

EUSME Support

Introduction to Eurostars & EIC Accelerator

www.eusme.se/eu-sme-support-in-english



Follow us on LinkedIn®!

<https://www.linkedin.com/company/eusmesupport/>

...the objective is to **increase the number of successful applications** for soft funding from the EU

...subsidized advisory services for Swedish **SME's**

...**nationwide coverage** provided via network across 5 organisations

...**20+ specialist advisors** with expertise in soft funding and experience within innovation, R&D, investment & business development



Coordinated by:



Financed by:



EU-funding for SME's



✓ European Innovation Council (EIC)

✓ Pathfinder

✓ Transition

✓ Accelerator



✓ Eurostars (Eureka)



✓ Innovation Fund



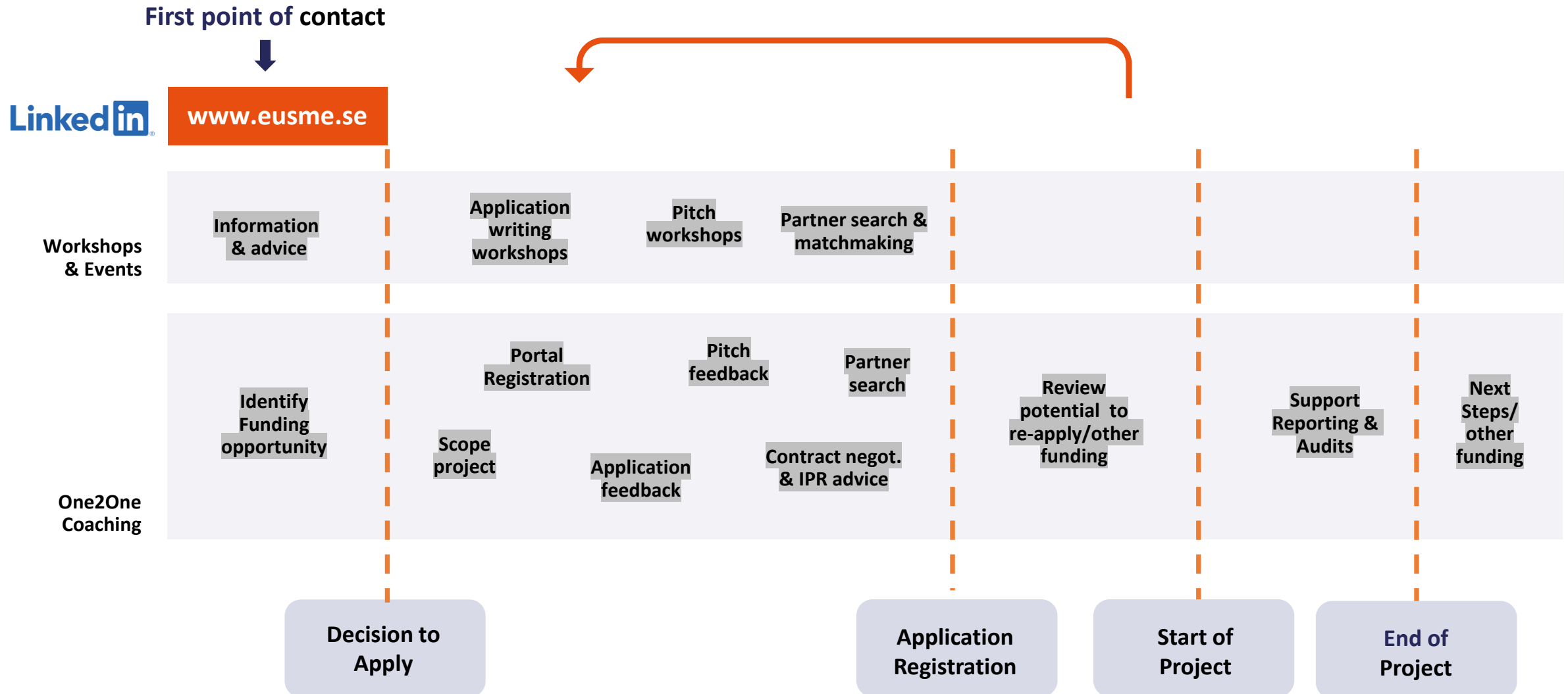
A body of the European Union



To find partners for EU-funded projects, EUSME Support collaborates with **Enterprise Europe Network (EEN)** represented in 60+ countries.



National network & Virtual services



Examples of SME's supported

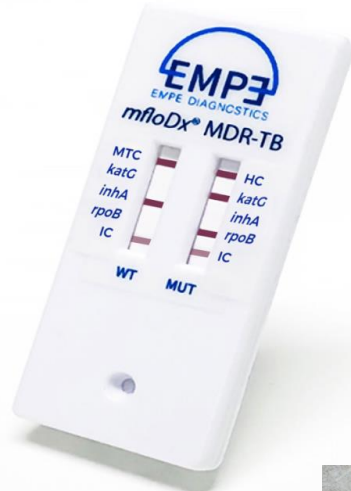


GLEECHI

VirtualGrasp technology makes hand-object interactions more natural.

Developed from over eight years of research in robotics, healthcare and industrial applications, VirtualGrasp (VG) provides freedom to experience more immersive VR experiences.

Through a combination of machine learning algorithms, natural interaction gives participants the ability to freely interact with the virtual training scenario and learn-by-doing.



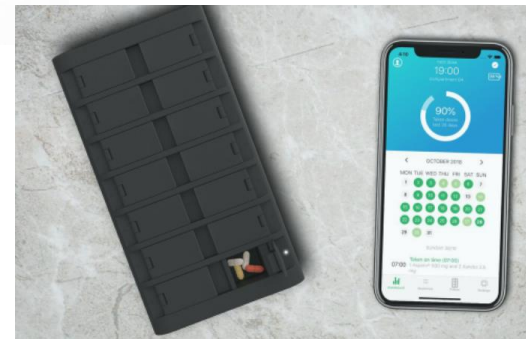
ReLink® by Tada Medical AB

ReLink is an advanced breakaway connector for IV lines, designed to reduce complications and costs associated with accidental disconnection events in healthcare settings, a leading challenge today for patients receiving hospital and home infusions.

Our focus is to develop and commercialise intuitive products designed for unmet clinical needs that add superior value to the healthcare system.

The patented ReLink platform technology ensures delivery of critical fluids safely and efficiently.

Our first product ReLink Care is now CE approved and available for sale.





eu SUPPORT
sme

EU Funding for SME's

Funding & Technology Readiness Levels

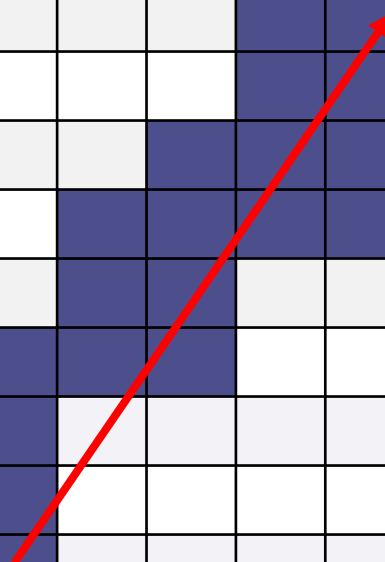
Generic TRL scale applied – focus on objective of funding + evaluation criteria!

| | (Horizon Europé) | EIC Pathfinder | EIC Transition | Eurostars | EIC Accelerator | Innovation Fund | | |
|-----|------------------|----------------|----------------|-----------|-----------------|-----------------|--------------|---|
| | | | | | | | TRL 9 | Actual system proven in operational environment |
| | | | | | | | TRL 8 | System complete and qualified |
| | | | | | | | TRL 7 | System prototype demonstration in operational environment |
| IA | | | | | | | TRL 6 | Technology demonstrated in relevant environment |
| | | | | | | | TRL 5 | Technology validated in relevant environment |
| | | | | | | | TRL 4 | Technology validated in lab |
| RIA | | | | | | | TRL 3 | Experimental proof of concept |
| | | | | | | | TRL 2 | Technology concept formulated |
| | | | | | | | TRL 1 | Basic principles observed |

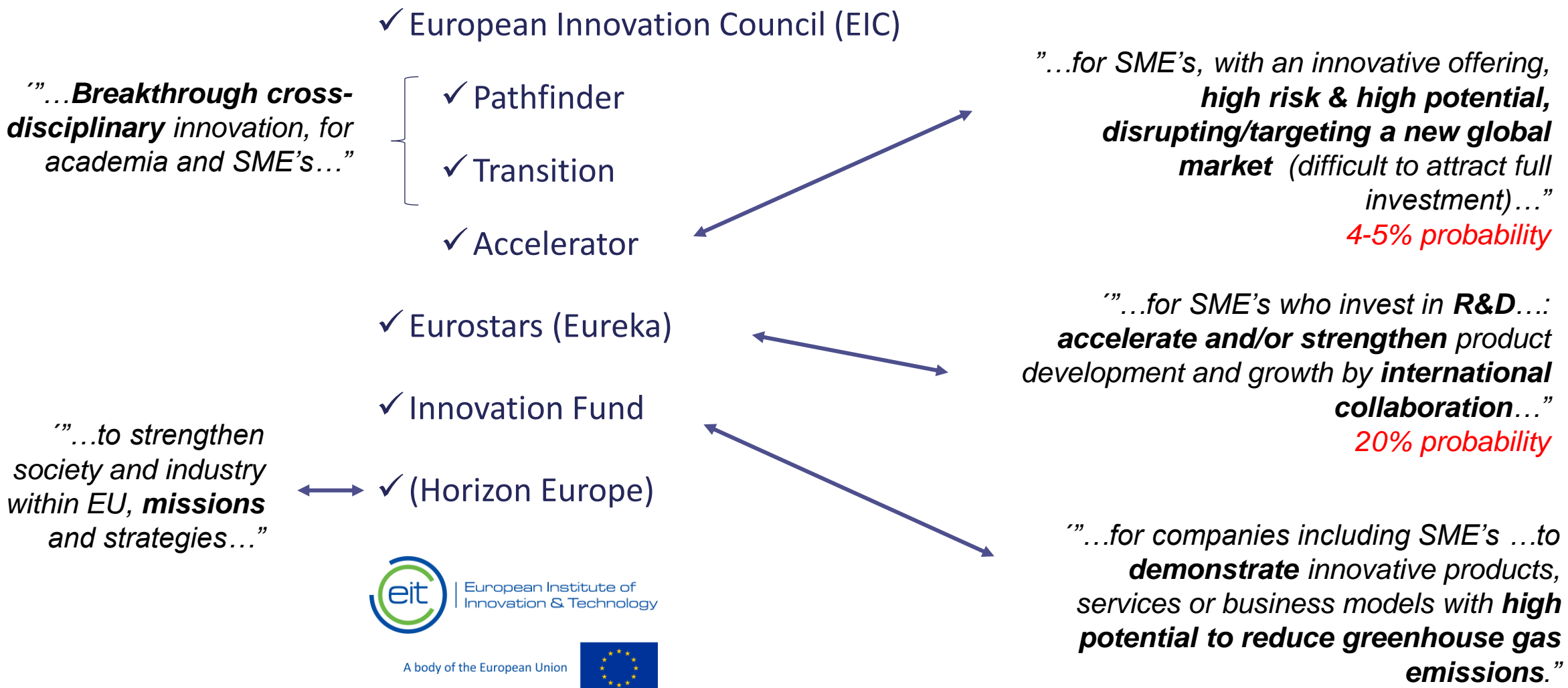
The higher TRL, the more detail required to motivate

- Market potential, incl competitors and market dynamics (timing)
- Business readiness (regulatory etc)

From TRL 3/4 associate the innovation with a customer/s need & technical and commercial value chains.



Different funding objectives



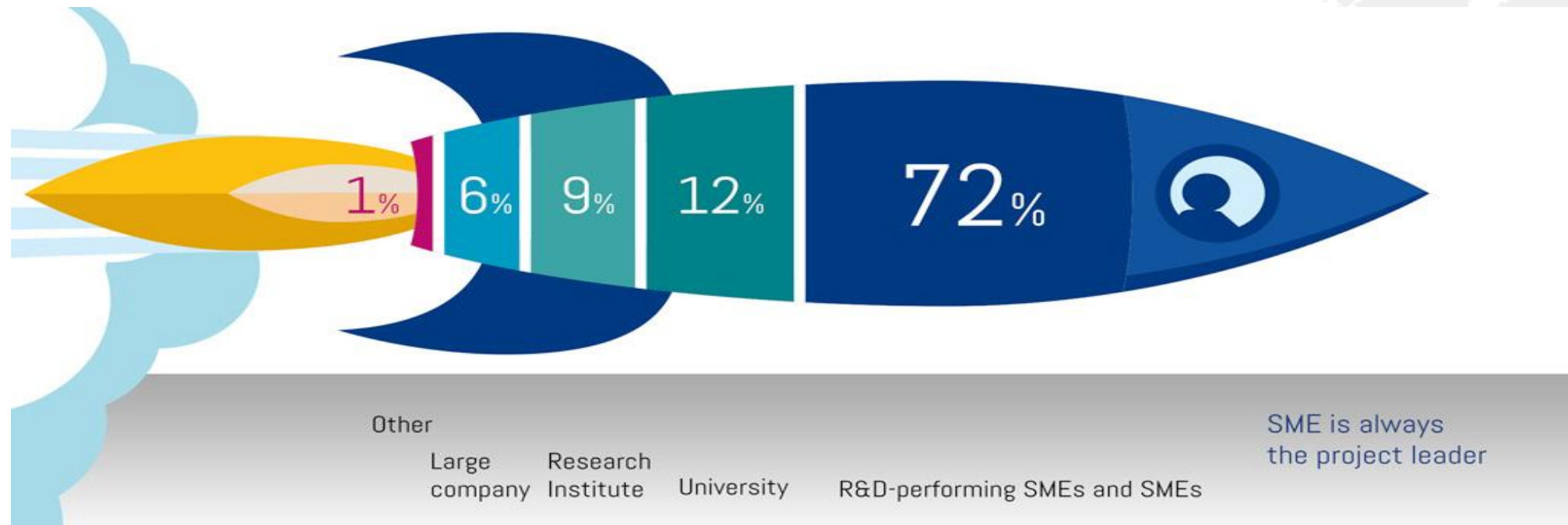


Eurostars

General Overview

Eurostars – target SME's

SME-lead project where *international collaboration strengthens* development and go2market for specific innovation



- can address any technology and market area
- have an exclusively civilian purpose
- are market-driven
- result in a new product, process or service that can be rapidly commercialised

- Meet the [EU definition of SME](#).
- Have the ambition to collaborate on R&D and innovation with international partners to develop new products, processes and services to be launched in the market. You do not need a proven track record of R&D activities.

Eurostars – Funding

Criteria

- R&D SME as project leader
- Min 2 applicants from min 2 Eureka countries
- Partners can be industrial, research institutes and universities
- One application, 20% probability

At point of application Vinnova requires evidence of 2 annual reports + capital or turnover to meet 50% of SME cost

Financing

- Single applicant or single country can get maximum 75% of total grant
- Grant up to 5m euro allocated between all participants, max 3 year project
- Vinnova provides the Swedish part - max 5m SEK
- Grant covers 50 % of a SMEs budget



3 deadlines/year Current dates

13 July 2022 – 15 September 2022

Results -> Market introduction or start of clinical trials within 2 years after project completion.

Eureka countries for Eurostars projects

Minimum 2 partners from 2 countries.

- | | | |
|--|---|--|
|  Austria |  Greece |  Poland |
|  Bulgaria |  Hungary |  Portugal |
|  Belgium |  Iceland |  Romania |
|  Canada |  Ireland |  Slovak Republic |
|  Croatia |  Israel |  Slovenia |
|  Cyprus |  Italy |  South Africa |
|  Czech Republic |  Latvia |  South Korea |
|  Denmark |  Lithuania |  Spain |
|  Estonia |  Luxembourg |  Sweden |
|  Finland |  Malta |  Switzerland |
|  France |  The Netherlands |  Turkey |
|  Germany |  Norway |  United Kingdom |

 NEW!
Singapore

National budgets, size and criteria. Ensure partner/s contacts respective national contact points early

Projects evaluated centrally and ranking list provided to each country to fund based on budgets available. Therefore beneficial to understand not only national rules but also budget size as there is a risk a project with high scores is not funded when a partner is from country where budget was not available.

Eurostars eligibility criteria^{NEW}

Seven eligibility criteria

2. **Your consortium includes at least two entities independent of each other.**
3. **Your consortium involves at least two Eurostars countries, with at least one being also an EU Member State or a Horizon Europe Associated country.**

Example 3: ineligible



Three entities, A, B and C:

- All are independent from each other.
- A is based in Albania (HE Associated but not Eurostars country)
- B is based in Canada (Eurostars but not EU/HE Associated Country)
- C is based in South Africa (Eurostars but not EU/HE Associated country).

Criterion 2 is met but not criterion 3.

Example 4: ineligible



Three entities, A, B and C:

- A and B are linked but they are independent from C.
- A is based in Sweden (Eurostars and EU country); B in Albania (HE Associated but not Eurostars country).
- C is based in Sweden.

Criterion 2 is met but not criterion 3.

All Eurostars countries are either EU Member States or Horizon Europe Associated Countries except for:

- Canada
- Republic of Korea
- Singapore
- South Africa
- Switzerland

Evaluation process

1. Eligibility is verified by national budget provider (Vinnova in Sweden)
2. Application evaluated by external reviewers seeking ***consensus decision***.
3. Projects ranked based on evaluation and the
4. National ***budgets are allocated from highest ranking***.

Consortium

- ✓ Quality of the consortium
- ✓ Added value through international cooperation

Innovation potential

- ✓ Innovation content compared with the current state of the art
- ✓ Generation of new knowledge
- ✓ Level of technical challenge
- ✓ Achievability

Implementation

- ✓ Realistic and clearly defined project management
- ✓ Appropriate and rational cost structure

Commercial potential

- ✓ Realistic market potential and impact in the market
- ✓ Market access and risks
- ✓ Expected competitive advantage
- ✓ Clear and realistic planning of the market launch

Eurostars– Success Cases

Wireless and miniaturized skin conductance sensors to assess pain, nerve block and patient outcome

The goal is to develop and deliver innovative IP-protected novel wireless, wearable and miniaturized skin conductance sensors to improve pain and nerve block assessment and patient outcome. Key sensors in clinical studies for new IP-protected applications. The experience from the SMEs' CE-certified and IP-protected products, novel wireless sensors and ICT transport for other vital signs than PainMonitor device, will be used.

Whole blood lateral flow diagnostic system with near central laboratory quality

The partners will develop a cost-effective, rapid, whole blood lateral flow Point-of-Care system for near-patient testing, with precision close to central laboratory analysis. With the use of innovative strip material, we will increase accuracy for a variety of whole blood diagnostic tests, single and multiplex, including inflammation, and iron status markers, and in a later stage cardiac markers.

Vessels Bioprinting for Implantables Testing

The VESBIT project aims to develop 3D bioprinted tissue engineered vascular vessels (TEBVs) for in vitro preclinical testing of biocompatibility (hematocompatibility plus endothelial cells expression) of vena cava filters).
The objective is to achieve a precise, reproducible and automatized tests manufacturing process covering both normal and pathological vessels and suitable to compete in the growing preclinical testing of vascular devices.

Validation of a blood test to monitor treatment response in lymphoma patients

Lymphomarker will deliver a blood test, which is ready to enter clinical trials, to monitor disease burden for lymphoma. Starting from a test at Technology Readiness Level (TRL)-3, the consortium will conduct proof-of-concept studies to develop the test through TRL-6. We will leverage an existing collaboration between the lead participant and a pharma-sponsored consortium of European Key Opinion Leaders to validate this technology on clinical samples to validate this technology.

Tumorad – a physiologically targeted radiopharmaceutical for the treatment of advanced cancers.

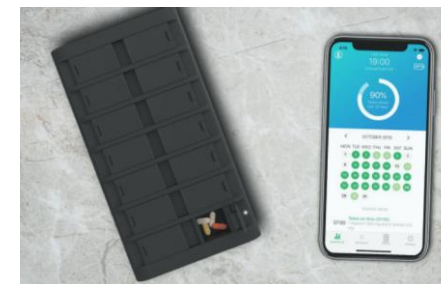
Spago Nanomedical is developing Tumorad – a nanomedical radiopharmaceutical designed to target a broad range of metastatic, solid tumors. Tumorad's development is based on our proprietary nanotechnology for cancer diagnosis and treatment. In this project, Spago Nanomedical partners with Minerva Imaging to finalize the pre-clinical studies and prepare for the first in human (FIH) clinical trial. The ambition is to bring Tumorad to the market for radiopharmaceuticals.

Tuberculosis Diagnostic Automation System Development

TB-DAS is a fully automated tuberculosis diagnostic system where a health worker's only task is to load the samples. TB-DAS performs microscopic examination and bacterial culture tests automatically. The system consists of three components:
-An automation system which processes the sputum into smears and culture and scans the smears
-A diagnostic software which classifies the slides
-An incubator which monitors the culture growth

[Eureka | Interactive dashboard \(eurekanetwork.org\)](http://eurekanetwork.org)

PRESSRELEASE Press release: Biomedical Bonding AB, a Swedish MedTech company with focus on patient-personalized implants for the treatment of bone fractures, together with its partners Ivoclar Vivadent Manufacturing GmbH in Austria and RISE Research Institutes of Sweden have secured funding from the Eurostars program to accelerate the development of their new universal composite plating fixators.





eu **SUPPORT**
sme

EIC Accelerator

General Overview

European
eic INNOVATION
Council

Pathfinder

Up to €4M Grant
100% Funding

Transition

Up to €2.5M Grant
100% Funding

Accelerator

Up to €2.5M Grant Up
to + €15M Investment
12-24 months

Basic
research

Full commercial
application

TRL 1 - TRL 4

TRL 4 - TRL 6

TRL 6 - TRL 9

Single applicant, 4-5% probability

Ensure capital available to fund 30% of project costs not covered by grant, investment from TRL 9.

- Develop **high risk/high potential innovations**
- Have the potential to **create new markets** or **disrupt** existing ones
- Build on scientific discovery or technological breakthroughs (**‘deeptech’**);
- Require significant **funding** over a long timeframe before returns can be generated (**‘patientcapital’**).
- Are a **single** start-up or SME (including spin-outs) established in an EU Member State or Associated Country.



2-3 deadlines/year Current dates
15 June, 15 October 2022

EIC 2021-22 Programme (Open/Closed)

Table 1. Summary of main calls in 2022¹³

[EIC Work Programme 2022 \(europa.eu\)](https://europa.eu)

| Call | Who can apply | What for | EIC Open | | EIC Challenges | | |
|------------------------|--|--|--|---------------------------------|--|---|---------------------------------|
| | | | Deadlines | Indicative Budget (EUR million) | EIC Challenge | Deadlines | Indicative Budget (EUR million) |
| EIC Pathfinder | Consortia of at least three different independent legal entities ¹⁴ established in at least three different eligible countries. Additionally, single applicants or small consortia (two partners) for EIC Pathfinder Challenges only. | Grants of up to EUR 3 million (open) or EUR 4 million (challenge driven) (or more if properly justified) to achieve the proof of principle and validate the scientific basis of breakthrough technology (TRL 1-4) | 3 May 2022 | 183 | <ul style="list-style-type: none"> • Carbon dioxide & Nitrogen management and valorisation • Mid-long term, systems-integrated energy storage • Cardiogenomics • Healthcare Continuum technologies • DNA-based digital data storage • Alternative Quantum Information Processing, Communication, and Sensing | 19 October 2022 | 167 |
| EIC Transition | Single applicants (SMEs, spin-offs, start-ups, research organisations, universities) or small consortia (two partners) or consortia of three to five different independent legal entities established in at least three different eligible countries. Proposals must build on results from eligible EIC Pathfinder, FET or ERC Proof of Concept projects | Grants of up to EUR 2.5 million (or more if properly justified) to validate and demonstrate technology in application-relevant environment (TRL 4 to 5/6) and develop market readiness | 4 May 2022 28 September 2022 | 70.9 | <ul style="list-style-type: none"> • Green digital devices for the future • Process and system integration of clean energy technologies • RNA-based therapies and diagnostics for complex or rare genetic diseases | 4 May 2022 28 September 2022 | 60.5 |
| EIC Accelerator | Single start-ups and SMEs (including spin-outs), individuals (intending to launch a start-up/ SME) and in exceptional cases small mid-caps (fewer than 499 employees) | Up to EUR 2.5 million grant component for technology development (TRL 5/6 to 9); EUR 0.5 up to 15 million ¹⁵ investment component for scaling up and other activities. Grant only/grant first under certain conditions. Investment component only for small mid-caps or as follow up to grant only. | Short applications: continuous Full applications : <ul style="list-style-type: none"> • 23 March 2022 • 15 June 2022 • 5 October 2022 | 630.9 | <ul style="list-style-type: none"> • Technologies for Open Strategic Autonomy • Technologies for 'Fit for 55' | Short applications: continuous Full applications: <ul style="list-style-type: none"> • 23 March 2022 • 15 June 2022 • 5 October 2022 | 536.9 |

Challenges within Health:Components, technologies and systems for the **pharmaceutical industry to ensure security of supply**, synthetic biology and novel manufacturing technologies; Strategic healthcare technologies **...in cell and gene therapies**, including ribonucleic acid (RNA) based therapies to ensure EU leadership;

Investment

Minimum EUR 0.5 million and maximum EUR 15 million;

- Usually in the form of direct equity or quasi equity;
- Maximum 25% of the voting shares of the company;
- “Patient capital” principle (7-10 years perspective on average).
- (EIB performs Due Diligence)

Grant

Maximum EUR 2.5 million;

- Eligible costs are reimbursed up to a maximum of 70%;

Grant and investment

If you need support for development (TRL 5/6 → 8), deployment and scale-up (TRL 9).

Grant first

If your innovation still requires significant work to validate and demonstrate in relevant environments to assess its commercial potential.

Grant only

If you can prove that you have sufficient financial means for deployment and scale-up (TRL 9).

Investment only

If you are looking to fill the funding gap for rapid scale-up of your high-risk innovation and you don't need a grant.

EIC Accelerator – Application Process

The AI-based IT platform will guide you through the whole submission process, as well as provide you with assessment of other funding opportunities.

The application process consists of 4 **steps**:

1. Discovery/Diagnostic modules -> AI evaluated, focus is innovation
2. Short application + pitch + 3 min video -> remote reviewers, focus is market potential + impact
3. Full application + pitch for Interview -> remote reviewers, focus is milestones, go2market, team
4. Face to face Interviews -> entrepreneurs/investors, focus is readiness + team credibility

If you are invited to submit the full application you will have to choose between:

- Open call
- Challenge driven calls

3 days Business Advisory Services (external consultant) assigned to all applicants who pass Short Proposal

Freedom to Operate (FTO) required by Full Application

Excellence

- Breakthrough and market creating nature
- Timing for the innovation
- Technological feasibility (Full application only)
- Intellectual Property (Full application only)

Impact

- Scale-up potential
- Societal, economic, environmental or climate impact.
- Market fit and competitor analysis (Full application only)
- Commercialisation strategy (Full application only)
- Key partners (Full application only)

Level of risk, implementation & need for EU support

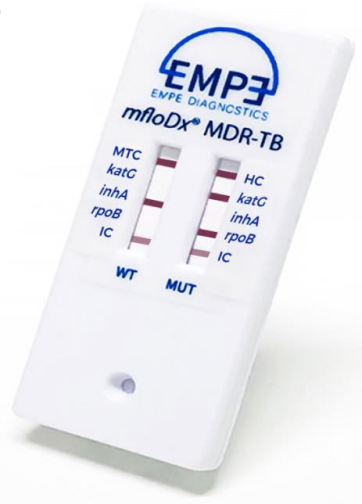
- Team capability and motivation
- Milestones (Full application only)
- Risk level of the investment (Full application only)
- Risk mitigation (Full application only)

Innovation in focus at start of application process
Final stage requires credible team and go2market

EIC Accelerator – Success Cases



Developing immunotherapies treating diseases of skin and mucosa



Intelligent Implants SmartFuse technology is a wirelessly enabled orthopaedics platform that has been designed to remotely stimulate, control, and monitor bone growth. The goal of the SmartFuse system is to accelerate bone growth and provide remote monitoring of the patient to support real-time clinical decision-making. The first indication for the SmartFuse system will be for use in lumbar spinal fusions.

ReLink® by Tada Medical AB

ReLink is an advanced breakaway connector for IV lines, designed to reduce complications and costs associated with accidental disconnection events in healthcare settings, a leading challenge today for patients receiving hospital and home infusions.

Our focus is to develop and commercialise intuitive products designed for unmet clinical needs that add superior value to the healthcare system.

The patented ReLink platform technology ensures delivery of critical fluids safely and efficiently.

Our first product ReLink Care is now CE approved and available for sale.



EIC Accelerator – last cut off

Latest statistics: proposals submitted (23 March cut-off)



1093

proposals submitted



6.4 billion

requested budget



14%

female-led companies



66%

request blended finance



35

countries



Interviews

May

[Read more >](#)

EIC - Backing Women Innovation Leaders

The EIC and Horizon Europe in general offers increasing number of opportunities targeting women and young innovation leaders.

In EIC Programme 2021-22 there will be six prizes awarded in total: **three prizes to the most inspiring women innovators** across the EU and the countries associated to Horizon Europe, and three prizes to the most promising 'Rising Innovators' under the age of 35

Often relevant for your application to consider gender balance in your team and your project.

Women Tech EU - Pilot

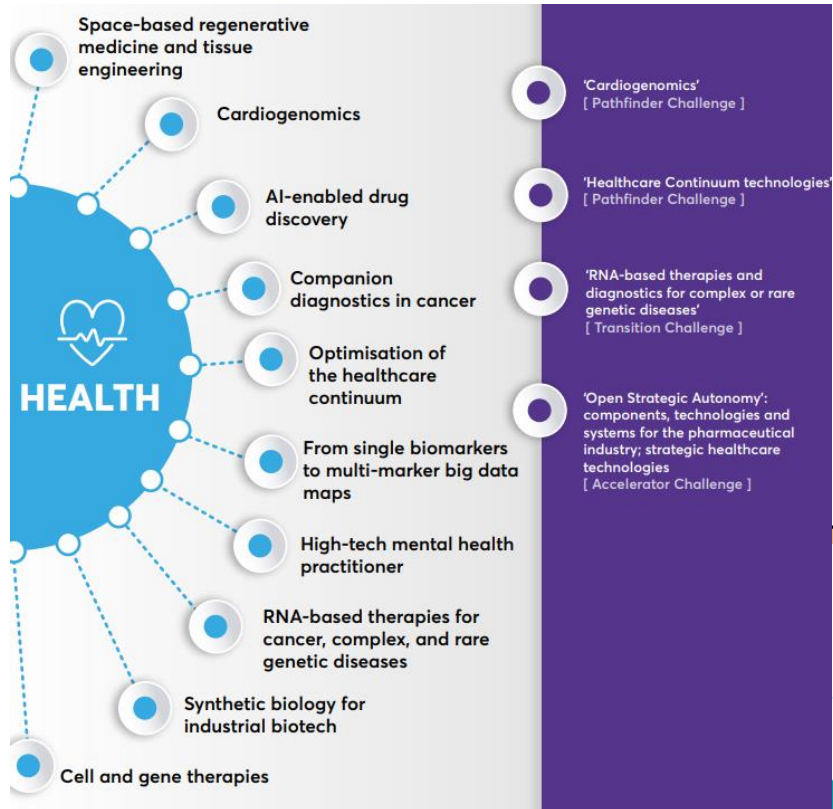
Commission selected first 50 women-led companies to boost deep-tech innovation in Europe

[Women TechEU \(europa.eu\)](https://europa.eu)

Recent winners from Sweden:

| | | |
|------------------------|----------------|--|
| Bright Day Graphene AB | Green Graphene | Acceleration of market deployment |
| Enphasys AB | SMARTA | A sustainable small scale model for formulation absorption screening |
| Vividye AB | Vividye | Vividye Removable IFRint Evaluation |

EIC - Emerging & Breakthrough Innov.

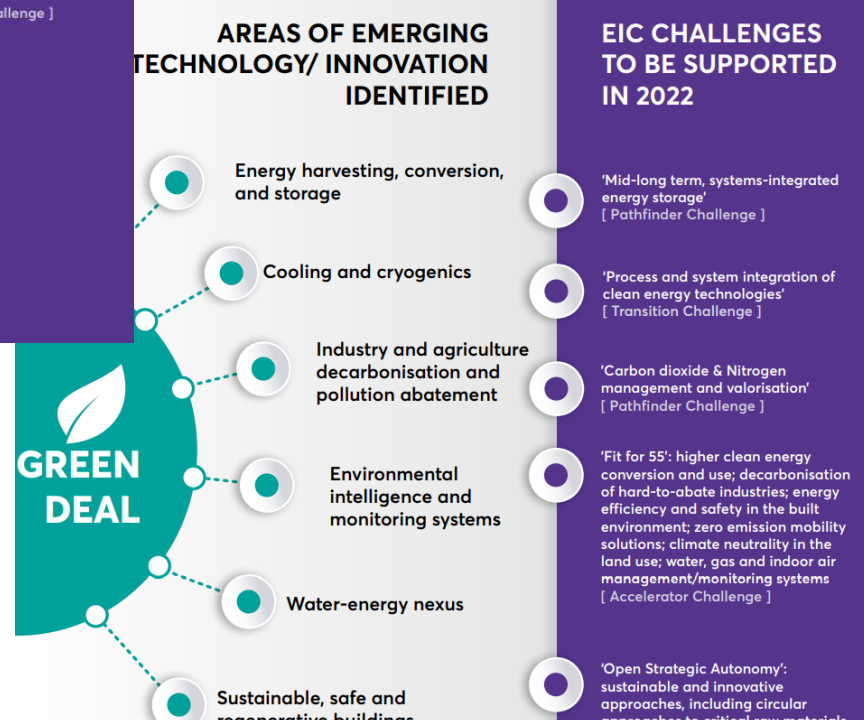


- 'Cardiogenomics' [Pathfinder Challenge]
- 'Healthcare Continuum technologies' [Pathfinder Challenge]
- 'RNA-based therapies and diagnostics for complex or rare genetic diseases' [Transition Challenge]
- 'Open Strategic Autonomy': components, technologies and systems for the pharmaceutical industry; strategic healthcare technologies [Accelerator Challenge]

Areas raised in EIC white paper:

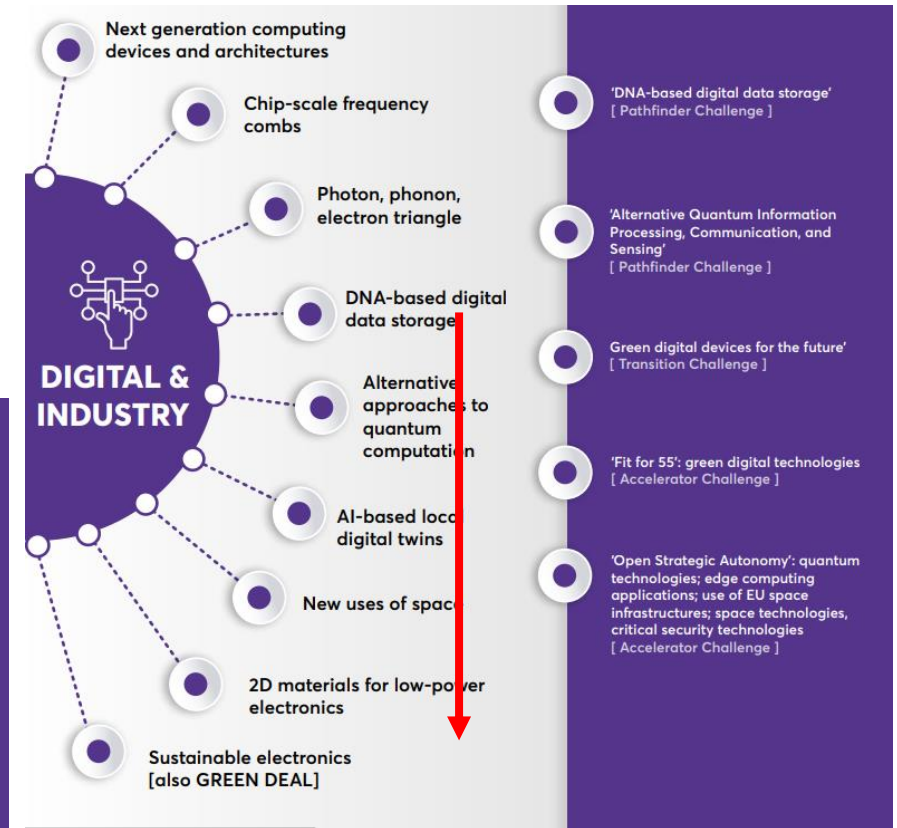
Breakthrough and emerging technologies

AREAS OF EMERGING TECHNOLOGY/ INNOVATION IDENTIFIED



EIC CHALLENGES TO BE SUPPORTED IN 2022

- 'Mid-long term, systems-integrated energy storage' [Pathfinder Challenge]
- 'Process and system integration of clean energy technologies' [Transition Challenge]
- 'Carbon dioxide & Nitrogen management and valorisation' [Pathfinder Challenge]
- 'Fit for 55': higher clean energy conversion and use; decarbonisation of hard-to-abate industries; energy efficiency and safety in the built environment; zero emission mobility solutions; climate neutrality in the land use; water, gas and indoor air management/monitoring systems [Accelerator Challenge]
- 'Open Strategic Autonomy': sustainable and innovative approaches, including circular approaches to critical raw materials



- 'DNA-based digital data storage' [Pathfinder Challenge]
- 'Alternative Quantum Information Processing, Communication, and Sensing' [Pathfinder Challenge]
- Green digital devices for the future' [Transition Challenge]
- 'Fit for 55': green digital technologies [Accelerator Challenge]
- 'Open Strategic Autonomy': quantum technologies; edge computing applications; use of EU space infrastructures; space technologies, critical security technologies [Accelerator Challenge]

[EIC-Emerging-Tech-and-Breakthrough-Innov-report-2022-1502-final.pdf \(europa.eu\)](https://ec.europa.eu/eic/eic-emerging-tech-and-breakthrough-innov-report-2022-1502-final.pdf)

EIC Accelerator

- High risk and potential
- TRL 6-8/9
- Single applicant
- 70% funding + equity from TRL9
- Up to €2.5M Grant Up to + €15M Investment
- 12-24 months
- Ca 4-5% probability
- Requires capital to fund 30% of grant up to TRL8

Eurostars

- International, min 2 partners in 2 countries
- 50% funding for SME's
- Single applicant or single country can get maximum 75% of total grant
- TRL 4-6
- Grant up to 5m euro allocated between all participants
- max 3 year project
- Market entry/clinical trials within 2 years of ended project
- Ca 20% probability
- Requires 2 annual reports + capital to fund 50% of SME budget



eu SUPPORT
sme

General input

Is EU financing something for you?

The quality requirements of the grant application, the company seeking it, the project structure, and above all of the innovation potential are very high. Think about the following six requirements as a guide:

- 1. My innovation is unique!** Have you done a thorough market analysis of your competitors, both within and outside of national boundaries, and concluded that the market value you deliver to clients is unique, innovative and new?
- 2. My innovation is internationally scalable!** Is it a product/service/method that can be sold on a large scale even outside of Sweden?
- 3. My innovation has the potential to improve the world!** Is it a product/service/method that contributes to the UN's 17 global sustainable development goals? If the answer is yes, there is a better chance of getting financing.

Is EU financing something for you?

4. We already see a strong interest from potential clients! Having existing established contacts with clients and/or potential clients shows your company has good potential in the marketplace. This can be highlighted in your grant application with one or several letters-of-intent or client citations.

5. My organisation has both credibility and the capacity to run a multimillion SEK innovation project! The evaluators of your grant application will judge whether your organisation is worthy of receiving EU money. Will you be able to carry out a successful project? Will you be able to scale up your production/your company?

6. I have enough time and knowledge to write an excellent grant application! To come up to the necessary quality levels for your application to be granted, you will need to put in time and effort, be able to express yourself very well in English, and have the ability to describe your innovation and your company in a winning manner.

Subsidized / grants for IP

- [European IP Helpdesk \(europa.eu\)](https://europa.eu)
- [Ny möjlighet för företag att söka EU-bidrag - PRV](#)
- [Horizon IP Scan \(europa.eu\)](https://europa.eu)

Vinnova-grant to prepare international application including Eurostars and EIC:

- [Förberedelseprojekt inför internationell ansökan inom hälsa och mat | Vinnova \(20 oct 2022\)](#)
- SISP Innovation checks
[Innovationscheckar - SISP](#)
- Almi Företag in your Region for potential to bridge funding gap

Helpdesk

Get in contact!

Please complete your details and enquiry on the web form link below and we shall get back to you within 48 working hours.

www.eusme.se/eu-sme-support-in-english/



Follow us on LinkedIn®!

<https://www.linkedin.com/company/eusmesupport/>