

Backing visionary entrepreneurs

The European Innovation Council

EIC Transition Activities &
Business Acceleration Services

European
Innovation
Council





Europe's most ambitious innovation initiative

- **€10 billion** programme to identify, develop and scale up breakthrough technologies and disruptive innovations in Europe
- **Unique** in the world to combine research on emerging technologies with Accelerator for startups, SMEs and scaleups
- EIC set to become **largest deep-tech investor** in Europe (over €3 billion)
- Enhances the **European innovation ecosystem** (partnerships with EIT, ERC, etc)
- **First work Programme** adopted 18 March 2021, €1.5 billion
- **Second Work Programme** adopted 7 February 2022, **€1.7 billion**



EIC main instruments and characteristics

Pathfinder (TRL1-4)

- **For consortia**
- Early stage research on breakthrough technologies
- **Grants up to €3/4 million**

Transition (TRL 4-6)

- **For consortia and single entities**
- Technology maturation from proof of concept to validation
- Business & market readiness
- **Grants up to €2.5 million**

Accelerator (TRL 6-9)

- **For individual SMEs**
- Development & scale up of deep-tech/ disruptive innovations by startups/ SMEs
- Blended finance (**grants up to €2.5 million; equity investment up to €15 million or above**)

- Focus on **breakthrough, market-creating, deep-tech**
- **Mainly bottom up** complemented by targeted funding on strategic technologies/ challenges
- Steered by **EIC Board** of leading innovators (entrepreneurs, investors, researchers, ecosystem)
- **Business Acceleration Services** (coaches/ mentors, corporates, investors, ecosystem)
- **Pro-active management** (roadmaps, reviews, re-orientations, etc) with EIC Programme Managers
- **Fast track access** to Accelerator for results from EIT, EIC Pathfinder,





- Successful completion of the first **Pathfinder Open** evaluation (56 proposals retained for funding)
- Implementation of the first **rebuttal ('right-to-react') pilot** under Horizon Europe
- Successful launch of five **Pathfinder Challenges** (in total 433 proposals submitted, evaluation ongoing)

European Innovation Council Pathfinder Open

Successful proposals | Cut-off 25 May 2021



868

PROPOSALS EVALUATED



56

PROJECTS CHOSEN



€168M

TOTAL EU CONTRIBUTION



€3M

AVERAGE EU GRANT



29

COUNTRIES



322

PARTICIPANTS

45% HIGHER EDUCATION,
24% PRIVATE ORGANISATIONS,
28% RESEARCH ORGANISATIONS,
3% OTHER



EIC Transition 2021



29

PROJECTS CHOSEN FOR OPEN CALL



13

PROJECTS CHOSEN FOR CHALLENGES CALL

9 Medical Technology and Devices;
4 Energy harvesting and storage
technologies



292

TOTAL PROPOSALS SUBMITTED



€99M

TOTAL EU CONTRIBUTION

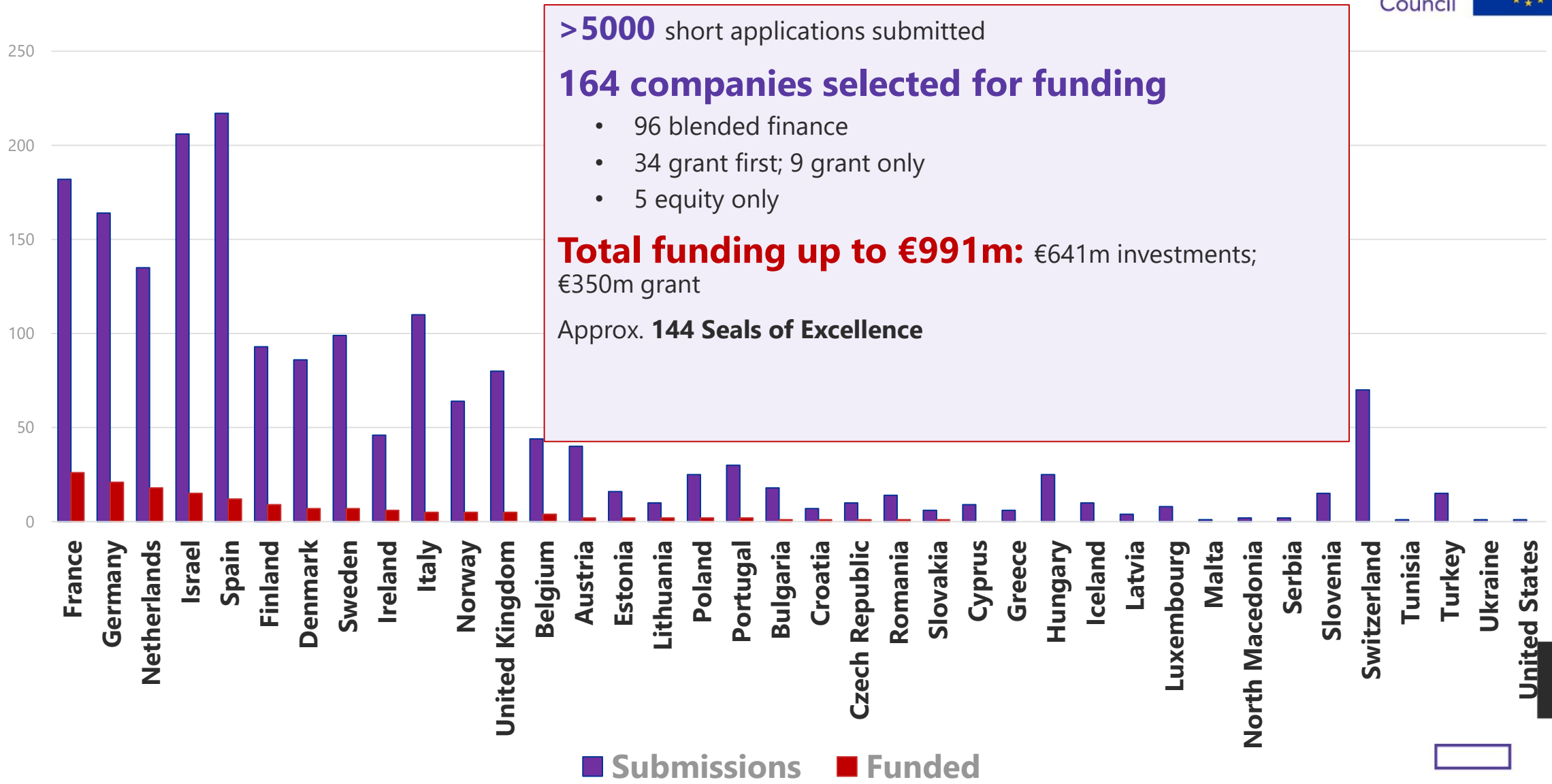


24

COUNTRIES



EIC Accelerator 2021





What's holding back European innovation?

Innovation performance

- **Strong research performance not translated** into innovation
- **Lack of breakthrough/ disruptive innovations** that create new markets

Innovation funding

- Financing gaps (2 "valleys of death") in
- **Transition** from lab to enterprise
 - **Scaling up** for high-risk innovative start-ups

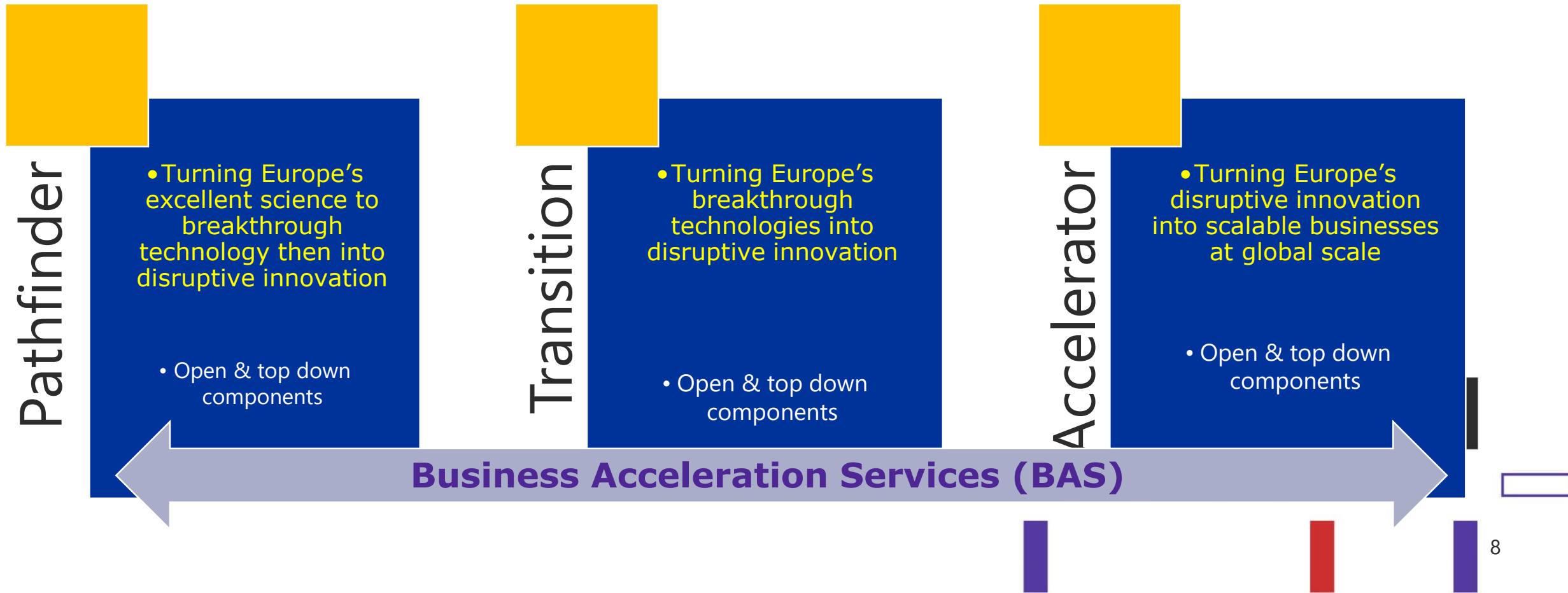
Innovation ecosystem

- Many national & local ecosystems, but **fragmented at European level**
- Need to **include all regions and all talent** (especially female)



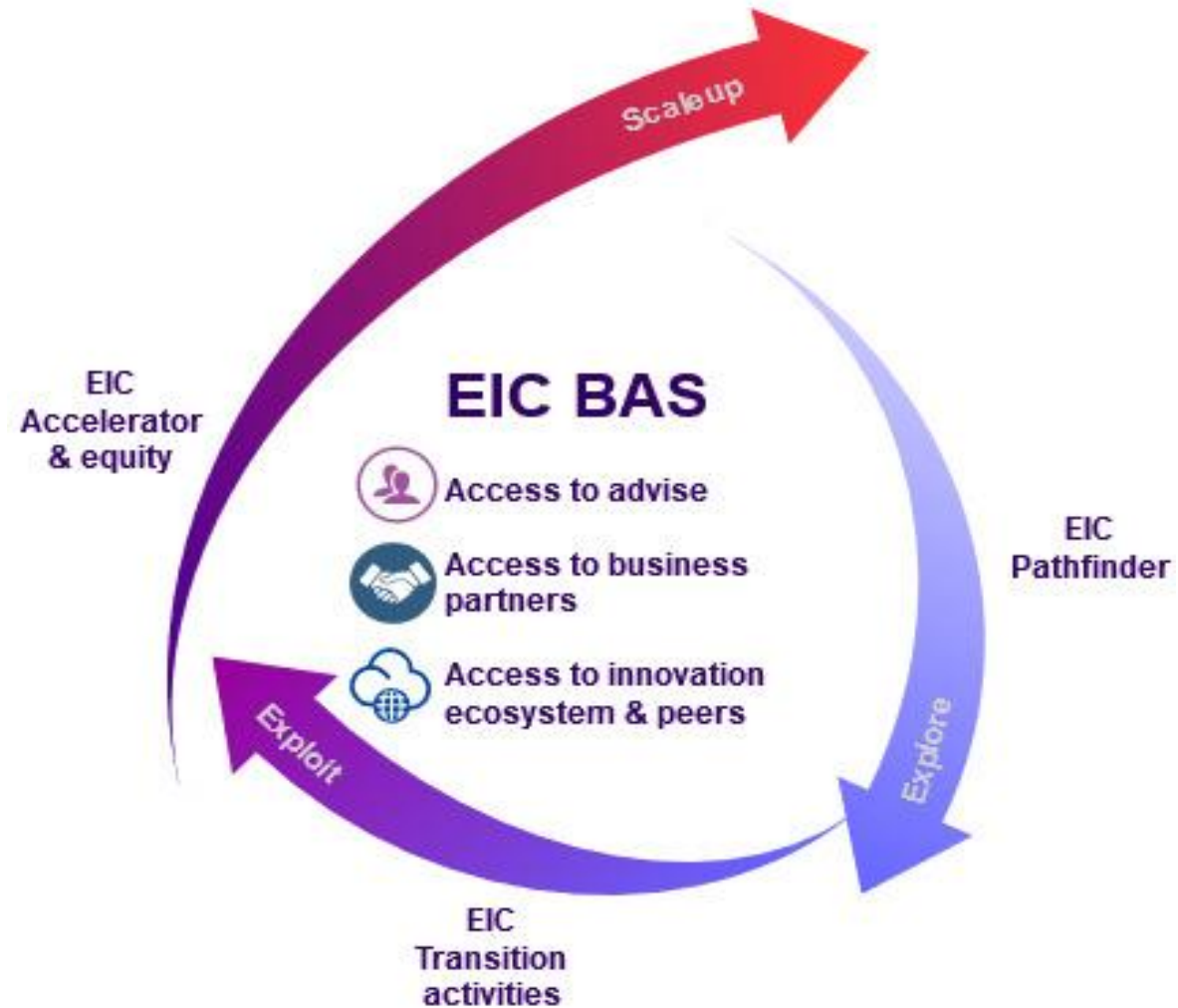


EIC: Integrated, agile support across the full innovation spectrum from early stage research to start-up and scale-up.

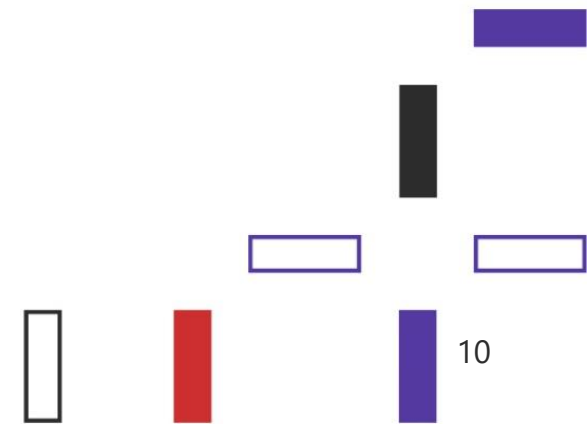
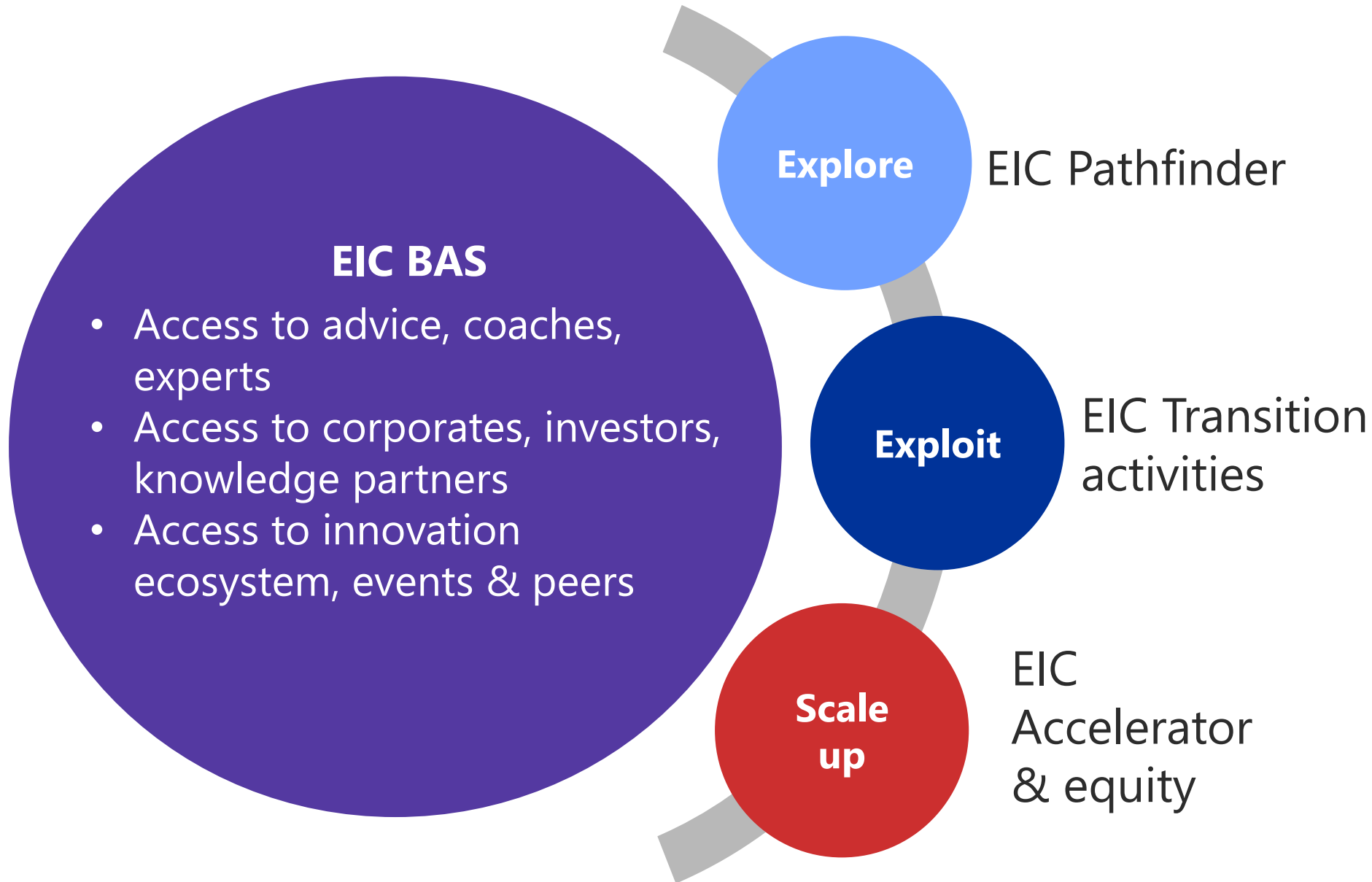




EIC Business Acceleration Services in Horizon Europe



Business Acceleration Services





Access to advise



Coaching



Mentoring
with EIC Fund



Expertise
and Training

- → Specific support for



Women
innovators



Reducing
GHG emissions





Coaching: Purpose and scope

- EIC business coaching aims at : developing the **strategic and organizational capabilities** of Horizon Europe **EIC beneficiaries**.
- EIC coaches will provide **quality business development coaching**, including strategic, organisation and development support,
- EIC coaches will equip the coachees with **methods, tools and skills** to improve their capacity for strategic decision making,
- EIC coaches will help the coachees building a performing organisation and negotiating with investors and new business partners to ensure innovation success and long-term growth.



BAS Tech to Market activities: Entrepreneurship training

Innovation Training Workshops	EIC Bootcamps
<p>A general innovation and entrepreneurship introduction for researchers/engineers</p> <p>2 days/4 modules</p> <p>Bilateral session + pitching</p> <p>PO session i.e. discussion on exploitation</p> <p>Usually 1 workshop/month</p>	<p>2nd step in the EIC BAS Innovation training for researchers/engineers</p> <p>We look for a nucleus of the team that might pursue an innovation originated in a Pathfinder / Transition (ex FET) project</p> <p>At least two persons with affinity and interest for entrepreneurial and technical lead (up to four persons)</p>

“As a researcher you take a deep dive into your ideas. Having this workshop is a very useful tool to give you some perspective. If we want to develop something real, something that changes lives, then we have to take that into account from the beginning.”

New editions are published in the [BAS calendar of the EIC website](#)



Women Leadership Programme





Main Goals

1

Participants ascending to senior and management positions

2

Participants creating spin-offs or spinouts

3

Ensuring follow-on investment rounds/IPOs/deals

4

EIC teams becoming more gender-diverse



Main Services



Mentoring



Business coaching



Joint trainings



Networking opportunities



Coaching vs Mentoring

	Personal Mentoring	Business Coaching
Scope	Development driven, experienced and trusted advisor/buddy relationship	Purpose driven, Partnering with clients in a thought-provoking and creative process that inspires them to maximize their personal and professional potential
Focus	Holistic approach to career development	Researchers: discover innovation opportunities and provide insight in their entrepreneurship potential Companies: improve the business plan, the strategy implementation and faster market entry
Timeframe	Long term, open-ended	Short term (from December on)
Structure	Informal - b2match platform	Regularly scheduled meetings on b2match platform



The Greenhouse-gas programme

European Innovation Council's contribution towards a carbon neutral Europe and Reducing Greenhouse Gas emissions

€ **Budget:** € 3 million |  **Duration:** 2 years (start January 2021 – end December 2022)

 **Objectives:**

- Mobilise & Engage the EIC Community towards a carbon neutral Europe
- Reduce the GHG emission of EIC-funded companies by 5% annually
- Develop new solutions for GHG reduction through co-creation

5 Tasks

- Task 1: Support EIC beneficiaries to reduce GHG emission of their own company
- Task 2: Support EIC beneficiaries to co-create, adapt existing and invent new products & services to reduce GHG emissions
- Task 3: Monitor the impact on GHG emission reductions achieved
- Task 4: Propose and implement a communication strategy
- Task 5: General coordination





The GHG programme

Activities in more details

- Task 1: Carbon footprint assessment tool and expert advice on reducing self-emission
- Task 2: co-creation activities:
 - Peer-to-peer: connecting EIC beneficiaries to develop GHG solutions
 - With business partners: Corporates, Industry Associations, Cities/Regions propose challenges to EIC beneficiaries
 - Co-creation toolbox and expert support provided throughout and following the process
 - Solutions showcased to investors and customers at Demo Days at the end of the 6-month period





Access to business partners



Corporates



Investors



Distributors



Innovation
procurers



Clients & more

Matching, Co-creation, Venture client, EIC Scalator, Overseas Trade Fairs



What is an “EIC Corporate Day”?

Exclusive curated business acceleration service bridging the gap between EIC-funded innovators and a large firm.

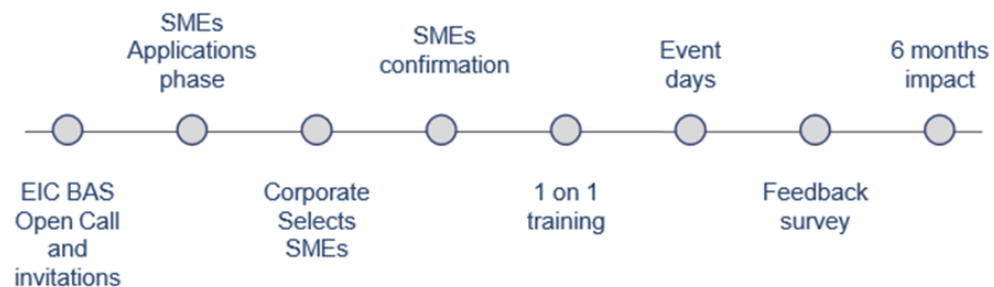






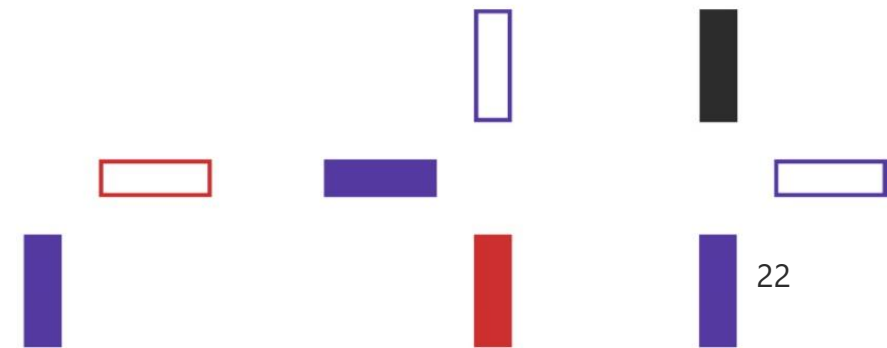
How does it work?

- EIC & Corporate agreement (letter of intent).
- EIC calls for interest ~6000 startups & SMEs.
- Corporate selects most relevant startups & SMEs.
- EIC arranges training for startups & SMEs.
- Free of charge (supported by EIC).



“EIC Corporate Day” includes:

- Pitching.
- Networking.
- Peer-2-peer learning.
- Pre-arranged 1-to-1s.
- Structured feedback.
- Communication/Dissemination.



A best practice:



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Co-creation Corporate/Startup for pre-determined challenges related to the European Green Deal - Energy



Mariya Gabriel, European Commissioner for Innovation, Research, Culture, Education and Youth: "The EIC is playing a crucial role bringing together the most innovative start-ups and most open corporates in the field of sustainable energy. I am delighted to support the EIC Energy4Planet-initiative and looking forward to next steps in this exciting journey".

PARTNERS



OBSERVERS





EIC Corporate Partnership

- 55 Corporate Partnership activities (“Corporate Days”, “Multi-corporate Days”, “Enhanced cooperation”).
- 1236 EIC-SMEs participations.
- +60 Corporations involved.
- +2000 Corporate representatives.
- +2300 pre-arranged 1-to-1s.
- 90% of satisfaction by SMEs.
- 100% of corporates want to repeat.
- 26% of “success” rate. (Success = Number of signed deals in less than 6 months).





EH Group Engineering

Switzerland

www.ehgroup.ch



Christopher Brandon
CFO

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Mardit Matian
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EH Group is focused on the design and production of its innovative fuel cell technology. In addition, we are developing a unique turquoise hydrogen production process based on microwave catalysis of methane.

UniSieve

Switzerland

www.unisieve.com



Samuel Hess
CEO

samuel.hess@unisieve.com

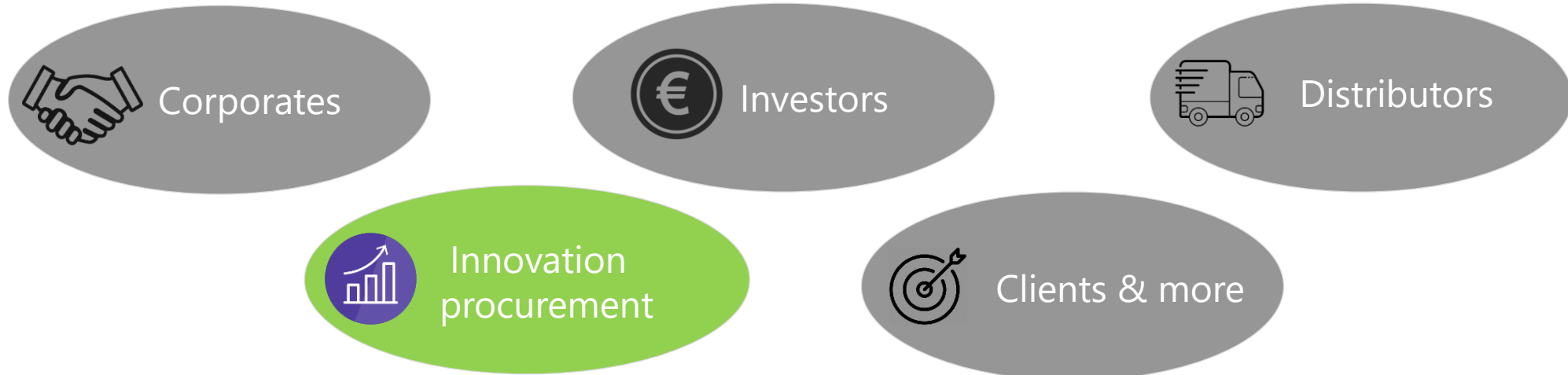


UniSieve

UniSieve challenges state-of-the-art separation technology. To make a material such as polymers from natural resources, many purification and separation steps are needed. Such separations today account for over 10% of the globally used energy.



Access to business partners



Matching, Co-creation, Venture client, EIC Scalator, Overseas Trade Fairs



EIC Innovation Procurement Programme

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Why this programme?

- **Public Procurement of Innovation = *Large opportunities***
 - Public Pro = 14% EU GDP/year + Investment Plans
 - Modernising public services & better fitting to the needs of citizens
 - Facing societal challenges such as climate change, pandemic...
- **Private Procurement of Innovation = *Under used***
 - Competitiveness of European Companies & Supply Chain Management
- **Public & Private Procurers of Innovation improve**
 - Competitiveness/scaling-up of innovative SMEs
 - Potential First clients
- **EIC wants to develop agile, short & small actions**
 - Fitting SMEs needs
 - Complementing Commission actions on PPI and PCP



[Dr.-Ing. Silvius Grobosch](#)
CEO [Bundesverband](#)
[Materialwirtschaft, Einkauf und](#)
[Logistik e.V. \(BME\)](#)
Watch full video [\(29\) Post | Feed |](#)
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*“Very often, it is not known **how powerful is the procurement function and size within a company.** If you take the sales volume of a company and that you compare it to the purchasing volume, you turn to the fact that this is often 50% of the overall sales. **Another issue is that purchasing function does work alone, we need to work cross functional, this is within the company, but in the new situation with breaks in the supply chains, this is working together with the suppliers...** With the current supply chain breakdowns, this is inviting us more than ever **to network with suppliers...** On that regards, the small innovative companies have ideas. They are agile and can serve large companies.”*

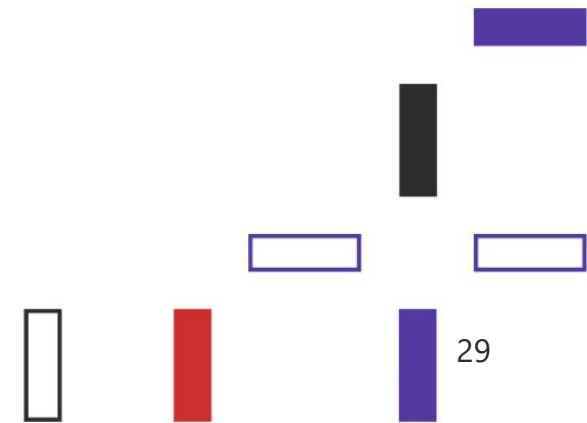


This Programme is addressed to Whom?

- To **Public Procurers of Innovation**
 - Governments, regions, cities, hospitals, police/fire brigades, military & any other public procurers...
- To **Private Innovation Procurement**
 - Procurement departments of large companies and Mid-cap of any sectors

How do we work?

- We start with the definition of **procurers' challenges/needs** – followed by the **preselection of EIC SMEs** that addressing these challenges/needs
- Pitching/ePitching & one-to-one meetings with procurers & project leaders





EIC CHALLENGE PLATFORM

Challenges

 Print page



EIC Challenge Platform

<https://eic.eisma.eu/community/challenges>



EIC Innovation Procurement Programme



New digital solutions to Pharma supply chain - BME

9 March 2020, Dresden



Hospitals and procurers in healthcare: join EIC ePitching discover innovative solutions to fight COVID-19 - EASME European Commission

1st ePitching on COVID

29 April 2020



EIC ePitching to Procurers with bpost: going green

14 Septembre 2020

EUROPEAN INNOVATION COUNCIL eic

2nd EIC ePitching to Procurers on COVID-19

Confirmed Procurer Attendance:

- Hopitaux Robert Schuman
- Conselleria de Sanitat Universal i Salut Pública
- French Army
- Region Skåne
- Axencia de Coñecemento en Saúde (ACIS)
- Centre Hospitalier de Verdun Saint-Mihiel
- Bundesbeschaffung GmbH
- HEALTH Proc Europe
- RESAH
- MERCURSHOP
- AMGROS
- AGKAMED
- SCR Piemonte S.p.A.
- Sykehusinnkjøp
- SPMS
- Catalan Health and Social Care Consortium (Consortri CSC)
- CAIB
- Netherlands Federation of University Medical Centres
- NHS Commercial Solutions

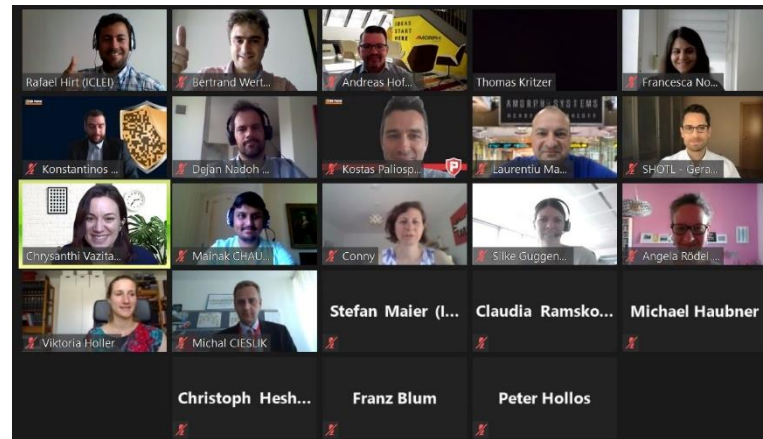
2nd ePitching on COVID

17 Novembre 2020



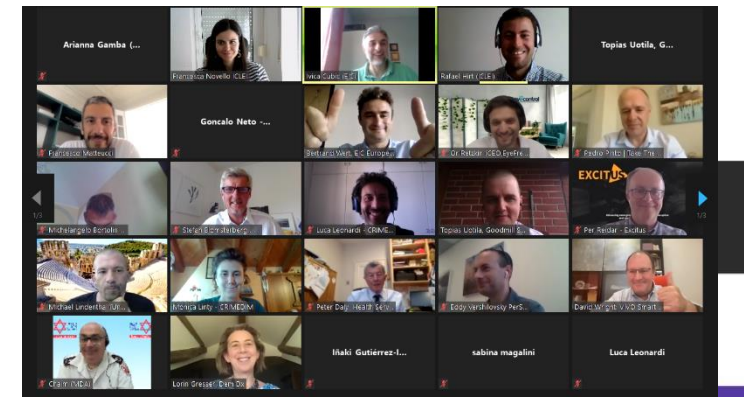
EIC Procurers Day with José de Mello Group

17 & 18 March 2021



Wiener Linien – Vienna Transportation system: Security improvement

9 June 2021, Vienna



Multi procurers' e-Day with NO FEAR – ICT solutions for

23 July 2021

Events done in 2020-21-22



2021 Highlights for EIC Beneficiaries

EIC Innovation Procurement Programme: Stats of 2021



6
Events



70
Attending EIC
Beneficiaries



109
Attending Business
Partners



83%
Satisfaction Rate



42
1-to-1 meetings



57
Business Contacts

2021-22 EIC IPP Partners



City of Malmö





Testimonials of EIC Companies working with us



Eduardo W. Jørgensen de Vizcarrondo
CEO of Medicsen

*"We had an event the day before the EIC Procuers Day, as well as the day after. We only stayed in Dresden for two, three hours, but **we managed to obtain this relationship with Ypsomed (large private procurer), a major outcome for us.***

*Having **the EIC back you up gives a boost to the position of your company.** The pharma supply chain that was present at the event felt that the EIC already picked the best of the best, which is a valuable position to be in."*



Gilles Bonnabeau
EMEA Director at Cypheme

"The EIC offers the opportunity to meet with exactly those high-level decision makers you need to close a deal.

At the event, we met a big pharma group, specialised in pharmaceutical equipment, offering both to the public and private sector. Cypheme's solution was exactly what the pharma group was looking for, namely identifying and stopping counterfeit products.

*After the event, they initiated a short pilot. With agile parametrization and adaptation of the technology, it proved its value and they agreed to start implementing it in one of the product lines. **The partnership, initiated in the EIC event, lead to a deal worth 100 000€ of yearly revenues for Cypheme in a timespan of less than six months.***



Testimonials of Procurers that work with us



Marcos Escuder
Global Head of Supply Chain
Evotec

Working with the EIC is a very interesting way to see which technologies we can integrate in our landscape. There are great ideas outside that we can benefit of.

The companies today were of high-quality, well-prepared and I have already seen a few with which we can do interesting projects."

Marcos Escuder
Head of Global Supply Chain at Evotec



Upfront the event we identified one startup company called Medicsen, and we agreed today to have a face to face meeting.

Luckily today we got the approval to work together from my regulatory affair office and from our research center in Bern, looking especially into new therapies for diabetes. So we met today and we are close to finalise our deal.

Roland Seckler
VP Global SCO at Ypsomed AG, that spotted Medicsen company

Budget and Financial Support to Third Parties

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Procurers present at EIC ePitching to Procurers with NO-FEAR: Health

Smart Separations Ltd

United Kingdom
www.smartseparations.com



Caleb Storkey
CMO

c.storkey@smartseparations.com



SSL is a UK-based company that has an antimicrobial coating, ViraTeq®, which is fast-killing, long-lasting and efficient against a broad range of bacteria, viruses and fungi. It can be applied onto multiple surface materials, killing pathogens on contact. ViraTeq® prevents the spread of infectious diseases like COVID-19. ViraTeq® and ViraTeq® coated products are an innovative solution to support public health mitigation strategies.

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AQUILA BIOSCIENCE LIMITED

Ireland
www.aquilabioscience.com

Lokesh Joshi
Founder
aquilabio@gmail.com



AQUILA BIOSCIENCE is an innovative R&D company that makes pathogen control technology more effective, safer to use and easier to deploy, protecting first responders at the frontline. Using our transformative technology, Aquila Bioscience is revolutionising the way we monitor, control and neutralise biothreat agents for the CIV/MIL sector.

BestHealth4U, Lda

Portugal
www.besthealth4u.pt

Sonia Ferreira
CEO
sonia.ferreira@besthealth4u.pt



BH4U is developing the next generation of solutions for skin-interacting medical devices that improve your health and quality of life, maintaining your skin healthy by using biomaterials with a low ecological footprint.

ePITCHING TO PROCURERS WITH NO-FEAR: HEALTH

eic

EpiGuard AS

Norway
www.epiguard.com



Ellen Cathrine Andersen
CEO
ellen@epiguard.com



EpiGuard is a Norwegian medical technology company established in 2015 by a group of doctors and paramedics at the Oslo University Hospital. We hold top-level expertise with product development and manufacturing. The medical background ranges from intensive care, infectious diseases, internal medicine, and anesthesiology, through transport medicine.

EyeFree Assisting Communication Ltd.

Israel
www.eyeccontrol.co.il



Or Retzkin
CEO
or@eyeccontrol.co.il



EyeControl is a pioneer of medical technology, specialising in innovative communication solutions that address unmet healthcare needs. We implement disruptive AI-technologies that connect people and bridge information barriers, facilitating better medical care and decision-making. Our eye-tracking wearable and smart platforms empower communication between patients who cannot speak, families and medical teams.



Forthcoming events 2022

12 April 2022, online

1st ePitching on Healthcare & Elderly care with Health Proc Europe and EHPPA

May 2022, online

2nd ePitching on Healthcare & Biotech with Health Proc Europe and EHPPA

May 2022, online

Surface material & technologies (REACH legislation) with RUAG

June 2022, online

ePitching on cloud solutions, with EOSC

September 2022, physical in Brussels

3rd Pitching on Sustainability & Digitalisation in Healthcare & Biotech with Health Proc Europe and EHPPA



Budget and Financial Support to Third Parties



Co creation with procurers: starting september 2022

Actions	Max duration	Max Amount	Third Parties	Innovative organisations
1. Needs assessments	5 Months	10.000 EUR	Public & Private Procurers	
2. Market consultation and Engagement	5 Months	10.000 EUR	Public & Private Procurers.	At least 2 EIC project/companies invited per single market consultation.
3. Co-creation of pilots and test solutios	10 Months	100.000 EUR or 200.000 EUR (in case of joint Innovation Procurement Actions of at least 2 different public procurers from 2 different MS or AC	Public Procurers only	Public Procurers can keep max 10% of the FSTP budget, the remaining amount goes to innovative companies
4. Term of Reference Preparation	10 Months	50.000 EUR	Public Procurers only	

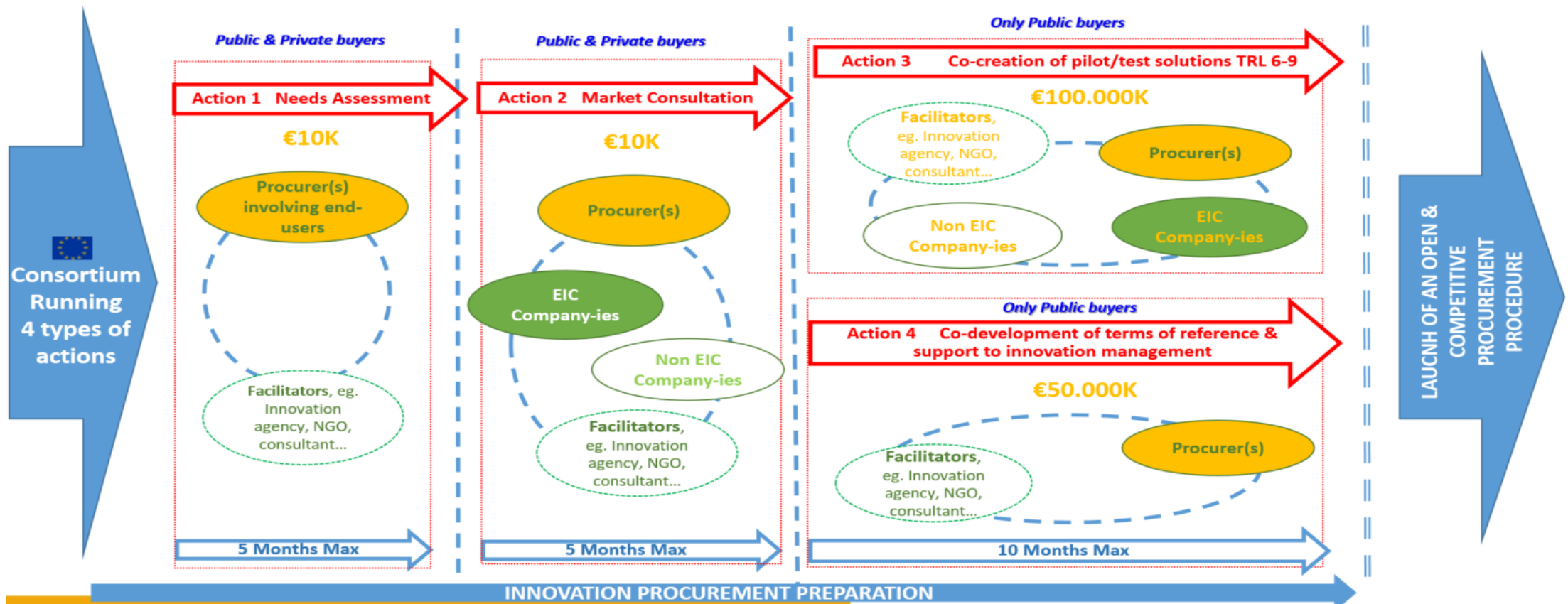


Forthcoming activities 2022-23

CSA Co creation programme with 4 actions involving private & public procurers – WP2021

- 1) Needs assesment;
- 2)Market consultation;
- 3)Co creation with public procurers;
- 4)Legal support

EIC 4 Co-Creation via grants to support Innovation Procurement 2M€





Forthcoming activities 2022-23

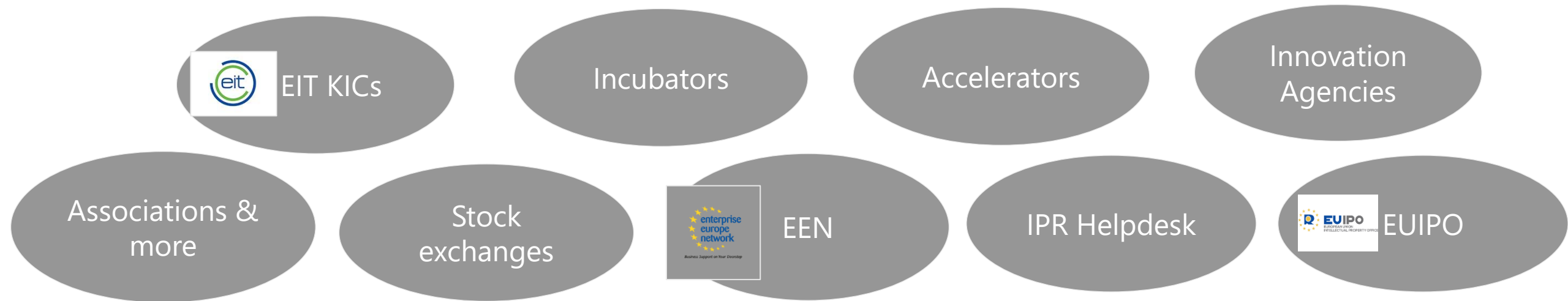
WP2022

Tender on **“Bridging EIC awardees to innovation procurement”**
4.000.000 Euros

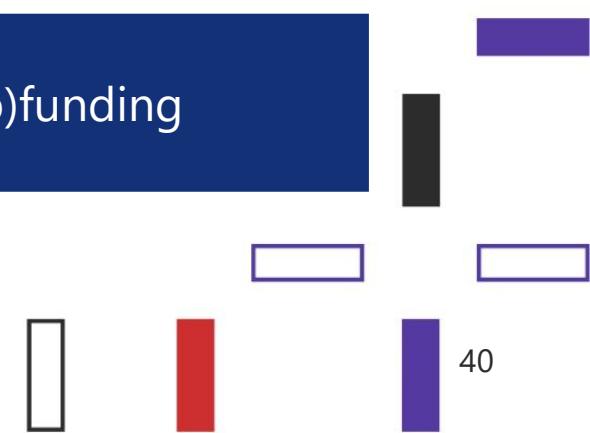
“Strategic Use Of Procurement To Open Up Market Opportunities”



Access to innovation ecosystem and peers



↑
EIC Community, (Co)organization of EIC events, Data mining-mapping, (Co)funding





Access to EIC Ecosystem and peers: Join the EIC Community Platform



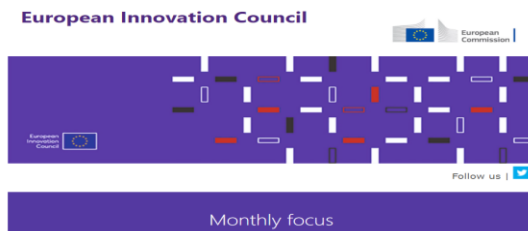
Virtual place to share information on members, events, partners' activities and services

<https://eic.eisma.eu/community/>



Large corporates, investors, and innovation procurement departments access to the EIC Community to share their **challenges**

<https://eic.eisma.eu/community/challenges>



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Thank you!

<https://eic.ec.europa.eu>

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