



EASME

Executive Agency for Small and Medium-sized Enterprises



SME SUPPORT



ENERGY



ENVIRONMENT



MARITIME

EASME

Executive Agency for Small and Medium-sized Enterprises

H2020 SME Innovation Associate

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**Training Seminar for European Documentation Centres
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Current Problem

EU SMEs are facing barriers to the recruitment of highly qualified specialists (PhD holder or equivalent) because the required skills are either not available or not affordable

Current instruments



SME Instrument (2014): addressing the lack of financial support for mature projects (min TRL-6) during the access to market phase.

Marie Skłodowska-Curie Actions (1996): key instrument structuring training, mobility and career development for researchers. Individual fellowships addressing limited participation by SMEs (no spin-off).



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SME SUPPORT

SME Instrument

PHASE 1

Concept & Feasibility Assessment
Idea to concept (6 months)



The SME will draft an initial **business proposal**.

The European Union will provide
€50 000 in funding
and business coaching.

PHASE 2

Demonstration, Market Replication, R&D
Concept to Market-Maturity (1-2 years)



The SME will further develop its proposal through **innovation activities**, and draft a more developed **business plan**.

The EU may contribute between
€0.5 million and **€2.5 million***
and provide business coaching.

PHASE 3

Commercialisation
Prepare for Market Launch



The SME will receive extensive support to help polish its concept into a marketable product, and have access to **networking opportunities**.

The EU will not provide funding in this phase.



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MSCA Individual Fellowships

Individual trans-national fellowships to the best and most promising experienced researchers

European Fellowships

Career
Restart Panel

Reintegration
Panel

Society and
Enterprise
Panel

Global Fellowships





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MSCA Individual Fellowships



Application made jointly by an experienced researcher and the future employer (academic or non-academic sector) with the objective of working on R&I projects for 1-2 years.

Supports: the return and reintegration of the researchers from outside Europe or the restart of a research career or an experience in the non-academic sector.



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MSCA Individual Fellowships 'Society and Enterprise' Panel



Launched in 2016 with a 10 million € budget to boost the career opportunities for researchers outside academia and the participation of the non-academic sector including SMEs.

- Key aspects:
- training-through-research
 - knowledge transfer
 - researcher-supervisor relation



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To tackle the access to knowledge problem faced by SMEs it was essential to combine six elements:



- Direct link SME-researcher & Business driven programme
- Ideas check mechanism & Early stage support
- Tailored support & Dynamic funding scheme (bottom up approach)



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The gamble of the EU

Supporting the matchmaking of a brilliant European company (SME or Start-up) with a great business idea and a top class researcher from all over the world (PhD holder or equivalent) will turn knowledge into innovation and substantial growth for the company.



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#SMEassociate principle: there is no innovation without imagination!



1 idea

1 company

1 researcher



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1 Idea: open innovation

Very early stage support: The EU is looking for innovation business ideas and will provide small companies with the means to explore the feasibility of their projects.



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1 Company: open to business

The EU is looking for outstanding companies:

- Established in the EU Member States or Overseas Countries and Territories (OCT) or countries associated to H2020 (Switzerland excluded)
- Compliant with the definition of SME



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Broad definition of "SME"

Covering 99% of all businesses in the EU
(EU recommendation 2003/361)



Company category	Staff headcount	Turnover	Or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m



1 Researcher: open to the world

- PhD holder (or equivalent)
- With demonstrated expertise in line with the job vacancy;
- Compliant with the transnational mobility criteria: to have resided or carried out his/her main activity in the country where the company is established for no more than 12 months in the previous 3 years.

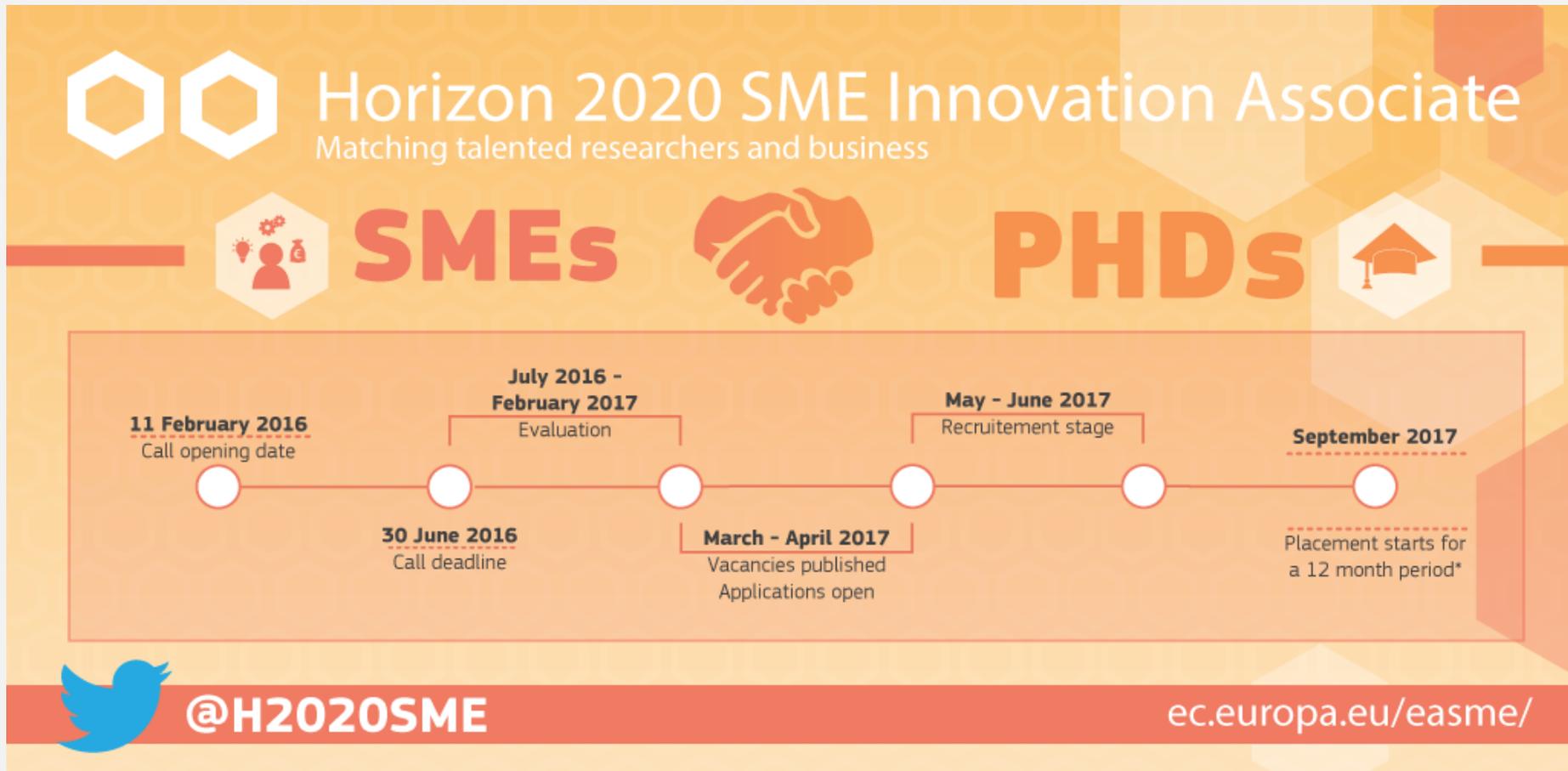
Application by 30.06.2016

10 pages to explain:

- ✓ The business idea and its expected outcome;
- ✓ The required profile (skills, knowledge and competences) and his/her envisaged responsibilities;
- ✓ The work plan: project's milestones, work packages, deliverables and researcher's training plan.



Participation Phases: timeline



#SMEassociate Fast Lane



- Possibility to speed-up the recruitment of the researcher (6 months maximum).
- Companies are allowed to recruit immediately after the signature of the Grant with the EU in February 2017.
- Costs eligible as from 1st of September 2017
- Co-financing principle

Support provided by the European Union under this call

1. Financial Support covering personnel, relocation and training costs;
2. International Visibility to the vacancies to guarantee the recruitment of the best profiles





Financial Support

- Personnel costs of the innovation associate for 12 months (September 2017-August 2018):
 - ✓ the salary;
 - ✓ social security contributions (mandatory parts)
 - ✓ taxes included in the remuneration (e.g. income tax to be paid by the employee retained by the company)
 - ✓ other costs included in the remuneration (e.g. a fee paid by the beneficiary for a complementary health insurance scheme)



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Financial Support

- Complements authorised by national law, collective labour agreements or the employment contract :
 - ✓ mandatory fixed complements to the basic salary (13th month payment, hazardous work or night shifts; transportation allowance, etc.);





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Financial Support

Relocation costs of the associate to support transnational mobility:

- ✓ Travel costs
- ✓ Moving



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Financial Support: tailored training



the EU will support the organisation by the SME of a specific training (including team building) tailored to the needs of the innovation associate to accelerate the integration of the researcher in the company and make him/her fully operational. Costs, including subcontracting, are covered at 100% by the EU.



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Financial Support: core training



The EU will organise for both the researcher and the supervisor in the company a core training on industrial innovation and business management. The costs for the researcher and the supervisor (travel, hotel and subsistence) are covered at 100% by the EU.



Financial Support

Tailored to the needs of the single SME: no pre-defined threshold for to the EU financial contribution, but funds proportionated to the profile to be recruited, the country of employment and the envisaged responsibilities within the project and/or the company. It can be estimated that companies may receive a support between 60.000 and 120.000 euro each.



2) International Visibility

Organisations registered: **10.193**

Jobs available on-line: **4.845**

Researchers registered: **38.045**

Researcher CV available on-line : **17.253**



LinkedIn

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for SMEs





Highlight

Multiple submissions are allowed: companies can submit several proposals in relation to different ideas. However the general principle: *1 idea, 1 company, 1 researcher* shall be respected. It is not possible to have several innovation associates working on a same or on interrelated/interconnected projects.



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Future Plans

- An Evaluation Study to assess the pilot call during the period September 2017-August 2018 to assess both the structure of the action and its outcomes;
- Possible replication in 2018-2020;
- Possible scale-up in the next Framework Programme.



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More information available online

Consult:



- [Additional information to applicants](#)
- [Essential tips for applicants](#)
- [Frequently asked question](#)
- [10 Reasons to apply](#)



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THANK YOU FOR YOUR ATTENTION

 **Horizon 2020 SME Innovation Associate**
Matching talented researchers and business

Under 'Horizon 2020', the European Union's Research and Innovation Programme, a new pilot action will support 90 SMEs hire a researcher to bring their brilliant idea to life.

 **SMEs**  **PHDs** 

This could be the chance of your life!

 **@H2020SME** ec.europa.eu/easme/

<http://ec.europa.eu/research/index.cfm?pg=enquiries>

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