

# Backing visionary entrepreneurs

The European Innovation Council  
EIC Accelerator

Cornelius Schmaltz

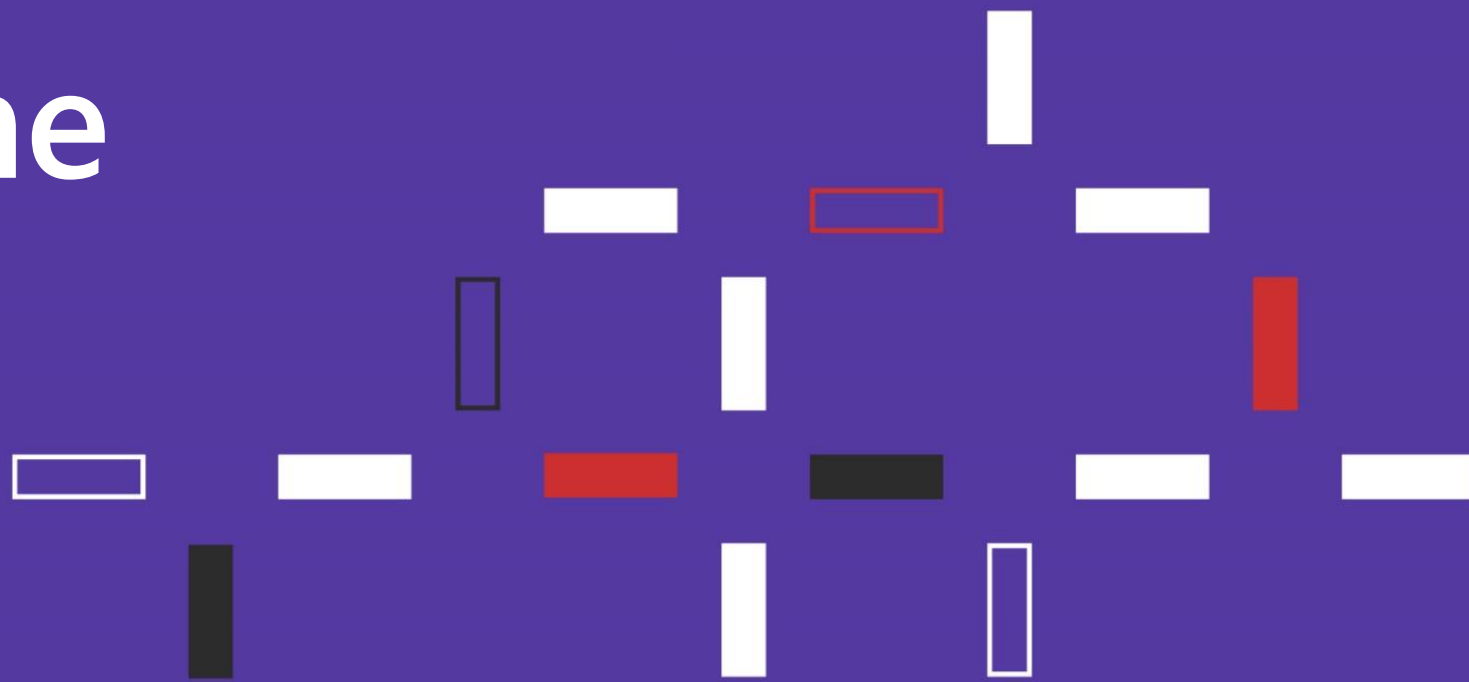
06/05/2021 (Giornata nazionale di lancio dei bandi, Italy)

European  
Innovation  
Council





# The EIC Accelerator Programme





# What are we looking for?

**Start-ups and SMEs** seeking to **scale up** high impact innovations with the **potential to create new markets** or disrupt existing ones

Innovations building on **scientific discovery** or technological breakthroughs ('**deep tech**')

Innovations where **significant funding** is needed over a **long timeframe** and are **too risky** for private investors alone



# Who can apply? (Eligibility)

- **Single** company classified as **SME** (or “**small mid-cap**” – up to 500 employees – for **investment component only**) established in EU Member State (MS) or Associated Country (AC)
- One or more **natural persons** or legal entities
  - ***intending to establish an SME*** or a small mid-cap in a MS/AC **by the time of signing the contract**
  - ***intending to invest in an SME*** or small mid-cap in a MS/AC, who may submit the proposal on behalf of that SME or small mid-cap and who have a prior agreement with the company. Contract only with beneficiary company!
  - **from a (non-AC) third country, *intending to establish or relocate an SME to a MS or AC* by the time of submitting a full application.** Company must prove effective establishment. Union interest needs to be met.



# What support can you receive?

## Grant and investment

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

## Grant first

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

## Grant only

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

## Investment only

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





## Investment component

- minimum EUR 0.5 million and maximum EUR 15 million,
- usually in the form of direct equity or quasi-equity,
- maximum 25% of the voting shares of the company,
- “patient capital” principle (7-10 years perspective on average).

## Grant component

- maximum EUR 2.5 million,
- eligible costs are reimbursed up to a maximum of 70%,
- innovation activities supported should be completed within 24 months,
- small mid-caps are not eligible for grant (but can apply for investment only).





# Tailor-made services for all EIC beneficiaries

## Access to advise

- Coaching, mentoring, expertise and training

## Access to business partners

- Corporates, investors, distributors, innovation procurers, clients & more

## Access to innovation ecosystems & peers

- EIT KICs, incubators, accelerators, innovation agencies, associations, stock exchanges, EEN, IPR Helpdesk, EUIPO



# Calls and timeline

## Continuously Open Call

- **Short application**
- Call open as from adoption of the work programme
- Remote evaluation results within 2-4 weeks

## Accelerator Open and Challenges

- **Full application**
- **June 16 and October 6** cut-off dates
- Choose between Open or Challenges
- Remote evaluation results within 5 weeks
- Interviews 9 weeks after cut-off





# Accelerator Challenges (1)

- Strategic Digital and Health Technologies
- Innovative business models, new processes, smart products and services
- Globally leading technology
- Important for European welfare and economic development
- E.g. high-performance computing, edge computing, quantum technologies, cybersecurity, AI, block-chain, cloud infrastructure, IoT
- E.g. AI-driven early diagnosis, POC diagnostics, cell+gene therapy, biomarkers, bioprocessing 4.0, healthcare intelligence services, e-health solutions





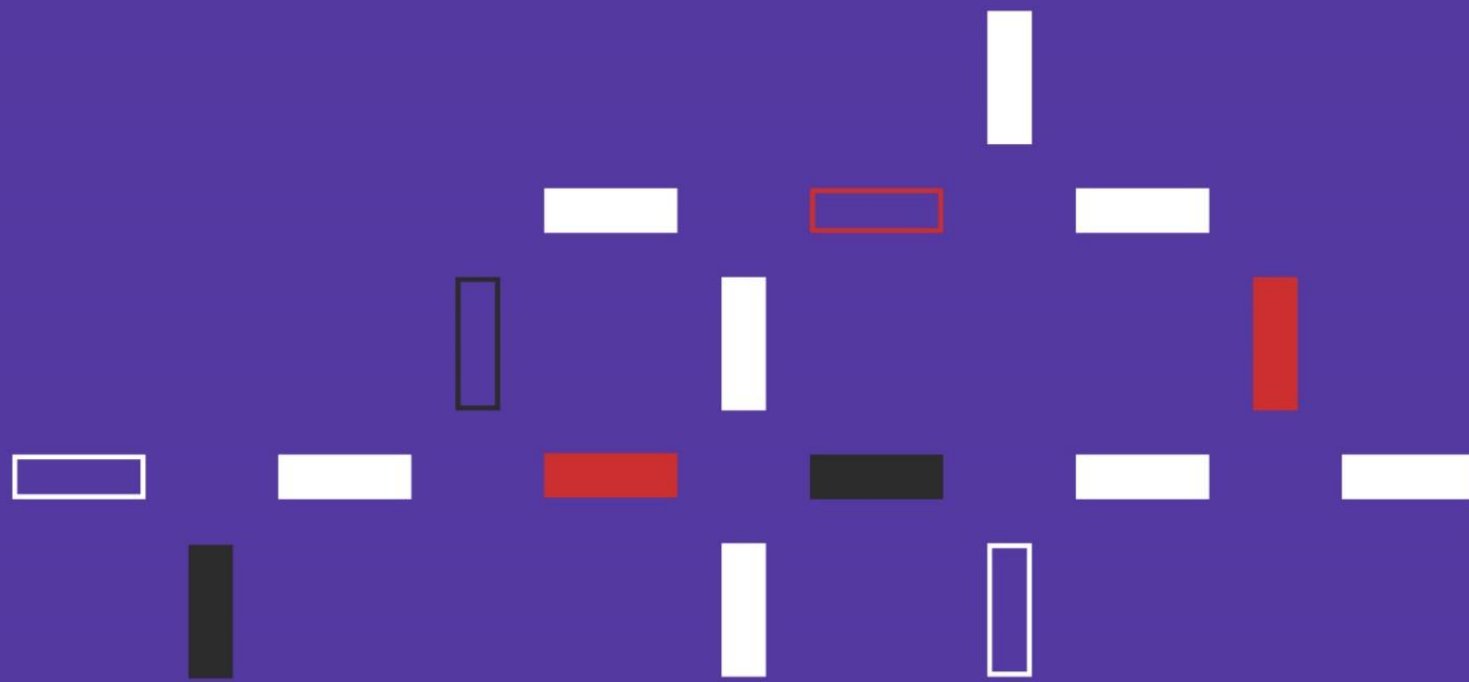
## Accelerator Challenges (2)

- Green Deal innovations for the Economic Recovery
- Game changing, market creating innovation, contributing to the goals of the European Green Deal and supporting economic recovery
- Meaningful impact towards sustainable development
- Support the Green Deal implementation by significantly contributing to at least one of the following sustainability goals: climate mitigation and adaptation; clean, affordable, secure energy; clean/circular economy; energy and resource-efficient building and renovation; sustainable+smart mobility; fair, healthy, environmentally-friendly food system; ecosystems and biodiversity; zero pollution and toxic-free environment
- At least 50% of companies selected for interviews related to one of the following areas: renewable energy; deep renovation of buildings; low-carbon industries; battery and other energy storage systems





# The Evaluation Process





# The evaluation step by step



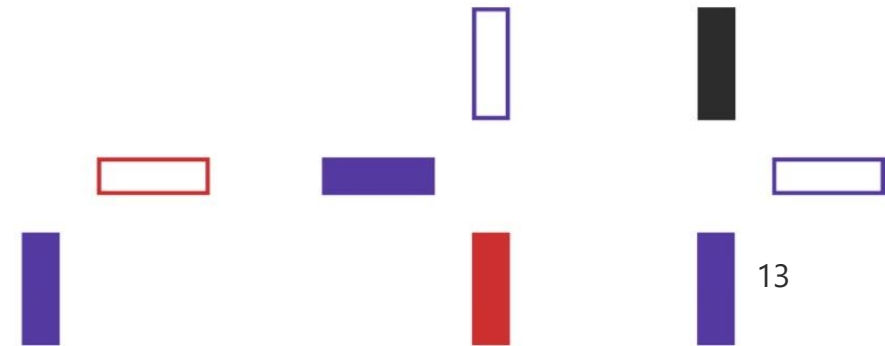


# Short application: your idea

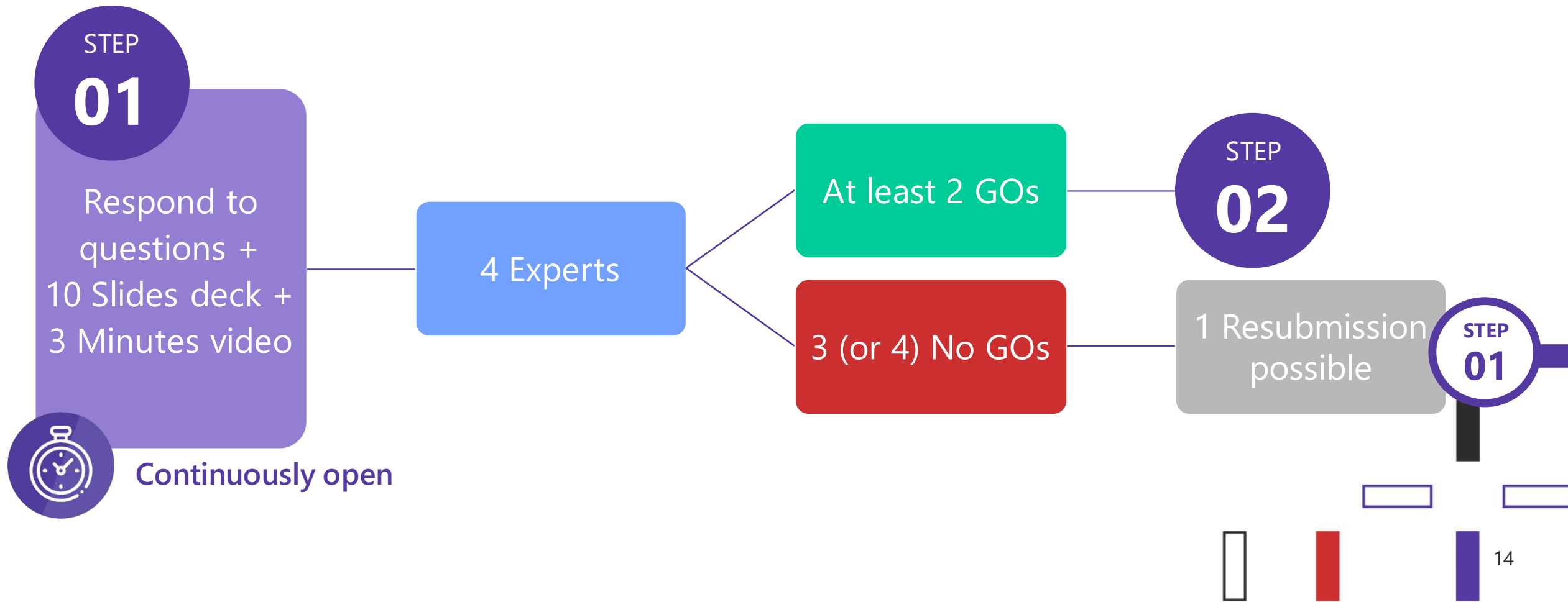
STEP

01

- Respond to a set of questions on the EIC AI-based IT platform
- Submit a 10 slides presentation
- Submit a 3 minutes video pitch



# Short application: evaluation process





# Full proposal: your business plan

STEP  
**02**

- Prepare a business plan supported by the EIC AI-based platform and with the help of an EIC business coach (not mandatory)
- Submit your full proposal

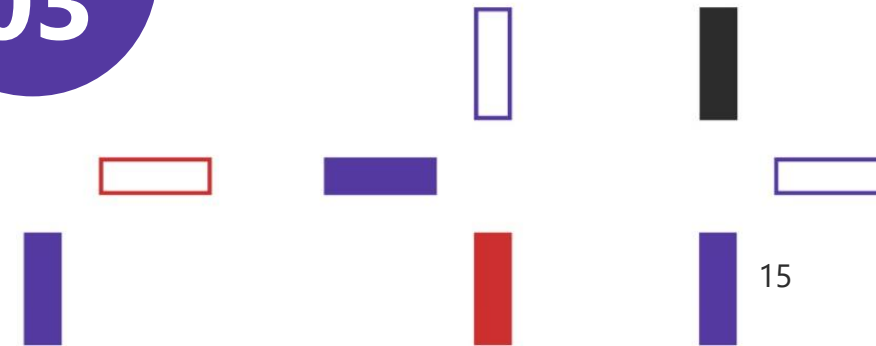


Continuously open

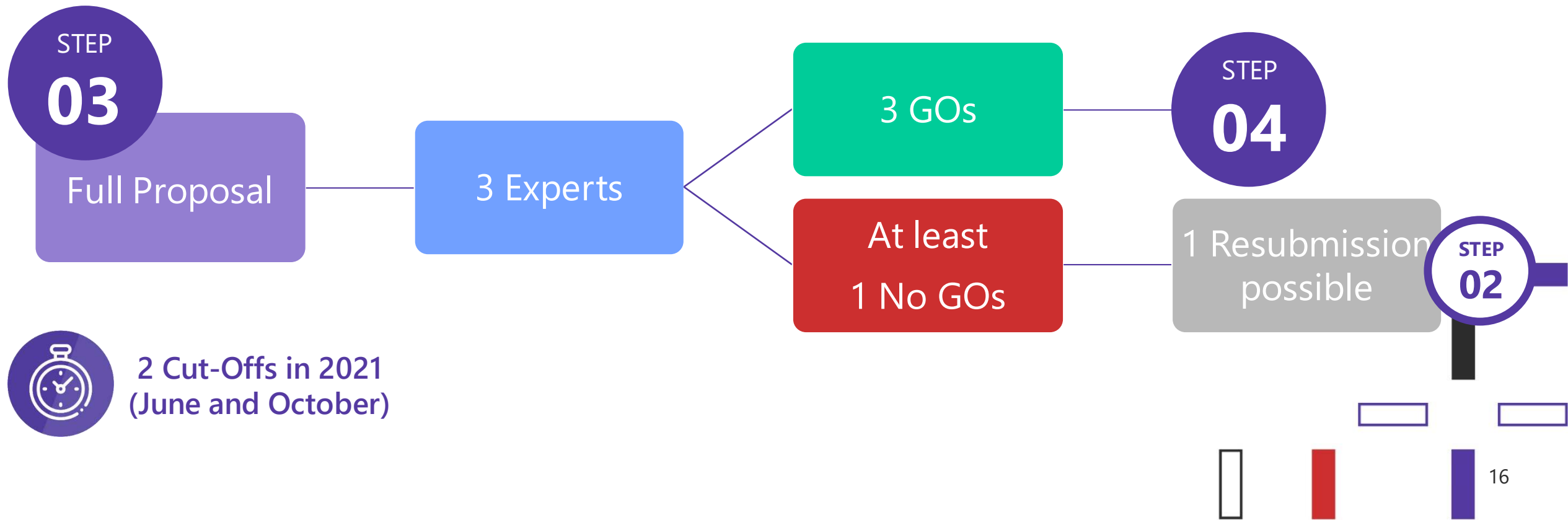
STEP  
**02**

Prepare your  
business plan  
with the AI tool  
and a coach +  
Submit a  
proposal

STEP  
**03**



# Full proposal: remote evaluation process





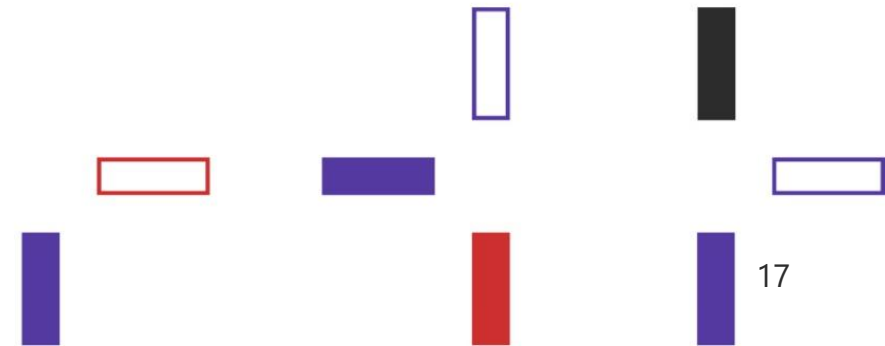


# Interview: pitch your innovation

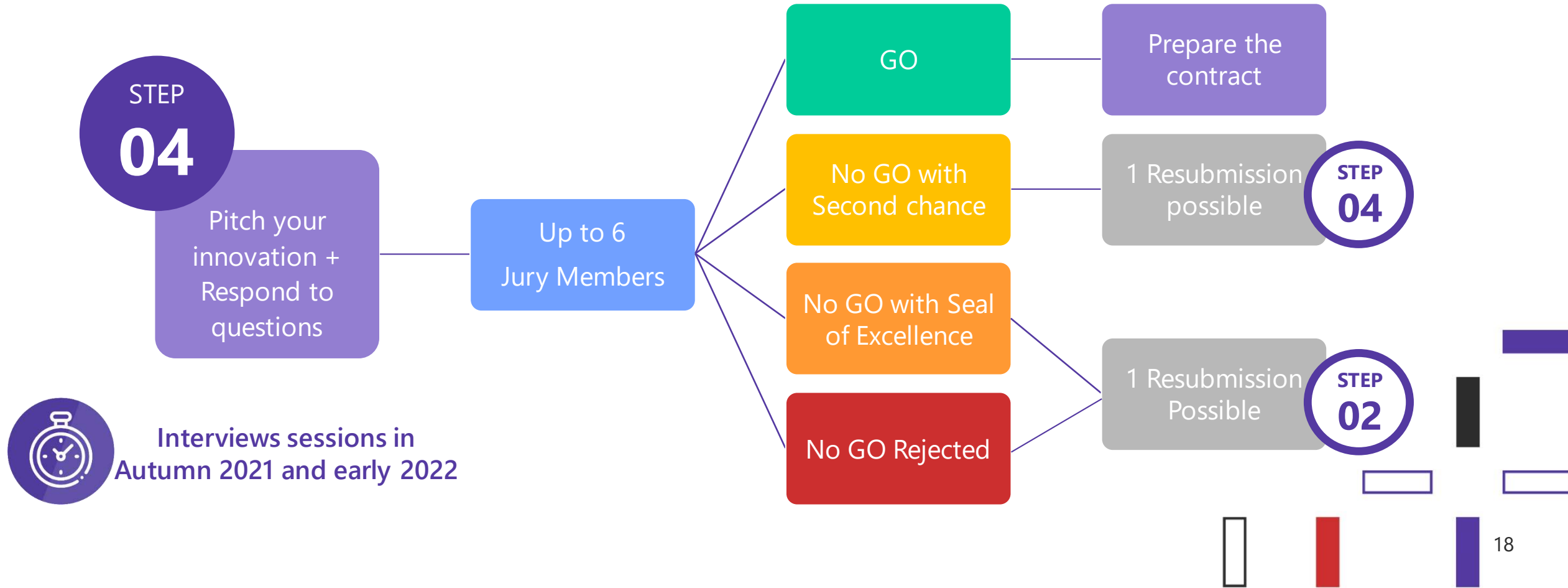
STEP

04

- Pitch your innovation to the EIC Jury Members composed of serial entrepreneurs, innovation specialists and senior investors
- Answer the questions from the EIC Jury Members
- If selected, you will sign the contract



# Full proposal: remote evaluation process



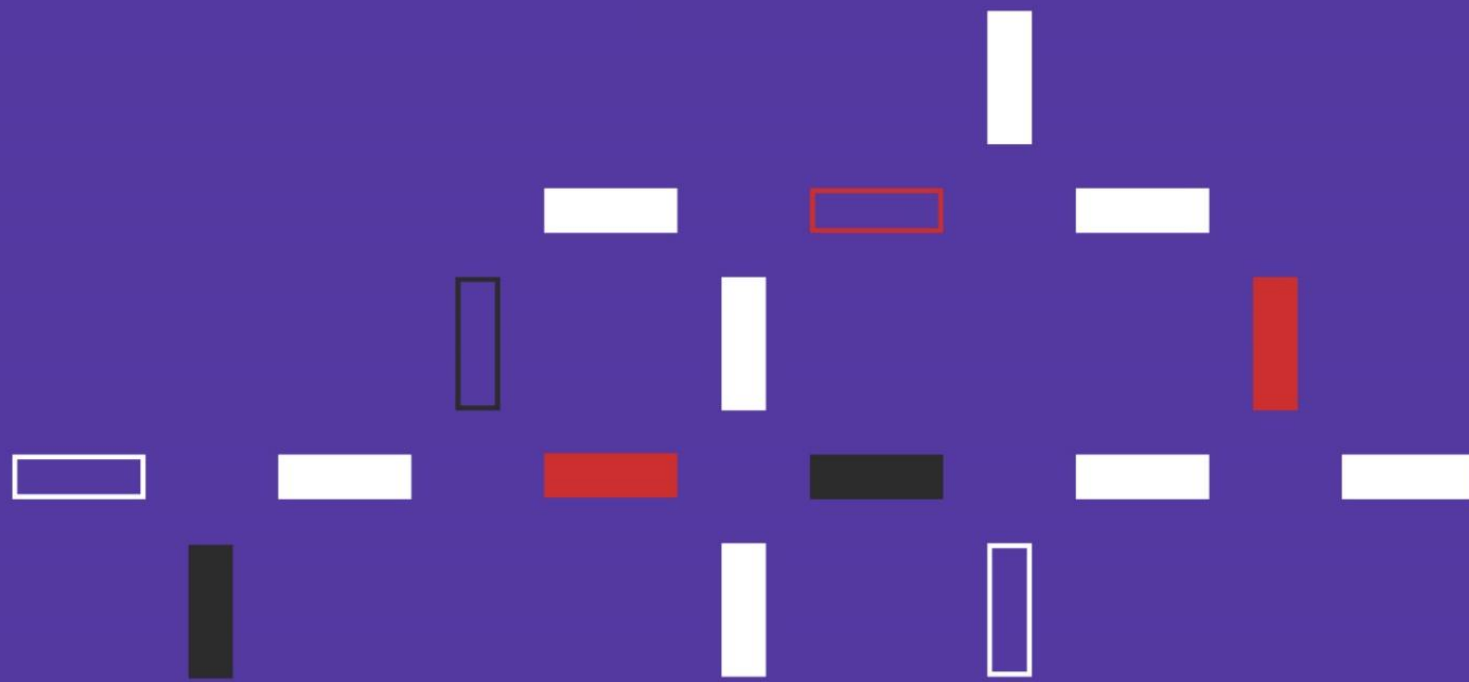


## Seal of Excellence

- Awarded to applicants with GO on all criteria at remote evaluation and GO on “excellence” and “impact” by the jury
- Seal of Excellence companies receive access to EIC Business Acceleration Services
- Seal of Excellence companies receive support from Enterprise Europe Network to secure other funding
- To be eligible for Seal of Excellence, applicants must give consent to share basic data to other funding & support bodies



# The AI-based platform





# A tool for both Applicants and Evaluators





# Thank you!

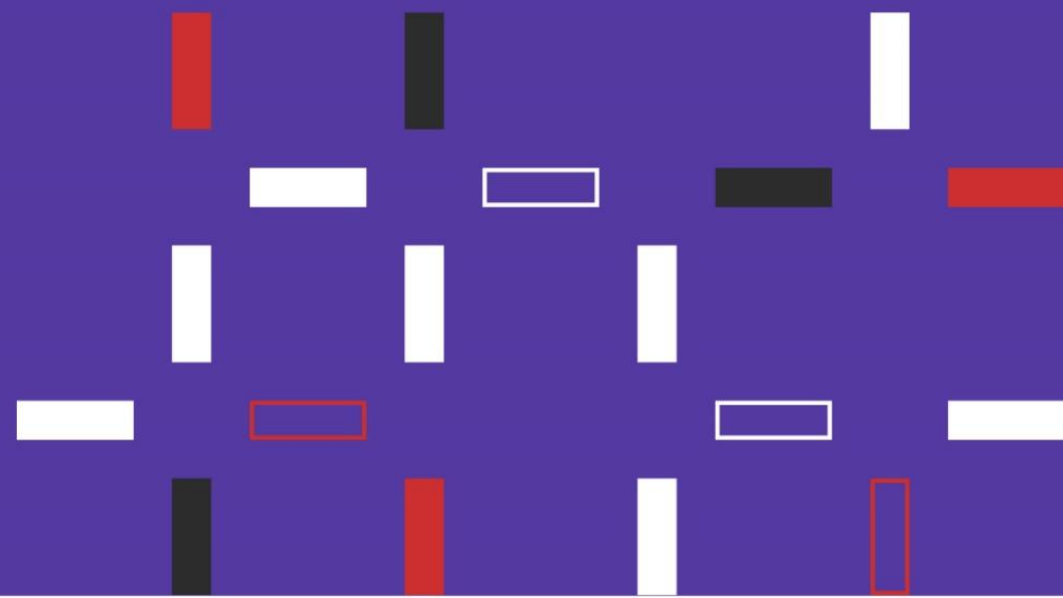
@EUeic

#Eueic

© European Union, 2021

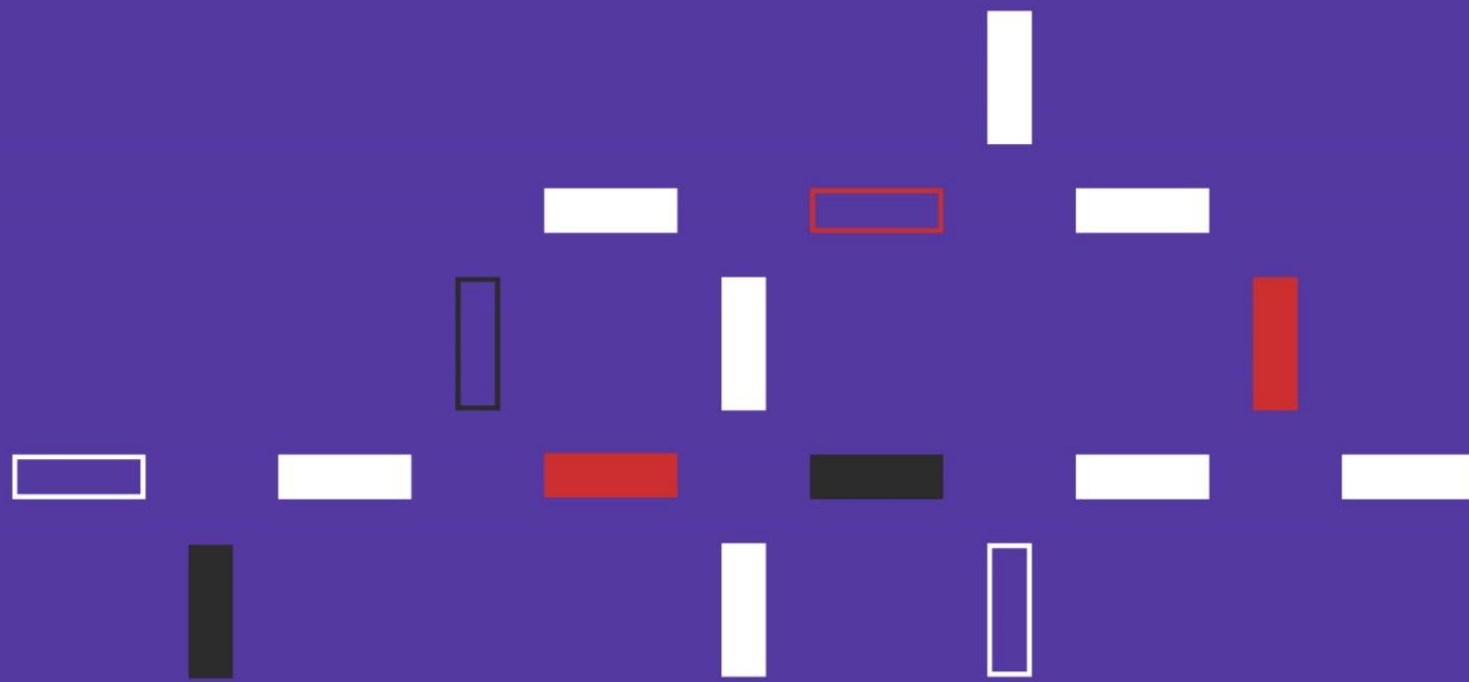
Reuse of this document is allowed, provided appropriate credit is given and any changes are indicated (Creative Commons Attribution 4.0 International license). For any use or reproduction of elements that are not owned by the EU, permission may need to be sought directly from the respective right holders.

All images © European Union, unless otherwise stated. Image sources: ©Tom Merton/Caia Image, #315243588; ©REDPIXEL, #220695664; ©Halfpoint, #180578699; ©bnenin #213968072; ©MyMicrostock/Stocksy, #3094437622021. Source: Stock.Adobe.com. Icons © Flaticon – all rights reserved.





# The Resubmission Rules





# Short application

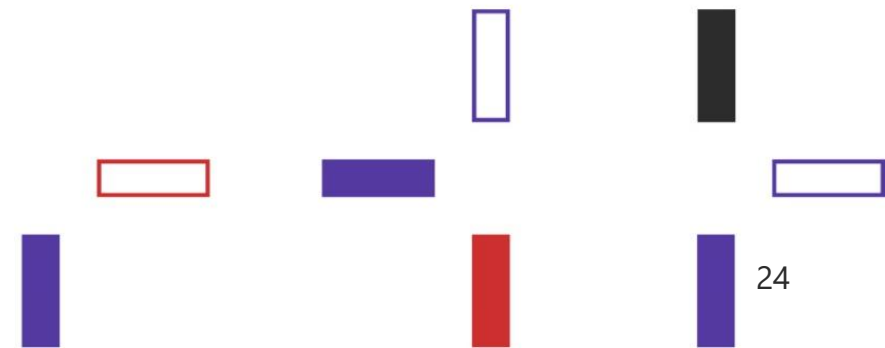


## 1. If rejected one time

One resubmission allowed at any time.

## 2. If rejected a second time

No new submission will be allowed for 12 months, at which point you may only submit a new or significantly improved proposal to the short application stage.







# Full proposal

STEP

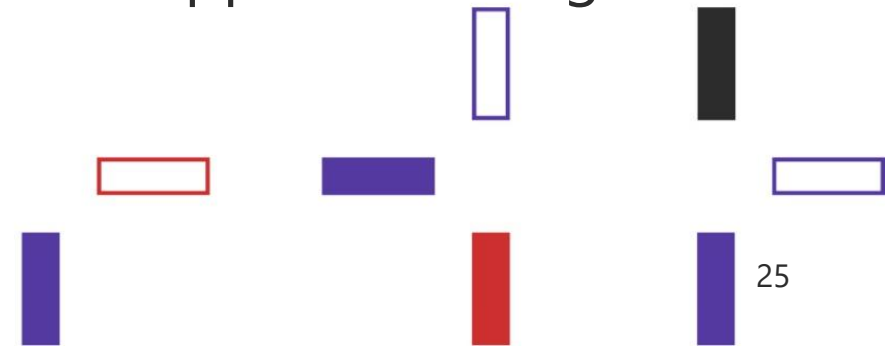
03

## 1. If rejected one time

One resubmission directly to the remote evaluation at one of the following two cut-offs, but with an improved proposal.

## 2. If rejected a second time

No resubmission will be allowed for 12 months, at which point you may only submit a new or significantly improved proposal to the short application stage.





# Interview

STEP

04

## 1. If rejected one time but you get a second chance

Resubmission of a revised application directly to one of the next two interviews. The revised application must address the specific issues identified by the jury. Permitted only once.

## 2. If rejected one time but you get a seal of excellence

One resubmission directly to the remote evaluation at one of the following two cut-offs, but with an improved proposal.

## 3. If rejected a second time

No resubmission will be allowed for 12 months, at which point you may only submit a new or significantly improved proposal to the short application stage.