Eurostars prezentacija

Vedran Đidara

Nacionalni projektni koordinator programa EUREKA HAMAG-BICRO
EUREKA instruments

EUREKA

innovation across borders

30 YEARS

OVER 40 COUNTRIES
Eurostars is...

Joint programme between EUREKA and EU

Dedicated to R&D-performing SMEs

Market-oriented

Bottom-up

International cooperation
Eurostars under Horizon 2020

1,148 BILLION
EUROSTARS TOTAL PUBLIC BUDGET 2014-2020

75% + 25%
EUROSTARS COUNTRIES CONTRIBUTION + EU CONTRIBUTION

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Eurostars countries

Austria, Bulgaria, Belgium, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Israel, Italy, Latvia, Lithuania, Luxembourg, Malta, The Netherlands, Norway, Poland, Portugal, Romania, Slovak Republic, Slovenia, South Korea, Spain, Sweden, Switzerland, Turkey, United Kingdom

34 COUNTRIES
SMEs in the driving seat

EUROSTARS SME PROFILE

- 50%: At least 50% of the job done by SMEs
- 64%: R&D-performing SMEs
- 83%: SMEs have less than 50 employees
- 40%: SMEs workforce is dedicated to R&D activities
Market-oriented

INNOVATIVE

PRODUCT

PROCESS

SERVICE

YEAR1

YEAR2

YEAR3

YEAR4

YEAR5

Market introduction is foreseen within 2 years after project completion
Bottom-up approach

**TECHNOLOGICAL AREAS**

- **Electronics, IT and Telecoms Technology**: 35%
- **Biological Sciences / Technologies**: 23%
- **Industrial Manufacturing, Material and Transport**: 15%
- **Energy Technology**: 7%
- **Technology for Protecting Man and the Environment**: 6%
- **Agriculture and Marine Resources**: 3%
- **Agrofood Technology**: 3%
- **Chemistry, Physical and Exact Sciences**: 2%
- **Other**: 6%

**MARKET AREAS**

- **Medical / Health Related**: 35%
- **Industrial Products / Manufacturing**: 18%
- **Computer Related**: 11%
- **Energy**: 8%
- **Services**: 7%
- **Consumer Related**: 6%
- **Communications**: 6%
- **Biotechnology / Molecular Biology**: 5%
- **Other**: 14%
Eligibility

- **Project leader** is an R&D-performing SME from a Eurostars country.
- **At least 2 participants**
  - Autonomous entities
  - Legal entities **from at least 2 Eurostars countries**
- **SMEs** are in the **driving seat** (min 50% toward R&D SME)
- **International balance** (Max. 75% per country)
- **Project duration** is max. 3 years
- **Market introduction** within 2 years

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Eurostars eligibility guidelines

Available at www.eurostars-eureka.eu/static/forms/Eligibility_Guidelines_for_Project_Applicant.pdf
A typical Eurostars project is...

- **3-4 participants**
- **2-3 countries**
- **29 months**
- **1.4 M€**
# Eurostars in numbers

<table>
<thead>
<tr>
<th>PROJECTS SUBMITTED</th>
<th>23% SUCCESS RATE</th>
<th>PROJECTS FUNDED</th>
</tr>
</thead>
<tbody>
<tr>
<td>CUT-OFF 1-10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NUMBER OF APPLICATIONS</td>
<td>3,548</td>
<td>NUMBER OF APPROVED PROJECTS</td>
</tr>
<tr>
<td>NUMBER OF APPLICANTS</td>
<td>11,733</td>
<td>NUMBER OF APPLICANTS</td>
</tr>
<tr>
<td>TOTAL COSTS OF APPLICATIONS</td>
<td>4.9 BILLION €</td>
<td>TOTAL COSTS OF APPLICATIONS FUNDED</td>
</tr>
</tbody>
</table>

- COUNTRIES INVOLVED: 47
- ESTIMATED PUBLIC FUNDING: 472 MILLION €

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Impact achieved

$1\text{ M}\text{€}$ PUBLIC FUNDS

$14\text{ M}\text{€}$ PRIVATE FUNDS

$9.6\text{ M}\text{€}$

ACHIEVED OR EXPECTED ADDITIONAL TURNOVER

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Expected impact

10,000 JOBS CREATED

60% INCREASED NUMBER OF EMPLOYEES

2000 PRODUCTS, PROCESSES OR SERVICES RELEASED ON THE MARKET

WITH 1 M€ PUBLIC FUNDS 10 M€ ADDITIONAL TURNOVER EXPECTED
Eurostars natječaji

• 2 natječaja godišnje s rokovima u ožujku i rujnu
• Ako projekt ne prođe u ožujku, projekt se može poboljšati i prijaviti na sljedećem roku

Sljedeći rok: 11.09.2014. 20:00h
Natjecatelj

Natjecatelji: SME (glavni partner na projektu mora biti ‘R&D performing SMEs’), znanstveno-istraživačke institucije mogu se uključiti kao dodatni partner.

‘R&D performing SME’ znači SME u kojem se najmanje 10% radne snage u smislu ekvivalenta punog radnog vremena (FTE) bavi istraživanjem i razvojem ili u kojem je 10% godišnjeg prometa posvećeno istraživanju i razvoju.

Najmanje 50% aktivnosti treba provoditi partner - malo ili srednje.
Definicionja R&D SME

R&D-performing SME

To qualify as an R&D-performing SME an organisation must first comply with the EC definition of an SME. In addition, it must also meet the thresholds for dedicated R&D FTEs or turnover set by EUREKA.

SMEs with a headcount of 100 FTE employees or fewer must:
- have at least 5.0 FTEs dedicated to R&D activities
- or dedicate at least 10.00% of their FTE to R&D activities
- or dedicate at least 10.00% of their turnover to R&D activities

SMEs with a headcount of more than 100 FTE employees must:
- have at least 10.0 FTEs dedicated to R&D activities
- or dedicate at least 10.00% of their FTE to R&D activities
- or dedicate at least 10.00% of their turnover to R&D activities.

<table>
<thead>
<tr>
<th>SME Headcount (where X is the number of FTE)</th>
<th>Minimum number of FTEs dedicated to R&amp;D</th>
<th>or</th>
<th>Minimum % of FTEs dedicated to R&amp;D</th>
<th>or</th>
<th>Minimum % of Turnover dedicated to R&amp;D</th>
</tr>
</thead>
<tbody>
<tr>
<td>(0 &lt; X \leq 100)</td>
<td>5.0</td>
<td>or</td>
<td>10.00%</td>
<td>or</td>
<td>10.00%</td>
</tr>
<tr>
<td>(100 &lt; X &lt; 250)</td>
<td>10.0</td>
<td>or</td>
<td>10.00%</td>
<td>or</td>
<td>10.00%</td>
</tr>
</tbody>
</table>
Vrsta i intenzitet potpore

**Vrsta potpore:** Bespovratna sredstva

**Opravdani troškovi:** razvojne bruto plaće, oprema i sitni inventar, troškovi razvojnih usluga, troškovi putovanja, ostali razvojni troškovi

**Maksimalni intenzitet potpore:** 50% ukupnih opravdanih projektnih troškova (do 150.000 € za ukupno trajanje projekta za sve HR partnere)

**Trajanje projekta:** do 3 godine

**Proračun EUREKA – Hrvatska:** revidira se na razini fiskalne godine (prosječni godišnji budžet = 5 milijuna kuna), EK osigurava 25% udjela u javnom dijelu financiranja
Eurostars process

- APPLICATION
- EVALUATION
- MONITORING
Application process

1. Contact your NPC
2. Registration My Eurostars
3. Complete the Application Form
4. Upload Annexes
5. Submit

Check your eligibility!

Evaluation

Read relevant guidelines!
Application: links to additional information

Using the online application system

Available at www.eurostars-eureka.eu/static/forms/Guidelines_for_using_the_online_application_system_version_1.0_for_upload.pdf

Guidelines for completing an application

Available at https://www.eurostars-eureka.eu/static/forms/Guidelines_Application.pdf
1. Application Form

2. Financial documents/Business plan

3. Consortium agreement (draft)

+ Statement of assumption of obligations and signing card
Obvezni dokumenti prema nacionalnim pravilima

1. Sažetak prijave na hrvatskom jeziku
2. Obrazac za prijavu (Application Form)
3. Eurostars poslovni plan (ePP)
4. GFI POD za zadnje dvije pune poslovne godine (2012. i 2013.)
5. TI POD za tekuće poslovanje za proknjižene ažurne podatke zadnjeg punog kvartala
6. Potvrda o nekažnjavanju
7. Potvrda nadležne PU o nepostojanju dugova po osnovi javnih davanja
8. Ostalo – razni prilozi (platne liste, ponude dobavljača, pisma namjere, itd.)
### Nacionalni administrativni kriteriji

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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<tbody>
<tr>
<td>1.</td>
<td>Natjecatelj je pravna osoba registrirana u RH</td>
</tr>
<tr>
<td>2.</td>
<td>Natjecatelj nije u stečaju</td>
</tr>
<tr>
<td>3.</td>
<td>Natjecatelj nije osuđivan za kazneno djelo</td>
</tr>
<tr>
<td>4.</td>
<td>Natjecatelj nema dugovanja prema državi</td>
</tr>
<tr>
<td>5.</td>
<td>Natjecatelj nije za iste troškove dobio ili je u postupku pridobivanja sufinanciranja iz drugih izvora državnog ili lokalnog proračuna (izjavljuje u Sažetku prijave).</td>
</tr>
</tbody>
</table>
### Nacionalni financijski kriteriji

<table>
<thead>
<tr>
<th>Kriterij</th>
<th>Oznaka</th>
</tr>
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<tbody>
<tr>
<td>1. Opravdani i neopravdani troškovi projekta</td>
<td>1.</td>
</tr>
<tr>
<td>2. Struktura budžeta</td>
<td>2.</td>
</tr>
<tr>
<td>3. Likvidnost natjecateljevog djela razvoja</td>
<td>3.</td>
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</table>
Evaluation criteria

QUALITY AND EFFICIENCY OF THE IMPLEMENTATION: BASIC ASSESSMENT

- Quality of the consortium
- Added value through cooperation
- Realistic and clearly defined Project management & planning
- Reasonable cost structure

EXCELLENCE: INNOVATION AND R&D

- Degree of Innovation
- New applied knowledge
- Level of Technical Challenge
- Technological achievability & Risk

IMPACT: MARKET & COMMERCIALISATION

- Market size
- Market access and risk
- Competitive advantage
- Clear and realistic commercialisation plans
- Time to market

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1st step: Assessment by independent experts

**ON EUROPEAN LEVEL**

- Database of experts
- 3 experts
- 3 evaluation criteria
- Application assessment

**ON NATIONAL LEVEL**

- National funding bodies (NFB)
- Applications financial viability check
- Financial viability assessment
- Public funding

Results are given to IEP

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2nd step: Scoring and ranking by independent panel

- Expert application assessment
- Application form
- NFBs Financial viability assessment

**CRITERIA**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Criteria</th>
<th>Threshold</th>
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<tbody>
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<td>MAX 200</td>
<td>≥ 120</td>
</tr>
<tr>
<td>2</td>
<td>MAX 200</td>
<td>≥ 120</td>
</tr>
<tr>
<td>3</td>
<td>MAX 200</td>
<td>≥ 120</td>
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<tr>
<td>MAX</td>
<td>600</td>
<td>≥ 402</td>
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**RANKING LIST**

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<tr>
<th>Rank</th>
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<td>186</td>
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<td>187</td>
<td>9134</td>
<td>121</td>
<td>95</td>
<td>127</td>
<td>343</td>
</tr>
</tbody>
</table>

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Decentralised funding procedure

NFB = National funding body
Evaluation timing

Time-to-contract is within 4 to 7 months

- **Cut-off date**
  - 7 weeks
  - Financial Viability

- **Week 14**
  - Communication of funding results
  - 5 weeks

- **Week 19**
  - Communication of evaluation results
  - Endorsement of HLG
  - IEP ranking meeting

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Monitoring process

NR = National report
PPR = Project progress report
FIR = Final report
MIR = Market impact report
Eurostars success story

E! 4321 EASTBRED
Breeding strategy for broad adaptation from CEE combining diverse environments and modern technology
> Countries: Turkey, Austria, Croatia
> Total cost: 2,4 M€

About the project

Eastbred aims at creating a collaborative, innovative and unique indirect selection strategy for end-use quality of broadly adapted winter wheat, winter barley and durum wheat. Future yield loss caused by climatic change shall be prevented by breeding varieties with high stress tolerance.

The Market

The EASTBRED project has also been the occasion to reach new markets, with an offer now better adapted to the demand of its European customers. But Europe is not the final frontier to the company’s expansion. One of their primary markets in the future will be Russia.

The Impact

Main partner turnover should ‘double up in the next five years’ and it may only take two to three years before the company secures a dominant position in its target markets. Taking part in Eurostars, also had an influence on the company’s investment in research. ProGen (Turkey) now employs seven full-time researchers as a direct result of the EASTBRED project.
NAJČEŠĆE GREŠKE U PROJEKTIMA

- Postoje slična ili ista rješenja na tržištu – nejasna konkurentna prednost (nedostatak pretrage patentnih baza)
- Nedokazan financijski kapacitet za provođenje projekta
- Nestručno izrađen poslovni plan (financijski dio)
- Nejasan način komercijalizacije
- Nema priloženih ponuda za aktivnosti
Vedran Đidara

EUREKA Nacionalni projektni koordinator
HAMAG-BICRO

vedran.didara@hamagbicro.hr

01 2352 628

More info: www.eurostars-eureka.eu
Contact: www.eurostars-eureka.eu/home/contactus