



# **ICT-32-2017**

## **Startup Europe for Growth and Innovation radar**

Total budget: **€ 12 M**

Opening: **8 December 2016**

Deadline for submissions: **25 April 2017**

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## Scope

### **1. Startups Grow International:**

Support high-tech start-ups and innovative SMEs to grow and scale-up cross border and internationally

### **2. Increased Innovation:**

Support the translation of research results with high innovation potential into viable products and services

# Call ICT-32-2017 in a glance

## Scope 1

- IA – 10M
- based on Startup Europe activities

Theme (a)  
– networks –

Theme (b)  
– financing –

## Scope 2

- CSA – 2M
- based on Innovation Radar initiative

Theme (a)  
– support services –

Theme (b)  
– networks –

## Sub-scope 1: Innovation Actions (IA) €10M

- Proposals should cover one or both of the following themes:
  - a) Reinforcing the ICT ecosystem for high growth tech startups** by interconnecting 3-4 different European hubs
  - b) facilitating financing for growth**
- Minimum one proposal/theme will be selected
- EU contribution/proposal – approx. €1,5M
- EU funding rate – 70% (except non-profit, which are still funded 100%)

**Theme a (IA):** Reinforce ICT ecosystem for high growth tech startups by interconnecting 3-4 different European hubs

- Activities should focus on scaling-up of companies by connecting, across different entrepreneurial ecosystems, key relevant stakeholders such as tech entrepreneurs, mentors, corporates, customers, designers, media, investors and local authorities.

## Examples of actions:

- Strategic partnerships
- Help startups find skilled employees
- Access the right mix of finances
- Access to procurement opportunities
- Support on how to grow cross border



**Theme b (IA):** Facilitating financing and improving the liquidity for European investments for fast growing ICT startups and scaleups and increasing their chances for a successful exit.

## Examples of actions:

- Preparing companies for investment
- Support networking and investment for corporates
- Help investors to improve knowledge on opportunities (e.g. promising scale ups) for investing in digital sector
- Stimulate financing through European stock markets
- Enlarge the pool of investors and analysts with deeper understanding of market trends and business models in digital sector



## Impact (IA)

- **NETWORKING:** Connect tech startup hubs to larger European ecosystem seeking synergies with existing players and actions.
- **MARKETS:** Increased access to customers, (of) new products or services on the market resulting ultimately in increased turnover.
- **SKILLS:** Better access to qualified employees and prospects for scaling up across borders. New job creation.
- **MONEY:** Stimulate investments in digital sector by improving the mutual understanding between the investors and tech startups & scaleups
- **SUSTAINABILITY:** Demonstrate sustainability of proposed actions beyond the life of the project
- **SYNERGIES:** Create synergies with ESIF funds or ESIF supported actions as other EC actions (e.g. Juncker plan or other H2020 projects)



## STARTUP EUROPE ACTIVITIES

### EU NETWORKS OF ECOSYSTEM BUILDERS

#### BUILDING ENTREPRENEURIAL CULTURE



#### FACILITATING COLLABORATION



#### ENCOURAGING FEMALE ENTREPRENEURSHIP



#### FAILING IS LEARNING



#### EU networks to facilitate:

- Collaboration between startups
- Collaboration between investors, corporates and startups
- Encourage female entrepreneurs
- The building of the entrepreneurial culture
- Link startups with students and young adults
- Organise Failing Forward events

## STARTUP EUROPE ACTIVITIES

### CONNECTING STARTUP ECOSYSTEMS THROUGHOUT EUROPE



**5 H2020 projects connecting 16 local ecosystems to help startups:**

- Find skilled employees wherever they are in the EU
- Access the right combination of finance throughout EU
- Grow across borders
- Access infrastructure



## Existing actions - Useful links

### Other relevant Startup Europe projects:

ACE - <http://europeanace.eu>

GET - [www.get-ehealth.eu](http://www.get-ehealth.eu)

ICT2B - <https://www.ict2b.net/servlet/is/101/>

iLinc - <https://www.ilincnetwork.eu/>

CREA - <http://www.creasummeracademy.eu/>

EU-XCEL - <http://euxcel.eu/>

WeHubs - <http://wehubs.eu/>

My-Way - <http://www.mywaystartup.eu/>

Startup-Scaleup - <http://startup-scaleup.eu/>

ePlus Ecosystem - <http://www.epluseurope.eu/>

ATALANTA - [www.atalantaproject.eu](http://www.atalantaproject.eu)

EIG - [www.eig-project.eu](http://www.eig-project.eu)

FACE - <http://www.face-entrepreneurship.eu/>

EDFx - <http://www.europeandigitalforum.eu/>

STARTIFY7 - <http://www.startify7.com/>

SEP - <http://startupeuropepartnership.eu/>

Life - <http://failingforward.eu/>

Welcome - <http://www.welcome-se.eu>

Twist - <http://www.digitaltwisters.com/>

Digistart - <http://digistart.unidemi.com/>

## Sub-scope 2: Coordination and support actions (CSA) €2M

- Two themes:
  - a) **"Support services for EU funded innovators"** and
  - b) **"European wide network of support centers"**
- Actions primarily targeted towards technologies developed in EU funded projects
- Minimum one proposal per theme will be selected
- EU contribution/proposal – approx. €1M
- EU funding rate – 100%

## **Theme a (CSA):** Support services for EU funded innovators to prepare for market introduction or technology transfer

To build support for "Innovation Radar" initiative!

Actions primarily targeted towards technologies developed in EU funded projects in order to turn their research results into marketable products and, preparing such innovators for success in the market place.

### Examples of actions:

- Support for market introduction or technology transfer
- Provide recognition to best-in-class ICT innovators and innovations via e.g. recognition prizes, quality labelling
- Facilitating participation in relevant and impactful events
- facilitating meetings with investors, procurers, potential customers or partners



## **Theme b (CSA):** Establish an European wide network of support centers (nodes) for innovative researchers

### Examples of actions:

- Pre-seed workshops for market-oriented researchers
- Practitioner-led customer & user-centred hands-on courses based on state of the art methodologies such as customer discovery, lean startup, minimum viable product, business model canvas



Such courses are to be tailored to researchers, innovators and ICT based high-tech startups and should include interaction with prospective customers and users and where relevant taking into account market and regulatory conditions

## Impact (CSA)

- **INNOVATION:** Increase the number of promising research results into successful innovations in the market (IR).
- **SPIN-OFFS:** Increase the number of digital technology based spin-offs and startups or successfully transferred technology from EU funded projects
- **INVESTMENT:** Enable a significant number of companies based on ICT technologies to reach investment maturity and market introduction readiness
- **NETWORKS:** Enable innovators to be part of relevant EU networks created by Startup Europe
- **SYNERGIES:** Where appropriate, seeking synergies with ESIF funds or ESIF supported actions in order to improve the synergies between H2020 and ESIF.

# *"The Innovation Radar"*



**Identifying and supporting high potential innovators in H2020 projects**

<https://ec.europa.eu/digital-agenda/en/innovation-radar>



## ***More than a Radar!!***

### ***Objective of the Innovation Radar:***

To drastically improve the impact of R&D&I projects on the growth and competitiveness of high potential innovators involved in our programs.

### ***Approach***

- With the help of external experts, identify high potential innovators (SMEs or other) in H2020 projects,
- Do this on basis of transparent & objective criteria;
- Stimulate them in getting the best out of the projects for growing their business (by offering tailor-made guidance and support)