

# Equity Free Funding Opportunities: SME Instrument and Cascade Funding

Sanyu Karani, IoT Week 20/06/2019





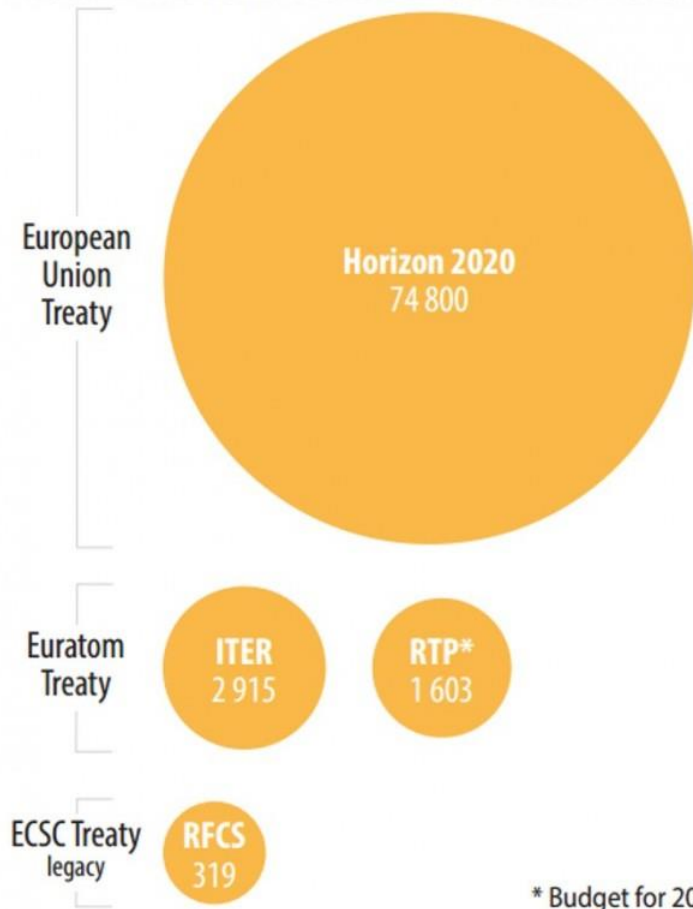
# TRAPPIST-1 System



European Commissioner for Research, Science and Innovation **Carlos Moedas**:

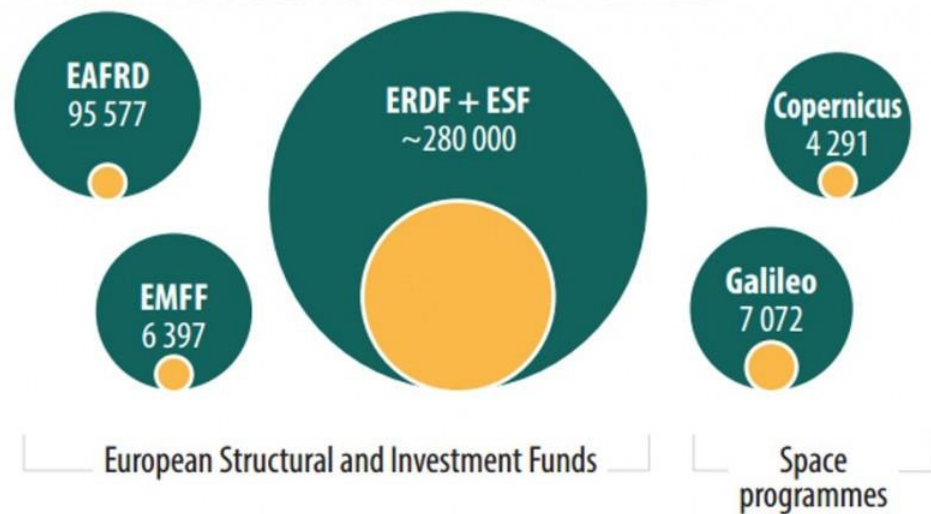
*"This ground breaking discovery shows that international collaboration and the crucial support from European Commission take us closer to one of the most fascinating quests to find life beyond our solar system. Congratulations to Belgian Michaël Gillon and his international team. Thanks to the EU funding through the European Research Council, he has paved the way to this revolutionary discovery"*

## PROGRAMMES FULLY DEDICATED TO SUPPORTING R&I ACTIVITIES



\* Budget for 2014-2018

## PROGRAMMES INCLUDING FUNDS FOR R&I ACTIVITIES

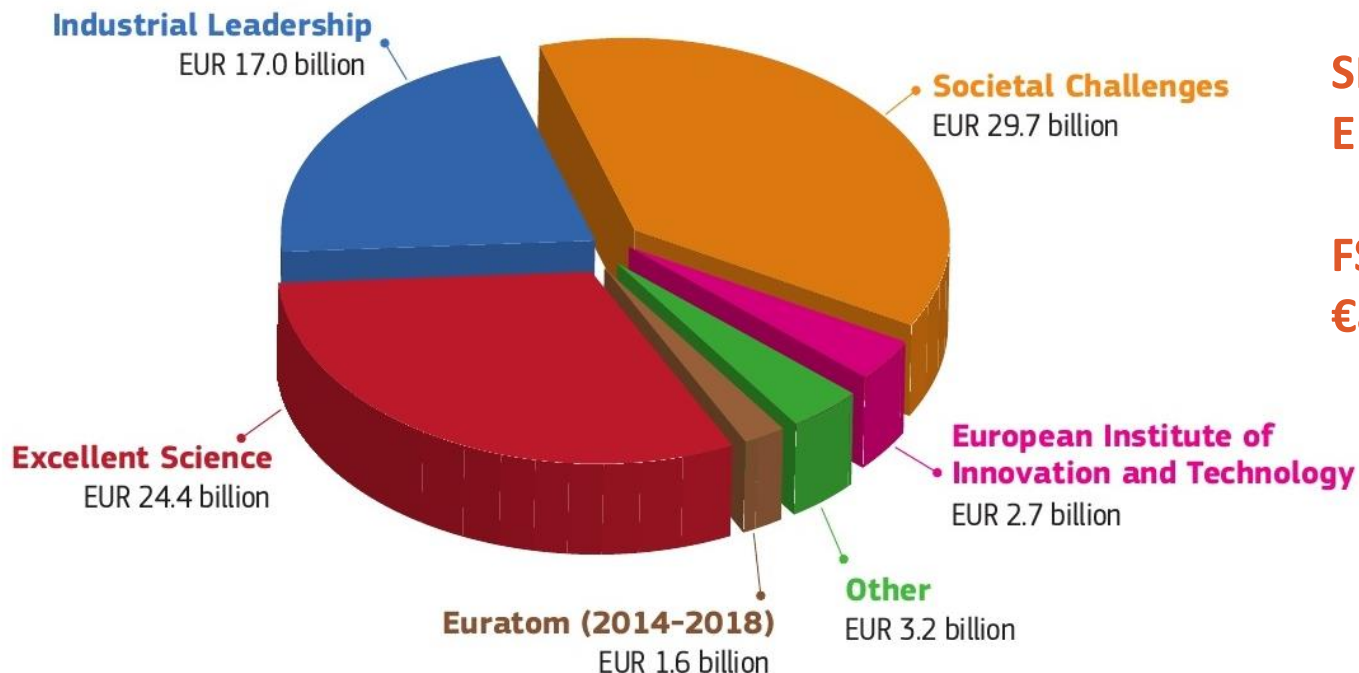


## PROGRAMMES CONNECTED TO R&I ACTIVITIES



**FundingBox**

# Horizon 2020



**SME Instrument:**  
**EUR 3 billion**

**FSTP or Cascade Funding:**  
**€800 million**

# Horizon 2020 SME Instrument

Looking for Europe's next innovation leader

As part of the Horizon 2020 programme the SME Instrument will invest almost **€ 3 billion in 7500 projects** by 2020 in highly innovative small and medium-sized businesses.

## FUNDING

The SME Instrument is an open call with four cut-off dates per year for each Phase.

### PHASE1

**Concept & feasibility study**  
Idea to concept

The European Union will provide  
**€50 000** in funding

Get results in **2 months** and  
funding in **4 months**



### PHASE2

**Demonstration, market replication, R&D and product development**

Concept to Market-Maturity

The EU may contribute 70% of total project cost, between **€0.5 and €2.5 million\***

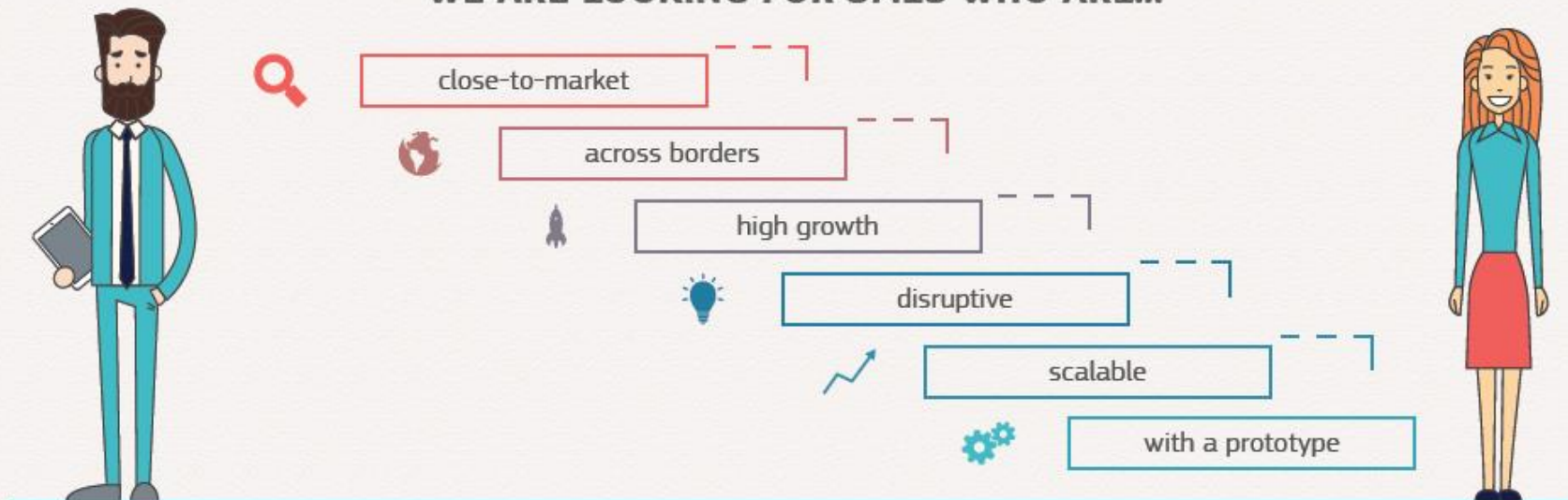
Get results in **4 months** and  
get funding in **8 months**



## BUSINESS SUPPORT for market launch

Participants at both phases will receive world-class **coaching** benefit from **networking opportunities** with top level investors and potential partners and get support to **launch their product** on European and international markets.

## WE ARE LOOKING FOR SMES WHO ARE...



## EVALUATION

Under the SME Instrument grant proposals are evaluated by 4 independent experts, on the basis of three award criteria

### EXCELLENCE

Your project has high innovation potential and is beyond the state of the art.

### IMPACT

Your innovation meets the pressing need of European and global markets

### IMPLEMENTATION

Your work plan is coherent and efficient.

# Cut off dates & Success Rate

## Phase 1

05 September 2019

06 November 2019

8,4% Success Rate

## Phase 2

05 June 2019

09 October 2019

4 more dates in 2020

TBC

5,5% Success Rate

Source, European Commission:

[https://ec.europa.eu/easme/sites/easme-site/files/accelerating\\_innovation\\_in\\_europe\\_horizon\\_2020\\_smei\\_impact\\_report.pdf](https://ec.europa.eu/easme/sites/easme-site/files/accelerating_innovation_in_europe_horizon_2020_smei_impact_report.pdf)



**FundingBox**



# Cascade Funding or FSTP

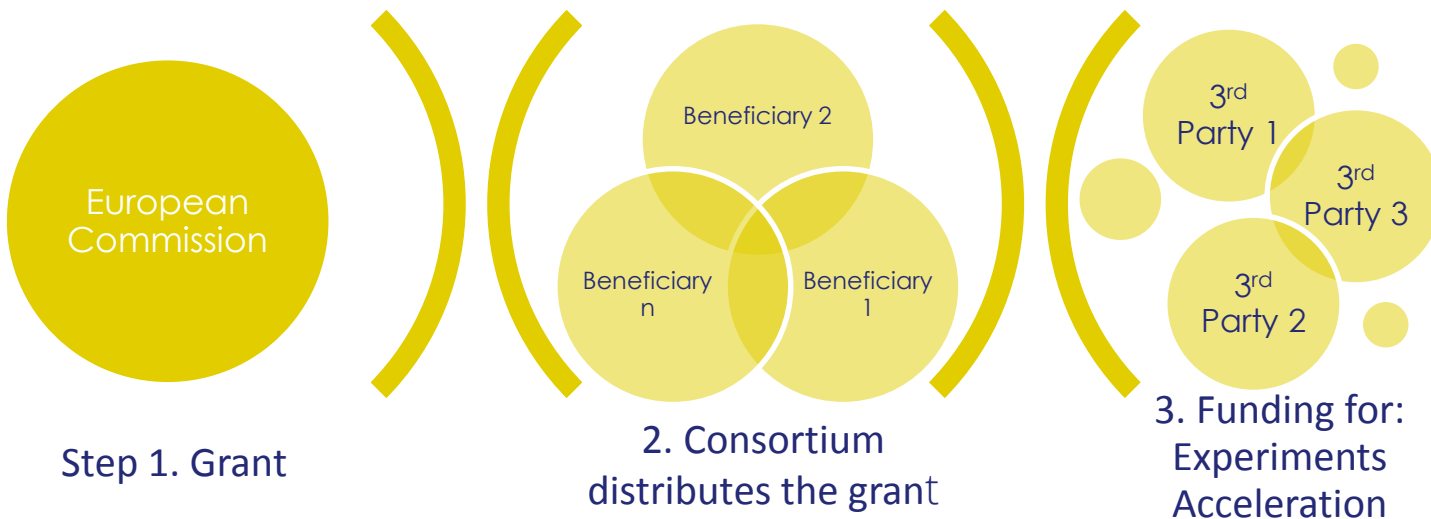
European Commission  
Horizon 2020



Projects  
Consortium



Third parties: SMEs,  
startups, ...



# Cascade Funding

Open calls, competitive calls for proposals within EU Projects to integrate more participants via pilots, extensions and/or acceleration incubation

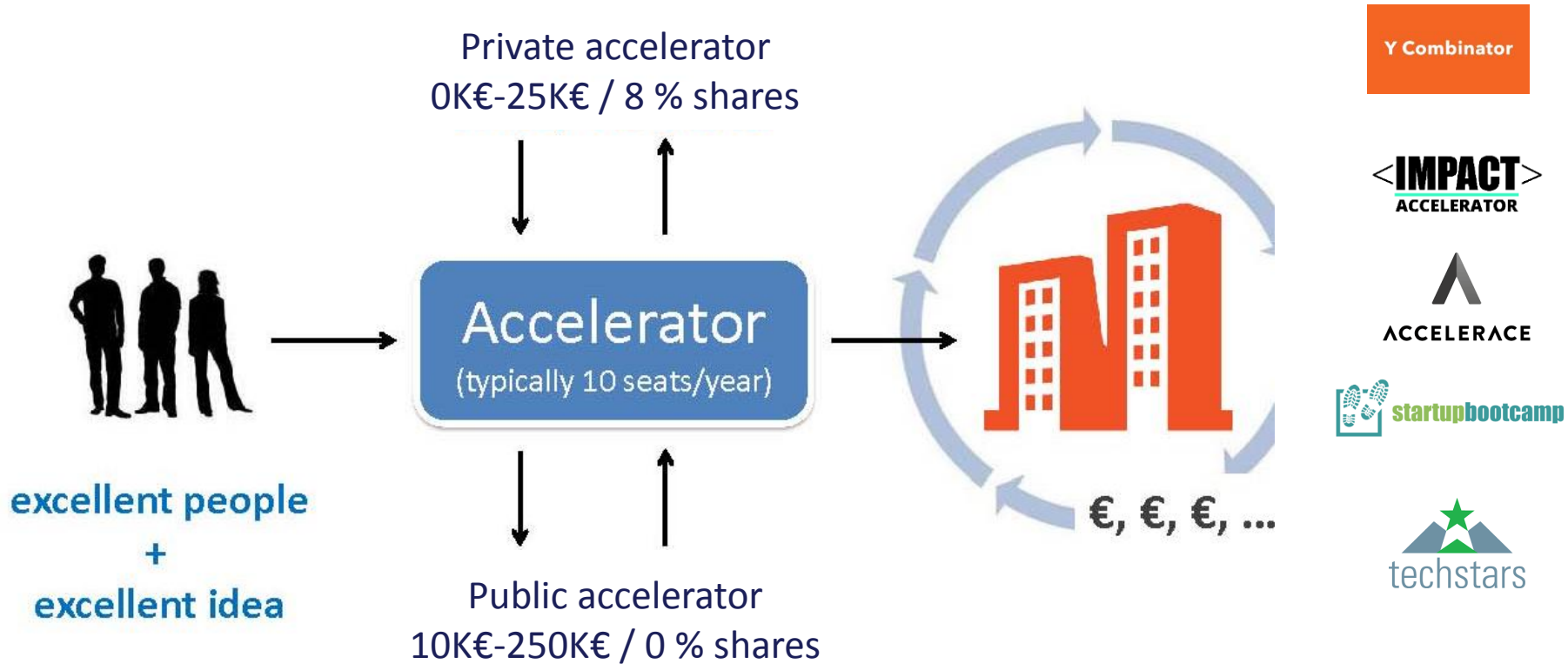
**1** **Equity free funding**  
Typically from  
€ 10 K - € 250 K

**2** **Services**  
Mentoring, Training,  
Access investment  
Internationalization

**Easy to apply funding**

**Easy to justify funding**

# Acceleration Program



# Cascade Funding

## Main initiatives distributing Cascade Funding



# Cascade Funding

## Main initiatives distributing Cascade Funding

Future Internet / Next Generation Internet

Smartisation

Industry 4.0

Internet of Things (IoT)

Robotics

Big Data

Photonics

Innovation throughout value chains

The nexus between creativity and technology  **FundingBox**

# Cascade Funding

40+ Calls distributing Cascade Funding



Innovations  
Value  
Chains



SYNCHRONICITY



interiot



**FundingBox**

# TECH SUPPORT FROM ROBOTICS CHAMPIONS





## FundingBox Equity-free Programmes and Open Calls

The way [cascade funding](#) gets to you

https://fundingbox.com/c/fundingbox-community

Aplicaciones 2 IMPACT GROWTH 2\_ROBOT\_UNION - G URGENT Review IMPACT G RobotU DK Eventos Biz Dev FBOX Otros proyectos

### Community Spaces

#### EU Projects Partner Search

Last message: a day ago

Find partners for your projects, it can be for a EU project it can be for any kind, you name it. Do not get lost in...

#### Funding Opportunities

Last message: a day ago

News, calls, events, all about how and where to find funding sources for your projects

#### Entrepreneurs Lounge

Last message: 2 months ago

This is a Space to provide innovators and entrepreneurs with content of their interest. It can be advice and tip...

[See Time]

Community directory



## Fundingbox Community

FundingBox is #FundingGrowth. FundingBox is



Join the community: [fundingbox.com/c/fundingbox-community](https://fundingbox.com/c/fundingbox-community)

# Thank you

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**AI4EU : An AI on-demand  
platform and ecosystem**

**Equity Free Funding Programs**

**Roi Rodríguez (FundingBox)**

IoT Week Aarhus June 2019



# A European Ambition



**Mobilize the entire European AI community** to make AI promises real for the European Society and Economy.

Create a leading **collaborative AI European platform** to nurture economic growth.

Based on 5 Research Areas



# Consortium members



# AI4EU in a nutshell



**€ 20 M**  
**Project**

**€3 M**  
**Cascade Funding**

### AI Prototypes: Individuals

Up to 30K equity free  
4 months support program  
Up to 50 beneficiaries

### Tech Transfer Experiments: Scaleups

Up to 180K equity free  
9 months support program  
Up to 20 beneficiaries

## Tech Transfer Experiments



**UP TO  
€180K  
EQUITY FREE  
FUNDING**

**UP TO  
€1M  
PRIVATE  
INVESTMENT**

# Tech Transfer Experiments Value Proposition

Mentoring

World  
Class  
Events

Access to  
public  
investment

Access to  
premier  
class tech



Access to  
private  
investment

World  
Class  
Training

PR  
Exposure

Corporates  
Brokerage

# Tech Transfer Experiments



**9 Months**  
**Online Program**

**20 Start**  
**8 Finish**

# Acceleration Program

UP TO €1 MILLION PRIVATE FUNDING

GO TO MARKET

€60 K  
8 STARTUPS

2 months

PROTOTYPE DEVELOPMENT

€80 K  
14 STARTUPS

4 months

FEASIBILITY STUDY

€40 K  
20 STARTUPS

3 months

## Selection process

X Applicants



25 AI Prototypes / Call 20 startups



ROBOT  
UNION



JURY  
DAY  
SESSION

13-14.9.2018



# **First Open Call**

## **January 2020**

**Stay Tuned! Subscribe to the newsletter**  
**[ai4eu.eu/#newsletter](https://ai4eu.eu/#newsletter)**



Robotics for Inspection  
and Maintenance

**RIMA OPEN CALLS**

**IoT Week Aarhus, June 20th, 2019**

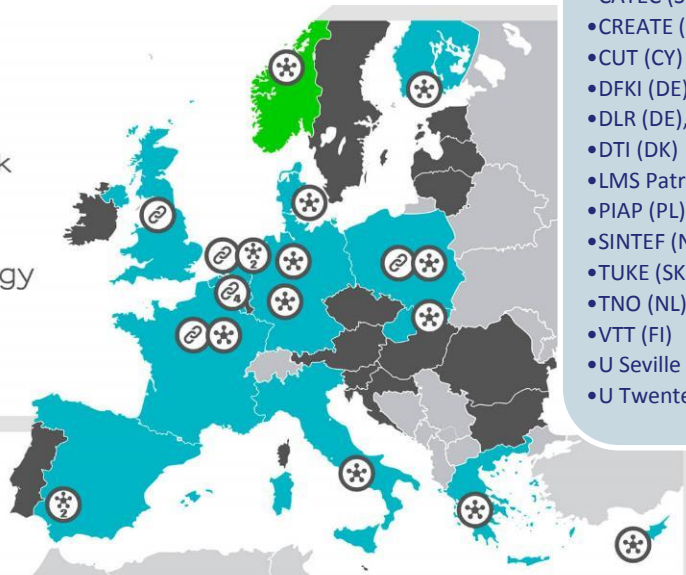
**Roi Rodríguez, FundingBox**

## Overall concept

### BUDGET SHARE

- ▶ 8.1M€ FSTP support to SMEs
- ▶ 16M€ total buget
- ▶ Sustainability model for DIH network

- ▶ 13 DIHs
- ▶ 50 Technology Transfer & Technology Demonstrator experiments
- ▶ Cross border experiments
- ▶ Involving SMEs



### Current DIH (13)

- CEA (FR)
- CATEC (SP)
- CREATE (IT)
- CUT (CY)
- DFKI (DE)
- DLR (DE),
- DTI (DK)
- LMS Patras (GR)
- PIAP (PL)
- SINTEF (NO)
- TUCE (SK)
- TNO (NL)
- VTI (FI)
- U Seville (ES)
- U Twente (NL)

### Facilitator and networking

- FundingBox (PL)
- SprintRobotics (NL)
- U YORK (UK)
- FORATOM (BE)
- FERHL (BE)
- EFNDT (BE)
- WSSTP (BE)
- SYSTEMATIC (FR)

# RIMA in a nutshell

**€ 16 M**

**Project**

**21**

**Partners**

**€8.1 M**

**Cascade  
Funding**

**50**

**Experiments**

# Type of experiments

## Technology Transfer Experiments

Up to 300K equity free

2-3 partners (end user + tech provider)

14 months support program (TRL5-TRL7)

Up to 15 beneficiaries (dev, test and validation)

## Technology Demonstrators

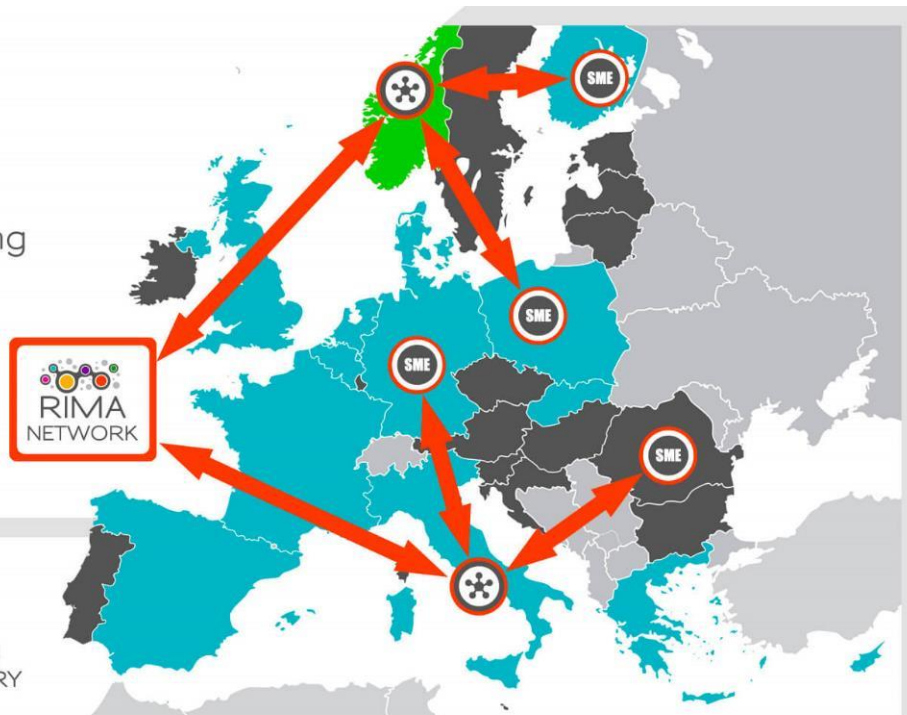
Up to 100K equity free

2 partners (end user + tech provider)

6 months support program (TRL6-TRL7)

Up to 35 beneficiaries (validation)

- ▶ 50 experiments
- ▶ Driven by SME needs
- ▶ Cross border :  
SMEs in two different countries  
engaging with one DIH interacting  
with the network
- ▶ Duration: 6 to 14 months
- ▶ Types: Technology Transfer,  
Technology Demonstrator
- ▶ Funding up to 300k€



## FSTP Principle - Example of experiment consortia



## Energy generation and distribution.

Including off shore and on-shore infrastructure, including renewables, supply infrastructure and generating facilities.



**Water and waste processing;** clean water storage and distribution, waste infrastructure and processing. Covering dams, reservoirs and natural water resources.



**Road infrastructure;** bridges, tunnels, roads etc.



**Rail infrastructure,** including local transport systems such as trams, covering; track and trackside equipment, rolling stock, stations and geo-physical maintenance.



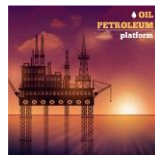
**Transport hubs;** ports, airports and interchanges.



**Cities;** transport, waste management and fixed infrastructure



**Nuclear infrastructure,** including decommissioning, waste disposal, maintenance and life extension.



**Oil and Gas extraction,** refining and distribution infrastructure, including off-shore infrastructure and decommissioning.

# Support Program

**PROOF OF CONCEPT**

€50 K

TE+TD  
4 months

**PROTOTYPE EXPERIMENTATION**

€100 K

TE  
6 months

**PROTOTYPE DEVELOPMENT**

€100 K

TE  
6 months

**FEASIBILITY PLAN**

€50 K

TE+TD  
2 months

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**First Open Call**  
**September 2019**

**Stay Tuned!**  
**[rimanetwork.eu](http://rimanetwork.eu)**