

Access to funding for development & innovation – the logic of funding programs

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Horizon

Zentrales Innovationsprogramm Mittelstand

COSME

EIC Accelerator

Eureka

EFRE
Innovationswettbewerbe

Forschungszulage

IRA SME

Interreg

Cascade Funding

InnovFin

Eurostars

CORNET

Connecting Europe Facility

Era Nets

LIFE+

Joint Technology
Initiatives

EU Innovation Fund

KMU innovativ

What makes a technology worth funding?



**Innovative
Nature**



**Commercial
Application**



**Fosters
Cooperation
(i.a. science
to Business)**



**(Significant)
Technical
Risk**



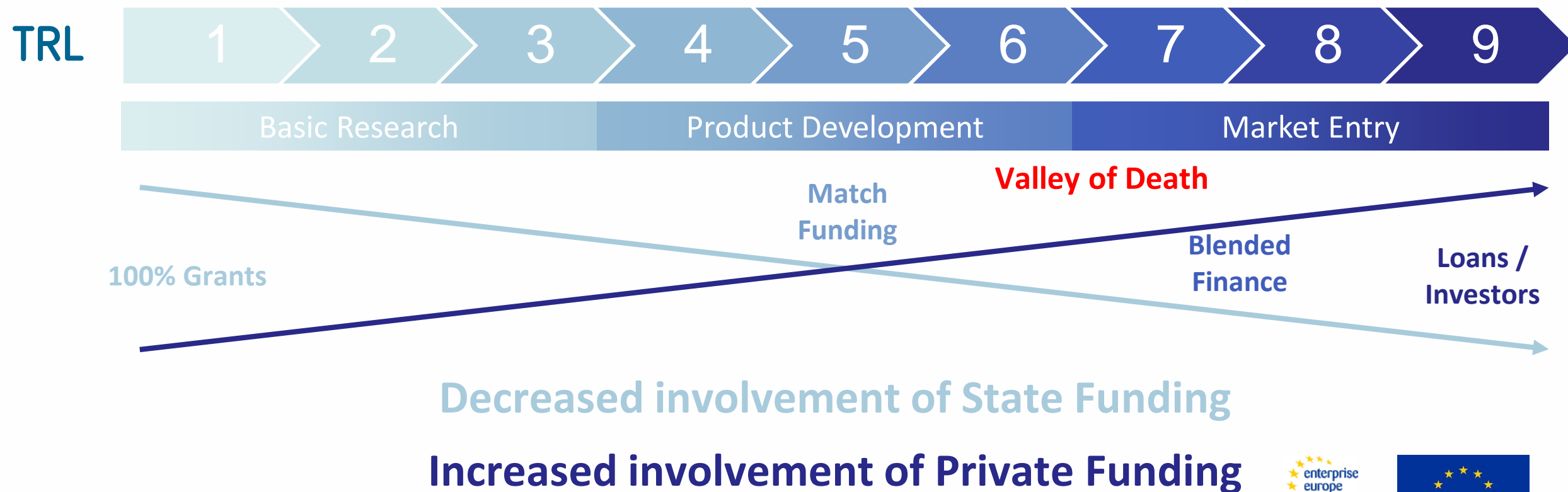
**Supports
Societal
Goals**



**Develops
Workforce**

The specific criteria depend on the program!

Funding & financing and technology interrelations



Evaluating a funding opportunity

- Funding Provider
 - Funding body goals
 - Thematic calls vs open calls
 - Geographical Focus
 - Business maturity level
 - Success rate
- Technology Maturity
 - Are the start and end TRLs aligned with the call budget and timeline?
- Financing Characteristics
 - Match-funding requirement
 - Funding rates
 - Up-front grant vs. cost reimbursement

Preparing for funding opportunities:

Identifying calls and partners

- Identify the right call which fits
 - TRL
 - Thematic Focus
 - Financial Conditions
- Identify partners
 - Multiple partners required by the call?
 - Multiple combinations of countries or entity types?
 - Partnering or subcontracting?
 - Is the partner key to the development activity, or just delivering a standard service?
 - Relative level of cost required

Preparing for funding opportunities:

Available support

- Enterprise Europe Network (EEN)
 - European-wide support network to help SMEs innovate and grow on international scale.
 - National and regional contact points can help direct you to the right entities for advice.
 - Technology offering and request platform.
 - Matchmaking services at events.
- ZENIT GmbH (NRW only)
 - Identification of suitable calls.
 - Identification of relevant partners and stakeholders.
 - Workshops and advice to develop project and funding strategy.
 - Application support.



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