

## SME INSTRUMENT

### ΕΡΓΑΛΕΙΟ ΕΝΙΣΧΥΣΗΣ ΤΗΣ ΚΑΙΝΟΤΟΜΙΑΣ ΤΩΝ ΜΙΚΡΟΜΕΣΑΙΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ

Το πρόγραμμα-πλαίσιο της Ε.Ε. προσφέρει ενισχύσεις σε μικρομεσαίες επιχειρήσεις που επιθυμούν να εκμεταλλευτούν καινοτόμες ιδέες με ισχυρό ευρωπαϊκό ή παγκόσμιο δυναμικό. Στα θετικά στοιχεία του προγράμματος περιλαμβάνονται τα υψηλότερα ποσοστά επιχορήγησης (κατά κανόνα 70%), η δυνατότητα επιχορήγησης δαπανών προσωπικού και η μετατόπιση της έμφασης από την έρευνα στην καινοτομία και στην εμπορική αξιοποίηση.

Το πρόγραμμα υλοποιείται σε τρεις φάσεις:

#### Φάση 1

Επιχορήγηση 50.000 ευρώ + καθοδήγηση

Παρουσίαση  
Ιδέας &  
Βιωσιμότητας Σχεδίου



Επιχειρηματικό Σχέδιο

Υποβάλλετε  
οποιαδήποτε στιγμή

6 μήνες

#### Φάση 2

Επιχορήγηση 0,5 έως 2,5 εκατ. ευρώ (ως  
επιχορήγηση 70% ή περισσότερο) + καθοδήγηση

Έρευνα & Ανάπτυξη  
Δοκιμές  
Επίδειξη



Αναλυτικό  
Επιχειρηματικό  
Σχέδιο



Εμπορικά  
αξιοποιήσιμο  
αποτέλεσμα

12-24 μήνες

#### Φάση 3

Χρηματοδότηση κινδύνου (δημόσια/ιδιωτική)

Πρώθηση στην  
αγορά



Εμπορική επιτυχία

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

Στη **Φάση 1** υποβάλλεται ένα σύντομο «Επιχειρηματικό Πλάνο I», περίπου 10 σελίδων, το οποίο θα τεκμηριώνει τον αξιοσημείωτα καινοτομικό χαρακτήρα της ιδέας, καθώς και την τεχνολογική, πρακτική και οικονομική βιωσιμότητα της υλοποίησής της. Η υλοποίηση της Φάσης 1 είναι προαιρετική. Μπορείτε να υποβάλλετε κατευθείαν στη Φάση 2.

**Ενισχύσεις:** 50.000 ευρώ για την εκπόνηση ενός εκτενέστερου «Επιχειρηματικού Πλάνου II».

**Διάρκεια υλοποίησης:** 6 μήνες

Στη **Φάση 2** υποβάλλεται το Επιχειρηματικό Πλάνο II καθώς και αίτηση ενίσχυσης για δράσεις που αφορούν τον σχεδιασμό και την ανάπτυξη των καινοτόμων προϊόντων / υπηρεσιών στο επίπεδο που απαιτείται για τη διάθεσή τους στην αγορά. Στις επιλέξιμες δαπάνες περιλαμβάνονται **δαπάνες προσωπικού, αγοράς εξοπλισμού, μετακινήσεων κ.α.**

**Ενισχύσεις:** 70% των επιλέξιμων δαπανών, από 0,5 έως 2,5 εκατ. ευρώ.

**Διάρκεια υλοποίησης:** 12-24 μήνες

Στη **Φάση 3** παρέχονται:

- μέσα διευκόλυνσης για την εύρεση ιδιωτικής χρηματοδότησης
- πρόσβαση στο εργαλείο χρηματοδότησης κινδύνου (Risk Finance)
- αναβαθμισμένη πρόσβαση στις υπηρεσίες στήριξης που παρέχει το Enterprise Europe Network

Το πρόγραμμα είναι συνεχώς ανοικτό, με καταληκτικές ημερομηνίες ανά προκήρυξη (βλ. **Παράρτημα I**).

#### Επιλέξιμες Επιχειρήσεις

**Οι μικρομεσαίες επιχειρήσεις**, δηλαδή αυτές που απασχολούν λιγότερο από 250 άτομα προσωπικό και οι οποίες έχουν έναν συνολικό κύκλο εργασιών που δεν ξεπερνά τα 50 εκατ. ευρώ ή/και σύνολο ενεργητικού που δεν ξεπερνά τα 43 εκατ. ευρώ. Για τον υπολογισμό του μεγέθους μιας επιχείρησης λαμβάνεται υπόψη η μετοχική σχέση με άλλες επιχειρήσεις.

Επιλέξιμες είναι και οι κοινοπραξίες ΜΜΕ.

#### Είναι το σχέδιό μου επιλέξιμο;

Δείτε τις διαθέσιμες προσκλήσεις στο **Παράρτημα I**.

#### Αξιολόγηση των προτάσεων

Θα λαμβάνονται υπόψη 3 κριτήρια:

- Αντίκτυπος
- Αρτιότητα πρότασης
- Ποιότητα και Αποδοτικότητα Υλοποίησης

Η **ΑΤΛΑΝΤΙΣ ΣΥΜΒΟΥΛΕΥΤΙΚΗ Α.Ε.** είναι η Νο 1 εταιρεία συμβούλων για την υποστήριξη της εμπορικά αξιοποιήσιμης καινοτομίας. Τα τελευταία 22 χρόνια στήριξε τη χρηματοδότηση εκατοντάδων επενδυτικών σχεδίων αυτού του τύπου είτε μέσω της υπαγωγής τους σε ελληνικά και ευρωπαϊκά προγράμματα, είτε μέσω της προσέλκυσης ιδιωτικών κεφαλαίων (VCs κ.α.). Αν η επιχείρησή σας επιθυμεί να επενδύσει σε μια πραγματικά σπουδαία ιδέα επικοινωνήστε σήμερα μαζί μας για να διερευνήσουμε από κοινού τη δυνατότητα υποβολής πρότασης σε κάποια από τις προσκλήσεις του SME Instrument.

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## ΠΑΡΑΡΤΗΜΑ Ι ΠΡΟΣΚΛΗΣΕΙΣ ΤΟΥ ΕΡΓΑΛΕΙΟΥ ΓΙΑ ΤΙΣ ΜΜΕ (2014)

### Προθεσμίες υποβολής αιτήσεων (cut-off dates):

Για τη Φάση 1: 25/11/2015  
Για τη Φάση 2: 25/11/2015

Οι παραπάνω προθεσμίες ισχύουν για όλες τις διαθέσιμες προσκλήσεις.

### Διαθέσιμες προσκλήσεις (calls):

#### Space-SME-2014-1: SME Instrument

To engage small and medium enterprises in space research and development, especially those not traditionally involved in it and reduce as much as possible the entry barriers to SMEs for Horizon 2020 funding.

The specific challenge of the actions envisaged under this call could cover any aspect of the Specific Programme for Space (Horizon 2020 Framework programme and Specific programme). However, it is considered that actions in the areas of applications, especially in connection to the flagship programmes Galileo and Copernicus, spinning-in (i.e. application of terrestrial solutions to challenges in space) and the development of certain critical technologies could be adequately suited for this call.

#### ICT-37-2014-1: Open Disruptive Innovation Scheme (implemented through the SME instrument)

The challenge is to provide support to a large set of early stage high risk innovative SMEs in the ICT sector. Focus will be on SME proposing innovative ICT concept, product and service applying new sets of rules, values and models which ultimately disrupt existing markets.

The objective of the ODI is threefold:

- Nurture promising innovative and disruptive ideas;
- Support their prototyping, validation and demonstration in real world conditions;
- Help for wider deployment or market uptake.

Proposed projects should have a potential for disruptive innovation and fast market up-take in ICT.

In particular it will be interesting for entrepreneurs and young innovative companies that are looking for swift support to their innovative ideas.

The ODI objective will support the validation, fast prototyping and demonstration of disruptive innovation bearing a strong EU dimension.

#### NMP-25-2014-1: Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs

Research results should be taken up by industry, harvesting the hitherto untapped potential of nanotechnologies, advanced materials and advanced manufacturing and processing technologies. The goal is to create added value by creatively combining existing research results with other necessary elements, to transfer results across sectors where applicable, to accelerate innovation and eventually create profit or other benefits. The research should bring the technology and production to industrial readiness and maturity for commercialisation after the project.

#### PHC-12-2014-1: Clinical research for the validation of biomarkers and/or diagnostic medical devices

Biomarkers are used in clinical practice to describe both normal and pathological conditions. They can also have a prognostic or a predictive power. They are therefore increasingly used in medicine and many potential biomarkers are proposed every year.

Only a few of them are however validated for use in a clinical research setting. Such validation implies the demonstration of a link to a pertinent clinical endpoint or process, as well as a robust and appropriate analytical method.

The clinical validation of biomarkers will be increasingly important for the development of new diagnostics, and this is a research area where many small European companies are active.

Improved clinical decisions should lead to better health outcomes while contributing to the sustainability of the health care system.

#### SFS-08-2014-1: Resource-efficient eco-innovative food production and processing

To remain competitive, limit environmental degradation and optimise the efficient use of resources, the development of more resource-efficient and sustainable food production and processing, throughout the food system, at all scales of business, in a competitive and innovative way is required. Current food production and processing systems, especially in the SME sector, need to be revised and optimised with the aim of achieving a significant reduction in water and energy use, greenhouse gas emissions and waste generation, while at the same time improving the efficiency in the use of raw materials, increasing climate resilience and ensuring or improving shelf life, food safety and quality. New competitive eco-innovative processes should be developed, within the framework of a transition towards a more resource-efficient, sustainable circular economy.

#### BG-12-2014-1: Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth

The potential of Europe's Oceans, seas and coasts is significant for job and growth creation if the appropriate investments in research and innovation are made. SMEs contribution to the development of the 'Blue Growth Strategy' (COM (2012) 494) can be significant in particular in the fields of marine biotechnology (related applications, key tools and technologies) as well as aquaculture related marine technologies and services.

However, SMEs lack access to finance to develop their activities and the economic and financial crisis has made access to finance even more difficult. This is particularly true in the previously mentioned maritime sectors, where access to finance for SMEs is considered as one of the most important barriers for the development of innovative maritime economic activities.

### **SIE-01-2014-1: Stimulating the innovation potential of SMEs for a low carbon energy system**

SMEs play a crucial role in developing resource-efficient, cost-effective and affordable technology solutions to decarbonise and make more efficient the energy system in a sustainable way. They are expected to strongly contribute to all challenges outlined in the legal base of the Horizon 2020 Societal Challenge 'Secure, Clean and Efficient Energy', in particular with regard to:

- Reducing energy consumption and carbon footprint by smart and sustainable use (including energy-efficient products and services as well as 'Smart Cities and Communities'),
- Low-cost, low-carbon electricity supply (including renewable energy as well as CCS and re-use),
- Alternative fuels and mobile energy sources,
- A single, smart European electricity grid,
- New knowledge and technologies, and
- Robust decision making and public engagement.

### **IT-1-2014-1: Small business innovation research for Transport**

The European transport sector must have the capacity to deliver the best products and services, in a time and cost efficient manner, in order to preserve its leadership and create new jobs, as well as to tackle the environmental and mobility defies. The role of SMEs to meet these challenges is critical as they are key players in the supply chains. Enhancing the involvement of weaker players in innovation activities as well as facilitating the start-up and emergence of new high-tech SMEs is of paramount importance.

### **SC5-20-2014-1: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials**

Innovative SMEs have been recognised as being able to become the engine of the green economy and to facilitate the transition to a resource efficient, circular economy. They can play an important role in helping the EU to exit from the economic crises and in job creation. The potential of commercialising innovative solutions from SMEs is however hindered by several barriers including the absence of the proof of concept, the difficulty to access risk finance, the lack of prototyping, insufficient scale-up studies, etc. Growth therefore needs to be stimulated by increasing the levels of innovation in SMEs, covering their different innovation needs over the whole innovation cycle.

Innovative SMEs should be supported and guided to reach and accelerate their full green growth potential. This topic is targeted at all types of eco-innovative SMEs in all areas addressing the climate action, environment, resource efficiency and raw materials challenge, focusing on SMEs showing a strong ambition to develop, grow and internationalise. All kinds of promising ideas, products, processes, services and business models, notably across sectors and disciplines, for commercialisation both in a business-to-business (B2B) and a business-to-customer (B2C) context, are eligible.

### **DRS-17-2014-1: Critical infrastructure protection topic 7: SME instrument topic: "Protection of Urban soft targets and urban critical infrastructures"**

The aim is to engage small and medium enterprises in security research and development and in particular to facilitate and accelerate the transition of their developed products/services to the market place .

The specific challenge of the actions and activities envisaged under this topic are related to protection of urban soft targets and urban critical infrastructures.

Specific consideration should be given to 'urban soft targets', which are exposed to increasing security threats which can be defined as urban areas into which large numbers of citizens are freely admitted, for usual activities or special events or routinely reside or gather. Among others, these include parks, squares and markets, shopping malls, train and bus stations, passenger terminals, hotels and tourist resorts, cultural, historical, religious and educational centres and banks.

The critical infrastructures sectors listed in the European Programme for Critical Infrastructures Protection (EPCIP), including, among others, energy installations and networks, communications and information technology, finance (banking, securities and investment), water (dams, storage, treatment and networks), supply chain and government (e.g. critical services, facilities, information networks, assets and key national sites and monuments) are not only relevant at a national scale but they can be considered critical infrastructures in an urban context as well.

### **BIOTEC-5a-2014-1: SME boosting biotechnology-based industrial processes driving competitiveness and sustainability**

The large number of SMEs which characterise the EU biotechnology sector are playing a crucial role in the move to competitive and sustainable biotechnology-based processes. These SMEs are characterised by their research intensity and long lead times between early technological development and market introduction. They therefore need to be supported to overcome the so-called "valley of death".

## ΠΑΡΑΡΤΗΜΑ ΙΙ

### ΔΙΑΘΕΣΙΜΟΣ ΠΡΟΫΠΟΛΟΓΙΣΜΟΣ ΑΝΑ ΠΡΟΚΗΡΥΞΗ

PHASE 1	2014	
	Budget (Μ€)*	Estimated number of projects**
ICT 3 7 - 2014 15: Open Disruptive Innovation Scheme	4.5	90
NMP 25 - 2014/2015: Accelerating the uptake of nanotechnologies. advanced materials or advanced manufacturing and processing technologies by SMEs	2.18	43
BIOTEC 5 -2014 2015: SME boosting biotechnology-based industrial processes driving competitiveness and sustainability	0.38	7
SME-SPACE-1-2014/2015	0.85	17
PHC 12 - 2014 2015: Clinical validation of biomarkers and or diagnostic medical devices	6.61	132
SFS-8-2014 2015: Resource-efficient eco-innovative-food production and processing	0.9	18
BG-12-2014 2015 Supporting SMEs effort for the development-deployment and market replication of innovative solution for blue growth	0.3	6
SIE 1 – 2014/2015: Stimulating the innovation potential of SMEs for a low carbon and efficient energy system	3.395	67
IT-1-2014.2015. Small business innovation research for Transport	3.587	72
SC5-20-2014 2015: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials	1.7	34
INSO-9-2015: Innovative mobile e-government applications by SMEs		
INSO 10-2015: SME business model innovation		
DRS-17-20142015 : Protection of urban soft targets and urban critical infrastructures	0.7	14
<b>Total</b>	<b>25.102</b>	<b>500</b>

\*Fixed lump sum of 50K€

PHASE 2	2014	
	Budget (Μ€)**	Estimated number of projects**
ICT 3 7 - 2014 15: Open Disruptive Innovation Scheme	39.6	26
NMP 25 - 2014/2015: Accelerating the uptake of nanotechnologies. advanced materials or advanced manufacturing and processing technologies by SMEs	19.184	13
BIOTEC 5 -2014 2015: SME boosting biotechnology-based industrial processes driving competitiveness and sustainability	3.344	3
SME-SPACE-1-2014/2015	7.48	5
PHC 12 - 2014 2015: Clinical validation of biomarkers and or diagnostic medical devices	58.168	38
SFS-8-2014 2015: Resource-efficient eco-innovative-food production and processing	7.92	5
BG-12-2014 2015 Supporting SMEs effort for the development-deployment and market replication of innovative solution for blue growth	2.64	1

SIE 1 – 2014/2015: Stimulating the innovation potential of SMEs for a low carbon and efficient energy system	29.876	20
IT-1-2014.2015. Small business innovation research for Transport	31.5656	21
SC5-20-2014 2015: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials	14.96	10
INSO-9-2015: Innovative mobile e-government applications by SMEs		
INSO 10-2015: SME business model innovation		
DRS-17-20142015 : Protection of urban soft targets and urban critical infrastructures	6.16	4
<b>Total</b>	<b>220,8976</b>	<b>146</b>

\*\* Assumed average EU contribution for phase 2 projects: 1.5 Μ€