



Verso Horizon 2020



2007 - 2013



2014 - 2020



Ente di ricerca non profit

Nasce come “Task Force” del
Ministero dell’Università e della Ricerca.

25 anni di
esperienza



MISSION

- Promuovere e Supportare la **Partecipazione Italiana** ai programmi europei di ricerca su sviluppo e innovazione
- Migliorare la “**Qualità**” della partecipazione italiana nei programmi europei di ricerca su sviluppo e innovazione.

APRE ospita tutti i National Contact Point H2020 in Italia

[COSA è APRE?]





[MISSION]

LE OPPORTUNITÀ PER LE PMI IN HORIZON 2020

Definizione di PMI

La definizione di PMI utilizzata dalla Commissione (da 01/01/2005):

- ☐ Impegnata in una attività economica
- ☐ < 250 addetti
- ☐ Fatturato annuo di $\leq$ € 50 Milioni oppure un bilancio totale di $\leq$ € 43 Milioni
- ☐ Autonoma



Definizione:

http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm

Guida alla nuova definizione:

http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/sme_user_guide_it.pdf

Opportunità per le PMI in H2020

- **Strumento per le PMI – mainstreaming (applicato in tutte le societal challenges e nelle LEITs)**
- **Partecipazione dell'Industria ai piu' tradizionali progetti collaborativi**
- Sostegno delle PMI a alta intensità di ricerca: innovazione nelle start-ups, spin-offs and giovani imprese research-intensive (Eurostars2)
- Rafforzare le capacità di innovazione delle PMI (mentoring e coaching + other activities – ProInno...): Innovation in SMEs
- Accesso alla finanza di rischio (prestiti e strumenti di equity)
- Dottorati industriali, scambio e mobilità dei ricercatori incluse le PMI (Marie Curie actions)
- Link all'accesso ai procurement



Approccio integrato in H2020

**20 %
budget
LEIT + SC**

**Progetti collaborativi
13%**

**Strumento PMI
7%**

**LEIT:
'Innovation
in SMEs'**

**Eurostars II
Enhancing Innovation Capacity
Market-driven Innovation**

Access to Risk Finance

Le PMI in H2020

Excellent Science

- **European Research Council**
 - Frontier research by the best individual teams
- **Future and Emerging Technologies**
 - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
 - Opportunities for training and career development
- **Research infrastructures** (including e-infrastructure)
 - Ensuring access to world-class facilities

Industrial Leadership

- **Leadership in enabling and industrial technologies**
 - **ICT, nanotechnologies, materials, biotechnology, manufacturing, space**
- **Access to risk finance**
 - Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**
 - Fostering all forms of innovation in all types of SMEs

Societal Challenges

- **Health, demographic change and wellbeing**
- **Food security, sustainable agriculture, marine and maritime research & the bioeconomy**
- **Secure, clean and efficient energy**
- **Smart, green and integrated transport**
- **Climate action, environment, resource efficiency and raw materials**
- **Inclusive, innovative and reflective societies**
- **Security society**

European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)

EURATOM

Le PMI nei progetti collaborativi *

R&I Actions

Basic research, applied research, technology development and integration, and testing e validation on a small scale prototype in a laboratory or simulated environment

Funding rate: 100%

Innovation Actions

Prototyping, testing, demonstrating, piloting, large - scale product validation and market replication

Funding rate: 70/100%

* Approccio top-down

Lo Strumento PMI *



Concept e
valutazione della
fattibilità

Idea to concept,
risk assessment,
technological & commercial
feasibility



Dimostrazione,
market replication
R&D

Demonstration, prototyping,
testing , market replication,
scaling up, miniaturisation,
research



Commercializzazione
dei risultati

Quality label for
successful projects,
access to risk finance,
indirect support

Idea

Business coaching

Mercato

* Approccio prevalentemente *bottom-up*

LE TRE FASI

Coaching = 2% budget

Fase 1: concetto e valutazione della fattibilità

Input:

Idea/Concept in "**Business Plan I**"

(~ 10 pages)

10% budget

Main Activities:

Feasibility of concept
Risk assessment
IP regime
Partner search
Design study
Pilot application



10% success

Output: elaborated "**Business plan II**"

Lump sum: around 50.000 €

~ 6 months

Fase 2: R&D, dimostrazione, market replication

Input:

"**Business plan II**" + "**Description of activities under Phase 2**" (~ 30 pp.)

88% budget

Main Activities:

Development Prototyping
Testing
Piloting
Miniaturisation
Scaling-up
Market replication



30-50% success

Output: investor-ready

"**Business plan III**"

0,5-2,5 (5) M€ EC funding

~ 12 to 24 months

Fase 3:
Commercializzazione

Input:

"**Business plan III**"

+

Opportunities:

'**Quality label**' for successful Phase 1 & 2

Easier access to private finance

Support via networking, training, coaching, information, addressing i.a. IP management, knowledge sharing, dissemination

SME window in the EU financial facilities (debt facility and equity facility)

No direct funding



Lo strumento PMI

LE FIGURE DI SUPPORTO



Il mentoring del „Key account manager“ EEN

SME instrument Phase1

- I. Assess SME gaps and needs (0.5d)
- II. Selection lead coach (1d)
- III. Facilitate initial Coach-SME interaction (1d)

SME instrument Phase 2

- IV. Facilitate interaction between SME, coach and EC (4d)
- V. Close case & initiate next steps (0.5d)



Il coaching

- Voluntary coaching offered in Phase 1 and Phase
 - ✓ Phase 1 – 3 coaching days
 - ✓ Phase 2 – 12 coaching days
- Coaches will drive the performance of the organization by working with the senior management team
- Objectives:
 - ✓ Enhance the commercial potential and impact of SME participation in the dedicated H2020 instrument
 - ✓ Achieve tangible organizational change
 - ✓ Leave a legacy, H2020 to become the stepping stone to sustainable high growth



I coach

- Relevant business experience (running own company or top management for min 5 years)
- Track record in managing a range of business issues associated with periods of high growth:
 - ✓ Strategic planning,
 - ✓ Leadership and organisational development,
 - ✓ New product development, market development and internationalisation strategy,
 - ✓ Innovation management,
 - ✓ IPR and IA,
 - ✓ Financial management and investor readiness,
 - ✓ Specialist sector knowledge.
- Proven experience in publicly funded innovation programmes / initiatives,
- Evidence of having done similar coaching work previously (at least three references or testimonials from Chief Executive/Managing Director, etc)



Caratteristiche dello strumento PMI

- Indirizzato a tutti i tipi di PMI innovative che presentino una forte volontà di crescere, svilupparsi e internazionalizzarsi
- Solo PMI potranno richiedere finanziamenti (sostegno a una sola impresa è possibile, ma collaborazione certamente consigliabile)
- Competitivo, dimensione EU → solo migliori idee accedono al finanziarmer
- Orientato al mercato; attività close-to-market: finanziamento al 70% in Fase 2
- Costituito da 3 fasi + il coaching
- Possibilità di entrare in fase 1 o fase 2
- Applicato in tutte le 'Societal Challenges' e 'LEITs'



SME Instrument = “Open call”*

Apertura call: 1° marzo 2014 (Fase 1 e Fase 2)

Scadenze/Cut off dates:

2014		2015	
<u>Fase 1</u>	<u>Fase 2</u>	<u>Fase 1</u>	<u>Fase 2</u>
18/06/2014	09/10/2014	18/03/2015	18/03/2015
24/09/2014	17/12/2014	17/06/2015	17/06/2015
17/12/2014		17/09/2015	17/09/2015
		16/12/2015	16/12/2015

* Stesse scadenze SME Instrument all'interno di LEITs + SCs

SME I nelle LEITs – II Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
ICT-37-2014/2015 Open Disruptive Innovation Scheme (implemented through the SME instrument)	€ 45 million 2014 € 45 million 2015	70%
NMP 25 – 2014/2015 Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	€ 21,80 million 2014 € 23,80 million 2015	70%
BIOTEC 5 – 2014/2015 SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability	€ 3,80 million 2014 € 2,40 million 2015	70%
SME-SPACE-1-2014/2015 Call “SME Instrument” 2014 and 2015	€ 8,50 million 2014 € 8,75 million 2015	70%

SME I nelle Societal Challenges – III Pilastro

TOPIC	BUDGET €	FUNDING RATE FASE 2
SC 1 - PHC 12- 2014-2015 Clinical validation of biomarker and/or diagnostic medical devices	€ 66,10 million 2014 € 45 million 2015	100%
SC 2 - SFS 8 – 2014-2015 Resource-efficient eco-innovative food production and processing	€ 9 million 2014 € 17 million 2015	70%
SC 2 - BG 12 – 2014-2015 Supporting SMEs efforts for the development-deployment and market replication of innovative solutions for blue growth	€ 3 million 2014 € 5 million 2015	70%
SC 3 - SIE 1 – 2014-2015 Stimulating the innovation potential of SMEs for a low carbon and efficient energy system.	€ 33,95 million 2014 € 37,26 million 2015	70%
SC 4 - IT.1 - 2014-2015 Small business innovation research for transport	€ 35,87 million 2014 € 38,96 million 2015	70%
SC 5 - SC5 – 20 – 2014-2015 Boosting the potential of small business for eco-innovation and a sustainable supply of raw material	€ 17 million 2014 € 19 million 2015	70%
SC 6 - INSO 9 – 2015 Innovative mobile e-government applications by SMEs.	€ 4 million 2015	70%
SC 6 - INSO 10 – 2015 SME business model innovation for inclusive societies.	€ 11 million 2015	70%
SC 7 - DRS 17 – 2014-2015 Protection of urban soft targets and urban critical infrastructures	€ 7 million 2014 € 7,4 million 2015	70%

Lo strumento PMI e l'approccio

PREVALEMENTEMENTE BOTTOM-UP...



Lo strumento PMI e l'idea progettuale:
DA DOVE SI PARTE?



TECHNOLOGY READINESS LEVEL

TRL 1 – basic principles observed

TRL 2 – technology concept formulated

TRL 3 – experimental proof of concept

TRL 4 – technology validated in lab

TRL 5 – technology validated in relevant environment (industrial environment in the case of key enabling technologies)

TRL 6 – technology demonstrated in relevant environment (industrial environment in the case of key enabling technologies)

TRL 7 – system prototype demonstration in operational environment

TRL 8 – system complete and qualified

TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

General Annexes

Lo strumento PMI

REGOLE DI PARTECIPAZIONE

TYPE OF FUNDING ACTIONS (art.6 RfP)



- COLLABORATIVE PROJECT (SMALL-MEDIUM SCALE, LARGE INTEGRATING)
- NETWORK OF EXCELLENCE
- COORDINATION AND SUPPORT ACTIONS (SUPPORTING/COORDINATING TYPE)
- RESEARCH FOR THE BENEFIT OF SMES/SME ASSOCIATIONS
- ERANET/ERANET PLUS



- RESEARCH AND INNOVATION ACTION **NEW**
- INNOVATION ACTION **NEW**
- **SME INSTRUMENT** **NEW**
- FAST TRACK TO INNOVATION **NEW**
- CO-FUND ACTION
- COORDINATION AND SUPPORT ACTIONS
- PROGRAMME CO-FUNDING ACTIONS
- PRE-COMMERCIAL PROCUREMENT (PCP)
- PUBLIC PROCUREMENT OF INNOVATIVE SOLUTIONS (PPI)
- AWARD

CONDIZIONI MINIME DI PARTECIPAZIONE (art.9)

In H2020

almeno 3 SOGGETTI GIURIDICI

indipendenti stabiliti in **3 diversi stati membri** o associati

Nello Strumento PMI

almeno una PMI “for profit”

Soggetti eleggibili: soltanto PMI “for profit”

SME Questionnaire!!!



Award criteria (SME Instrument Phase 1-2)

1. Excellence

- 1.1 Objectives
- 1.2 Relation to the work programme
- 1.3 Concept and approach
- 1.4 Ambition

2. Impact

- 2.1 Expected impact:
 - Users/markets
 - Company
- 2.2 Measures to maximize the impact:
 - Dissemination and exploitation of results
 - Intellectual Property, knowledge protection and regulatory issues



3. Implementation

- 3.1 Work plan – Work package and deliverable
- 3.2 Management structure and procedures (only to the extent relevant in single entity proposals)
- 3.3 Consortium as a whole (if applicable)
- 3.4 Resources to be committed

Scoring/thresholds/weights

Maximum score: 15

- **Phase 1:**
individual threshold of 4; overall threshold of 13
- **Phase 2:**
individual threshold of 4; overall threshold of 12
 - impact criterion weighted by factor of 1.5
 - Impact considered first when scores equal

CRITERI DI SELEZIONE E ATTRIBUZIONE (Art. 15)



VERIFICA CAPACITA' FINANZIARIA

PER TUTTI I
**COORDINATORI E PER I
BENEFICIARI CON
CONTRIBUTO UE >
500.000€, A MENO CHE
CI SIANO DUBBI SULLA
SOLIDITA' FINANZIARIA
DEI PARTECIPANTI**



**SOLO PER COORDINATORI
SE CONTRIBUTO PROPOSTA
> 500.000€, A MENO CHE
CI SIANO DUBBI SULLA
SOLIDITA' FINANZIARIA DEL
COORDINATORE O DEI
PARTECIPANTI**

NEW

Self check tool sul Participant Portal

VERIFICA CAPACITA' FINANZIARIA

GA Multibeneficiari

- Fase 1: self check tool
- Fase 2: verifica affidabilità economico-finanziaria CE

GA Monobeneficiario

- Fase 1 e 2: nessuna verifica (regola generale H2020)





Tassi di finanziamento



Fase 1

€ 50.000 *lump sum* →
no giustificazione costi



Fase 2

70% dei costi totali
eleggibili
(eccezione PHC 12)



Fase 3

Nessun contributo
comunitario
→ “Quality label”

CERTIFICATE ON FINANCIAL STATEMENT (Art. 34)



**AL RAGGIUNGIMENTO DELLA
SOGLIA CUMULATIVA DI
CONTRIBUTO UE $\geq 375.000\text{€}$**
(oppure un unico CFS alla fine
del progetto se ≤ 2 reporting
period)



NEW

**ALLA FINE DEL PROGETTO,
PER CONTRIBUTI UE $\geq$
325.000€**

EX POST AUDITS



ENTRO CINQUE ANNI
DALLA FINE DEL
PROGETTO



ENTRO DUE ANNI DAL
PAGAMENTO FINALE

TEMPISTICA SME Instrument

ESITO DELLA VALUTAZIONE

2 MESI in Fase 1 e 4 MESI in Fase 2

DALLA SOTTOMISSIONE della PROPOSTA

FIRMA DEL GRANT AGREEMENT

1 MESE in Fase 1 e 2 MESI in Fase 2

DALLA COMUNICAZIONE DEGLI ESITI DELLA VALUTAZIONE

TTG = 3 MESI in Fase 1 e 6 MESI in Fase 2

Vs 8 mesi in H2020 (11 mesi in 7PQ)

PROCEDURA DI REVIEW della VALUTAZIONE (Art. 16)

Qualora i proponenti ritengano che la valutazione sia affetta da **errori procedurali/formali**

REDRESS



PROCEDURA DI REVIEW della VALUTAZIONE



COMITATO DI REVIEW decide su:

- **RI-VALUTAZIONE PROPOSTA** (da parte di valutatori diversi da quelli coinvolti nella precedente valutazione)
- **CONFERMA OPINIONE INIZIALE**



Link utili

Horizon 2020

<http://ec.europa.eu/programmes/horizon2020/>

Participant portal

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>

EASME

http://ec.europa.eu/easme/sme_en.htm

Regole di partecipazione

http://ec.europa.eu/research/participants/portal/desktop/en/funding/reference_docs.html#h2020-legal-basis-rfp

SME TechWeb

<http://sme.cordis.europa.eu/home/index.cfm>

APRE

<http://www.apre.it/>

La fase 1

LA VERIFICA DELLA FATTIBILITÀ



STARTING

Your **IDEA** must be innovative and marketable

Competitors and alternative solutions already on the market

Patent databases

ex. <http://it.espacenet.com>

IPR helpdesk

www.ipr-helpdesk.org

Previously funded projects FP7 and CIP

http://cordis.europa.eu/fp7/projects_en.html



La Fase “0” ed il business plan iniziale

Un’ attenta **analisi del mercato** di riferimento dovrà fornire indicazioni su:

- caratteristiche del mercato o segmento di mercato di riferimento
- forze di mercato, grado di concorrenza, grado di apertura
- andamento tendenziale e congiunturale
- contesto normativo



Strategia finanziaria e di partenariato nella Fase 2



Pensiamoci su...

- Sono in grado di dimostrare il potenziale commerciale del progetto?
- Ho un business plan all'altezza?
- La mia azienda soddisfa tutti i requisiti richiesti nella call?
- Per quali attività specifiche ho bisogno di partner o parti terze?
- Quali e quanti utilizzatori finali dovrei coinvolgere? Come?
- Come arrivo sui mercati internazionali?



A pre-requisite for Phase 2 applicants:

- A full feasibility study covering technology, market, financing, regulatory and IPR aspects (from SME Instrument Phase 1, own resources, private investment, etc.)
- Demonstrated understanding of business concept and potential business models
- Convincing team with relevant competences and experiences
- Solid references, which can be checked → Track record



COSTI INDIRETTI (Art. 29)



- ✓ STANDARD FLAT RATE
(**20%**)
- ✓ SPECIAL FLAT RATE (**60%**)
- ✓ SIMPLIFIED METHOD or
ACTUAL INDIRECT COSTS



NEW

UNICO TASSO FORFETARIO DEL 25% DEI COSTI DIRETTI

(ECCETTO I SUBCONTRATTI E
COSTI DELLE RISORSE MESSE A
DISPOSIZIONE DA TERZI CHE
NON VENGONO UTILIZZATE NEI
LOCALI DEL BENEFICIARIO,
NONCHÉ DEL SOSTEGNO
FINANZIARIO A TERZI)

FINANZIAMENTO DELL'AZIONE (Art. 28)

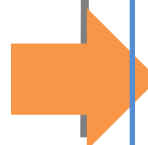


NEW

**UNICA % DI RIMBORSO PER
PROGETTO, SENZA DISTINZIONE
TRA BENEFICIARI**

**70% DEI COSTI ELEGGIBILI
(Fase 2)**

*** ECCEZIONE PHC 12**



Maximum reimbursement rates	Research and technological development activities (*)	Demonstration activities	Other activities
Network of excellence	50% 75% (**)		100%
Collaborative project(****)	50% 75% (**)	50%	100%
Coordination and support action			100% (***)

La Fase 3 e l'Access to risk finance



Il “quality label”

Nessun contributo comunitario ma...

- Dialogo privilegiato con gli intermediari finanziari che offrono strumenti di finanza di rischio
- Dialogo privilegiato con investitori privati
- Link con i Pre Commercial Procurement H2020
- Attività ed eventi EEN



Horizon 2020: la struttura

Excellent Science

- **European Research Council**
 - Frontier research by the best individual teams
- **Future and Emerging Technologies**
 - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
 - Opportunities for training and career development
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European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

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EURATOM

"Access to risk finance" in HORIZON 2020:

- **Using part (3.69%)* of the Horizon 2020 budget to stimulate more investment in research and innovation** not through grants but **in the form of Financial Instruments** with:
 - ❖ a **Debt Facility**: risk-sharing for loans and guarantees
 - ❖ an **Equity Facility**: providing risk finance
 - ❖ **Accompanying measures**
- **Goal: Stimulate more investment in research and innovation**, notably by the private sector
- **Leverage effect**: to attract additional finance and multiply HORIZON 2020 budget resources
- **Addressing financing gaps**: Intervention only if there are financing gaps in the R&I delivery chain (e.g., due to high risk)
- **Building a bridge from R&D to Innovation**

Principles and Implementation

- **Continue and refine proven facilities that have supported R&I in 2007-2013: RSFF, RSI, GIF-1**
- **Demand-driven approach** (no earmarking; "first come, first served"), **coupled with targeted awareness-raising**
- **Possible top-up contributions** to address financing needs of specific sectors
- **As now, Implementation via entrusted entities (EIB/EIF)** (NB exploratory talks with other institutions)
- **As before, select financial intermediaries** after open calls for expressions of interest
- **Complementarity** with other EU Financial Instruments, i.e. **COSME**

HORIZON 2020: "Access to provisional Budget"

€ 297,71 m nel 2014
+
€ 347,74 m nel 2015

- **Around EUR 2.7 billion in total** (current price, net of administrative costs) for market-driven financial instruments
- At least 1/3 of the budget shall support **RDI-driven SMEs and small midcaps**
- **Possible Top-up budget**, from other parts of Horizon 2020 or the Multiannual Financial Framework, for policy-driven financing facilities addressing specific policy needs (i.e. the SET Plan implementation)

➤ Debt finance:

- **Loans Service for R&I ("RSFF II")**

Loans and guarantees for larger investments targeted at midcaps, larger companies, research institutes, universities, stand-alone projects, PPPs, JTs, etc. particular approach for innovative midcaps
loan amounts above EUR 7.5 million

€ 108 m nel 2014
€ 97,50 m nel 2015

- **SME & small midcaps R&I Loans**

Loan guarantee facility for loans to innovative SMEs & small midcaps;
loan amounts between EUR 25,000 to 7.5 million

€ 106,12 m nel 2014
€ 101,1 m nel 2015

- **SME Initiative (under development)**

European Council): Joint Guarantee
Securitization for loans to (innovative
midcaps; joint approach involving EIB
Investment Funds (ESIF), HORIZON 2020, with
crucial support of EIB Group and Member States

€ 21 m nel 2014
€ 21 m nel 2015

Risk Sharing Instrument – H2020

In Italia:

[Alba Leasing](#)

[Banco Popolare](#)

[Cassa di Risparmio di Cento](#)

[Credem](#)

[Gruppo Credito Valtellinese](#)

[ICCREA](#)



http://www.eif.org/what_we_do/guarantees/RSI/

➤ **Equity finance:**

- **Early stage finance** for innovative and start-up companies); limited growth possible (successor to GIF-1)
- **Pilot facility for technology transfer** (up to 100k€) to bring R&D results from public research universities to the market (licensing companies)

€ 40 m nel 2014

€ 50 m nel 2015

+

BA ICT € 30 m nel 2015

€ 62 nel 2015

➤ **Accompanying measures:**

Technical and financial assistance (of EIB); improving investor-readiness of start-ups, SMEs and small midcaps; piloting co-investment by Business Angels; prizes for best practices in R&I finance etc.

Horizon 2020 e COSME sosterranno congiuntamente gli strumenti finanziari per le PMI

Equity Facility per la crescita delle PMI e R&I

- o **Strumento di Capitale proprio per la Ricerca e l'Innovazione (H2020):** si concentra su fondi che forniscono capitale di rischio a imprese in fase di start-up
- o **Strumento di Capitale proprio per la Crescita (COSME):** si concentra su fondi che forniscono capitale di rischio a imprese in fase di espansione

Strumento di Debito per la crescita delle PMI e R&I

- o **Strumento di garanzia dei prestiti per Crescita (COSME)**
- o **Strumento di garanzia dei prestiti per la Ricerca e l'Innovazione (H2020 - RSI)**



Link utili

Documentazione

http://ec.europa.eu/research/participants/portal/desktop/en/funding/reference_docs.html

EASME

http://ec.europa.eu/easme/sme_en.htm

APRE

<http://www.apre.it/le-pmi-in-europa/>

A2F H2020

http://ec.europa.eu/research/participants/portal/doc/call/h2020/common/1587761-06_accesstoriskfinance_wp2014-2015_en.pdf

A2F COSME

http://ec.europa.eu/enterprise/initiatives/cosme/access-to-finance-smes/index_en.htm

EEN

<http://een.ec.europa.eu/>

Public Procurement

http://ec.europa.eu/internal_market/publicprocurement/index_en.htm

La fase 1

PREPARARE UNA PROPOSTA PROGETTUALE



Electronic Submission

Electronic Submission System accessed from the call page

- ECAS password
- PICs for all partners
- Prepare proposal,
 - On-line for structured part
 - Upload non-structured part - pdf file(s)
- Submit the proposal!
- Validation checks
- Complete submission, before the 17h00 deadline

Submission failure rate = $\pm 1\%$

Only reason for failure; waiting till the last minute



Technical problems

Panic-induced errors (uploading the wrong proposal)

Too late starting upload, run out of time

Support and help

Participant Portal

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>

ECAS account creation

<https://webgate.ec.europa.eu/cas/eim/external/register.cgi>

FAQ

<http://ec.europa.eu/research/participants/portal/desktop/en/support/faq.html>

Helpdesk

http://ec.europa.eu/research/participants/portal/desktop/en/support/research_enquiry_service.html

Unique Registration Facility – User's Guide

<https://ec.europa.eu/research/participants/portal4/desktop/en/organisations/index.html>



La fase 1

IL TEMPLATE DI PROPOSTA

GRAZIE PER L'ATTENZIONE!

APRE

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SMEs, ICT &
Access to risk finance***