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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

Roadmap, key documents and core conceptual elements

*Grigoris Chatzikostas*

*Training Coordinator*



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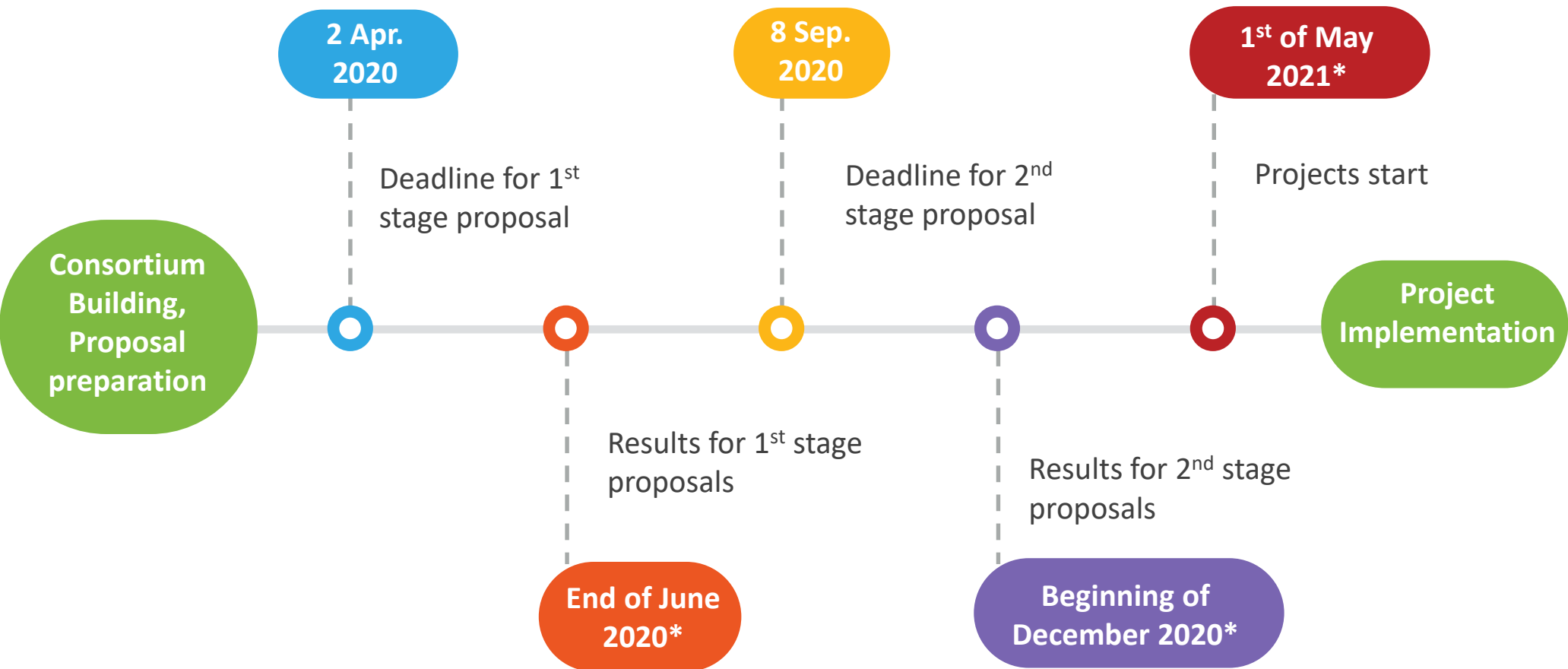


COMPETITIVE  
SECTORS  
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# ROADMAP FOR A 2-STAGE PROPOSAL



# FORMAT OF A 1<sup>st</sup> STAGE PROPOSAL

- **PART A** ADMINISTRATIVE INFO
- General information
- Participant information
- **Budget: Total, Indicative**
- **PART B** *TECHNICAL INFO*
  - in PDF format
- The sections follow the **evaluation criteria**
- **Part B** 10 pages long



## H2020 Programme

### Proposal template 2018-2020

Administrative forms (Part A) / Project proposal (Part B)

Research and Innovation Actions (RIA) / Innovation Actions (IA)  
Stage 1 of two-stage calls

Version 3.4  
1 February 2018

#### Disclaimer

This document is aimed at informing potential applicants for Horizon 2020 funding. It serves only as an example. The actual Web forms and templates, provided in the online proposal submission system under the Participant Portal, might differ from this example. Proposals must be prepared and submitted via the online proposal submission system under the Participant Portal.

# STRUCTURE OF A 1<sup>st</sup> STAGE PROPOSAL

## 1. Excellence

### 1.1 Objectives

### 1.2 Relation to the work programme

### 1.3 Concept and methodology

### 1.4 Ambition

## 2. Impact

### 2.1 Expected impacts



### Proposal template: technical annex (1<sup>st</sup> stage of a two-stage submission procedure)

### Research and Innovation actions Innovation actions

This template is to be used at the 1<sup>st</sup> stage of a two-stage submission procedure.

The structure of this template must be followed when preparing your proposal. It has been designed to ensure that the important aspects of your planned work are presented in a way that will enable the experts to make an effective assessment against the evaluation criteria. Sections 1 and 2 each correspond to an evaluation criterion for a 1<sup>st</sup> stage proposal in a two-stage submission procedure.

Please be aware that proposals will be evaluated as they were submitted, rather than on their potential if certain changes were to be made. This means that only proposals that successfully address all the required aspects will have a chance of being funded.

**⚠ Page limit:** The page limit for a first stage proposal is 10 pages.

The page limit will be applied automatically; therefore you must remove this instruction page before submitting.

If you attempt to upload a proposal longer than the specified limit before the deadline, you will receive an automatic warning and will be advised to shorten and re-upload the proposal. After the deadline, excess pages (in over-long proposals/applications) will be automatically made invisible, and will not be taken into consideration by the experts. The proposal is a self-contained document. Experts will be instructed to ignore hyperlinks to information that is specifically designed to expand the proposal, thus circumventing the page limit.

Please, do not consider the page limit as a target! It is in your interest to keep your text as concise as possible, since experts rarely view unnecessarily long proposals in a positive light.

**⚠** The following formatting conditions apply.

The reference font for the body text of H2020 proposals is Times New Roman (Windows platforms), Times/Times New Roman (Apple platforms) or Nimbus Roman No. 9 L (Linux distributions).

The use of a different font for the body text is not advised and is subject to the cumulative conditions that the font is legible and that its use does not significantly shorten the representation of the proposal in number of pages compared to using the reference font (for example with a view to bypass the page limit).

The minimum font size allowed is 11 points. Standard character spacing and a minimum of single line spacing is to be used.

Text elements other than the body text, such as headers, foot/end notes, captions, formula's, may deviate, but must be legible.

The page size is A4, and all margins (top, bottom, left, right) should be at least 15 mm (not including any footers or headers).

template WP18-20 v20180201



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# CONTENT OF A 1<sup>st</sup> STAGE PROPOSAL (10 pg. CONCEPT NOTE)

- A clear description of the **ideas and objectives** for an innovation action towards the development of new industrial value chains
- An **explanation of the main activities, implementation modalities** (including for financial support to third parties, if applicable, and how to achieve the target of allocating at least 75% of the total proposed budget to support innovation in SMEs directly)
- Expected **results foreseen** (please refer to the grant conditions for this topic).
- How the proposed systemic approach and strategic focus promises **significant impact** on economic growth and job; demonstrates a European dimension and added value
- An **estimate of the total costs** of the proposed action and contribution to be requested from the Commission



# FORMAT OF A 2nd STAGE PROPOSAL

- **PART A ADMINISTRATIVE INFO**
- General information
- Participant information
- **Budget**
- **PART B TECHNICAL INFO**
  - in PDF format
- The sections follow the **evaluation criteria**
- **Part B** 70 pages long (sections 1-3)
- No page limits (sections 4-5)



H2020 Programme

Proposal template 2018-2020

Administrative forms (Part A) / Project proposal (Part B)

Research and Innovation Actions (RIA) / Innovation Actions (IA)  
Single-stage calls & stage 2 of two-stage calls

Version 3.4  
1 February 2018

# PARTICIPANT INFORMATION – PROFILE (SECTION 4, 2<sup>nd</sup> STAGE)

## 4.1.1. BioSense Institute - BIOS, Serbia

### Description of the legal entity



**BioSense Institute (BIOS)** coordinates, focuses and advances research, introduction and promotion of state-of-the-art ICT solutions in agriculture, ecology, environmental protection, water management and industry. BioSense Institute is an internationally recognized multi-

disciplinary scientific research institute and a regional provider of advanced information and communication technologies (ICT) in agriculture and environmental monitoring. Institute has a special focus on micro and nano-technology sensors, Internet of Things, Robotics, Remote Sensing and Big Data. BioSense has recently ranked as No.1 European Center of Excellence within H2020 Teaming program and is also the winner of 2017 Syngenta crop data challenge with its algorithm for smart seed selection. With state-of-the-art equipment and – most importantly – with an international group of more than 80 enthusiastic researchers, BioSense Institute is able to perform scientific research at the global level and contribute to the development and sustainability of eco-innovation in the areas of major importance for society - agriculture and the environment. BioSense Institute coordinates or participates in a large number of international research projects, including over 25 Horizon 2020 projects.

Since 2013, BioSense has established a dedicated **Business Development Department (BDD)** which maintains strong ties with the private sector and the broad network of European partners and incorporates their feedback into the research strategy of the Institute, resulting in competitive proposals for funding and direct research contracts. At the same time, BDD provides a broad spectrum of capacity building activities to BioSense researchers (trainings, one-to-one consultations, access to networks) and cultivates their market orientation and entrepreneurial mentality.

**Website:** [www.biosense.rs](http://www.biosense.rs)

### Role in the proposal

BIOS occupies the role of the Project Coordinator in the Agri.MIA project as well as the coleader role in WP4. The Institute is in charge of monitoring the projects' progress and ensuring administrative, financial and contractual relationships both within the consortium and with the EC, as well as verifying progress of work and production of deliverables according to the project time schedule. The Project Coordinator has to ensure that the project meets all of the contractual obligations and agreements within the budget and keeps pace with other projects and bodies. Additionally, BIOS assist on tasks in WP4, related to deployment, integration, business modeling etc. It is also important to mention that BIOS is the operator of AgroSense, one of the Farm Management Information Systems which Agri.MIA is linked with.

### Brief profile of key persons to be involved

**Mr. Grigorij Chatzkostas (M)** is a Business Developer in the field of advanced ICT technologies for the agri-food sector. As Head of the Business Development Department of BioSense, he is building the relationships of the Institute with industry and academia across Europe. His past experience in business consulting and IT start-ups has played a key role in developing the aggressive entrepreneurial mentality of BioSense as a results-driven Center of Excellence. As an expert in European projects, Grigorij is managing multi-national and cross-sectoral consortia, writing proposals for EU funding and coordinating large-scale projects that promote tech-enabled entrepreneurship in the agri-food sector. In the past 15 years he has managed projects exceeding the total value of 95 M EUR. As an engaging public speaker and trainer, he makes complex subjects related to EU funding and technologies accessible and easy to understand. He also offers mentoring and strategic consulting to a small number of carefully selected companies that are aligned with his interests.

**Dr. Sanja Brdar (F)** is a research fellow at BioSense Institute, University of Novi Sad, Serbia. She received PhD degree from the University of Novi Sad in 2016. Prior starting her PhD studies she spent two years working in the software industry with major in databases design and development. In 2010 she was awarded a ten-month Basileus fellowship and spent it for visiting Bioinformatics Laboratory at University of Ljubljana. The work there served as basis for her PhD thesis on data/knowledge fusion in bioinformatics. Currently, she works on projects



PU 5. Crojević, V., Lugonja, P., Brkjač, B. N., & Brunet, B. (2014). Classification of small agricultural fields using combined Landsat-8 and RapidEye imagery: case study of northern Serbia. *Journal of Applied Remote Sensing*, 8(1), 083512

### List of relevant previous projects or activities connected to the subject of the proposal

- ANTARES:** Centre of Excellence for Advanced Technologies in Sustainable Agriculture and Food Security (coordinating legal entity), H2020-WIDESPREAD-01-2016-2017-TeamingPhase2, SGA-CSA 739570 under FPA 664388 - The main goal is to evolve BioSense Institute into a European Centre of Excellence (CoE) for advanced technologies in sustainable agriculture;
- IoF2020:** Internet of Food and Farm 2020, H2020-IOT-2016-2017, GA 731884 - Aims to accelerate adoption of IoT for securing sufficient, safe, and healthy food by executing 19 use cases divided into 5 trials
- SmartAgriHubs:** Connecting the dots to unleash the innovation potential of digital transformation of the European agri-food sector, H2020-RT-RUR-12-2018, GA 818182 - SmartAgriHubs is dedicated to accelerate the digital transformation of the European agri-food sector by building a network of Digital Innovation Hubs (DIHs) that will boost the uptake of digital solutions by the farming sector.
- Smart-AKIS:** European Agricultural Knowledge and Innovation Systems (AKIS) towards innovation-driven research in Smart Machines and Systems, H2020-ISIB-2014-1, 2016-2018, GA 696294 - Thematic Network on Smart Farming Technology designed for the exchange between agri-food relevant actors through Smart Farming Community Platform.
- CYBELLE:** Fostering precision agriculture and livestock farming through secure access to Large-Scale HPC-enabled virtual industrial experimentation environment empowering scalable Big Data analytics, H2020-ICT-2018-2, GA 825355 - generates innovation and create value in the domain of agri-food, and its verticals in the sub-domains of PA and PLF in specific, as demonstrated by the real-life industrial cases to be supported, empowering capacity building within the industrial and research community.

### List of relevant achievements

- AgroSense platform** - Digital platform that provides support to farmers and agricultural companies in monitoring the growth of crops and planning of the agricultural activities. It was developed by BioSense Institute and represents a crucial step in digitization of agriculture and increase in efficiency and competitiveness of Serbian producers. AgroSense digital platform, through a single user profile, allows the access to the entire system: AgroSense web application intended for comfortable work on a PC and AgroSense Android application that turns a mobile phone into a new useful tool for farmers. AgroSense web application is designed for visualization and in-depth analysis of data, while AgroSense Android application, besides giving instantaneous insight into all data, on the field, allows for a quick and easy input of data to the system.
- BioSense Accelerator** - BioSense Accelerator aims to support innovative ideas coming from start-ups/SMEs of the region and/or BioSense's researchers who intend to turn their research results into entrepreneurial endeavors. The support includes: (i) channeling financial support from EC on the basis of on-going (KATANA, IoF2020, etc.) or upcoming acceleration projects; (ii) providing access to a broad network of potential customers and investors (VC, business angels, equity crowd-funding platforms); (iii) mentoring and training services related to business and technical issues; (iv) office space in the state-of-the-art premises of BioSense CoE new building (a dedicated space of 200 m<sup>2</sup> is foreseen to host start-ups) and (v) flexible models for access to advanced research equipment and technological resources (through Shared Research Facility).
- BioSense Digital Innovation Hub** - a registered and operational DIH, is an ecosystem through which any business can get access to the latest knowledge, expertise and technology to test and experiment with digital technology relevant to its products, processes, or business models in the agri-food sector. The Hub also provides connections with investors, facilitates access to financing and helps to connect users and suppliers of digital solutions across the value chain. Such an ecosystem aims to accelerate digital innovation in the agri-food sector, by connecting technology, business, and the market. The digitization technological focus of BioSense DIH covers: 1) Data mining, big data, database management; 2) Internet of Things (e.g. connected devices, sensors and actuators networks); 3) Sensors, actuators, MEMS, NEMS, RF; 4) Simulation and modelling; 5) Photonics, electronic and optical functional materials; 6) Cloud computing; 7) Location based technologies (e.g. GPS, GIS, in-house localization); 8) Robotics and autonomous systems; 9) Artificial Intelligence and cognitive systems; 10) Software as a service and service architectures; 11) Micro and nano electronics, smart system integration.
- BioSense Digital Farm** - An innovative and unique facility aiming to support digital transformation of agriculture in Serbia, the region and in Europe, by bridging the gap between research community and real-world farming. Furthermore, as a tangible EU-funded infrastructure connecting stakeholders, we believe that

Agri.MIA

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the Digital Farm can promote the potential of European perspective and connectivity of the Western Balkans. BioSense Digital Farm is foreseen as an open-air show-room where innovative AgTech solutions will be implemented on real-life production farms, such as smart irrigation, soil mapping, autonomous robotic-based sensing, etc., to allow farmers to see, test and assess them in real-world settings. In addition to this, scientists from BioSense and the region will be able to run experiments and test prototypes of innovative AgTech solutions in an operational environment – in the fields.

5. **BioSense Shared Research Facility** – Shared Research Facility will allow access to BioSense's equipment to external users, who will only be charged for the time of use, under a not-for-profit pricing scheme. Apart from the broad impact to external stakeholders, the Shared Research Facility will also provide cross-fertilization benefits to BioSense researchers, as such an approach will provide new dynamics to the Institute, allow researchers to gain a profound insight into the research needs of other stakeholders, and expose them to the whole product development cycle.

### Infrastructure and Technical Equipment

#### MICRO AND NANO-ELECTRONICS LABORATORY:

##### Research infrastructure:

**Clean room 1** – photolithography, nano and MEMS: class ISO 5 / ISO 7 (ISO 14644-1), DI water Grade 1 (ISO 3696), nitrogen, argon and air class ISO 5, vacuum;  
**Clean room 2** – thin and thick films Class ISO 5 / ISO 7, DI water Grade 3 (technical water), nitrogen and air class ISO 5, vacuum;

**Clean room 3** – nano and micro manufacturing, characterization & measurement, optical laboratory, class ISO 8, nitrogen and air class ISO 5, vacuum;

**Chemical laboratory** - general chemistry, nanomembranes, nano-structured films, DI water Grade 2, nitrogen and air, vacuum;

**Mechanical and electronic workshop.**

##### Photolithography processes up to 1µm:

###### Capital equipment:

Wet bench - Class One (USA), Mask aligner - Karl Suss MJB4 (Germany), Spin coater Laurel WS-650Mz (USA), Mask writer Rofin-Sinar Power Line 10-100D (Germany), UV exposure unit Technigraf Varicop S (Germany);

###### Supporting equipment:

Memmer oven UN30 2pcs. (Germany), Ultrasonic cleaner Telsonic Tec – 25 (Swiss), Magnetic stirrer Yellow line MSH (Germany), Refrigerator Elin (Germany), glassware, tools;

###### Thin and thick films:

###### Capital equipment:

Thermal evaporation, e-gun, sputtering system Leybold Heraeus L560Q (Germany), Screen and stencil printer EKRA M2H (Germany), Ink-jet printer Fuji Dimatix DMP-3000 (USA), Potentiostat/Galvanostat EGG 730A (USA), Spin-coater TORCH (China), Plasma generator Comdel CX 600 (USA); Laser system Rofin-Sinar Power Line 100D (Germany)

###### Supporting equipment:

Robotic arm Arrex RA1-Pro for layer deposition, Memmer oven UN20 (Germany), Ultrasonic bath Badelin Sonorex (Germany);

###### LTCC (low temperature co-fired ceramic):

###### Capital equipment:

Screen printer and doctor blade EKRA M2H (Germany), Box furnace Nabertherm L9/11/SKM (Germany), Uniaxial press Carver 3895CEB (USA), Laser cutter Rofin-Sinar Power Line 10-100D (Germany);

###### Supporting equipment:

Dryer Memmert UN30 (Germany); UV exposure unit, Technigraf Varicop S.

###### Chemical Laboratory:

Ultrasonic homogenizator Badelin ND-70 (Germany), Ultrathermostat bath Haake B7 (Germany), Magnetic stirrer IKA-RT (Germany), Robotic Arm Arrex Pro (China), glass and plastic ware;

###### Optical Laboratory:

Optical tables Newport with accessories; FTIR/FT-NIR spectrometer Interspec 301-X; DSH-L6/L6S series UV-Vis Spectrophotometer; Microscopes Baush&Lomb, Hurwitz

###### Electronic & Mechanical workshop:

###### Capital equipment:

Machining center Bernardo Proficenter 700 BQV (Germany), 4 – axe CNC mill Syll x5+ (China), Wire bonder (K&S 4124), 3D printer Felix 3.0.

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## VERY USEFUL FOR APPROACHING CONSORTIA



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# LETTERS OF SUPPORT (LoS)

The following information has to be provided in order to obtain a LoS:

- Abstract of the proposal
- Information on the consortium
- Information on how the project wants to liaise and support the implementation of its strategic agenda
- Information on what contribution is expected (e.g. participation in an Advisory Board, participation at workshops, involvement of experts,...)
- Which costs are covered?



Generali Osiguranje Srbija a.d.o.  
Vladimira Popovića 8  
11070 Beograd / Srbija  
T +381.11.222.0.555  
F +381.11.711.43.81  
kontakt@generali.rs  
generali.rs

INOSENS.rs

26<sup>th</sup> February 2018

To Whom It May Concern:

As a Head of Department for insurance in Agriculture at Generali Osiguranje Srbija ADO, I am greatly interested in the activities undertaken by the BEACON project submitted by KARAVIAS, in response to the topic DT-SPACE-01-EO-2018-2020 –“Digitising and transforming European industry and services (DT)” of the Horizon 2020 Programme.

The proposal aims to deliver agricultural insurance services into a commercial service package that will enable insurance companies to alleviate the effect of weather uncertainty when estimating risk for Agricultural Insurance products, reduce the number of on-site visits for claim verification, reduce operational and administrative costs for monitoring of insured indexes and contract handling, and design more accurate and personalised contracts by using Earth Observation data and weather intelligence, matching them with Blockchain technology and Smart Contracts applications.

As we are interested to supplement our services with advanced insurance solutions, BEACON will give us the opportunity to use current, historical and forecast EO and meteorological data, so that we enhance the estimation of the undertaken risks and crop losses and design the premiums with greater accuracy.

For the reasons above I am writing to confirm our interest in collaborating with BEACON, helping to define requirements, test and validate the proposed solution as well as being able to make use of the envisaged solution.

Best regards,

  
Mr. B. N.  
General Osiguranje Srbija ADO

Akcionarsko društvo za osiguranje GENERALI OSIGURANJE SRBIJA, Beograd, Vladimira Popovića 8  
Matični broj 17198319  
PIB 100001175  
Društvo pripada Generali grupi upisanoj u Registar osiguravajućih grupa Italije koji vodi IVASS



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# GRANT AGREEMENT

The **Grant Agreement (GA)** is the funding agreement concluded between the European Commission /funding agency and the project participants and specifies the **rights and obligations of the contracting parties**. It contains important provisions for the implementation of the project such as **criteria for the eligibility of costs** and provisions for handling intellectual property rights.



H2020 Programme

AGA – Annotated Model Grant Agreement



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# GRANT AGREEMENT: STRUCTURE AND KEY POINTS

- Preamble – Participants
- Chapter 1 – General
- Chapter 2 – Action (name, acronym, start and duration of project etc.)
- Chapter 3 – Grant (max. amount and calculation of grant, funding rate(s), eligible costs)
- Chapter 4 – Rights and obligations of the parties (e.g. third party costs, documentation obligations, reporting and payments, checks/reviews/audits and management of intellectual property)
- Chapter 5 – Division of roles and responsibilities (within the consortium)
- Chapter 6 – Rejection of costs, reduction of the grant etc.
- Chapter 7 – Final provisions



# GRANT AGREEMENT: ANNEXES

- Annex 1 – Description of the action (DoA)
- Annex 2 – Estimated budget for the action
- Annex 3 – Accession Forms
- Annex 4 – Model for the financial statements
- Annex 5 – Model for the certificate on the financial statements (CFS)
- Annex 6 – Model for the certificate on the methodology (CoMUC)

# CONSORTIUM AGREEMENT

The Consortium Agreement specifies the rights and obligations of the project partners. A Consortium Agreement is obligatory for most projects and should be signed prior to the Grant Agreement.

The **consortium is solely responsible** for the preparation of the Consortium Agreement. The **CA must not contradict the GA**. The information provided by the project partners in the **Description of the Action** (Annex 1 of the GA) are therefore binding for the Consortium Agreement.

<http://www.desca-agreement.eu>



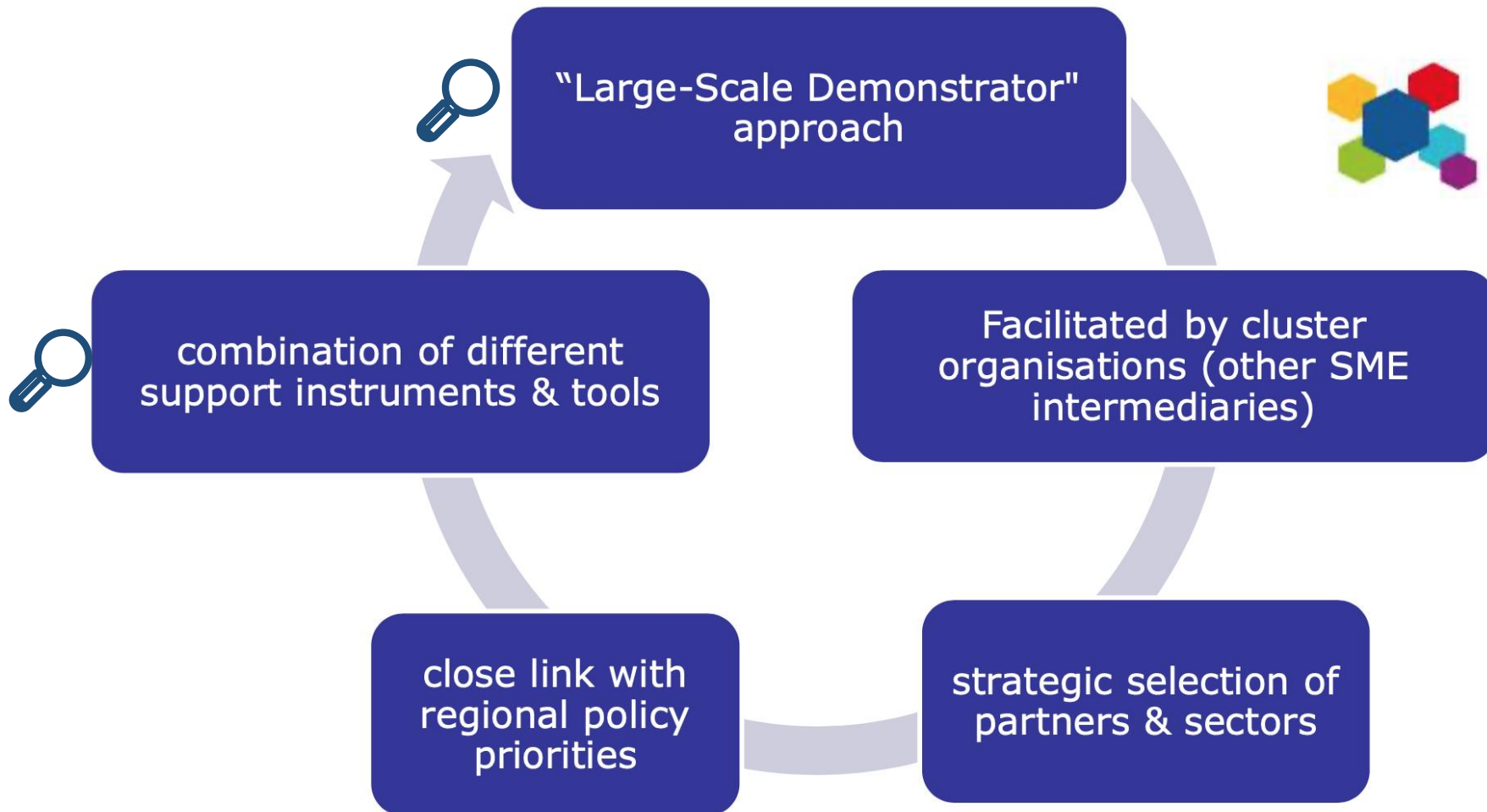
# CONSORTIUM AGREEMENT

Consortium Agreements typically specify the following topics:

- **General provisions:** definitions, jurisdictions etc
- **Obligations of partners:** deliverables, deadlines, meetings, information etc
- **Internal organisation and decision-making:** composition and duties of bodies, voting rules etc.
- **Financial provisions:** allocation of funding and transfer to the partners (e.g. payment of pre-financing in instalments), handling of receipts and financial losses etc.
- **Provisions on the handling of intellectual property rights:** more detailed information about the consortium's ability to specify the handling of intellectual property rights, access rights and project results can be found in the documents available in the Download Center.
- **Other issues:** liability, non-disclosure, dispute resolution ...



# SYSTEMIC APPROACH AND STRATEGIC FOCUS



# SYSTEMIC APPROACH AND STRATEGIC FOCUS

## What do we want from Innosup projects?

### INPUT

- **cross-sectoral & cross-regional innovation**
- **Involvement of cluster organisations as facilitators**
- **Direct innovation support to SMEs (75 %)**
- **Complementarities with S3 strategies & other funding**
- **Variety of support innovation tools**

### OUTPUT

new or significantly improved:

- **products (goods &/or services)**
- **processes**
- **marketing methods**
- **organisational methods**
- **impact on resource efficiency (water, energy, material consumption)**
- **SMEs turnover & profit**



# LARGE SCALE DEMONSTRATORS

- Bring together **all relevant players to work together** in order to address **specific problems**
- **Combine different tools and instruments** in support of entrepreneurship and cross-sectoral collaboration
- **User-driven process** that starts with the societal or consumer demand and then **works "backwards"** to potential technical or service innovation solutions and the corresponding support required
- Developing and testing **a range of solutions**, notably by groups of SMEs, **under real-life conditions**
- "Large-scale" does **not** necessarily refer to the amount of financial support provided, but rather to the **scope of impact on the system or industry**.
- **Overcome fragmentation and avoid duplication** of funding through a combined use of resources





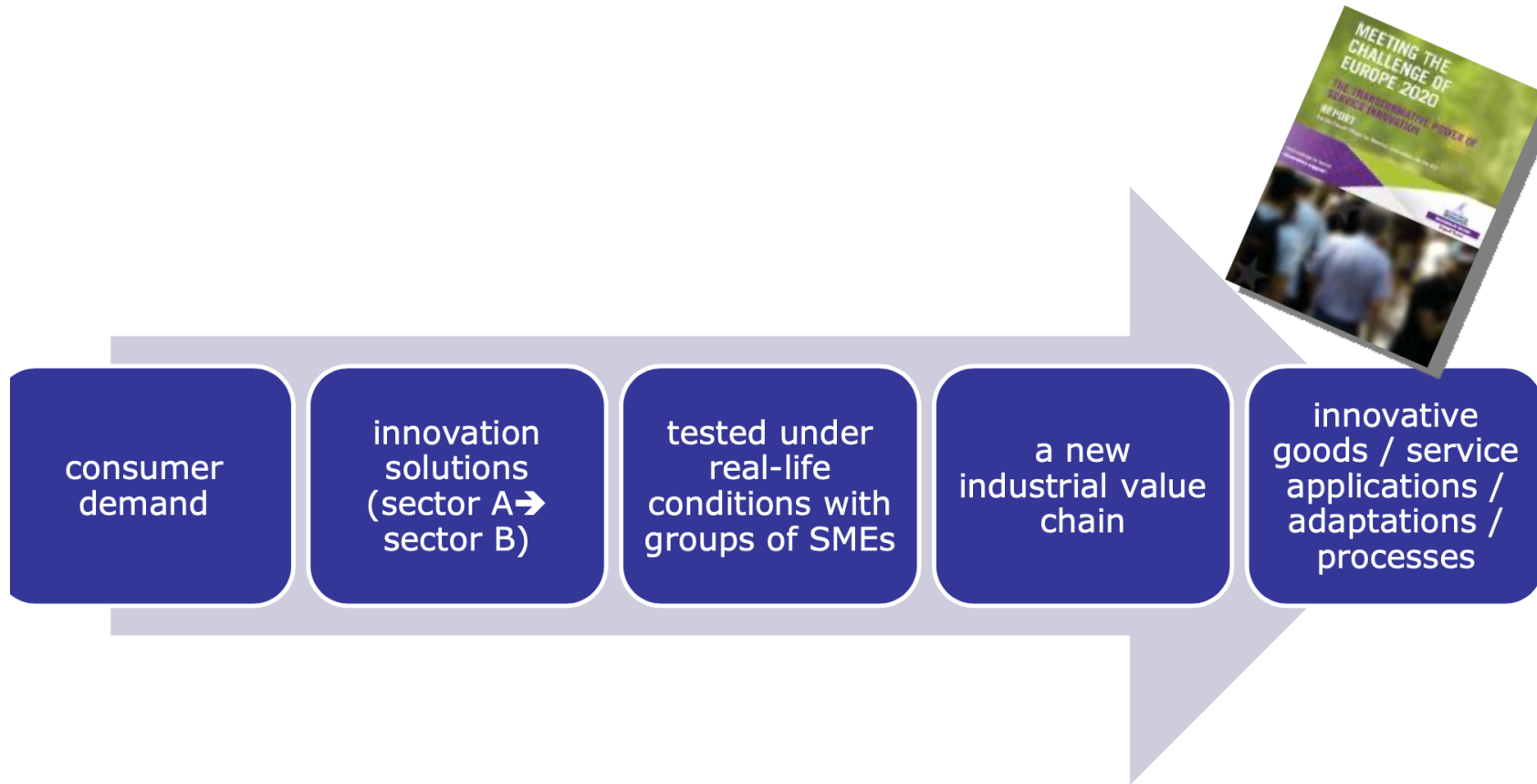
# LARGE SCALE DEMONSTRATORS

- Provide SMEs with the **context and incentives** to develop, test and fine-tune new approaches to addressing specific problems and challenges.
- **Example:** bring an innovation successfully **from one sector into another** that offers new solutions or opportunities, thereby building a new industrial value chain.
- Requires **a strategic vision** that clearly identifies such opportunities, key supporting actors and groups of SMEs



# LARGE SCALE DEMONSTRATORS

## Why Large Scale Demonstrator require user-driven process ?



# LARGE SCALE DEMONSTRATORS: EXAMPLES

1

PRAGMATIC - a one-stop shop platform to connect the farming industry with precision agriculture solutions from startups/SMEs from around Europe & the world.

2

The Funfood toolbox ([funfood.site](http://funfood.site)) is a cloud platform with information for designing functional food & beverage products.

3

KATANA Store - an IoT platform that allows agribusiness retailers, food manufacturers and food producers to sell their goods via connected devices.



The project continues to provide ongoing support for the development of future innovation in the form of three free-of-charge online technology platforms



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# LARGE SCALE DEMONSTRATORS: EXAMPLES

## Big Data Toolbox

Master the use of  
Earth Observation data

- Direct access to pre-processed Copernicus satellite data products
- Hands-on training to ramp up your knowledge to work with these standards and interfaces
- Powered by Rasdaman, the leading high-performance datacube engine

## In situ Data Hub

Finetuning and enhancing  
satellite-based observations

- Combine and use a great variety of local (“in situ”) open data sources
- Access real- and past-time data in a structured way
- Visualise the spatial information with charts, tables or maps.

## eoMALL Galleries

Reach out to as many  
customers as possible

- Allows new customers to find your services within different thematic market sectors
- Enables clients to easily find your innovation through search and discovery
- Gives the possibility to compare services and contact the service providers directly



# LARGE SCALE DEMONSTRATORS: PRACTICAL TIPS

- Adapt or integrate **mature technologies** (Don't start from low TRLs)
- Make sure they are **useful for Open Call beneficiaries**
- **BUT**, it would be great if you demonstrate that you can attract **additional relevant users**
- Try to use them to **motivate collaboration** between SMEs
- Foresee **adequate resources** to promote them, engage and onboard user in the life-time of the project
- Consider if they are going to be **optional or obligatory** for Open Call beneficiaries (PROS AND CONS)
- **Avoid technical jargon**, focus on the need and the impact for the sector/ value chain.
- In the proposal, provide **User Stories**, to explain their use
- In the life-time of the project, use/ access needs to be **free-of-charge**
- Think of **post-project sustainability!**



## ***"75% requirement"***

*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 (enterprise)*



# INNOVATION SUPPORT FOR SMEs

## What can be included:

- ✓ **Direct financial innovation support to SME** (grants, vouchers, prizes)
- ✓ **Direct innovation support (non-financial) to individual SMEs** (eg coaching and mentoring)
- ✓ **Other innovation services provided to SMEs** (eg development of a matchmaking collaboration tool)
- ✓ **Costs for preparation, management, monitoring** of the services above
- ✓ **Costs for SMEs members of the consortium**

## What cannot be included:

- ✓ All costs related to the management of the INNOSUP-1 project
- ✓ All costs related to dissemination and communication activities

**75% monitoring table** *to be sent to EASME every 9 months*







# FINANCIAL SUPPORT TO THIRD PARTIES (FSTP)

## OPEN CALLS FOR FUNDING, MUST INCLUDE AT LEAST:

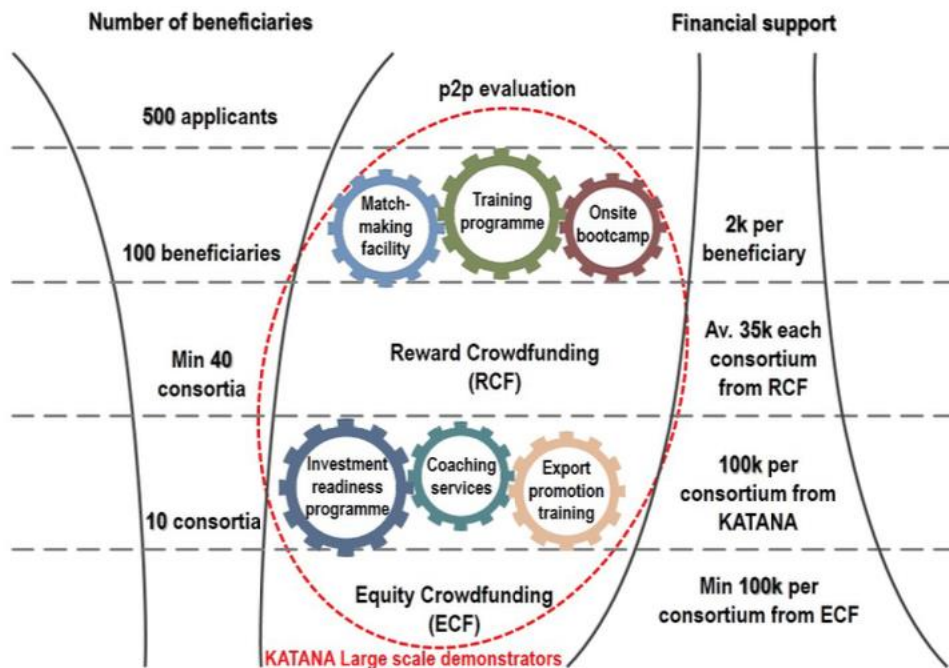
- a **closed list** of the different types of activities that qualify for FSTP
- The **eligible** persons (legal and or natural) or categories of persons which may receive financial support,
- the **criteria** for awarding financial support
- the criteria for **calculating the exact amount** of the FSTP and the form,
- the **maximum amount to be granted** to each third party may not exceed **EUR 60K** for each third party unless it is necessary to achieve the objectives of the action (REQUIRES VERY GOOD JUSTIFICATION)

## CONTESTS FOR PRIZES MUST INCLUDE AT LEAST:

- The conditions for participation;
- The award criteria;
- the amount of the prize;
- The payment arrangements



# FINANCIAL SUPPORT TO THIRD PARTIES (FSTP): EXAMPLE



	Open Call 1 - "Call for Teams"	Open Call 2 - "Call for products/services"
<b>Eligible beneficiaries</b>	Natural persons and companies that comply with the Commission Recommendation for Small and Medium-sized Enterprises (SMEs) 2003/361/EC <sup>1</sup>	Natural persons and companies that comply with the Commission Recommendation for Small and Medium-sized Enterprises (SMEs) 2003/361/EC <sup>1</sup> . Additional eligibility criteria: 1. Consortia of 2-4 partners, where at least one of the partners is a successful beneficiary from the previous phase (Open Call 1), 2. Each consortium must propose a product/service using at least one of the three LSD platforms.
<b>Eligible countries</b>	Applicants based in Member States or H2020 associated countries, of August 17 <sup>th</sup> 2015 <sup>2</sup> .	Applicants based in Member States or H2020 associated countries, of August 17 <sup>th</sup> 2015 <sup>2</sup> .
<b>Sectors</b>	ICT and internet based business companies; companies from agrifood value chain and companies active in emerging industries that are in focus of KATANA project (eco sustainability, mobile markets and functional foods)	Consortium can be: - From same sector, but different countries (Cross-border), - From different sectors but the same country (cross-sectoral), or - Both from different sectors and different countries.
<b>Application type</b>	A <b>short pitch video</b> - Presentation of the applicants' competencies, their vision of the sector, etc.	<b>Reward Crowdfunding Campaign</b> - Presentation of the idea/prototype for a common product/service based on at least one of three large scale demonstrators (precision agriculture, mobile applications, functional foods)
<b>Publication date</b>	M06	M10
<b>Deadline</b>	M08	M14
<b>Duration of the Open Call</b>	3 months	5 months
<b>Evaluation process</b>	p2p community evaluation	Ability to attract funds on Reward Crowdfunding platform
<b>Duration of the evaluation</b>	1 month (M09)	3 months (M15-17); Evaluation is actually the reward crowdfunding campaign
<b>Evaluation criteria</b>	Three criteria: 1. Previous experience and current activities (weight 30%), 2. Understanding of the dynamics across the value chain (weight 32.5%), 3. Vision for new products/ services (weight 37.5%).	The amount of financial support collected from supporters/ early adopters through the KATANA reward crowdfunding platform.
<b>Number of beneficiaries</b>	100 (KATANA 100)	10 funded projects/consortia (KATANA 10)
<b>Financial Support</b>	2k EUR	100k EUR (max. 50k EUR per applicant, min. 20k EUR per applicant)
<b>Payment modality</b>	M10 bank transfer	M18, Advance payment M24, Interim payment M30, final payment bank transfer



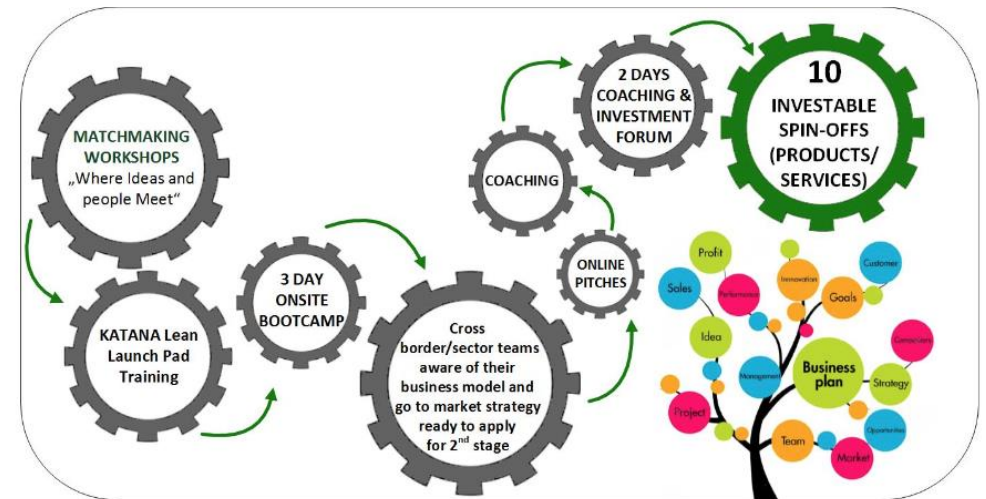
# OTHER INNOVATION SUPPORT SERVICES

- Innovation and technical assistance voucher schemes
- Knowledge transfer and technological integration support
- Intellectual Property (IP) and innovation management support
- Business incubation and accelerator support (including internationalisation)
- Mentoring and coaching of entrepreneurs
- Training and mobility activities
- Assisting SMEs in connecting with research and innovation actors
- Investment readiness training and access to finance
- Brokerage and matchmaking support
- Innovation and creativity competitions



# OTHER INNOVATION SUPPORT SERVICES

- ✓ Should be used and combined strategically to achieve **impact at operational level**
- ✓ Should be selected **according to the applicants' experience** with these tools and their **suitability for the specific context**
- ✓ **Key guiding principles:** novelty, replicability, usability, scalability, adaptability, clear European added value, and deployment at the level with highest impact



# SUMMARIZING: CHECKLIST

- **Composition of the consortium:** to what extent are clusters and other business support organisations involved? Is the complementary clear?
- What **cross-sectoral value chain(s)** is the proposal addressing?
- What **emerging industry(ies)** is the proposal addressing?
- How are the **cross-sectoral and cross border** requirements fulfilled?
- What makes of the project a **large scale demonstrator**?
- How will the **sectoral challenges** be identified?
- How will the ideas to tackle those challenges be **selected**?
- What **type of support (financial and non financial)** will be offered to enable the development of these ideas? To how many SMEs?
- Are **synergies with regional innovation policy** (smart specialisation) priorities emphasized?
- How many **new, altered or improved products**, processes or services should be produced at the end of the project.



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**Teşekkür ederim!**  
**Thank you!**



**REPUBLIC OF TURKEY**  
**MINISTRY OF INDUSTRY**  
**AND TECHNOLOGY**



**COMPETITIVE**  
**AND INNOVATIVE**  
**PROGRAMME**



**TÜBİTAK**