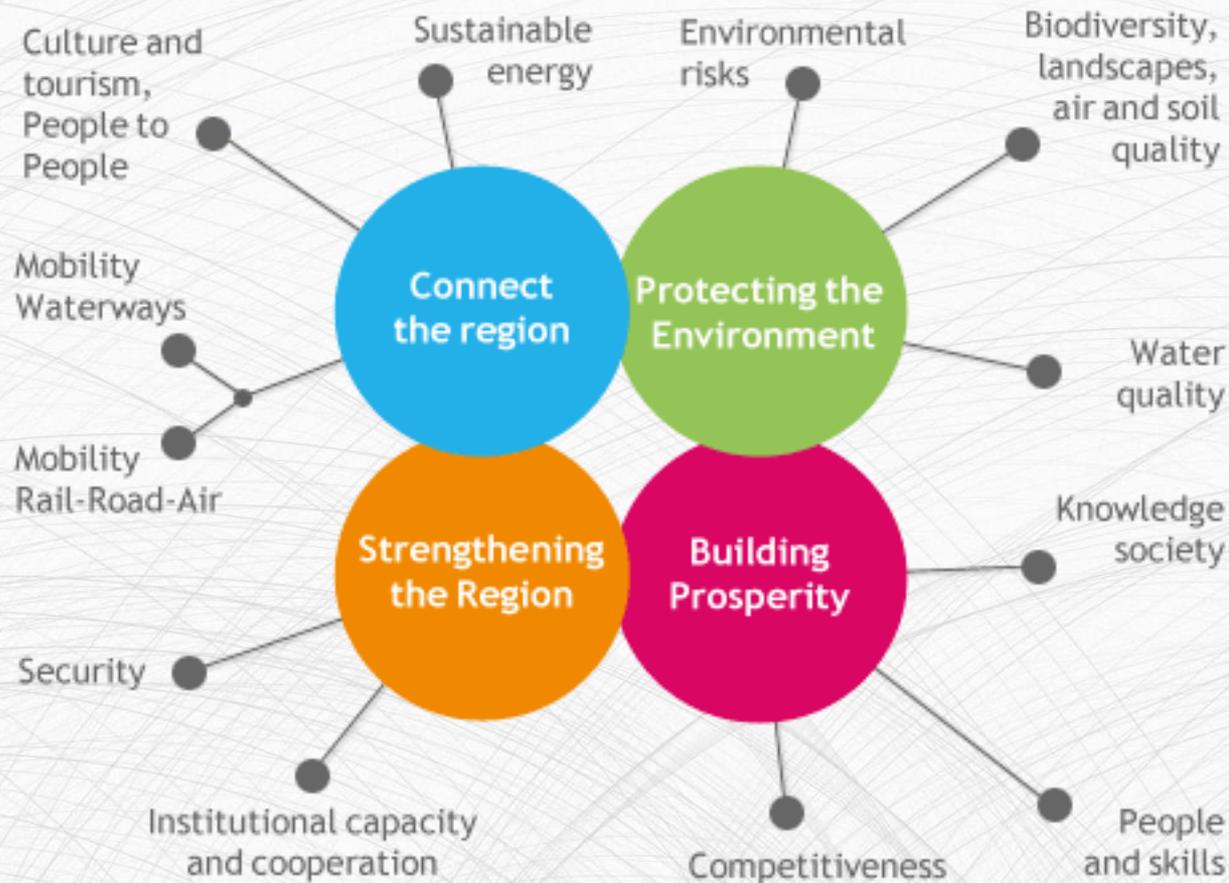


# SME INSTRUMENT

Oleg Rubel, Institute of market problems and economic-ecological reserches of NAS Ukraine



# Main Pillars EUDRS



# PA7 Knowledge Society

- Priority Area 07 "To develop the Knowledge Society (research, education and ICT)" is coordinated by Slovakia and Serbia, with the involvement of a wide network of key players.

## **Aims:**

- **To invest 3% of GDP in Research and Development by 2020;**
- **Broadband access for all EU citizens in the Region by 2013;**
- **Increase the number of patents obtained in the Region by 50%;**
- **Greater share of EU population age 30-34 with tertiary education – aiming towards 40% by 2020;**
- **To reach 20% of academic mobility by 2020.**

# PA8 Competitiveness

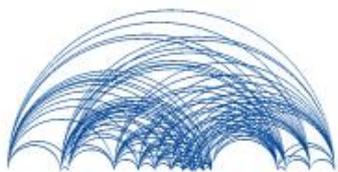
- Priority Area 08 "To support the competitiveness of enterprises" is coordinated by the Land Baden-Württemberg (Germany) and Croatia with the involvement of a wide network of key players.
- **Action - "To foster cooperation and exchange of knowledge between SMEs, academia and the public sector in areas of competence in the Danube Region".**
- **Action - "To improve business support to strengthen the capacities of SMEs for cooperation and trade".**
- **Action - "To support enterprises through high performing training and qualification schemes"**
- **Action - "To prioritise the effective implementation of measures provided for under the Small Business Act for Europe"**
- **Action - "To improve the competitiveness of rural areas and in particular of the agricultural sector"**
- **Action - "To eliminate cross border barriers and bottlenecks to people and business - Seamless Europe for a livable Danube Region."**
- **Action - "To improve framework conditions for SMEs in areas where competitive infrastructure is missing".**

# Administrative framework

- **Coordination and Support Action** for International Cooperation in Research and Innovation
- **Project start:** January 1, 2014
- **Project duration:** 36 months
- Received funding from the European Union's Seventh Framework Programme for research, technological development and demonstration (**FP7**) under grant agreement no 609497
- EC funding: approx. 2 mln. €

# Embedded in EUSDR

- **EU Strategy for the Danube Region**
- Supporting Priority Area **7** “Knowledge Society” and Priority Area **8** “Competitiveness” (and PA2 “Energy” and **others**) -> when it comes to **Research and Innovation**
- Through partners (acting also as contact points) and extended networks active in all countries and **beyond** the Danube Region



SEARCH

FOLLOW US   

About

Information Service

Our Pillars

**Danube-INC0.NET**

Advancing Research and Innovation  
in the Danube Region

Cooperation & Networks

Docs & Tools

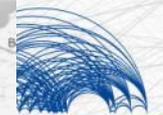


# 19 partners ...

## PARTNERS

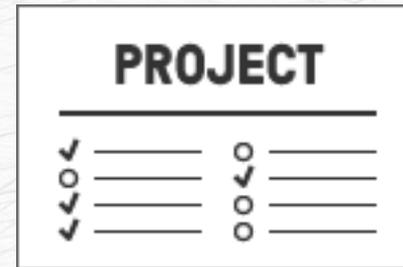


# ... from 14 countries



# Mapping stakeholders

- Creating a database of organizations active in the regions, mapping stakeholders and projects



- Policy dialogue and policy framework coordination
- Research and innovation actors and projects
- Some activities: special focus on energy efficiency and renewable energy for the bioeconomy

# Bringing people together

Creating a **calendar** on RTDI (policy) events - publicly available and **organizing events** on different levels (of policy stakeholders, actors active in technology transfer, smart specialization or other support activities for research and innovation in the region)



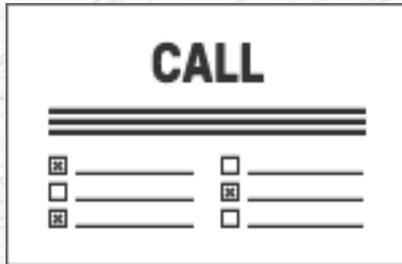
EVENT CALENDAR INTERNAL EXTERNAL

< JANUARY 2014 >

MO	TU	WE	TH	FR	SA	SU
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

The image shows a calendar interface for January 2014. The title is "EVENT CALENDAR" with "INTERNAL" in a blue box and "EXTERNAL" in a red box. The calendar grid shows days from Monday to Sunday. The date 10th is highlighted with a red underline, and the date 17th is also highlighted with a red underline. Navigation arrows are visible on the left and right sides of the calendar header.

# Increasing funding possibilities



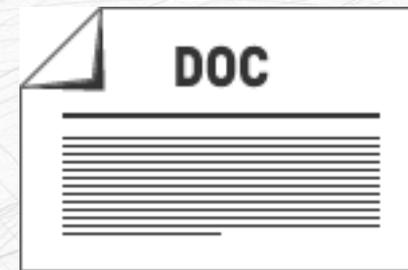
**Sharing information** about **calls** for proposals and other funding opportunities

and working on the **scaling up of Danube Funding Mechanisms** (creating a funding partners platform, supporting the EUREKA Danube call etc.)

and supporting the “**labelling**” process for EUSDR projects

# Sharing information

Creating a **Platform** – [www.danube-inco.net](http://www.danube-inco.net) – and a **newsletter** which improve the information exchange on Research and Innovation in the Danube Region



The newsletter is received by 12.000 contacts, you are invited to use it as YOUR dissemination channel.

# Workpackage structure

WP1 Project Management

WP2 Policy Dialogue



**Context of the workshop →  
next presentation**

WP3 Tackling Societal Challenges: **Energy Efficiency** and **Renewable Energy**  
in a **Bio-based Economy**

WP4 **Analytical Evidence** on Research and Innovation in the Danube Region

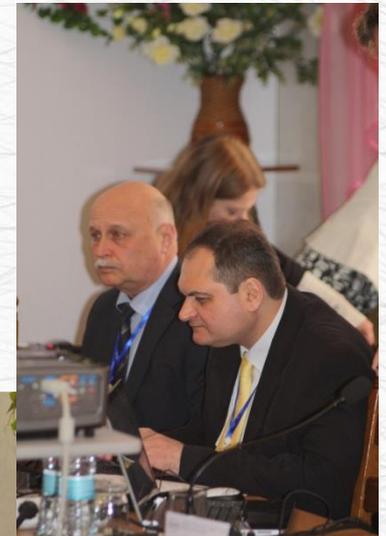
WP5 **Promoting Innovative and Inclusive Danube Societies**

WP6 Scaling up Danube **Funding Mechanisms**

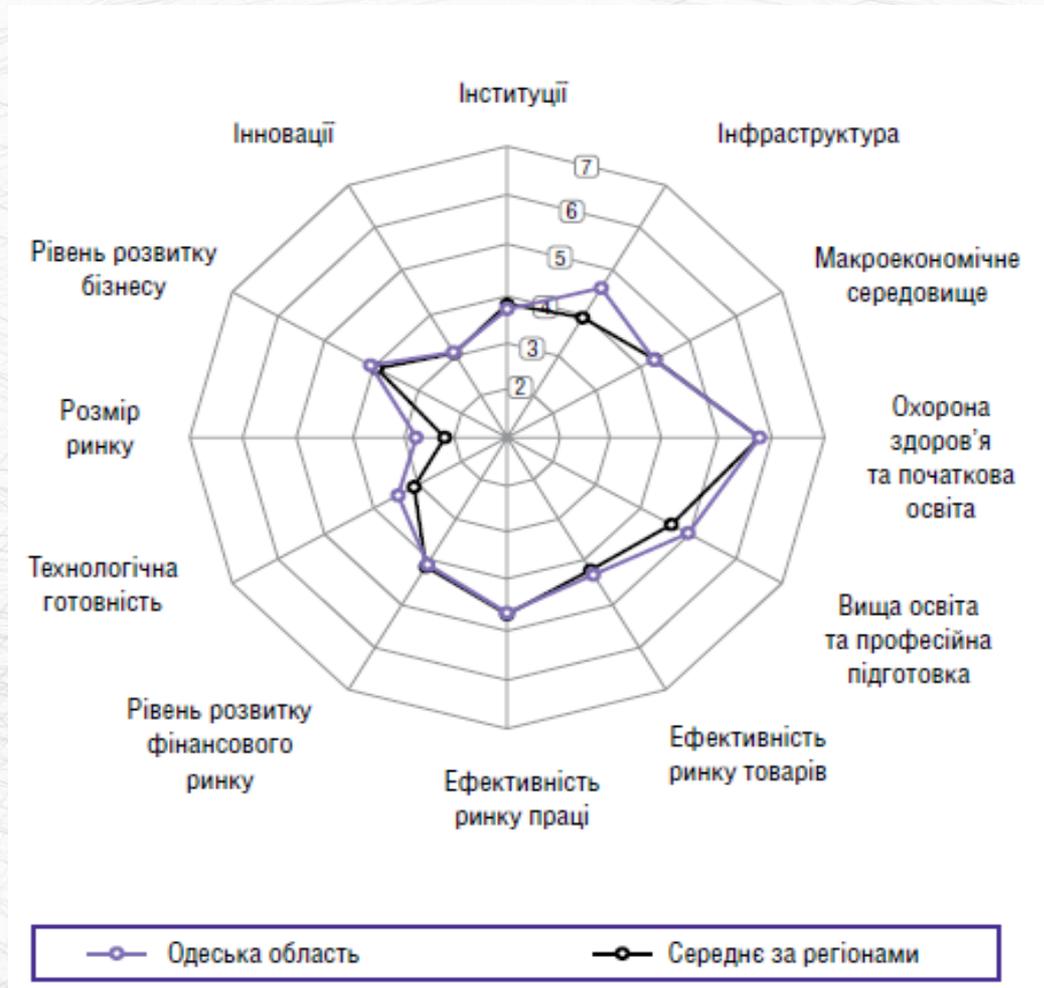
WP7 **Communication and Dissemination**

# Workshop

## European Research and Innovation Programmes: fostering the participation of Danube region stakeholders in Horizon2020 with a special focus on SMEs



## Multidisciplinary diagram of Odessa region with the constituents of innovative capacity (2013)



# Політичні рекомендації: Висновки

- Повинно бути забезпечено співробітництво між державним і приватним сектором у сфері Дослідницької та Інноваційної діяльності. Зокрема, напрямок комунікацій має змінюватися в бік малого та середнього бізнесу. Мобілізувати для науково-дослідної діяльності та інновацій, в тому числі рольової моделі (приклади) методи, сучасні комунікації (на старт-ап рівнів) і метод "ставити правильні питання».
- Мережа НКП повинна підтримуватися різними способами на національному та регіональному рівнях. Таким чином, вони будуть зосереджені на конкуренції та бажанні показати хороші результати, приклади. Взаємодія з МСП повинна включати НКП мережі, такі як НКП академії, NCP\_WIDE.Net.
- МСП повинні бути залучені за допомогою методу додаткового включення і методу занурення, як, наприклад, в EUREKA та транскордонних програмах (INTERREG) в технологічний прогрес і просування інновацій.

# Інструменти

- Передача технологій - DTC
- Наукова мобільність
- Ринок інновацій
- Нові програми
- Залучення «великого бізнесу» > 50 млн / рік
- Фонд – DRIFT
- Performance Base Development ....

# Workpackage structure

WP1 **Project Management**

WP2 **Policy Dialogue**

WP3 **Tackling Societal Challenges: Energy Efficiency and Renewable Energy in a Bio-based Economy**



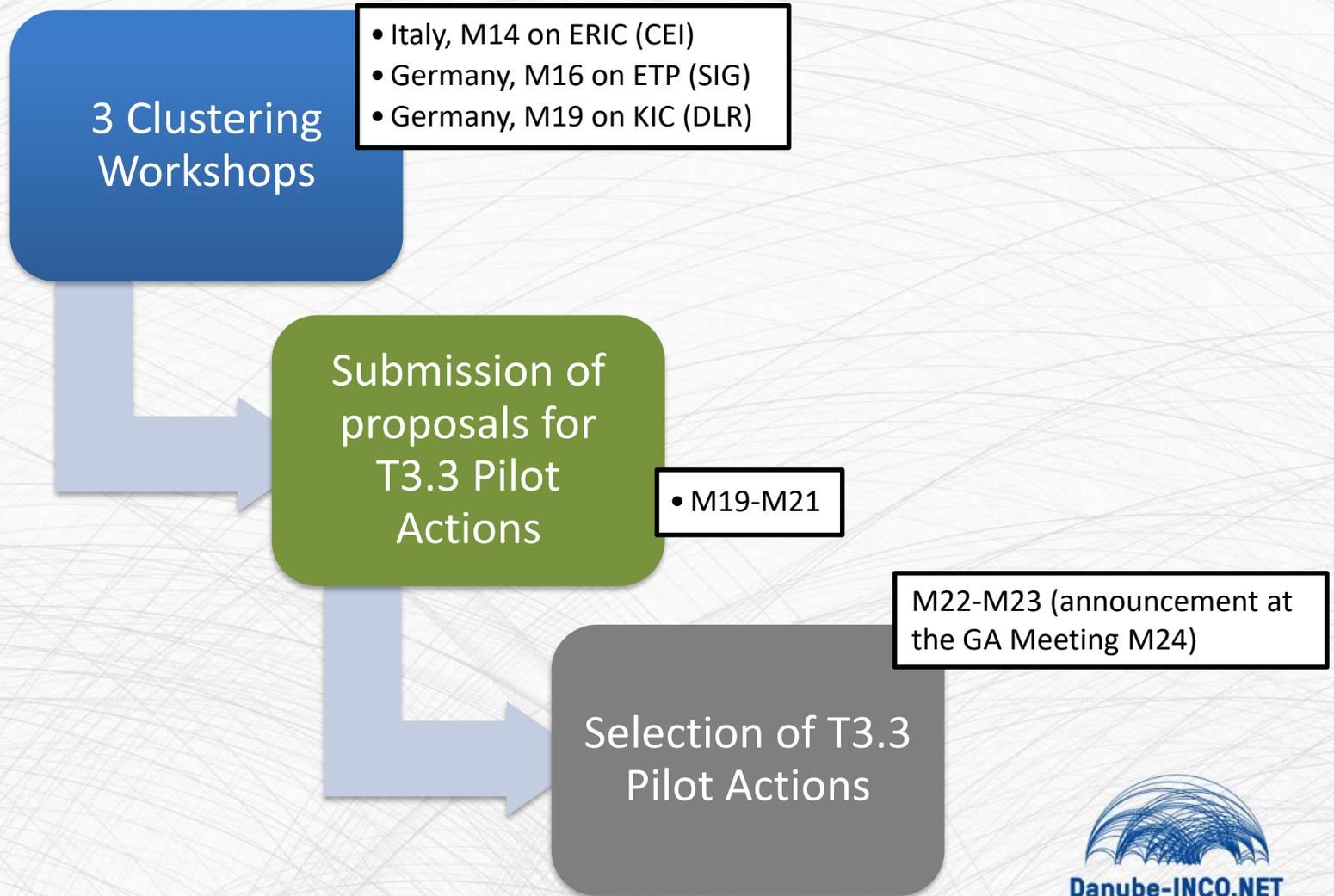
WP4 **Analytical Evidence** on Research and Innovation in the Danube Region

WP5 **Promoting Innovative and Inclusive Danube Societies**

WP6 **Scaling up Danube Funding Mechanisms**

WP7 **Communication and Dissemination**

# T3.3 Pilot Activities 2015



Welcome to the first issue of the  
Danube-INCO.NET Energy & Bioeconomy News Alert!



This is a new tool to disseminate information on funding opportunities, open and upcoming calls, national and international events addressing energy efficiency, renewable energy and bioeconomy in the Danube Region.

Based on our activity in the above-mentioned sectors, you were included in a database of stakeholders developed by the Danube-INCO.NET project, aiming to support the networking and the promotion of regional R&I projects. For more information, please consult the [Danube-INCO.NET portal](#).

Please do not hesitate to send us your feedback at [energy.bioeconomy@danube-inc.net](mailto:energy.bioeconomy@danube-inc.net). Moreover, you can make use of this channel for disseminating your energy-related information among the wide audience of Danube Region stakeholders.

# Renewal Energy and Wetland Restoration in Ukraine

# Commercial Results

- ❖ Pilot trial produced about 300 tons of pellet from October 2012 to December 2015, with increasing efficiency and quality
- ❖ Local market supplied with pellet at target price of €120 / ton
- ❖ A more powerful mill will be supplied by a Ukrainian company in June and production scaled up to reach full capacity (1200 tons/year) by end of 2016
- ❖ Additional investment will be needed to expand operations to other sites



# Workpackage structure

WP1 **Project Management**

WP2 **Policy Dialogue**

WP3 **Tackling Societal Challenges: Energy Efficiency and Renewable Energy in a Bio-based Economy**

WP4 **Analytical Evidence** on Research and Innovation in the Danube Region

WP5 **Promoting Innovative and Inclusive Danube Societies**

WP6 **Scaling up Danube Funding Mechanisms**

WP7 **Communication and Dissemination**

# ***WP 5: Promoting Innovative and Inclusive Danube Societies***

***T5.1: Smart Specialised Danube - JRC***

***T5.2: Danube Transfer Centres - SEZ***

***T5.3: Development and “Labeling” of Danube Region projects and proposals-UNS***

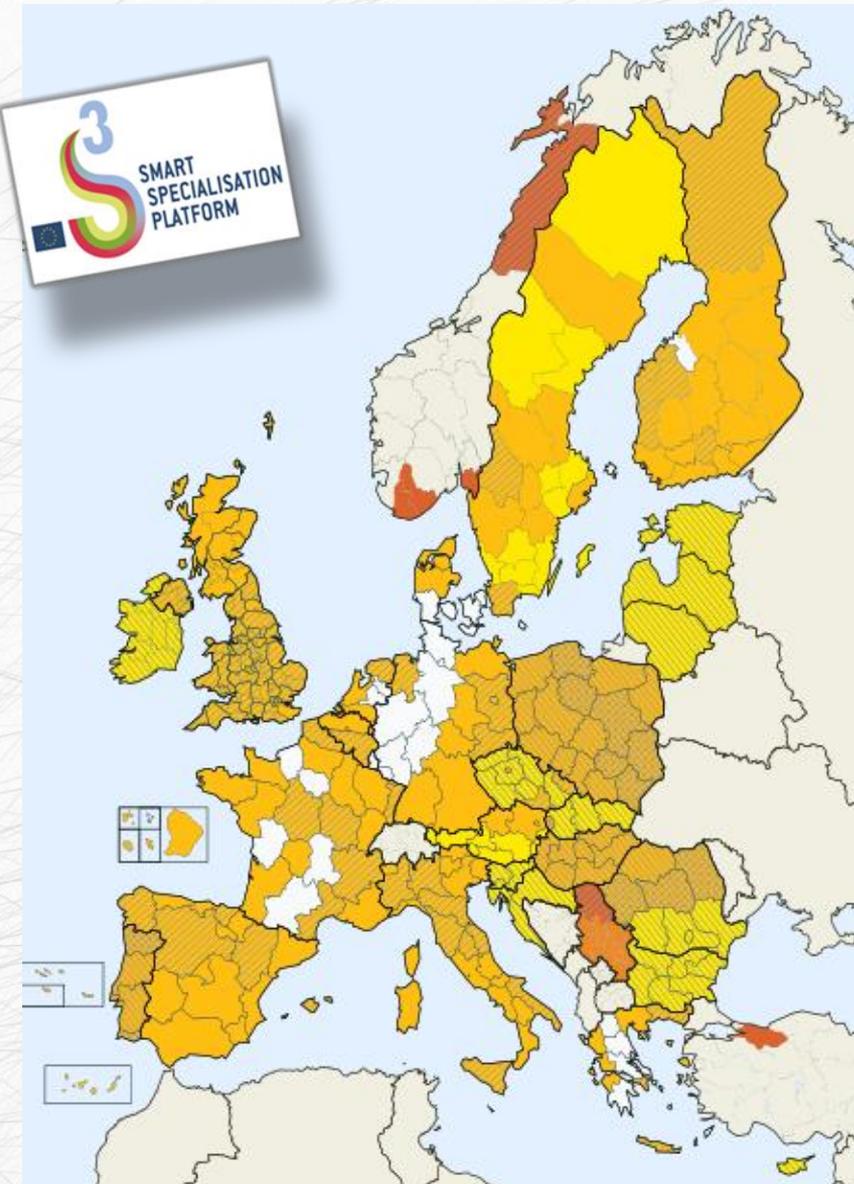


## *S3 Platform Membership*

**EU: 161 regions from 23 MS + 17 MS**  
**Non-EU: 6 non-EU regions + 1 non-EU country (RS)**

**Danube: New members B-W and RS!**

60 peer-reviewed regions  
15 peer-reviewed countries



# Danube Transfer Centers – BW pilot initiative to support the competitiveness of enterprises in Danube Region

**Project Objective** - fill the gap between research and innovation

Installation of **Danube Technology Transfer Centers (DTC)** organized as **“one-stop-shops”** mainly for SMEs in regard of innovation & technology transfer.

## Results

- 2 DTCs operational (Nitra, Cluj-Napoca)
- 3 DTCs ready to start (Vukovar, Novi-Sad, Ruse)
- 7 R&D organisations with project collaboration

Further multiplication of the DTCs with the support of:

- Danube Inco NET Project – Danube Region
- NoGAP Project - EaP



## T5.2: Danube Transfer Centres

### DTC on site workshops

Craiova November 2015, virtual meetings every two months in 2016



DTCs participating:

- DTC Cluj-Napoca (entry point)
- DTC Nitra
- DTC Vukovar
- DTC Ruse (online)

DTC Candidates participating:

- Maribor (Slovenia)
- Bucharest (Romania)



# Danube-INCO.NET website revision

The screenshot displays the Danube-INCO.NET website interface. At the top, there is a search bar and social media icons. The main navigation menu includes 'About', 'Information Service', 'Our Pillars', 'Cooperation & Networks', and 'Docs & Tools'. Below the navigation, there is a section titled 'About Danube-INCO.NET' with sub-links for 'Project structure and activities', 'Partners', and 'Project Results'. A large banner image shows a network of blue nodes connected by thin lines, with a text overlay: 'FIND OUT MORE ABOUT OUR NETWORKS IN THE ORGANISATIONS DATABASES'. Below the banner, there is a 'LATEST ENTRIES' section with two news items: 'Call for papers on Planning and Governance In Border Regions/ 11th World Congress of the RSAI' and 'Regional Policy: with all 2014-2020 programmes now adopted, the focus is on Implementation'. To the right, there is a 'SUBSCRIBE TO OUR NEWSLETTER' form and an 'EVENT CALENDAR' for December 2015.

**SEARCH**

**Danube-INCO.NET**  
Advancing Research and Innovation  
in the Danube Region

**ABOUT** | **Information Service** | **Our Pillars** | **Cooperation & Networks** | **Docs & Tools**

**About Danube-INCO.NET**

- Project structure and activities
- Partners
- Project Results

**FIND OUT MORE ABOUT OUR NETWORKS IN THE ORGANISATIONS DATABASES**

**LATEST ENTRIES**

**Call** | Deadline on: 15.12.2015 | Posted on: 05.12.2015 | Created by: Desiree Pecarz  
**Call for papers on Planning and Governance In Border Regions/ 11th World Congress of the RSAI**  
A Special Session on Planning and Governance in Border Regions will be organised at the 11th RSAI World Congress on April 25 - 28, 2016. The RSAI World...  
[READ MORE](#)

**News** | Posted on: 05.12.2015 | Created by: Desiree Pecarz  
**Regional Policy: with all 2014-2020 programmes now adopted, the focus is on Implementation**  
The Commission adopted the last Regional Policy programme for the Italian region of Campania. This adoption officially marks the beginning of the implementation...  
[READ MORE](#)

**SUBSCRIBE TO OUR NEWSLETTER**

E-mail:  **SUBSCRIBE**

**EVENT CALENDAR** | **INTERN** | **EXTERN** | **CALL**

**DECEMBER 2015**

MO	TU	WE	TH	FR	SA	SU
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

Areas revised and upgraded

The screenshot shows a search interface with several input fields and dropdown menus. The fields are: 'SEARCH IN TITLE', 'SEARCH FOR ACRONYM', 'COUNTRY', 'TYPE', 'S&T FIELD/SCOPE', 'GEOGRAPHICAL FOCUS', and 'AFFILIATION AND PILLARS'. There are also 'ORDER' and 'SORT DESCENDING' options, and a 'GO TO FULLTEXT SEARCH' button.

**SEARCH IN TITLE:**

**SEARCH FOR ACRONYM:**

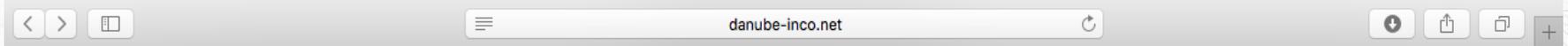
**COUNTRY:**  **TYPE:**  **S&T FIELD/SCOPE:**

**GEOGRAPHICAL FOCUS:**  **AFFILIATION AND PILLARS:**

**ORDER:**   **SORT DESCENDING**

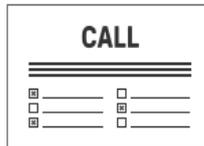
**GO TO FULLTEXT SEARCH**

# More visibility on [www.danube-inco.net](http://www.danube-inco.net)



## DATABASE OF STAKEHOLDERS ACTIVE IN THE FIELD OF ENERGY EFFICIENCY, RENEWABLE ENERGY AND THE BIOECONOMY!

*In the framework of Work Package (WP) 3 "Tackling Societal Challenges: Energy Efficiency and Renewable Energy in a Bio-based Economy", the Danube-INCO.NET project is carrying out a mapping exercise aimed to identify the most relevant stakeholders active in the field of energy efficiency, renewable energy and the bioeconomy in the Danube Region. The result of this effort is the present constantly upgraded database, with the ultimate goal to support concrete cooperation activities and the creation of international partnerships.*



Posted on: 14.11.2014

[ACCESS THE DATABASE HERE to FIND POSSIBLE PARTNERS](#)

### What is the database about?

Pre-screened Regional development agencies, energy agencies, associations, companies, NGOs, clusters and networks, universities, research institutes, chambers of commerce and industry, public bodies, government entities, international organisations already active or willing to cooperate in the field of energy efficiency, renewable energy and the bioeconomy in the Danube Region.

**REGISTRATIONS to the Database are open !**

### Why joining the Danube-INCO.NET database?

You will receive monthly Energy&Bioeconomy News Alerts with upcoming events, open calls

### EVENT CALENDAR INTERNAL EXTERNAL

DECEMBER 2015						
MO	TU	WE	TH	FR	SA	SU
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

### LATEST NEWS

- > Danube-INCO.NET report from the DTP Kick-off meeting
- > [Event review] - Enhancing R&I co-operation in the Danube Region: Priorities for activities and upcoming calls 2016/2017
- > Analytical Evidence on Research and Innovation in the Danube Region" (WP4) - available results
- + Show all News

### LATEST DOCUMENTS

- > Policy Recommendations on fostering the participation of Danube region stakeholders in Horizon 2020 with a special focus on SMEs
- > Joint Statement of Ulm on the EU Strategy for the Danube Region

# Databases\* and data integration

- News: **4076** (+439)
- Events: **2475** (+462)
- Calls: **948** (+318)
- Docs & Tools: **1675** (+353)
- Organisations: **2218** (+111)
- Projects: **381** (+ 111)
- Glossary: **145** (+20)

\*as of 01/12/2015

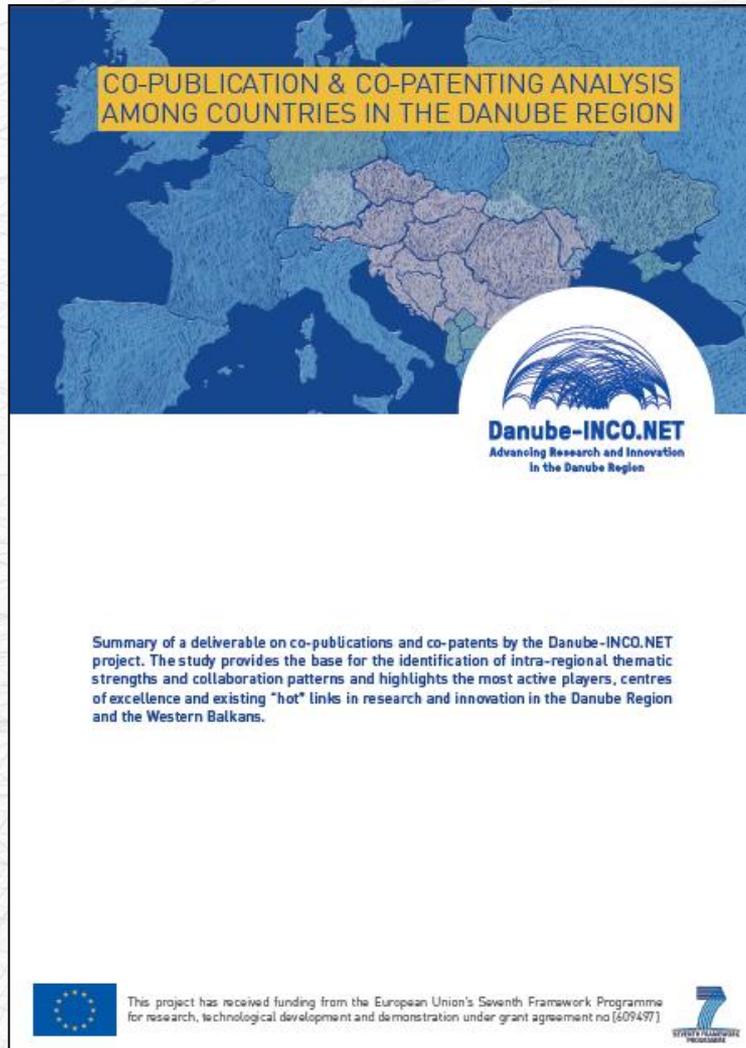
1814 new info items entered  
ca. 9 items / day

- ⇒ INFO FLOW needs to be constant
- ⇒ INFO (especially on EVENTS and DELIVERABLES) needs to be online promptly and has to be comprehensive
- ⇒ All partners have editor roles, WP leaders are particularly responsible for WP's related information on the portal



New C&D plan will contain Calendar of Events and a Template for requesting publication of information

# Danube-INCO.NET new C&D products



36 pages

500 issues printed

Brochure summarises the «Study of Co-publications and Co-Patents in the Danube Region»

# Danube-INCO.NET new C&D products



New Roll-up 100 x 220 cm

# Facebook

**Danube-INCO.NET**  
Advancing Research and Innovation  
in the Danube Region

**Danube-INCO.NET**  
Community

Create Call to Action Share

Timeline About Photos Likes More

865 likes +4 this week

Post reach of 162 this week

View Pages Feed  
See posts from other Pages

**Boost your Page for €2**  
Reach even more people in Serbia

Promote Page

ABOUT

DANUBE-INCO.NET is an FP7 funded coordination and support action in the field of Research and Innovation for the EU Strategy for the Danube Region (EUSDR)

<http://www.danube-inco.net/> Boost Website

Status Photo/Video Offer, Event+

Write something...

**Danube-INCO.NET**  
Published by ZSI-SEAS4 (\*) · Just now ·

**EARMA Annual Conference 2016**

**EARMA Annual Conference 2016**

Track Structure The aim of the Tracks Structure is to not only give the conference a clear structure but also to address the wide range of issues involved with Research...

DANUBE-INCO.NET

# Twitter

Startseite **Mitteilungen** Nachrichten Twitter durchsuchen

**590 tweets**  
**(+133%)**  
**170 followers**  
**(+135%)**

**Danube-INCO.NET**  
Advancing Research and Innovation in the Danube Region

TWEETS 590 FOLGE ICH 144 FOLLOWER 170 GEFÄLLT MIR 377 LISTEN 3 Profil bearbeiten

**Danube-INCO.NET**  
@Danube\_INCO\_NET  
danube-inco.net

**200 impressions per day!**

**Tweets** Tweets & Antworten Fotos & Videos

**Danube-INCO.NET** @Danube\_INCO\_NET · 30. Okt.  
great to meet you at @eusdr event in Ulm @DanubeFuture @saintdanube @danubiz\_eu @Donau\_BW @EUSDRDCSF @CEProgramme

Wem folgen? · Aktualisieren · Alle anzeigen

- S&D Group** @TheProgr...  
Gefolgt von EU\_ScienceHub ...  
Folgen Gesponsert
- EU Alps Macroregion** @E...  
Gefolgt von EUSDR und w...  
Folgen
- Interreg Europe** @interreg...  
Folgen

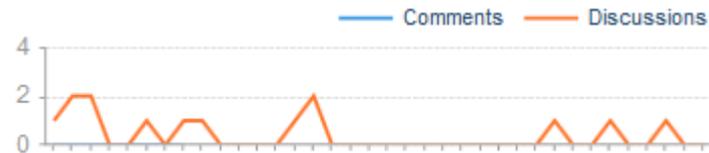
Freunde finden

Trends · Ändern

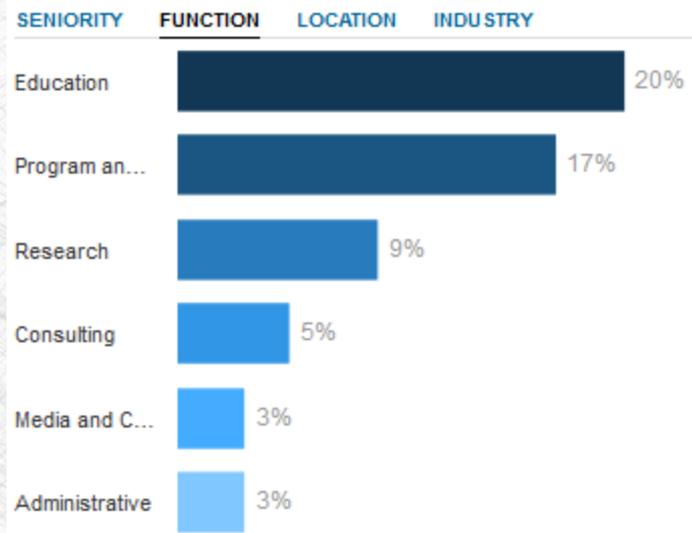
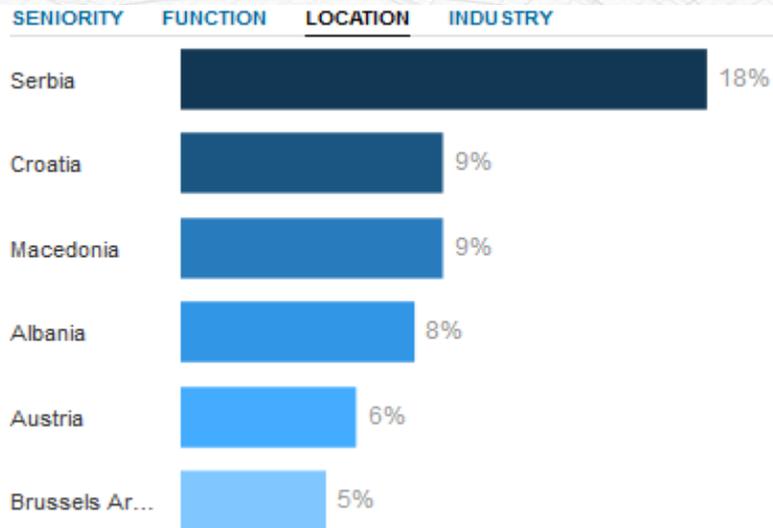
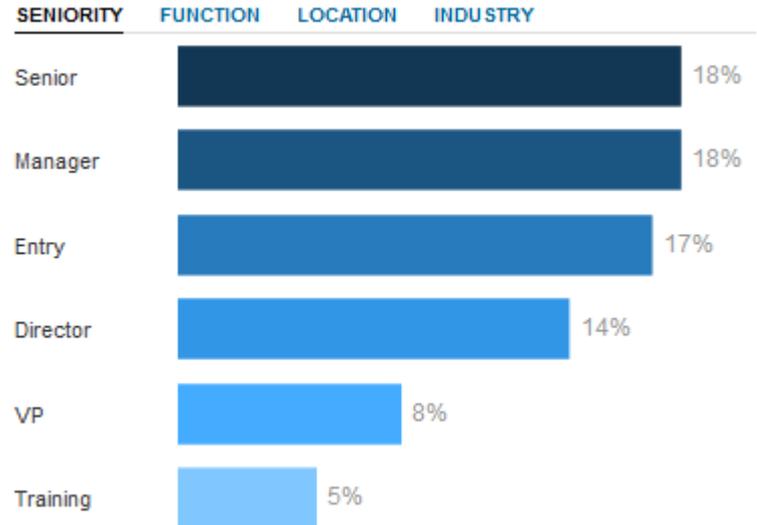
- #TrasformalTuoNatale  
Gesponsert von Sky Online
- #1D4U
- #LePen
- #WirHamInternet
- #Cura5Stelle

# LinkedIn statistics 2016

## COMMENTS AND DISCUSSIONS



## TOTAL MEMBERS





## SCIENCE & TECHNOLOGY IN UKRAINE

The Law of Ukraine 'On Priorities of S&T Development' defines the following national priorities up to 2020:

- basic scientific research on most crucial problems related to S&T, social and economic, political and human potential development to foster competitiveness and sustainability
- ICT; energy and power efficiency
- efficient nature management; new substances and materials.
- life sciences, new technologies for prevention and treatment of most wide-spread diseases.

R&D Expenditure as % of GDP		Number of research organisations		Number of researchers (thous.)		Number of women-researchers%	
2010	2015	2010	2015	2010	2015	2010	2015
0,82	0,64	1.300	978	89,60	53,8	42,7	46,3

According to the State Statistics Service of Ukraine, total personnel in scientific institutions sum 101.598 in 2015. Scientific and technical employees represent the 62,8% while pure researchers are the 53 %. The number of grants received by Ukrainian scientific in 2014 is 1885.

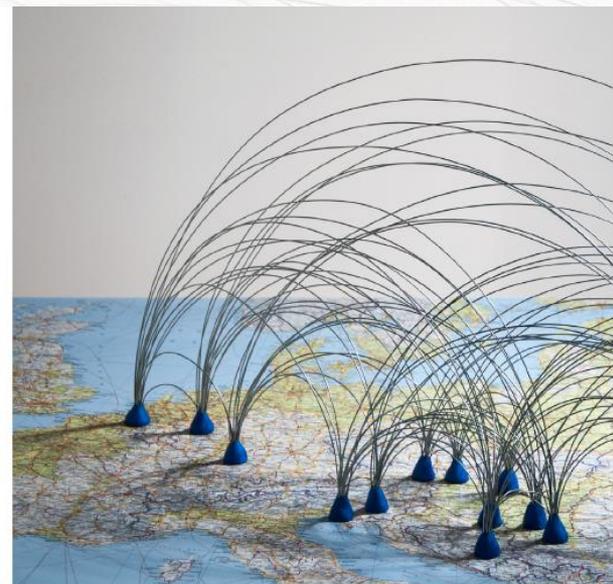
In terms of co-publications the strongest collaboration partners (2003 – 2013) in the Danube Region\* are:

COUNTRY	CO-PUBLICATIONS	AVERAGE CIT. COUNTS
Germany	6.812	12,99
Czech Rep.	1.185	16,49
Austria	1.166	17,88

\*Danube-INCO.NET "Co-publication and co-patenting analysis" D 4.16



Danube-INCO.NET has received funding from the European Union's Seventh Framework Programme for research, technological development and demonstration under grant agreement no 609497.



### GET IN TOUCH

PROJECT COORDINATION  
**Centre for Social Innovation (ZSI)**  
 Linke Wienzeile 246  
 1150 Vienna, Austria  
 office@danube-inco.net  
 www.danube-inco.net

### TEAM IN UKRAINE

**Institute of Market Problems and Economic - Ecological Researchers of NAS of Ukraine (IMPEER)**  
 Frantsuzskiy boul., 29  
 Odessa, Ukraine 6504  
 oss\_iprei@ukr.net  
 www.impeer.in.ua



## UKRAINE AND THE EUROPEAN RESEARCH AREA

# MADE IN DANUBE

## Transnational Cooperation to transform knowledge into marketable products and services for the Danubian sustainable society of tomorrow



# MADE IN DANUBE

Transnational Cooperation to transform knowledge into marketable products and services for the Danubian sustainable society of tomorrow

- Start date 01-01-2017
- End date 30-06-2019
- Budget in Euro Overall: 1901275
- ERDF Contribution: 1518248,75
- IPA Contribution: 97835
- ENI Contribution: 0
- Call number Call 1
- Priority Innovative and socially responsible Danube region  
Specific objective Improve framework conditions for innovation

# MADE IN DANUBE

The rising population and associated demand for renewable biological resources make Bioeconomy a key element for smart and green growth in Europe and the Danube Region. Successful development of innovative services and new products in this field highly depend on an efficient collaboration between research organizations and regional companies.

For this reason Made in Danube will try to improve the conditions for this cooperation by developing open innovation tools which will match the needs of companies with the expertise of research organizations; By integrating three existing regional initiatives:

1. Smart and innovative precision farming (Nitra, Slovakia)
2. Competence Center in Wood Sector (Vukovar, Croatia)
3. Biofuel (Novi Sad, Serbia)

Made in Danube will further implement the developed tools and build 15 sustainable bioeconomy-based innovation partnerships involving 40 regional companies. This way Made in Danube will not only contribute to the competitiveness of SMEs in the South-Eastern Danube Region but also generate significant change for the entire area by supporting regional Smart Specialisation Strategies.

# HORIZON 2020

**ASSOCIATION= FULL ACCESS TO ALL ACTIVITIES**

## Excellent Science

European Research Council

Future and Emerging Technologies

Marie Curie Actions

Research Infrastructures

## Industrial Leadership

Leadership in Enabling & Industrial Technologies

- > Information and communication technologies
- > Nanotechnologies
- > Advanced materials
- > Biotechnology
- > Advanced manufacturing and processing
- > Space

Access to Risk Finance

Innovation in SME

## Societal Challenges

- > Health, Demographic Change and Wellbeing
- > Food security, sustainable agriculture, marine and maritime research and the bio- economy
- > Secure, clean and efficient Energy
- > Smart, Green and Integrated Transport
- > Climate Action, Resource Efficiency and Raw Materials
- > Europe in a changing world: Inclusive, Innovative and Reflective Societies
- > Secure Societies - Protecting Freedom and Security of Europe and its Citizens

Joint Research Centre (JRC)

Widening Participation

Science with & for Society

European Institute of Innovation and Technology (EIT)

Joint Programming P2P

Joint Technology Initiatives P2B

Under the Work Programme 2014-2015, the specific objective 'Innovation in SMEs' was funded by an estimated budget of EUR 67 million

- 33 million from DG RTD and
- 34 million from DG GROW - in 2015.

'Innovation in SMEs' furthermore set the framework of implementation of the SME Instrument unique call, implemented by the Executive Agency for Small and Medium-sized Enterprises (EASME). In 2015, a budget of over EUR 266.9 million ....



European Commission

# Horizon 2020's SME Instrument

Looking for Europe's next innovation leader

As part of the Horizon 2020 programme, the European Commission is selecting potentially disruptive businesses to invest in and support as part of the SME Instrument. SMEs with a strong growth potential and the ambition to become world-market leaders could receive **up to €2.5 million\*** in funding, and world-class **business support and mentoring**.



## Who should apply?

We are looking for high growth, highly innovative SMEs with global ambitions. You should be actively investing in innovation, and looking to grow. You should have been established for a while – further than the start-up stage.

### Projects sought

Projects at the **technology readiness level 6 or higher** (technology demonstration) have the best chances to receive funding.



## PHASES



The instrument is structured in three phases, with the aim of transforming **disruptive ideas** into concrete, innovative solutions with a European and global impact. SMEs are recommended to apply for Phase 1, but may also apply directly for subsequent phases:

### PHASE 1

Concept & Feasibility Assessment  
*Idea to concept (6 months)*

The SME will draft an initial **business proposal**.

The European Union will provide **€50 000 in funding** and business coaching.

### PHASE 2

Demonstration, Market Replication, R&D  
*Concept to Market-Maturity (1-2 years)*

The SME will further develop its proposal through **innovation activities**, and draft a more developed **business plan**.

The EU may contribute between **€0.5 million and €2.5 million\*** and provide business coaching.

### PHASE 3

Commercialisation  
*Prepare for Market Launch*

The SME will receive extensive support to help polish its concept into a marketable product, and have access to **networking opportunities**.

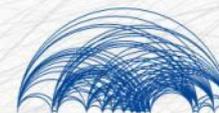
The EU will not provide funding in this phase.

\*Up to €5 million for health projects.



@H2020SME

[ec.europa.eu/easme/sme](http://ec.europa.eu/easme/sme)



**Danube-INCO.NET**  
Advancing Research and Innovation  
in the Danube Region

In 2015, **7 452** proposals were submitted in Phase 1 amongst which **574** were selected for funding and **144** proposals out of the **3 556** proposals submitted in Phase 2, for an overall budget of EUR 266.870 million

## Визначення МСП у Європі та Україні

Категорія компаній	Кількість працівників, шт	Оборот, млн. €
Середнє	<250	<50
Мале	<50	<10
Мікро	<10	<2

В Україні, за Господарським кодексом, середні підприємства до 1000 осіб та валовим прибутком, що не перевищує на рік 50 млн. євро. Малими є підприємства, штат яких упродовж року не перевищує 50 осіб, а обсяг валового прибутку не є більшим за 10 млн. євро.

## Чому інновації повинні бути в числі основних напрямків діяльності МСП?

- *Поліпшення поточної ситуації:* знизити витрати і підвищити рентабельність; захистити частку ринку; стимулювати персонал; забезпечити стабільність робочої сили.
- *Відкрити нові горизонти:* змінити сприйняття організації; використовувати шляхи з великим потенціалом; отримати конкурентні переваги; зменшити вплив конкурентів.
- *Покращення профілю компанії:* підвищити репутацію; залучити додаткове фінансування; залучити партнерів; залучення і утримання співробітників вищого калібру.
- *Зміцнення відповідальності:* законодавства (поточний або передбачуване); виконувати соціальну і екологічну відповідальність.

## The SME instrument

- ▶ Інструмент фінансування МСП, орієнтованих на вихід у міжнародний простір, допомоги у здійсненні оцінки комерційного потенціалу та фінансових ризиків інноваційних ідей.
- ▶ Інструмент надання підтримки проектам європейського спрямування, втілення яких сприятиме радикальним змінам виробництва продуктів, розробкам технологій та послуг.
- ▶ 3 млрд. євро протягом 7 років на реалізацію інноваційних проектів (фінансування техніко-економічних обґрунтувань, демонстраційних проектів, ділових консультацій) малого та середнього бізнесу.
- ▶ Заявки приймаються цілорічно і розглядаються чотири рази на рік



## HORIZON 2020

The EU Framework Programme for Research and Innovation

European Commission > Horizon 2020



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Get funding?

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Events

Multimedia

Publications

Project  
Status

### Sections navigation

Industrial Leadership

Innovation in SMEs

The SME Instrument

The Eureka programme

Find  
Your area

## Innovation in SMEs

Horizon 2020 actively supports SMEs by providing both direct financial support, and indirect support to increase their innovation capacity. 'Innovation in SMEs' aims at creating a bridge between the core of the framework programme - support to research, development and innovation projects - and the creation of a favourable ecosystem for SME innovation and growth.

The objective of 'Innovation in SMEs' is to optimise the Research, Development & Innovation environment for SMEs, including through the establishment and facilitation of a range of support services, with the aim of strengthening the innovation capacity of SMEs and creating value on the market and/or into society, thus underpinning the Europe2020 strategy for smart, inclusive and sustainable growth.

A range of actions contributes to building innovation management capacity for Small and Medium Enterprises. Innovation management capacity is the internal ability of companies to manage innovation processes from the generation of the idea to its profitability on the market.

SMEs can find this kind of support via a dedicated SME instrument, which is a novel approach to support SMEs' innovation activities. It attracts more SMEs to Horizon 2020, and helps to increase the economic impact of project results by a company-centre and market-driven approach.

The SME instrument addresses the financing needs of internationally oriented SMEs, in implementing high-risk and high-potential innovation ideas. It aims at supporting projects with a European dimension that lead to radical changes in how business (product, processes, services, marketing etc.) is done. It launches companies into new markets, promote growth, and create high returns of investment. The SME instrument addresses all types of innovative SMEs so as to be able to promote growth champions in all sectors.

'Innovation in SMEs' also includes actions which provide indirect support to SMEs in the form of tailored services and projects (innovation management capacity building, IPR management, etc.), networking and mobilization actions for innovation service providers and policymakers (i.e. exchange of experience between national innovation agencies); moreover, Horizon 2020 provides



### Latest open calls

(ordered by closing date)

Peer learning of innovation agencies

From 11/12/2013  
to 16/11/2014

Horizon 2020 dedicated SME Instrument - Phase 2 2014

From 11/12/2013  
to 17/11/2014

Horizon 2020 dedicated SME Instrument - Phase 1 2014

From 11/12/2013  
to 17/11/2014

Enhancing SME innovation capacity by providing better innovation support

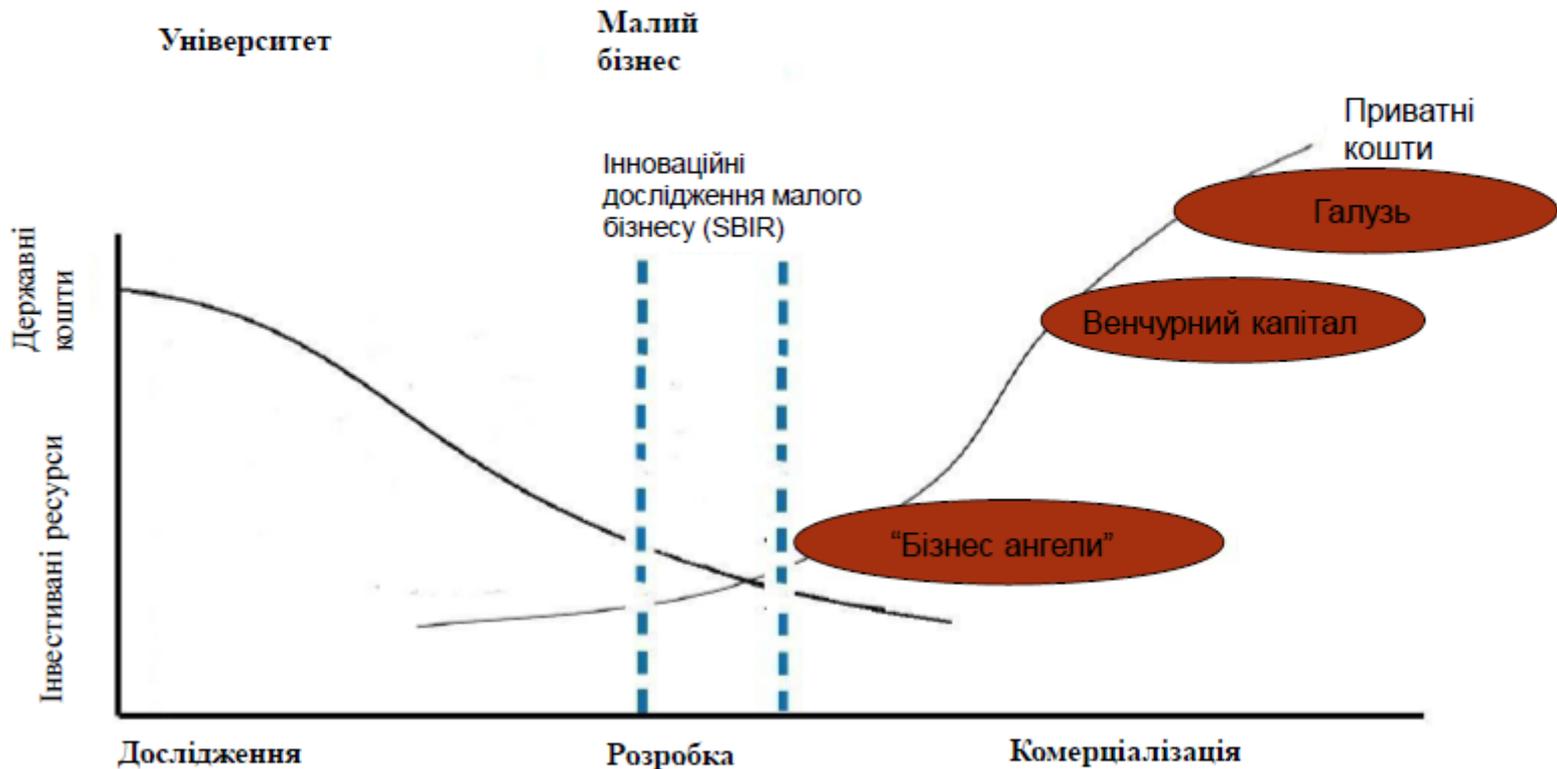
From 11/12/2013  
to 01/01/2015

<http://ec.europa.eu/programmes/horizon2020/en/h2020-section/innovation-smes>

## Мета “SME instrument”

- ▶ Підтримка старт-апів (компаній з короткою операційною історією), дочірніх організацій (spin-off) та молодих компаній
- ▶ Проведення досліджень, розробок, демонстрації та інновацій. Будівництво моста: забезпечення доступу до фінансів інноваційних МСП і амбітних проектів RDI, швидкозростаючих підприємств із значним R&D&I потенціалом
- ▶ Стимулювання розвитку МСП та посилення конкурентоспроможності ЄС
- ▶ Створення нових робочих місць
- ▶ Забезпечення доступу до капіталу шляхом співпраці з інвесторами, регіональними фондами, венчурними компаніями та бізнес-янглоами

# Етапи комерціалізації інновацій



## Завдання інноваційних проектів МСП

Phase 1:	Phase 2:	Phase 3:
<b>Input:</b> Idea/Concept: "Business Plan I" (~ 10 pages)	<b>Input:</b> "Business plan II" plus description of activities under Phase II (~ 30 pages)	<ul style="list-style-type: none"> <li>• Promote instrument as quality label for successful projects</li> <li>• Facilitate access to private finance</li> <li>• Support via networking , training, information, addressing i.a. IP management, knowledge sharing, dissemination</li> <li>• SME window in the EU financial facilities (debt facility and equity facility)</li> </ul>
<b>Activities:</b> <ul style="list-style-type: none"> <li>• Feasibility of concept</li> <li>• Risk assessment</li> <li>• IP regime</li> <li>• Partner search</li> <li>• Design study</li> <li>• Pilot application</li> <li>• etc.</li> </ul>	<b>Activities:</b> <ul style="list-style-type: none"> <li>• Development, prototype, test</li> <li>• Miniaturisation/ design</li> <li>• Clinical trials</li> <li>• Up-scaling, market replication</li> <li>• Etc.</li> </ul>	
<b>Output:</b> elaborated "Business plan II"	<b>Output:</b> investor-ready "Business plan III"	

## Інноваційні гранти “SME instrument”

Інноваційні гранти для підготовки техніко-економічного обґрунтування інноваційної ідеї, що відзначається значною новизною (фаза I: 50,000 Євро на проект, 70% вартості проекту). Тривалість – 6 міс, результат – розробка бізнес плану.

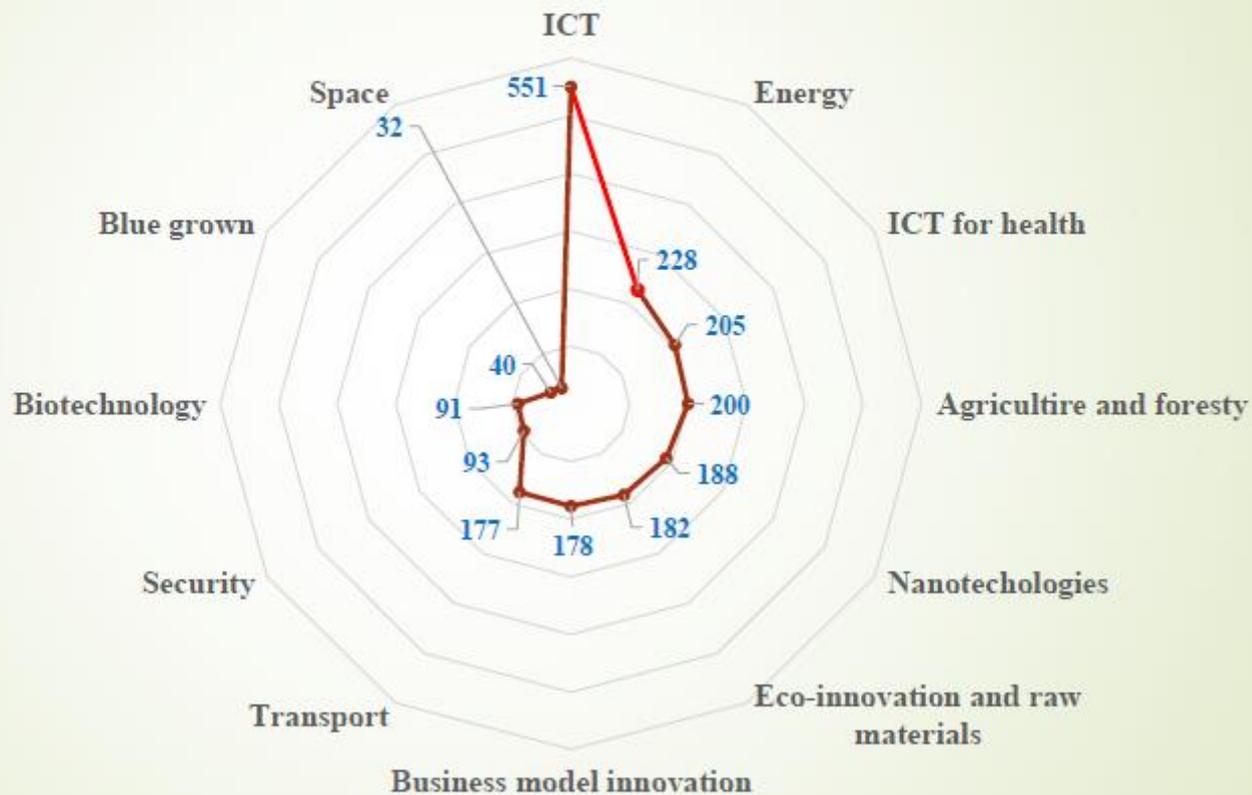
Інноваційні гранти для розробки та представлення результатів у (фаза II): До - 2,5 млн. Євро на проект (70% вартості проекту). Заходи повинні ґрунтуватися на інноваційній діяльності, зокрема демонстраціях, тестуванні, створенні прототипів, пілотуванні, розширенні діяльності, мініатюризації, дизайні, розширенні ринку для промислового і ринкового втілення інноваційної ідеї (продукту, процесу, послуг і тощо) до готовності і зрілості для впровадження на ринок, але може також включати деякі дослідження. Рівень технологічної готовності 6 або вище. Тривалість – 1-2 роки



# Інвестиції в країни переможців проектів “SME instrument”, млн. € на 28/08/2017



# Проектні пропозиції “SME instrument”, за напрямками фаза 1-03/05/2017



# Статистика подачі “SME instrument”, за країнами фаза 2 дані на 01/06/2017

1 June 2017 Cut-off - Phase 2 | Submission Statistics | Proposals per Country



# Проекты “SME instrument”, Україна на 20-06-2017

Фаза 2 – 1 проект

Фаза 1 – 3 проекти

Ecological Utilization of Waste

xBeam 3D Metal Printing

Innovative Cloud-Based PV Workflow for Semiconductor Foundries

Feasibility study for PassivDom – autonomous self-learning 3D-printed modular house

Усього 4 проекти на суму 1 млн. €.

**Впродовж 2016-2017 Україна подала, мінімум, 58 (за офіційними даними) проектних пропозицій (Фаза 1):**

06.06.10 - 40

03.05.17 – 23

15.02.17 – 22

09.11.16 – не вказано

07.09.16 – не вказано

03.05.16 – 12

24.02.16 – 1

**% успіху (загальний в ЕС):**

Фаза 1 – 8 %;

Фаза 2 – 6 %.

**% успіху за країнами на початок програми:**

Іспанія – 11,5

1. Реєстрація Компанії на Participants Portal  
<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>
2. Заведення компанії на Participants Portal
3. Призначення LEAR
4. Відправка документів LEAR до Research Executive Agency – Validation Services
5. Завантаження документів компанії на Participants Portal
6. Підготовка та подача проектної пропозиції

The screenshot shows the 'RESEARCH & INNOVATION Participant Portal' website. The header includes the European Commission logo and navigation links: HOME, FUNDING OPPORTUNITIES, HOW TO PARTICIPATE, SERVICES, SUPPORT, and a search bar. The main content area features a banner for 'Horizon 2020 Funding Starting from 1/1/2014'. Below the banner, there is a section titled 'On this site you can find and secure funding for projects under the following EU programmes:' with a list of programmes including FP7, FP8, and various research and innovation programmes. There are also sections for 'Non-registered users' and 'Registered users' with their respective action lists. At the bottom, there is a navigation bar with six icons and labels: WHAT'S NEW?, FUNDING OPPORTUNITIES, HOW TO PARTICIPATE, WORK AS AN EXPERT, MY PERSONAL AREA, and INFORMATION AND SUPPORT.

- ✓ Назва та акронім компанії на англійській;
- ✓ Офіційна адреса та особа для листування;
- ✓ Офіційна особа – LEAR;
- ✓ Код ЄДРПОУ, номер свідоцтва платника ПДВ;
- ✓ Веб-сайт та e-mail для листування;
- ✓ Заповнити форму самооцінки СМе;

### **Дані до відправки Research Executive Agency – Validation Services**

Пакет документів LEAR (LEAR appointment letter; LEAR role and duties; Declaration of consent to the terms and conditions of the Participant Portal; Copy of the official proof of identity for the legal representative (valid passport); Copy of the official proof of identity for the LEAR (valid passport); Legal document proving that the legal representative is entitled to sign on behalf of the organization). Відправляється у друкованому та завіреному виді.

## Додатково дублюється у власному розділі **Participants Portal**

- ✓ Пакет документів LEAR (сканована завірена копія);
- ✓ Устав компанії;
- ✓ Balance Sheet – звіт у податкову за річну діяльність компанії;
- ✓ Довідка платника ПДВ – VAT Extract;
- ✓ Уставні документи компанії (переклад на англійську + завірити юридично);
- ✓ Виписка з Єдиного реєстру юридичних осіб (переклад на англійську + завірити юридично);
- ✓ Заповнити FEL Form private entity.



# Валідована компанія на порталі Н 2020

## My Registered Organisations

### Legend

- VO** View Organisation
- MO** Modify Organisation
- OR** View Roles
- OP** Organisation Proposals
- VP** Organisation Projects
- CO** Contact Organisation
- MR** Manage Roles

Show 10 entries

Search

LEGAL NAME	PIC	VAT	STATUS	ACTION
LLC UNIWAY CONSULTING-GROUP	919727035		VALIDATED	<b>VO</b> <b>MO</b> <b>OP</b> <b>OR</b> <b>VP</b>

Showing 1 to 1 of 1 entries.

← PREVIOUS 1 NEXT →

## Do you want to continue the registration of your organisation to receive a PIC?

If you started the registration of your organisation in the Commission register some time ago, but did not finalise it - your organisation has not received a PIC number yet - you will not be able to see it above in the section My Organisations. Please continue its registration by clicking on the button that leads you to the registration tool. You may check the information that will be necessary for the registration in the [user manual](#).

CONTINUE REGISTRATION



# Подання проектної пропозиції – вибір конкурсу

**RESEARCH & INNOVATION**  
Participant Portal

European Commission > Research & Innovation > Participant Portal > Opportunities

HOME FUNDING OPPORTUNITIES HOW TO PARTICIPATE EXPERTS SUPPORT Search PP LOGIN REGISTER

**EU Programmes 2014-2020**

- Search Topics
- Updates
- Calls
  - H2020
  - 3rd Health Programme
  - Consumer Programme
  - COSME
  - Justice Programme
  - Promotion of Agricultural

**TOPIC : Peer learning of innovation agencies**

<b>Topic identifier:</b>	INNOSUP-05-2016-2017
<b>Publication date:</b>	14 October 2015
<b>Types of action:</b>	CSA-LS CSA Lump sum
<b>DeadlineModel:</b>	multiple cut-off
<b>Opening date:</b>	10 November 2015

**Cut-off dates:** 17 March 2016 17:00:00  
18 October 2016 17:00:00  
08 March 2017 17:00:00  
18 October 2017 17:00:00

Time Zone : (Brussels time)

**Horizon 2020**  
Pillar: Industrial Leadership  
Work Programme Year: H2020-2016-2017  
Work Programme Part: Innovation in SMEs  
Call : H2020-INNOSUP-2016-2017

[H2020 website](#)  
[Call budget overview](#)

# Подання проектної пропозиції – опція «Submit»

## Submission Service

To access the Electronic Submission Service of the topic, please select the **type of action** that is most relevant to your proposal from the list below and click on the **'Start Submission'** button. You will then be asked to confirm your choice of the type of action and topic, as these cannot be changed in the submission system. Upon confirmation you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Participant Portal and select the My Proposals page of the My Area section.

**Type of Action**    **CSA Lump sum [CSA-LS]**    **START SUBMISSION**

**Topic**    Peer learning of innovation agencies - INNOSUP-05-2016-2017

Guidance on proposal submission:    **H2020 ONLINE MANUAL**

IT Guidance:    **HOW TO**

Please confirm your choice of the **topic** and **type of action** for the call, as these cannot be changed subsequently in the submission system.

**Topic:** Peer learning of innovation agencies - INNOSUP-05-2016-2017

**Type of Action:** CSA Lump sum [CSA-LS]

**Call:** For a better innovation support to SMEs

**CANCEL**

**CONFIRM**

# Формування робочої версії проектної пропозиції

LOGIN    FUNDING SCHEME    CREATE DRAFT    PARTIES    EDIT PROPOSAL    SUBMIT

## Step 3

### Create a Draft Proposal

**H2020-PHC-2015-single-stage**

Caroline Schuster

PHC-21-2015

RIA

**21** April 2015 17:00:00  
Brussels Local Time

**224** days left until closure

**Configuration unconfirmed**

You're using Firefox 31 on Windows. Adobe Reader (11.0.6.70) is installed, but your browser is not configured properly (another unsupported plugin is used to display PDFs). Under these conditions, all PDF forms will have to be downloaded on your computer in order to be edited.

For more information, please consult the [User Guide](#).

### Create a Draft Proposal

Please enter the following information to create a draft proposal. Please note that fields marked with a star (\*) are **mandatory**.

#### Your organisation

PIC\*  Short name\*

Search for your organisation PIC

#### Your Role

Please indicate your role in this proposal

Main contact

Contact person

#### Your Proposal

Please choose an acronym for your proposal. It will appear also in the "General Information" section of the submission form Part A and can also be updated there.

Acronym\*  Please restrict acronym to latin characters only

Short Summary (max. 2000 characters)\*

Character count 2000

Version: 20140827-1407 - Service Desk: [DIGIT-EFP7-SEP-SUPPORT@ec.europa.eu](mailto:DIGIT-EFP7-SEP-SUPPORT@ec.europa.eu) (+32 (2) 29 92222)



## Формування робочої версії проектної пропозиції

Draft proposal Creative1 created ✕

Dear [redacted]

You have successfully created draft proposal **Creative1** for the call **NCP\_IA**.

You can continue editing your proposal now or access it at a later time (before the deadline **2014-04-23 17:00:00** Brussels Local Time) from Participant Portal by accessing the My Proposals tab  
(<https://ec.europa.eu/research/participants/portal/desktop/en/proposals/index.html>).

An email containing this information has been sent to the email address [redacted] (which is associated with your ECAS account [redacted])

[Continue with this proposal](#)

[Go to My Proposals](#)



- Наскільки унікальна ідея (дискусія із колегами)?
- Ідея відповідає реально виклику конкурсній темі (інформаційний аналіз літератури - перевірка)?
- Необхідність Європейської кооперації (не повинно здійснюватись на національному рівні)?
- МСП і її персонал приймає лідерство?
- Персонал МСП готове писати проектну пропозицію?
- МСП готовий продавати свою ідею?



GUIDE ON



# EU FUNDING FOR THE TOURISM SECTOR

2014 - 2020



HORIZON 2020

NET  
Action  
Mission

<b>II. EUROPEAN FUND FOR STRATEGIC INVESTMENTS</b> .....	<b>5</b>
1. What is the European Fund for Strategic Investments? .....	5
2. Type of tourism-related actions eligible for funding .....	6
3. Who can apply within the tourism sector? .....	6
4. Type and level of funding .....	6
5. How to apply and when .....	7
6. Example(s) of selected projects .....	7
<b>III. EUROPEAN REGIONAL DEVELOPMENT FUND</b> .....	<b>8</b>
1. What is the European Regional Development Fund? .....	8
2. Type of tourism-related actions eligible for funding .....	9
3. Who can apply within the tourism sector? .....	10
4. Type and level of funding .....	10
5. How to apply and when .....	10
6. Example(s) of selected projects .....	11
<b>IV. COHESION FUND</b> .....	<b>16</b>
1. What is the Cohesion Fund? .....	16
2. Type of tourism-related actions eligible for funding .....	16
3. Who can apply within the tourism sector? .....	16
4. Type and level of funding .....	17
5. How to apply and when .....	17
6. Example(s) of selected projects .....	17
<b>V. EUROPEAN SOCIAL FUND</b> .....	<b>18</b>
1. What is the European Social Fund? .....	18
2. Type of tourism-related actions eligible for funding .....	18
3. Who can apply within the tourism sector? .....	18
4. Type and level of funding .....	18
5. How to apply and when .....	19
6. Example(s) of selected projects .....	19

<b>VI. EUROPEAN AGRICULTURE FUND FOR RURAL DEVELOPMENT</b> .....	<b>21</b>
1. What is the EAFRD? .....	21
2. Type of tourism-related actions eligible for funding .....	21
3. Who can apply within the tourism sector? .....	22
4. Type and level of funding .....	22
5. How to apply and when .....	22
6. Example(s) of selected projects .....	22
<b>VII. EUROPEAN MARITIME AND FISHERIES FUND</b> .....	<b>24</b>
1. What is the European Maritime and Fisheries Fund? .....	24
2. Type of tourism-related actions eligible for funding .....	24
3. Who can apply within the tourism sector? .....	25
4. Type and level of funding .....	25
5. How to apply and when .....	25
6. Example(s) of selected projects .....	25
<b>VIII. LIFE</b> .....	<b>27</b>

<b>IX. HORIZON 2020</b> .....	32
1. What is "Horizon 2020"?	32
2. Type of tourism-related actions eligible for funding	32
3. Who can apply within the tourism sector?	34
4. Type and level of funding	34
5. How to apply and when	35
6. Example(s) of selected projects	35
<b>X. COSME</b> .....	39
1. What is "COSME"?	39
2. Type of tourism-related actions eligible for funding	39
3. Who can apply within the tourism sector?	40
4. Type and level of funding	40
5. How to apply and when	41
6. Example(s) of selected projects	41
<b>XI. CREATIVE EUROPE PROGRAMME</b> .....	43
1. What is the "Creative Europe Programme"?	43
2. Type of tourism-related actions eligible for funding	43
3. Who can apply within the tourism sector?	44
4. Type and level of funding	44
5. How to apply and when	45
6. Example(s) of selected projects	45
<b>XII. ERASMUS +</b> .....	47
1. What is "Erasmus +"?	47
2. Type of tourism-related actions eligible for funding	47
3. Who can apply within the tourism sector?	47
4. Type and level of funding	48
5. How to apply and when	49
6. Example(s) of selected projects	49
<b>XIII. EMPLOYMENT AND SOCIAL INNOVATION (EASI)</b> .....	52

## COSME

It is the EU programme for the Competitiveness of Enterprises and Small and Medium-sized Enterprises running from 2014 - 2020 with a planned budget of EUR 2.3 billion.

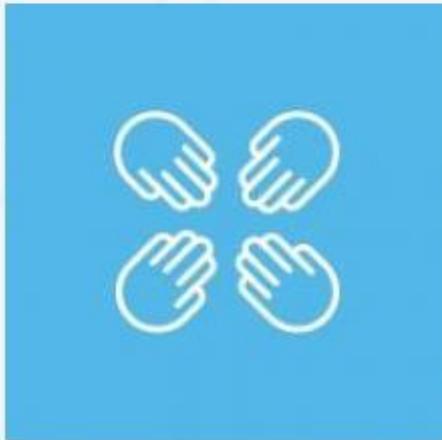
COSME aims to reduce the administrative and regulatory burden on SMEs by creating a [business-friendly](#) environment. COSME also supports businesses to be [competitive](#) by encouraging them to adopt new business models and innovative practices. This complements actions in areas with high growth potential such as the [tourism sector](#).

COSME helps businesses to [access markets](#) in the EU and beyond. It funds the [Enterprise Europe Network](#) that helps SMEs find business and technology partners, and understand EU legislation; the [Your Europe Business portal](#) that provides practical information on doing business within Europe. It also finances a number of [IPR \(intellectual property rights\) SME Helpdesks](#).

COSME [supports entrepreneurs](#) by strengthening [entrepreneurship education](#), mentoring, guidance and other support services. Actions support specific groups who may find it difficult to reach their full potential, such as [young](#) people, [women](#) and [senior](#) entrepreneurs.

# The Enterprise Europe Network (EEN)

Helping companies innovate and grow internationally



## International partnerships

Expertise, contacts and events to connect you with the right international partners to grow your business.



## Advice for international growth

Expert advice for growth and expansion into international markets.



## Support for business innovation

Solution-driven services to help you turn your innovative ideas into international commercial successes.



SMEs provide 85% of all new jobs

2014-2020

€ 2.3 BILLION



SMEs represent 99% of all EU businesses

### Helping European businesses reach their full potential



Access to finance



Access to markets



Improving business conditions



Entrepreneurship



### Opening doors for businesses



Support networks  
Clusters  
B2B matchmaking

Online resources  
Digital skills

Loans and venture capital

Learning opportunities  
Mobility programmes  
Best practice

Easing administrative burden  
Scaling up



DIRECTORATE-GENERAL FOR  
MARITIME AFFAIRS AND FISHERIES  
MEDITERRANEAN AND BLACK SEA



**PHASE 2**

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**PROMATECH**  
Professional Maritime Technologies

**Conference on the blue economy of the Black Sea  
Side-event: information Day on opportunities for SMEs under COSME and  
H2020  
15 June 2016  
Odessa, UKRAINE**

# PHASE 1

**INECO**   
human ecology institute



Презентация Инструмента поддержки малого и среднего бизнеса в рамках программы Horizon 2020

КОНФЕРЕНЦИЯ ПО «СИНЕЙ ЭКОНОМИКЕ» ЧЕРНОМОРСКОГО РЕГИОНА  
НА ПУТИ К ЛУЧШЕЙ ИНТЕГРАЦИИ  
Одесса, Украина  
14-15 июня 2016 г.

## **ПОРЯДОК**

**реєстрації міжнародних науково-технічних програм і проектів,  
що виконуються в рамках міжнародного науково-технічного  
співробітництва українськими вченими, а також грантів,  
що надаються в рамках такого співробітництва**

1. Цей Порядок розроблений на виконання частини п'ятої статті 66 Закону України «Про наукову і науково-технічну діяльність» та визначає механізм державної реєстрації міжнародних науково-технічних програм і проектів, що виконуються в рамках міжнародного науково-технічного співробітництва українськими вченими, а також грантів, що надаються в рамках такого співробітництва, усіх рівнів (далі – Міжнародно-технічні програми і/або проекти), та формування відповідного реєстру.

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**Thank you for your attention!**