



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

Turkish Experience in INNOSUP-MIND4MACHINES

Eda ıđ Trktař

Istanbul Chamber Of Industry

European Innovation Ecosystems: Connect-Scaleup-INNOVSMEs

25 February 2022



REPUBLIC OF TURKEY
MINISTRY OF INDUSTRY
AND TECHNOLOGY



Agenda

- About Us: Istanbul Chamber of Industry R&D and Technology Department
- About our Project MIND4MACHINES
- The story behind MIND4MACHINES

Introduction:

Istanbul Chamber of Industry R&D and Technology Department

- Main areas of work: competitiveness of industry, innovation, technology, R&D funds, university-industry collaboration, entrepreneurship, start-ups, digital transformation
- Enterprise Europe Network, since 2008
 - Technology transfer, innovation and R&D funds
 - Trainings, seminars, partners search, matchmaking, advisory services for FP7, H2020, Horizon Europe in scope of EEN
- ICI-KOZA Start-up Acceleration Program (ISTKA Project (2018-2020))
- ICI Turkey-EU Business Dialogue- TEBD (IPA-II Grant Project (2019-2020))
- ICI Digital Transformation Office (ISTKA Project 2018-2020)
- IPA-II Competitive Sectors Program IDEA4ISTANBUL Project
- Project Academy (ISTKA Project started in February 2022)

About MIND4MACHINES



- Call: H2020 INNOSUP-01-2020, Cluster Facilitated Projects For New Industrial Value Chains
- Name: **Manufacturing Industry's Novel Digitalisation value chains FOR connecting MACHINES** with people, process, and technology
- ID: 101005711
- Implementation Period: 14 June 2021-13 June 2024
- EU contribution: € 4 999 737,50
- Funding Scheme: IA - Innovation action
- Min 75 % must be used for innovation support:
3,3 M direct funding + Project activities

About MIND4MACHINES

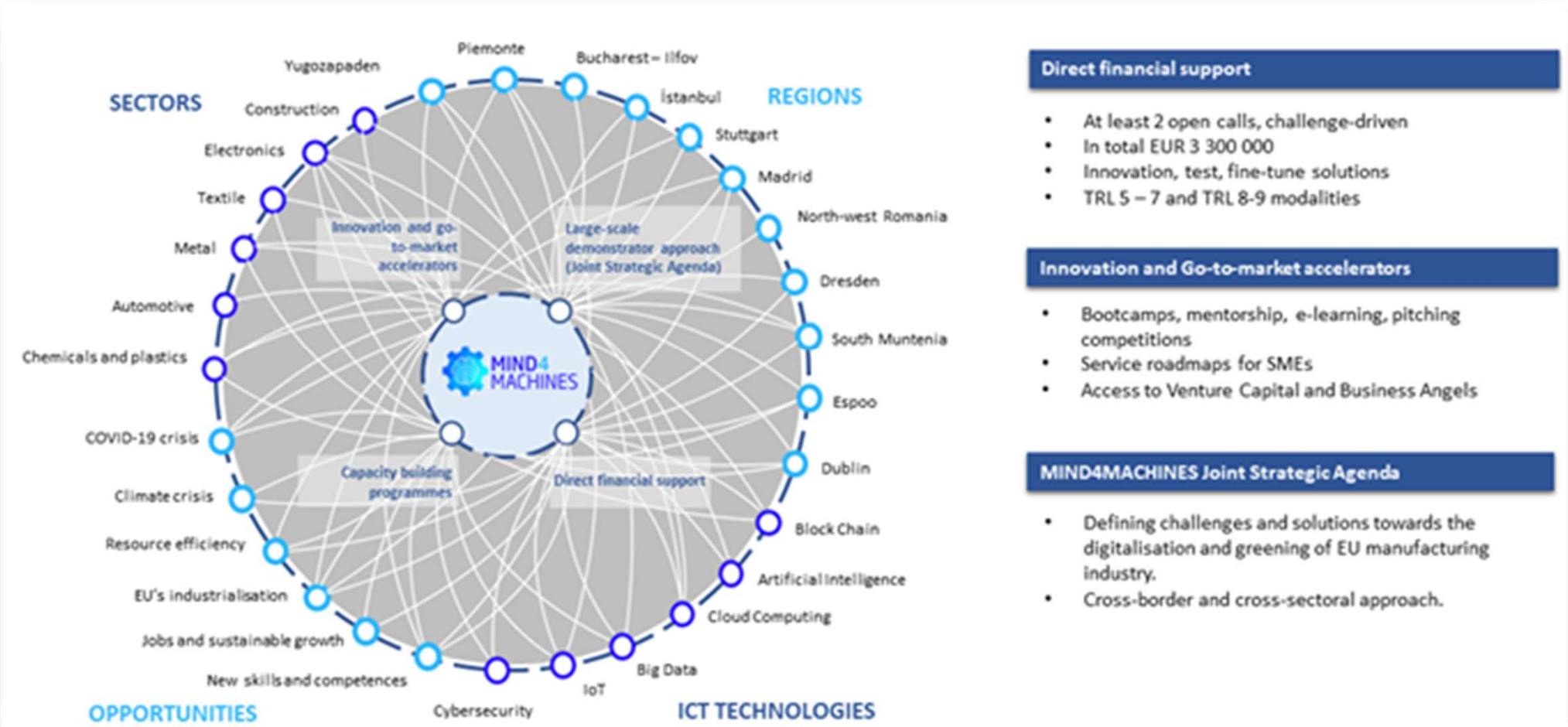


MIND4MACHINES aims

- to facilitate cross-border and cross-sectoral collaboration and
- to provide direct support for entrepreneurship and innovation in “smart ICT technologies for manufacturing industry”,
- particularly covering the entire digitalisation value chain, from IoT (hardware, software, services and connectivity) to Big Data, Cloud Computing, Artificial Intelligence, Blockchain and Cybersecurity Technologies.

Thus, the project aims to create accelerate the market up-take of solutions for deep transformation of energy/resource intensive industries into sustainable, climate neutral and intelligent manufacturing, within the context of the European Green Deal.

MIND4MACHINES Concept



Direct financial support

- At least 2 open calls, challenge-driven
- In total EUR 3 300 000
- Innovation, test, fine-tune solutions
- TRL 5 – 7 and TRL 8-9 modalities

Innovation and Go-to-market accelerators

- Bootcamps, mentorship, e-learning, pitching competitions
- Service roadmaps for SMEs
- Access to Venture Capital and Business Angels

MIND4MACHINES Joint Strategic Agenda

- Defining challenges and solutions towards the digitalisation and greening of EU manufacturing industry.
- Cross-border and cross-sectoral approach.

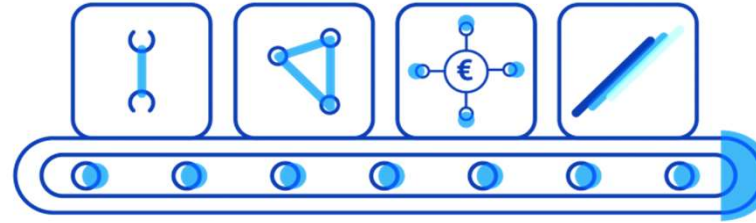
Temel Yaklaşım



Üretim Yapan KOBİ'ler



Teknoloji Geliştiren KOBİ'ler & Startuplar



Proje
Araçları

BT
Çözümleri

Fon
Desteği

Hızlandırma

İnovasyon Desteği

Dijitalleşen ve Sürdürülebilir
Üretim Endüstrisi



Araçlar:

- Yatırım Hazırlık Düzeyi Özdeğerlendirme Aracı (Investment Readiness Level Self Assessment)
- Açık İnovasyon Platformu
- Açık Çağrılar
- Hızlandırma Programları

MIND4MACHINES Consortium



Nº	Participant	Short name	Country	Type
1	Istanbul Sanayi Odasi (Istanbul Chamber of Industry)	ICI	TR	Chamber of Industry
2	BWCON GMBH	BWCON	DE	Cluster organisation
3	Asociacion De Empresarios Del Comercio E Industria Del Metal De Madrid	AECIM	ES	Business Association
4	Agentia de Dezvoltare Regionala Nord-Vest	NWRDA	RO	Regional Dev. Agency
5	Silicon Saxony e. V.	SISAX	DE	Cluster organisation
6	SC IPA SA	IPASA	RO	R&D Institute
7	Centro Servizi Industrie SRL	MESAP	IT	Cluster organisation
8	Industrialen Klaster Elektromoboli	EVIC	BG	Cluster organisation
9	Istanbul Development Agency	IDA	TR	Regional Dev. Agency
10	VTT Technical Research Centre of Finland	VTT	FI	Research organisation
11	F6S	F6S	IE	Tech SMEs cluster



Story Behind-Summary



**Search for a
proper Call,
January
2019**

INNOSUP-01-
2018-2020



**1st Stage
Submission,
April 2019**



**2nd Stage
Submission,
September
2019**



**Evaluation
Results,
December
2019**

Reserved list,
12.5 points



**Revision
and
Resubmissi
on,**

1st stage, April
2020



**2nd Stage,
September
2020**



**Evaluation
Results,
January
2021**

Funded, 15
points 😊

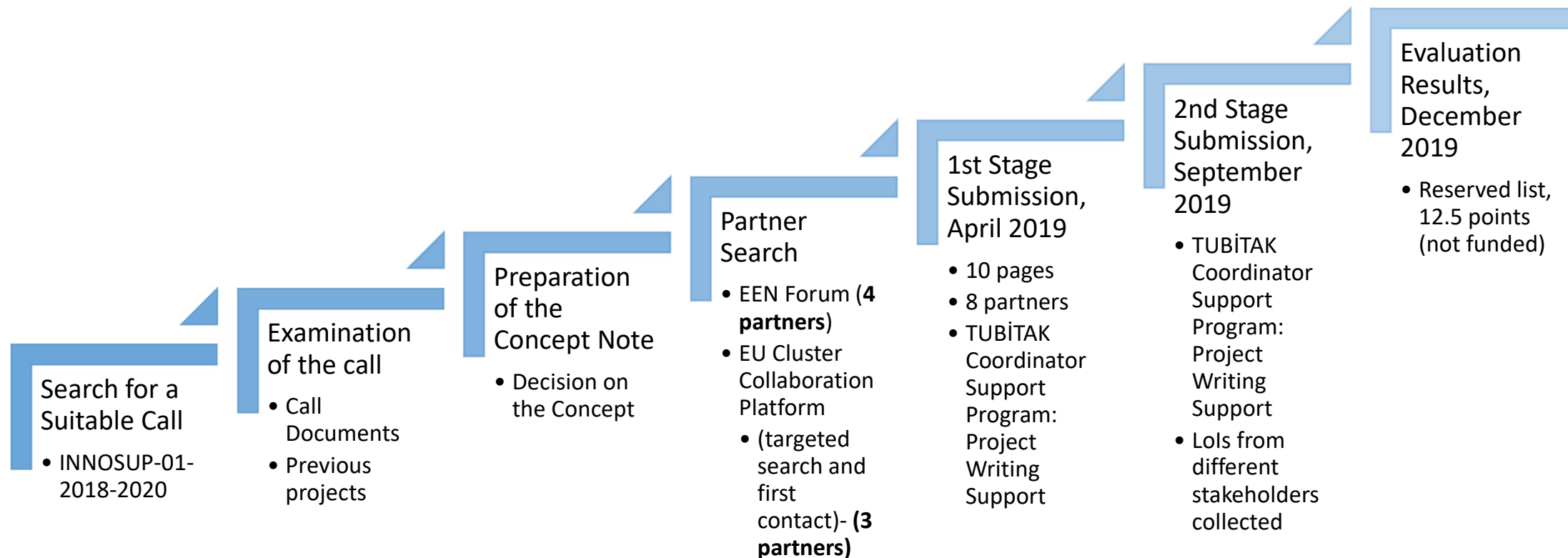


**Project
Implementation**

14 June 2021-
13 June 2024

Story Behind-Detail

2019- First Submission



Story Behind-Detail

2020- Revision and Resubmission

1st Stage
Resubmission, April
2020

- 9 partners (8 partners from last year+ISTKA)

2nd Stage
Submission,
September 2020

- TUBİTAK Coordinator Support Program: Project Review Support
- 9 partners+ 2 new partners
- LoIs from different stakeholders collected

Evaluation Results,
January 2021

- Funded, 15 points

Grant Agreement
Preparation

- February 2021-
March 2021

Signature of Grant
Agreement

- May 2021

Project
Implementation

- 14 June 2021-13 June
2024

Evaluation Summary Report 2019

1- Excellence

Direct support to SMEs is well designed by competition and open support schemes, efficiently combining financial support and knowledge transfer for innovations development. **However the voucher scheme is very complex and challenging to manage/ difficile de gestionat.**

TRL overview is not totally presented. Specifically, **it is not sufficiently described how innovative projects already regarded as TRL 8-9 are going to be positioned and benefit from the proposed Action. This is a minor shortcoming.**

2-Impact

A shortcoming/ neajuns is that some of the supported initiatives at TRL lower level (between 2 and 4) are insufficiently presented in sense of their description and justification. In addition, those **represent insufficiently mature innovative projects for an innovation action under this Call.**

A minor shortcoming is **that the part referring to exploitation of the project results is not presented in adequate accuracy (such as announced but not presented table, which represents slight confusion in reading that paragraph).**

3 - Quality and efficiency of the implementation

The Gantt chart includes appropriate activities durations schedules. **However, there is a shortcoming related to the time frame scheduled for "mapping and analysis of needs and challenges", which is regarded as unnecessarily long (9 months).**

The proposal adequately plans 78% of the total project budget for direct SMEs support. The vouchers for travel, ideas generation and open competition scheme are clearly detailed.

However, a shortcoming is the budget figures are not adequately supported by a specific breakdown of remaining amounts of SME funding. Respectively, the provision of business support services (training, mentoring) is not fully clear in the sense of whether these activities will be provided by the partners or by external actors. The dedicated budget for each option is not clearly specified.

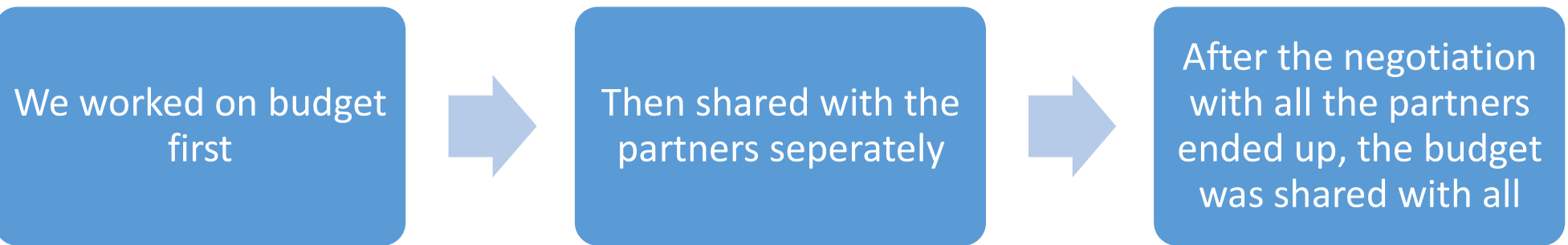
Nine critical risks have been very well identified. Each risk has been assessed properly for its likelihood and relevant mitigation measures have been identified. **However, a minor shortcoming is that the respective critical risk impact levels are not provided.**

A minor shortcoming, though, is that certain costs lack detailed description, namely: organisation of international events.

Remarks on Proposal Writing Process

- ✓ Partners: Regional coverage and main contribution taken into account
- ✓ From 2019 to 2020: EU Green Deal and Covid-19 measures added.
- 1-to-1 meetings with partners esp. at the 2nd stage. More talk with big sharks...
- ☀ Proposal writing in summer...
- Partners feedback on the proposal gathered via online meetings & e-mails.
- External support

Remarks on Proposal Writing Process Budget



Remarks on Proposal Writing Process

- Be sure that the targets/goals in the project are **SMART**
- Number and Content of Deliverables must be set SMART, especially adequate. Deliverables must mean something for the further implementation of the project.
- Proofreading by possible colleagues, partners...
- Spell check
- Check numbers, dates of deliverables, milestones, WP and task leaders names etc in the text and any other table
- WP and Task leaders must be OK with their duty
- Document must have one owner (if not decided to work on a shared document)
- Pay attention to different versions arriving from different parties!!!
- Every comment and change must be taken to the master document!!!
- Submit earlier to the PP, the docs can be revoked and reuploaded after submission until the deadline.

THANK YOU TEŞEKKÜRLER 😊

Eda Çığ Türктаş
İstanbul Chamber of Industry
R&D and Technology Department
E-mail: ecig@iso.org.tr
<https://www.linkedin.com/in/edacig/>

MIND4MACHINES Bülten üyeliği ve detaylar için:

www.mind4machines.eu

 [@Mind4Machines](https://twitter.com/Mind4Machines)

 www.linkedin.com/company/mind4machines

 [MIND4MACHINES](https://www.youtube.com/MIND4MACHINES)

