



This project is co-financed by the
European Union and the Republic of Turkey
Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından
finanslanmaktadır



Technical Assistance for Turkey in Horizon 2020 Phase-II
EuropeAid/139098/1H/SER/TR

International experience of SME training needs in H2020 – an overview

By

Nikolaos FLORATOS

Project Training Coordinator

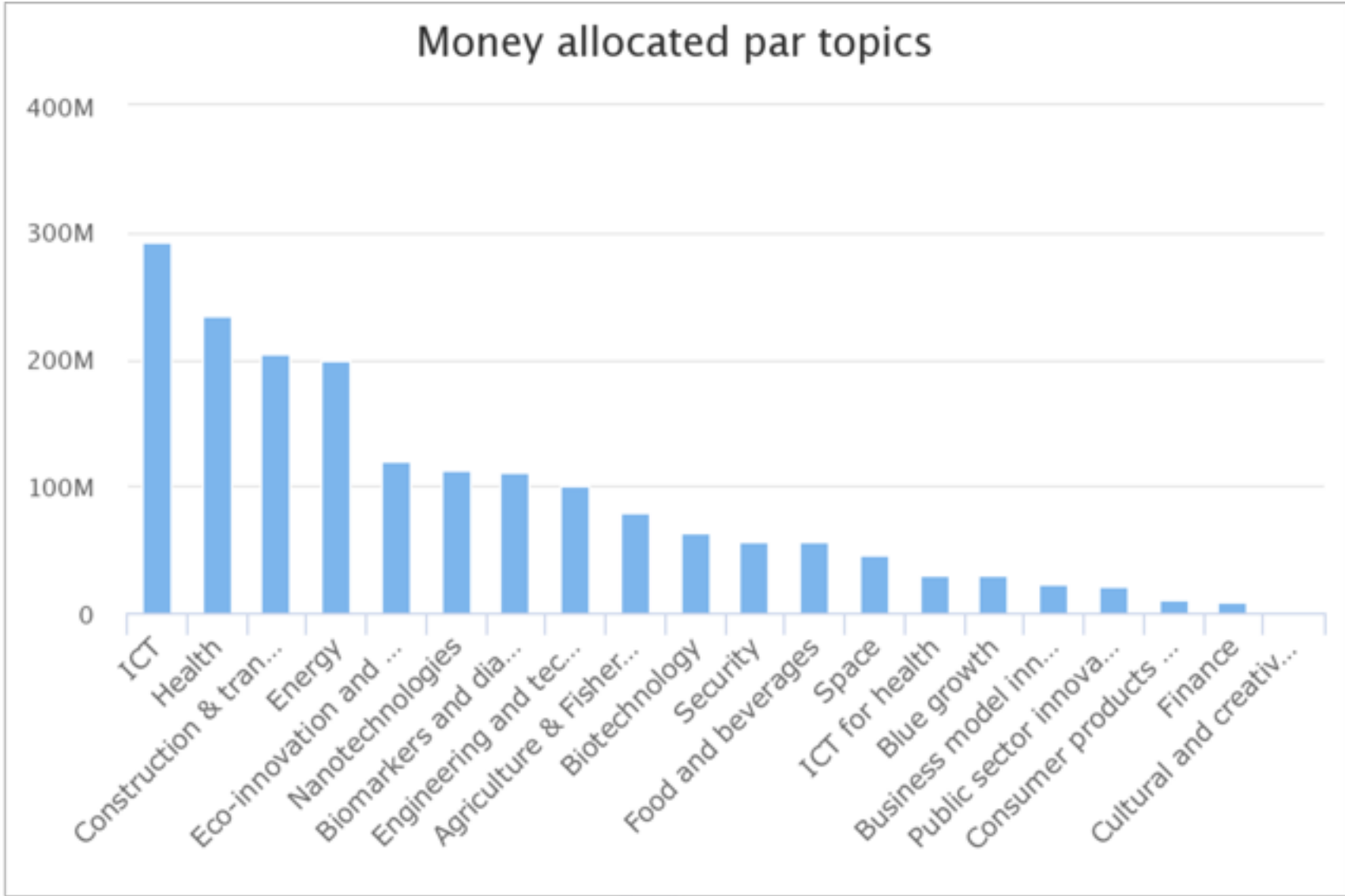
Who is Nikolaos FLORATOS

European Research funds Trainer/Coach

- 20+ years in R&D Funds
- EC evaluator since 2003, also currently evaluator on SMEi
- Phd Researcher in student engagement
- Engineering + ICT background, B.Eng, MSc, MBA, BA
- 10K+ Hours Training, coaching, mentoring on EU funds
- 100+ successful EU funded projects (100m €)
- Organiser of 1st Virtual Summit in Horizon 2020, 5 full virtual training days covering each H2020 action including SME instrument at <http://www.horizon2020summit.eu/>
- Business Angel, member of European Business Angel Network

Overview of SME instrument Champions

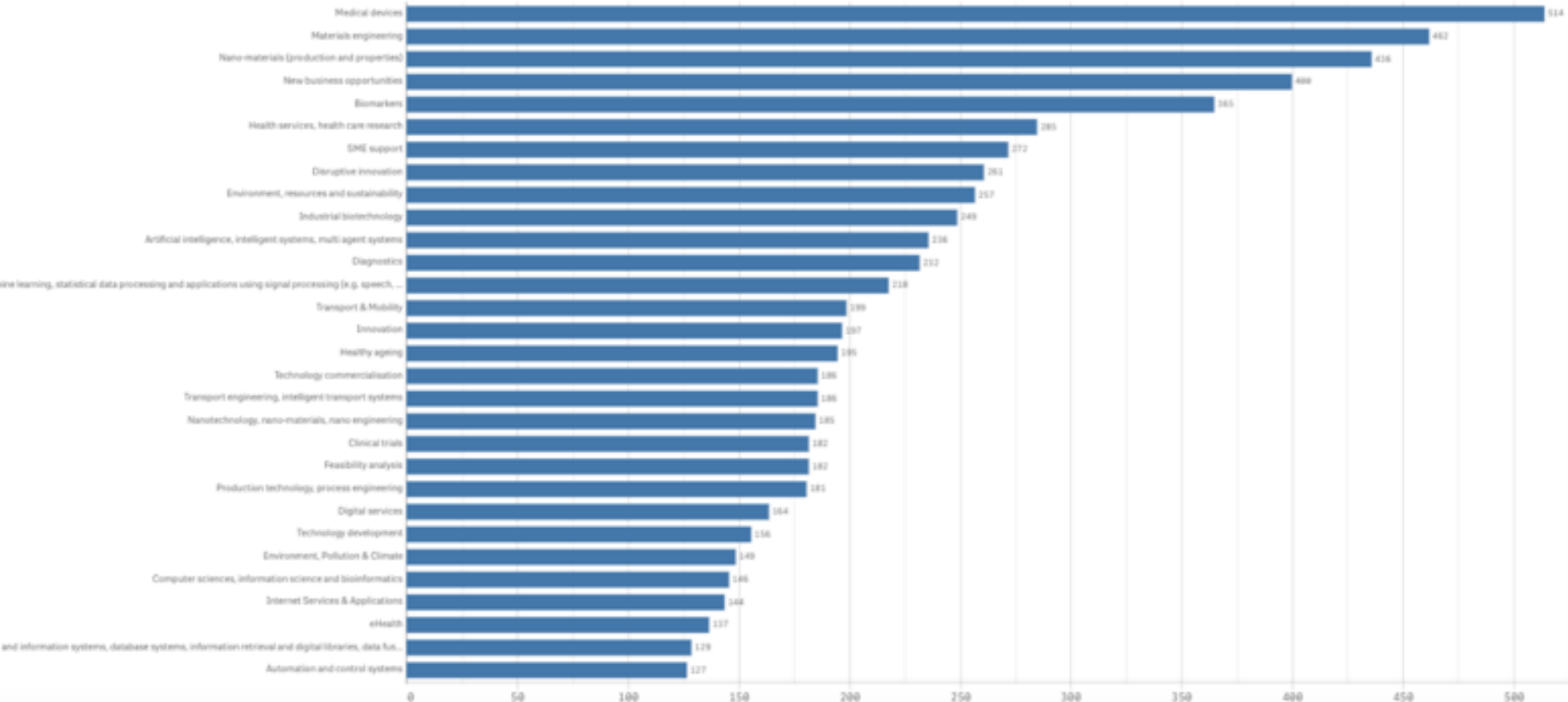
EU contributions per topic



Main focus of proposals with a seal

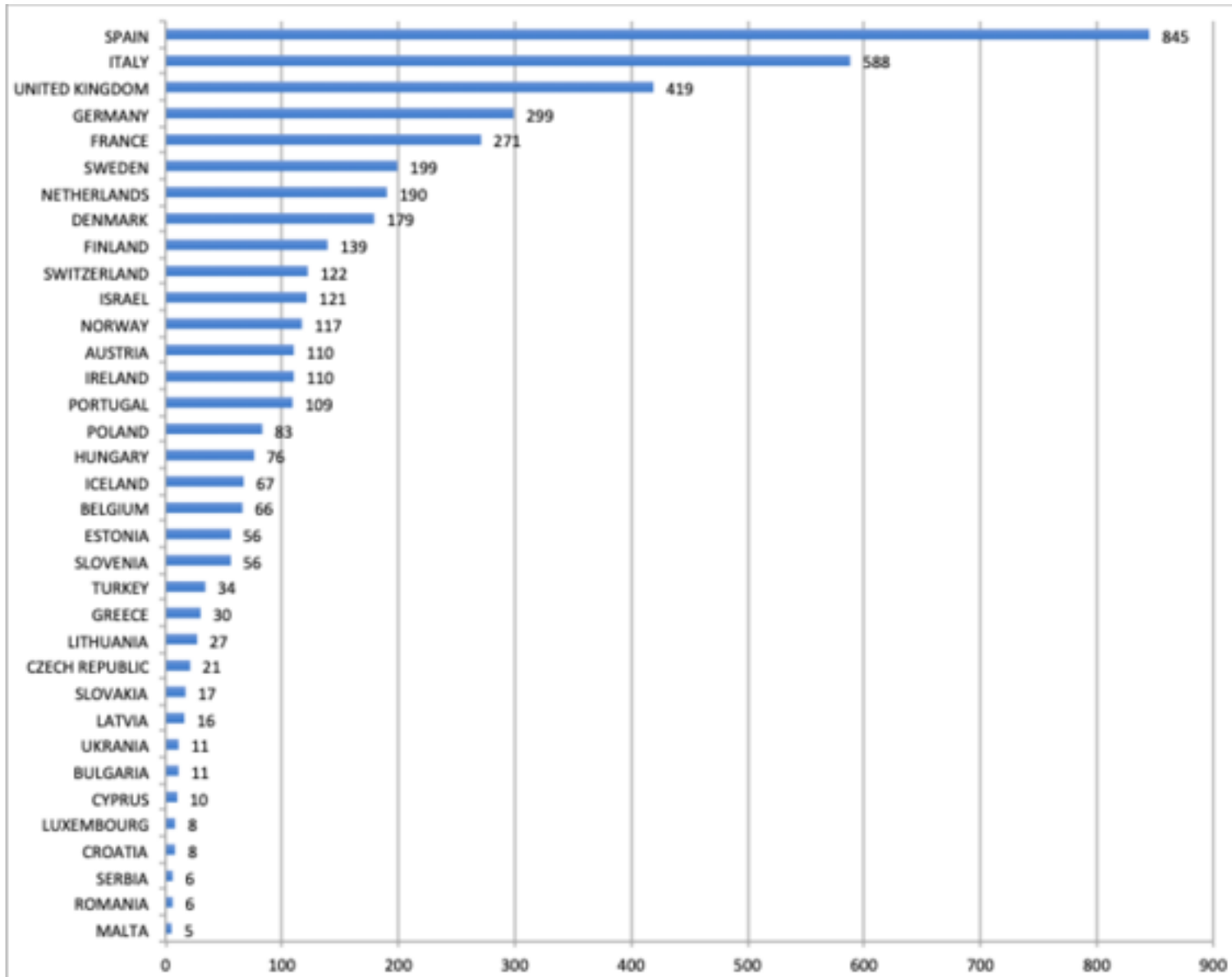
20 Seal of Excellence - SME Instrument - Summary

Key Keywords in Proposals awarded with the Seal



word can be attributed more than once to the proposal

No. of successful SMEi proposals per country



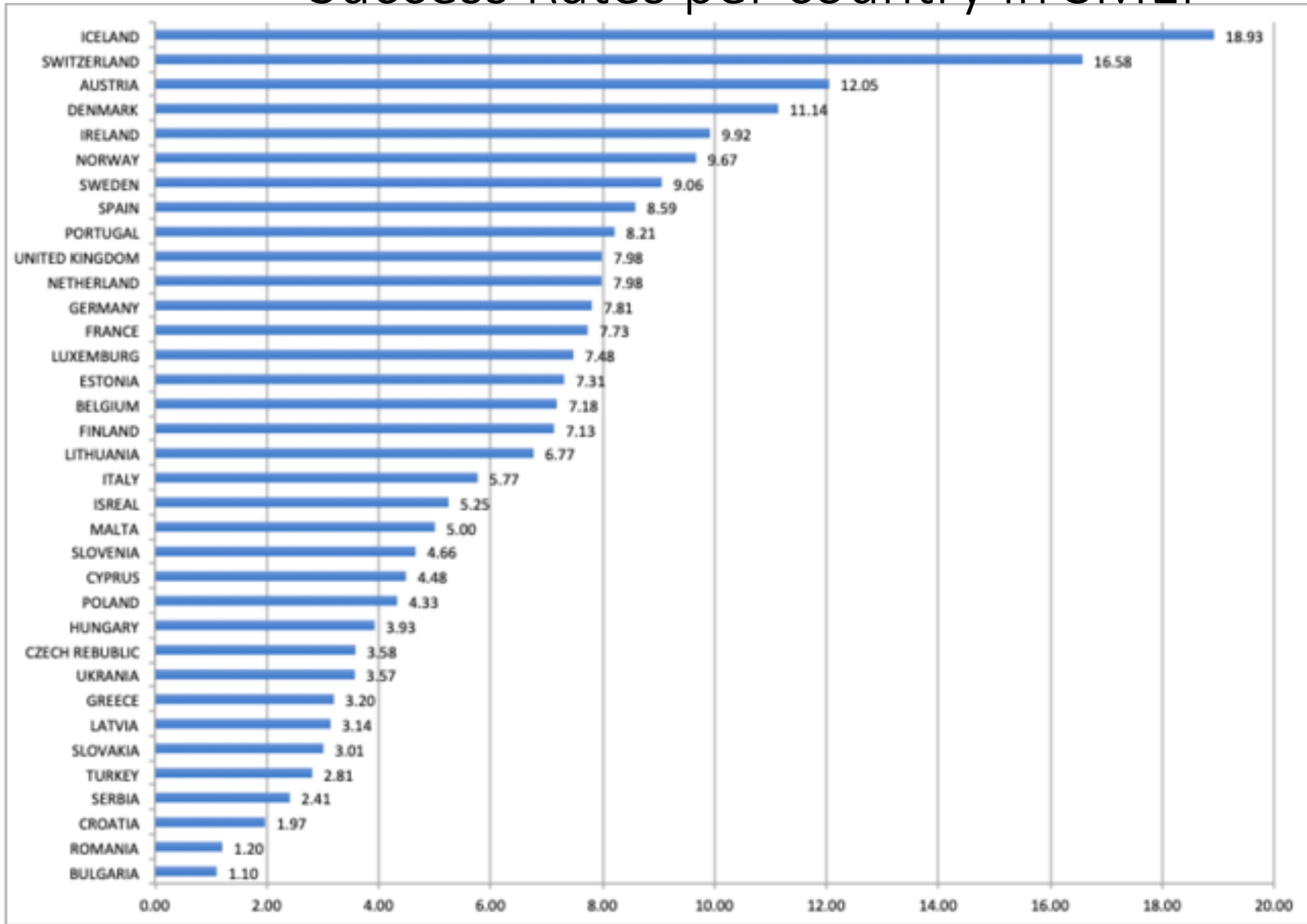
Let's check our knowledge on champions on H2020 SMEi

Take your tablet/smartphone, go to **kahoot.it** and enter the [game pin and a name](#).

Your name will not be registered anywhere



Success Rates per country in SMEi



SMEi success vs Global Innovation Index*

*GII: <https://www.globalinnovationindex.org/analysis-indicator>

What is GII – Global Innovation Index

- R&D
 - No. Researchers
 - R&D Expenditure
 - Private R&D Expenditure
- Investment
 - Equity value
 - VC deals
- Business Sophistication
 - University/industry research collaboration
 - No. of patents filed in min. 2 offices
 - IPR payments
 - Hi-tech imports
- Knowledge creation
 - Patents applications (incl. international)
 - Hi-tech output and exports
 - No. of ISO 9001 certificates
 - S/w spending
 - IPR income
- Creative Outputs
 - No. of domains
 - Wikipedia yearly edits
 - Mobile app creation
- ...

SMEi Success Ranking vs GII 2018

SMEi Success Ranking	
Rank	Country
1	Spain
2	Italy
3	United Kingdom
4	Germany
5	France
6	Israel
7	Sweden
8	Netherlands
9	Denmark
10	Finland
...22	Turkey

Source: EC Horizon Dashboard (Feb 2019)

Global Innovation Index Ranking 2018	
Rank	Country
1	Switzerland
2	Netherlands
3	Sweden
4	UK
7	Finland
8	Denmark
9	Germany
10	Ireland
11	Israel
16	France
28	Spain
31	Italy
50	Turkey

Source: www.globalinnovationindex.org

Possible reasons for Spain and Italy Champions in SMEi

- Limited national funds in Spain & Italy for SMEs to deploy their innovative services and products in EU/global
- Public but mainly private initiatives to familiarise SMEs about SME-Instrument
- Specialised consultancy companies very active in supporting SMEs
- ...

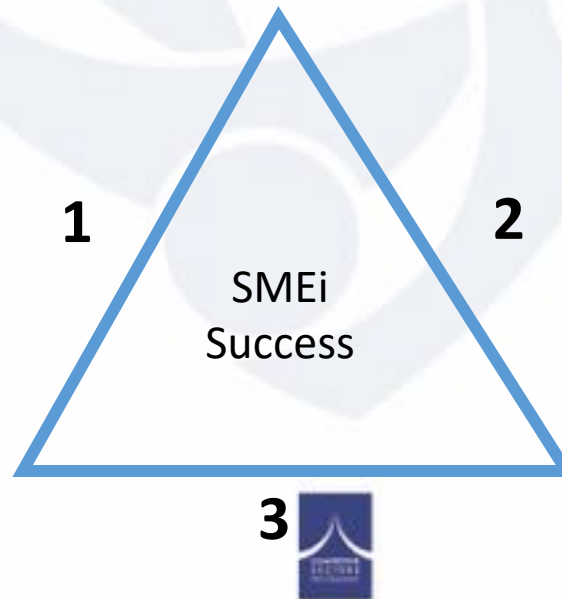
Support Services over Europe for the success on the SMEi (SMEi needs)

- Analyse the SME current activities in RD&I, their planned investments and their **future strategy**
- Identify financing opportunities in SMEi in line with their activities as SMEs and where applicable create a coherent funding strategy that follows their **RD&I roadmap**
- Assist in scoping the projects to determine **if** and **how** they fit **SMEi**
- Identify and contact any necessary **partners** for the projects, if required
- **Prepare** the application and **justification** documentation in **collaboration** with staff from the SME and review it with them before making the submission
- On success, **liaise** with the designated staff of the SME on a periodic basis to report to the EC on the project's milestones and justify the grant payments

Training and Support Services for success on SMEi based on European Experience

Pre-award Services – Training & Support in

1. thinking as a potential investor and understanding the real value (if any) of your innovation
2. understand what evaluators are looking for and how to address successfully each of the evaluation sub-criteria
3. understanding each sub-section in the SMEi grant application template, what to write and how to write it



Training and Support Services on SMEi based on European Experience

Post-Award Services – Training & support in

- Matchmaking via a smart matchmaking tool – ScaleUp EU (scaleup-smei.easme-web.eu) – designed to connect investors and companies funded by the EIC pilot
- Understanding what's the best approach to gaining the right investment
- Grow teams that will fit the SME's future plans
- Answering dilemmas such as “If I collaborate with a major multinational, could it overwhelm our company?”
- Assessing whether the SME's present business model fits its future plans and revising it accordingly
- Developing attractive value propositions, that will resonate with emerging markets

Final comment (my personal view)

Turkey in Horizon 2020 Phase II programme as planned and with the allocated resources and expertise is by far the best training and support programme in Europe in advancing the success of beneficiaries (incl. SMEs) in Horizon 2020/Horizon Europe at European and global level