



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
EuropeAid/139098/IH/SER/TR

Turkey in Horizon 2020 II

INNOSUP-01-2018-2020: Cluster facilitated projects for
new industrial value chains

Focus Group Training

Call and background documents, Successful projects

Grigoris Chatzikostas

Training Coordinator



REPUBLIC OF TURKEY
MINISTRY OF INDUSTRY
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COMPETITIVE
SECTORS
PROGRAMME



TÜBİTAK

Grigoris Chatzikostas

Training Coordinator in "Turkey in Horizon 2020 – Phase II" project



- “ Managing multi-national and cross-sectoral consortia, **writing proposals for EU funding and coordinating large-scale projects** that promote tech-enabled entrepreneurship in various sectors such as agrifood, ICT, environment, health, manufacturing, entrepreneurship etc.
- “ **Training, coaching, mentoring and supporting researchers and innovators** on issues related to proposal writing for EU funding opportunities, project management of EU funded projects, IPR management and entrepreneurship, in countries such as Greece, Serbia, Bulgaria, Turkey, Tunisia, Poland etc

15yrs

Experience in EU projects



1st position in Serbia in attracting H2020 funds

100+ m€

Total value of projects managed



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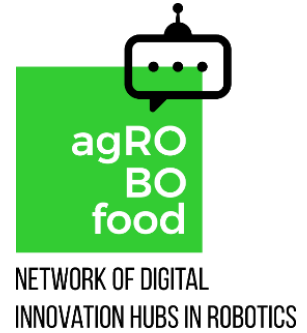
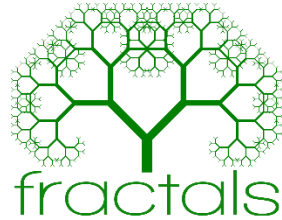


COMPETITIVE
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TÜBİTAK

PROJECTS (INDICATIVE)



EXPERIENCE IN INNOSUP-01 (AND OTHER CASCADE FUNDING)

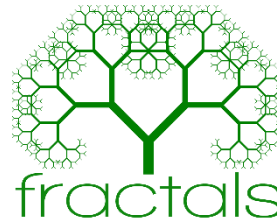
EXPERIENCE IN INNOSUP-01



ROLE

- Core proposal writing team
- WP Leader/ Innovation manager
- Active in promoting and managing Open Calls

EXPERIENCE IN OTHER CASCADE FUNDING PROJECTS



SOME HIGHLIGHTS FROM KATANA



<https://katanaproject.eu>



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BASIC TERMINOLOGY - CLUSTERS

Clusters are groups of specialised enterprises, often SMEs, and other related supporting actors in a location that cooperate closely.

Together, SMEs can be more innovative, create more jobs, and register more international trademarks and patents than alone.

Why do clusters matter?

- boosting **collaboration and connecting enterprises**, especially SMEs, and building bridges across Europe's ecosystems
- supporting **innovation take-up, internationalisation and scaling-up of SMEs**
- setting up transnational partnerships to better help SMEs **access global value chains**
- as change agents in the **digital** and carbon-neutral **'green'** transformation

Source: https://ec.europa.eu/growth/industry/policy/cluster_en



THE ROLE OF CLUSTERS IN EUROPEAN ECONOMY

- **3 000** clusters across Europe **54** million jobs and **45%** of all traded industries' wages (23% of the overall economy)
- wages in strong clusters are close to **3%** higher wages than in industries not located in such regional hotspots,
- **103** leading clusters are in the top **20%** of European peers across all four performance dimensions measured (size, specialisation, productivity, and dynamism)
- all parts of Europe have clusters; **55%** of all European regions have between **30% and 60%** of traded industries employment in strong clusters

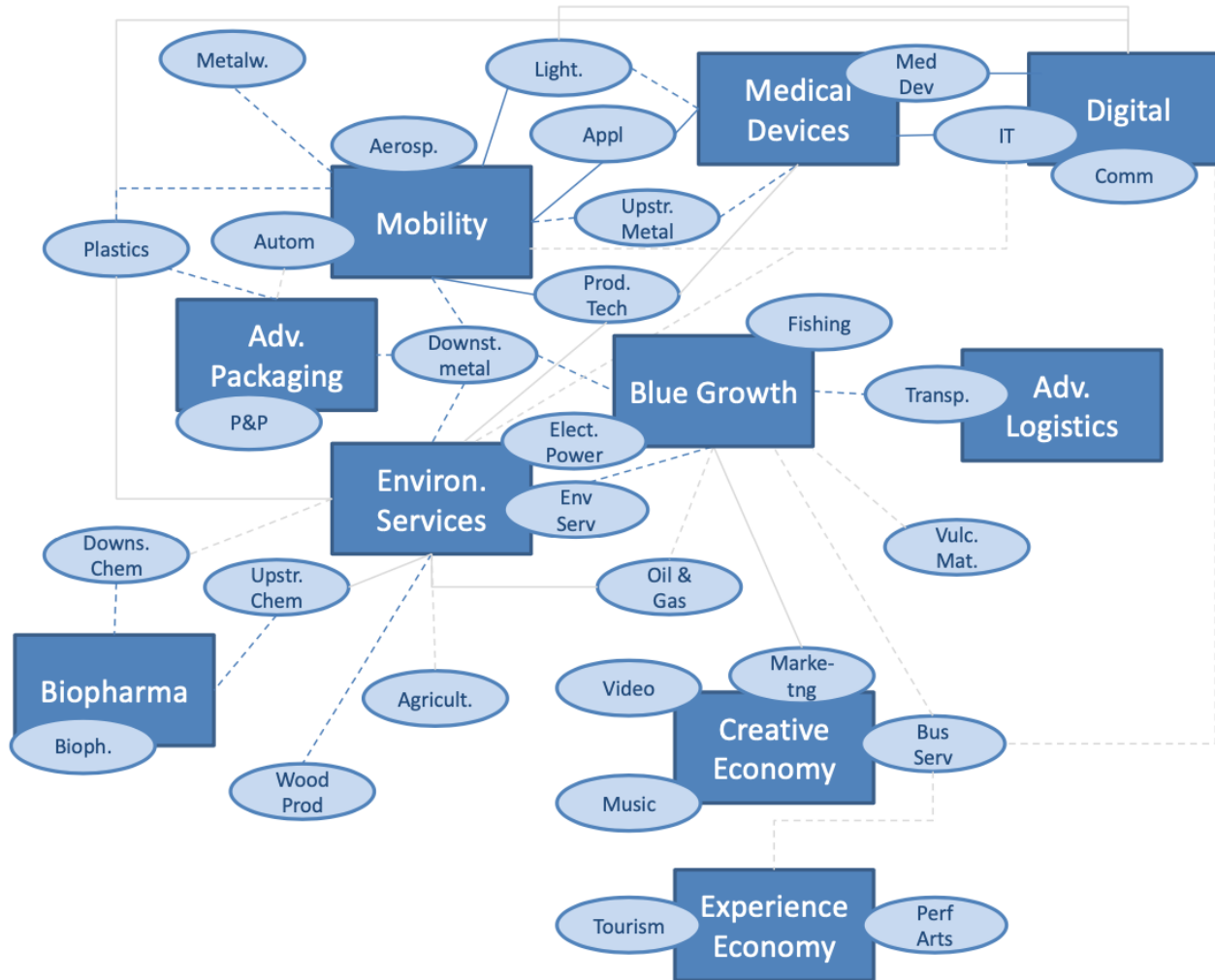


BASIC TERMINOLOGY – EMERGING INDUSTRIES / VALUE CHAINS

- ❑ **Clusters** offer a **favorable eco-system**, which encourages **competition and cooperation among firms** with different industrial backgrounds, technological and business expertise
- ❑ **Industrial value chains** are value creation stages that enterprises and other organisations go through when designing and delivering goods and services for their users, increasingly reconfigured because of **cross-border and cross-sectoral collaboration**
- ❑ **Emerging industries** come into existence with the creation of a new industrial value chain, or the radical reconfiguration of an existing one, driven by a disruptive idea or ideas, leading **to new products/services with higher added value**
- ❑ Emerging industries can also benefit from the particular **collaborative opportunities clustering provides**

Source: https://ec.europa.eu/growth/industry/policy/cluster/emerging-industries_en

BASIC TERMINOLOGY – EMERGING INDUSTRIES / VALUE CHAINS



S3 FOR INDUSTRIAL MODERNIZATION

17 thematic areas under S3 for Industrial Modernisation



Advanced manufacturing



3D Printing



Non-food biomass



Efficient & Sustainable Manufacturing



Nano-Enabled Products



Personalised medicine



Social Economy



European Cyber Valleys



Artificial intelligence & Human machine



Chemicals

Advanced materials on bateries



SMEs to Industry 4.0



Textile Innovation



Medical Technology



Sport



Photonics



Digitalisation & Safety for Tourism



EMERGING INDUSTRIES: OVERALL TRENDS AND HOTSPOTS

- account together for about **46%** of all traded industry employment
- continue to outperform the rest of the traded economy with average wages about **9%** higher than in all traded industries
- have about **40%** of Europe economic activity in cross-sectoral, emerging industries concentrated in **20%** of all European locations
- tend to be strongest in regions that have a strong portfolio of traditional sectoral clusters and above average economic performance with average value added per employee **37%** above the EU average
- have each their own geographical footprint, indicating **location-specific opportunities for specialisation and diversification**



COOPERATION AND COMPETITION ACROSS ECOSYSTEMS



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TÜBİTAK

Innovation action

Deadline Model : two-stage

Deadline: **02 April 2020 17:00:00 Brussels time**

2nd stage Deadline: **08 September 2020 17:00:00 Brussels time**

- 10 pages for 1st stage
- 70 pages for 2nd stage

EU funding rate **70%** (except **non-profit, still funded 100%**)

Funding is more focused on **closer-to-the-market activities** (prototyping, testing, demonstrating, piloting, scaling-up etc. if they aim at producing new or improved products or services)



SPECIFIC CHALLENGE

- ❑ To develop **new cross-sectoral industrial value chains** across the EU, by building upon the **innovation potential of SMEs**
- ❑ The EU needs to support the development of **emerging industries**, which will provide the growth and employment of the future
- ❑ The development of new industrial value chains calls for the collaboration and **integration of different innovation actors**, including large enterprises and especially SMEs, across different sectors towards the implementation of a joint vision
- ❑ Application of existing **crosscutting or emerging technologies**, advanced manufacturing, ICT, eco-innovative and resource- efficient solutions, **new business models, service innovation and design**
- ❑ The **potential of clusters** - that represent **favorable ecosystems for innovation and entrepreneurship** - need to be better exploited in this respect



SCOPE

- ❑ **Cross-border and cross-sectoral collaboration**, innovation and entrepreneurship across different regions and value chains
- ❑ Coordination and facilitation **led by clusters** and **other intermediary organisations**
- ❑ **Systemic approach** that combines different resources, tools and instruments
- ❑ Supporting SMEs with mutually reinforcing competences to create **new industrial value chains**
- ❑ **Strategic vision** for building new industrial value chains across the EU Member States and Associated Countries
- ❑ Focus on addressing **specific problems and challenges**
- ❑ **Collaboration and networking activities** for SMEs
- ❑ Favourable "**open space**" for **cross-sectoral fertilisation** and value chain innovation



SCOPE – DEMONSTRATE CAPACITY TO:

- ❑ Validate ideas for structured innovation projects driven by **SMEs from different sectors and countries** in collaboration with **other innovation actors** and facilitate the coordination towards **new industrial value chains through this collaboration space**
- ❑ Support innovation activities and/or channel a **mix of different targeted entrepreneurial and innovation support measures** (such as mentoring, coaching, innovation and technical assistance vouchers, etc.) directly to the innovation actors of the validated innovation projects to further support their development, integration and **large-scale demonstration** in a **strategic manner**
- ❑ **At least 75% of the total proposed budget shall be allocated to support innovation in SMEs directly**, whereby the SMEs benefit by **either participating in the consortium or by receiving financial and/or other support as a third party**



EXPECTED IMPACT

- ❑ **Strengthen industrial leadership** in the EU Member States and Associated Countries by reinforcing value chains that integrate innovative solutions in SMEs, **along and across existing value chains**.
- ❑ Stimulate the creation of new globally competitive industrial value chains across the EU Member States and Associated Countries to **accelerate the development of emerging industries**, which will boost industrial competitiveness and underpin future economic growth, jobs, and progress towards a resource-efficient economy.
- ❑ **Further leverage and complement support for innovation in SMEs and other funding, which may be provided by national or regional authorities** (including under the European Structural and Investment Funds) and/or by private investors (upfront or as follow-up investments), including in relation to the European Fund for Strategic Investments.



EXPECTED IMPACT

- ❑ Contribute to the implementation of regional and national research and innovation strategies for **smart specialisation strategies (RIS3)**, modern cluster policies as well as of strategic inter-regional collaboration under thematic Smart Specialisation Platforms
- ❑ Provide a **clear and measurable contribution to the innovation performance of the supported SMEs** in the short-term - as revealed by indicators such as numbers of new or significantly improved products (goods and/or services), processes, new marketing methods, or new organizational methods -, and to its impact on resource efficiency and/or turnover. A **wider impact is also expected in the medium-term.**
- ❑ Improve the business environment of the supported SMEs by establishing **open collaboration spaces** that can involve innovation actors from different sectors and countries. **Further impact on business turnover.**



BACKGROUND DOCUMENTS

EU CLUSTER PORTAL

- ✓ To understand the EU policy background related to clusters
- ✓ To use in relevant parts of the proposal (Concept and Impact)

The screenshot shows the official website of the European Union. The top navigation bar includes 'Commission and its priorities' and 'Policies, information and services'. The European Commission logo is on the left, and the language is set to English. The breadcrumb trail reads: 'European Commission > Internal Market, Industry, Entrepreneurship and SMEs > Industry > Industrial policy > Cluster policy'. The main content area is titled 'Cluster policy' and includes a definition: 'Clusters are groups of specialised enterprises, often SMEs, and other related supporting actors in a location that cooperate closely. Together, SMEs can be more innovative, create more jobs, and register more international trademarks and patents than alone. The EU cluster portal provides tools and information on European initiatives, actions and events for clusters and their SMEs to create more world-class clusters across the EU.' A link to 'The European observatory for clusters and industrial change' is provided for further information.

Source: https://ec.europa.eu/growth/industry/policy/cluster_en



BACKGROUND DOCUMENTS

BACKGROUND NOTE OF INNOSUP CALL

- ✓ To understand call requirements in detail
- ✓ To select the right partners
- ✓ To prepare the budget correctly
- ✓ To avoid mistakes in proposal conceptualization and writing



THE MOST USEFUL BACKGROUND DOCUMENT

Source:

https://ec.europa.eu/research/participants/data/ref/h2020/other/guides_for_applicants/h2020-guide-note-innosup-1-18-20_en.pdf



H2020 Programme 2018-2020
For a better innovation support to SMEs

Innosup-01-2018-2020
Cluster facilitated projects for new industrial
value chains
Background Note

Version 1.2
4 December 2019



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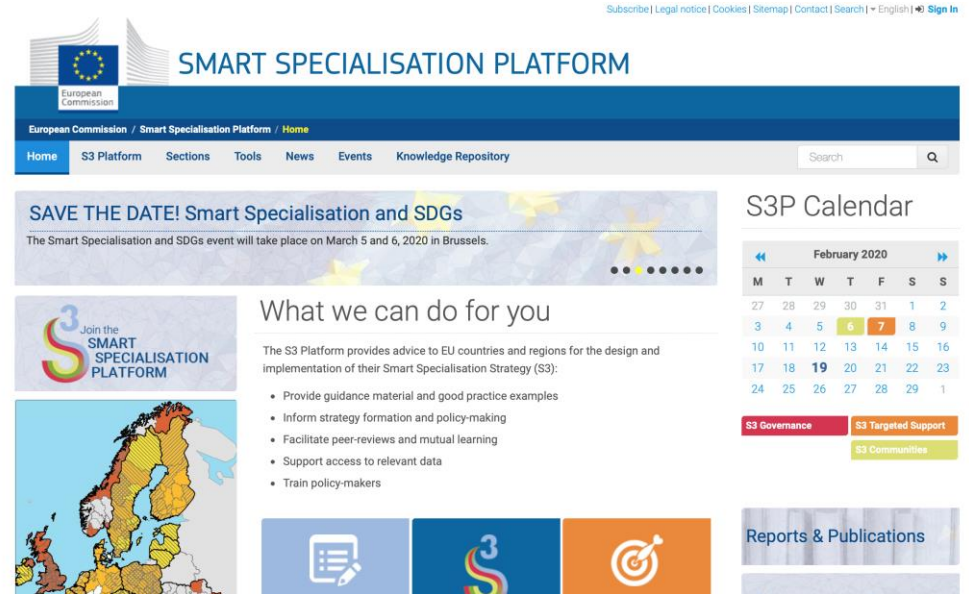
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TÜBİTAK

SMART SPECIALIZATION PLATFORM

- ✓ To understand the RIS3 concept
- ✓ To link the project with regional initiatives
- ✓ To identify complimentary sources of funding
- ✓ To use this information while writing the IMPACT section



The screenshot shows the homepage of the Smart Specialisation Platform. At the top, there is a navigation bar with the European Commission logo and the text "SMART SPECIALISATION PLATFORM". Below this, a secondary navigation bar includes links for "Home", "S3 Platform", "Sections", "Tools", "News", "Events", and "Knowledge Repository". A search bar is located on the right side of this bar. The main content area features a prominent banner for "SAVE THE DATE! Smart Specialisation and SDGs" with a date range of March 5 and 6, 2020. To the right of the banner is an "S3P Calendar" for February 2020, showing a grid of dates with specific events highlighted in red and green. Below the banner, there is a section titled "What we can do for you" which lists several services provided by the platform, such as guidance material, strategy formation, peer-reviews, data access, and training. At the bottom of the page, there are three icons representing different aspects of the platform: a document with a pencil, the S3 logo, and a target icon. The footer of the page includes a link to "Reports & Publications".

Source: <https://s3platform.jrc.ec.europa.eu>

BACKGROUND DOCUMENTS

EUROPEAN CLUSTER COLLABORATION PLATFORM

- ✓ To become familiar with the European clusters' ecosystem
- ✓ To find partners
- ✓ To identify potential competitors

The screenshot displays the homepage of the European Cluster Collaboration Platform (ECCP). At the top, there is a navigation bar with the platform's logo and name, a search bar, and social media icons for LinkedIn and Twitter. Below the navigation bar, a prominent banner advertises the "EU-KOREA CLUSTER MATCHMAKING EVENT" held from 6-8 May 2020 in Seoul, South Korea. The banner includes the text "IN THE CONTEXT OF THE WORLD IT SHOW" and the Twitter handle "@Clusters_EU". To the right of the banner, there is a section for the "European Commission" with a disclaimer and a "MATCHMAKING: SAVE THE DATES" section. Below the banner, there is a section titled "DISCOVER THE WORLD OF THE PLATFORM" with four icons representing different aspects of the platform: a map of Europe, the ESCP logo, a group of people holding hands, and a globe with network connections. At the bottom right, there is a "Join the Community or Subscribe for Newsletter" button and a "Tweets by @Clusters_EU" section showing a tweet from ECCP.

Source: <https://www.clustercollaboration.eu>



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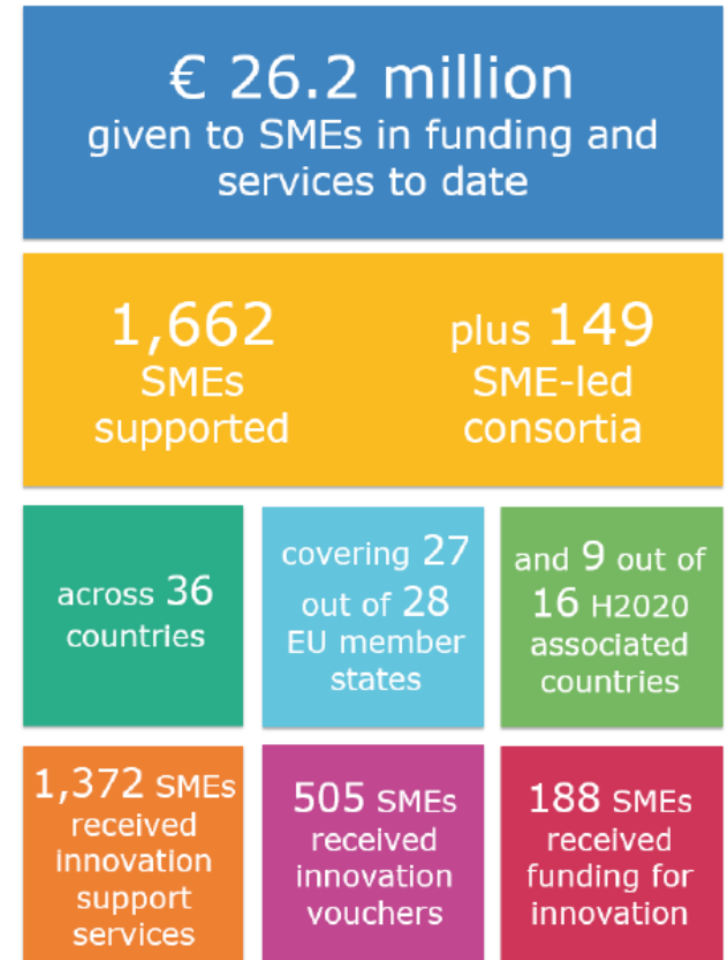
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TÜBİTAK

SUCCESSFUL PROJECTS

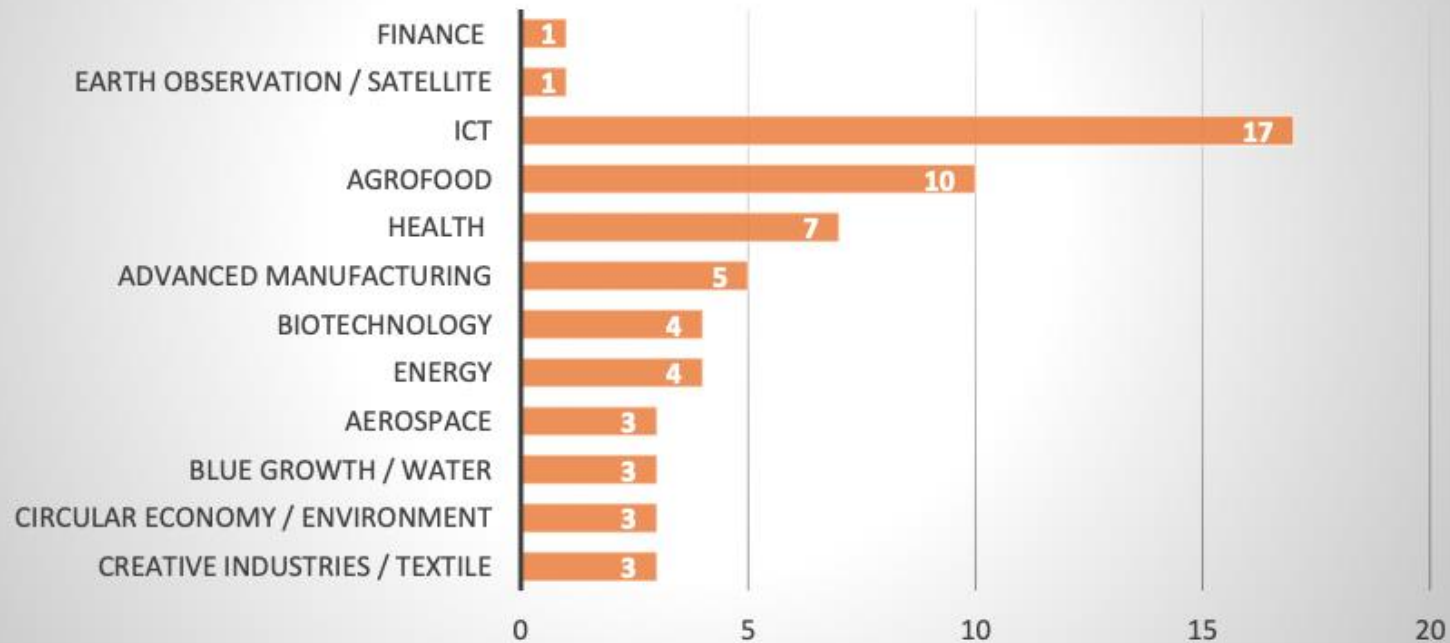
- ✓ Since 2015
- ✓ 5 rounds so far
- ✓ 18+5=23 projects funded, in total
- ✓ Graphs refer to 18 contracted projects
- ✓ 5 new projects in Grant Agreement Preparation (limited data)
- ✓ 2020 is the final round for Horizon 2020



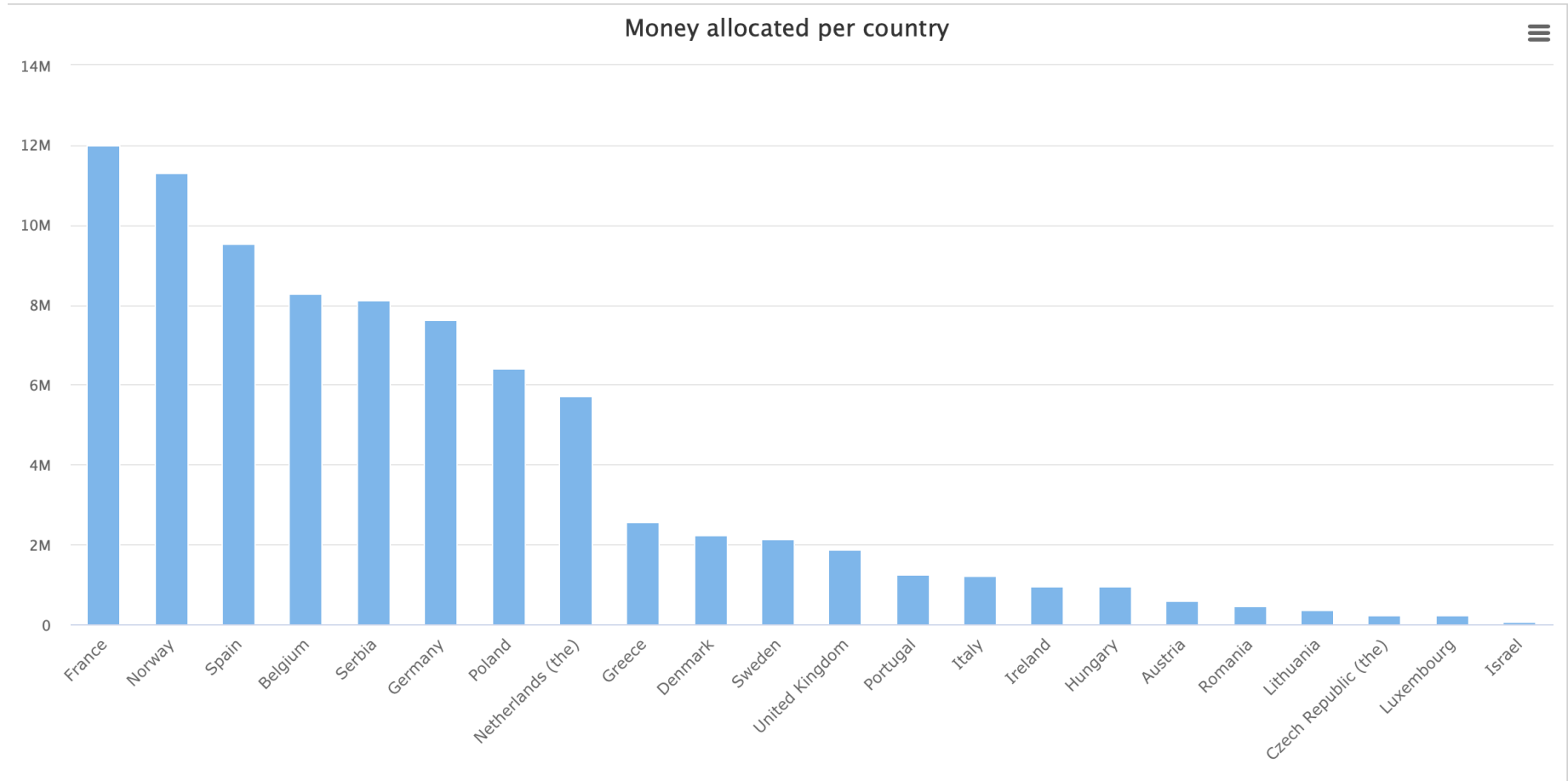
SUCCESSFUL PROJECTS

Sectors covered by the 18 INNOSUP-1 projects

(for each sector, the number of projects addressing it is mentioned)



SUCCESSFUL PROJECTS



SUCCESSFUL PROJECTS



<https://activate.eu/>



<https://katanaproject.eu/>



<http://www.neptune-project.eu>



<http://www.h2020-superbio.eu>



<http://permides.eu>



INNOLABS

<http://www.innolabs.io>



<https://www.inclusilver.eu>



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COMPETITIVE
AND INNOVATIVE
GROWTH
PROGRAMME



SUCCESSFUL PROJECTS



<https://www.impact-accelerator.com/connected-car>



Cross4Health

<http://www.cross4health.eu>



<https://www.iot4industry.eu>



<https://www.projectdiva.eu>



<https://c-voucher.com>



<https://vidaproject.eu>



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SUCCESSFUL PROJECTS



<https://parsec-accelerator.eu>



<https://s3food.eu>



<https://www.smartx-europe.eu>



<https://blockis.eu>



<https://digibcube.eu>



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SUCCESSFUL PROJECTS - NEW

DigiCirc	European cluster-led accelerator for digitisation of the circular economy across key emerging sectors	CAP DIGITAL (FR)
GALACTICA	Smart Industrial innovation as enabler to drive new value chains for textiles and aerospace	ASSOCIACIO AGRUPACIO D'EMPRESSES INNOVADORES TEXTILS (ES)
GALATEA	GROW AND ACCELERATE YOUR SMART PROJECTS IN NEW VALUE CHAINS OF THE EUROPEAN BLUE ECONOMY	TOULON VAR TECHNOLOGIES (FR)
METABUILDING	METAclustering for cross-sectoral and cross-border innovation ecosystem BUILDING for the European Construction, Additive Manufacturing and Nature-Based Solutions industrial sectors'	NOBATEK INEF 4 (FR)
UFO	Emerging indUstries new value chains boosted by small Flying Objects	AEROSPACE VALLEY (FR)



SUCCESSFUL ORGANIZATIONS

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Summary

Number of project participations and Net EU Contribution ✕

Legal Name	Country	H2020 Net EU Contribution	H2020 Participations
Totaux		€ 84.209.853	218
NORWAY HEALTH TECH	Norway	€ 6.753.211	2
BIOSENSE INSTITUTE - RESEARCH AND DEVELOPMENT INSTITUTE FOR INFORMATION TECHNOLOGIES IN BIOSYSTEMS	Serbia	€ 4.387.000	2
FUNDINGBOX ACCELERATOR SP ZOO	Poland	€ 4.328.904	2
POLE SOLUTIONS COMMUNICANTES SECURISEES	France	€ 3.909.313	1
STICHTING CENTRE OF EXPERTISE WATERTECHNOLOGIE	Netherlands	€ 3.807.781	1
OSLO CANCER CLUSTER SA	Norway	€ 3.565.438	2
CYBERFORUM EV	Germany	€ 3.291.419	1
POSLOVNO UDRUZENJE VOJVODJANSKI IKT KLASTER	Serbia	€ 3.215.250	2
PLATE-FORME TECHNOLOGIQUE EUROPEENNE POUR LE FUTURE DU TEXTILE ET DE L'HABILLEMENT	Belgium	€ 2.687.375	1
AGRI SUD OUEST INNOVATION	France	€ 1.646.410	1
ATHINA-EREVNITIKO KENTRO KAINOTOMIAS STIS TECHNOLOGIES TIS PLIROFORIAS, TON EPIKOINONION KAI TIS GNOSIS	Greece	€ 1.405.820	3
FUNDACION CORPORACION TECNOLOGICA DE ANDALUCIA	Spain	€ 1.371.608	2
BIO BASE EUROPE PILOT PLANT VZW	Belgium	€ 1.178.250	1
AEROSPACE VALLEY	France	€ 1.161.383	2
DANISH FOOD CLUSTER	Denmark	€ 1.002.766	2
INNOSKART VALLALKOZASFEJLESZTESI NONPROFIT KFT	Hungary	€ 903.968	2
FLANDERS' FOOD	Belgium	€ 900.925	1
SKANES LIVSMEDELSAKADEMI	Sweden	€ 839.619	1
DSP VALLEY VZW	Belgium	€ 816.921	3
FUNDACJA PARTNERSTWA TECHNOLOGICZNEGO TECHNOLOGY PARTNERS	Poland	€ 768.203	1



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Number of project participations and Net EU Contribution

Legal Name	Country	H2020 Net EU Contribution	H2020 Participations
Totaux		€ 84.209.853	218
BWCON GMBH	Germany	€ 753.813	2
EUROB CREATIVE SLNE	Spain	€ 723.208	2
STICHTING WAGENINGEN RESEARCH	Netherlands	€ 692.878	1
ASOCIACION MADRID PLATAFORMA AERONAUTICA Y DEL ESPACIO - MPAE	Spain	€ 673.510	1
TOULON VAR TECHNOLOGIES	France	€ 641.879	1
ASOCIACION CLUSTER ALIMENTARIO DE GALICIA	Spain	€ 604.534	2
SYSTEM@TIC PARIS REGION	France	€ 555.813	1
CLUSTER INDIVIDUALISIERTE IMMUNINTERVENTION (CI3) EV	Germany	€ 543.750	2
TOPPINDUSTRISENTERET AS	Norway	€ 530.625	1
FUNDACION PUBLICA ANDALUZA PARQUE TECNOLOGICO DE CIENCIAS DE LA SALUD DE GRANADA	Spain	€ 522.011	1
AGROPOLIS INTERNATIONAL ASSOCIATION	France	€ 514.900	1
INOSENS DOO NOVI SAD	Serbia	€ 510.513	2
EUROPEAN ASSOCIATION OF REMOTE SENSING COMPANIES	Belgium	€ 497.813	1
UNIVERSITY OF SURREY	United Kingdom	€ 479.150	1
VEJLE KOMMUNE	Denmark	€ 471.796	1
AGENTIA DE DEZVOLTARE REGIONALA NORD-VEST	Romania	€ 465.714	2
FUNDACION PARA LAS TECNOLOGIAS AUXILIARES DE LA AGRICULTURA	Spain	€ 449.625	1
FOOD-PROCESSING INITIATIVE E. V	Germany	€ 441.094	2
BUSINESS UPPER AUSTRIA - OO WIRTSCHAFTSAGENTUR GMBH	Austria	€ 440.000	2
ASOCIACION CLUSTER DE MOVILIDAD Y LOGISTICA DE EUSKADI	Spain	€ 419.406	1
IDEON AB	Sweden	€ 413.778	1



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Legal Name	Country	H2020 Net EU Contribution	H2020 Participations
Totaux		€ 84.209.853	218
Tillväxtverket	Sweden	€ 412.935	1
NATIONAL UNIVERSITY OF IRELAND GALWAY	Ireland	€ 408.814	1
INOVISA - ASSOCIACAO PARA A INOVACAO E DESENVOLVIMENTO EMPRESARIAL	Portugal	€ 407.714	1
FUNDACION PARA LA PROMOCION DE LA INNOVACION, INVESTIGACION Y DESARROLLO TECNOLOGICO EN LA INDUSTRIA DE AUTOMOCION DE GALICIA	Spain	€ 406.813	1
FLANDERS BIOBASED VALLEY	Belgium	€ 404.500	1
SMART INNOVATION NORWAY AS	Norway	€ 391.250	1
BRETAGNE DEVELOPPEMENT INNOVATION	France	€ 388.623	1
INTERNETSIA, S.L.	Spain	€ 381.911	1
CLUSTER DE SALUD DE CASTILLA Y LEON	Spain	€ 379.870	2
THE NATIONAL NON FOOD CROPS CENTRELBG	United Kingdom	€ 379.684	1
BLUMORPHO SAS	France	€ 357.630	1
INNOVATION SKANE AB	Sweden	€ 350.379	1
INSTITUT NATIONAL DE LA RECHERCHE AGRONOMIQUE	France	€ 342.585	1
FUNDACIO EURECAT	Spain	€ 334.165	1
CAP DIGITAL	France	€ 324.906	1
INSTITUT FRANCAIS DE LA MODE	France	€ 316.125	1
VIAMECA	France	€ 315.875	1
FUNDINGBOX COMMUNITIES SL	Spain	€ 308.625	1
INEGI - INSTITUTO DE CIENCIA E INOVACAO EM ENGENHARIA MECANICA E ENGENHARIA INDUSTRIAL	Portugal	€ 305.386	1
ASOCIACION DE LA INDUSTRIA NAVARRA	Spain	€ 298.150	1



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Number of project participations and Net EU Contribution

Legal Name	Country	H2020 Net EU Contribution	H2020 Participations
Totaux		€ 84.209.853	218
INEGI - INSTITUTO DE CIENCIA E INOVACAO EM ENGENHARIA MECANICA E ENGENHARIA INDUSTRIAL	Portugal	€ 305.386	1
ASOCIACION DE LA INDUSTRIA NAVARRA	Spain	€ 298.150	1
WAGRALIM	Belgium	€ 296.519	1
EUROPEAN BUSINESS AND INNOVATION CENTRE NETWORK AISBL	Belgium	€ 295.875	1
DUBLIN CITY UNIVERSITY	Ireland	€ 291.986	1
STICHTING HEALTH CLUSTERNET	Netherlands	€ 284.775	2
MOTIVIAN ANONYMOS ETAIREIA KAINOTOMON LYSEON PLIROFORIKIS	Greece	€ 283.307	2
EVENFLOW	Belgium	€ 282.450	1
EUROPEAN DIGITAL SME ALLIANCE	Belgium	€ 279.188	1
Fondazione Parco Tecnologico Padano	Italy	€ 277.403	1
FUNDACIO BARCELONA MOBILE WORLD CAPITAL FOUNDATION	Spain	€ 264.738	1
STICHTING EFFOST	Netherlands	€ 258.875	1
NOVA-INSTITUT FUR POLITISCHE UND OKOLOGISCHE INNOVATION GMBH	Germany	€ 256.148	1
INNO TSD	France	€ 244.613	2
SOCIEDADE PORTUGUESA DE INOVACAO CONSULTADORIA EMPRESARIAL E FOMENTO DA INOVACAO SA	Portugal	€ 244.613 € 241.500	2
NEDERLANDSE ORGANISATIE VOOR TOEGEPAST NATUURWETENSCHAPPELIJK ONDERZOEK TNO	Netherlands	€ 238.688	1
INTERIZON	Poland	€ 237.906	1
ASOCIACION VALENCIANA DE EMPRESAS DEL SECTOR DE LA ENERGIA	Spain	€ 237.541	1
MOV'EO	France	€ 231.313	1
UNIVERSIDAD DE NAVARRA	Spain	€ 230.998	1



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Teşekkür ederim!
Thank you!



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