event	Participants	Meetings
ICTurkey2019	431	> 1000
CoF2019	298	> 700



International Study Visits

Schedule:

- ISV1, SECURITY / CERTH / Thessaloniki, GR / Jul 2019
- ISV2, R&I Days / Brussels, BE / Sep 2019
- ISV3, SOCIAL SCIENCES / ZSI / Vienna / Dec 2019
- ISV4 – 12 / ICT, SECURITY, NMBP, ENERGY, FOOD / Multiple locations / 2020
- ISV13 – 20 / HORIZON EUROPE MISSIONS & THEMES / Multiple locations / 2021

Description / Objectives of the Events:

- Networking & consortium building between EU & TR researchers
- Face to Face meetings to discuss specific calls and opportunities
- Visit to successful H2020 players
- Exchange of knowledge and ideas, concept development



National Advisory Group Meetings

Schedule:

- NAG1 – Batteries, Apr 2019
- NAG2 - Rare Diseases, Nov 2019
- NAG3 – IPA Projects, Nov 2019
- NAG4 – TR Municipalities, Jan 2020
- NAG5 – ESCEL, Feb 2020
- NAG6 – HORIZON EUROPE, May 2020
- NAG7 – CANCER Mission, Jun 2020
- NAG8 – 11, 2020
- NAG12 – 20, 2021



Description / Objectives of the Events:

- A “platform” to support exchanging views between Turkish stakeholders
- Invite key speakers from Europe to present the new Horizon Europe opportunities
- Establish connections between Turkish and European stakeholders
- Exchange of knowledge and ideas, concept development

Award Ceremonies

Schedule:

- AWC1,2 : 2020
- AWC3 : 2021

Description / Objectives of the Events:

- Promote the success of achieved stakeholders
- Create a positive trend among Turkish R&D stakeholders
- Show to community that policy makers and responsible government bodies are aware of outstanding accomplishments
- Recognition motivates organisations and individuals to strive to do better
- Chance for celebration and reflection







Horizon Europe Launch Conference & Info Days

Schedule:

- HEC : Sep-Dec 2020
- INF1 - 3: 2021

Description / Objectives of the Events:

- 1 high profile conference to mark the start of Horizon Europe calls
- 3 Infodays to promote participation in HE, explain differences between H2020 and HE, present calls and thematic areas

	HORIZON 2020	vs	HORIZON EUROPE
 PERIOD	2014 - 2020		2021 - 2027
 BUDGET	80 Billion of euros		100 Billion of euros
 PILLARS	Excellence Science Industrial leadership Societal challenges		Open Science Global challenges Open innovation
 STRATEGIC SECTORS	Health Food security Secure, clean & efficient energy Smart & green transport Climate action & environment Secure societies ICT & Space		Health Inclusive and Secure societies Digital & Industry Climate, energy & mobility Food & natural resources

HORIZON EUROPE NEW FEATURES

- Support of cutting edge with the creation of a European Innovation Council
- Multiple of impacts through a mission-oriented approach and citizen participation
 - More open innovation
 - A new approach to partnerships
- Simplification of regulations and administrative burdens

Make use of our Online tools:



- Website
- Helpdesk
- Guides



WELCOME TO THE OFFICIAL PAGE OF "TURKEY IN HORIZON 2020" PROJECT!

// Download our [Intellectual Property](#) and [Legal & Financial Guides for Turkish Participants](#)! Available in English and Turkish.// We are here to support Turkish public and private organisations, industry and SMEs to maximise their benefits from Horizon 2020, the European Union programme for Research & Development. Turkey has an excellent opportunity to increase the participation of its SMEs, foster innovation and bring together researchers and entrepreneurs from Europe and Turkey. The project offers workshops & training, consultancy services, legal, financial and IPR support for Horizon 2020 proposals through a helpdesk, evaluation services plus collaboration and communication tools for networking with the Information Multipliers!



Latest News

Horizon 2020 Cities of the Future 2019

10 Sep 2019



Where to start with Horizon 2020

This section explains in simple words where to start and how to exploit successfully funds from the largest European ...

Training & Networking Events (Phase II)

This is the section of all the training & networking activities under the Turkey in Horizon 2020 Phase II project (20...

Training Events (2016-2017)

Presentations & Training materials from the previous Turkey in H2020 Project (2016-2017). Training Events, guidance a...

Proposal Development

In this section you can find Proposal Development guidelines, administrative manuals, statistics and anything related...

Legal & Financial Issues

Consortium Agreement, Grant Agreement, Budget, Costs and Legal & Financial Issues related to H2020.

Intellectual Property (IP) Guide

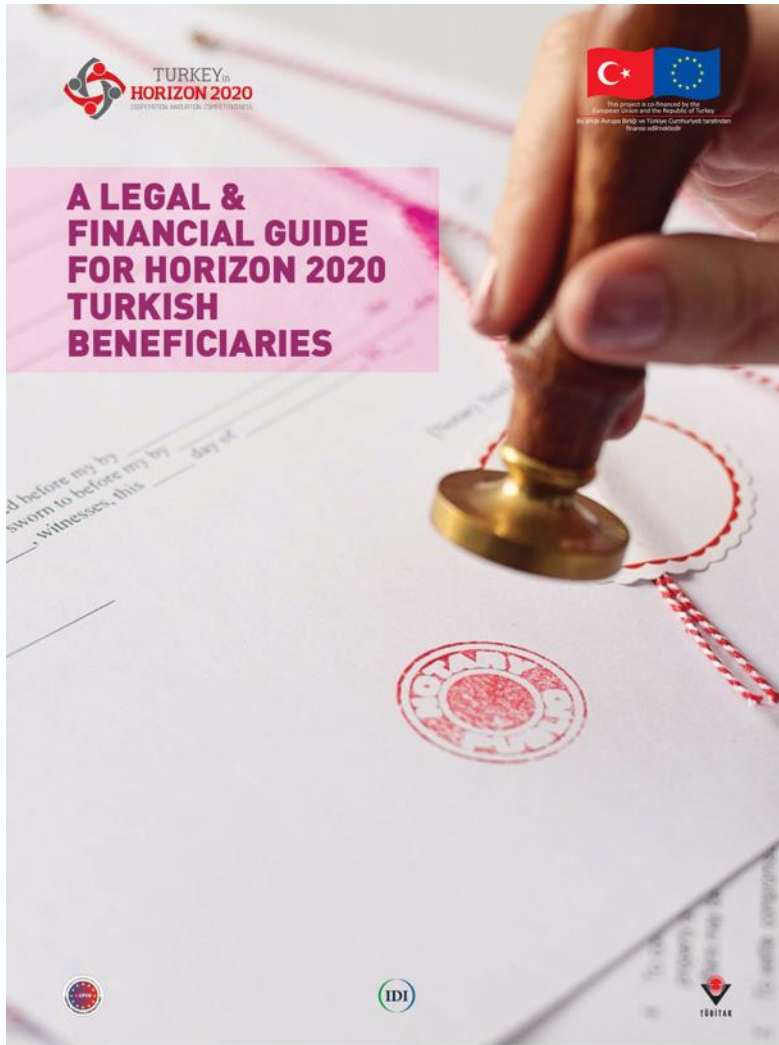
A dedicated area of our Helpdesk exclusively for Intellectual Property Rights and related issues in Horizon 2020.

Promoted articles

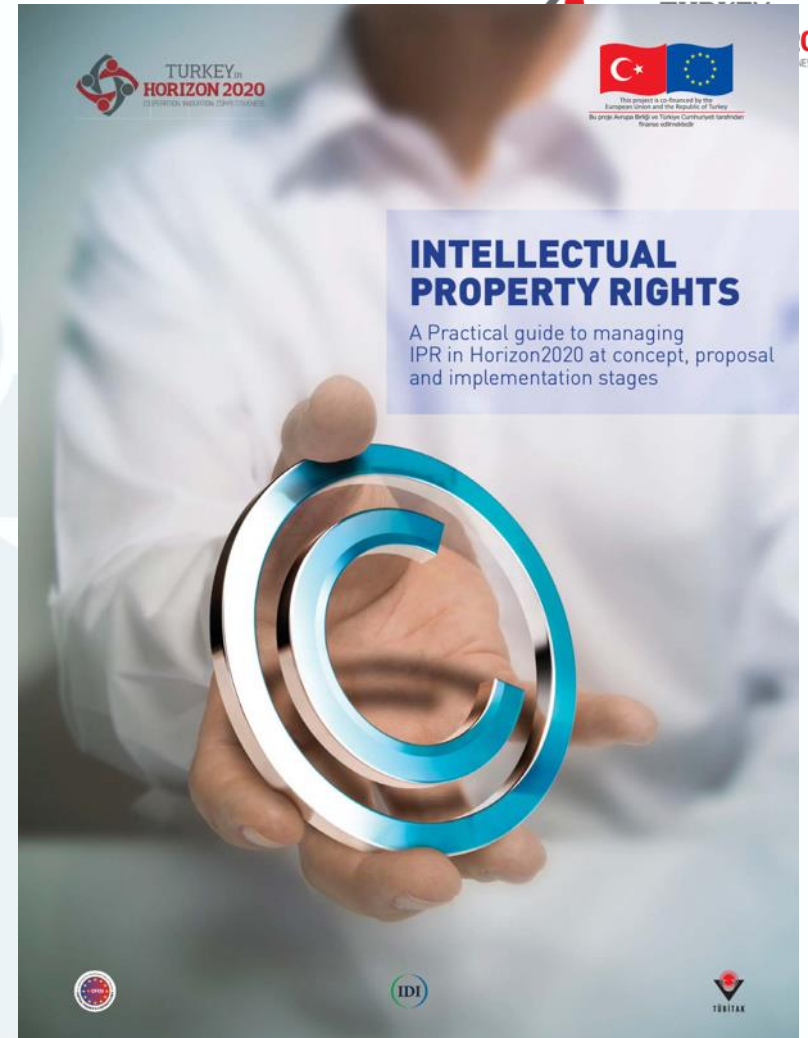
ISV-3: SOCIAL SCIENCES International Study Visit to ZSI, Vienna

PWT-SME-4: Project Writing Training for SMEs

FGT-5: Focus Group Training on ICT



<http://bit.ly/TH2020-Legal>



<http://bit.ly/TH2020IPR>

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REPUBLIC OF TURKEY
MINISTRY OF INDUSTRY
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COMPETITIVE
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PROGRAMS



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