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Executive Agency for SMEs (EASME)

The SME Instrument in HORIZON 2020

Agenda

- 1) SME instrument explained;**
- 2) Rules of participation;**
- 3) Participant portal;**
- 4) Procedures after submitting a project;**
- 5) Funding issues;**
- 6) Coaching and phase 3 of the SME instrument.**

What is it all about?



How does it work?

Grants

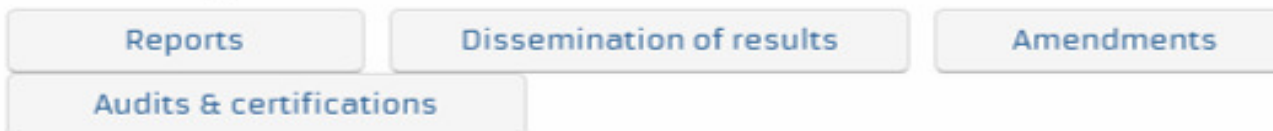
Applying for funding



Evaluation & Grant signature



Grant management



Working as an expert



Cross-cutting issues



The SME Instrument

SEAMLESS BUSINESS INNOVATION SUPPORT FROM IDEA TO MARKET...

PHASE I

Grant of € 50,000 (lump sum) + coaching support

Concept & Feasibility Assessment
Idea to Concept



Idea > Business Plan

PHASE II

Grant of € 0.5 Million to € 2.5 Million (70% of funding)* + coaching support
*as a general rule

Demonstration Market Replication R&D
Concept to Market-Maturity



Elaborated Business Plan



Commercialisable Output

PHASE III

Risk Finance (Private/Public)

Commercialisation
Market-Maturity to Market Launch



Market Success

...YOUR HIGHWAY TO DELIVER INNOVATION ON THE MARKET!

Apply at any time!

6 months

12-24 months

ACTIVITIES SUPPORTED

PROOF OF CONCEPT

- ✓ Prove Technical and Commercial Viability
- ✓ Explore IP Regime
- ✓ Design Study
- ✓ Develop Pilot Application
- ✓ Risk Assessment

DEMONSTRATION OF COMMERCIAL POTENTIAL via

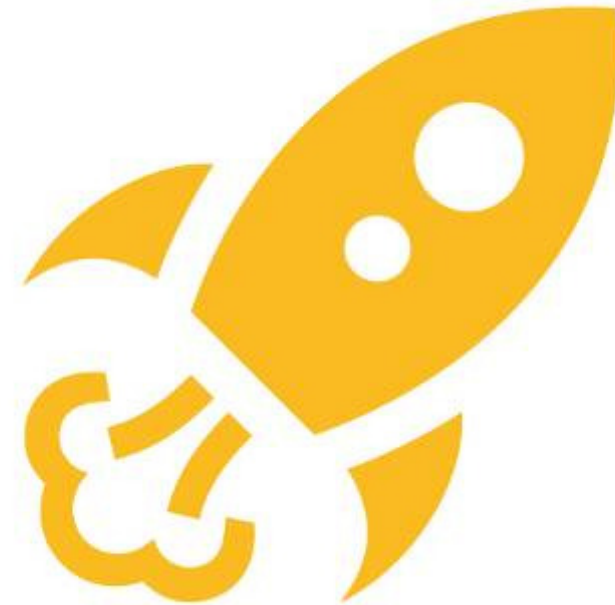
- ✓ Prototyping
- ✓ Testing
- ✓ Piloting
- ✓ Miniaturization
- ✓ Scaling-up
- ✓ Application Development

GO-TO-MARKET

- ✓ EU Quality Label (Promotion & Networking with Financiers/Clients)
- ✓ Investment Readiness Training
- ✓ SME window in the EU Financial Facilities (debt & equity backed by EIB/EIF)
- ✓ Link to Public Procurement Networks

1) SME instrument explained

- Why participate?
- Desired profile of the participating SME;
- Timeline – 03/14, 04/14, 06/14;
- 3 phases;
- Themes;
- **Evaluation** - to be explained with procedures after the submission.



Amount of projects

- **Varies between themes**
E.g. from 90 for Phase 1 and 26 in Phase 2 for ICT innovation;
to 8 in Phase 1 and 2 in Phase 2 for Biotech
- **Check the SME Instrument web page for specific amount of projects to be supported per theme**

<http://ec.europa.eu/easme/sme/>

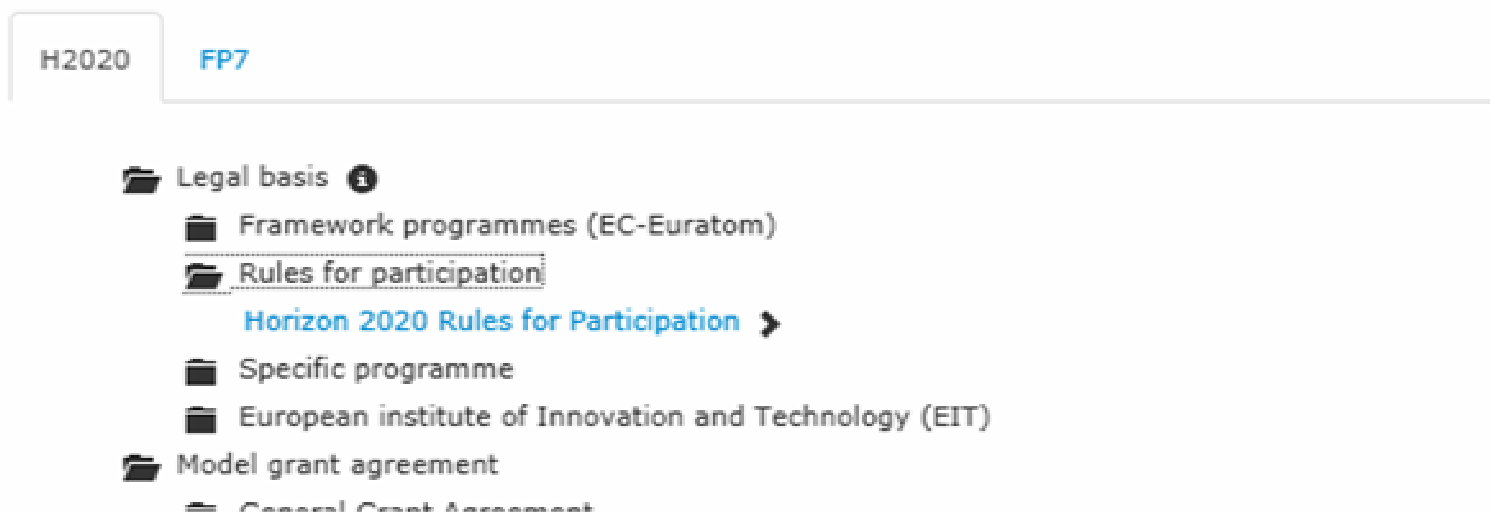


Call Organisation

- Open call: Submissions can be submitted any time, and evaluated starting on April 1st
- 4 cut-off dates per year – as of 2015 (March, June, September, December) for ranking and finance decisions
- Budget: For 2014 5% of the combined budget of SC and LEIT, overall minimum 7% of these combined budget. Total is roughly € 3 billion.

2) Rules for participation

- Check the Participant portal – Horizon 2020 Rules for participation – reference documents under http://ec.europa.eu/research/participants/portal/desktop/en/funding/reference_docs.html;
- For SME instrument – art. 53 – only FOR-PROFIT SMEs can apply in cooperation with other bodies.



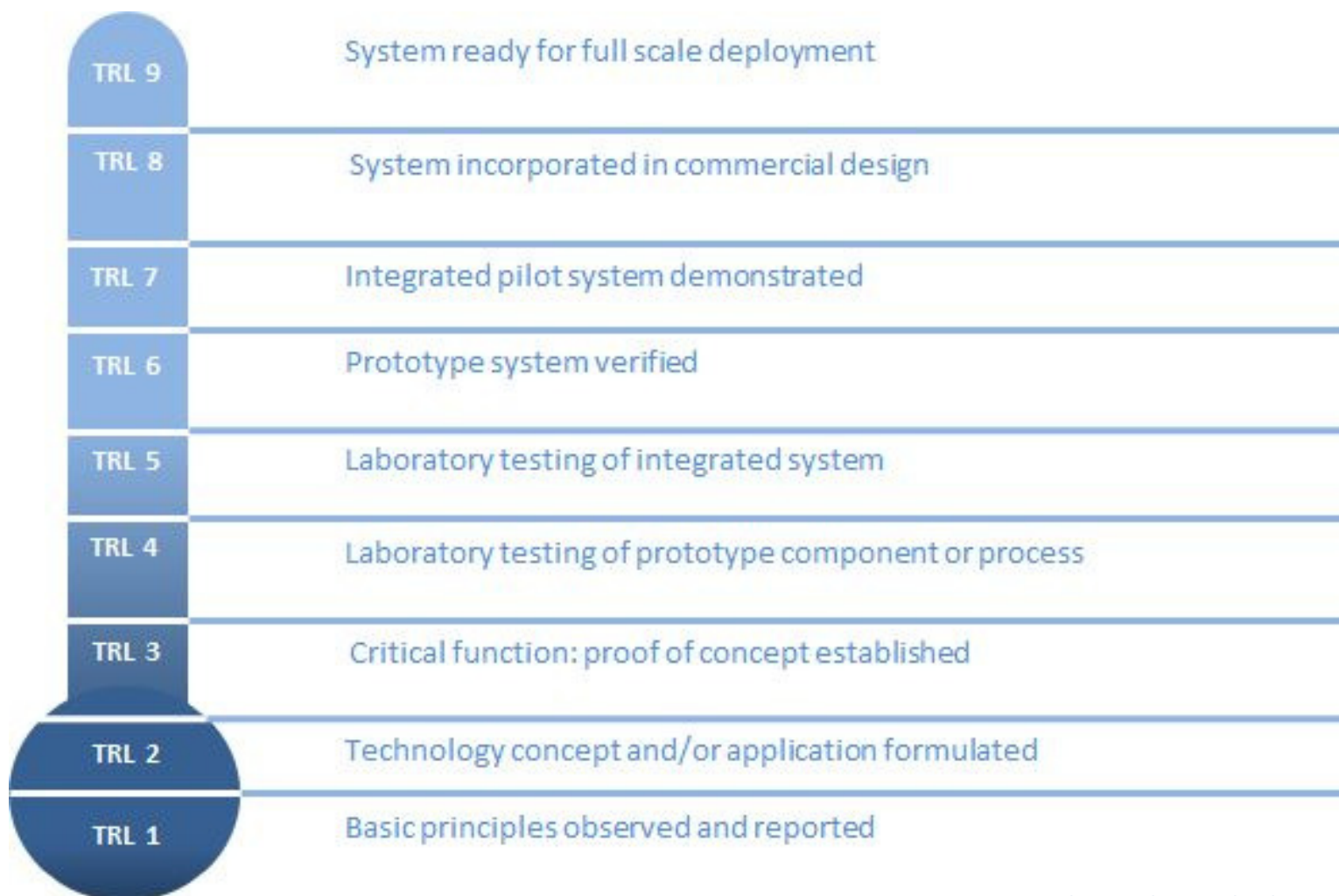
The screenshot shows a navigation menu with two tabs: 'H2020' (selected) and 'FP7'. Below the tabs is a list of folders and links:

- Legal basis ⓘ
 - Framework programmes (EC-Euratom)
 - Rules for participation
 - [Horizon 2020 Rules for Participation](#) >
 - Specific programme
 - European institute of Innovation and Technology (EIT)
- Model grant agreement
 - General Grant Agreement

SME validation

- To count as an SME, your organisation must be engaged in an economic activity and must have:
 - fewer than 250 employees; and
 - an annual turnover of no more than €50 million and/or an annual balance sheet of no more than €43 million;
- Whether you count as an SME may depend on how you count your workforce, turnover or balance sheet. For more details:
Recommendation 2003/361/EC - see "Annex" for a full definition of an SME.

Technology readiness level 6 or above sought



© INNOVATIONSEEDS

Financial viability

Currency * Expressed in

ABAC Exchange Rate:

Profit and loss account

Assets

| | |
|-------------------------------------|-----------------------------------|
| 1. Subscribed capital unpaid | <input type="text" value="0.00"/> |
| 2. Fixed assets | <input type="text" value="0.00"/> |
| 2.1 Intangible fixed assets | <input type="text" value="0.00"/> |
| 2.2 Tangible fixed assets | <input type="text" value="0.00"/> |
| 2.3 Financial assets | <input type="text" value="0.00"/> |
| 3. Current assets | <input type="text" value="0.00"/> |
| 3.1 Stocks | <input type="text" value="0.00"/> |
| 3.2.1 Debtors due within the year | <input type="text" value="0.00"/> |
| 3.2.2 Debtors due after the year | <input type="text" value="0.00"/> |
| 3.3 Cash at bank and in hand | <input type="text" value="0.00"/> |
| 3.4 Other current assets | <input type="text" value="0.00"/> |
| TOTAL ASSETS | <input type="text" value="0.00"/> |

Liabilities

| | |
|----------------------------------|-----------------------------------|
| 4. Capital & reserves | <input type="text" value="0.00"/> |
| 4.1 Subscribed capital | <input type="text" value="0.00"/> |

3) Participant portal - find a suitable call for proposals

HOME
FUNDING OPPORTUNITIES
HOW TO PARTICIPATE
EXPERTS
SUPPORT ▾
LOGIN
REGISTER

Horizon 2020

Calls

Search Topics

Call Updates

Other EU Programmes 2014-2020

Research Fund for Coal & Steel

COSME

3rd Health Programme

Consumer Programme

FP7 & CIP Programmes 2007-2013

Calls

Call Updates

Other Funding Opportunities

Horizon 2020

Excellent Science

- European Research Council
- Future and Emerging Technologies
- Marie Skłodowska-Curie actions
- Research infrastructures

Industrial Leadership

- Leadership in enabling and industrial technologies (LEIT)
- Access to risk finance
- Innovation in SMEs

Type

Proposal

Tender

Status

Open

Closed

Forthcoming

FILTER

Filters only programme and call titles and IDs, for extended search go to the [Search Topics page](#).

Sort by

Title
 Call Id
 Publication Date
 Deadline Date

Industrial Leadership

Horizon 2020 dedicated SME Instrument - Phase 2 2014

H2020-SMEINST-2-2014

Deadline(s): 09/10/2014 17/12/2014

Pub.Date: 11/12/2013

Industrial Leadership

Horizon 2020 dedicated SME Instrument - Phase 2 2015

H2020-SMEINST-2-2015

Deadline(s): 18/03/2015 17/06/2015 17/09/2015 16/12/2015

Pub.Date: 11/12/2013

Industrial Leadership

Horizon 2020 dedicated SME Instrument - Phase 1 2015

H2020-SMEINST-1-2015

Deadline(s): 18/03/2015 17/06/2015 17/09/2015 16/12/2015

Pub.Date: 11/12/2013

Industrial Leadership

Horizon 2020 dedicated SME Instrument - Phase 1 2014

H2020-SMEINST-1-2014

Deadline(s): 18/06/2014 24/09/2014 17/12/2014

Pub.Date: 11/12/2013

Industrial Leadership

Call for Nanotechnologies, Advanced Materials and Production

H2020-NMP-CSA-2014

Deadline(s): 06/05/2014

Pub.Date: 11/12/2013

Industrial Leadership

PEER LEARNING OF INNOVATION AGENCIES

H2020-INNOSUP-2014-5

Deadline(s): 16/12/2014

Pub.Date: 11/12/2013

Industrial Leadership

Enhancing SME innovation capacity by providing better innovation support

H2020-INNOSUP-2015-3

Deadline(s): 21/01/2015

Pub.Date: 11/12/2013

Industrial Leadership

Capitalising the full potential of on-line collaboration

H2020-INNOSUP-2015-2

Deadline(s): 10/03/2015

Pub.Date: 11/12/2013

Industrial Leadership

Cluster facilitated projects for new industrial chains

H2020-INNOSUP-2015-1

Deadline(s): 30/04/2015

Pub.Date: 11/12/2013

Industrial Leadership

European label for innovation voucher

H2020-INNOSUP-2014-4

Deadline(s): 02/04/2014

Industrial Leadership

IPorta 2

H2020-INNOSUP-2014-3

Deadline(s): 02/04/2014

Industrial Leadership

European Intellectual Property Rights (IPR) Helpdesk

H2020-INNOSUP-2014-2

Deadline(s): 02/04/2014


Create an ECAS account



EUROPEAN COMMISSION AUTHENTICATION SERVICE (ECAS)

European Commission

IntraComm > Authentication Service > Sign Up

 Logout [Change password](#) [Account information](#) [Help](#)

 **Fabrice POURCEAU ([pourcfa](#))** | European Commission

Sign Up

[Help for external users](#)

Choose a username

First name

Last name

E-mail

Confirm e-mail

E-mail language



Enter the code

Privacy statement: by checking this box, you acknowledge that you have read and understood the [privacy statement](#) *

Register your organisation

European Commission > Research & Innovation > Participant Portal > Organisation Search

HOME

FUNDING OPPORTUNITIES

HOW TO PARTICIPATE

EXPERTS

SUPPORT ▾

 LOGIN

 REGISTER

H2020 Online Manual

Reference Documents (H2020 & FP7)

Beneficiary Register

Financial Capacity Self-Check

SME Participation

Beneficiary Register

H2020 ONLINE MANUAL

The Commission has an **online register of the beneficiaries** participating in the EU research and innovation or education, audiovisual and cultural programmes. This allows consistent handling of the beneficiaries' official data and avoids multiple requests for the same information.

If you want to participate in a project proposal, your organisation needs to be registered and have a **9-digit Participant Identification Code (PIC)** that is the unique identifier of your organisation and will be used as a reference by the Commission in any interactions.

Is your organisation already registered? Search PIC

As you have to register your organisation only once, please see first if it has already been registered.

SEARCH

If you did not find your organisation in the register, you can start its registration below.

Register your organisation

Please note that you need to have a valid ECAS account to start registering your organisation or update its data. Login in the Portal or [create your account](#), if you are a new user.

Use the Registration Wizard

LEGAL STATUS ENTERPRISE FP7 ICM PROGRAMME SUBMIT DONE

Research

Please answer the following questions about the legal status of your organisation. The information you provide here will determine the next questions.

A participant organisation can only be registered for the 7th Framework Programme if it is a 'Legal Entity' - any Natural Person, or any Legal Person created under the national law of its place of establishment or under Community or international law, which has a legal personality and which may, acting on its name, exercise rights and be subject to obligations.

For Horizon 2020 participation, an entity that does not have a legal personality under the applicable national law, will only be accepted as a legal entity on condition that its representatives have the capacity to undertake legal obligations on behalf of the entity and that they offer guarantees for the protection of the Union's financial interests equivalent to those offered by legal persons.


Enter the Research legal status of the organisation


Is it a Non-Profit Organisation? Yes No

Is it a Public Body? Yes No

Is it a higher or secondary education establishment? Yes No

Is it a Research Organisation? Yes No

Is it a large infrastructure organisation? Yes No 

Is it a Small Medium Enterprise (SME)? Yes No 

[Close](#) [< Back](#) [Save Draft](#) [Next >](#)

SME self-assessment wizard

The objective of this questionnaire is to determine whether your organisation qualifies as a small and medium sized enterprise as defined in the EU Recommendation 2003/361/EC

You are ready to start the **SME Self Assessment Wizard**

Before starting the

- Carefully re
- Prepare the
and any oth

Once you have co
the relevant EC s

Please note that t
organisation migh

Once you have re

If you encounter a
[ASSESSMENT@](#)

The SME Self As:

Does SME Instrument Proposer qualify as an SME?

Economic Activity

To be considered as an SME, **SME Instrument Proposer** needs to first and foremost qualify as an enterprise. According to Art.1 of the SME recommendation: "An enterprise is considered to be any entity engaged in an economic activity (i), irrespective of its legal form". In other words, only entities that are engaged in an economic activity can be considered as an SME by this SME wizard.

Financial data

Once you have completed the section concerning economic activity, you will be asked to enter the financial data related to **SME Instrument Proposer**. To be considered as an SME, an entity must meet all the quantitative criteria listed below:

- employ less than 250 persons
- have an annual turnover not exceeding EUR 50 million and/or
- Have an annual balance sheet total not exceeding EUR 43 million

I have read and understood the information above and I am ready to enter data for **SME Instrument Proposer**

Start

Next »

SME INSTRUMENT PROPOSER

Is SME Instrument Proposer engaged in an economic activity?

Yes No

Enter data from the relevant accounting period

You successfully entered data for SME Instrument Proposer

You are now asked to provide information about the Ownership structure of:

SME Instrument Proposer

Please look at the list of possible shareholders below and select the appropriate option

- Public bodies
- Private entities holding 25% or more of Shares/Voting Rights
- Private persons ("natural persons") holding above 50% of Shares/Voting Rights

If any of the listed entities hold shares or voting rights in SME Instrument Proposer, please click below.

Add Shareholder

If you want to declare that no entity of the listed types hold shares or voting rights in SME Instrument Proposer, please click below

No shareholders to add

Overview of ownership

| Name | % | Type | Financial Data | Actions | S | P | O |
|-------------------------------|---|------|-------------------------------|---------|---|---|---|
| SME Instrument Proposer - (C) | | MO | Use consolidated accounts of: | | - | - | - |

Back to URF

Save Draft

Quit Wizard

Proposal submission interface

LOGIN FUNDING SCHEME CREATE DRAFT PARTIES EDIT PROPOSAL SUBMIT

Step 3

Create a Draft Proposal

TEST MODE

H2020-SMEINST-1-2014

Fabrice Pourceau

Space-SME-2014-1

SME-1

WED 18 June 2014 17:00:00 Brussels Local Time

92 days left until closure

Configuration OK

You're using Explorer 9 on Windows. **Adobe Reader (version 11.0.0.0) is installed.**

For more information, please consult the [User Guide](#).

Create a Draft Proposal

Please enter the following information to create a draft proposal. Please note that fields marked with a star (*) are **mandatory**.

Your organisation

PIC* Short name*

Organisations you have been previously associated with. Click to select.

PIC: 953025874
LAER SRL
VIA VITTORIO EMANUELE III 363
CASALNUOVO DI NAPOLI, IT
VAT: IT01469041212

Search for your organisation PIC

Your Role

Please indicate your role in this proposal

Main contact

Contact person

Your Proposal

Please choose an acronym for your proposal. It will appear also in the "General information" section of the submission form Part A and can also be updated there.

Acronym* Please use only latin characters

Short Summary (max. 2000 characters)*

Character count:

Version: 20140225-1542 - Service Desk: DIGIT-EFP7-SEP-SUPPORT@ec.europa.eu (+32 (2) 29 92222)

Available Training Environment

<https://ec.europa.eu/research/participants/submission/manage/secure/createdraft?preregvalue=Space-SME-2014-1&preregtype=Topic&callId=H2020-SMEINST-1-2014&submissionSessionId=4378&step=2>

Submission and Evaluation of Proposals Assent Disclaimer

By pressing the following button, you accept the terms and conditions of usage of this site and more specifically :

Draft proposal BGITC created

Dear Fabrice Pourceau,

You have successfully created draft proposal **BGITC** for the call **H2020-SMEINST-1-2014**.

You can continue editing your proposal now or access it at a later time (before the deadline **2014-06-18 17:00:00** Brussels Local Time) from Participant Portal by accessing the My Proposals tab

(<https://ec.europa.eu/research/participants/portal/desktop/en/proposals/index.html>).

An email containing this information has been sent to the email address *Fabrice.POURCEAU@ec.europa.eu* (which is associated with your ECAS account *pourcfa*).

[Continue with this proposal](#)

[Go to My Proposals](#)

one version of a submitted proposal, as submission over-writes the previous version.

Personal Data

6. We will process personal data in accordance with Regulation No 45/2001 and according to the "notifications of the processing operations" to the Data Protection Officer (DPO) of the Commission/Agency (publicly accessible in the DPO register). Read more on the Legal Notice of the Participant Portal.

"*Regulation (EC) No 45/2001* of the European Parliament and of the Council of 18 December 2000 on the protection of individuals with regard to the processing of personal data by the Community institutions and on the free movement of such data (OJ L 8, 12.01.2001, p. 1).

[accept](#) [decline](#)

Executive Agency for
Small and Medium-sized Enterprises

Step 4

Manage Your Related Parties

TEST MODE

H2020-SMEINST-1-2014

Fabrice Pourceau

Space-SME-2014-1

SME-1

WED June 2014 17:00
18 Brussels Local T

92 days left until cl

Acronym ID PI

Acronym

BGITC

Configuration OK

You're using Explorer on Windows. **Adobe Reader (version 11,0,0,0) is installed.**

For more information, please consult the [User Guide](#).

Parties

In this step you as coordinator should manage and review the participants of your proposal. Only you as coordinator can edit the elements on this screen.

Note: Your changes will be applied only after you click the "Save changes" button.

Number of participants: 1 [Add Partner](#) ?

1 Coordinator

Contact ?

LAER SRL

Fabrice Pourceau - Main contact

LAER SRL
VIA VITTORIO EMANUELE III 363, 80013 CASALNUOVO DI
NAPOLI, IT
PIC: 953025874

Add partner

Search for an organisation

Please enter the PIC of the organisation. If you do not know it, you may enter a (complete or partial) organisation name (e.g. "Oxford" or "University of Oxford"). Entering additional information like country/city usually leads to better results. You may also search based on VAT number of the organisation in international format (e.g. "GB123456789")

search

clear

exit

next >>

Step 5

Edit Proposal

TEST MODE

H2020-SMEINST-1-2014



Fabrice Pourceau



Space-SME-2014-1



SME-1



WED
18 June 2014 17:00:00
Brussels Local Time

92

days left until closure

Acronym ID PIC Contact

Acronym

BGITC

Configuration OK



You're using Explorer 9 on Windows. **Adobe Reader** (version 11,0,0,0) is installed.



For more information, please consult the [User Guide](#).

Edit Proposals' Forms

In this step you can edit the administrative forms and upload the proposal itself. ?

WARNING: This proposal contains changes that have not yet been submitted...

Administrative Forms

Edit will open the forms in Adobe Reader

edit forms

view history

print preview

Part B and Annexes

In this section you may upload the technical annex of the proposal (in PDF format only) and any other requested attachments. ?

download templates

Technical Annex Section 1-3

upload



Technical Annex Section 4-5

upload



Optional annex 3: Ethics - Supporting Document(s)

upload



Horizon 2020
Call: H2020-SMEINST-1-2014
Topic: Space-SME-2014-1
Type of action: SME-1
Proposal number: SEP-210155966
Proposal acronym: BGITC

Table of contents

| <i>Section</i> | <i>Title</i> | <i>Action</i> |
|----------------|-------------------------|----------------------|
| 1 | General information | Show |
| 2 | Participants & contacts | Show |
| 3 | Budget | Show |
| 4 | Ethics | Show |
| 5 | Call-specific questions | Show |

How to fill in the forms

The administrative forms must be filled in for each proposal using the templates available in the submission system. Some data fields in the administrative forms are pre-filled based on the previous steps in the submission wizard.

[Read more](#)



1 - General information



| | | | |
|--------------------|--|----------------|------------------------------------|
| Topic | Space-SME-2014-1 | Type of action | SME-1 |
| Call identifier | H2020-SMEINST-1-2014 | Acronym | <input type="text" value="BGITC"/> |
| Proposal title* | <input type="text" value="Max 200 characters (with spaces). Must be understandable for non-specialists in your field."/> | | |
| | <i>Note that for technical reasons, the following characters are not accepted in the Proposal Title and will be removed: < > * &</i> | | |
| Duration in months | <input type="text" value="Estimated duration of the project in full months."/> | | |
| Free keywords | <input type="text" value="Enter any words you think give extra detail of the scope of your proposal (max 200 characters with spaces)."/> | | |

Abstract



A proposal which combines maritime growth and new information technologies

Remaining characters 1926

Has this proposal (or a very similar one) been submitted in the past 2 years in response to a call for proposals under the 7th Framework Programme, Horizon 2020 or any other EU programme(s)?

Yes No

Declarations



| | |
|--|--------------------------|
| 1) The coordinator or sole applicant declares to have the explicit consent of all applicants on their participation and on the content of this proposal. | <input type="checkbox"/> |
| 2) The information contained in this proposal is correct and complete. | <input type="checkbox"/> |
| 3) This proposal complies with ethical principles (including the highest standards of research integrity — as set out, for instance, in the European Code of Conduct for Research Integrity — and including, in particular, avoiding fabrication, falsification, plagiarism or other research misconduct). | <input type="checkbox"/> |
| 4) The coordinator or sole applicant confirms: | |
| - to have carried out the self-check of the financial capacity of the organisation of https://ec.europa.eu/research/participants/portal4/desktop/en/organisations/lfv.html . Where the result was "weak" or "insufficient", the coordinator confirms being aware of the measures that may be imposed in accordance with the H2020 Grants Manual (Chapter on Financial capacity check); or | <input type="checkbox"/> |
| - is exempt from the financial capacity check being a public body including international organisations, higher or secondary education establishment or a legal entity, whose viability is guaranteed by a Member State or associated country, as defined in the H2020 Grants Manual (Chapter on Financial capacity check); or | <input type="checkbox"/> |
| - as sole participant in the proposal is exempt from the financial capacity check. | <input type="checkbox"/> |
| 5) The coordinator or sole applicant hereby declares that each applicant has confirmed: | |
| - they are fully eligible in accordance with the criteria set out in the specific call for proposals; and | <input type="checkbox"/> |
| - they have the financial and operational capacity to carry out the proposed action. | <input type="checkbox"/> |

The coordinator is only responsible for the correctness of the information relating to his/her own organisation. Each applicant remains responsible for the correctness of the information related to him and declared above. Where the proposal to be retained for EU funding, the coordinator and each beneficiary applicant will be required to present a formal declaration in this respect.

According to Article 131 of the Financial Regulation of 25 October 2012 on the financial rules applicable to the general budget of the Union (Official Journal L 298 of 26.10.2012, p. 1) and Article 145 of its Rules of Application (Official Journal L 362, 31.12.2012, p.1) applicants found guilty of misrepresentation may be subject to administrative and financial penalties under certain conditions.

Personal data protection

Your reply to the grant application will involve the recording and processing of personal data (such as your name, address and CV), which will be processed pursuant to Regulation (EC) No 45/2001 on the protection of individuals with regard to the processing of personal data by the Community institutions and bodies and on the free movement of such data. Unless indicated otherwise, your replies to the questions in this form and any personal data requested are required to assess your grant application in accordance with the specifications of the call for proposals and will be processed solely for that purpose. Details concerning the processing of your personal data are available on the [privacy statement](#). Applicants may lodge a complaint about the processing of their personal data with the European Data Protection Supervisor at any time.

Your personal data may be registered in the Early Warning System (EWS) only or both in the EWS and Central Exclusion Database (CED) by the Accounting Officer of the Commission, should you be in one of the situations mentioned in:

- the Commission Decision 2008/969 of 16.12.2008 on the Early Warning System (for more information see the [Privacy Statement](#)), or
- the Commission Regulation 2008/1302 of 17.12.2008 on the Central Exclusion Database (for more information see the [Privacy Statement](#)) .

Currency * -- Please Select -- Expressed in Units

ABAC Exchange Rate:

Profit and loss account

Assets

| | |
|-----------------------------------|-------------|
| 1. Subscribed capital unpaid | 0.00 |
| 2. Fixed assets | 0.00 |
| 2.1 Intangible fixed assets | 0.00 |
| 2.2 Tangible fixed assets | 0.00 |
| 2.3 Financial assets | 0.00 |
| 3. Current assets | 0.00 |
| 3.1 Stocks | 0.00 |
| 3.2.1 Debtors due within the year | 0.00 |
| 3.2.2 Debtors due after the year | 0.00 |
| 3.3 Cash at bank and in hand | 0.00 |
| 3.4 Other current assets | 0.00 |
| TOTAL ASSETS | 0.00 |

Liabilities

| | |
|---|-------------|
| 4. Capital & reserves | 0.00 |
| 4.1 Subscribed capital | 0.00 |
| 4.2 Reserves | 0.00 |
| 4.3 Profit and loss brought forward | 0.00 |
| 4.4 Profit and loss brought for the financial | 0.00 |
| 5. Creditors | 0.00 |
| 5.1.1 Long term non-bank debt | 0.00 |
| 5.1.2 Long term bank debt | 0.00 |
| 5.2.1 Short term non-bank debt | 0.00 |
| 5.2.2 Short term bank debt | 0.00 |
| TOTAL LIABILITIES | 0.00 |

Liabilities

| | |
|--|------|
| Turnover | 0.00 |
| + Variation in stocks +/- | 0.00 |
| + Other operating income | 0.00 |
| = Operating income | 0.00 |
| - Costs of material & consumables | 0.00 |
| - Other operating charges | 0.00 |
| - Remuneration and charges (Staff costs) | 0.00 |
| = Gross operating Profit or Loss | 0.00 |
| - Depreciation and value adjustments on non-financial assets | 0.00 |
| = Net operating profit | 0.00 |
| + Financial income and value adjustments on financial assets | 0.00 |
| - Interest paid | 0.00 |
| - Similar charges | 0.00 |
| = Profit/loss on ordinary activities | 0.00 |
| + Extraordinary income | 0.00 |
| - Extraordinary charges | 0.00 |
| - Taxes on profits | 0.00 |
| = Profit/loss for financial year | 0.00 |

Financial Viability Simulation



Calculate Ratios

| Indicators | Ratio's Results | | | Analysis | |
|-----------------------------------|-----------------|---------------|-------|----------|---------------|
| | Value | Qualification | Quote | Concise | More-in-depth |
| Quick Ratio | | | | | |
| G.O. Profit Ratio | | | | | |
| Profitability (1) | | | | | |
| Profitability (2) | | | | | |
| Solvency | | | | | |
| Noteworthy value's Results | | | | | |
| Equity Flags | | | | | |



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[Validate Form](#)

[Save And Close](#)

Proposal ID **SEP-210155966**

Acronym **BGITC**

Go to



2 - Administrative data of participating organisations



| PIC | Legal name |
|------------|-------------------|
| 953025874 | LAER SRL |

Short name: LAER SRL

Address of the organisation

Street VIA VITTORIO EMANUELE III 363
 Town CASALNUOVO DI NAPOLI
 Postcode 80013
 Country Italy
 Webpage www.laergroup.com

Legal Status of your organisation



Research and Innovation legal statuses

Public body no
 Non-profit no
 International organisation no
 International organisation of European interest ... no
 Secondary or Higher education establishment no
 Research organisation no
 Small and Medium-sized Enterprises (SMEs) yes

Legal personyes

Nace code 35.3 - Manufact. (aircraft & spacecraft)





Proposal Submission Forms

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Acronym **BGITC**

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Department(s) carrying out the proposed work

[Add a Department](#)



Department 1

Department name

Street

Please enter street name and number.

Same as organisation address

Town

Postcode

Country

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Person in charge of the proposal



The name and e-mail of contact persons are read-only in the administrative form, only additional details can be edited here. To give access rights and basic contact details of contact persons, please go back to Step 4 of the submission wizard and save the changes.

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Female

Person in charge of the proposal



The name and e-mail of contact persons are read-only in the administrative form, only additional details can be edited here. To give access rights and basic contact details of contact persons, please go back to Step 4 of the submission wizard and save the changes.

Title

Sex Male Female

First name **Fabrice**

Last name **Pourceau**

E-Mail **fabrice.pourceau@ec.europa.eu**

Position in org.

Department

Street

Same as organisation address

Town

Post code

Country

Website

Phone

Phone 2

Fax

Same as organisation address

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3 - Budget for the proposal



| Estimated eligible* costs (per budget category) | | EU contribution | | | |
|---|---|-----------------|----------------------|-------------------------|----------------------|
| | A. Costs of the feasibility study/Direct and indirect costs of the action | Total costs | Reimbursement rate % | Maximum EU contribution | Maximum grant amount |
| Form of costs | Lump sum | | | | |
| Consortium/Beneficiary | 50.000 | 71.429 | 70% | 50.000 | 50.000 |

4 - Ethics issues table



Please, take into account that the ethics issues in SME Instrument Phase 1 only relate to the feasibility study and not to a possible further innovation project (i.e. Phase 2)

| | | |
|--|---|------|
| 1. HUMAN EMBRYOS/FOETUSES ⁱ | | Page |
| Does your research involve Human Embryonic Stem Cells (hESCs) ? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does your research involve the use of human embryos? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does your research involve the use of human foetal tissues / cells? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 2. HUMANS | | Page |
| Does your research involve human participants? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does your research involve physical interventions on the study participants? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does it involve invasive techniques? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 3. HUMAN CELLS / TISSUES | | Page |
| Does your research involve human cells or tissues? If your research involves human embryos/foetuses, please also complete the section "Human Embryos/Foetuses" [Box 1]. | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 4. PROTECTION OF PERSONAL DATA ⁱⁱ | | Page |
| Does your research involve personal data collection and/or processing? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does your research involve further processing of previously collected personal data (secondary use)? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 5. ANIMALS ⁱⁱⁱ | | Page |
| Does your research involve animals? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |

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| 6. NON-EU COUNTRIES | | Page |
|---|---|------|
| Does your research involve non-EU countries? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Do you plan to use local resources (e.g. animal and/or human tissue samples, genetic material, live animals, human remains, materials of historical value, endangered fauna or flora samples, etc.)? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Do you plan to import any material - including personal data - from non-EU countries into the EU? If you consider importing data, please also complete the section "Protection of Personal Data" [Box 4]. | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Do you plan to export any material - including personal data - from the EU to non-EU countries? If you consider exporting data, please also complete the section "Protection of Personal Data" [Box 4]. | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| If your research involves low and/or lower middle income countries , are benefits-sharing measures foreseen? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Could the situation in the country put the individuals taking part in the research at risk? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 7. ENVIRONMENT PROTECTION <small>vii Directive 2001/18/EC - viii Directive 2009/41/EC - viii Regulation EC No 1946/2003 - ix Directive 2008/56/EC x Council Directive 92/43/EEC - xi Council Directive 79/409/EEC - xii Council Regulation EC No 338/97</small> | | Page |
| Does your research involve the use of elements that may cause harm to the environment, to animals or plants? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does your research deal with endangered fauna and/or flora and/or protected areas? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| Does your research involve the use of elements that may cause harm to humans, including research staff? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 8. DUAL USE <small>xiii</small> | | Page |
| Does your research have the potential for military applications? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 9. MISUSE | | Page |
| Does your research have the potential for malevolent/criminal/terrorist abuse? | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| 10. OTHER ETHICS ISSUES | | Page |
| Are there any other ethics issues that should be taken into consideration? Please specify | <input type="radio"/> Yes <input checked="" type="radio"/> No | |

I confirm that I have taken into account all ethics issues described above and if any ethics issues apply, I have attached the required documents.





European
Commission

European Commission - Research - Participants

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3 - Call specific questions



Call specific declaration

I declare on my honour that: Neither I nor any of the members of the consortium (if relevant) are involved in concurrent submission or implementation with another SME instrument Phase 1 or 2 Phase 2 project.


Excluded Reviewers

[Add](#)



You can provide up to three names of persons that should not act as an evaluator in the evaluation of the proposal for potential competitive reasons.

European Commission - Research - Participants
Proposal Submission Forms



European Commission

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Validation result

Section

Description

The form has not yet been validated, click "Validate Form" to do so!

Technical Annex 1 to 3

Proposal template (technical annex)

SME instrument – phase 1

The application shall provide:

1) an outline of the envisaged overall innovation project, its intended scope, merits, risks and state of development to allow for an assessment of the business idea as well as an initial business plan based on the proposed idea/concept

2) a description of the activities to be undertaken during phase 1 that shall result in a comprehensive feasibility report, including the specifications of the elaborated business plan, which is to be the outcome of the project (for more details refer to the Work Programme and the Guidance documentation).

Please follow the structure of this template when preparing your proposal. It has been designed to ensure that the important aspects of your planned work are presented in a way that will enable the experts to make an effective assessment against the evaluation criteria. Sections 1, 2 and 3 each correspond to an evaluation criterion for a full proposal.

Page limit: The cover page and sections 1, 2 and 3, together should not be longer than 10 pages. The two tables in these sections must be included within this limit. The minimum font size allowed is 11 points. The page size is A4, and all margins (top, bottom, left, right) should be at least 15 mm (not including any footers or headers).

If you attempt to upload a proposal longer than the specified limit, you will receive an automatic warning and will be advised to shorten and re-upload the proposal. Any excess pages will be overprinted with a 'watermark', indicating to evaluators that these pages must be disregarded.

Please do not consider the page limit as a target! It is in your interest to keep your text as concise as possible, since experts rarely view unnecessarily long proposals in a positive light.

COVER PAGE

Title of Proposal

List of participants

| Participant No | Participant organisation name | Country |
|-----------------|-------------------------------|---------|
| 1 (Coordinator) | | |
| 2 | | |
| 3 | | |

* Please use the same participant numbering as that used in the administrative proposal forms.

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[Proposal Acronym]

2

1. → Excellence

Your proposal must address a work programme topic for this call for proposals.

This section of your proposal will be assessed only to the extent that it is relevant to that topic.

Applicants are expected to address the points relevant to their overall innovation project and to provide information available at this stage. They should clearly explain which aspects will be further explored in the feasibility study.

1.1 → Objectives

Describe the objectives of your overall innovation project and the subsequently expected outcome. Describe the industrial/economic/social problem to be solved and/or business opportunity you intend to address.

Describe the specific objectives for the feasibility study, including the elaboration of a business plan, which should be clear, measurable, realistic and achievable within the duration of the project. Objectives should be consistent with the expected exploitation and impact of the project. (See section 2).

1.2 → Relation to the work programme

Indicate the work programme topic to which your proposal relates.

1.3 → Concept and approach

Explain how your innovative solution will solve the problem and/or use the business opportunity.

Describe the current stage of development of the innovation. Where appropriate, mention key milestones that led to the current stage (e.g. prototype, field trials, pilot studies with intended end-users and/or potential clients).

Describe the positioning of the business innovation project, e.g. where it is situated in the spectrum from 'idea to application', or from 'lab to market'. Refer to Technology Readiness Levels where relevant. (See General Annex G of the work programme).

Describe what you want to achieve in the feasibility assessment. Explain the approach and methodology, distinguishing, as appropriate, activities linked to assess the technological/technical/practical feasibility and economic viability (e.g. market studies, customer survey, etc.).

Describe how your project intends to develop something new to Europe that addresses EU-wide/global challenges.

Where relevant, describe how sex and/or gender analysis is taken into account in the project's content.

Sex and gender refer to biological characteristics and social/cultural factors respectively. For guidance on methods of sex / gender analysis and the issues to be taken into account, please refer to http://ec.europa.eu/research/science-society/gendered-innovations/index_en.cfm

[Proposal Acronym]

3

1.4 → **Ambition**

- Explain the novelty of your innovation/business project. What do you envisage as key market application of the innovation project result?
- Explain the envisaged solution (products, processes, services etc.) and highlight the advantage of your (expected) solution with respect to competing solutions; how does it provide more added value to potential customers? Provide a preliminary comparison with alternatives solving the same or similar problems. If appropriate, compare to state-of-the-art research and known commercial initiatives. This could include costs, environmental benefits, ease-of-use or other features.
- Describe intended improvement potential overtime – also compared to existing solutions. Why is it worth to develop/ or to invest in it?

2. → **Impact**

Applicants are expected to address the points relevant to their overall innovation project and to provide information available at this stage. They should clearly explain which aspects will be further explored in the feasibility study.

2.1 → **Expected impacts**

a) **Users/Market**

- Which user needs have been identified and will be met upon completion of the project?
- Describe the main economic benefits for the users that, compared to current state of the art, will make the users buy or invest in the innovation. What are you planning to use as unique selling points?
- Describe the type of market, e.g. a niche market or high volume market. What is the estimation of total available market size and growth rate (mature or growing market)? What are the market trends? Describe if and how your project addresses European and/or global markets.
- List main competitors and competitive solutions.
- Indicate the most relevant market segments for initial introduction of the new solution.
- Indicate the most important market barriers to be overcome to realise commercialization.
- Describe the targeted users of the final solution; in which market segment/geographical areas do you see these potential users, and how do you intend to reach them?
- List key stakeholders to get involved for making a successful commercial exploitation.

b) **Company**

- How does the innovation project fit with the strategy of the participating SME(s)?
- What is the relevance and rationale of the innovation project for the management team of the SME (or lead SME(s) in a consortium)?

- What is the expected growth potential of your solution in terms of turnover, employment, market size, IP management, sales, return on investment and profit etc.?

2.2 → **Measures to maximise impact**

a) **Dissemination and exploitation of results**

- Explain an initial plan for full commercialisation of the project results, i.e. own commercialisation or licensing? Need of cooperation with third parties for own commercialisation? Estimate of the total funding requirements? Approximate time to first sales/employment?
- How does the proposed work in Phase 1 of the SME instrument fit into the overall plan to reach market?

b) **Intellectual Property, knowledge protection and regulatory issues**

- Explain key knowledge (IPR) items and who owns them. Refer to the results of any patent search carried out. Have you conducted a "freedom to operate analysis", and if "yes" what has been the result?
- Outline the status and the strategy for knowledge protection. If by patent, has a patent application already been filed or is there potential for patent application?
- If regulatory and/or standard requirements are to be fulfilled for the exploitation of the innovation, please list them, and what are the plans to meet these regulatory and/or standard requirements? Indicate if and how they will be addressed in the feasibility assessment. Are you seeing any new market opportunity through regulatory requirements?

3. → **Implementation**

3.1 → **Work plan – Work package and deliverable**

Please provide the project plan comprising one work package with one deliverable (i.e. elaboration of the feasibility report including a business plan) – see Table 3.1 a)

Definitions:

Work package: means a major sub-division of the proposed project. In the case of the SME instrument – phase 1, there is only one work package describing the work to be done for the feasibility assessment.

Deliverable: means a distinct output of the project. In the case of the SME instrument – phase 1 the output is the feasibility report, including a business plan.

3.2 → **Management structure and procedures (only to the extent relevant in single entity proposals)**

- Describe the organisational structure and the decision-making

3.3 → **Consortium as a whole (if applicable)**

The individual members of the consortium are described in a separate section 4. There is no need to repeat that information here.

- Describe the consortium. How will it match the project's objectives? How do the members complement one another (and cover the value chain, where appropriate)? In what way does each of them contribute to the project? How will they be able to work effectively together?

3.4 → **Resources to be committed**

Include the following budget table; no modification is possible. The description of work (feasibility study) in table 3.1 a must demonstrate that it corresponds to the total costs (in EUR).

| | A. Costs of the feasibility study/Direct and indirect costs of the action | Total costs | Reimbursement rate % | Maximum EU contribution | Maximum grant amount |
|---------------|---|-------------|----------------------|-------------------------|----------------------|
| Form of costs | Lump sum | € | % | € | € |
| | 50 000 | 71 429 | 70 % | 50 000 | 50 000 |

1- Commission Decision C(2013)8198 authorising the reimbursement on the basis of a lump sum for SME instrument phase 1 actions under the Horizon 2020

¶

Table:3.1 a: → Work package description ¶

¶

| | |
|----------------------------|--------------------------|
| Work Package Title: | Feasibility Study |
|----------------------------|--------------------------|

¶

| |
|--------------------------|
| Objectives ¶ = |
|--------------------------|

¶

| |
|---|
| Description of work (where appropriate, broken down into tasks), lead partner and role of participants ¶ ¶ ¶ ¶ ¶ ¶ ¶ ¶ = |
|---|

¶

¶

| |
|--|
| Deliverable: ¶ Feasibility report, including a business plan (brief description and month of delivery) ¶ ¶ ¶ = |
|--|

¶

¶

¶

Technical Annex 4 to 5

Section 4: Members of the consortium

This section is not covered by the page limit.

The information provided here will be used to judge the operational capacity.

Please provide for each participant, the following (if available), please provide:

- → a description of the legal entity and, in case of consortia, its main tasks, with an explanation of how its profile matches the tasks in the proposal;
- → a curriculum vitae or description of the profile of the persons, including their gender, who will be primarily responsible for carrying out the proposed activities;
- → a list of up to 5 relevant publications, and/or products, services (including widely-used datasets or software), or other achievements relevant to the call content;
- → a list of up to 5 relevant previous projects or activities, connected to the subject of this proposal;
- → a description of any significant infrastructure and/or any major items of technical equipment, relevant to the proposed work;
- → in case of a newly created company, explain the purpose of the company creation.

4.2. Third parties involved in the project

Please complete, for each participant, the following table (or simply state "No third parties involved", if applicable).

| | |
|--|-----|
| Does the participant plan to subcontract certain tasks | Y/N |
| If yes, describe and justify the tasks to be subcontracted | |

Section 5: Ethics and security

This section is not covered by the page limit.

5.1 Ethics

If you have entered any ethics issues in the ethical issue table in the administrative proposal forms, you must:

- → submit an ethics self-assessment, which
 - → describes how the proposal meets the national legal and ethical requirements of the country or countries where the tasks raising ethical issues are to be carried out;
 - → explains in detail how you intend to address the issues in the ethical issues table, in particular as regards:
 - → research objectives (e.g. study of vulnerable populations, dual use, etc.);
 - → research methodology (e.g. clinical trials, involvement of children and related consent procedures, protection of any data collected, etc.);
 - → the potential impact of the research (e.g. dual use issues, environmental damage, stigmatisation of particular social groups, political or financial retaliation, benefit-sharing, malevolent use, etc.).
- → provide the documents that you need under national law (if you already have them) e.g.
 - → an ethics committee opinion;
 - → the document notifying activities raising ethical issues or authorising such activities

If these documents are not in English, you must also submit an English summary of them (containing, if available, the conclusions of the committee or authority concerned).

If you plan to request these documents specifically for the project you are proposing, your request must contain an explicit reference to the project title.

5.2 Security

Please indicate if your project will involve:

- → activities or results raising security issues: (YES/NO)
- → "EU-classified information" as background or results: (YES/NO)

¹ → Article 37.1 of Model Grant Agreement: "Before disclosing results of activities raising security issues to a third party (including affiliated entities), a beneficiary must inform the coordinator — which must request written approval from the Commission/Agency. Article 37. Activities related to 'classified deliverables' must comply with the 'security requirements' until they are declassified. Action tasks related to classified deliverables may not be subcontracted without prior explicit written approval from the Commission/Agency. The beneficiaries must inform the coordinator — which must immediately inform the Commission/Agency — of any changes in the security context and — if necessary — request for Annex 1 to be amended (see Article 55)".

4) Procedures after submitting a project

- Evaluation criteria;
- Experts – Expert Management tool – EMI;
- Timetable – submissions can be submitted any time, and evaluated starting on April 1st;
 - 4 cut-off dates per year as of 2015 (March, June, September, December) for ranking and finance decisions – evaluation easier if not all submissions come a few seconds before the deadline;
- **NO GRANT NEGOTIATION!**



5) Funding issues

- When money runs out no funding;
- Financing rates (70% and 100%)
- Eligible costs;
- Pre-financing – for phase 1 lump sum, for phase 2 pre-financing possible (having in mind that the Commission withholds a percentage for a guarantee);
- Subcontracting – allowed;
- Non-achievement of deliverables – not in your interest + AUDIT.



6) Coaching and phase 3

Phase 3 – Market launch



- No direct funding
- Extensive support and coaching
- Facilitate access to risk finance
- Additional support and networking opportunities (EEN)

Coaching

- Coaches will drive the performance of the organisation
- Coaches suggested by EEN, and selected by the SME
- Voluntary business coaching for phase 1 and 2:
 - Phase 1: 3 days
 - Phase 2: 12 days



How coaching will look like?

Role of KAMs (Key Account Managers) and EEN;

- **Account initiation and coach selection – you select a coach;**



- **Coach commissioning and contracting;**



- **Programme management, including specialist support and connectivity to the regional Innovation system;**



- **Completion of coaching and project close out.**

Thank you!

For more information go to:

<http://ec.europa.eu/easme/sme/>



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