



EASME

Executive Agency for Small and Medium-sized Enterprises

Horizon 2020: SME Instrument

Rome, 8 October 2015



SME SUPPORT

- **Marco Malacarne**
- *Head of Department*
- *"A – Operations"*



Plan of presentation

- Achievements so far (2014)
- Lessons learnt
- Coaching
- A success story

What we have achieved in 2014



- **5 cut-offs**
- **8.181 proposals received ~25% of whole H2020**
- **822 companies funded**
- **258,5 M€ budget allocated**

What we have achieved in 2014: Phase 1



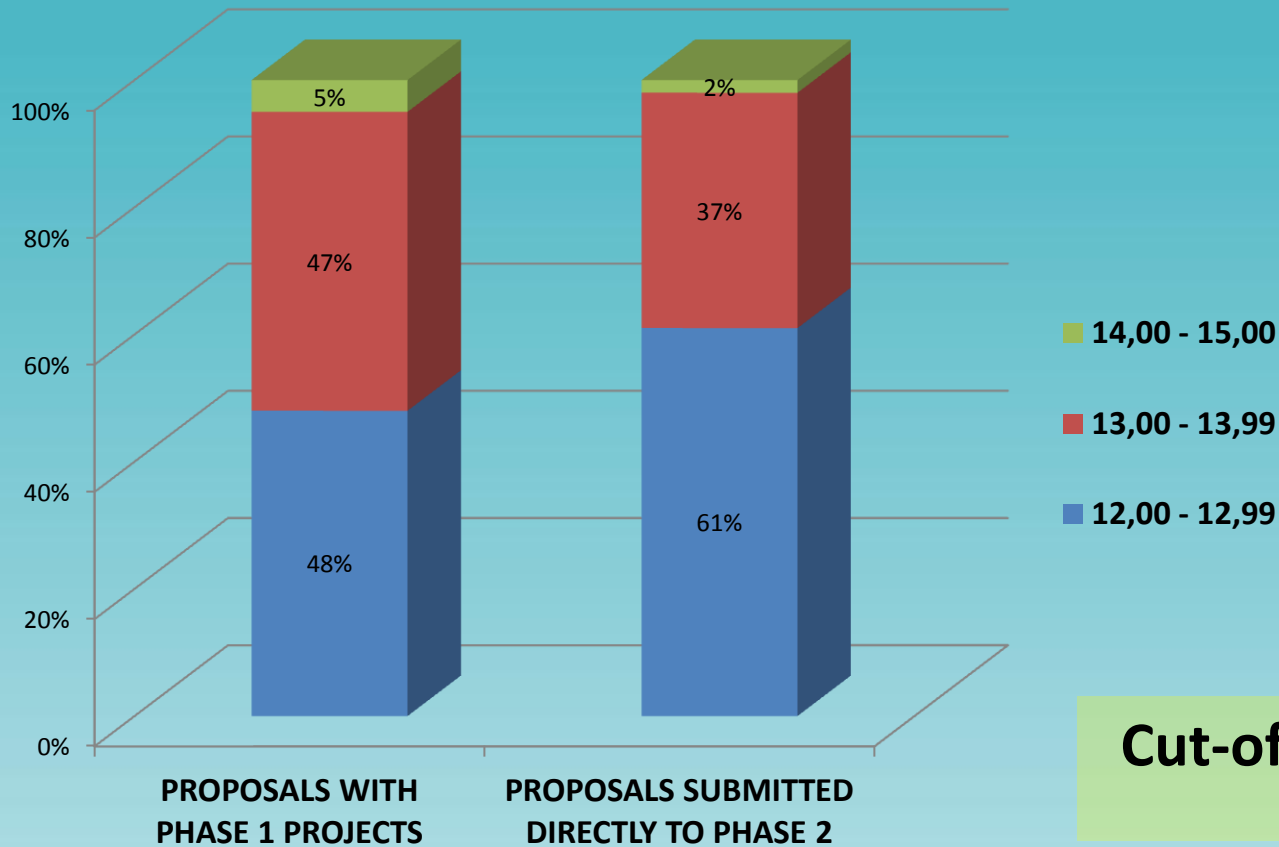
	Total in 2014
Proposals	6972
Above threshold	874 (12,5%)
Funded	592 (8,5%) (<i>68% of those a.t.</i>)
Budget allocated	€ 29.600.000
Single companies rate (funded proposals)	92%



What we have achieved in 2014: Phase 2

	Total in 2014
Proposals	1209
Above threshold	312 (26%)
Funded	134 (11%) (<i>43% of those a.t.</i>)
Budget allocated	€ 228.943.877 (1,71 M€ per project)
Single companies rate (funded proposals)	81%

Ph.2: success rate with prior Ph.1 project



Cut-off June 2015

What we have achieved in 2014- Success rate Phase 2

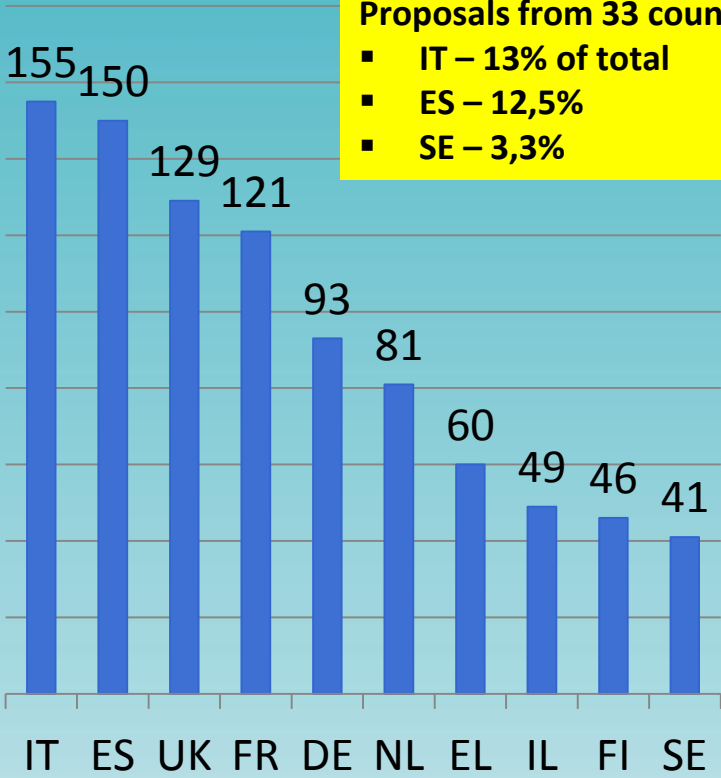


Country distribution of proposals (only coordinators) - top 10

Submitted proposals (1209)

Proposals from 33 countries

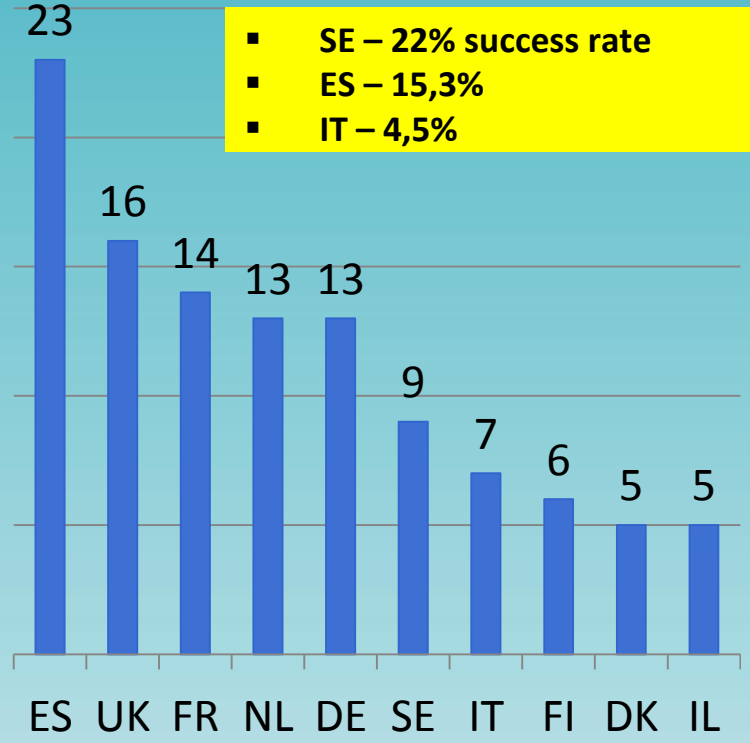
- IT – 13% of total
- ES – 12,5%
- SE – 3,3%



Funded proposals (134)

SE – 22% success rate

- ES – 15,3%
- IT – 4,5%



Fast Track to Innovation

First cut-off

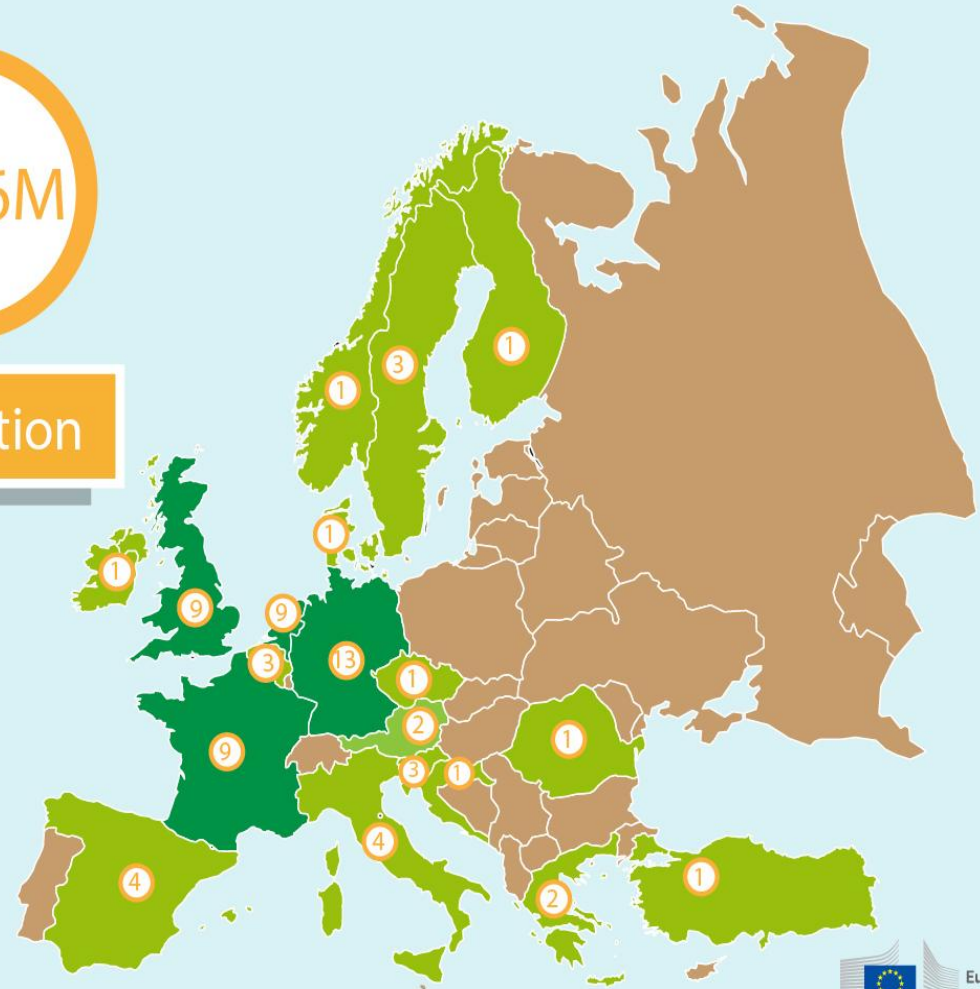


16 close-to-the-market
PROJECTS
from 19 countries

EU funding

€35.6M

Horizon 2020 Fast Track to Innovation



Project Partners



Lessons learnt from 2014



- Continuous learning process for EASME (evaluators)
- Continuous learning process for the SMEs (resubmission)
- Not enough focus on commercialisation
- Sub-contracting

Evaluators

- Carefully scrutinised in terms of CV and business experience
- Follow-up of evaluators' output
- “Dummy proposal”



SMEs: Continuous learning process



	Resubmissions in 2014
Phase 1	Number of proposals
Resubmissions	1270 (18%)
Above thresholds	262 (30%) (<i>ref. 12,5%</i>)
Funded	203 (16%) (<i>ref. 8,5%</i>)

SMEs: Focus on commercialisation



➤ What is your **market strategy**?!



- Ph1: **only 12%** has a preliminary business plan!
- Ph2: **only 26%** has an accurate business plan!!



Sub-contracting



- Clear
- Coherent
- Value-for-money



Coaching

Coaching = development of a market strategy



- **Innovation = lasting change inside company (organisation of growth, cooperation)**
- **Innovation is not just a new business project**



**The world's largest
support network
for innovative
SMEs with
international
ambitions**

Show-case SMART PATCH





Thank you very much for your attention



@H2020SME
@EEN_EU

<http://ec.europa.eu/easme/sme/>