



Fast Track to Innovation Pilot (2015-2016)

January 2014



Fast Track to Innovation Pilot - the concept in a nutshell...

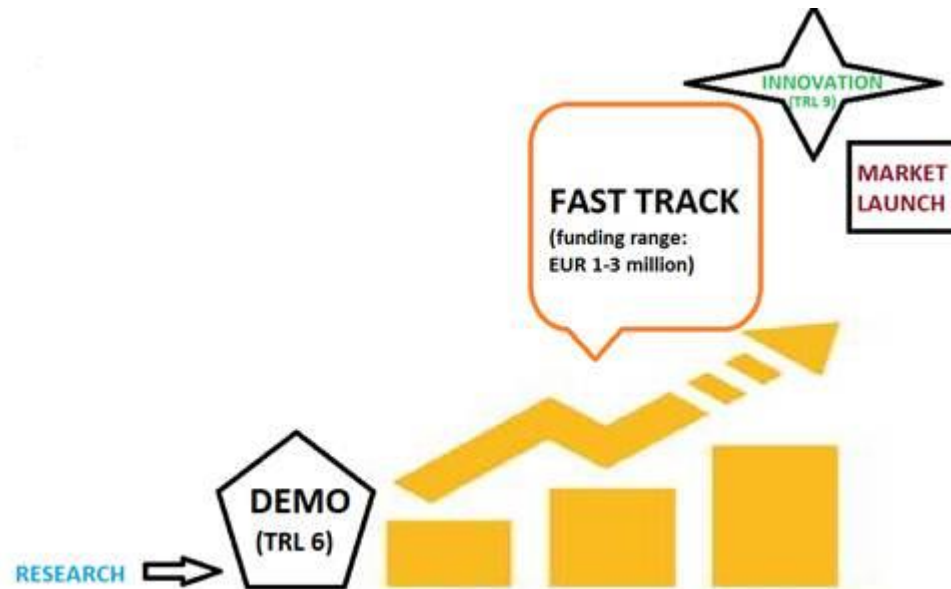
The FTI pilot (2015-2016) is the only fully bottom-up measure in Horizon 2020 promoting close-to-the-market innovation activities that is open to all types of participants...

... while cutting across 2 of the main 3 Horizon 2020 priorities!



Main policy drivers behind the scheme...

- Reduce time from idea to market ('last push')
- Increase participation of industry, first-time applicants, SMEs
- Stimulate private sector investment in R&I



Fast Track to Innovation Pilot

THE ULTIMATE BOOST FOR OUTSTANDING BUSINESS INNOVATORS WITH A NEED FOR SPEED...

PREPARE YOUR PROPOSAL

Build your industry-intensive consortium*
minimum 3 partners - maximum 5 partners
(all based in the EU and / or in Horizon 2020
associated countries)

Proposal



Outstanding Business Innovation Concept
(high-readiness level / TRL 6, meaning
demonstrated in a relevant environment)

Continuous open call
until end 2016

6 months time-to-grant

DEVELOP YOUR INNOVATION

Receive an EU grant of EUR 1 million to 3 million
(70% of funding, 100% of funding for non-profit entities)

From Mature R&D
Demonstration
Market-Oriented
R&D
to Market-Mature Innovation

12-24 months for implementation

HIT THE MARKET!

Start your commercial activities



The Market
Market-Maturity to Market
Launch



Market-ready result
(finished product, service,
process/ TRL 9)

At most 36 months from grant to market

... AND EAGER TO COMPETE ON GLOBAL MARKETS...!

ACTIVITIES SUPPORTED

Systems validation in real working conditions – Testing – Piloting – Business model validation – Standard setting – Pre-normative research – EU quality label

Why participate to the FTI Pilot?

- Proof of your market potential
- Visibility at the European level / increased chances for market success
- Important support to close-to-market innovation activities
- Building of new value chains / other networking opportunities
- Be one of the first to test a new type of scheme (be it a pilot):
 - ✓ Faster funding
 - ✓ Business-driven approach
 - ✓ Maximum emphasis on impact



Who are we looking for?

- Consortia of a limited size: min. 3, max. 5 partners
- All of the partners should be legally established in the EU or in a Horizon 2020 associated country*, and partners must be from at least three different eligible countries
- Consortia must be industry-intensive:
 - ✓ *either* 2 out of 3/4 partners = private-for-profit
 - ✓ *or* 3 out of 5 partners = private-for-profit
 - ✓ *or* 60% of the budget of the proposal (=total estimated eligible costs) is to be allocated to private-for-profit entities
- ... but can be composed of partners of any type of legal entity (🙌 industry, SMEs, first-time applicants...)
- EU funding sought cannot exceed EUR 3 million; 70% of funding for private-for-profit entities (//innovation actions)
- And last but not least...



* A list of Horizon 2020 associated countries is available via [this link](#).

... the solution or innovation proposed must be relatively mature / close-to-market already...!

- Time-to-market: 36 months or less (from the moment of the start of the FTI pilot action!)
- Level of development ~ TRL 6 (for technological innovations), and similar level of maturity for the non-technological ones
- Further development (up to TRL 9 or equivalent for non-technological innovations) possible in a relatively limited amount of time, and underpinned by a technical and a commercial planning



- Ultimate objective: significant value creation at the EU level (and beyond) / hit



The Market

What type of activities can be supported?

- Advanced and specific research and development activities
- Standard setting and advanced performance testing / piloting / demonstration activities
- Validation of solutions in real working conditions / certification
- Business model validation



- TRL 6 – technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified
- TRL 9 – actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

Implementation Timeline for 2015

- **January 6, 2015**

Open for submission

- **April 29, 2015**

First intermediary call deadline

- **End of July, 2015**

First results from evaluation

- **September 1, 2015**

Second intermediary call deadline

- **End of October 2015**

First grants signed

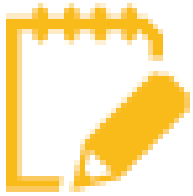
- **December 1, 2015**

Third intermediary call deadline & results from September intermediary call deadline known



Proposal drafting and submission

- Industry status of participants = flagged automatically
- Max. 30 pages for technical annex (sections 1,2,3)
 - ✓ Impact !
 - ✓ Excellence
 - ✓ Implementation
- Business plan-logic
 - ✓ Market relevance and positioning / exploitation strategy (IPR?!)
 - ✓ Financing needs / framework conditions
 - ✓ Return on investment?
- EU added value at another level than the prospective economic one also important
- Solution should be described in a way that it is clear that it will go beyond the current state-of-the-art in its field
- Resources: complementary & cost-effective



Proposal evaluation



- Fully remote*
- Panel of four independent experts (commercial and financial expertise!)
- No consensus meetings
- Automated aggregation of individual assessment reports will result in evaluation summary report (arithmetic average of scores)
- Short feedback allowing the applicant to understand what can be improved in the proposal
- Thresholds: overall 12/15; score for "Impact" needs to be 4/5 or higher!

* The agency may decide to organise panel review meetings in very specific cases.

Ranking

- Proposals with an overall initial score lower than 12/15 will not be ranked
- Proposals with an initial score lower than 4/5 for impact will not be ranked
- Marking will be refined, will allow for bulk of selection decisions
- Criteria for further differentiation will be:



- ✓ Value of 'Impact' criterion
- ✓ Size of budget allocated to SMEs
- ✓ Number of first-time industry applicants
- ✓ Number of industry participants
- ✓ Gender balance of consortium staff performing the proposed action



Communication to applicants / Resubmission



- Quite immediate after evaluation if below thresholds
- In case the proposal is above threshold, communication may be delayed until after the ranking process
- No information on how to improve a proposal, only about what elements should be tackled to come to a better result
- Resubmission possible, but only after learning about the result of first submission of the proposal

Grant agreement & project management

- // Standard processes - innovation actions
- No negotiations in grant preparation phase (only high-quality actions will be selected for funding)
- Grant agreement template = general one for innovation actions
- Financial viability check for coordinators only
- Pre-financing on a case-by-case basis (max. 90%)
- Project duration not to exceed 36 months, but average duration is expected to be in between 12 and 24 months (1 or max. 2 reporting periods)
- High visibility for participants

Future of the FTI Pilot

- 2016: pending Work Programme adoption
 - ✓ 50 to 70 actions
 - ✓ Budget of EUR 100 million
- Beyond 2016: dependent on progressive, full-scale evaluation and first results!
 - ✓ Specific reporting template for FTI Pilot participants
 - ✓ Specific study to be commissioned