This project is co-financed by the European Union and the Republic of Turkey

Bu proje Avrupa Birliği ve Türkiye Cumhuriyeti tarafından finanse edilmektedir

TURKEYin **HORIZON 2020**
COOPERATION, INNOVATION, COMPETITIVENESS

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 Çığ Türktaş

Istanbul Chamber Of Industry

New Opportunities in European Innovation Ecosystems

17 November 2022

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

COMPETITIVE SECTORS PROGRAMME

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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 Accelaration 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

- Istanbul Project Academy –the project aiming to increase the HE participation of Istanbul (ISTKA Project started in February 2022)

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TÜBİTAK

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

MIND4MACHINES OBJECTIVES

Facilitate cross-border and cross-sectoral Collaboration in «smart ICT Technologies for manufacturing industry»

Support the entire digitalisation value chain from IoT to Big Data, Cloud Computing, Artificial Intelligence, Blockchain, Cybersecurity, etc.
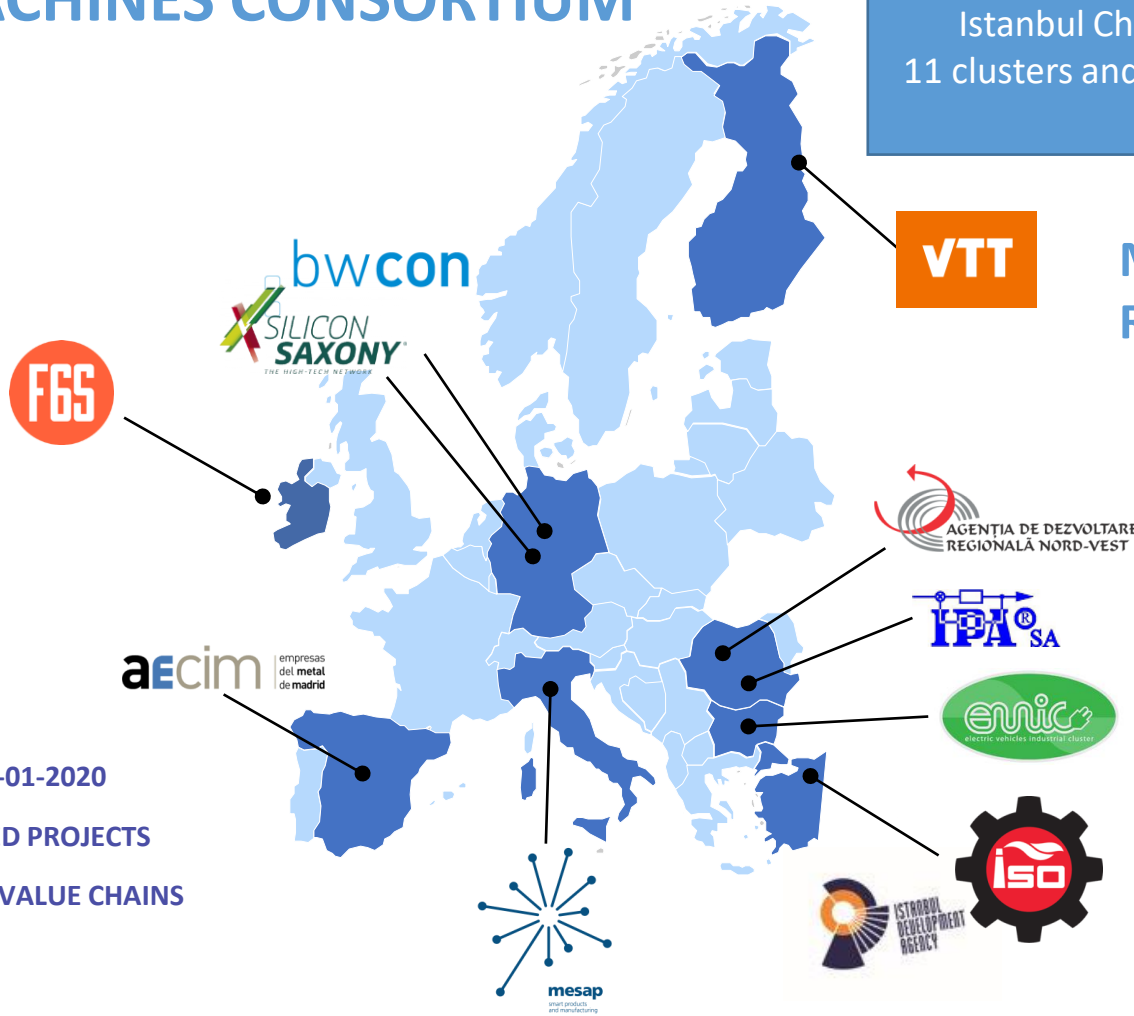
Financially support startups and SMEs developing Industry 4.0 solutions for the manufacturing sector.

Accelerate the market up-take of solutions to support sustainable, climate-neutral and intelligent manufacturing, within the context of the European Green Deal

TURKEY in HORIZON 2020
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TÜBİTAK

MIND4MACHINES CONSORTIUM

MIND4MACHINES REGIONS

- **TR10 İstanbul [TURKEY]**
- **DE11 Stuttgart + DED2 Dresden [GERMANY]**
- **ES30 Madrid [SPAIN]**
- **RO11 North-West, RO31 South Muntenia, RO32 Bucharest-Ilfov [ROMANIA]**
- **ITC1 Piemonte [ITALY]**
- **BG41 Yugozapaden [BULGARIA]**
- **FI1B Helsinki-Uusimaa [FINLAND]**
- **IE06 Eastern and Midland [IRELAND]**

H2020 INNOSUP-01-2020

CLUSTER FACILITATED PROJECTS
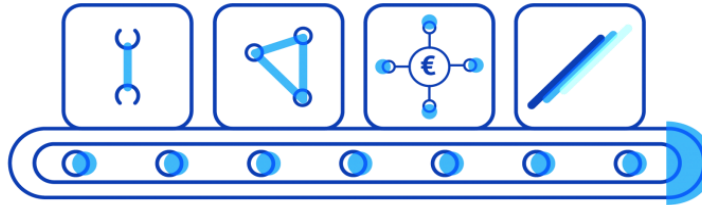
FOR NEW INDUSTRIAL VALUE CHAINS

MIND4MACHINES APPROACH

Manufacturing SMEs

Technology Provider SMEs/startups

Digitalised and sustainable SMEs

Tools

ICT Solutions

Funding

Accelerate

M4M Support

- ✓ **Investment Readiness Level (IRL) Self-Assessment**
- ✓ **Open Innovation Platform**
- ✓ **Open Calls**
- ✓ **Acceleration Programs**

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TÜBİTAK

MIND4MACHINES GUIDE 4 APPLICANTS

Call 1
Launced 27 April 2022
Call Closed 29 June 2022

OPEN CALLS

MIND 4 MACHINES

> 3.3 M EUR as Financial Support to SMEs

2 Open Calls- 1.65 M EUR each
Fund at least 55 SMEs directly through
collaborative projects
Support more than 110 companies

https://mind4machines.eu/open-calls/

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OBJECTIVE OF THE MIND4MACHINES CALL

Fund **development, testing, validation and market uptake of Industry 4.0 solutions**, to support **digitalisation of value chains** and raise **efficiency and competitiveness of manufacturing industry.**

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FUNDING SCHEMES

INNOVATION SUPPORT – [TRL 5-7]
Testing & delivering Industry 4.0 solutions

GO-TO-MARKET SUPPORT – [TRL 8-9]
Innovative solutions demonstration & scalability

Objective
- Development of innovative ICT based solutions for manufacturing industry
- Validation & growth of the digital solutions on the industry market

Budget Allocated
- **EUR 1 020 000**
- **EUR 630 000**

Budget Budget per
- **Project Budget**
  - **Individual applicant** up to EUR 60 000
  - **Multiple applicants**: up to EUR 120 000
  - **Industry partner/s** : Up to 20% of the project budget (if SME)
- **Project Budget**
  - **Individual applicant** up to EUR 30 000
  - **Multiple applicants**: up to EUR 60 000
 - **Industry partner/s**: up to 20% of the project budget (if SME)

Duration
- **6-9 months**
- **6-9 months**

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WHO CAN APPLY?

APPLICANT(S)

- **Smart digital technology developers (SMEs) from the ICT** sector, working in Industry 4.0 topics

- **Producers of machinery, tools, and robots** for use in the manufacturing industry.
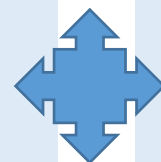
INDUSTRY PARTNER(S)

From the manufacturing industry - Category C NACE Code:

- ➢ **SME,** eligible for funding
- ➢ **Lage industry,** not eligible for funding (attached Letter of Intent)
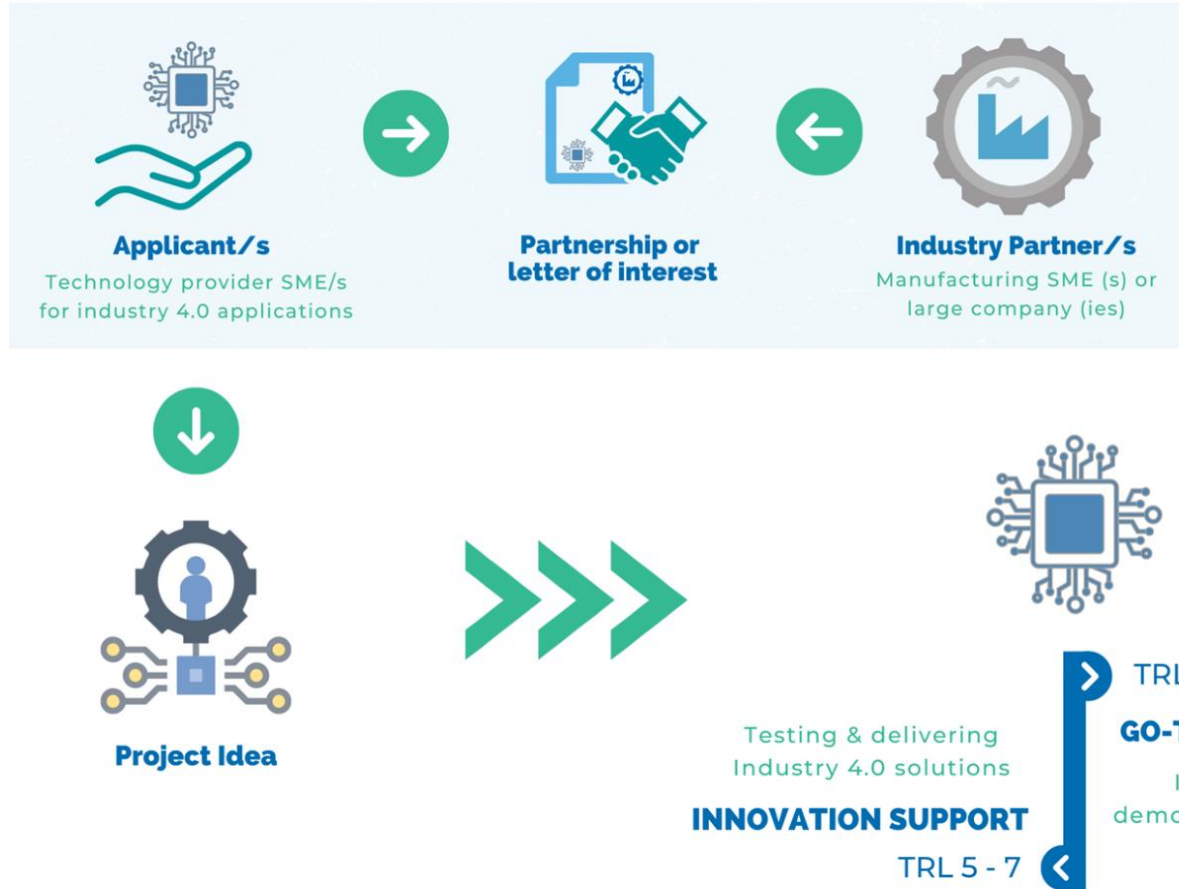
Projects can be submitted;

- ❑ Individually by a technology provider applicant (ICT or machinery/robotics)
- ❑ In partnership by multiple technology providers SMEs for complex solutions
  for each option cooperation with at least one industry partner is compulsory

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SECTORS
PROGRAMME

TÜBİTAK

WHO CAN APPLY?

! Project applications can be submitted **only by SMEs.**

! All applicants [technology supplier applicant/s, industry partner] must be registered in the EU27 Member States or in Horizon2020 Associated Countries.

! **Cross-border partnerships are strongly encouraged.**

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TÜBİTAK

APPLICATION SCHEME

Applicant/s
Technology provider SME/s for industry 4.0 applications

Partnership or letter of interest

Industry Partner/s
Manufacturing SME (s) or large company (ies)

Project Idea

Testing & delivering Industry 4.0 solutions
INNOVATION SUPPORT
TRL 5 - 7

TRL 8 - 9
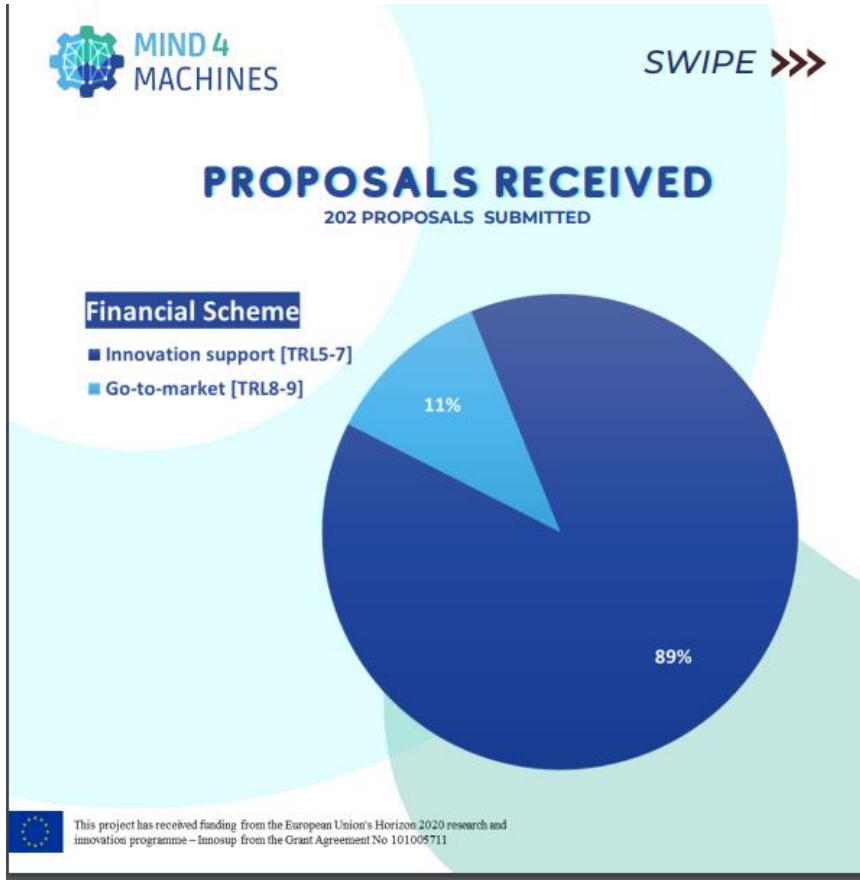**GO-TO-MARKET SUPPORT**
Innovative Solutions demonstration and scalability

MIND4MACHINES Helpdesk, Contact Info

Open Call 1 Documents

I. Guide for Applicants and Frequently Asked Questions [FAQ]: *https://mind4machines.eu/open-calls/*

II. European Help Desk -MIND4MACHINES Open Call: *https://www.f6s.com/m4m-open-call-1/discuss*

III. For any other issues related the evaluation process the contact e-mail is m4m@iso.org.tr

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AND TECHNOLOGY

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MIND4MACHINES Open Call-1 Application Statistics

More:

https://mind4machines.eu/wp-content/uploads/2022/07/OC1-Submission-Statistics-3.pdf
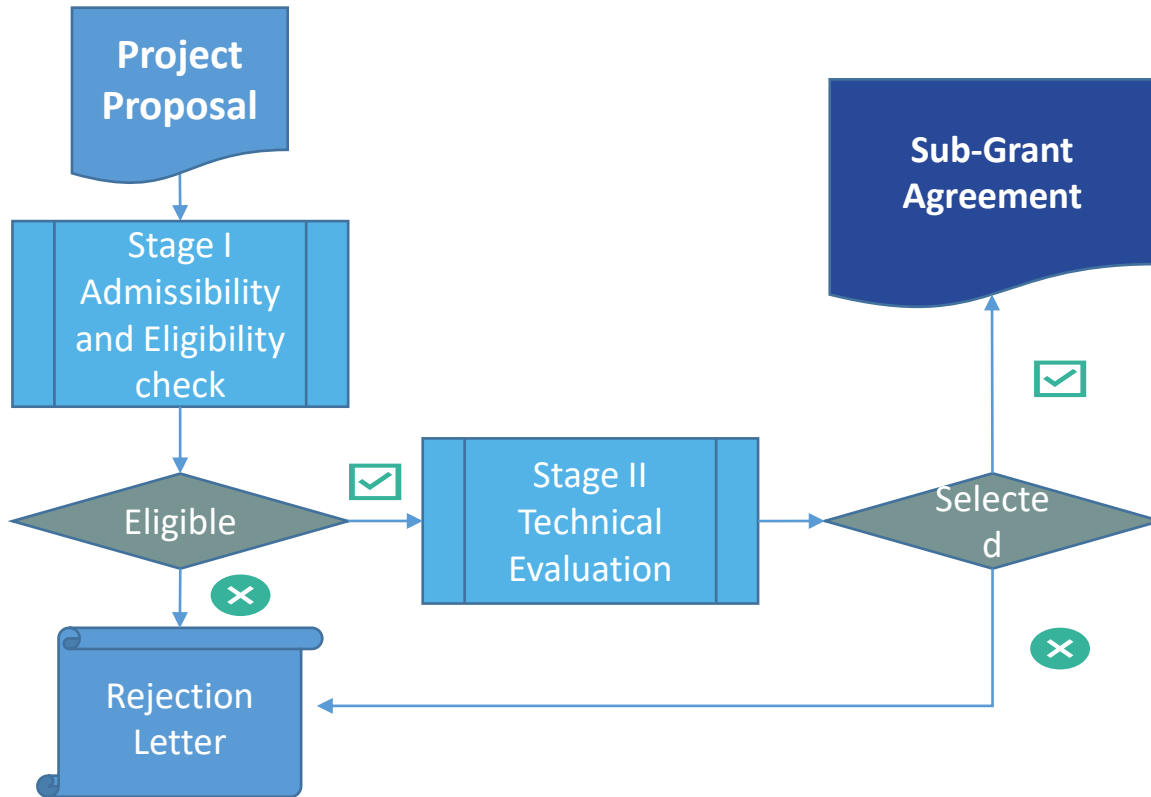
MIND4MACHINES GUIDE 4 EVALUATORS

Call 1
Launced 27 April 2022
Call Closed 29 June 2022

EVALUATION AND SELECTION

< 2 MONTHS >

Project Proposal

Stage I Admissibility and Eligibility check

Eligible ✓ → **Stage II Technical Evaluation** → Selected ✓ → **Sub-Grant Agreement**

Eligible ✗ → Rejection Letter

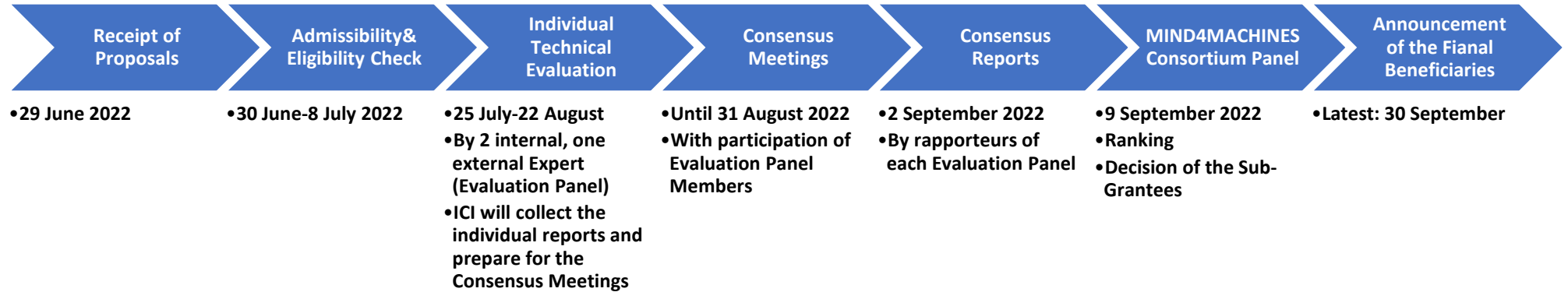Selected ✗ → Rejection Letter

STAGE I- Admissibility and Eligibility check- **Admissibility and Eligibility Panel** reviews all applications received until the deadline. Failure to comply will be notified in maximum 5 days from the closing of the call.

STAGE II- Technical Evaluation- **Evaluation Panel** will score the proposals according to the Evaluation Grid.

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COMPETITIVE SECTORS PROGRAMME

TÜBİTAK

Evaluation Process

Receipt of Proposals	Admissibility& Eligibility Check	Individual Technical Evaluation	Consensus Meetings	Consensus Reports	MIND4MACHINES Consortium Panel	Announcement of the Fianal Beneficiaries
•29 June 2022	•30 June-8 July 2022	•25 July-22 August •By 2 internal, one external Expert (Evaluation Panel) •ICI will collect the individual reports and prepare for the Consensus Meetings	•Until 31 August 2022 •With participation of Evaluation Panel Members	•2 September 2022 •By rapporteurs of each Evaluation Panel	•9 September 2022 •Ranking •Decision of the Sub-Grantees	•Latest: 30 September

STAGE 1 – ADMISSIBILITY AND ELIGIBILITY CHECK
acc.Guide for Applicants Section 2.6.

Eligibility criteria:

- **2.6.2.1. Legal status**
  - MIND4MACHINES Open Call is addressed only to legally established and registered SMEs (including startups), according to the criteria set by the EU regulated definitions
  - **Large companies** can take part in the proposal only with a signed Letter of Intent with explicit agreement to test or implement the project solution. They can take role as industry partner in the projects, but are not eligible for funding.

- **2.6.2.2. Location of headquarter and subsidiaries**

- **2.6.2.3. Field of activity**

- **The applicant(s): A**pplying individually or in partnership, is/are SMEs working in Industry 4.0 fields defined in 2.4. for industrial applications and processes, detailed in Chapter 2.3. They can be**:**
  - **Smart digital technology developers from the ICT** sector, working in Industry 4.0 topics; or
  - **producers of machinery, tools and robots (as a technology provider)** for the use of the manufacturing industry.
- **The end-user Industry partner(s)**: At least one end-user (SME or large industry) representing a manufacturing case with activity corresponding to a **NACE Code from Category C**. There is a strong focus on activities related to industrial sectors, such as metal, mechanics, automotive, hybrid and electric vehicles and mechatronics but it can be extended to factories from any manufacturing field (e.g.agri-food, textile) which need a technological upgrade.
  https://ec.europa.eu/competition/mergers/cases/index/by_nace_c_.html)

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SECTORS
PROGRAMME

TÜBİTAK

STAGE 2 – **TECHNICAL EVALUATION**

M4M partners + external evaluators

EVALUATION GRID

Evaluation Criteria	Description	Score	Threshold
1). Excellence	1.1. Concept and /vision 1.2. Technology and innovation	0 – 25	15
2). Impact	2.1 Impact for the manufacturing industry 2.2. Technological, economic, commercial 2.3. Geographical, Regional	0 – 30	15
3). Implementation	3.1. Work plan 3.2. Team & resources	0 – 25	15
Horizontal criteria	Environment, equal opportunities, social Impact	0 – 15	5
Cross-border partnerships		0 – 5	
TOTAL SCORE		0 – 100	

SCORE	DESCRIPTION
FAIL 0 –5	The Application fully fails to address the criterion under examination or cannot be judged due to missing or incomplete information.
POOR 6-10	The criterion is addressed in an inadequate manner, or there are serious inherent weaknesses that will impede success.
FAIR 11 - 14	While the Application broadly addresses the criterion, there are significant weaknesses that would hinder the project implementation.
GOOD 15 - 18	The Application addresses the criterion well, although improvements would be necessary and various details are missing on implementation.
VERY GOOD 19 - 22	The Application addresses the criterion very well, although certain improvements are still possible and some particular details are missing.
EXCELLENT 23 – 25/30*	The Application successfully addresses all relevant aspects of the criterion in question. Any shortcomings are minor.

30 is the maximum score only for the Impact

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Appointment of Evaluators

Evaluation Panel

Eligible Proposals

Evaluation Panel: 2 internal (repr. of M4M Consortium) + 1 external. Evaluator (not from the region of any partner of the proposals)

To each Evaluation Panel 13 proposals are assigned

Evaluation Principles

INDEPENDENCE
- You are appointed in your personal capacity and act independently and in the public interest, not in your country or employer´s interest

IMPARTIALITY
- You treat all proposal equally and evaluate them impartially on their merits, irrespective of their origin or the identity of the applicants.

OBJECTIVITY
- You evaluate each proposal as submitted and not based on its potential if certain changes were to be made.

ACCURACY
- You base your judgement on the official evaluation criteria the proposal addresses, and nothing else.

CONSISTENCY
- You apply the same standard of judgement to all proposals

CONFIDENTIALITY
- You discuss evaluation matters, such as the content of the proposal, evaluation results or opinions of fellow experience, only with the other experts involved in evaluating the same proposal.
- You do not contact applicants or any third parties in any case
- You do not disclose the names of other experts
- You maintain the confidentiality of documents, paper or electronic, at all times and wherever you do your evaluation work, and you must return, destroy or delete all confidential documents, paper or electronic, upon competing your work.

Evaluation Principles-Conflict of Interest

You are in the situation of CoI and are excluded from the evaluation session if you:

- Are involved in a competing proposal, or were involved in the preparation of the proposal (including pre-proposal checks)

- Benefit directly or indirectly if a proposal is accepted or rejected

- Have a close family or personal relationship with any person involved in the preparation of any proposal submitted to this call

- Are a director, trustee or partner or are in any way involved in the management of an

  organization involved in the preparation of any proposal submitted to this call

- Are employed or contracted by one of the Partner Organisations involved in any of the applications.

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MIND4MACHINES Open Call-1 Winners Statistics

MIND 4 MACHINES

SWIPE >>>

NUMBER OF PROPOSALS

Received: 202
Funded: 21

0   50   100   150   200

30 experts were involved in the evaluation

20 internal + 10 external evaluators

More:

https://mind4machines.eu/wp-content/uploads/2022/10/OC1-Results-3.pdf

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MIND4MACHINES Open Call-1
Winner Projects according to the Main Applicant's Name

MIND 4 MACHINES OPEN CALL

CONGRATULATIONS TO THE WINNERS !!!

COMPANY NAME	PROJECT ACRONYM
ALLBESMART LDA	AR4MACHINES
AMPER S&C IOT S.L.	TEXTRACK
ANCORA MOBILE, S.L.	AWAke
ARA ROBOTİK VE YAPAY ZEKA TEKNOLOJİLERİ A.Ş.	ARAM4M22
BARUFFALDI PLASTIC TECHNOLOGY S.R.L.	BLINK 4.0
CIBOS INNOVATION PRIVATE COMPANY	MANTISSA
DELTA MATERIALS PROCESS & INNOVATION SOLUTIONS	DigVessel
ENFORMA BİLİŞİM A.Ş.	iData40
FLAG-MS S.R.L.	TISAT4IPP
IKNOWHOW SA	WeldBOT
INNOPPIA	ADnCaiM4auto
KHENDA TEKNOLOJİ A.Ş.	DIGITSME
KOGNITIVE MANUFACTURING TECH S.R.L.	IPES
MERITUS SYSTEMY INFORMATYCZNE SP. Z O.O.	AI-WMS
PRIVATE ENTERPRISE FOP SOLNTSEV OLEKSII VASYLOVYCH	SmartZavod
QUANTA & QUALIA	RIM
R2M SOLUTION SPAIN, S.L.	BIQUAD
ROVIMATICA S.L.	ROSBIQI
TR2 SRLS	PRODE
UWAZI TECH GMBH	VCG.AI
WISESIDE S.R.L.	DIGIMON

MIND4MACHINES Consortium

MIND 4 MACHINES

№	Participant	Short name	Country	Type	
1	Istanbul Sanayi Odasi (Istanbul Chamber of Industry)	ICI	TR	Chamber of Industry	
2	BWCON GMBH	BWCON	DE	Business Association	
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	
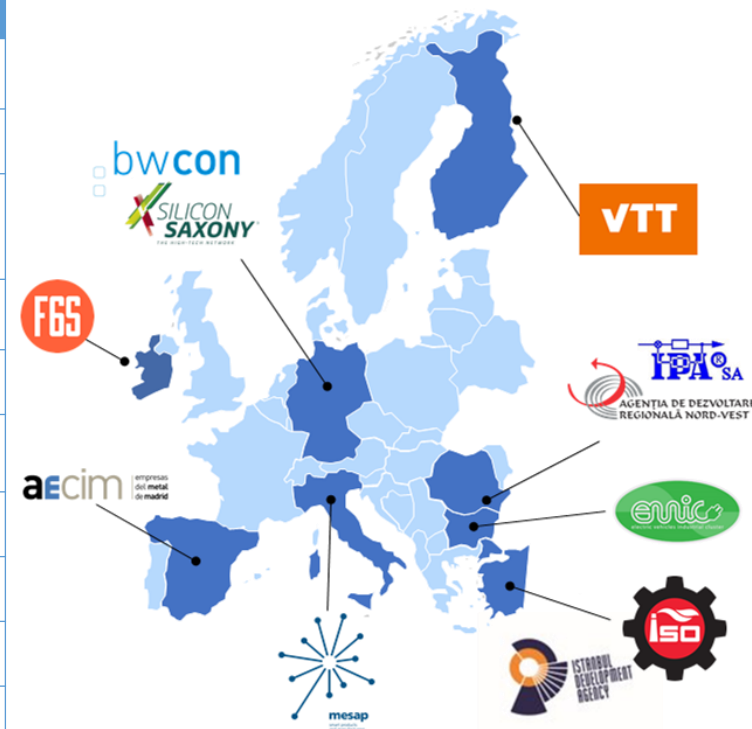
Story Behind-Summary

MIND 4 MACHINES

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 Resubmission,

1st stage, April 2020

2nd Stage, September 2020

Evaluation Results, January 2021

Funded, 15 points ☺
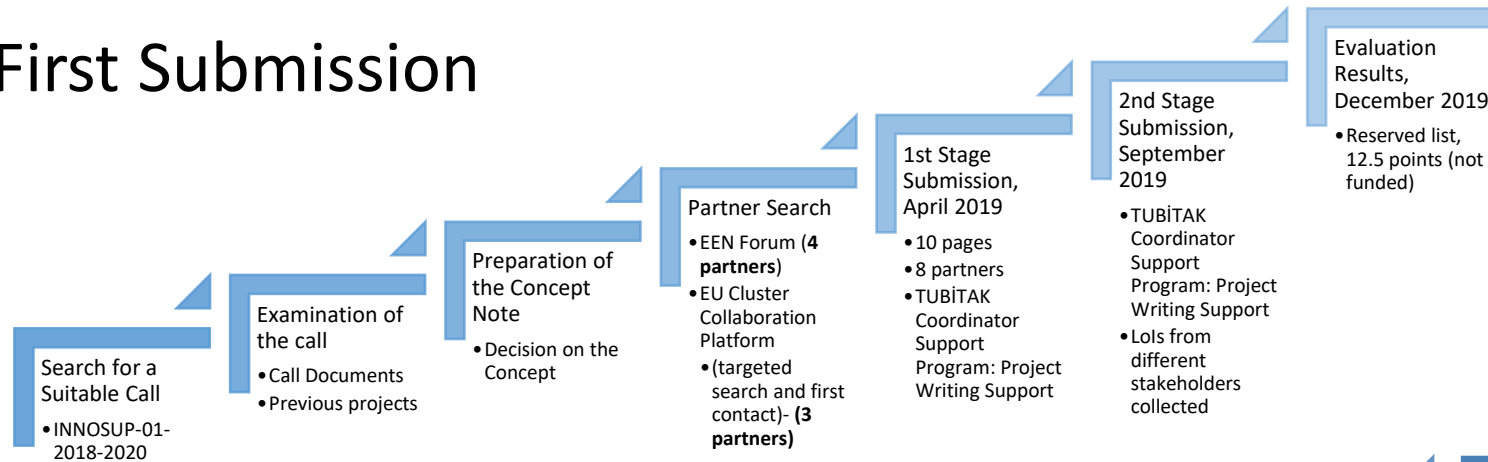
Project Implementation
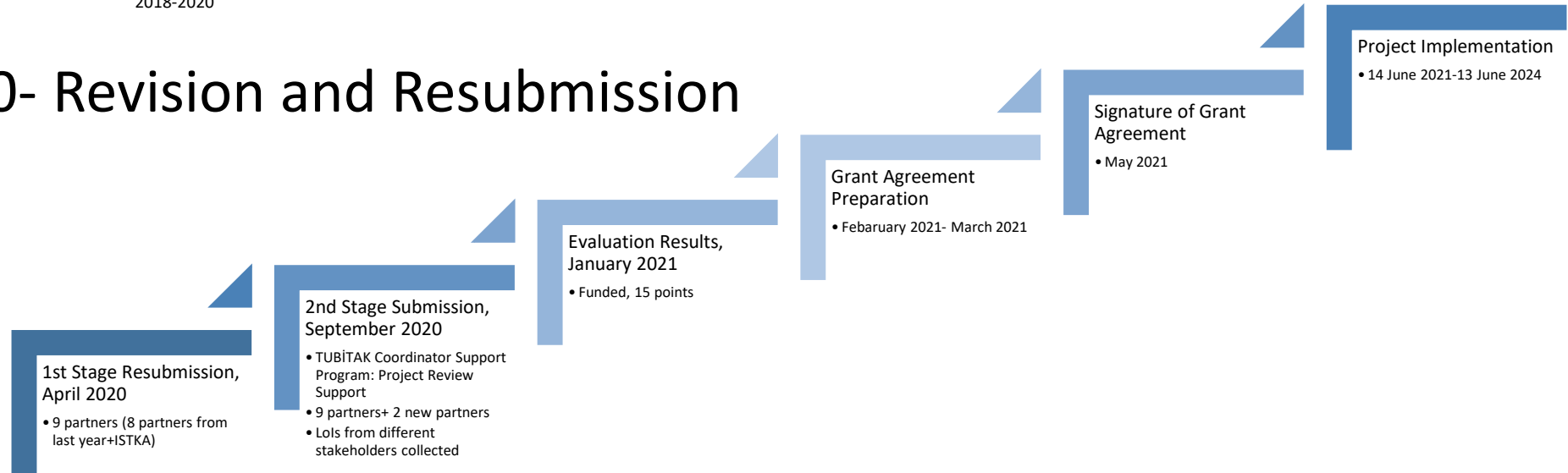
14 June 2021-13 June 2024

TURKEYin HORIZON 2020
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REPUBLIC OF TURKEY MINISTRY OF INDUSTRY AND TECHNOLOGY

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Story Behind-Detail

2019- First Submission

Search for a Suitable Call
- INNOSUP-01-2018-2020

Examination of the call
- Call Documents
- Previous projects

Preparation of the Concept Note
- Decision on the Concept

Partner Search
- EEN Forum (**4 partners**)
- EU Cluster Collaboration Platform
- (targeted search and first contact)- (**3 partners**)

1st Stage Submission, April 2019
- 10 pages
- 8 partners
- TUBİTAK Coordinator Support Program: Project Writing Support

2nd Stage Submission, September 2019
- TUBİTAK Coordinator Support Program: Project Writing Support
- LoIs from different stakeholders collected

Evaluation Results, December 2019
- Reserved list, 12.5 points (not funded)

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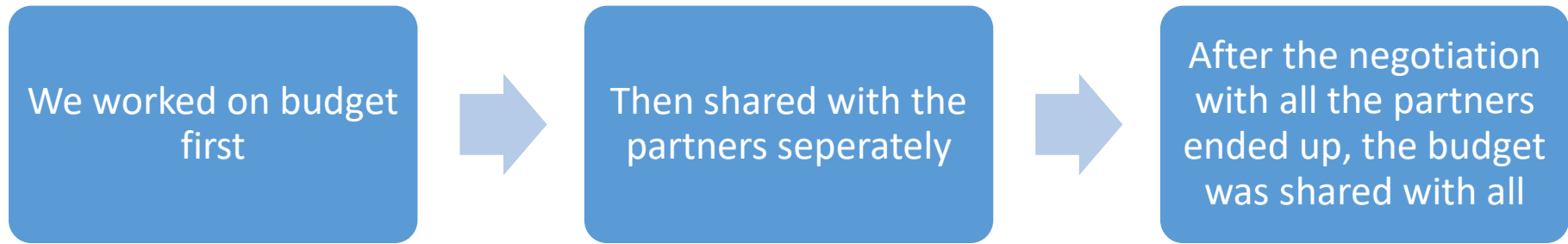
Nine critical risks have been very well identified. Each risk has been assessed properly for its likelihood and relevant mitigation measures have been identified. **However, a minor shortcoming is that the respective critical risk impact levels are not provided.**

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

| We worked on budget first | → | Then shared with the partners seperately | → | After the negotiation with all the partners ended up, the budget was shared with all |

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 Türktaş

İstanbul Chamber of Industry

R&D and Technology Department

E-mail: ecig@iso.org.tr

https://www.linkedin.com/in/edacig/

Bülten üyeliği ve detaylar için:

www.mind4machines.eu

@ Mind4Machines_

www.linkedin.com/company/mind4machines

MIND4MACHINES

TURKEYin HORIZON 2020
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REPUBLIC OF TURKEY
MINISTRY OF INDUSTRY
AND TECHNOLOGY

COMPETITIVE SECTORS PROGRAMME

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