



**BIOMAN**<sup>4R2</sup>



Co-funded by  
the European Union

## Financial Support Scheme | Guide for applicants

Website: [BioMan4R2 Eurocluster](https://bioman4r2.eurocluster.eu)

# ABOUT BIOMAN4R2 EUROCLUSTER (1/3)

The BioMan4R2 program aims to



improve manufacturing processes in the fields of medical technology and biotechnology (BMT)



transfer disruptive medical technologies into BMT industry



strengthen the competitiveness and sustainability of the European healthcare ecosystem



fostering long-term collaboration among SMEs, investment funds, research & clinical organizations, science & technology parks and other BMT companies



## ABOUT BIOMAN4R2 EUROCLUSTER (2/3)



BioMan4R2 provides **financial support** to small and medium sized-enterprises (SME) that can be used in activities related to collaborative innovation projects that support

- business transformation, such as training plans,
- support for travel to explore markets in other countries,
- business continuity and resilience plans.

**Each company\* may apply for more than one financial support, but may not exceed the established funding limit of €60,000.**

\*The applicant must be:

A single SME who will receive the funding solely to pay other stakeholders involved within the collaborative project such as research organisations, enterprises, service providers etc ONLY if these stakeholders provide services to the SMEs. The services provided need to be within the context and requirements of this Open Call.



## ABOUT BIOMAN4R2 EUROCLUSTER (3/3)



European SMEs from Biomanufacturing and MedTech sector can benefit from various service providers and experts to improve their effectiveness or level of innovation, valorization and/or marketing of products and/or services and increase their competitiveness by removing barriers or complications in the areas:



Regulatory



Funding



Infrastructure



Technology



Supply Chain



Market Access

For this purpose, the BioMan4R2 project offers grants of up to €60,000.



# BIOMAN4R2 REGIONAL PARTNER CONTACTS



Region/Country	Partner Contact	Email address
Finnland	<u>Turku Science Park Ltd</u> Tero Piispanen - Project Coordinator	<a href="mailto:tero.piispanen@turkubusinessregion.com">tero.piispanen@turkubusinessregion.com</a>
Catalonia, Spain	<u>BIOCAT</u> Alba Jimenez	<a href="mailto:ajimenez@biocat.cat">ajimenez@biocat.cat</a>
Germany	<u>BioRegio STERN</u> Margot Jehle - Financial Support Scheme Coordinator	<a href="mailto:jehle@bioregio-stern.de">jehle@bioregio-stern.de</a>
LifetecZONE   The Netherlands	<u>LifetecZONE</u> Ingrid Relou	<a href="mailto:irelou@lifeteczone.nl">irelou@lifeteczone.nl</a>
Poland	<u>GAPR</u> Izabela Czeremcha	<a href="mailto:medsilesia@gapr.pl">medsilesia@gapr.pl</a>
France	<u>MEDICEN Paris Region</u> Silvia Paoella	<a href="mailto:spaoella@medicen.org">spaoella@medicen.org</a>

Website: [BioMan4R2 Eurocluster](#)

# FINANCIAL SUPPORT SCHEME OVERVIEW



## Innovation

### Type of action 1

- ✓ Collaborative projects between an SME (the main applicant) and minimal one other organization

### Type of action 2

- ✓ Prototyping, valorization and validation of existing products

Value: max. €60 000 per consortium for action1/  
per SME for action 2



## Business Transformation

- ✓ Go Greener
- ✓ Go Digital

Value: €15 000 per SME



## Business Transformation

- ✓ Go International

Value: €15 000 per SME



## Business Transformation

- ✓ Go-to market
- ✓ Legal & financial analyses

Value: €15 000 per SME

Number of available IFS: 15 in total

Number of available BTFS: 10 in total



# TIMELINE FOR OPEN CALL



Opens on	Application deadline	Financial support announcement	Agreement signature date	Expected starting date of projects
April 27, 2023	July 2, 2023 23:59 (CEST)	July 18, 2023	July/August 2023	Beginning of August 2023*

\*If a selected applicant is unable to sign the Grant Agreement between July 18 and beginning of August 2023, please contact the BioMan4R2 Financial Support Scheme Coordinator [jehle@bioregion-stern.de](mailto:jehle@bioregion-stern.de) immediately to schedule a signing date.



All proposals received will be checked in following items:

- ✓ **Matching the thematic Scope of Activity for the referring financial support**
- ✓ **General eligibility of the applicant:**
  - ✓ a) be a single SME ([SME definition](#) of the EU), b) Located in EU and [SMP-countries](#) and c) Active in the Biomanufacturing and/or MedTech industry.
  - ✓ Is no bankrupt or being wound up
  - ✓ Is in compliance with its obligation relating to the payment of social security contributions and the payment of taxes
  - ✓ Is not subject to a conflict of interest in connection with the grant.
- ✓ **Submission of application in English-language**
- ✓ **Application must be submitted via the email address: [bioman4r2.submission@bioregio-stern.de](mailto:bioman4r2.submission@bioregio-stern.de)**
- ✓ **Submission of application until given deadline**
- ✓ **Threshold of financial support value for a single SME (SMEs as knowledge/service provider included): max. EUR 60.000 in total, therefore in terms of combining financial support, only a combination of multiple Business Transformation Financial support up to the € 60.000 limit is possible.**



# DOCUMENTS FOR FINANCIAL SUPPORT SCHEME



Document name	User group	Description
BioMan4R2 Guidelines for applicants (GfA) (LINK)	Applicant (SME)	Scope of Financial Support, Eligibility and Evaluation criteria
BioMan4R2 Innovation Application Form	Applicant (SME)	To be filled & submitted by SME
BioMan4R2 Business Transformation Application Form	Applicant (SME)	To be filled & submitted by SME
BioMan4R2 Evaluation Form	BioMan4R2 Evaluators	To be filled by evaluators based on evaluation criteria defined in GfA
BioMan4R2 Grant Agreement	Applicant (SME) & BioMan4R2 Financial Support Scheme Coordinator	To be signed by SME & BioMan4R2 Financial Support Scheme Coordinator
BioMan4R2 Intermediary Report	Applicant (SME)	Reporting of KPI progress according 3 months after project start by SME
BioMan4R2 Final Report	Applicant (SME)	Reporting of activity in accordance with the Quality Agreement by SME

# OVERALL PROCESS (1/2)

## Part 1 | Application

### Documents for download

- ✓ Guidelines for Applicants
- ✓ Application Form IFS
- ✓ Application Form BTFS
- ✓ Evaluation Form (internal use)



#### 1 | Select Financial Support - SME

- Check Eligibility & Evaluation Criteria for
- ✓ Innovation Financial Support IFS or
  - ✓ Business Transformation Financial Support BTFS



#### 2 | Prepare the application - SME

- ✓ For IFS form your consortium or identify your service provider
- ✓ For BTFS identify your service provider



#### 3 | Virtual Matchmaking - SME & Expert/Collaborator

- ✓ SMEs meet with experts on [BioMan4R2 matchmaking platform](#) for financial support implementation



#### 4 | Submit Application - SME

- ✓ Send your application as PDF to [bioman4r2.submission@bioregio-stern.de](mailto:bioman4r2.submission@bioregio-stern.de).
- ✓ In case of questions contact: Regional Partner



#### 5 | Evaluation Meeting - BioMan4R2 Selection Committee

- ✓ Selection of successful SMEs

# OVERALL PROCESS (2/2)

## Part 2 | Implementation

### Templates for download

- Grant Agreement (GA)
- Intermediary Report
- Final Report



#### 6 | Grant Agreement - SME & Financial Support Scheme Coordinator

- ✓ Grant Agreement will be proof checked, accepted & signed



#### 7 | Financial Support Implementation

- ✓ Project start: after signature of Grant Agreement
- ✓ 50 % of IFS and/or BTFS are transferred



#### 8 | Mid-Way Quality Check - SME

- ✓ SME has to provide information in the form of an Intermediary Report on KPI progress & impact after half time of the project



#### 9 | Reporting - SME

- ✓ The SME needs to submit an online final report of the activity in accordance with the GA, 50 % are transferred 30 days after approval of Final Report



## Innovation Financial Support (IFS)

The financial support can be used for one of the following actions:

1. Collaborative projects between SMEs and collaborators of different sectors with common resilience, green or digital transformation challenges.
2. Projects targeting joint supply chain optimization, prototyping, valorization of existing products by implementation of resilience, green or digital strategies. Validation of novel supply chain products or processes across ecosystems are also within scope.

### What you receive



Support from your regional ecosystem support organisation.



Find collaborators from any stakeholder type in our database.



€60.000 financial support.



# SPECIFIC EVALUATION CRITERIA FOR IFS

## Impact

**Transversal impact criteria:** level of ‘Environment and low carbon economy contribution’, ‘Equal Opportunities’ and/or ‘Social Impact’

**Economic impact criteria:** how the output/impact of the financial support will be leveraged in the own organization and describe the expected economic impact (on the BMT Eurocluster’s resilience).

**Market opportunity criteria:** how the region’s BMT innovation ecosystem and local industries will benefit as well as will contribute to the degree of European resilience

**Sustainability criteria:** ability to mobilize additional funding and resources to support the region's mid-term participation in the BMT ecosystem.

**EU-13 and other regional criteria:** one additional point will be given to projects to in EU-13 regions

Impact Score: 0-15

Threshold: 8

An EU-13 partner: 1

## Implementation

**Team:** solid management and leadership qualities, technical competences and commercial skills needed for successful execution of the project.

**Competences:** solid technical competences of the team providing local technology services is to be demonstrated..

**Budget:** the SMEs will present a budget (according to template) to justify the requested lump sum.

**Regional alignment:** the match with the Regional Smart Specialization Strategy is to be confirmed

Implementation score: 0-10

Threshold: 6

## Excellence

**Ambition:** degree of resilience that this project will bring to the BMT ecosystem and Regional Smart Specialization Strategy

**Soundness of the approach:** the resilience gaps the project considers to fill and the need for this kind of financial support

**European dimension:** One additional point will be given to cross-border collaborations (e.g. at least if one collaborator will come from another European region than the main applicant SME)

Excellence score: 0-10

Threshold: 6

Cross-border collaboration: 1





## Business Transformation Financial Support (BTFS)

The financial support can be used for one of the following actions:

1. **Train your worker - Go Greener/Digital:** Training on technology uptake, digitalisation, and sustainable business models from supported providers.
2. **Go International:** Support for travel, third-country market discovery, advice on market access, reimbursement or regulatory challenges in third countries (e.g. FDA in US market).
3. **Business Legal/Financial Analysis and Resilience analysis,** business continuity plans, go-to market strategies, advice on reimbursement or regulatory challenges.

### What you receive



Find your partners in the matchmaking database.



Access to cutting-edge digital and green technologies.



Up to a €15000 financial support.



# SPECIFIC EVALUATION CRITERIA FOR BTFS



## Impact

Impact of the proposed service-purchase for the SME internal processes  
Economic impact.  
Contribution to the degree of European resilience

Impact score 0-15

Threshold: 8

An EU-13 partner: 1

## Implementation

**Budget.** Costs justification. The Bioman4R2 evaluators remain the right to adjust the budget if the quality of the project is ranked high but the budget is judged to high in relation to the milestones and activities described.  
**Track record** of the service provider

Implementation score 0-10

Threshold: 6

## Excellence

SME with proven track record in BMT field

Excellence score 0-10

Threshold: 6

Cross-border collaboration: 1



# EVALUATION PROCESS (1/2)



- After call closure evaluation of each proposal by two partner experts out of the BioMan4R2 consortium from different partner regions. **A partner expert based in the same region as an applicant or collaborating beneficiary cannot evaluate the referring application to guarantee an objective and fair evaluation.**
- Applications will be evaluated according following criteria: Impact, implementation and excellence.
- Each of the 3 criteria will be scored out of 15 for impact, 10 for implementation, 10 for excellence.
- Thresholds apply to individual criteria and to the total score. The threshold for impact is 8, for implementation 6 and for excellence 6 and the total overall threshold is 20.
- Calculation of final scoring as an average of individual assessments provided by the BioMan4R2 Evaluators.





## EVALUATION PROCESS (2/2)

- The final score on each criterion will be given by the average scoring of all evaluators. In case of **significant divergence** between the two Evaluators involvement of a **third Evaluator** for an additional **independent assessment** of this proposal.
- The ranking of the applications will be formed by the joint average scoring on Impact, Implementation and Excellence.
- Maximum score for proposals is 35 (plus 1 extra point for an EU-13 partner and other regional criteria and/or plus 1 extra point for a cross-border collaboration)
- In case of equal scoring the referring applications will be ranked by applying following order:
  - Impact score: 0-15
  - Implementation score: 0-10
  - Excellence score: 0-10
  - An EU-13 partner and other regional criteria: 1
  - Cross-border collaboration: 1
- The call will be re-opened if insufficient applications or applications that do not meet the criteria are submitted in the BioMan4R2 call.



# BIOMAN4R2 MATCHMAKING PLATFORM



The information and networking platform provides biomanufacturing and medtech SMEs the opportunity to find **cooperation partners** for IFS or **experts** for BTFS.

How it works

- Sign up and complete your profile (note you can sign up as SME or provider)
- Meet with potential cooperation partners or experts in 1:1-meetings
  - Find detailed information about 1:1-meetings and FAQ on the matchmaking platform

[Click here to join the BioMan4R2  
matchmaking platform](#)





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