



## Training Course on EIC Accelerator

25.03.2024, 14:00-15:30 CET



## Agenda and speakers

Time	Title of Presentation	Speaker
14:00-14:10	Welcome & Introduction	Frederik Bischler – Steinbeis 2i GmbH Stefania De Santi– APRE (EEN2EIC Coordinator) Sanja Popovic Pantic – Chair TG Women- Entrepreneurship
14:10-14:45	Framework of the EIC & EIC Accelerator Short Proposal – Deep Dive	Stefano Sbarbati - Steinbeis 2i GmbH
14:45-15:10	Support Measures by the Enterprise Europe Network – Advisory Services & Success Stories	Natalia Garcia Mozo & Julia Richter– Bavarian Research Alliance (BayFOR)
15:10-15:30	Question & Answers	



## EEN2EIC – About the project

Stefania De Santi – Project Manager  
APRE



# EEN2EIC – Support to EIC Accelerator by the Enterprise Europe Network

## About the Project

Funding programme: Horizon Europe

Project funding total: 7.3 Mio EUR

Project Duration: 3 Years (September 2022 – August 2025)

## Objectives

- Support to Women-led enterprises in submitting excellent EIC Applications
- Leveraging on EEN to boost the participation of women-led enterprises and companies from Widening Countries
- Support to Seal of Excellence Holders to find alternative sources of funding

## Services

- Direct Coaching Services for SMEs, applying for EIC Accelerator
- Capacity Building activities in Widening Countries
- Digital Training for companies and EEN advisors
- Organization of ePitch Events for SoE Holders



# EEN2EIC – Support to EIC Accelerator by the Enterprise Europe Network

## EEN's participation

- 135 registered EEN advisors from 115 EEN organisations for direct assistance to women-led enterprises and companies from widening countries
- Find your local contact point:
  - <https://een.ec.europa.eu/local-contact-points>

## Follow us on Social Media



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[@een2eic](https://twitter.com/een2eic)



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## Training – EIC Accelerator

EIC Accelerator – Short Proposal

Stefano Sbarbati

Senior Project Manager – Steinbeis 2i  
GmbH



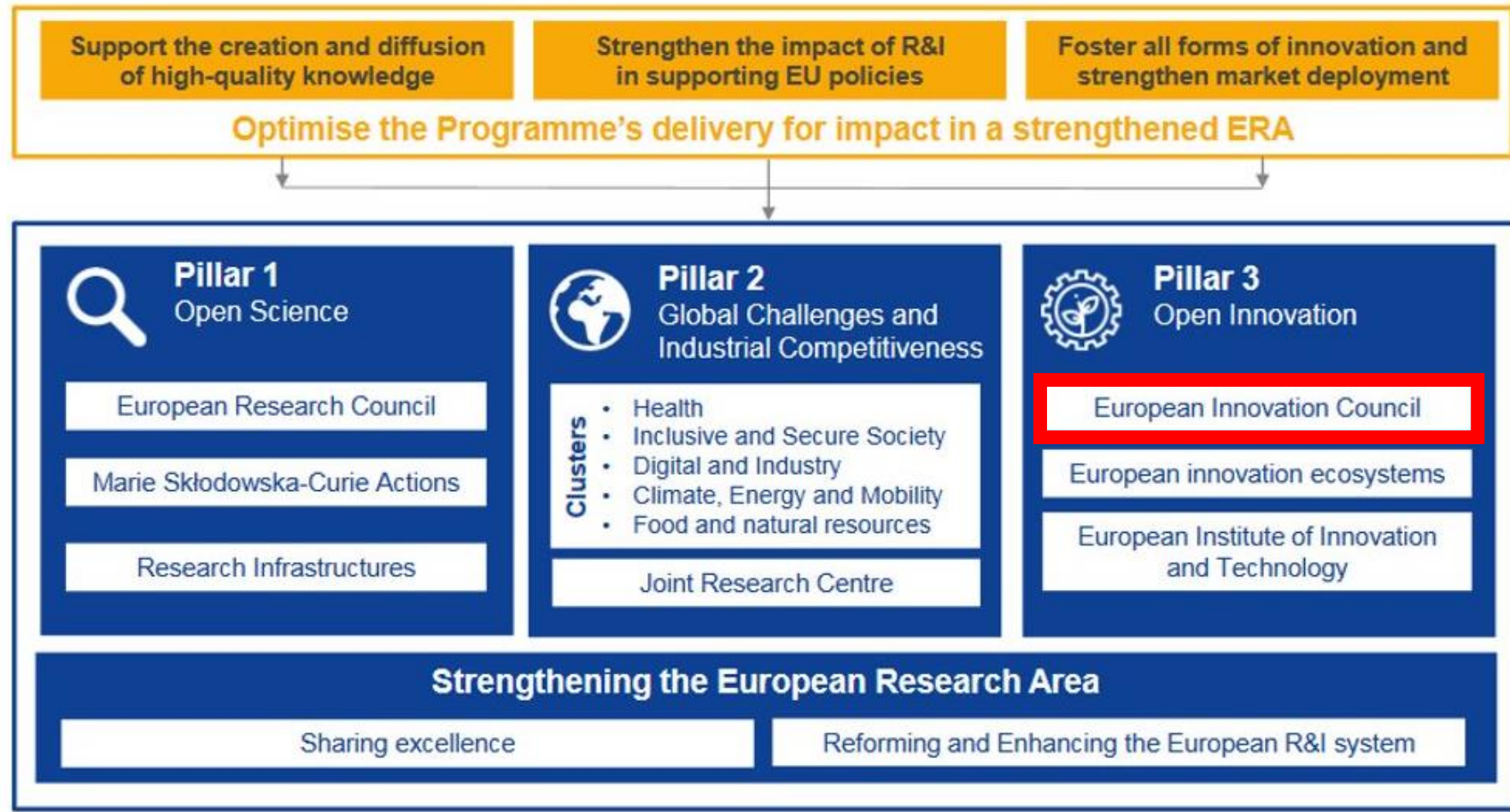
## AGENDA

- About EIC
- How to submit Short Proposal
  - Proposal Form
  - Who will evaluate proposals?
  - What are the evaluation criteria?
  - Timeline for EEN support
  - Pitch Deck & Video
- Useful Resources
- Q&A



# European Innovation Council

## Funding Opportunities in Horizon Europe – Objectives







# European Innovation Council

## Eligibility

Start-ups and SME, that:



Have a highly breakthrough product/service/business that create new markets (from TRL 5/6)



Seek for intensive funding that cannot be secured in “classic” capital market (so called non-bankability)



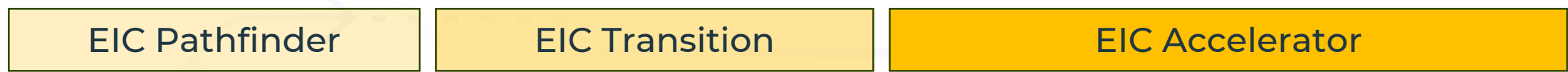
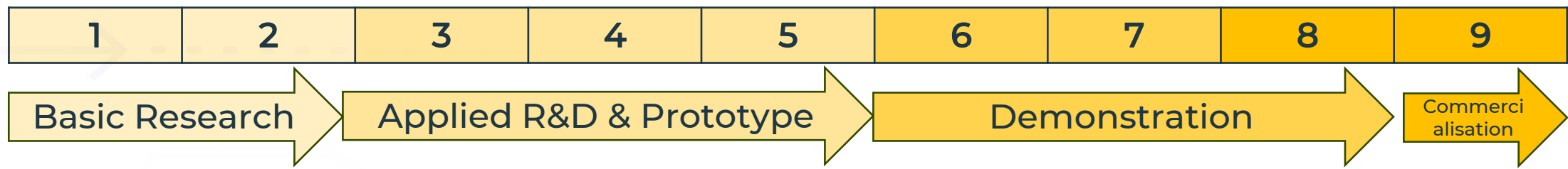
Small mid-caps (499) with rapid scale up potential – TRL9 only (Investment component)





# European Innovation Council

## Calls and TRL



Collaborative research in Future Emerging Technologies (FET)

Validation and development of new FET from lab in relevant application environment.

Must build on eligible EU-Funded projects' outcomes



Development & commercial scale-up of disruptive innovations for individual start-ups and SMEs



# EIC Accelerator

## Grant and Investment component

**Grant Component**  
max. EUR 2.5 million  
Funding rate: 70%

**Investment Component**  
EUR 0,5 - EUR 15 Million



Direct investment capital/ equity  
(max. 25% of the voting shares of the company, TRL9; "patient capital")



# EIC Accelerator

## Three types of funding

Grant Only



- Funds from EIC only necessary for development TRL5/6-8

Blended Finance



- EIC Grant + Investment component

Investment Only

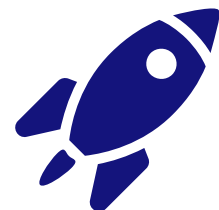


- SMEs that have previously received eligible Grant support (EIC + EIC Pilot)

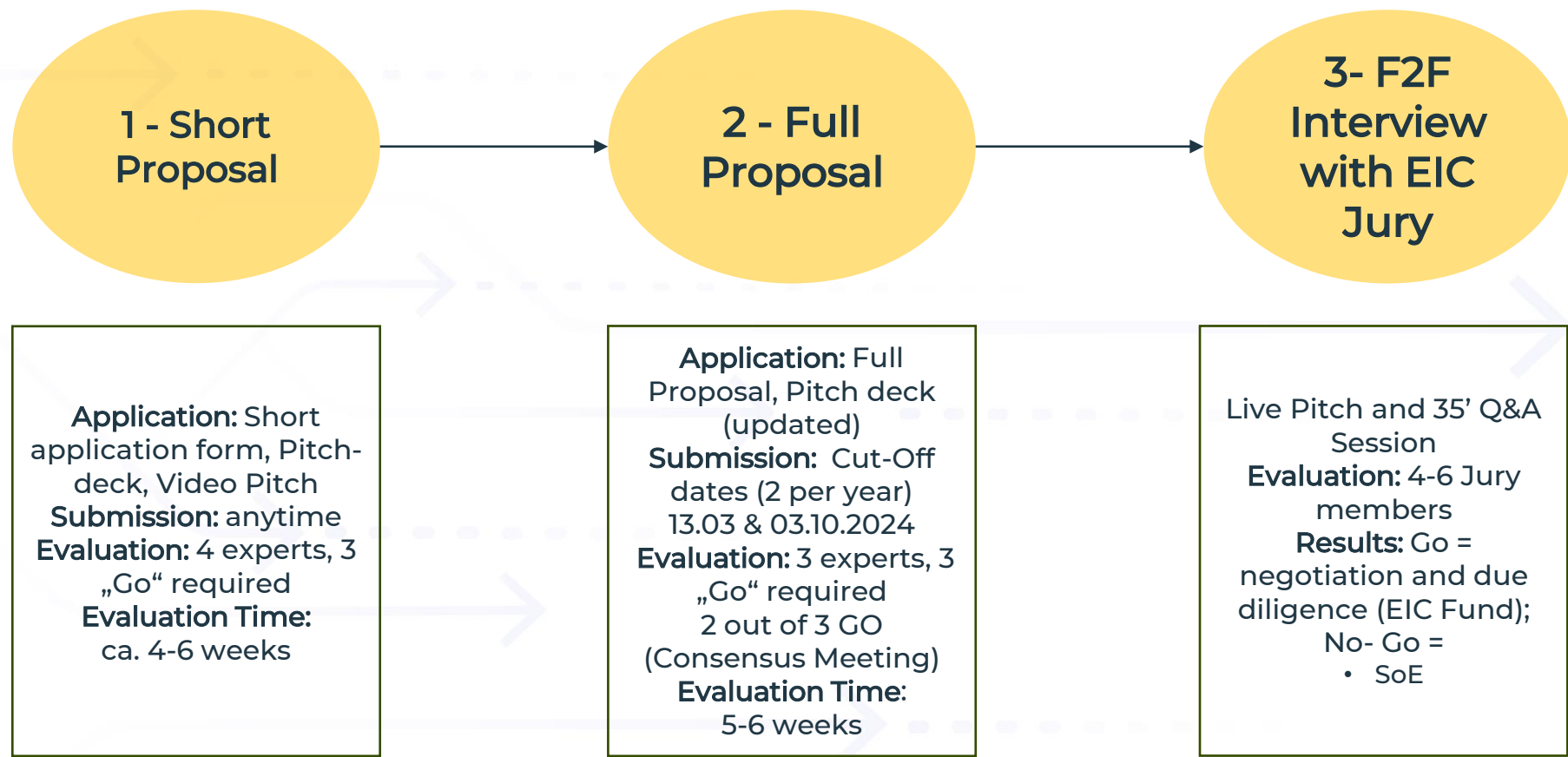




# EIC Accelerator



## Application Process



Time to Grant - 8/9 Months



# EIC Accelerator – Short proposal

## Submission through F&T Portal

EIC Accelerator 2024 - Short application

HORIZON-EIC-2024-ACCELERATOR-01

**Topic** Call for proposal

### Internal navigation

General information

Topic description

Conditions and documents

Partner search announcements

Start submission

Topic related FAQ

Get support

Call updates

Funded project list

[← Go back to search results](#)

### General information

#### Programme

Horizon Europe Framework Programme (HORIZON)

[€ Budget overview](#)

#### Call

EIC Accelerator 2024 - Short application (HORIZON-EIC-2024-ACCELERATOR-01)

#### Type of action

HORIZON-EIC-ACC HORIZON EIC Accelerator

#### Type of MGA

HORIZON Lump Sum Grant [HORIZON-AG-LS]

[Open for submission](#)

#### Deadline model

single-stage

#### Opening date

03 January 2024

#### Deadline date

24 December 2024 17:00:00 Brussels time

### Topic description

Scope:

The EIC Accelerator supports companies (principally SMEs, including start-ups) to scale up high impact innovations with the potential to create new markets or disrupt existing ones. The EIC Accelerator provides a unique combination of funding from EUR 0.5 to EUR 17.5 million and Business Acceleration Services (see Section V of the EIC Work programme 2024)....

[Show more](#)

### Topic conditions and documents

#### General conditions

**1. Admissibility conditions:** To be an eligible applicant to EIC Accelerator, you must apply as one of the following eligible entities:

- a single company classified as a SME, and established within a Member State or an Associated Country (see Annex 2 of the EIC Work Programme 2024); or . . .

[Show more](#)



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# EIC Accelerator Open vs. Challenges 2024

## Accelerator Open:

- Open to all fields of technology and application

## Accelerator Challenges:

- Human Centric Generative AI made in Europe (EUR 50 Million for 2024)
- Enabling virtual worlds and augmented interaction in high-impact applications to support the realisation of Industry 5.0
- Enabling the smart edge and quantum technology components
- Food from precision fermentation and algae
- Monoclonal antibody-based therapeutics for new variants of emerging viruses





# Short Proposal – Part B



- Your Company

- The problem addressed from a customer point of view
- The Market opportunity identified

- Presentation of the Solution
  - USP
  - Breakthrough potentials
  - Why now?

- Market and Competition Analysis
  - Business model
  - Competitors
  - Growth

- Impact of your solution on
  - Societal
  - SDG
  - EU Priorities





# Short Proposal – Part B



- Presentation of
- Team members
- Gender balance
- Recruitment plans

- Indication of financial request
- Previous investment
- Need support of EIC

- Part A (automatic)
- Pitch Deck
- Video



# Short Proposal

## Pitch Deck & Video

Pitch Deck

Max. 10 Slides

- Problem
- Solution (2-3 Slides)
- Company and Team
- Market Size
- USP
- Development Roadmap
- Business model
- Conclusion

Pitch Deck can be updated when submitting full application

Video

Max. 3 Minutes

- Keep the video simple: Show the motivation of the **team** and why the innovation matters.





# Short Proposal

## Remote Evaluation for Short Proposals

- 4 Evaluators per proposal
  - 3 GOs required
- Remote assessment by independent experts
- Different profiles are selected to ensure variety of high-level skills, knowledge and experience
- Allocation to experts is based on the affinity between the content of the proposal and evaluators expertise
  - **Keywords** entered by the applicants in application process facilitates the match between proposals and evaluators





# EIC Accelerator Novelties WP 2024

## Short-Proposal

- Submission through F&T Portal
- 3 out of 4 Go necessary for full Proposal

## Full-Proposal:

### Two deadlines in 2024: March 13th and October 3rd

- Minor adjustments to evaluation criteria (grant only)
- Introduction of consensus meetings

## Resubmission:

- Each legal entity has three attempts in the remaining term in the HE (across all stages)
- Rebuttal no longer possible

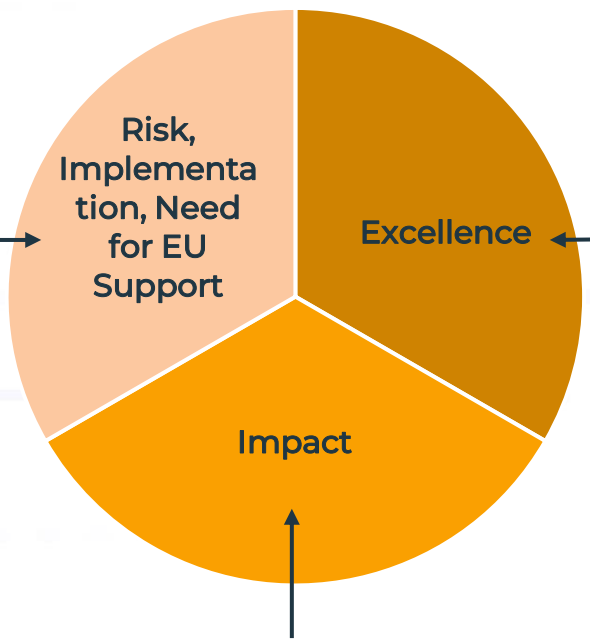




# Short Proposal

## Evaluation

- Team
- Milestones
- Risk level of investment
- Risk mitigation



- Degree of high novelty compared to existing products/services
- Relevance of proposal objectives in contributing to specific objectives of the challenge
- Is it the right timing?
- Technological feasibility?
- Intellectual Property Rights of the company

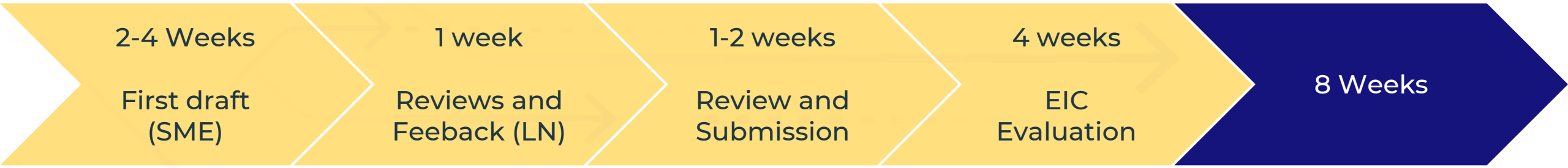
- Scale Up Potential
- Broader impact
- Market fit and competitor analysis
- Commercialisation strategy
- Key Partners





# Short Proposal

## Local Node Support for Short Proposal – Timeline





## References

- [European Innovation Council Work Programme 2024](#)
- [EIC Accelerator Guide for Applicants](#)
- [EIC Accelerator Evaluation Form \(template\)](#)
- [F&T Portal: EIC Accelerator Short Application](#)
- [EIC Fund Investment Guidelines](#)
- [\[Acces2EIC\] Annotated Pitch Deck](#)


# Thank you for your attention!

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EEN2  
 EIC



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