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*Business Support on Your Doorstep*

## The Fast-Track-to-Innovation pilot

### A new funding instrument to close the market gap

Workshop 11/11/2015 @ IncoNet EaP (Chisinau)  
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EMPOWERING RESEARCH

## Part of the Innovation Union & European research Area

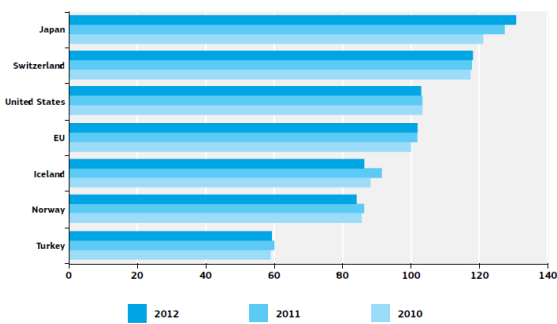


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To compete at global level, Europe needs to improve its innovation output


Translating ideas into successful goods & services reaching the market

► Figure 7 Innovation Output Indicator



Country	2012	2011	2010
Japan	135	130	125
Switzerland	115	110	105
United States	105	100	95
EU	100	95	90
Iceland	90	85	80
Norway	85	80	75
Turkey	60	55	50

Source: DG Research and Innovation – Unit for the Analysis and Monitoring of National Research Policies  
Data: Eurostat, OECD, Innovation Union Scoreboard 2014, DG JRC  
Note: EU performance in 2010 corresponds to 100 (EU in 2010=100).



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Fast Track to  
**Innovation  
Pilot**  
(2015-2016)

Research and  
innovation


## Fast-track-to-innovation is unique

*The only **fully bottom-up** measure in Horizon 2020 promoting **close-to-the-market innovation** activities that is **open to all types of participants***

Pilot to be evaluated, currently only foreseen in 2016


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## “Bottom-up” means

ANY innovation which supports objective(s) of ANY ‘Societal Challenges’ and/or ‘Industrial Leadership’




Excellent science (ES)

Industrial Leadership (IL)

Societal Challenges (SC)

**FTI**

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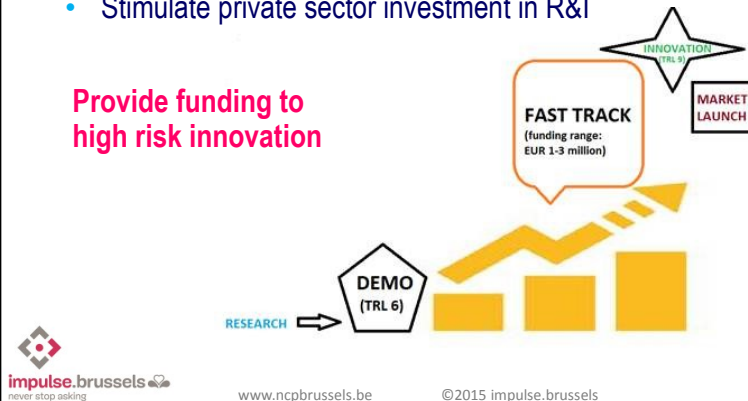
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## Providing a “last push” to the market



- Reduce time from idea to market
- Increase participation of **industry, first-time applicants, SMEs**  
“First-time applicant” = private, for-profit organisation that has obtained a PIC for the first time under Horizon 2020 legal entity
- Stimulate private sector investment in R&I

**Provide funding to high risk innovation**



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## Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...



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## Technology Readiness Level



- 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)

**Relatively mature technologies**



[http://ec.europa.eu/research/participants/data/ref/h2020/other/wp/2016\\_2017/annexes/h2020-wp1617-annex-g-tr\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/other/wp/2016_2017/annexes/h2020-wp1617-annex-g-tr_en.pdf)

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## Why take part



- Proof of your market potential
- Funding 70% (100% for not-for-profit entities)
- Enjoy higher visibility at EU level (communication about projects by EC )

**Many applicants expected, success rate is low... So what is key:**

- **Market relevance and business strategy**
- **Impact** (fast market uptake, more jobs, capacity building, strengthening industrial basis, improving quality of life of citizens, other socio-economic benefits)  
*Specific reporting template to monitor actual results/impact of funded projects*



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## For whom



- Team **able** to close the innovation cycle (i.e. go to the market)
- **Industry-intensive consortia from EU or Associated Countries (including Moldova)** meaning
  - Either 2 out of 3-4 partners are "industry" (= private for profit)
  - Or 3 out of 5 partners are private for profit
  - Or 60% of the budget (= total estimated eligible costs) is to be allocated to private for profit

Subcontractors allowed (and can be from outside EU/AS if no conflict of interest), but the core must be in the partners

FTI is not designed for SMEs but **SMEs can take part** if needed in the project

**First-time industry applicants** might be relevant (ex spin-off companies, chance to disrupt the market)



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## Which types of activities can be supported



Activities undertaking innovation from the demonstration stage through to market uptake, including

- ☐ Piloting, test-beds
- ☐ Systems validation in real world/working conditions
- ☐ Validation of business models
- ☐ Pre-normative research
- ☐ Standard-setting



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## Tips for potential applicants



- ❑ **Impact** is key! Intended outcome + KPI/success criteria
- ❑ Business plan-logic
  - Market relevance and positioning (potential users/customers and their benefits; targeted European/global markets, etc.)
  - Business opportunities for participants, measures to enhance the probability of eventual commercial take-up
  - Credible commercialisation strategy (next steps, other actors to be involved)
  - Exploitation strategy (**IP protection and ownership**, “**freedom to operate**”)
  - Financing needs / framework conditions
  - Return on investment?
- ❑ **EU added value** additional to the prospective economic one
- ❑ Describe a solution that clearly goes **beyond the current state-of-the-art** in its field
- ❑ Resources: complementary & cost-effective



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## Evaluation: good to know



- ❑ Remote evaluation, panel of four independent experts (commercial and financial expertise!), no consensus meetings  
**Be clear and to the point**
- ❑ Minimum overall threshold 12/15, minimum “impact” threshold 4/5
- ❑ Criteria for ex aequo proposals above threshold
  - 1. Value of “impact” criterion
  - 2. Size of budget allocated to SMEs
  - 3. Number of first-time industry applicants
  - 4. Number of industry participants
  - 5. Gender balance of consortium staff performing the proposed action
- ❑ Below 12/15: no ranking
- ❑ You can re-submit after proposal is rejected (**better version**)



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## How to apply



**Topic:** [FTIPilot-01-2016:Fast Track to Innovation Pilot](#) **Forthcoming**

**Publication date:** 14 October 2015

**Types of action:** IA Innovation action

**DeadlineModel:** multiple cut-off

**Opening date:** 2 December 2015

**Cut-off dates:** 15 March 2016 17:00:00  
1 June 2016 17:00:00  
25 October 2016 17:00:00

Time Zone : (Brussels time)

- Technical annex max. 30 pages
- Industry-intensive criterion checked (excluded if criterion not fulfilled)
- Evaluation 3 months (after cut-off) : excellence, **impact**, quality/efficiency of implementation
- Grant preparation 3 months (after evaluation)



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## In brief



### Fast-track-to-innovation (FTI) vs. SME instrument

- FTI is not an SME-related scheme
- FTI requires an alliance of expertise
- FTI has an obligation to be on the market after 36 months SME instrument phase 2 not



### Suitable scheme ?

- Discuss with your NCP

[http://ec.europa.eu/research/participants/portal/desktop/en/support/national\\_contact\\_points.html#c,contact=country/sbg/Moldova%20%28Republic%20of%29/1/1/0&function\\_details..function\\_abbr/sbg/1/1/0&+person.last\\_name/desc](http://ec.europa.eu/research/participants/portal/desktop/en/support/national_contact_points.html#c,contact=country/sbg/Moldova%20%28Republic%20of%29/1/1/0&function_details..function_abbr/sbg/1/1/0&+person.last_name/desc)

- Ask the EC: [RTD-FTI-EVENT@ec.europa.eu](mailto:RTD-FTI-EVENT@ec.europa.eu)



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