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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/139098/1H/SER/TR

# EIC Accelerator Overview & Turkey in H2020/HE Project

PWC-8

*Odysseas Spyroglou, KE2*

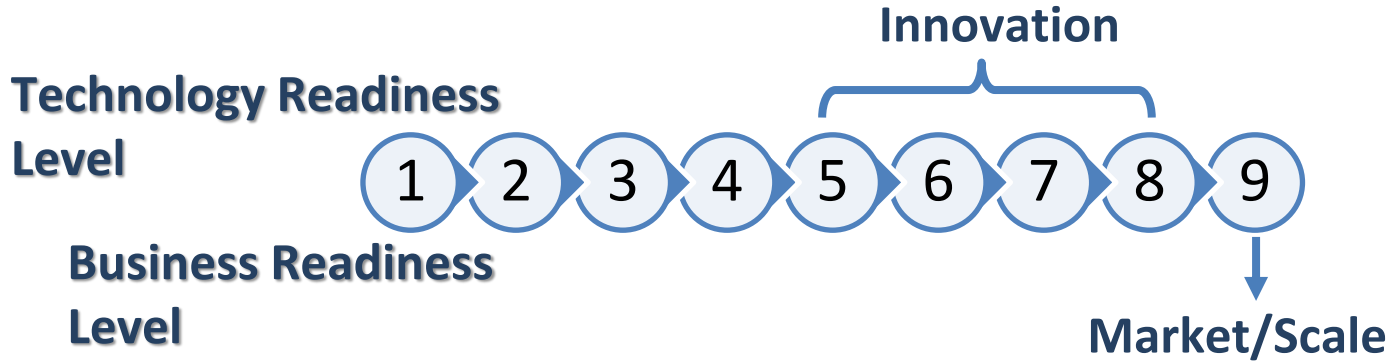
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REPUBLIC OF TURKEY  
MINISTRY OF INDUSTRY  
AND TECHNOLOGY



# Development | Stages, Team



| Work Packages         |              |                            |              |
|-----------------------|--------------|----------------------------|--------------|
| ≥3 WPs for Innovation |              | ≥2 WPs for Market/Scale up |              |
| Tasks                 | Deliverables | Tasks                      | Deliverables |
| Milestones            |              | Milestones                 |              |



→ recruitment →



# Workplan

## Workplan

 Re-generate

*Please note that if you click on the 'Re-generate' button, the current content will be overwritten based on your technology to be developed.*

**Edit your workplan. The work plan is a kind of "storytelling" presenting the logical sequence of your work packages leading to the major deliverables of your project. \***

feature socio-technical workshops knowledge to be developed  
feature data collection and AI technology to be developed

This workplan is generated from your technologies to be developed. These technologies are 117/10000 gathered together following their thematic. You are totally free to edit it but remember that it should include the different technology developments you will do. A Gantt chart of your workpackages will be automatically generated in the next steps.

Validate my Workplan

# Work packages

## Describe the workpackages of your solution

In this step, you will create the workpackages for your project and then assign the features you have described above to them. The aim here is to ensure consistency between the functions/use cases you envisage to meet the needs of the market and the technical features you will develop. In other words, avoid developing technical features that nobody expects!

In line with EIC specifications, it is compulsory to have at least :

- One workpackage for technology development, one workpackage for market activities and one for management to develop your innovation activities.
- One workpackage for market activities and one for management to develop your market/scale-up activities (TRL 9).

Depending on their nature, costs declared for TRL9 onwards can be declared either in the TRL9 workpackages within the Development part of the Design Module, or in exploitation costs within the Go To Market part of the Design Module. For instance, all costs related to the development of a product, service or process can be included in TRL9 workpackages within Development part of the Design Module. Other costs can be declared in the exploitation costs within the Go to Market part of the Design Module. Please however ensure that you declare these cost only once.

# Work packages

Your "innovation activities" related workpackages (TRL 5-8) covered by the EIC Grant component

+ Create new workpackage

M WP 1



0 task  
0 feature assigned

Edit

MA WP 2



0 task  
0 feature assigned

Edit

D WP 3



0 task  
0 feature assigned

Edit

Your initial market deployment activities (TRL 9) covered by the investment component

+ Create new workpackage

M WP 4



0 task  
0 feature assigned

Edit

MA WP 5



0 task  
0 feature assigned

Edit

Your scale-up activities related workpackages (post TRL 9)

You will be able to fill more information about these activities in the Go 2 Market part.

Validate my workpackage list

# For each Work package

**1. Workpackage information**

2. Assignment to features 3. Deliverables

4. Budget

**Name of the workpackage \***

WP 1 4/100

**Type of the workpackage**

Management

**Objectives of the workpackage \***

0/500

**Start Month \***

**End Month \***

## Tasks

It looks like you did not create a task for this workpackage yet.

+ Add a new task

**Name of the task \***

0/100

**Targeted TRL \***

TRL 8

**Task description \***

0/1000

**Development level \***

**Effect(s) on Solution \***

0/1000

# For each Work package

2. Assignment to features

3. Deliverables

4. Budget

Create Workpackages to which features will be attached to achieve them. Then assign the previously identified features to these Workpackages. Why? Simply to demonstrate the perfect alignment of your Workpackages with the expected features.

**Name of the workpackage**

WP 1

**Objectives of the workpackage**

none

**Assign your workpackage to your features**

Use case 1  
Organizational cybersecurity awareness

Feature 1 - Socio-technical cybersecurity workshop

Feature 2 - Data collection and AI

Feature 3 - Automated translation

Feature 4 - Cybersecurity visualization for awarene

2. Assignment to Features

3. Deliverables

4. Budget

unnamed

Please note that you should have one final deliverable per task.

**Name \***

0/100

**Nature \***

**Dissemination Level \***

**Type \***

**Delivery month \***

4. Budget

**Select your task**

unnamed

**Total: 0 € - 1 type of cost**

You do not need to declare overheads, they are automatically calculated by the EIC (25% of the direct costs minus subcontracting) to define its financial contribution.

**Type of cost \***

**Amount (€) \***

0

**Description \***

0/1000

+ Add a new budget line

# Milestones

## Declare the milestones of your project

Milestones are checkpoints produced at a specific point in a task while deliverables are tasks results such as reports, studies, tests, etc. While milestones can sometimes correspond to the completion of a deliverable, the two are not necessarily linked. It is not necessary to have a milestone for every deliverable. However, the most important deliverables can be good indications of where you want to place milestones.

### EIC Mandatory Milestones

These milestones are mandatory and correspond to the achievement of TRL levels during the project. It has been automatically generated following your task declaration in the previous step. However, you are totally free to edit them.

#### MM 8

Achievement: TRL 8  
Expected Month: 0

 Edit

#### MM 9

Achievement: TRL 9  
Expected Month: 0

 Edit

### Custom milestones

[+ Create a new custom milestone](#)

You are free to add custom milestones that do not correspond to any achievement in the TRL scale.

It looks like you haven't created a custom milestone yet.

## Edit an EIC mandatory Milestone

### Name of the milestone \*

MM 8

### Description of the milestone \*

4/100

### Achievement (TRL) \*



0/1000

### Expected Month \*

0

The tasks you declared to this TRL achievement are the following. Assuming all these tasks are needed in order to achieve this level of TRL, the expected month for this milestone is automatically calculated from the expected delivery date of the deliverables.

| Workpackage | Task    | End Month |
|-------------|---------|-----------|
| WP 1        | unnamed | none      |

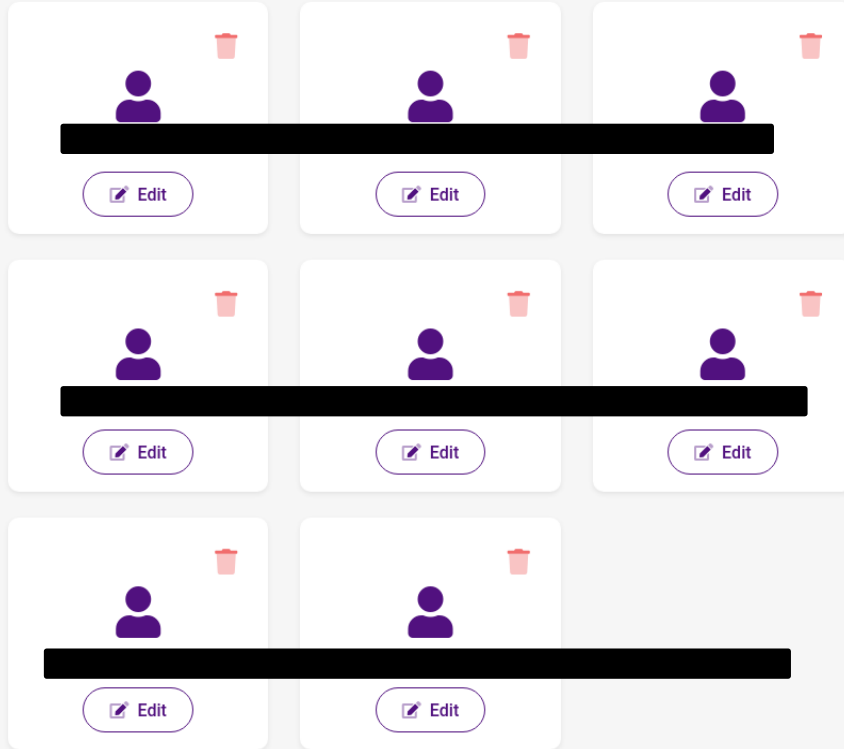


# Team

## Your team

The staff members

+ Create new team member



## Edit a team member

Position \*

Business Officer

Domains of expertise \*

x socio-technical systems analysis

x Business development

Workpackages on which this person will work on \*

WP 1

WP 2

WP 3

WP 4

WP 5

Is this team member a shareholder? If not, type 0%, if yes, define how many share(s) he/she owns: \*

0 %

# Team

What is the company's and/or founder's track record? \*

Highlight relevant achievements and experience of your staff members. \* ?

What is your ability to scale up? \* ?

Technical/business experience of the team, including management capacity to lead a growing team. \*

To which extent does your team fit in your project? \*

Do you have the team you need to implement the action ? If not, what competencies/skills are missing and how will you acquire them? \*

Yes

Are there any workforce's skills related issues that could compromise the ability of a project partner to exploit the innovation? (If Yes, please comment) \*


?  No

How do you plan to ensure gender balance among the member of your team, including executive positions? (CEO, CTO, CMO, CFO, ...) \*


0/1000

# Partners


## Your key partners ?



Supplier tier 1



SME



Other

This is what you declared in your value chain, if you want to change it please edit your stakeholders

### Comment \*

## Your other partners

Stakeholders of your Value chain that are not key partners.



Consumer/ client



Regulation body



Other

This is what you declared in your value chain, if you want to change it please edit your stakeholders

### Comment \*


0/1000

### What are their interest? To what extent they are already committed and incentivised? \*


0/1000

# Partners

## Your key partners ?



Supplier tier 1



SME



Other

This is what you declared in your value chain, if you want to change it please edit your stakeholders

### Comment \*

## Your other partners

Stakeholders of your Value chain that are not key partners.



Consumer/ client



Regulation body



Other

This is what you declared in your value chain, if you want to change it please edit your stakeholders

### Comment \*

0/1000

### What are their interest? To what extent they are already committed and incentivised? \*

0/1000

# Users

How does the project engage end-users? \*



End user organization in the project



An end user organization outside of the project is consulted



No end user organization in the project or consulted

Comment \*

0/1000

# Connect Partners with WPs



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Choose a workpackage and identify the name(s) of the partner(s) you are engaging/associating with your project (they are typically 'end users/customers' but not 'beneficiaries/contractors' to the project)

WP 1

WP 2

WP 3

WP 4

WP 5

**WP 1**

**Objectives**

*none*

**Your partners for this workpackage. Please indicate the official name of the partner.**

+ Add partner

Validate my team



# DEVELOPMENT - Now it is your turn!

As a table group, consider the 'SUPERPATCH' Pitch Deck and give your views on:

- Positive/negative points on DEVELOPMENT (Implementation)
- What could be done better?
- What is missing on Development?

...and finally

- How you would respond - or have responded - to these points when preparing your bid?
  
- Your pack contains the Pitch Deck and notes pages.



# Q&A

Time to ask your questions!



Contact:

Office Address

*Turkey in Horizon 2020 Project  
And Sokak 8/12 Akasya Apt. 06680 Çankaya/Ankara  
06520 Çankaya/Ankara, Turkey*

*Tel: +90 312 467 61 40*

<http://www.turkeyinh2020.eu/>

[info@TurkeyinH2020.eu](mailto:info@TurkeyinH2020.eu)