

Horizon 2020



14. november 2018 í Vinnuframa

Skrá

- Skipanin í Brússel
- Hvørji eru vit? NCP uppgávan
- Nær SME?
- Hvat er Horizon 2020?
- Funding & tender opportunities – ein portalur
- Work Programme - arbeiðsprogrammm
- SME – Smáar og miðalstórar fyrirkur
- FTI – Fast Track to Innovation
- Umsóknartilgongdin
- Framtíð – Innovation Council – Horizon Europe



- Parlament
- ES Kommisjón



Portfolios	Names	Services
Regional Policy	Corina Crețu	DG Regional Policy (REGIO) <u>Changes for DG REGIO:</u> - Unit ELARG D1 (Task Force Turkish Cypriot Community) moves from DG Enlargement (ELARG) to DG REGIO.
Competition	Margrethe Vestager	DG Competition (COMP)
Research, Science and Innovation	Carlos Moedas	Directorate-General for Research and Innovation (RTD) The relevant parts of the Research Executive Agency (REA) The relevant parts of the European Research Council Executive agency (ERCEA) The relevant parts of the Innovation and Networks Executive agency (INEA) The relevant parts of the Executive Agency for Small and Medium-sized Enterprises (EASME)

DIRECTORATE-GENERAL | RTD

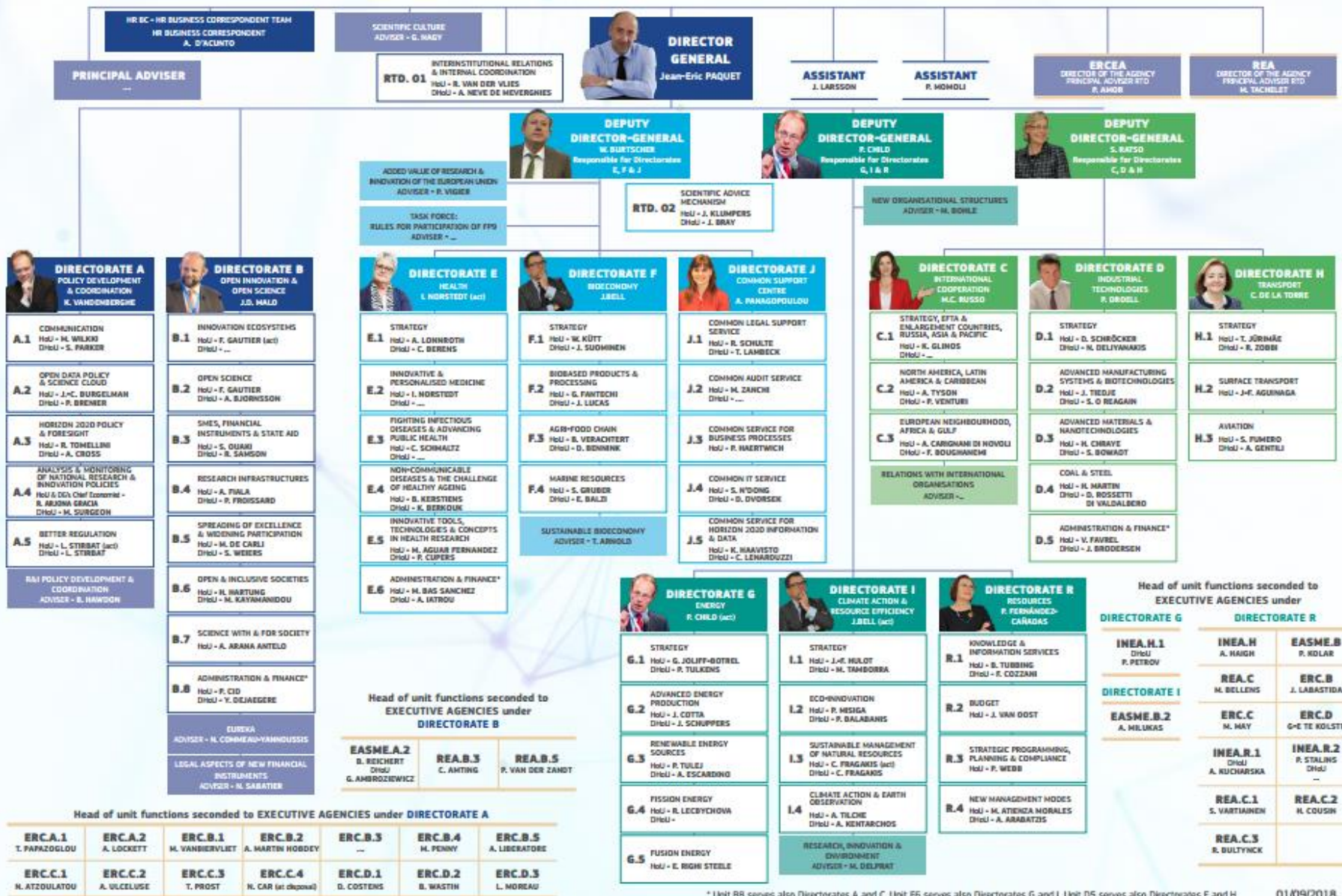
Research and Innovation

[European Commission >](#)

EASME - Executive Agency for SMEs

The Executive Agency for Small and Medium-sized Enterprises (EASME) has been set-up by the European Commission to manage on its behalf several EU programmes in the fields of SME support & innovation, environment, energy and maritime affairs.

Directorate-General for RESEARCH and INNOVATION



NCP – hvør er tað?



The new Funding & Tenders Portal is now available. [Try it out now!](#)

National Contact Points

The network of National Contact Points (NCPs) is the main structure for assistance on all aspects of participation in Horizon 2020. NCPs are established in all associated countries ("third countries").

Search for:

Albania

Armenia

Bosnia And Herzegovina

Faroe Islands

Georgia

All functions

Coordinator

Legal and Financial

SMEs

Sort by:

Country

Contact name

Most recent

Organisation

Ms Mathea Hildberg - Faroe Islands

SMEs - Information and Communication Technologies (ICT) -

Organisation name: Research Council Faroe Islands

Address: Bryggjubakki 12, P.O. Box 259, 110, Tórshavn, Faroe Islands

Tel: (+298) 553300 - Fax: N/A

Send Mail - Website: www.vinnuframi.fo

Update date: 09-OCT-18 - Record Control Number: 5000993

Ms Maria Húsgarð - Faroe Islands

Legal and Financial Aspects - SMEs - Access to Finance - European Research Council - Future and Emerging Technologies - Marie Skłodowska-Curie Actions on skills, training and career development - Information and Communication Technologies (ICT) - Nanotechnologies, advanced materials, biotechnology, advanced manufacturing and processing - Space - Food security, sustainable agriculture, marine and maritime research and the bio-economy; & Biotechnology - Secure, clean and efficient energy - Smart, green and integrated transport - Climate action, environment, resource efficiency and raw materials - Inclusive, innovative and reflective societies - Spreading excellence and widening participation - Science with and for Society

Organisation name: Research Council Faroe Islands

Address: Bryggjubakki 12, P.O. Box 259, 110, Tórshavn, Faroe Islands

Tel: (+298) 567802 - Fax: N/A

Send Mail - Website: <http://www.gransking.fo>

Update date: 09-OCT-18 - Record Control Number: 3000890



Hvør er SME?

‘The category of micro, small and medium-sized enterprises (SMEs) is made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million.’

Extract of Article 2 of the annex to Recommendation 2003/361/EC

Europa lagging behind in up-scaling young and innovative companies

Companies established after 1984 that made it to the FT 500 Global list



SME versus non-SME: the main criteria

'If an enterprise has access to significant additional resources it might not be eligible for SME status.'

Size

- Employees
- Turnover
- Balance sheet total

and

Resources

- Ownership
- Partnerships
- Linkages

Starvsfólk/ársverk
Umsetningur
Fíggjarjavni

'Nine out of every 10 enterprises is an SME, and SMEs generate two out of every three jobs.'

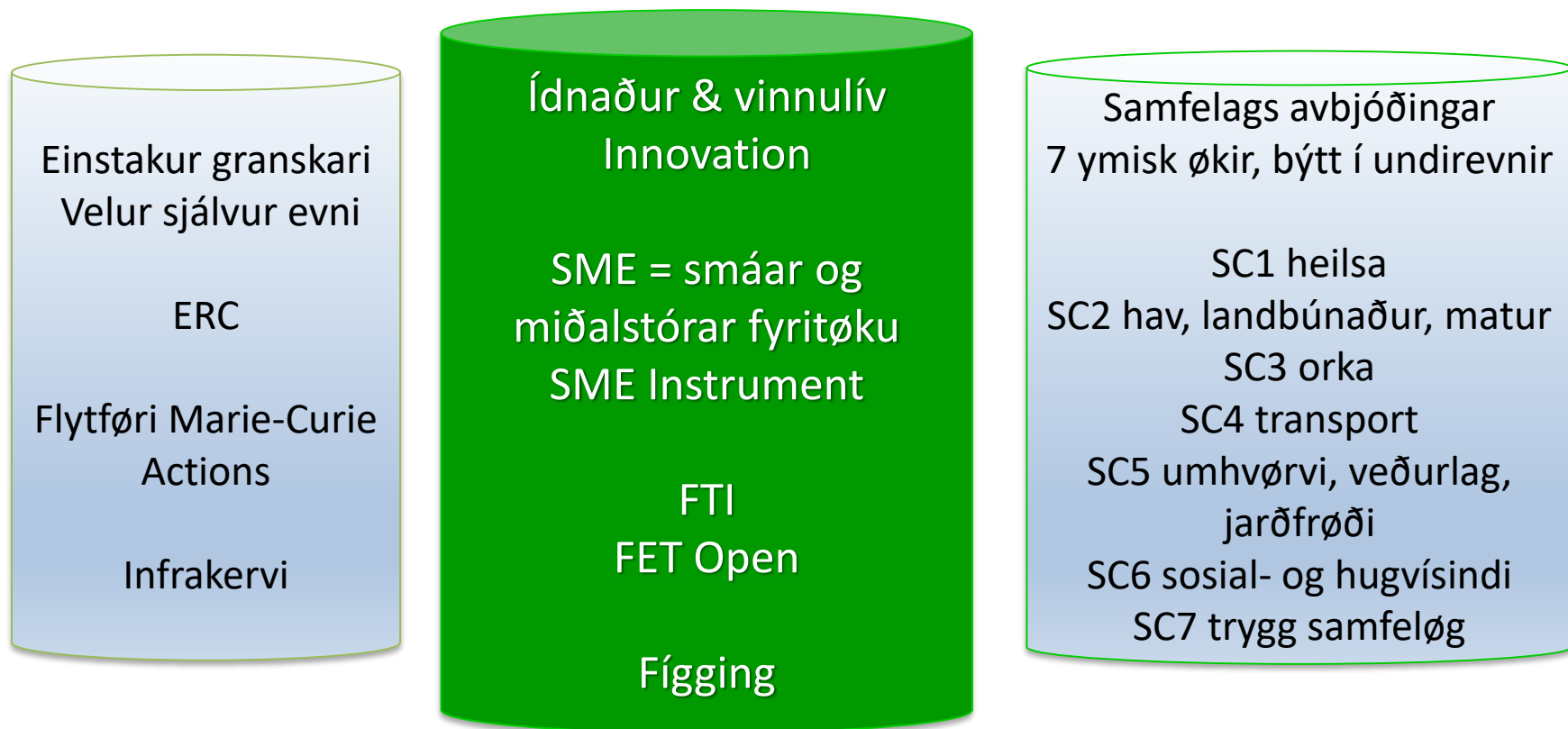
Enterprise category	Headcount: annual work unit (AWU)	Annual turnover	or	Annual balance sheet total
Medium-sized	< 250	≤ EUR 50 million	or	≤ EUR 43 million
Small	< 50	≤ EUR 10 million	or	≤ EUR 10 million
Micro	< 10	≤ EUR 2 million	or	≤ EUR 2 million

Hvat er Horizon 2020?

- Rammuskrá = Framework Programme



Tríggir stabbar + tvørgangandi skráir



Útboð/Calls í arbeiðsprogramnum

Bottom-up, velur sjálvur evni & Top-down, ES ásetur evni

RIA = gransking & Innovation, IA = Innovation & CSA = Coordination, Support

Freistir, cut-off dagar

Fyrsta – Framúrskarandi gransking

Sections navigation


Excellent Science

European Research Council

Future and Emerging Technologies

Marie Skłodowska-Curie actions

Research Infrastructures, including e-Infrastructures



What is
Horizon 2020

Find
Your area

Excellent Science

Article
Newsroom

Activities under this Pillar aim to reinforce and extend the excellence of the Union's science base and to consolidate the European Research Area in order to make the Union's research and innovation system more competitive on a global scale.

The Excellent Science pillar has main four specific objectives:

1. The [European Research Council \(ERC\)](#) will provide attractive and flexible funding to enable talented and creative individual researchers and their teams to pursue the most promising avenues at the frontier of science, on the basis of Union-wide competition.
2. [Future and emerging technologies](#) will support collaborative research in order to extend Europe's capacity for advanced and paradigm-changing innovation. They will foster scientific collaboration across disciplines on radically new, high-risk ideas and accelerate development of the most promising emerging areas of science and technology as well as the Union-wide structuring of the corresponding scientific communities.
3. [Marie Skłodowska-Curie Actions](#) will provide excellent and innovative research training as well as attractive career and knowledge-exchange opportunities through cross-border and cross-sector mobility of researchers to best prepare them to face current and future societal challenges.
4. [Research infrastructure](#) (including e-infrastructures) will develop European research infrastructure for 2020 and beyond, foster their innovation potential and human capital, and complement this with the related Union policy and international cooperation.

Triðja - Societal Challenges

- Kommissiónin hevur sett avbjóðingar í Call tekstir/útboð
- Útboðini eru í WP = arbeiðsprogrammunum
- Finna samstarvspartar og seta saman consortium
- Minst 3 partar úr 3 ymiskum londum

Topic conditions and documents

1. Eligible countries: described in [Annex A of the Work Programme](#).

A number of non-EU/non-Associated Countries that are not automatically eligible for funding have made specific provisions for making funding available for their participants in Horizon 2020 projects. See the information in the [Online Manual](#).

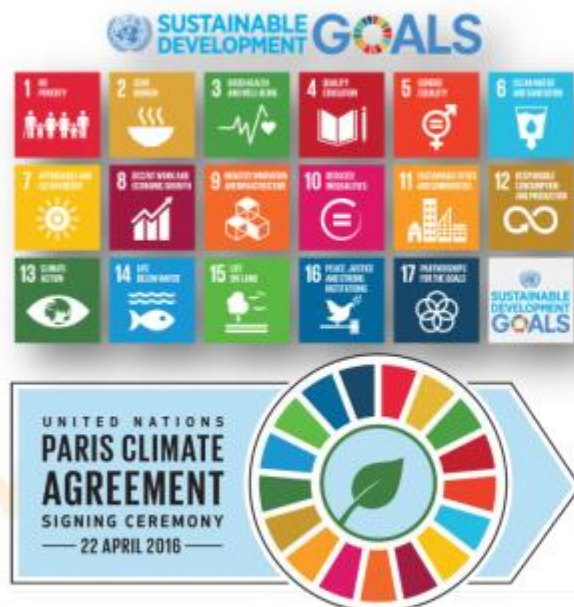
Ymisk sløg av útboðum:

- RIA = Research & Innovation Action
- IA = Innovation Action
- CSA = Coordination & Support Action

WP at a glance

The policy context

- Global commitments



United Nations
Framework Convention on
Climate Change

- European policies



CAP & EIP-AGRI



Bioeconomy strategy



Climate & energy



Circular economy



**Integrated Maritime
and common fisheries
policies**



**Digital single
market**

Mittasta - Fyrirøkur - SME

- European Innovation Council (EIC) pilot
- Fyrirøka einsamøll ella í samstarvi við onnur
- Menning av framleiðslu

Topic: EIC-SMEInst-2018-2020: SME instrument

Open

Publication date: 27 October 2017

Types of action: SME-1 SME instrument phase 1

DeadlineModel: multiple cut-off

Opening date: 07 November 2017

Cut-off dates: 08 February 2018 17:00:00
03 May 2018 17:00:00
05 September 2018 17:00:00
07 November 2018 17:00:00
13 February 2019 17:00:00
07 May 2019 17:00:00
05 September 2019 17:00:00
06 November 2019 17:00:00
12 February 2020 17:00:00
06 May 2020 17:00:00
02 September 2020 17:00:00
04 November 2020 17:00:00

Time Zone : (Brussels time)



SME instrument

Your Highway to deliver Innovation to the Market



- ❑ Only for-profit SMEs established in the EU or associated countries may apply for funding and support
- ❑ Single company support possible
- ❑ 70% funding (exceptions possible)
- ❑ No obligation for applicants to sequentially cover all three phases
- ❑ Innovative SMEs with a potential to develop, grow and have an international impact
- ❑ Focused on established SMEs with high growth potential
- ❑ Clear European dimension



PHASE 1: Concept and feasibility assessment

10% budget

☐ **Input:** Idea/Concept: "Business Plan 1" (≤ 10 pages)

☐ **Activities:**

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

☐ **Output:** elaborated "Business plan 2"

☐ **Coaching support:** 3 coaching days offered (voluntary)



PHASE 2: R&D, demonstration, market replication

88% budget

☐ **Input:** "Business plan 2" plus description of activities under Phase 2 (≤ 30 pages)

☐ **Activities:**

- ✓ Development
- ✓ Prototyping
- ✓ testing, piloting, miniaturisation, scaling-up
- ✓ market replication,
- ✓ research

☐ **Output:** "investor-ready Business plan 3"

☐ **Coaching support:** 12 coaching days offered (voluntary)



PHASE 3: Commercialisation

~ 2% budget (Phase 3 + coaching scheme/Phase 1&2)

Not designed to be a sequential phase, Phase 3 will also support activities in parallel to Phase 1 and Phase 2 participation

Main issues to be implemented:

- ☐ Promote instrument as quality label for successful projects
- ☐ Facilitate access to private finance
- ☐ Support via networking, training, mentoring, information addressing i.e. IP management, knowledge sharing, dissemination
- ☐ SME window in the EU financial facilities (debt facility and equity facility)
- ☐ Possible connection to public procurement activities

Funded Projects

150.07%
of total

Project Participations

150.02%
of total

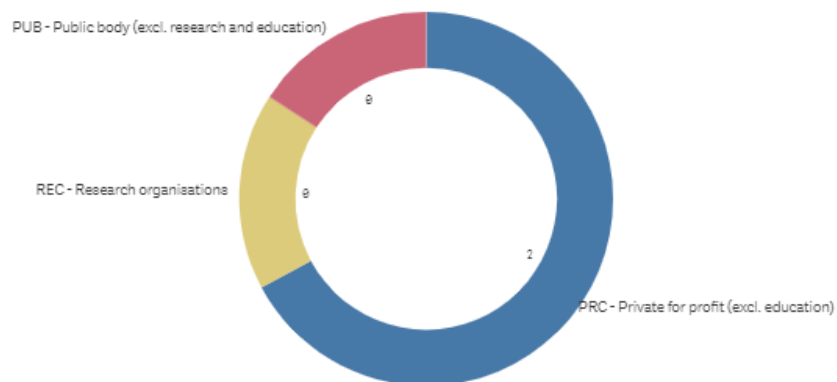
EU Contribution (EUR)

2,54M0.01%
of total

Number of project participations and EU Contribution by organisation

Legal Name	Country	EU Contribution (EUR)	Project Participations
Totals		2.535.361 €	15
SP/F SYNTESA	Faroe Islands	719.321 €	2
SPF OCEAN RAINFOREST	Faroe Islands	544.389 €	2
HAVSTOVAN	Faroe Islands	400.775 €	2
JARDFEINGI	Faroe Islands	393.926 €	2
SPF TOKNI	Faroe Islands	239.200 €	1
SP/F DELIVER	Faroe Islands	50.000 €	1
SP/F KPT	Faroe Islands	50.000 €	1
SPF BLUE OCEAN	Faroe Islands	50.000 €	1
SPF FRAMA	Faroe Islands	50.000 €	1
THE FAROESE RESEARCH COUNCIL (GRANSKINGARRADID)	Faroe Islands	37.750 €	2

EU Contribution by Type of Organisation (Mil EUR)



Funding & tender opportunities

- Ein portalur til alt
- Útboð/Call
- Leita eftir samstarvi
- Umsóknin
- Viðgerð og svar

Summary

The European Innovation Council (EIC) pilot supports innovators developing breakthrough innovations with the potential to create new markets and boost jobs, growth and prosperity in Europe.

SME Instrument

Close-to-market and scale-up projects of a single SME or a consortium of SMEs established in EU Member States or Horizon 2020 associated countries.

Fast Track to Innovation (FTI)

Close-to-market projects of consortia with three to five entities from at least three different EU Member States or Horizon 2020 associated countries. Industry must participate. Interdisciplinary approaches encouraged.

FET Open

Early-stage, science and technology research by consortia exploring novel ideas for radically new future technologies that challenge current paradigms and venture into the unknown. Open to research into any area of technology. Aims to attract new, high-potential research and innovation players.

Horizon Prizes boost breakthrough innovation by fostering solutions to challenges which bring major benefits to society.

Actions help to optimise the impact of EU investment in EIC innovators and innovations; they contribute to building an EIC community and a vision underpinning a possible future EIC.





The Funding & Tenders Portal is the entry point (the Single Electronic Data Interchange Area) for participating tenders managed by the European Commission and other EU bodies.

Find calls for proposals and tenders

Search calls for proposals and tenders by keywords, programmes...



What are calls for proposals? >

What are calls for tenders? >

Calls for proposals by EU Programme

Funding opportunities

Calls for proposals by EU Programme

3rd Health Programme

Asylum, Migration and
Integration Fund

Consumer Programme

Creative Europe

Erasmus+ Programme

European Maritime and
Fisheries Fund

HERCULE III

Horizon 2020 Framework
Programme

Internal Security Fund
Borders and Visa

Internal Security Fund Police

Justice Programme

Pilot Projects and Preparatory
Actions

Programme for the
Competitiveness of
Enterprises and small and
medium-sized enterprises

Promotion of Agricultural
Products

Research Fund for Coal &
Steel

Rights, Equality and
Citizenship Programme

Union Civil Protection
Mechanism

Previous Framework Programs (FP7 -
CIP)

Overview of EU funding

Funding opportunities - CALLS

Funding and tenders

Sort by: ☒ opening date

☐ title

☐ ID

☐ deadline

2 results

[See all calls for tenders published by EC](#)

Grant

SME instrument EIC-SMEInst-2018-2020

Types of action: SME instrument phase 2 | **Programme:** Horizon 2020

Open

Opening date: 07 November 2017

Deadline model: multiple cut-off

Deadline date: 10 January 2018 17:00:00 Brussels time
[more deadlines](#) ▼

Grant

SME instrument EIC-SMEInst-2018-2020

Types of action: SME instrument phase 1 | **Programme:** Horizon 2020

Open



Opening date: 07 November 2017

Deadline model: multiple cut-off

Deadline date: 08 February 2018 17:00:00 Brussels time
[more deadlines](#) ▼

Upplýsing um at til ber at søkja = OPEN

Oct 27, 2017

SME instrument

ID: EIC-SMEInst-2018-2020

Type of action:

◦ SME-1 SME instrument phase 1	Deadline Model : multiple cut-off	Opening: 07 November 2017	Deadline: 08 February 2018 17:00:00 Brussels time , 03 May 2018 17:00:00 Brussels time , 05 September 2018 17:00:00 Brussels time , 07 November 2018 17:00:00 Brussels time , 13 February 2019 17:00:00 Brussels time , 07 May 2019 17:00:00 Brussels time , 05 September 2019 17:00:00 Brussels time , 06 November 2019 17:00:00 Brussels time , 12 February 2020 17:00:00 Brussels time , 06 May 2020 17:00:00 Brussels time , 02 September 2020 17:00:00 Brussels time , 04 November 2020 17:00:00 Brussels time	Open
◦ SME-2 SME instrument phase 2	Deadline Model : multiple cut-off	Opening: 07 November 2017	Deadline: 10 January 2018 17:00:00 Brussels time , 14 March 2018 17:00:00 Brussels time , 23 May 2018 17:00:00 Brussels time , 10 October 2018 17:00:00 Brussels time , 09 January 2019 17:00:00 Brussels time , 03 April 2019 17:00:00 Brussels time , 05 June 2019 17:00:00 Brussels time , 09 October 2019 17:00:00 Brussels time , 08 January 2020 17:00:00 Brussels time , 18 March 2020 17:00:00 Brussels time , 19 May 2020 17:00:00 Brussels time , 07 October 2020 17:00:00 Brussels time	Open


Horizon 2020

 Horizon 2020 Web

↳ Work programme:  Towards the next EU Framework Programme for Research and Innovation: European Innovation Council (EIC) Pilot Work programme year: H2020-2018-2020

↳ Call name: SME Instrument | Call ID: H2020-EIC-SMEInst-2018-2020

[See all topics of this call >](#)

 [See budget overview](#)

Longur niðri – submission service

Select your type of action to start submission

To access the Electronic Submission Service of the topic, please select the **type of action** that is most relevant to your proposal from the list cannot be changed in the submission system. Upon confirmation you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Participant Portal and select the My Proposals page of the My Area section.

Type of Action: SME instrument phase 2 [SME-2]

Start SUBMISSION

Type of Action: SME instrument phase 1 [SME-1]

Start SUBMISSION

Get support



Online manual
"Submit a proposal"



IT HOW TO
"Submission of Proposals"

WP

EN

Horizon 2020 Work-Programme 2018-2020

Towards the next Framework Programme
for Research and Innovation:

European
Innovation
Council (EIC)
pilot

Bottom-up = umsøkjari velur evni

Who should apply to the SME Instrument?

Are you an innovative, high-flying small or medium-sized business with European and global ambitions?

Only the most convincing and excellent proposals can be funded after a thorough evaluation by multinational panels of technology, business and finance experts.

What topics are covered?

There are no set topics. Negative impacts on climate and the environment should be avoided.

Phase 1 = SME Instrument 1

➔ *Feasibility study: Phase 1*

Phase 1 helps you get a grip on the R&D, technical feasibility and commercial potential of a ground-breaking, innovative idea and develop it into a credible business plan for scaling it up.

Activities can include, for example, risk assessment, market research, user involvement, analysis of regulatory constraints or standards regimes, intellectual property management, partner search, or feasibility assessment.

Your goal in Phase 1 is to formulate a solid, high-potential innovation project with a European or global growth-oriented strategy

Your proposal must be based on an initial business plan and outline the specifications of a more elaborate one, which will be the outcome of the project.

Guide for applicants o.a.

8. Additional documents:

1. Introduction WP 2018-20

17. European Innovation Council (EIC) WP 2018-20

18. Dissemination, Exploitation and Evaluation WP 2018-20

General annexes to the Work Programme 2018-2020

Legal basis: Horizon 2020 Regulation of Establishment

Legal basis: Horizon 2020 Rules for Participation

Legal basis: Horizon 2020 Specific Programme

SME Instrument - Guidelines for applicants

Additional documents



G. Technology readiness levels (TRL)

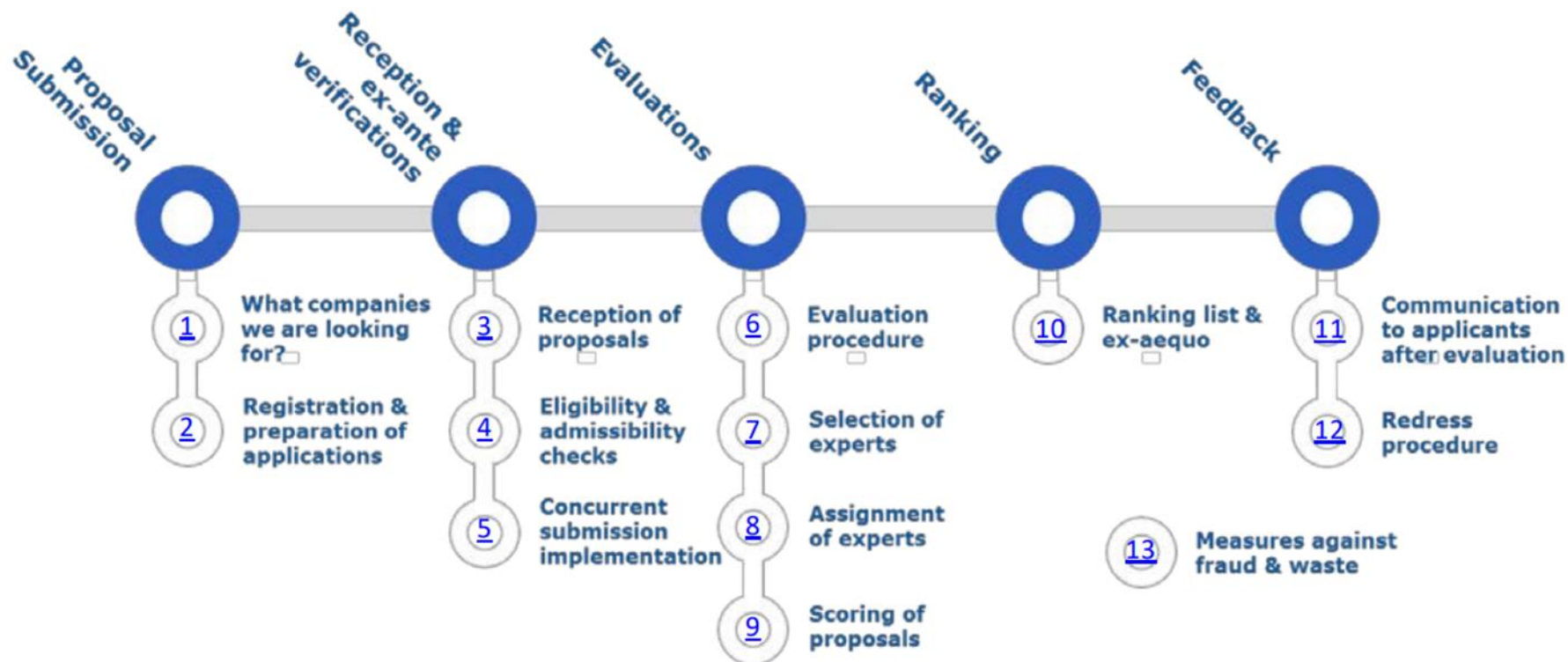
Where a topic description refers to a TRL, the following definitions apply, unless otherwise specified:

TRL 1 – basic principles observed

- TRL 2 – technology concept formulated
- TRL 3 – experimental proof of concept
- TRL 4 – technology validated in lab
- TRL 5 – technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 6 – technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified
- TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

Umsóknartilgongdin SME I

➤ Cut-off 3. mai 2018 fekk svar 16. oktober 2018



Submission service

Select your type of action to start submission

To access the Electronic Submission Service of the topic, please select the **type of action** that is most relevant to your proposal from the list cannot be changed in the submission system. Upon confirmation you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Participant Portal and select the My Proposals page of the My Area section.

Type of Action: SME instrument phase 2 [SME-2]

[Start SUBMISSION](#)

Type of Action: SME instrument phase 1 [SME-1]

[Start SUBMISSION](#)

Get support



Online manual
"Submit a proposal"



IT HOW TO
"Submission of Proposals"

Online Manual

RESEARCH & INNOVATION
Participant Portal H2020 Online Manual

European Commission

Search

H2020 Online Manual

- My Area - User account & roles
 - EU Login
 - Roles & access rights
 - Terms and Conditions of Use
- Grants
 - Applying for funding
 - Find a call
 - Horizon 2020 structure and budget
 - What you need to know about Horizon 2020 calls
 - Find partners or apply as individual
 - Register in the Participant Register
 - Registration of your organisation
 - LEAR appointment

Grants

Applying for funding

Find a call → Find partners → Register an organisation → Submit a proposal

Evaluation & Grant signature

Eligibility check → Evaluation of proposals → Grant preparation → Grant signature

Grant management

Keeping records | Amendments | Reports & payment requests | Deliverables

Dissemination & exploitation | Communicating your project | Acknowledgement of EU funding | Checks, audits, reviews & investigations

Participant Identification Code (PIC)

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

HOME FUNDING OPPORTUNITIES HOW TO PARTICIPATE PROJECTS & RESULTS EXPERTS SUPPORT LOGIN REGISTER

Reference Documents
Participant Register
Partner Search
H2020 Financial Viability Self-Check
SME Participation

Participant Register H2020 ONLINE MANUAL

If you want to participate in a project proposal, your organisation needs to be registered and have a **9-digit Participant Identification Code (PIC)**. Please quote your PIC in all correspondence with the Commission

The **register contains all beneficiaries** participating in the EU research and innovation or education, audiovisual and cultural programmes.

Is your organisation already registered? PIC search

Please check whether your organisation has already been registered. If so, no need to register it again.

SEARCH

You may enter a (complete or partial) organisation name (e.g. "Oxford" or "University of Oxford") and optionally select a country. You cannot search by country only. Organisation names are in **English or in the national language**.

Name * university Country Faroe Islands

Captcha code

k7dfc Fill the captcha

Advanced Search

SEARCH CLEAR

Show 10 entries

STATUS	COUNTRY	CITY	LEGAL NAME	BUSINESS NAME	PIC	VAT	ERASMUS CODE	REG. NO.
VALIDATED	FO	TORSHAVN	FRODSKAPARSETUR FOROYA	UNIVERSITY OF THE FAROE ISLANDS	952987462	F0328944	-	

Showing 1 to 1 of 1 entries.

← PREVIOUS 1/1 NEXT →



H2020 Programme

Proposal template 2018-2020

Administrative forms (Part A)
Project proposal (Part B)

Research and Innovation Actions (RIA)
Innovation Actions (IA)

Version 3.4
1 February 2018

Structure of proposals

Part A - structured data -

Horizon 2020
Sub-programme
Call: H2020-MSCA-ITN-2014
Topic: MSCA-ITN-2014-ETN
Action: MSCA-ITN-ETN
Proposal Number: SEP-210132046
Proposal Acronym: 123

Table of contents

Section	Title
1	General information
2	Participants & contacts
3	Budget
4	Ethics
5	Call-specific questions

How to fill in the forms?
The administrative forms must be filled in for each proposal using the templates available in the submission system. The administrative forms are pre-filled based on the previous steps in the submission system.

101220-ITN-2014-20140118 Page 1 of 12 Last saved: 24/03/2014 at 16:00

Part B - description of action -

PROPOSAL ACRONYM - Standard EF / CAR / RI / CR
(Delete as appropriate and include as header on each page)

Part B Template

START PAGE

MARIE SKŁODOWSKA-CURIE ACTIONS

Individual Fellowships (IF)
Call: H2020-MSCA-IF-2014

PART B

"PROPOSAL ACRONYM"

"Title"

This proposal is to be evaluated as:
[Standard EF] [CAR] [RI] [CR]
(Delete as appropriate)

Part B - Page 1 of 1

HORIZON 2020



H2020 Model Grant Agreements: H2020 General MGA — Multi: v5.0 –18.10.2017

under their own responsibility and in accordance with the Agreement, with all the obligations and conditions it sets out.

The Agreement is composed of:

Terms and Conditions

Annex 1 Description of the action

Annex 2 Estimated budget for the action

2a Additional information on the estimated budget

Annex 3 Accession Forms

[OPTION to be used if Article 14 applies and if joint and several liability has been requested by the [Commission]/[Agency]: 3a Declaration on joint and several liability of linked third parties]

[OPTION if the JRC participates: 3b Administrative Arrangement]

Annex 4 Model for the financial statements

Annex 5 Model for the certificate on the financial statements

Annex 6 Model for the certificate on the methodology

H2020 Progra

Multi-Benefici
General Model Grant

(H2020 General MGA –

Version 5.0
18 October 2017





Proposal template
(Technical annex)
SME instrument – phase 1
[Adapted for EIC]



Proposal must be based on an initial business plan and describe the activities to be undertaken that shall result in a comprehensive feasibility study.

Please follow the structure of the template when preparing your proposal. It has been designed to ensure that the important aspects of your innovation and planned work are presented in a way that will enable the experts to make an effective assessment against the award criteria.

If you upload a proposal longer than 10 pages (only sections 1-3, including cover page and executive summary) before the cut-off date, you will receive an automatic warning and will be advised to shorten and re-upload the proposal. After the call cut-off date, excess pages will be automatically made invisible and will not be taken into consideration. The proposal is a self-contained document.

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.

Please respect the following formatting constraints:

- Times New Roman, Arial or similar, at least font size 11, page size A4, margins (2.0 cm side and 1.5 cm top and bottom), at least single line spacing.

Further guidance is available in the [Guidelines for Applicants](#).

Excellence, Impact og Implementation

- 3 partar í umsóknini



1. Excellence

○ Challenge and solution

- Describe the identified customer pain point. What is the business need, technological challenge or market opportunity?
- What is your innovation?
- What is the market's state-of-the-art? How would your innovation compare with available solutions, practices or products (e.g. performance, costs, ease-of-use, gender dimension¹, climate change or environmental aspects, benefits to society)?

○ Approach

- What is unique in your approach, compared to those of other companies?
- Why now? Explain the historical evolution of your category and define recent trends that make your solution possible.
- What is the current development stage of your innovation? (e.g. prototype, early field trials, pilot studies)?
- What do you plan to achieve in the feasibility study? Explain the methodology distinguishing the activities to assess the technological/technical/practical feasibility and economic viability of your innovation.
- What are the further stages and activities needed to commercialize your innovation?

Excellence
25% WEIGHTING
<p>High-risk/high-potential innovation idea that has something that nobody else has. It should be better and/or significantly different to any alternative. Game-changing ideas or breakthrough innovations are particularly sought after.</p> <p>Its high degree of novelty comes with a high chance of either success or failure.</p>
<p>Realistic description of current stage of development (<i>Phase 2 only</i>: TRL 6, or something analogous for non-technological innovations), and clear outline of steps planned to take this innovation to market.</p>
<p>Highly innovative solution that goes beyond the state of the art in comparison with existing or competing solutions, including on the basis of costs, ease of use and other relevant features as well as issues related to climate change or the environment, the gender dimension, any other benefits for society, or (<i>Phase 1 only</i>) includes plans for obtaining this information.</p>
<p>Very good understanding of both risks and opportunities related to successful market introduction of the innovation from both technical and commercial points of view or (<i>Phase 1 only</i>) includes convincing plans for obtaining this information.</p> <p><i>Phase 2 only</i>: Documentation on the technological, practical and economic feasibility of the innovation.</p> <p><i>The 'feasibility' aspect is particularly examined in Step 2 of the evaluation of Phase 2 proposals.</i></p>
<p><i>Phase 1 (only)</i>: Objectives for the feasibility study and the approach and activities to be developed are consistent with the expected impact of the project.</p> <p><i>Phase 2 (only)</i>: Objectives for the innovation proposal as well as the approach and activities to be developed are consistent with the expected impact (i.e. commercialisation or deployment resulting in company growth). Appropriate definition provided of specifications for outcome of project and criteria for success.</p>
<p>Taken as whole, to what extent the above elements are coherent and plausible.</p>



2. Impact

○ **Entering the market**

- Who are the targeted users and/or customers and why will they want to buy your product/service (unique selling point)? Are they new or already part of your user/customer base? What is your relation with them (e.g. market survey, testing/feedback, letters of intent)?
- What is the market in terms of type (e.g. niche/high volume, new/mature, growth rate), size (e.g. volume, value, geographical scope) and growth? What is your envisaged market share?
- Who are your main direct and indirect competitors? (Competitors, substitutes and alternatives).
- Which are the barriers to entry? How do you intend to overcome them?

○ **Business model**

- How does this innovation fit with your company's overall business strategy?
- Describe your value chain (suppliers and customers). Identify which of these or other stakeholders should be involved to ensure successful commercial exploitation. Define the nature of your current relation with them.
- What will be your business model, including the revenue model? How do you plan to commercialize?
- Why is your model scalable? How do you intend to scale-up and reach European and/or global markets?

○ **Financing**

- What is the company's ownership and capital structure?
- What is the expected growth potential of your solution in terms of turnover, profit and jobs?
- Indicate the estimated funding requirements to reach the commercialization stage of your innovation. What are your plans to ensure the subsequent financing of your innovation (applying for a SME phase 2 grant, next rounds, top-up financing, etc.)?

○ **Intellectual Property Right (IPR) and legal framework**

- Describe the legal and regulatory requirements to be fulfilled for the exploitation of your innovation and whether it is incorporated in or compliant with standards relevant to the technology.
- What are your IPR assets? Describe the key knowledge items and who owns them and who else may have rights to use them; patents (applied/granted) or other ways of protection.
- What is your strategy for knowledge management and protection?
- What are your measures to ensure commercial exploitation ('freedom to operate')?

Award criteria

Proposals are evaluated by experts on the basis of **three award criteria**: 'impact', 'excellence', and 'quality and efficiency of implementation'. The aspects examined under each criterion are described in the table below.

Impact
50% WEIGHTING
<p>Convincing specification of substantial demand (including willingness to pay) for the innovation; demand generated by new ideas, with the potential to create new markets, is particularly sought after.</p> <p>Total market size envisaged.</p>
<p>Convincing description of targeted users or customers of the innovation, how their needs have been addressed, why the users or customers identified will want to use or buy the product, service or business model, including compared to what is currently available if anything at all.</p>
<p><i>Phase 1 (only):</i> Good understanding of need for a realistic and relevant analysis of market conditions, total potential market size and growth-rate, competitors and competitive offerings, key stakeholders, clear identification of opportunities for market introduction: potential for market creation is particularly sought after.</p> <p><i>Phase 2 (only):</i> Realistic and relevant analysis of market conditions and growth-rate, competitors and competitive offerings, key stakeholders, clear identification of opportunities for market introduction, market creation or disruption (e.g. via new value-chains).</p>
<p>Realistic and relevant description of how the innovation has the potential to scale-up the applicant company (or companies). This should be underpinned by a convincing business plan with a clear timeline, and complemented, where possible, by a track-record that includes financial data.</p>
<p>Alignment of proposal with overall strategy of applicant SME (or SMEs) and commitment of the team behind them. Demonstration of need for commercial and management experience, including understanding of the financial and organisational requirements for commercial exploitation and scaling up (and - <i>Phase 2 only</i>) as well as key third parties needed.</p>
<p><i>Phase 1 (only):</i> Outline of initial commercialisation plan and how this will be developed further (in-house development, licensing strategy, etc.).</p> <p><i>Phase 2 (only):</i> Realistic and relevant strategic plan for commercialisation, including approximate time-to-market or deployment. Activities to be undertaken after the project.</p> <p><i>The 'commercial strategy' aspect is particularly examined in Step 2 of the evaluation of Phase 2 proposals.</i></p>
<p>European/global dimension of innovation with respect to both commercialisation and assessment of competitors and competitive offerings.</p>
<p><i>Phase 1 (only):</i> Realistic and relevant description of knowledge protection status and strategy, need for 'freedom to operate' (i.e., possibility of commercial exploitation), and current IPR situation or a plan for obtaining this information. Where relevant, description of potential regulatory requirements.</p>



3. Implementation

○ Team

- Describe your team and their achievements and experience in relation to the approach you will be taking.
- Describe the roles of the team within your project. What is the role of the company's owner(s)? What are the main strengths and weaknesses of the team?
- If your project is to be implemented by a consortium, describe how the partners complement each other.

○ Work plan – Work package and deliverable

- Present a detailed project plan comprising: (see table 3.a)
 - one work package: feasibility study
 - one deliverable: feasibility report including a business plan

○ Resources

	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

Table 3.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	
<p>Example, not to complete</p>	
Deliverable: Feasibility report, including a business plan (brief description and month of delivery)	

Quality and efficiency of implementation

25% WEIGHTING

Technical/business experience of the team, including management capacity to lead a growing team

Only Phase 1: If relevant, the proposal includes a plan to acquire missing competences.

Only Phase 2: If relevant, the proposal includes a plan to acquire missing competences, namely through partnerships and/or subcontracting*, and explains why and how they are selected (*subcontractors must be selected using 'best value-for-money' principles*).

The 'team' aspect is particularly examined in Step 2 of the evaluation of Phase 2 proposals.

Availability of resources required (personnel, facilities, networks, etc.) to develop project activities in the most suitable conditions.

Where relevant, complementarity of partners in a consortium.

Only Phase 2:

Where relevant, realistic description of how key stakeholders / partners / subcontractors could be involved* (*subcontractors must be selected using 'best value-for-money' principles*).

Where relevant, the estimated budget and the procedure planned for selecting the subcontractors are appropriate*.

Realistic timeframe and comprehensive description of implementation (work-packages, major deliverables and milestones, risk management) taking the company's or applicant's innovation ambitions and objectives into account.

**Subcontracting is acceptable to the extent required for the implementation of the proposed activities. Subcontracting may be an essential part of the implementation of the project, but should not be a disproportionate part of the total estimated eligible costs. Subcontractors must be selected using 'best value-for-money' principles.*

Taken as whole, to what extent the above elements are **coherent and plausible**.

Metingin

Evaluation procedure

After each Phase 1 cut-off

- Proposals are evaluated in one step.
- A proposal is evaluated remotely by a number of evaluators with a mixture of technology, industry sector, business and finance expertise.
- Each evaluator scores each of the three award criteria from 0 to 5. Scores with a resolution of one decimal place may be given.
- The quality threshold of each criterion is 4 out of 5. The overall quality threshold, applying to the weighted sum of the three individual scores, is 13 out of 15.
- The consensus score at the level of the three evaluation criteria is the median of the scores given by each evaluator. The overall consensus score is the weighted sum of these separate scores. Proposals that have passed all thresholds are ranked in the order of their final score.
- If necessary, a panel review is organised remotely.



Working in this proposal writing

Description of the core of your project

WORKING TITLE:

What is it about?

Why is it important for Europe?

Why now?

Why you?

How is this new or different?

Who else is interested in your solutions?

Pen & Paper

Minst til NCP tænastuna Vinnuframi: Mathea Granskingarráðið: Maria

