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Technical Assistance for Turkey in Horizon 2020 Phase-II  
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# Turkey in Horizon 2020 II

How to read a work programme.

Demystifying the calls: every word counts.

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**Focused Group Training 16 on Horizon Europe EIE Work Programme:  
EUROPEAN INNOVATION ECOSYSTEMS: CONNECT- SCALEUP  
24-25 Feb 2022**



REPUBLIC OF TURKEY  
MINISTRY OF INDUSTRY  
AND TECHNOLOGY



COMPETITIVE  
AND INNOVATIVE  
PROGRAMME



TÜBİTAK

# Basic principles...

**Different** levels of  
experiences and  
English language skills  
(if something is not  
clear, please ask)

**Interaction**  
Ask questions, make  
comments, share  
experiences

Practical workshop,  
not an *ex cathedra*  
lecture

# Topics for this session

- EIE overall demystification - what is under the hood?
- Selected CONNECT calls breakdown
- Selected SCALEUP calls breakdown



**EIE overall demystification - what is under the hood?**

# Key things to have in mind 1/2

**Interconnection of  
open innovation  
infrastructures  
(pilots, demos...)**

**Data and knowledge on  
innovation support**

**Joint programmes for  
mentoring, coaching,  
technical assistance, etc.**

**Core principles  
embedded within  
EIE WP across all  
destinations**

**National innovation  
authorities/agencies to  
work on common EU  
challenges & enabling  
framework conditions**

# Key things to have in mind 2/2

Main  
objective

To support  
innovation all  
across Europe,  
and in **all**  
**dimensions and**  
**forms**

Leverage  
with  
others

Through  
complementary  
EU and national  
and regional  
policies (via  
effective  
synergies with  
ERDF and smart  
specialisation  
strategies) and  
resources

Reducing  
innovation  
fragmentation

The starting point  
of this initiative is  
to reduce the  
current  
fragmentation of  
innovation  
ecosystems all  
over Europe

Public and  
private as  
well

Provides for  
renewed and  
reinforced  
coordination and  
cooperation  
mechanisms with  
EU and associated  
countries but  
private initiatives  
can also be  
included

ECOSYSTEM

EU is looking at the  
broader sense of  
the word so it not  
just about  
innovative people  
**but also about**  
**infrastructure and**  
**processes**

# Focus on Regional Innovation Ecosystems 1/2

## Regional Innovation Ecosystems – How?

MS and regions: co-creators and owners of their sustainable futures

### Success factors (among others...):

- 1. Identify priorities / needs/ challenges**  
 (societal, market)  
*Mapping? Specialisation (RIS3)? Multidisciplinary approach?  
 Need for reorganisation? Which areas? New trends?*
- 2. Policy support & commitment**  
 (regulatory environment, talents, ecosystem, funding)  
*Existing or new policies/incentives/instruments? (tax, IP)*
- 3. Regional innovation champion**  
 (company, HEI, big event) *Does the region has one?*
- 4. Openness: All actors on-board & connected!**  
 (+ Universities, investors, *society* → *User-driven innovation!*)  
*All actors? Engaged? All forms of innovation?  
 Adequate interconnection / cooperation?  
 At all levels? (national/EU/international + Private-public)*

Source: EC Policy Brief – Workshop: Mapping Innovation Ecosystems (15/3/2019)

### Global Startup ecosystem ranking (2019)

	Ranking
Silicon Valley	1
New York City	2
London	3-4
Beijing	
Boston	5
Tel Aviv	
Los Angeles	6-7
Shanghai	8
Paris	9
Berlin	10
Stockholm	11
Seattle	12
Toronto-Waterloo	13
Singapore	14
Amsterdam-StartupDelta	15

Source: [Startup Genome](#)

# Focus on Regional Innovation Ecosystems 2/2

## What regions can do to boost regional innovation ecosystems? (..among others)

- **Know well your ecosystems & “upscale” it”! political engagement!**  
**Startups FIRST in promising area(s)! → € will follow...**  
**“Smart” choices: NICHE? Green is “a la mode”!**
- **Use efficiently your resources (regulatory, talents, funding)**  
**Infrastructure counts! (physical place; connectivity, Big event!)**  
**Synergies with other EU, public, private funds**  
*e.g. support upscale of market-driven R&I projects’ outcomes (“Horizon Results Platform”), support high-tech SMEs/startups, regional hubs, clusters on disruptive innovation, SoE, ..)*
- **Use all available EU / EIC initiatives/programmes/strategies**  
*e.g. **EIC**: Joint programmes (CO-FUND), Forum, Public Procurement of Innovative products Data sharing platforms, programmes for mentoring/coaching, access to R&I results, EU Observatory of Public Sector Innovation, EU Policy Support Facility (PSF)*
- **Inter-connect - TRAVEL!:**  
**Use networks & clusters** *e.g. NCPs, EEN, StartUp Europe Regions Network, ERRIN...)*  
**Create “open innovation platforms”:** co-creation!



**Selected CONNECT calls breakdown**

# Offers a holistic package of actions that:

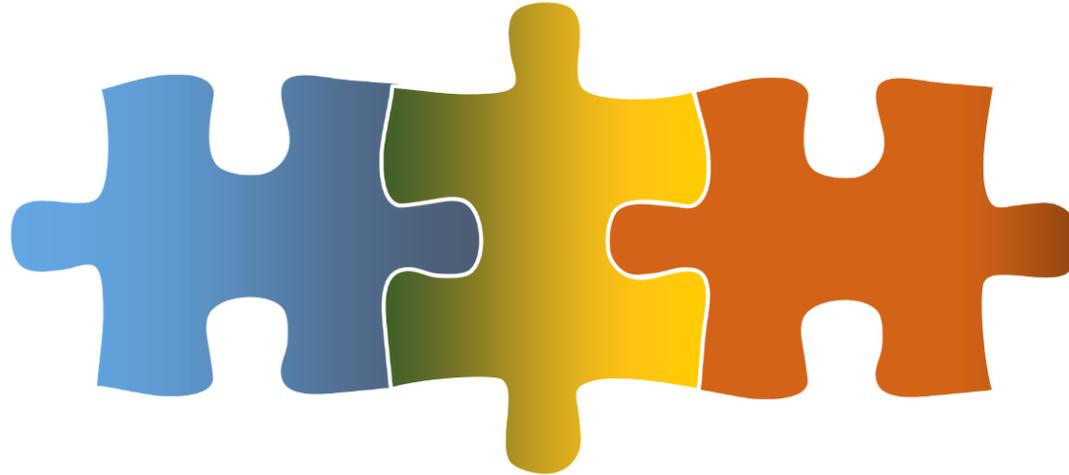
Foster the implementation of co-funded multi-annual programmes of activities among Member States, Associated Countries and EU regions

Encourage the inclusion of more stakeholders from across the quadruple helix (academia, industry, public bodies, civil society and citizens) and a wider participation of territories in existing successful initiatives and networks

Stimulate innovation procurement to help the market uptake of innovative solutions and the integration of social innovation that responds to the needs of people and society

**CONNECT**

# Actions under CONNECT create links:

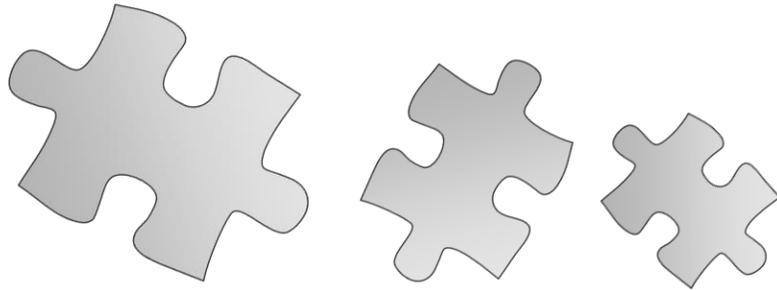


With all key innovation stakeholders

Among different innovators

With different support networks

# Promote the creation of links with key stakeholders ...



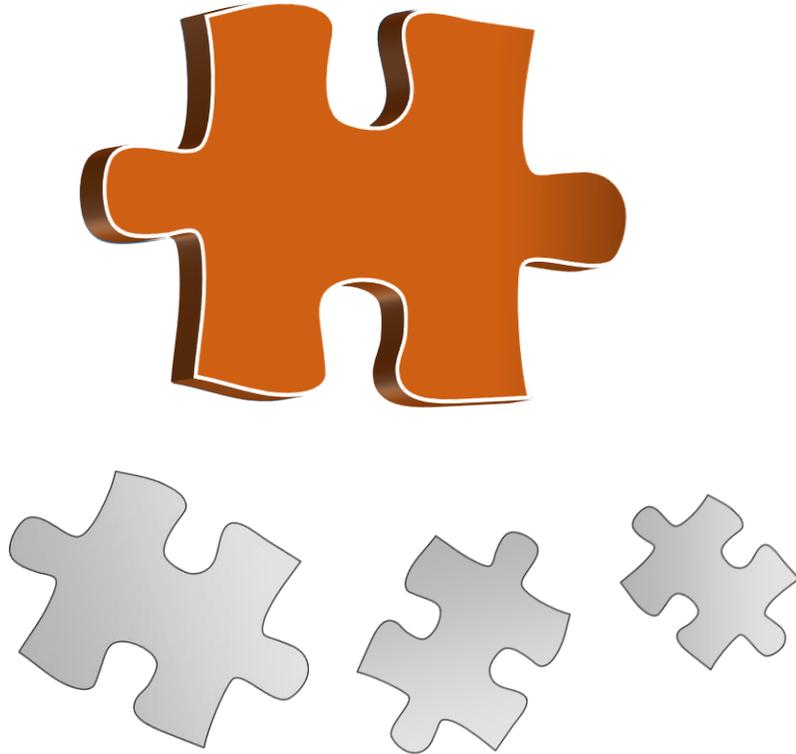
## Key innovation stakeholders

A) Private sector, in particular SMEs, start-ups and other innovators with investors, industry and public and/or private buyers for faster access to funds and markets and the public sector including authorities in charge of national, regional or local innovation policies and programmes and bodies responsible for smart specialisation

B) Between innovators with foundations, civil society organisations and citizens to ensure that the innovations match the needs values and expectations of society

C) With universities and RTOs as sources of innovation and talent

# Promote the creation of links among ...

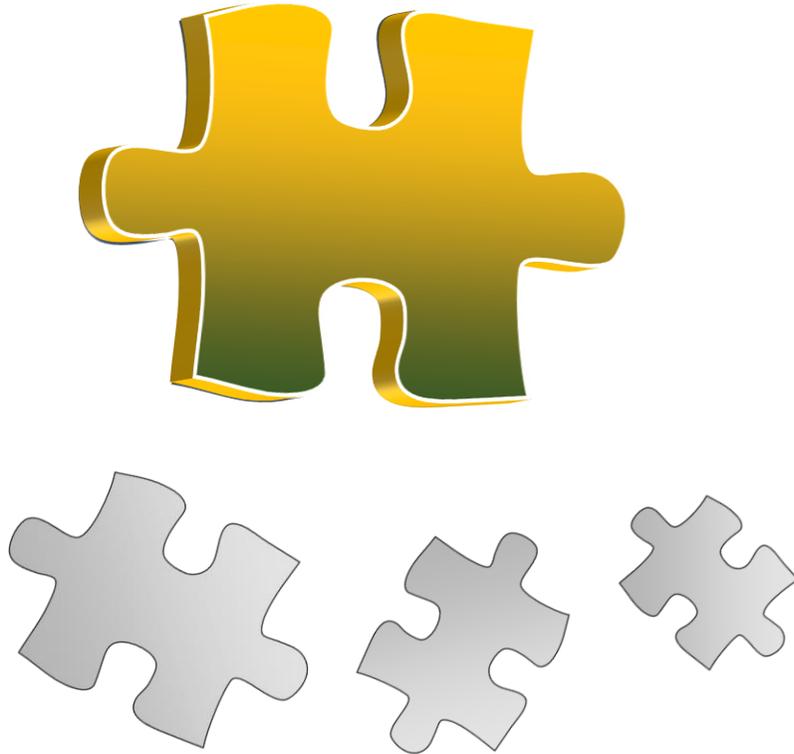


## Different innovators

‘Innovation leaders’ and ‘strong innovators’ with ‘moderate’ and ‘modest innovators’ across the EU and Associated Countries to tackle the innovation gap<sup>6</sup>

[Regional Innovation Scoreboard \(RIS\)](#),  
[European Innovation Scoreboard \(EIS\)](#),  
[Global Innovation Index \(GII\)](#).

# Promote the creation of links with...



## Support networks

Such as National Contact Points, Enterprise Europe Network, social innovation networks, clusters, pan-European platforms such as Startup Europe, regional or local innovation actors, public but also private, in particular incubators and innovation hubs that could moreover be interconnected to favour partnering among innovators

# Expected impact

- **Interconnected**, inclusive and more efficient innovation ecosystems across Europe that
- draws on the existing strengths of **European, national, regional and local** ecosystems and
- pulls in new, **less well-represented stakeholders** and less advanced in innovation territories,
- to set, undertake, and achieve **collective ambitions** towards challenges for the
- **benefit of the society, including green, digital, and social transitions.**

# The following call(s) contribute to CONNECT

Call	Budget in €M	Deadlines(s)
	2022	
HORIZON-EIE-2022-CONNECT-01	7.00	26 Apr 2022
HORIZON-EIE-2022-CONNECT-02	12.50	27 Sep 2022
Overall indicative budget	19.50	

# The basic characteristics of CONNECT calls

<i><u>Deadline model</u></i>	Single-stage
<i><u>Types of action</u></i>	Coordination and Support Action (CSA) - up to 30 pages proposals (Programme Co-fund Actions (COFUND) - up to 70 pages proposals)
<i><u>Funding range</u></i>	0.5 M EUR per CSA (1.5 – 2 M EUR per COFUND)
<i><u>Funding rates</u></i>	From 50% to 100%
<i><u>Eligibility</u></i>	At least three (3) independent legal entities, of which at least one (1) is established in 'modest' or 'moderate' innovator region and at least one (1) in 'strong' or 'innovation leader' innovator region (see RIS, EIS)

# HORIZON-EIE-2022-CONNECT-01

Topics	Type of Action	Budgets (EUR million)	Expected EU contribution per project (EUR million) <sup>13</sup>	Number of projects expected to be funded
		2022		
Opening: 11 Jan 2022 Deadline(s): 26 Apr 2022				
HORIZON-EIE-2022-CONNECT-01-01	CSA	4.00	Around 0.50	8
HORIZON-EIE-2022-CONNECT-01-02	CSA	3.00	Around 0.50	6
Overall indicative budget		7.00		

# HORIZON-EIE-2022-CONNECT-01-01

## Towards more inclusive networks and initiatives in European innovation ecosystems

	<p><i>Eligibility conditions</i></p>	<p>The conditions are described in General Annex B. The following exceptions apply:</p> <p>Consortia must have at least three (3) independent legal entities, of which at least one (1) is established in 'modest' or 'moderate' innovator region and at least one (1) in 'strong' or 'innovation leader' innovator region. The <a href="#">Regional Innovation Scoreboard</a> is taken as a reference, and in the case of entities representing national authorities, the <a href="#">European Innovation Scoreboard</a>. The applicants must use as a reference the latest version of the documents mentioned above at the time of the call closure. Associated Countries which are not included in the European Innovation Scoreboard and are ranked below 25 on the <a href="#">Global Innovation Index 2020</a> are considered as 'moderate' or 'modest innovators'. In cases of Associated Countries not included in any of the previously mentioned references, the participation rank of the country in the Horizon Europe programme (<a href="#">H2020 country profile</a>) will be taken as a reference and countries ranked below the average will be considered as 'moderate' or 'modest innovators'.</p> <p>Legal entities established in Widening countries may join already selected actions, subject to the agreement of the respective consortium and provided that legal entities from such countries are not yet participating in it.</p>
<p><b>Specific conditions</b></p>		
<p><i>Expected EU contribution per project</i></p>	<p>The Commission estimates that an EU contribution of around EUR 0.50 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts.</p>	
<p><i>Indicative budget</i></p>	<p>The total indicative budget for the topic is EUR 4.00 million.</p>	
<p><i>Type of Action</i></p>	<p>Coordination and Support Actions</p>	
	<p><i>Legal and financial set-up of the Grant Agreements</i></p>	<p>The rules are described in General Annex G. The following exceptions apply:</p> <p>Eligible costs will take the form of a lump sum.</p>

## Expected outcome

All of the following:

- Increased inclusiveness by enlarging the participation of **more diverse innovation actors** and broaden the participation among EU and Associated Countries territories, in **already existing successful initiatives and networks** that interconnect European innovation ecosystems and promote the deployment and scale-up of innovative solutions
- **Reduce the innovation divide in Europe** and reinforce the innovation aspect of the European Research Area in the areas of inclusiveness and connectivity

**Target group(s):** Public national, regional and/or local authorities, private organisations, public-owned enterprises, professional associations, clusters, accelerators, innovation hubs, incubators, technology parks, and/or any other representatives that lead initiatives/networks that support the deployment of innovation

## Scope

- Increase Europe's innovation efficiency and capacity via expanding the participation of more diverse innovation stakeholders in existing successful initiatives and networks that support innovation deployment
- Some innovation-related stakeholders are not aware of these networks, the nature of their activities, ways to get involved, and support they offer
- Europe sees too many innovation actors to still miss from the innovation ecosystems (including investors, foundations, public and private buyers, social innovators, civil society and NGOs, as well as women-innovators)

The proposals should present the **existing initiatives and/or networks**, their role and activities towards uniting, and representing a bigger ecosystem of stakeholders with a joint clearly defined purpose to support key stakeholders, including SMEs and start-ups towards innovation deployment; potential initiatives and/or networks that will be supported may include, inter alia, clusters, accelerators, innovation hubs and platforms

The proposals should demonstrate that they **successfully operate in Europe** and explain the reasons for which they are considered *to be successful in supporting innovation* deployment

The proposals should describe the process applicants plan to follow in order to implement a solid **“opening-up” strategy** of the initiatives and/or networks they represent - so to include more participants and territories

The proposals should explain how expansion to new territories and/or inclusion of new stakeholders **would bring added value both at initiative/network level and at EU level**

The proposals should describe the proposed activities to achieve the topic outcomes, including i) ways to **better identify the specific needs** of key innovation stakeholders, ii) **design and development of joint strategies and/or new supporting services, tools and resources** to facilitate and expand the support provided to innovation stakeholders and iii) joint awareness raising and communication **campaigns** to reach out to more stakeholders in different territories

The proposals should present the **variety of involved stakeholders** (e.g. universities, investors, public and private buyers, foundations, social innovators and women-led businesses, civil society organisations) and ***the new ones that they bring in***, in comparison to their current and other initiatives with a proper justification on the need for their involvement

The proposals should explain the diversion of involved Member States and Associated Countries with the participation of legal entities from countries and/or regions that are **moderate and modest innovators**; provide information on how this could help those lagging behind in terms of innovation performance to attain a competitive position in the European and global value chains

The proposals should demonstrate the **complementarity** and encourage the **alignment** of the proposed initiatives/networks with other national and/or regional and/or local policies and strategies, including the smart specialisation strategies

# HORIZON-EIE-2022-CONNECT-01-02

Opening: 11 Jan 2022

Deadline(s): 26 Apr 2022

HORIZON-EIE-2022-CONNECT-01-01	CSA	4.00	Around 0.50	8
HORIZON-EIE-2022-CONNECT-01-02	CSA	3.00	Around 0.50	6
Overall indicative budget		7.00		

# HORIZON-EIE-2022-CONNECT-01-02:

## Integration of social innovation actors in innovation ecosystems

<b>Specific conditions</b>	
<i>Expected EU contribution per project</i>	The Commission estimates that an EU contribution of around EUR 0.50 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts.
<i>Indicative budget</i>	The total indicative budget for the topic is EUR 3.00 million.
<i>Type of Action</i>	Coordination and Support Actions
<i>Eligibility conditions</i>	The conditions are described in General Annex B. The following exceptions apply:  The following additional eligibility criteria apply: Consortia must have at least three (3) independent legal entities.
<i>Legal and financial set-up of the Grant Agreements</i>	The rules are described in General Annex G. The following exceptions apply:  Eligible costs will take the form of a lump sum.



## Expected outcome

All of the following:

- Active participation of social innovation actors in innovation ecosystems, by ensuring their interlinking and connection with all other actors, including the SMEs and start-ups, accelerators and business incubators, industry, investors, philanthropy societies and the public sector, with the aim to ensure access to their entrepreneurial knowledge and skills required to run successful projects;
- Wider access to alternative means of financing social innovations achieved by promoting its impact and mobilising a broad range of partners;
- Tested innovation models with potential of scaling up and replicability, and that are -available for widespread use, possibly through the policy actions.

**Target group(s):** Social innovation actors/social entrepreneurs 20 , SMEs, start-ups, accelerators and business incubators, investors, industry, foundations and philanthropy societies, universities and RTOs public-owned enterprises.

## Scope

- The action aims to raise awareness and ease the access of social entrepreneurs to the resources of pan-European, national, regional and local innovation ecosystems. In addition, the action aims to have a lasting spill-over effect by bringing attention to the benefits of social innovation projects to the society as a whole, and to strategic priorities and objectives of the Commission in particular.

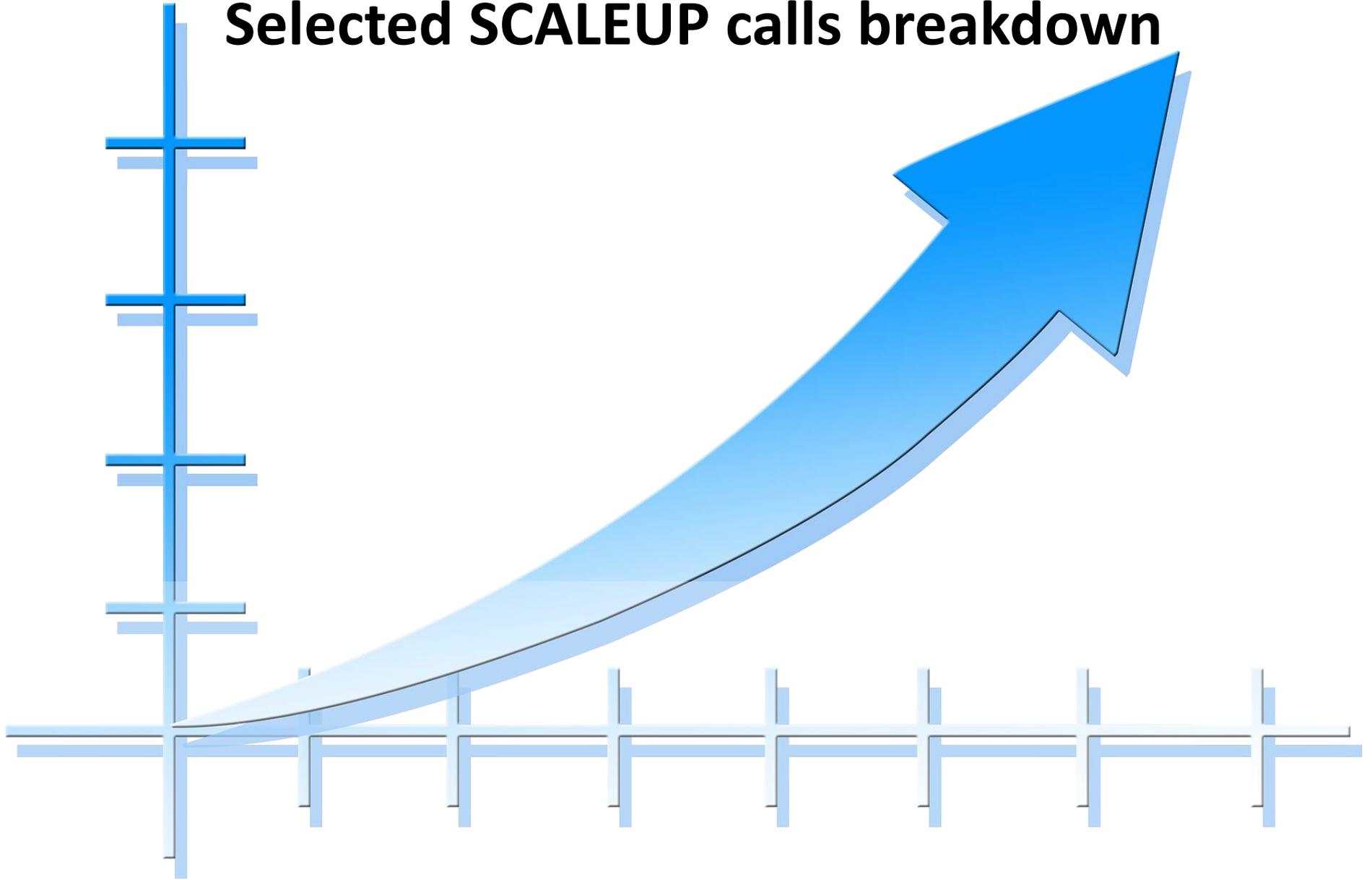
The proposals should focus on the transfer of knowledge and building capacities among the innovation actors (including universities, accelerators and incubators, networks of start-ups), so that they would be better equipped to work with the social entrepreneurs; examples may include: activities aiming at creating and improving connections of social entrepreneurs to stakeholders in innovation ecosystems (e.g. gathering, production and diffusion of relevant information materials), study visits and exchange of good practices, training activities, webinars, seminars, conferences, etc., developing business support services for social entrepreneurs (e.g. toolkits, templates, manuals and other support material), awareness raising activities among the network's members and towards the wider audience, engagement of social entrepreneurs in business and entrepreneurial skills and knowledge enforcement trainings;

Projects should focus on creation and/or connection of social innovation hubs/centres of excellence; integration of social innovation dimension to existing tech-oriented hubs;

Proposals should focus on detection of possible innovation models with potential of scaling and replicability at national, regional, and local level. Although one size does not fit all, the examples of social innovator's scaling path may help public authorities to design and implement new evidence-based policies; help in detecting the local partners (e.g. other organization and/or individuals – micro franchisees) to deploy the model;

The proposals should focus on the creation or utilization of the already existing open platform that use digital technologies to connect a global network of social entrepreneurs to promote the best practices, alternative financing opportunities and improve their skills.

# Selected SCALEUP calls breakdown



# A credible pathway to contributing to elevating the scalability potential of business

Strengthening and expanding cooperation between innovation players to better support the next generation of innovative companies

This destination will help innovation ecosystems to support companies to better sustain their growth and gain new competitive advantage

Ecosystem integration can provide companies with access to new markets and customers and contribute to disruptive strategies

**SCALEUP**

# Expected impact



Enhanced network connectivity within innovation ecosystems by reinforcing their capacity to support existing and emerging innovators and companies

Strengthened and expanded cooperation between innovation ecosystems worldwide

More inclusive and gender equal innovation ecosystems

# The following call(s) contribute to SCALEUP

Call	Budgets (EUR million)		Deadlines(s)
	2021	2022	
HORIZON-EIE-2021-SCALEUP-01	13.75		10 Nov 2021
HORIZON-EIE-2022-SCALEUP-01		5.00	10 May 2022
HORIZON-EIE-2022-SCALEUP-02		5.00	04 Oct 2022
Overall indicative budget	13.75	10.00	

# The basic characteristics of SCALEUP calls

<i><u>Deadline model</u></i>	Single-stage
<i><u>Types of action</u></i>	Coordination and Support Action (CSA) - up to 30 pages proposals Research and Innovation Action (RIA) - up to 45 pages proposals
<i><u>Funding range</u></i>	0.075 - 5 M EUR
<i><u>Funding rates</u></i>	100%
<i><u>Eligibility</u></i>	At least 3 independent legal entities - but somewhere different levels of innovators is needed (RIS, EIS)

# HORIZON-EIE-2022-SCALEUP-01

Topics	Type of Action	Budgets (EUR million)	Expected EU contribution per project (EUR million) <sup>38</sup>	Number of projects expected to be funded
		2022		
Deadline(s): 10 May 2022				
HORIZON-EIE-2022-SCALEUP-01-01	CSA	5.00	Around 1.00	5
Overall indicative budget		5.00		

# HORIZON-EIE-2022-SCALEUP-01-01

## Expanding Entrepreneurial Ecosystems

Specific conditions	
<i>Expected EU contribution per project</i>	The Commission estimates that an EU contribution of around EUR 1.00 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts.
<i>Indicative budget</i>	The total indicative budget for the topic is EUR 5.00 million.
<i>Type of Action</i>	Coordination and Support Actions
<i>Eligibility conditions</i>	The conditions are described in General Annex B. The following exceptions apply:  The following additional eligibility criteria apply:  Consortia must have at least three (3) independent legal entities, of

which at least one (1) is established in 'modest' or 'moderate' innovator region and at least one (1) in 'strong' or 'innovation leader' innovator region. The [Regional Innovation Scoreboard](#) is taken as a reference, and in the case of entities representing national authorities, the [European Innovation Scoreboard](#). The applicants must use as a reference the latest version of the documents mentioned above at the time of the call closure. Associated Countries which are not included in the European Innovation Scoreboard and are ranked below 25 on the [Global Innovation Index 2020](#) are considered as 'moderate' or 'modest innovators'. In cases of Associated Countries not included in any of the previously mentioned references, the participation rank of the country in the Horizon Europe programme ([H2020 country profile](#)) will be taken as a reference and countries ranked below the average will be considered as 'moderate' or 'modest innovators'.

The consortium must consist of at least one educational institution and at least one representative of the private sector.

Legal entities established in Widening countries may join already selected actions, subject to the agreement of the respective consortium and provided that legal entities from such countries are not yet participating in it.

*Legal and financial set-up of the Grant Agreements*

The rules are described in General Annex G. The following exceptions apply:

Eligible costs will take the form of a lump sum.

## Expected outcome

To some of the following:

- Improved flows of innovation resources between innovation ecosystems at various levels of developments
- Improved quality of entrepreneurial education and local talents equipped with skills to support business acceleration and digitalisation
- Enhanced entrepreneurial activity in developing innovation ecosystems and its scale up across Europe or internationally
- Increased youth (self) employability
- Raised awareness of diverse business cultures and opportunities across sectors and / or geographies

**Target group(s):** Vocational schools, higher education establishments, public authorities in the field of education and employment, SMEs, corporations

## Scope

- More than ever should educational institutions work hand in hand with the business sector to prepare students for a rapidly changing working environment by nurturing their entrepreneurial competences
- The Expanding Entrepreneurial Ecosystems should enhance entrepreneurial skills of youth in 'modest' and 'moderate' innovation ecosystems by supporting entrepreneurial education through programmes designed in closed collaboration with the private sector and business acceleration entities
- The action supports co-designed programmes of activities, of at least two (2) study years

The proposals should **consider engagement of business experts** into the implementation of educational programmes

The proposals should consider **engagement of students and graduates from various disciplines and departments into the respective companies' structures**, and engagement of educational staff in companies' business processes, both with a target of gender-balanced participation

The proposals should consider ***organisation of co-ideation challenges***, where students can propose innovative solutions in the field of partners' expertise and are provided with resources and support to develop the product and its business development strategy

It is encouraged that the consortium works closely with **innovation agencies from their respective territories and beyond**, and seeks for synergies with relevant EU initiatives such as the **European Institute of Technology and Innovation**

Questions ....  
.... Then it gets harder ....

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