

## 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**).

#### 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**.

#### Αξιολόγηση των προτάσεων

Θα λαμβάνονται υπόψη 3 κριτήρια:

- Αντίκτυπος
- Αριότητα πρότασης
- Ποιότητα και αποδοτικότητα υλοποίησης

Η **ΑΤΛΑΝΤΙΣ ΣΥΜΒΟΥΛΕΥΤΙΚΗ Α.Ε.** είναι η Νο 1 εταιρεία συμβούλων για την υποστήριξη της εμπορικά αξιοποιήσιμης καινοτομίας. Από το 1992 στηρίζει 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 ΠΡΟΣΚΛΗΣΕΙΣ ΤΟΥ ΕΡΓΑΛΕΙΟΥ ΓΙΑ ΤΙΣ ΜΜΕ (2016-2017)

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

Για τη Φάση 1:	Για τη Φάση 2:
24 Φεβ 2016	03 Φεβ 2016
03 Μαΐ 2016	14 Απρ 2016
07 Σεπ 2016	15 Ιουν 2016
09 Νοε 2016	13 Οκτ 2016
15 Φεβ 2017	18 Ιαν 2017
03 Μαΐ 2017	06 Απρ 2017
06 Σεπ 2017	01 Ιουν 2017
08 Νοε 2017	18 Οκτ 2017

Οι παραπάνω προθεσμίες ισχύουν για όλες τις διαθέσιμες προσκλήσεις (17.00 CET).

### Διαθέσιμες προσκλήσεις (calls):

#### Open Disruptive Innovation Scheme (Topic Identifier: SMEInst-01-2016-2017)

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.

#### Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs (Topic Identifier: SMEInst-02-2016-2017)

Specific challenge: 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.

#### Dedicated support to biotechnology SMEs closing the gap from lab to market (SMEInst-03-2016-2017)

Specific challenge: The large numbers of SMEs characterising the EU industrial 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". SMEs working in the field of industrial biotechnology and ideas/concepts involving the use of systems and/or synthetic biology are particularly invited to apply for funding.

#### Engaging SMEs in space research and development (Topic Identifier: SMEInst-04-2016-2017)

Specific challenge: 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 actions under this topic 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.

#### Supporting innovative SMEs in the healthcare biotechnology sector (Topic Identifier: SMEInst-05-2016-2017)

The challenge includes either:

a) Cell technologies in medical applications (all phase 1 and phase 2 deadlines in 2016 and 2017).

Or:

b) Clinical research for the validation of biomarkers and/or diagnostic medical devices (only at the first cut-off date in 2017 and for phase 2 applications - phasing out of the topic PHC-12-2014/2015 introduced in the Work Programme 2014-2015).

## Accelerating market introduction of ICT solutions for Health, Well-Being and Ageing Well (Topic Identifier: SMEInst-06-2016-2017)

The challenge is to help overcome the current gaps in exploitation of promising research results in ICT for health, well-being and ageing well and to stimulate increased availability and market uptake of relevant ICT products and services. Particular attention should be given to potential for disruptive innovation and fast market up-take in ICT for health, wellbeing and ageing well. In particular it will be interesting for SMEs and young companies that are looking for swift support to their innovative ideas.

## Stimulating the innovation potential of SMEs for sustainable and competitive agriculture, forestry, agri-food and bio-based sector (Topic Identifier: SMEInst-07-2016-2017)

Specific challenge: SMEs can play a crucial role in developing resource-efficient and cost-effective solutions to secure sufficient supplies of safe, healthy and high quality food and other bio-based products, by developing productive, sustainable and resource-efficient primary production systems, fostering related ecosystem services and the recovery of biological diversity, alongside competitive and low-carbon supply, processing and marketing chains. Actions under this topic are expected to contribute to one or a combination of several challenges addressed by Societal Challenge 2 of Horizon 2020 with regard to terrestrial resources (i.e. 2.1 ' Sustainable agriculture and forestry', 2.2 ' Sustainable and competitive agri-food sector for a safe and healthy diet' and 2.4 ' Sustainable and competitive bio-based industries and supporting the development of a European bioeconomy'). Particular attention should be given to:

- Advancing innovations in Integrated Pest Management
- Resource-efficient eco-innovative food production and processing
- Reduction of food losses and waste on farm and along the value-chain
- Creating added value from waste and by-products generated on farm and along the value-chain

## Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth (Topic Identifier: SMEInst-08-2016-2017)

Specific challenge: 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, fisheries, marine and fresh water aquaculture (including production and processing of feed and food).

## Stimulating the innovation potential of SMEs for a low carbon and efficient energy system (Topic Identifier: SMEInst-09-2016-2017)

Specific challenge: 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 one or a combination of more than one of the 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 carbon capture and storage 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.

## Small business innovation research for Transport and Smart Cities Mobility (Topic Identifier: SMEInst-10-2016-2017)

Specific challenge: 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 in all the areas of the Transport Specific Programme 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. SMEs are pivotal for delivering the innovations needed for greater sustainable and smarter mobility, better accessibility and logistics serving business and citizens, and thus higher economic growth, in a context where the majority of population lives in urban and urbanised areas. Actions to develop new services, products, processes, technologies, systems and combinations thereof that contribute to achieving the European transport and mobility goals defined in the 2011 Transport White Paper could be particularly suited for this call.

## Boosting the potential of small businesses in the areas of climate action, environment, resource efficiency and raw materials (Topic Identifier: SMEInst-11-2016-2017)

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, climate-smart 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.

### **New business models for inclusive, innovative and reflective societies (Topic Identifier: SMEInst-12-2016-2017)**

SMEs, including social enterprises and cultural actors, can build their growth on business model innovation, taking into account new opportunities arising from servitisation, from individual empowerment, from a more collaborative economy, from opening up government data and services and from the pervasive use of new technologies. A change of paradigm from ownership to access, from individual consumption to shared functionalities can be applied in several sectors benefiting from digital technologies and ensuring more sustainable lifestyles to EU citizens particularly in cities. A similar paradigm shift is happening in the relationship between government, citizens and businesses, where societal actors take on a more proactive role in the design and delivery of public services. One of the main challenges is to attract business to use public platforms to create more value as current business models do not adequately exploit the benefits of participation and collaboration with government. New ways of creating, producing, consuming, using, educating, learning, caring, moving and living are emerging in European cities. New ways of exploiting tangible and intangible cultural heritage are made possible. New ways of creating innovative public services, using open data and open public services provide new business opportunities. SMEs developing and adapting new business models play a key role in these transformations. The specific challenge addressed by this topic is to enable SMEs in traditional and new sectors, collaborative economy and creative sectors, cultural heritage and the social economy as well as collaborative public service creation to innovate and grow across traditional boundaries, through new business models and organisational change.

### **Engaging SMEs in security research and development (Topic Identifier: SMEInst-13-2016-2017)**

Specific Challenge: To engage small and medium enterprises in innovation activities in the domain of security, especially those not traditionally involved in it, and reduce as much as possible the entry barriers to SMEs for Horizon 2020 funding. The actions under this topic should cover any aspect of the Specific Programme for "secure societies - protecting freedom and security of Europe and its citizens" (Horizon 2020 Framework programme and Specific programme): Fighting crime, illegal trafficking and terrorism, including understanding and tackling terrorist ideas and beliefs; Protecting and improving the resilience of critical infrastructures, supply chains and transport modes; Strengthening security through border management; Improving cyber security; Increasing Europe's resilience to crises and disasters; Ensuring privacy and freedom, including in the Internet, and enhancing the societal legal and ethical understanding of all areas of security, risk and management; Enhancing standardisation and interoperability of systems, including for emergency purposes; Supporting the Union's external security policies, including through conflict prevention and peace-building