



# Making Innovation Happen!

**The European Institute of  
Innovation and Technology:  
mission, priorities, results and  
opportunities**

**Martin Kern**

EIT Interim Director  
Paris, 30 March 2016



# European Institute of Innovation and Technology

**Our vision is to become the leading European initiative that empowers innovators and entrepreneurs to develop world-class solutions to societal challenges, and create growth and skilled jobs.**

- 1<sup>st</sup> EU initiative bringing together the three sides of the 'knowledge triangle': business (large companies and SMEs), education institutions, research centres.
- Aim to increase the co-operation and integration between higher education, business and research to facilitate the transition from:



student to  
entrepreneur

idea to product

lab to customer



## The European innovation paradox

**Excellent European research base, dynamic companies and creative talent**



**Good ideas are too rarely turned into new products or services!**



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# EIT – An Integral Part of

HORIZON 2020



The EIT contributes to H2020 by addressing societal challenges via the integration of the knowledge triangle



H2020 has a budget of approx. € 80 billion for 2014 to 2020, out of which the EIT has been allocated € 2.4 billion



The EIT will further nurture synergies and complementarities across H2020 and its different initiatives



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# Synergies and Complementarities



## Overview of ongoing initiatives

- European Fund for Strategic Investment (EFSI) – two pilots
  - EIT Raw Materials investment platform
  - Climate-KIC certified professionals initiative
- Horizon 2020 SME instruments/InnovFin – EIT Impact Fund
- EIT – European Commission Joint Research Centre
- EIT – Copernicus Programme and ESTEC/ESA cooperation
- Opportunities with other European Commission services and initiatives:
  - European Structural and Investment Funds (ESIF)
  - “Seal of Excellence”
  - Dissemination and exchange of information



# EIT Community across Europe

## Climate-KIC

- Co-location Centre
- Regional Centre (RIC)

## EIT Health

- Co-location Centre

## EIT Digital

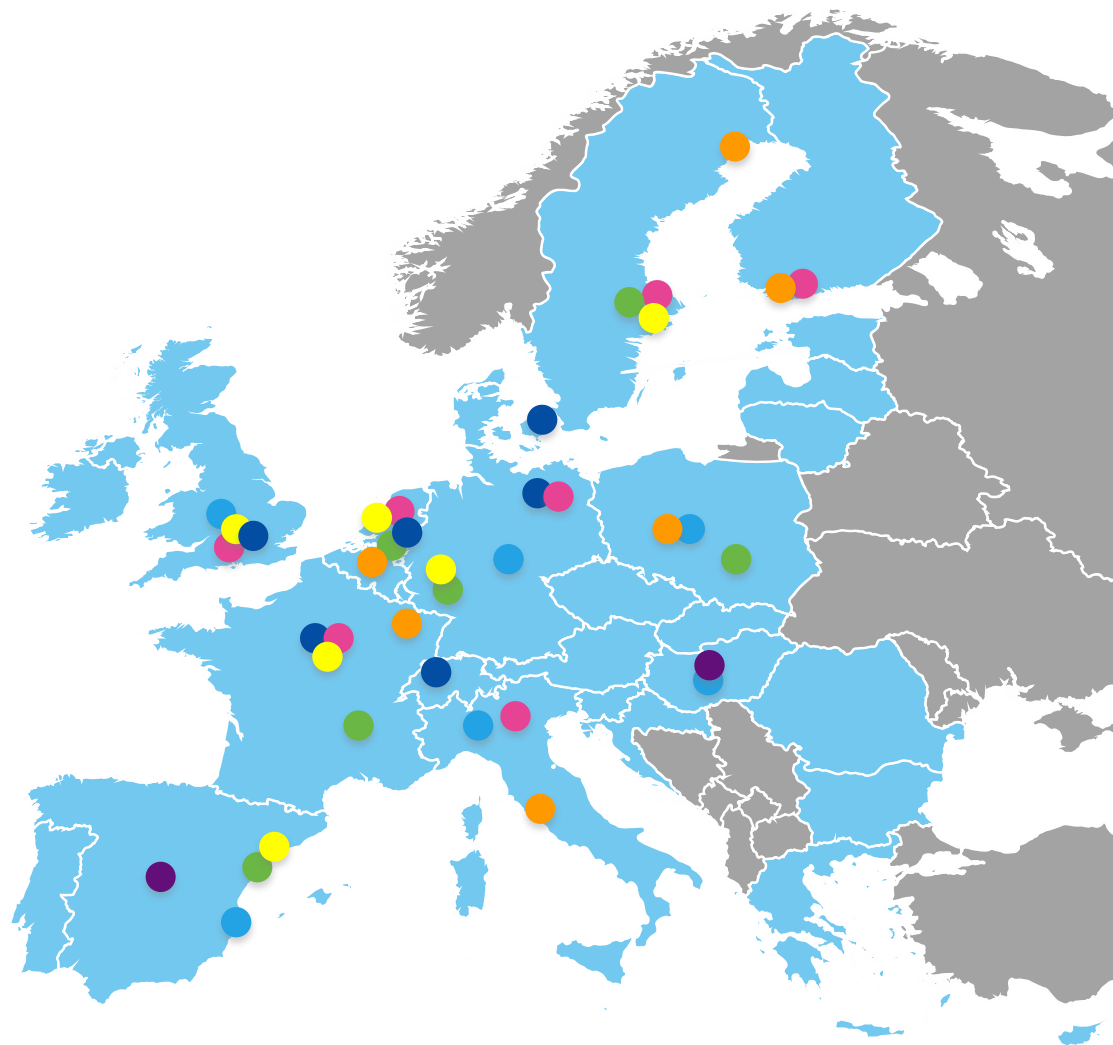
- Co-location Centre
- Associate Partner

## EIT Raw Materials

- Co-location Centre

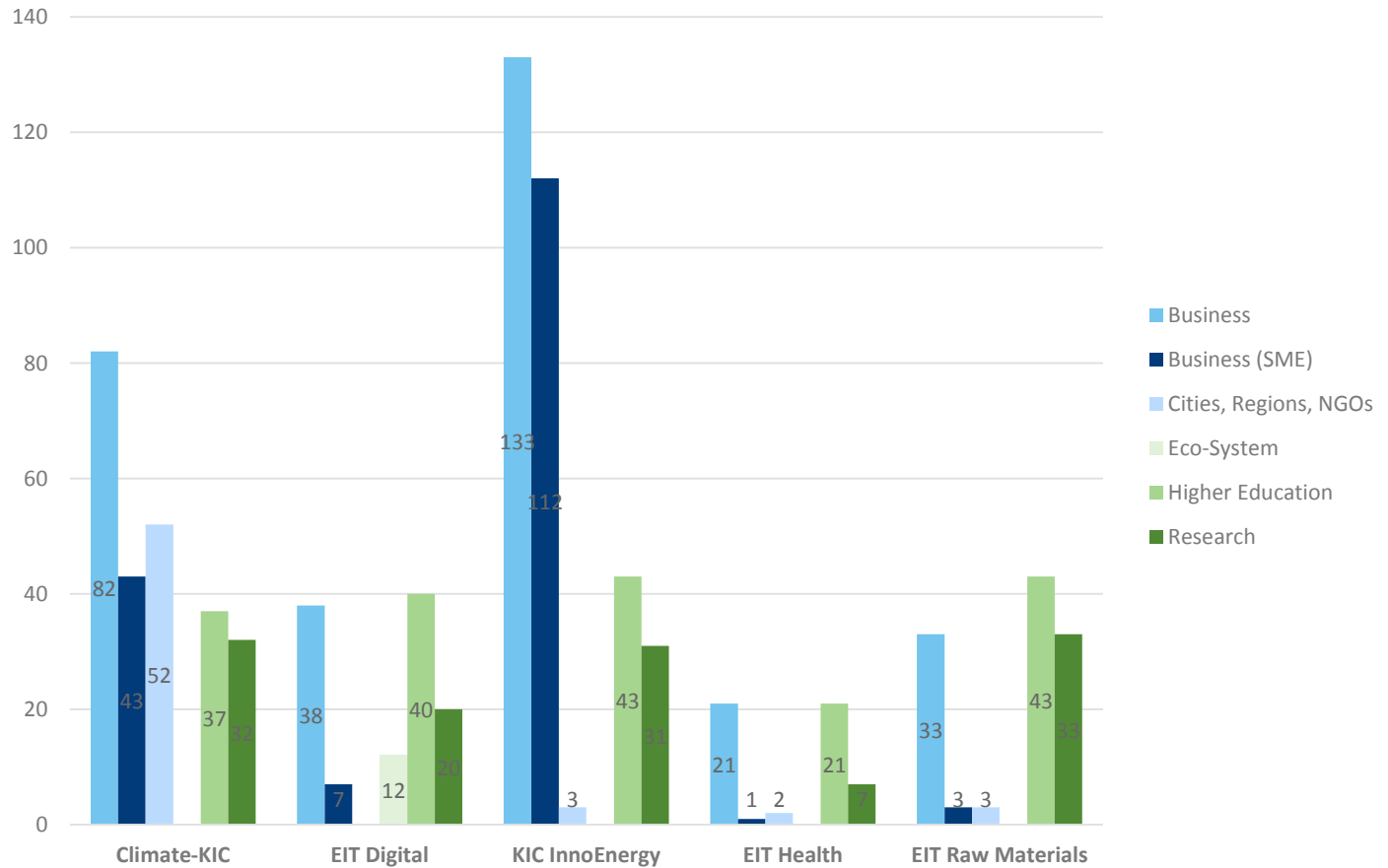
## KIC InnoEnergy

- Co-location Centre



# Overview of EIT KIC Partners

Today, the EIT Community brings together more than **800 partners**:



# EIT Community: 1<sup>st</sup> achievements

Climate-KIC, EIT Digital and KIC InnoEnergy have grown into thriving European innovation hubs:



**24,162**

Attractiveness of education programmes – more than 13 applicants per offered seat



**486**

number of graduates



**903**

number of business ideas incubated



**181**

number of start-ups created



**478**

number of knowledge transfers/adoption



**142**

number of new or improved products, services and processes launched



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Figures – November 2015



# Climate-KIC Berlin Accelerator: Green Garage



**1<sup>st</sup> CleanTech  
Incubator Germany**



**More than 70 scalable start-ups in Germany  
supported**  
Focus on energy, mobility, agriculture & water



Offers extreme **water saving** and **highly efficient farm systems** for commercial vegetable and fish production in urban areas.  
**Winner of Cleantech Open Silicon Valley 2013**  
**1.6 Mio EUR Investment**  
Big customer in Switzerland



Sells **smart thermostats** that regulate the heating in the household according to the location data of inhabitants.

**32 Mio EUR Investment**  
**Successful internationalisation**  
Competitor to Google's start-up Nest





# EIT KIC Model

## *A business logic*

- **High degree of integration:** each KIC is an independent legal entity, gathering world-class partners from across the knowledge triangle based on a contractual relationship/partnership with the EIT.
- **Long-term strategic approach:** each KIC is set up for a minimum of 7 years to eventually become sustainable.
- **Autonomy and flexibility:** to determine organisational structure and activities governed by a Board of KIC partner organisations.
- **Effective governance:** run by a CEO and a lean management team at central and Co-location Centre level all implementing the Principles of Good Governance.

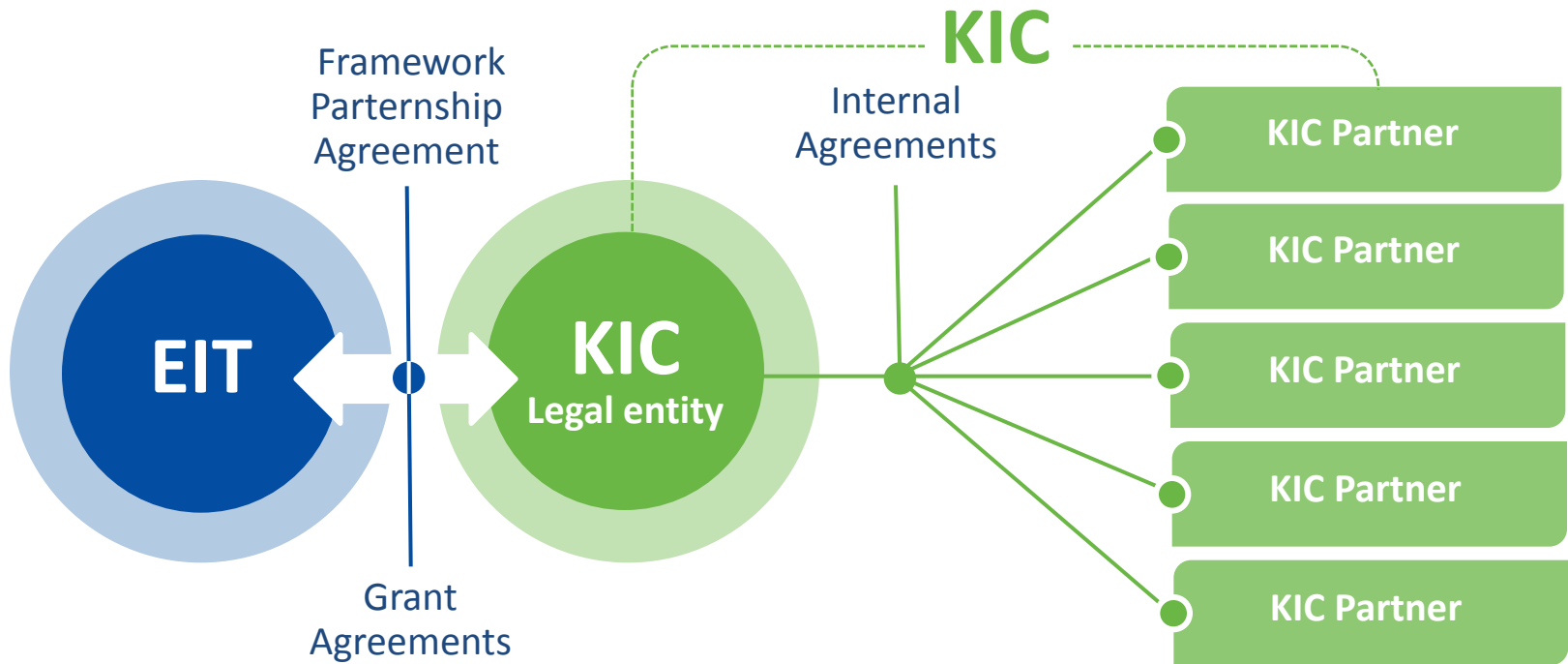


# EIT KIC Model

## *an investment logic*

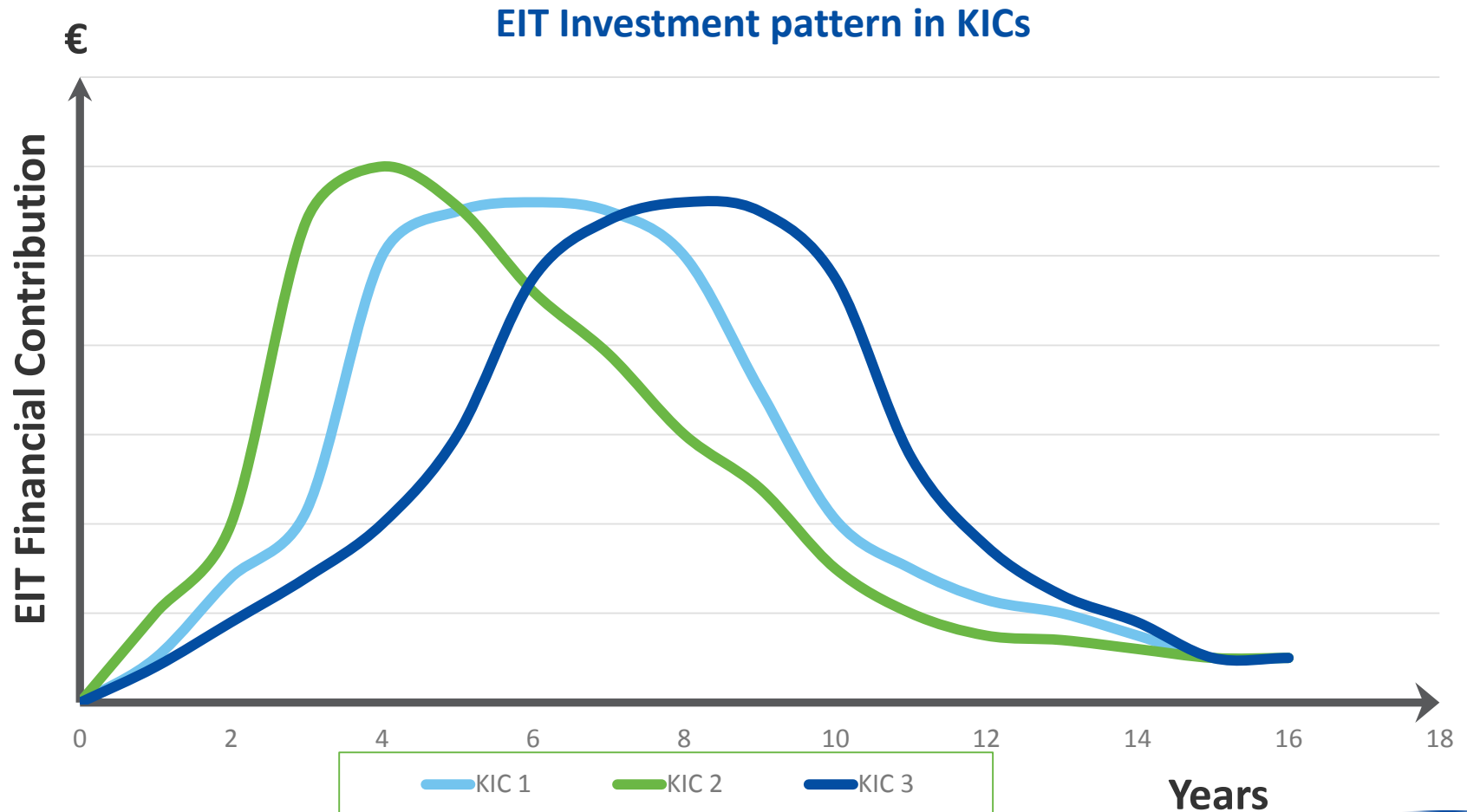
- **Results & high impact oriented activities:** KICs implement a Business Plan with measurable deliverables, results and impact.
- **Key Performance Indicators:** KICs' performance is measured through standardised KPIs.
- **Performance-based funding:** EIT contribution to KICs is based on a competitive review mechanism, including cross-KIC comparison of KPIs, rewarding and incentivising performance.
- **Financial sustainability:** EIT funding model and pattern incentivises KICs to actively pursue financial sustainability.

# Overview: contractual relations between the EIT and its KICs



The long-term cooperation between the KIC and the KIC partners must be formalised through Internal Agreements

# EIT Approach to Financial Sustainability



# Future EIT Impact Fund



## Objectives:

- Provide access funding to invest into the early stage development of innovative companies beyond current EIT support
- Leverage private sector capital and other EU funding tools
- Fill market gaps due to higher perceived risk or volatility

## Benefits for start-ups from KICs:

- Access experts to evaluate the prospects of a technology/ business model; pre-screen more effectively than others
- Access customers: KIC partners as first customers for goods/ services of start ups (overcome a big hurdle)
- Access trade buyers: vast majority of exits will be trade sales, KICs can reach the entire value chain through their partnership networks





# Our Strategy to Boost Innovation in Europe

Facilitate the development of European eco-systems where research, business and education come together to find sustainable solutions to societal challenges by:

- Creating inter-connected knowledge and creativity hotspots
- Fostering talent: innovators, entrepreneurs and students
- Attracting investors



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# The EIT's Educational Vision and Mission

## Vision

- To empower entrepreneurs and innovators in Europe.

## Mission

- To deliver a unique brand of excellent education that is responsive to both business and societal demands, focused on innovation, entrepreneurship and creativity distinguished by an EIT label.



# EIT Awards 2015

## EIT VENTURE AWARD

**Regnar Paaske**

(Co-founder and CCO)

### Nordic Power Converters

- **Venture aim:** To become the new standard for electric power converters for LED, chargers and other applications
- **EIT Community connection:** Climate-KIC's Nordic Co-location Centre through the Accelerator programme and runner-up in the Climate-KIC Venture Competition 2014



## EIT CHANGE AWARD

**Govinda Upadhyay** (Co-founder)

### LEDsafari

- **Project aim:** To empower people in developing countries to make their own solar rechargeable lamps, using locally available material to promote sustainability and health, develop skills and gain jobs
- **EIT Community connection:** KIC InnoEnergy SELECT Master Programme, EIT label graduate in 2012 and incubated at Climate-KIC Swiss CLC

## EIT INNOVATORS AWARD

**Rajai Aghabi**

### EOLOS Floating Lidar Solutions

- **Project aim:** To develop a cost-effective, accurate and reliable offshore wind measuring system
- **EIT Community connection:** KIC InnoEnergy Iberia Barcelona

# What do EIT KICs Offer to Entrepreneurs?

## Access to EIT KIC infrastructure & network

- **Mentoring** and **business** coaching to prepare and implement business plans
- **Meeting** potential business partners and new **customers**
- **Raising** company's own **profile** through the KICs' partners
- **Access** to new technologies
- **Exploring** markets beyond the home market
- **Thematic** specialisation

## Comparative advantages

- Market-orientation
- Shorter time-to-market
- Bridging the gap between academia and business
- Proximity to finance sources: seed funding, VC, etc.



Our vision is to become the leading European initiative that empowers innovators and entrepreneurs to develop world-class solutions to societal challenges, and create growth and skilled jobs.



## 5 Social Entrepreneurs from EIT Community!

[www.forbes.com/30under30europe](http://www.forbes.com/30under30europe)



# EIT Priorities 2014-2020

1

**Fostering**  
Growth and Impact of  
the first three KICS

Climate-KIC  
EIT Digital  
KIC InnoEnergy

2

**Creating**  
Five new KICs

**2014** EIT Health  
EIT Raw Materials

**2016** EIT Food  
EIT Manufacturing

**2018** EIT Urban Mobility

3

**Sharing and  
Disseminating**

EIT Community  
good practices

Incl. EIT Regional  
Innovation Scheme  
(EIT RIS)



# EIT 2016 Call for KIC Proposals



## EIT Food

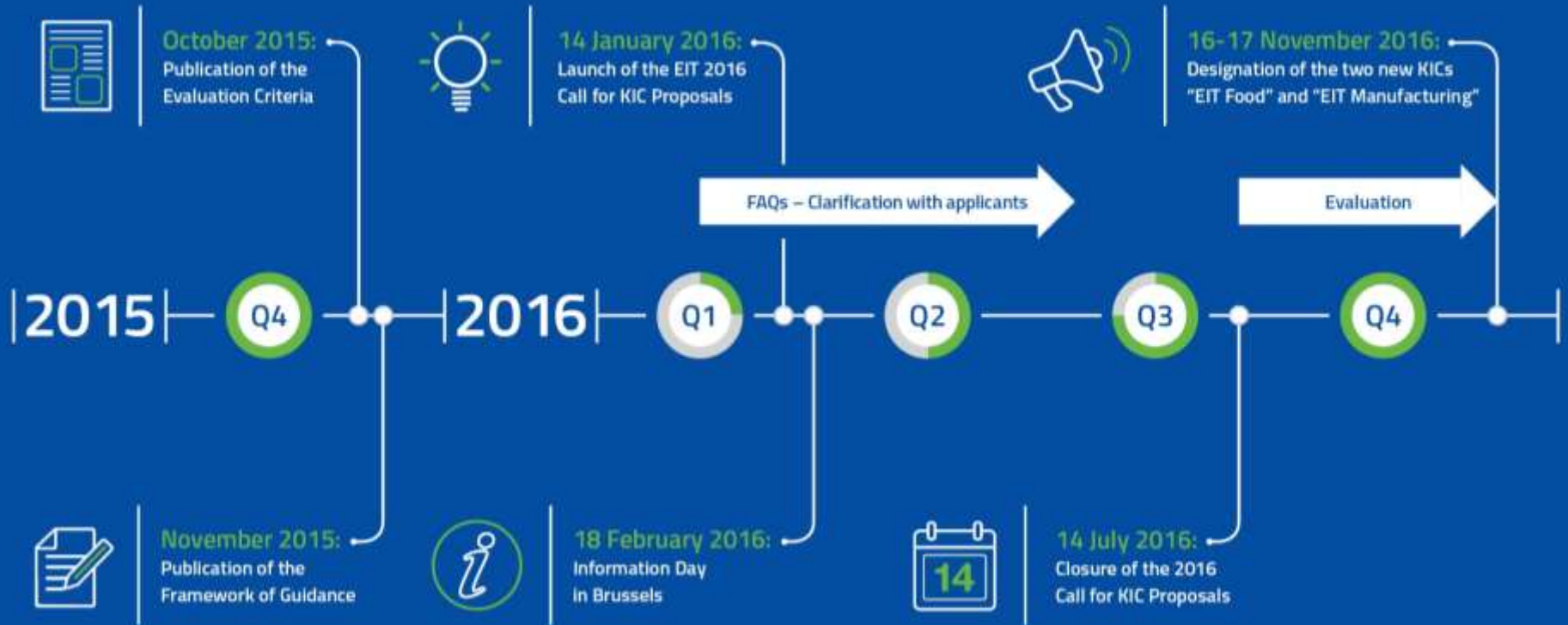
**Food4Future: sustainable supply chain from resources to consumers\***



## EIT Manufacturing

**Added-Value Manufacturing\***

# 2016 Call for KIC Proposals – Timeline

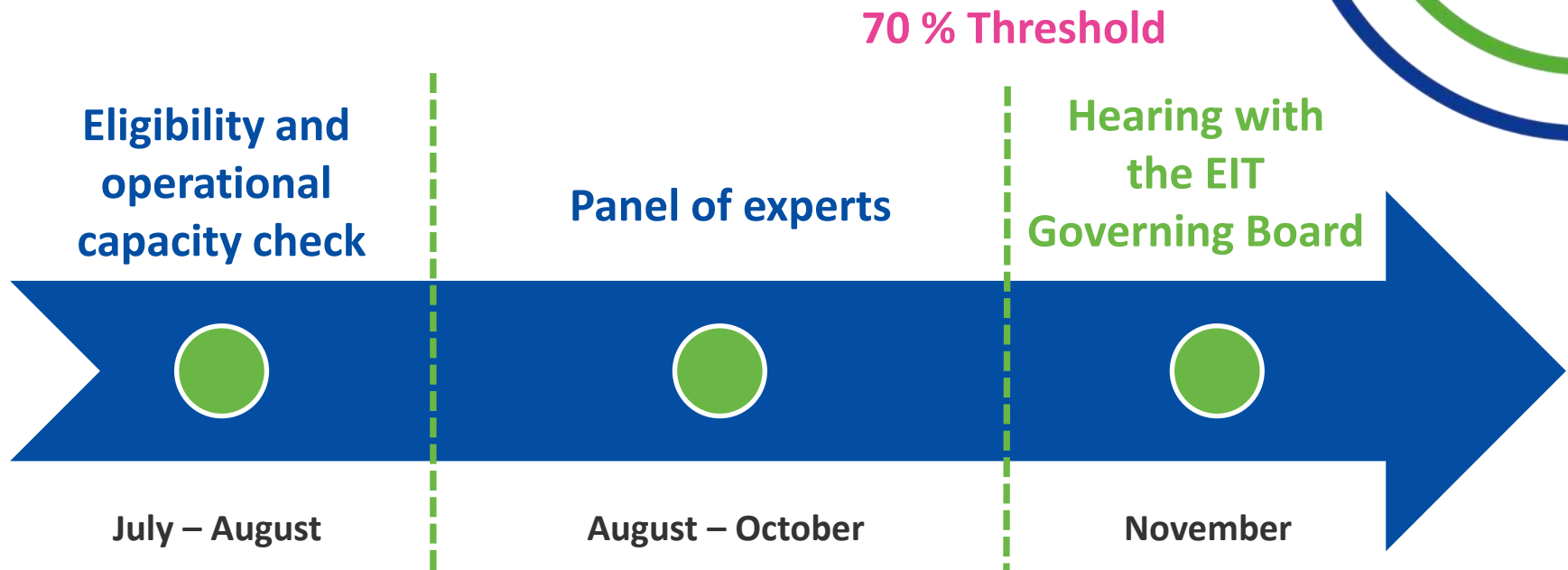


# 2016 Call for KIC Proposals - Key Principles



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# 2016 Call for KIC Proposals – Evaluation Phases





# 2016 Call for KIC Proposals – Panel of Experts

The evaluation of proposals will be carried out by panels of **independent external experts** (six per thematic area plus one rapporteur).



# 2016 Call for KIC Proposals – Evaluation Criteria

- **Admissibility and exclusion criteria**
- **Eligibility criteria:**
  - content and scope correspond to the topic of the Call and the KIC model
  - complies with the following eligibility conditions:
    - at least **3 independent organisations** from at least **3 different EU Member States**;
    - at least two thirds of the partner organisations are established in EU Member States;
    - at least 1 higher education institution and 1 private company;
    - **maximum of 50 partners.**



# 2016 Call for KIC Proposals – Evaluation Criteria

## Technical Evaluation Criteria:

<b>STRATEGY</b> 30 points max.	<b>OPERATIONS</b> 30 points max.	<b>IMPACT</b> 40 points max.
<b>TOTAL 100 points</b>		
<b>1.1 STRATEGIC APPROACH</b> [10 points max]	<b>2.1 KIC GOVERNANCE AND LEADERSHIP</b> [10 points max]	<b>3.1 IMPACT AND KIC SCOREBOARD</b> [25 points max]
<b>1.2 ADDED-VALUE, INNOVATIVENESS AND SYNERGIES</b> [10 points max]	<b>2.2. OPERATIONS</b> [10 points max]	<b>3.2 COMMUNICATION, OUTREACH AND DISSEMINATION</b> [15 points max]
<b>1.3 KIC PARTNERSHIP INNOVATION QUALITY</b> [10 points max]	<b>2.3 KIC BUSINESS MODEL AND FINANCIAL PLAN</b> [10 points max]	

# 2016 Call for KIC Proposals – Hearings with the EIT Governing Board



- **EIT Governing Board Hearing Criteria:**

- **Strategy:** adaptability and suitability of the KIC model for the proposed strategic approach by the applicant;
- **Operations:** feasibility of the proposed KIC operational model and its financial sustainability, taking into account lessons learnt from current KICs;
- **Impact:** consistency of the applicant's KIC model and its potential to achieve a significant and sustainable systemic impact in line with the EIT's overall objectives;

**10 points for each criteria - total of 30 points.**

The proposal with the highest number of points (out of 130) will be designated.

**One KIC designated per theme : EIT Food & EIT Manufacturing**

# 2016 Call for KIC Proposals – How to submit your proposal?

- Proposals are only eligible if submitted through the **Horizon 2020 electronic proposal submission system** by 14 July 2016 (17:00 Brussels local time)
- Completed parts A, B and C uploaded
- Documents uploaded exclusively in PDF (Adobe version 5 or higher, with embedded fonts) – each file cannot exceed 10 Mb.



# 2016 Call for KIC Proposals – How to submit your proposal?

- The main body of the proposal may not exceed **50 pages** (KIC Strategy 15 pages, KIC Operations 20 pages, KIC Impact 15 pages)
- Any other documents (supporting documentation, reports, audio, video, multimedia, etc.) sent electronically or by post will be disregarded
- Number of the consortium partners cannot exceed **50** (49 + coordinator)



# 2016 Call for KIC Proposals – How to contact the EIT?

- Applicants are invited to submit questions regarding the Call **by 31 May 2016** via the EIT website's **Contact Page** only:

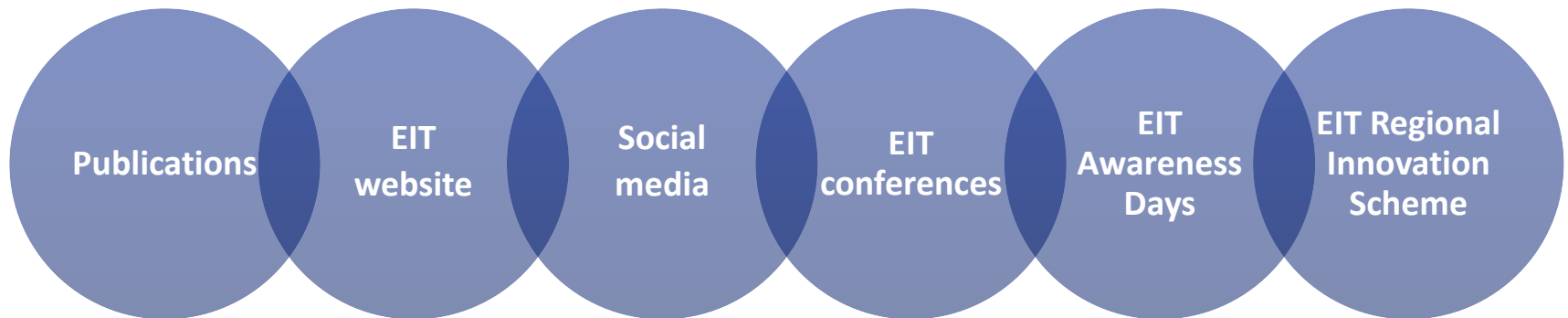
<http://eit.europa.eu/interact/contact-us>

- All questions received together with the EIT answers will be published on the EIT website's KIC Call page by **15 June 2016**.



# Dissemination and outreach

Active sharing of learnings, novel practices and results which emerge from EIT/ KIC activities with stakeholders across the EU and beyond through a wide range of communications, dissemination and outreach tools:





# EIT Regional Innovation Scheme (EIT RIS)

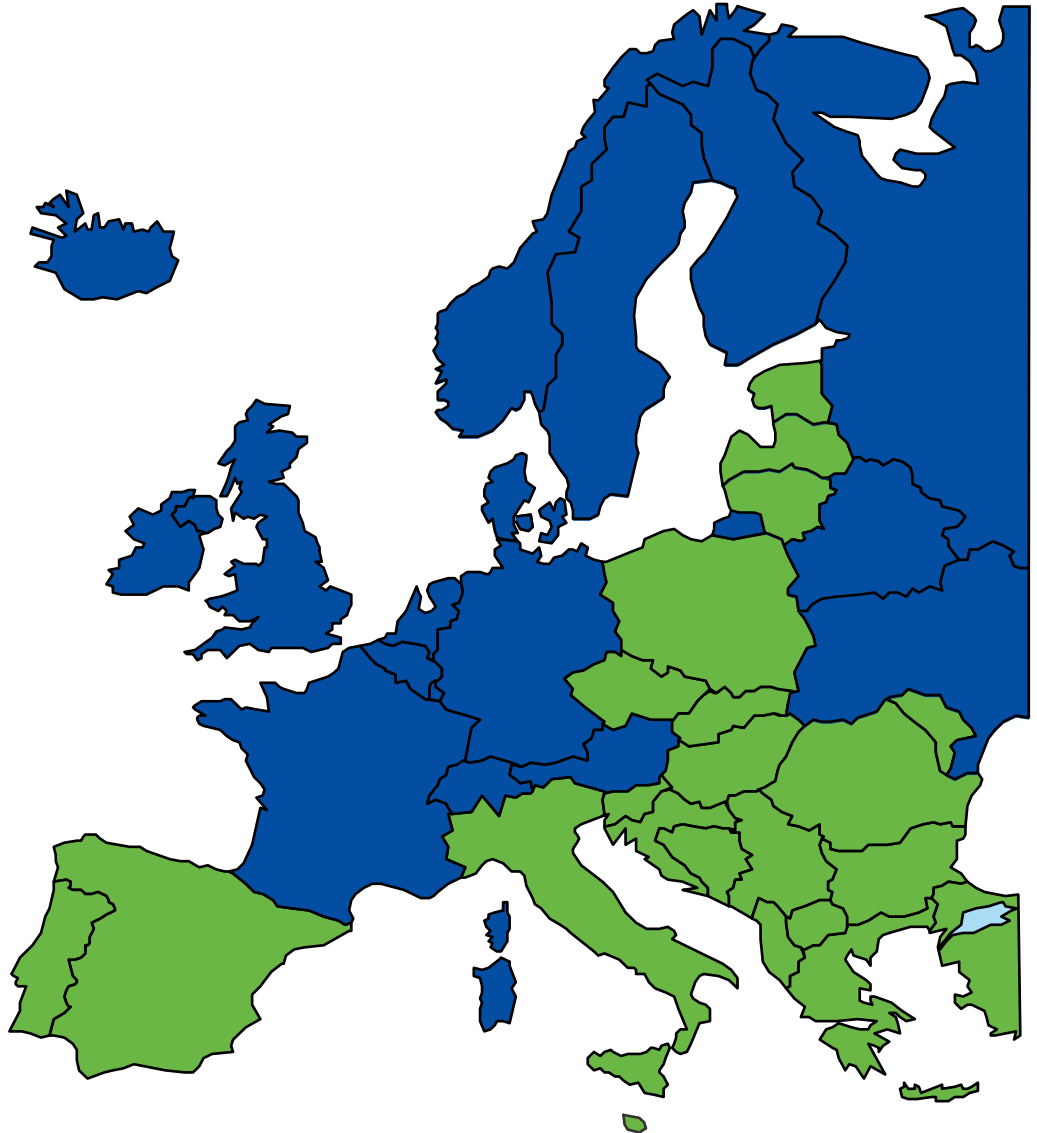
- Context: Widening participation in H2020 and EIT
- Structured outreach scheme aimed at increasing innovation capacity in Member States and regions not yet benefitting from the EIT and its KICs
- Based on a two-way engagement between KICs and selected partnerships from the wider European innovation community
- Based on key principles:



# EIT Regional Innovation Scheme

## List of eligible countries:

- 1) Bulgaria
- 2) Croatia
- 3) Cyprus
- 4) Czech Republic
- 5) Estonia
- 6) Greece
- 7) Hungary
- 8) Italy
- 9) Latvia
- 10) Lithuania
- 11) Malta
- 12) Poland
- 13) Portugal
- 14) Slovakia
- 15) Slovenia
- 16) Spain
- 17) Romania
- 18) Albania
- 19) Bosnia and Herzegovina
- 20) Faroe Islands
- 21) Former Yugoslav Republic of Macedonia
- 22) Moldova
- 23) Montenegro
- 24) Serbia
- 25) Turkey



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# EIT Innovation Forum

## INNOVEIT 2016

### in Budapest on 25-26 April

One EIT event bringing together:

- ✓ EIT Stakeholder Forum
- ✓ EIT Awards
- ✓ EIT Alumni Connect event





**Innovate with us!**



The EIT is a body of the European Union

**[eit.europa.eu](http://eit.europa.eu)**    **[@EITeu](https://twitter.com/EITeu)**