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PRAXI Network

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Χρηματοδοτικές Ευκαιρίες για
Start ups από Ευρωπαϊκά και
Εθνικά προγράμματα και
Ταμεία

H2020/ COSME/ E4YE



Contents

- PRAXI Profile
- H2020 (SME Instrument + Fast Track Innovation)
- Eurostars
- InnovFin Mechanism
- Junker Fund
- COSME
- ESPA for SMEs
- New Financial Instruments
- Επενδυτικό Ταμείο για τη Έρευνα (Private Funding +Crowd Funding)



Business Support on the Ground



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for Horizon 2020

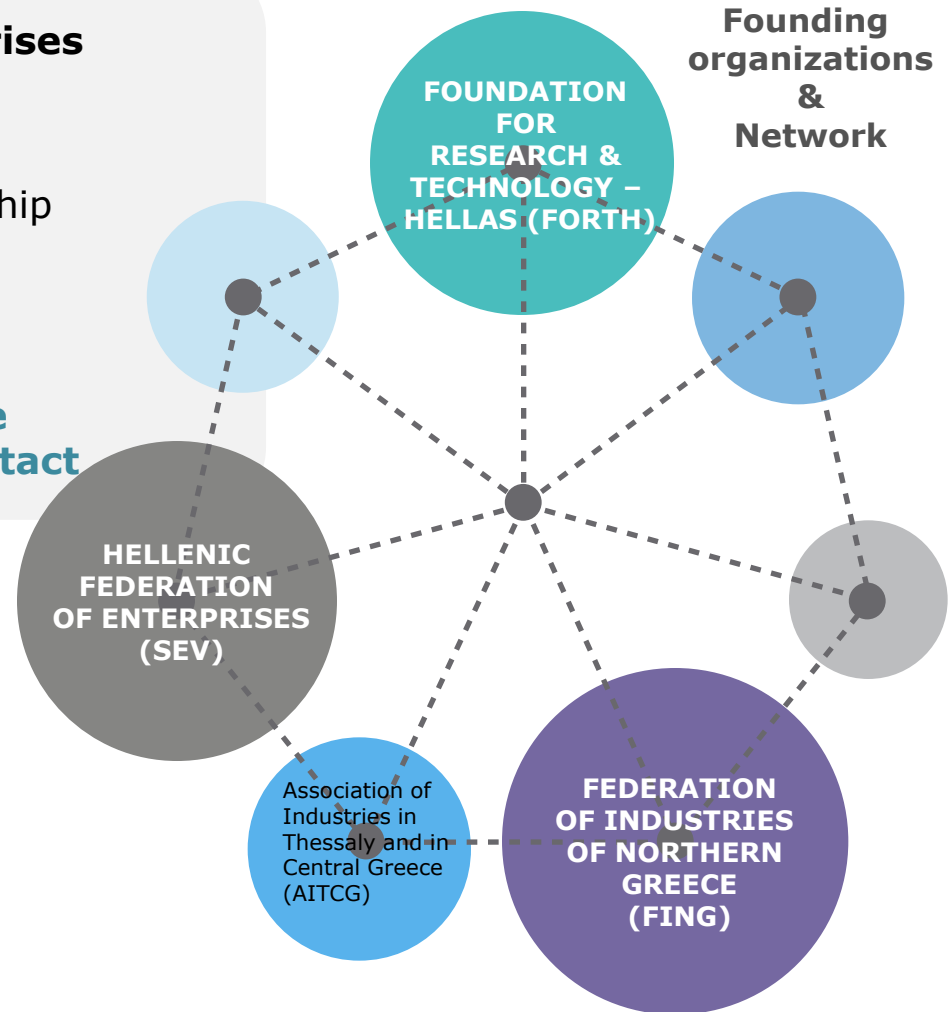


Bringing the gap between research & industry

PRAXI's mission is to make Greek enterprises and laboratories more competitive via

- › the linkage between research and industry
- › the promotion of innovation & entrepreneurship
- › the transnational cooperation

PRAXI is the coordinator of the Enterprise Europe Network in Greece & National Contact Point for "HORIZON 2020"



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FORTH at a glance

- › The most competitive and one of the largest Research Centres in Greece, established in 1983
- › Today it operates under the supervision of the Hellenic Ministry of Education
- › Pioneer in spin-off creation in Greece (one of them is the major telecom services provider in the country)
- › Creator of the first 3 Technology Parks in the country

1

- › Always ranked 1st at the periodic independent evaluations of the Research Centres in Greece

TOP
20

- › Ranked in the top 20 participant REC organisations in FP7 signed grant agreements in terms of counts of participations



Projects

150

EU & National
RTD projects



PhD

250

in progress



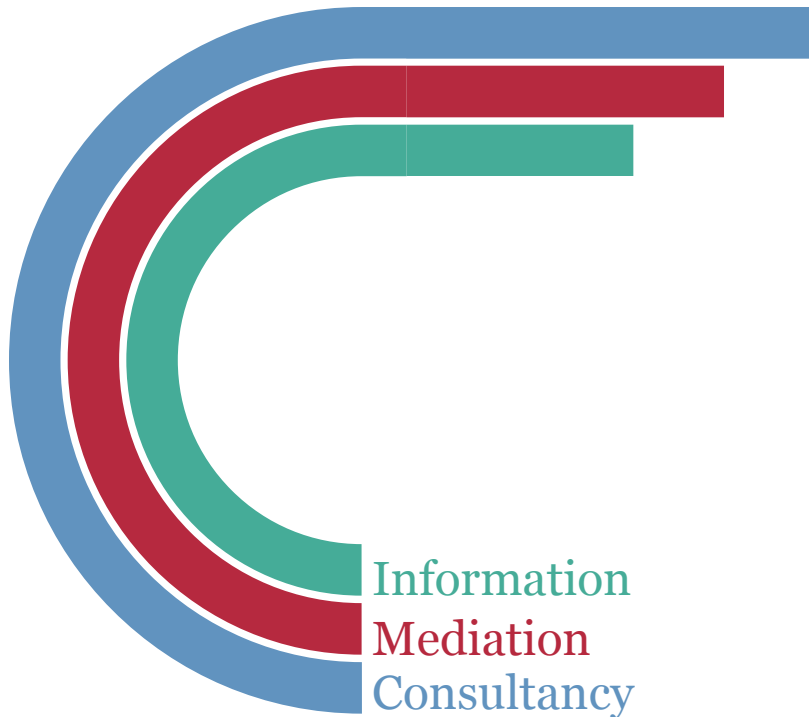
MSc

400

in progress



A complete portfolio of services...



› Technology Marketing

Marketing of Greek technologies abroad and mediation with foreign business partners

› Technology Implementation Planning

Assistance for the commercial exploitation of research results and mediation with industrial and investment firms

› Technology Watch

Identification of specialized technological solutions to match the needs of local enterprises

› RTD Funding Info & Support

Assistance for best use of national and European funding programs

› Added value ad-hoc services

advice on IP strategy | spin-off creation | licensing agreements | facilitation of clusters | operation & restructuring of technology parks



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3 main pillars ... 3 powerful networks ...



Member of the Enterprise Europe Network, the largest business support and technology transfer network in Europe



National Contact Point in Greece for the Framework Programs & participation in all related NCP networks
National Contact Point in Greece for the Framework Programs & participation in all related NCP networks



Strong International Cooperation Unit

- Considerable experience and a long record of providing customised services to organisations in third countries for setting up innovation related services
- Coordinating/participating in EU projects around the world
- Mentoring services & training workshops on FP & innovation strategy in South Eastern Europe, China, Central & Latin America, South Africa, Gulf.





Activities & Achievements

- › **Mediation** for ~20 commercial / technological / research transnational agreements per year
- › Provision of **high added value innovation support services** in more than 350 enterprises per year
- › Organisation / Participation of more than **20 brokerage events** per year
- › Having supported about **1/3 of the spin-off companies** that have been created in Greece
- › Setting-up and animation of the **Hellenic Bio Cluster (HBio)**, the first ever Life Sciences business cluster in Greece, and the Hellenic Photonics Cluster
- › Co-organising the **International Venture Capital Forum**, the leading event for venture capital in SE Europe for supporting ambitious entrepreneurs, business oriented researchers, spin-off and start-up companies to access Venture Capital (~100 business plans and 200 meetings per year)
- › Operation of the Industry Liaison Office of the Foundation for Research and Technology – Hellas, the most competitive Research Centre in Greece
- › Private contracts with TT Offices of Universities and Research Institutes for the provision of internationalization and other added value services



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Financing our endeavours



- › Praxi employees 20 full time experts
 - › Annual budget ~ 1 Meuro (80% personnel)
-
- Participation in European SME and RTO support networks, funded by EC
 - Participation in INCO projects – knowhow transfer to non EU state organisations
 - Participation in TT/RTD projects as partners or subcontractors
 - Privately funded contracts for TT services (technology watch, technology business planning, RTD intelligence reports, etc)



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networking research
technology transfer
μεταφορά τεχνολογίας
έρευνα
εξωστρέφεια
internationalisation



Χρηματοδοτικές Ευκαιρίες για start ups



Financial Instruments for SMEs



What is available?

Programme	Type	Amount
Social Change & Innovation	Microfinance	< €25.000
	Investments	< €500.000
COSME	Guarantees	< €150.000
	Equity	
Creative Europe	Guarantees	
InnovFin (Horizon 2020)	Guarantees	€25.000 - €7.500.000
	Equity	
Private Finance for Energy Efficiency	Loans	< €5.000.000
Natural Capital Financing Facility	Loans, equity	€5.000.000 - €15.000.000
European Investment Bank, European Investment Fund, European Structural and Investment Funds, European Fund for Strategic Investments	Loans, guarantees, equity	

Who is eligible for EU funding?

Start-ups | Entrepreneurs | Businesses

=> **any size/ any sector**



Focus	Size of company		
	Micro	SMEs	Small mid caps
Micro-enterprises	✓		
Social enterprises	✓	✓	
General	✓	✓	
Growth, expansion stage	✓	✓	
Cultural and creative sector	✓	✓	
Research, development, innovation	✓	✓	✓
Start-up, early stage	✓	✓	✓
Energy efficiency	✓	✓	✓
Preservation of natural capital, climate change	✓	✓	✓
General	✓	✓	✓



Structure of guidance

Basic Principles & Concept of Synergies and Cumulation

Recommendations for policy-makers and implementing bodies for strategy development, programme design and implementation mechanisms; Overview of Commission support (SWD(2014)205 final)

Annex 1

Explanations by programme

(differences, opportunities, management principles)

- ESIF & Cohesion Policy
- Horizon2020
- COSME
- Erasmus+
- CEF digital services
- Creative Europe

Annex 2

Scenarios & hands-on advice for policy-designers & implementers by project format

(also interesting for beneficiaries)

1. Horizon2020
 - Standard R&I projects
 - ERA Chairs, Teaming & Twinning
 - Marie Skłodowska-Curie researchers' mobility
 - ERA-NETs, Joint Programming Initiatives, Art. 185 initiatives and Art. 187 Joint Technology Initiatives
 - EIT / Knowledge and Innovation Communities
 - Research Infrastructures
 - Pre-Commercial Procurement and Public Procurement of Innovative Solutions
 - Innovation in SMEs
2. COSME – Enterprise Europe Network
3. ERASMUS+ - mobility, Knowledge & skills alliances
4. Creative Europe –innovation in& with Creative Industries
5. CEF - Digital Services Platforms – e-government interop.

Guidance on synergies among and with financial instruments:

short reference guide for Managing Authorities.

See:

http://ec.europa.eu/regional_policy/thefunds/fin_instrument/index_en.cfm

Modernisation of EU State aid frameworks:

See:

http://ec.europa.eu/competition/state_aid/modernisation/index_en.html



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Guidance for end beneficiaries

http://ec.europa.eu/contracts_grants/pdf/synergies_beneficiaries_en.pdf



Multi Annual Programs (2014-2020)

1. Smart & inclusive growth (€451 billion)



2. Sustainable growth, natural resources (€373 billion)

3. Security and citizenship (€16 billion)

4. Global Europe (€58 billion)

5. Administration (€61.6 billion)



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H2020

Three priorities

**Excellent
science**

**Industrial
leadership**

**Societal
challenges**



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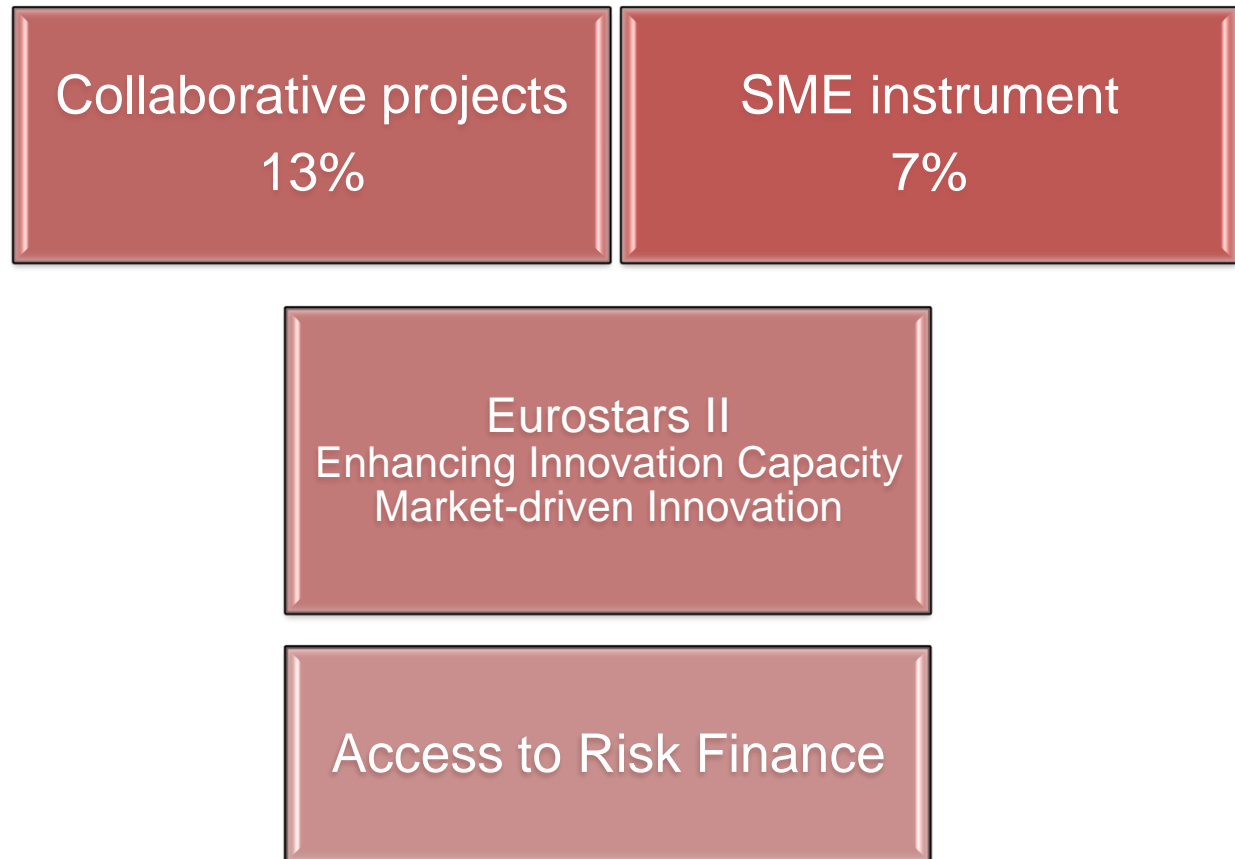
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SME support: integrated approach



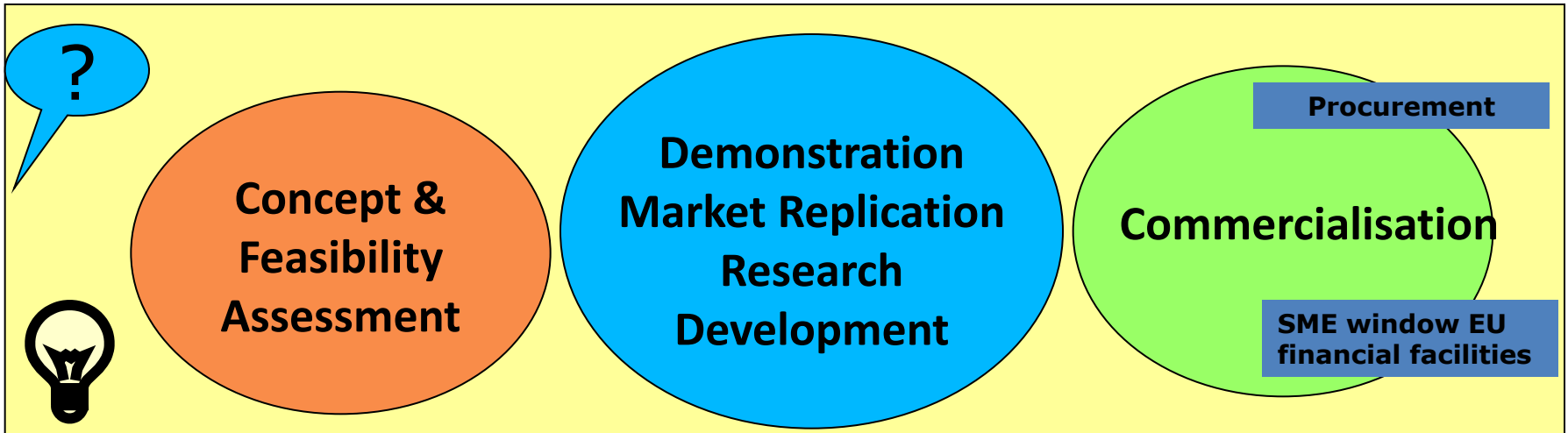
**20 %
budgetary
target in
LEITs & SC**

**'Innovation
in SMEs'**





SME instrument



IDEA

business coaching throughout the project

MARKET

network

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Phase 1: Concept and feasibility assessment

Input: Idea/Concept: "Business Plan 1" (~ 10 pages)
10% budget

Activities:

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

10-15% success

Output: elaborated "Business plan 2"

Lump sum: 50.000 €
~ 6 months

Phase 2: R&D, demonstration, market replication

Input: "Business plan 2" plus description of activities under Phase 2 (~ 30 pages)
90% budget

Activities:

Development, prototyping, testing, piloting, miniaturisation, scaling-up, market replication, research

~ 50 success

Output: "investor-ready Business plan 3"

1-2.5 M€ EC funding
~ 12 to 24 months

Phase 3 & coaching ~ 2% budget

Phase 3: Commercialisation

Promote instrument as quality label for successful projects

Facilitate access to private finance

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

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

Possible connection to public procurement activities

No direct funding



Στατιστικά για την Ελλάδα



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Fast Track to Innovation

Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

PREPARE YOUR PROPOSAL

Build your industry-intensive consortium*
minimum 3 partners - maximum 5 partners
(all based in the EU and / or in Horizon 2020
associated countries)

Proposal



Outstanding Business Innovation Concept
(high-readiness level / TRL 6, meaning
demonstrated in a relevant environment)

Continuous open call
until end 2016

6 months time-to-grant

DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D
Demonstration
Market-Oriented
R&D
to Market-Mature Innovation

12-24 months for implementation

HIT THE MARKET!

Start your commercial activities



The Market
Market-Maturity to Market
Launch



Market-ready result
(finished product, service,
process/ TRL 9)

At most 36 months from grant to market



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Fast Track to Innovation

Φιλοσοφία προγράμματος: Έξοδος στη Αγορά άμεσα

Στόχοι:

- Μείωση χρόνου από την ιδέα στην αγορά
- Ενθάρρυνση πρώτων συμμετοχών
- Αύξηση των επενδύσεων του ιδιωτικού τομέα στην έρευνα και την καινοτομία



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Fast Track to Innovation

Χρηματοδότηση

- € 100+100 εκατ. για 2 χρόνια (2015-2016)
- 1-3 εκ. για κάθε πρόταση (70% χρηματοδότηση, 100% για μη-κερδοσκοπικούς οργανισμούς)
- 3 cut-off dates
 - 29/4/2015
 - 1/9/2015
 - 1/12/2015





Fast Track to Innovation

Διαφορές FTI και SME Instrument

SME Instrument	FTI
Μόνο για SMEs	Όλες οι εταιρείες + Ερευνητικοί οργανισμοί
Δυνατή συμμετοχή μόνο 1 SME	Κοινοπραξία έως 5 εταίρων
Θεματική κατάθεση	Bottom up
Καμία υποχρέωση στο τέλος	Υποχρέωση για έξοδο στην αγορά εντός 3 έτων
3 Φάσεις και υποστήριξη	Υποστήριξη αλλά όχι coaching



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EUREKA member countries

Austria
Belgium
Croatia
Cyprus
Czech Republic
Denmark

Estonia
European Union
Finland
France
Former Yugoslav Republic
of Macedonia
Germany
Greece
Hungary
Iceland
Ireland
Israel
Italy
Latvia
Lithuania
Luxembourg

Malta
Monaco
The Netherlands
Norway
Poland
Portugal
Romania
Russian Federation
San Marino
Serbia
Slovakia
Slovenia
Spain
Sweden
Switzerland
Turkey
Ukraine
United Kingdom





The Eurostars Programme

- > The Eurostars Programme is the first European funding and support programme to be specifically dedicated to R&D performing SMEs.

A joint programme (from 2014-2020), combining:

- National R&D programmes from 31 participating countries
(300+ million euro already committed)
- H2020 (+/-100 million euro committed)
- EUREKA Secretariat
(20+ years of experience in coordination of national R&D programmes)



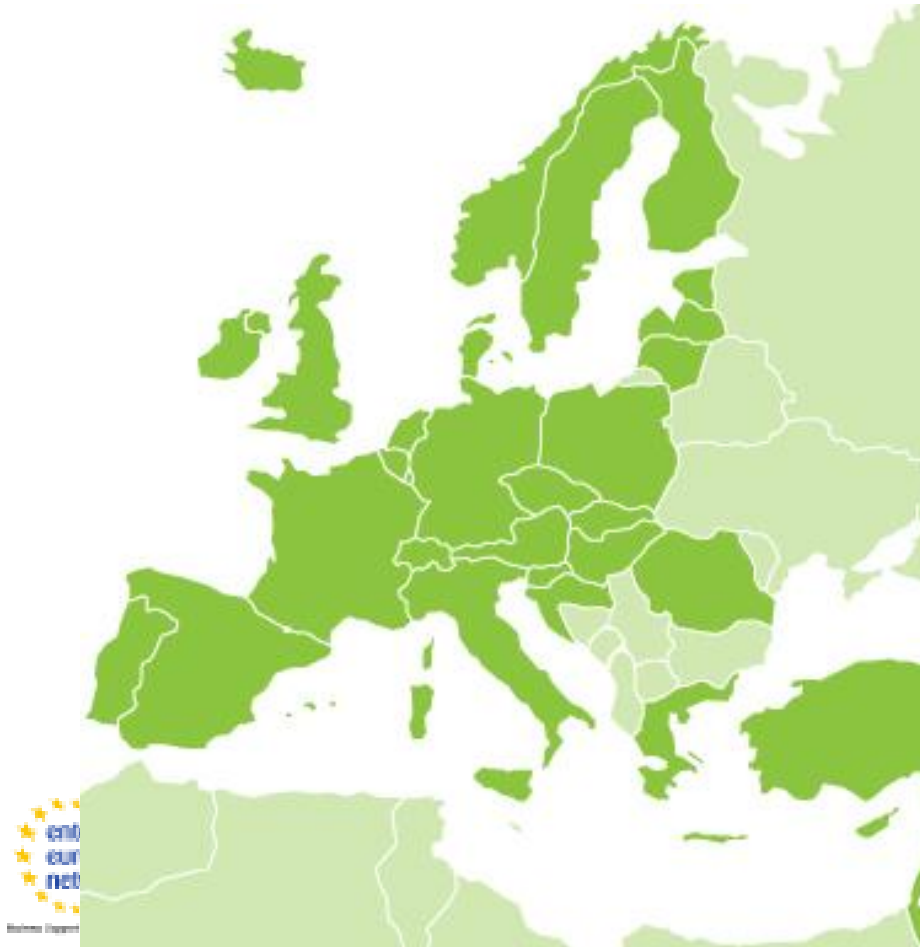
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Eurostars participating countries



Austria	Latvia
Belgium	Lithuania
Croatia	Luxembourg
Cyprus	The Netherlands
Czech Republic	Norway
Denmark	Poland
Estonia	Portugal
Finland	Romania
France	Slovakia
Germany	Slovenia
Greece	Spain
Hungary	Sweden
Iceland	Switzerland
Ireland	Turkey
Israel	United Kingdom
Italy	



Eurostars Projects : Eligibility

- Consortium leader is an **R&D-performing SME***
- At least 2 participants from Eurostars countries
- Project duration is no more than 36 months
- Market introduction is foreseen within 2 years after project completion
- The research-performing SMEs undertake minimum 50% of total R&D cost
- Well-balanced partnership, with no single country responsible for more than 75% of the project costs
- No restriction on thematic area and project managed from the bottom up



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* *EU SME definition and 10% FTE or turnover dedicated to R&D*

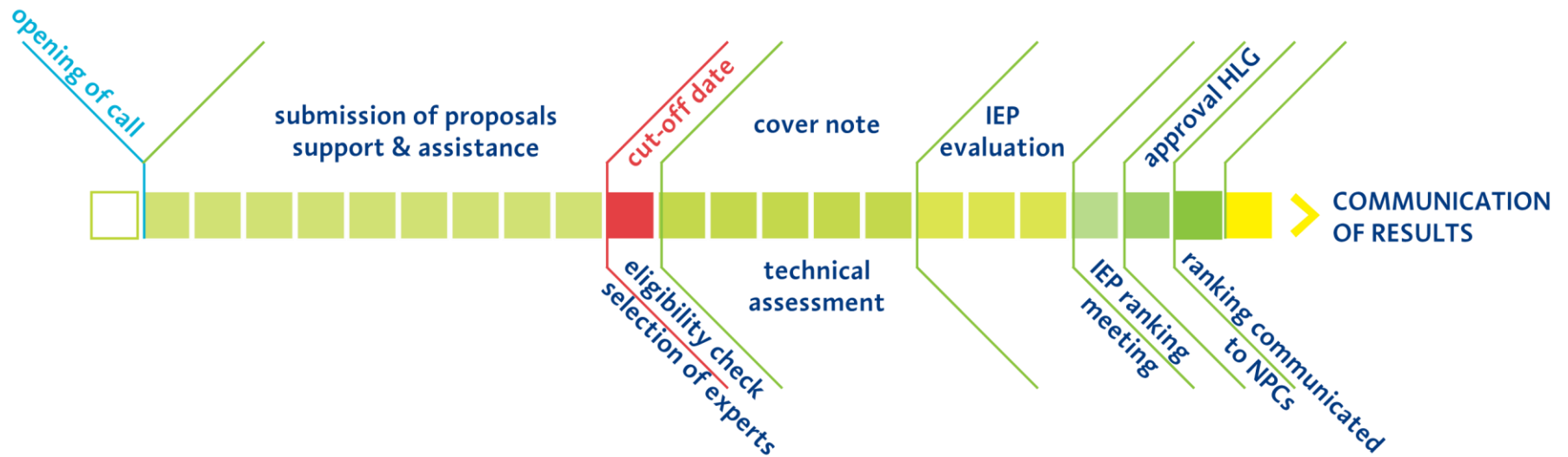


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Central evaluation process

14 weeks from cut-off date to communications of results





InnovFin Product Overview



SMEs	Mid-Caps	Large Caps	Thematic Finance	Advisory
InnovFin SME Guarantee	InnovFin MidCap Guarantee	InnovFin Large Projects	InnovFin Energy Demo Projects	InnovFin Advisory
InnovFin SME Venture Capital	InnovFin MidCap Growth Finance		InnovFin Infectious Diseases	
SMEs and small Mid-Caps < 500 Employees	Mid-Caps < 3,000 Employees	Large Caps Typically > 3,000 Employees	SPV, Mid-Caps and Large Caps	Public and Private Sector Promoters
Intermediated SME/Mid-Cap Financing	Intermediated and/or direct Corporate lending	Direct Corporate Lending	Project Finance and/or Direct Corporate Lending	Financial Advisory



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InnovFin SME Guarantee: Signed (Counter-)Guarantee Agreements (as of 31/08/2015)

#	Financial Intermediary	Country	Type of Guarantee	Guarantee Amount (EURm)	Portfolio Amount (EURm)
1	Vaeksfonden	Denmark	Direct	67.5	135.0
2	Bankinter	Spain	Direct	100.0	200.0
3	Banco BPI	Portugal	Direct	100.0	200.0
4	Almi	Sweden	Direct	66.0	132.0
5	AWS	Austria	Counter	48.0	96.0
6	LHV	Estonia	Direct	25.0	50.0
7	Ceska sporitelna	Czech Republic	Direct	50.0	100.0
8	Komerčni	Czech Republic	Direct	75.0	150.0
9	Anthilia Capital Partners	Italy	Direct	25.0	50.0
10	Bpifrance fin.	France	Direct	200.0	400.0
11	Bürgschaftsbank	Germany	Counter	17.5	35.0
12	L-Bank	Germany	Counter	20.0	40.0
13	Belfius	Belgium	Direct	50.0	100.0
14	DB	Germany	Direct	150.0	300.0
15	ING Luxembourg	Luxembourg	Direct	25.0	50.0
16	Bank of Ireland	Ireland	Direct	50.0	100.0
17	Idea Bank SA	Poland	Direct	10.0	20.0
18	Santander UK	United Kingdom	Direct	70.0	140.0
19	Credito Emiliano	Italy	Direct	110.0	220.0
20	BIL	Luxembourg	Direct	30.0	60.0
21	BPER	Italy	Direct	50.0	100.0
Total				1,339	2,678

- Very strong demand from the market leveraging on FP7 RSI
- 15 countries targeted



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EU Investment Plan: 3 pillars

1. MOBILISING FINANCE FOR INVESTMENT

- Boost investment in strategic projects and access to finance via the European Fund for Strategic Investments (EFSI) within EIB/EIF
- Cooperation with National Promotional Banks and the EIB

2. MAKING FINANCE REACH THE REAL ECONOMY

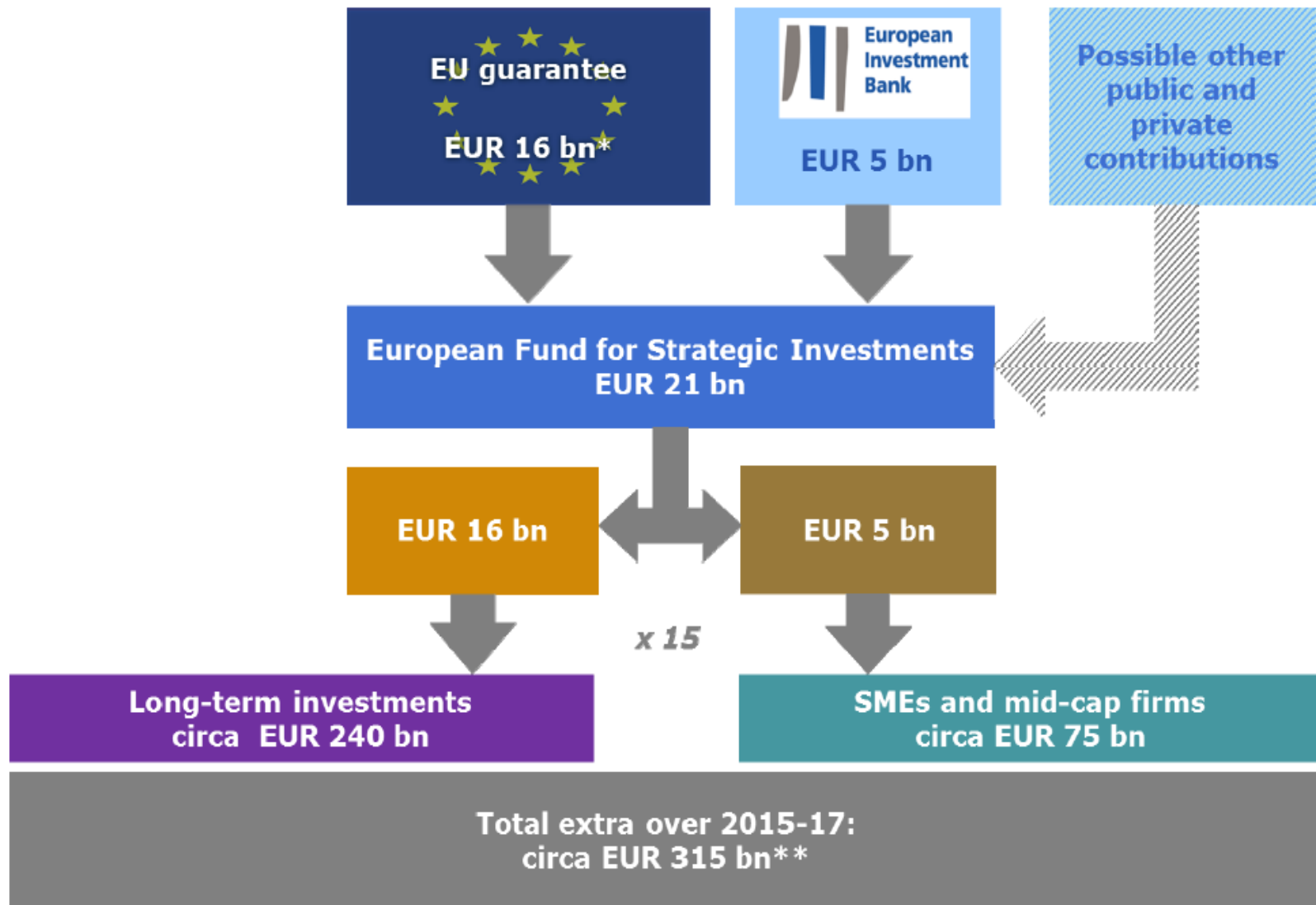
- European Investment Project Portal
- European Investment Advisory Hub: technical assistance



3. IMPROVED INVESTMENT ENVIRONMENT

- Predictability and quality of regulation
- Removing non-financial, regulatory barriers in key sectors within EU Single Market
- Structural reforms at national level

Graph 2. The new European Fund for Strategic Investments – initial construction (EU alone)



* 50% guarantee = EUR 8 bn from Connecting Europe Facility (3.3), Horizon 2020 (2.7) and budget margin (2)

** Net of the initial EU contributions used as guarantee: EUR 307 bn



COSME 2014-2020

2,5 Billion Euros

Facilitating access to finance for Small and Medium-sized Enterprises (SME's)

Creating an environment favorable to business creation and growth

Encouraging an entrepreneurial culture in Europe

Increasing the sustainable competitiveness of EU companies

Helping small businesses operate outside their home countries and improving their access to markets



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New Financial Instruments

Microcredit

Personal
loans

ESF

Student
loans

Social
entrepreneurship



ΕΣΠΑ 2007-2013
ΓΙΑ ΕΡΕΥΝΑ ΚΑΙ
ΚΑΙΝΟΤΟΜΙΑ


ΠΡΟΓΡΑΜΜΑΤΑ ΓΙΑ ΕΠΙΧΕΙΡΗΣΕΙΣ



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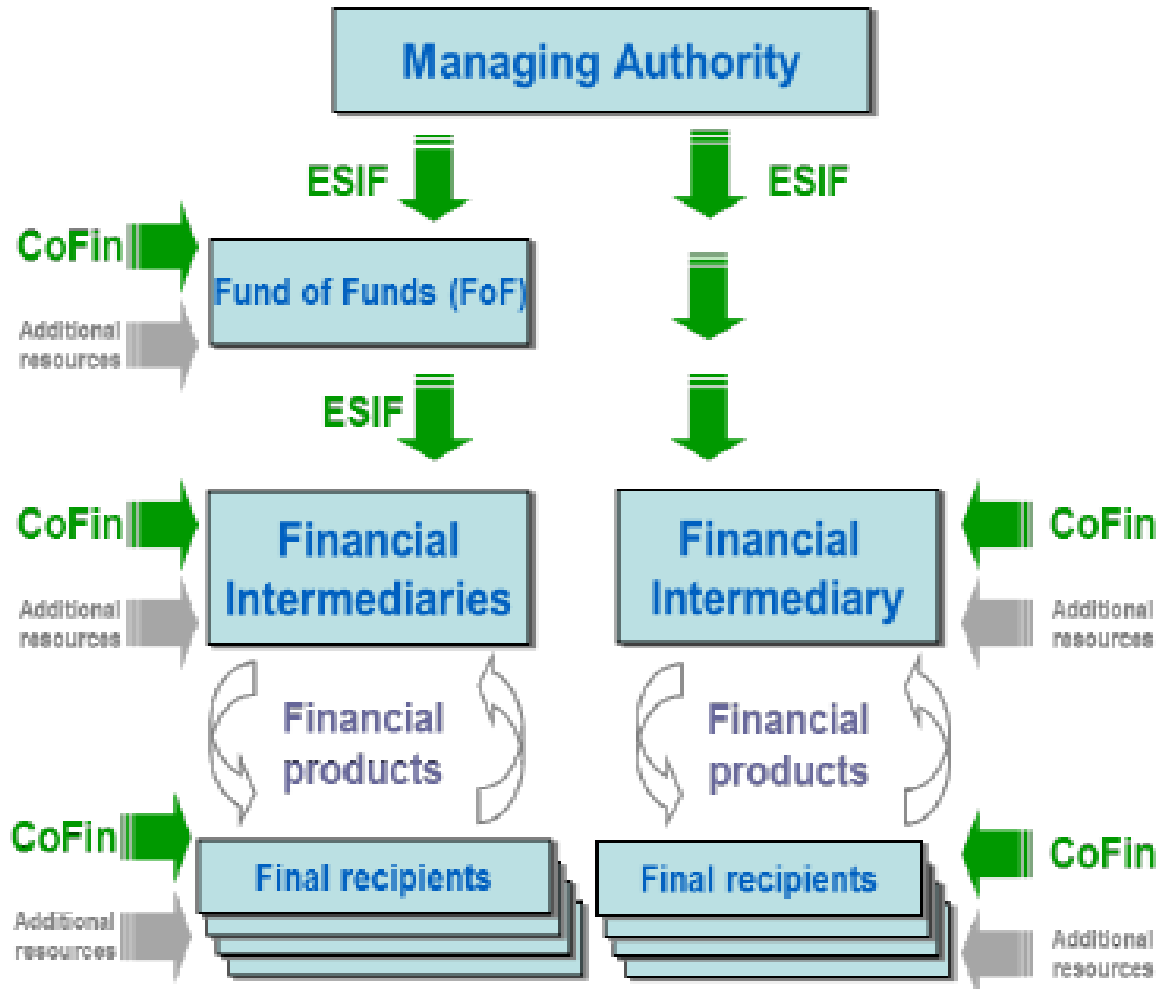


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ΔΡΑΣΗ	ΔΗΜΟΣΙΑ ΔΑΠΑΝΗ ΕΓΚΕΚΡΙΜΕΝΟ Υ Π/Υ	ΑΡΙΘΜΟΣ ΕΡΓΩΝ	ΑΡΙΘΜΟΣ ΦΟΡΕΩΝ	ΑΡΙΘΜΟΣ ΕΠΙΧΕΙΡΗΣΕΩΝ
ΣΥΝΕΡΓΑΣΙΑ 2009	92.139.637	154	667	296
ΣΥΝΕΡΓΑΣΙΑ 2011	107.900.797	138	687	363
ΥΠΟΣΤΗΡΙΞΗ ΝΕΩΝ ΜΜΕ	7.798.630	69	69	69
ΥΠΟΣΤΗΡΙΞΗ ΟΜΑΔΩΝ ΜΜΕ	14.442.639	51	165	165
ΝΕΕΣ ΚΑΙΝΟΤΟΜΕΣ ΕΠΙΧΕΙΡΗΣΕΙΣ	14.234.532	38	38	38
 ΚΟΥΠΟΝΙΑ ΚΑΙΝΟΤΟΜΙΑΣ	2.901.200	415	415	415
ΣΥΝΟΛΟ	239.417.435	864	2041	1346



Επενδυτικό Ταμείο για την έρευνα





ΕΥΧΑΡΙΣΤΟΥΜΕ ΓΙΑ ΤΗ
ΠΡΟΣΟΧΗ ΣΑΣ

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