



REGIONAL SMAS

INTERREG / COSME (tbc)

Summer cours: Preparation of European Project Proposals
Brussels 4th – 6th of July





Extremadura energy cluster

Mission

Private non-profit association of 53 SMEs which promotes the commercial and technological development of the energy sector in Extremadura.

Principal activities connected with the proposal

Collaboration for the definition of the Regional Hub.

Stakeholders engagement (RDA, RIS actors and sectors, investors, scientific parks, chambers of commerce, researchers, project beneficiaries, consulting, IPR services, etc.).

Dissemination and replication at European level + matchmaking events

Potential – resources

Team of 3 people (engineers and economist) experienced on EU projects.

Deliver services to 53 associated companies.

Can participate as a partner.

Previous experience in EU programmes

Since 2008, the Cluster has participated in several European projects, either as coordinator or as partner. Experience in management of European projects has been gathered through several EU Programmes such as Intelligent Energy Europe (FP7 – Meshartility.eu), Erasmus + (Ibmplus.eu, Euvet.eu, Effivet.eu, Soltec.eu) and Interreg (Retaler).

Carolina Grau works on European issues since 2000, she is expert evaluator of the EC and often participates in communication activities organized by European Commission and other European entities (associations, EU Regional Offices...).

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Regional Hubs for Smart Market Approaches

PROBLEM: RTD project promoters often lack business skills. Appropriate dissemination and exploitation strategies are crucial for the impact of their project results and business long-term feasibility.

OPPORTUNITY: META was the origin of the idea... A sound business plan, clear approaches to different market segments, communication strategies and exploitation of project results are gaining an increasing relevance for investors and granting entities.

Specialised assistance to project beneficiaries to identify exploitation and dissemination opportunities may be easily delivered from Regional Hubs highly experienced in innovation issues.

WHY REGIONAL DEVELOPMENT AGENCIES SHOULD GET INVOLVED?

Regional players can many times answer to new demands more swiftly, and have in many cases increased their R&D investments drastically in the last few years.

Regional Development Agencies are perfectly positioned and well experienced to approach and train RTD practitioners demanding advanced services to maximise the value added and impact of their research projects.

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Activities

Through a Hub of European Regions and Experts on Exploitation Strategies and tools, the following services will be delivered:

- Assistance on risk assessment, design or market studies,
- Assistance on Innovation and Business Plan Development
- IPR assistance;
- Exploitation Strategy Seminars to brainstorm on key results, and how to address the risks and obstacles associated with exploitation;
- Pitching exercises
- Matchmaking events: search of transnational business opportunities (EEN, investors and business partners);
- Coaching sessions on business / market related issues
- On-line consultancy service provided by consultancy companies.

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Expected results

Greater impact of regional and national RTD investments in terms of producing new highly innovative products and services demanded by widely spread markets.

Fill in the gap of researchers who don't know about market readiness and investors requirements

Benchmark similar European services delivered by Regional Agencies in order to exchange information, lessons learned, and success factors for smart market approaches. Learn from other Regions.





EuropeAid/151561/D D/ACT/LB

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I-Com – Institute for competitiveness

Activities

I-Com is an association with an extensive previous work on energy-related projects in North Africa and the Middle East. Hence, I-Com already participated to some calls for proposals for projects funded by diverse funding instruments: ENPI, Intereg Europe, ENI, DCI, GPGS, among others.

Potential - resources

I-Com is an association that works at both national and European level for a decade. 12 employees and 11 external collaborators participate to its activities. Public actors, consultancies and associations partnered with I-Com both to participate to calls for proposals and to implement the projects on the ground. I-Com manages an annual budget of more or less 800.000 EUR.

Previous experience

I-Com participated to and won a call for proposals in the framework of the EMPI CNCMED Mediterranean Sea Basin Programme; answered to two EuropeAid calls for proposals on “Enhancing Innovation and Growth in the Southern Neighbourhood,” and on “Civil Society Organisations and Local Authorities Actions in partner countries (in-country) – Islamic Republic of Iran.”

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EuropeAid/151561/DD/ACT/LB

Complementary support to the development of waste management schemes
SWIM for CHANGE (Sustainable Waste Integrated Management for CHEkka
muNicipality: Global approachEs):

Opportunities:

To elaborate a replicable integrated waste management scheme for Lebanese
Municipalities;

To stimulate sustainable waste management investments for Lebanese local
communities thanks to innovative public-private partnerships approaches;

To reduce the pressure on the Lebanese costal environment due to the lack of
appropriate waste management in costal Municipalities

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Activities

Activities

Study

Implementation

Horizontal activities

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Results

Assessment of the current waste management system

Elaboration of the new master plan for integrated waste management system

Innovative financial mechanism for the implementation of integrated management projects

Capacity building and training activities on integrated waste management implemented at local level

Increased public awareness on sustainable waste management issues





SEED-UP

Interreg Europe

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Instituto Aragonés de Fomento

Fostering technology transfer and commercialization through improvement regional innovation ecosystem which increases spin-off companies.

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SEED-UP

Create a network of collaboration to define and implement policies and regional strategies to allow the capitalization of research actions developed by Universities and Public Research organizations, in order to promote the creation of new technology-based companies (spin-off).

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SEED-UP

The commercialization of research, present significant barriers to bring successfully research developed in universities and research centers to the market.

- Low entrepreneurial spirit.

- Lack of business management skills.

- Difficult access to finance.

Spin-offs are essential for the regional economic and social development:

- Provide qualified jobs.

- Perform activities with high creation of added value





Activities

Exchange of experiences for supporting entrepreneurship within research organizations.

Benchmarking of the support institutions to detect improvement areas for better spin-off support.

Identifying good practices in order to find the best financial option for spin-offs.

Cooperation among partners to develop a regional action plan which increase the number of spin-off created from R&D results.

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Results

Strengthening entrepreneurial environments at universities and research organizations through triple-helix cooperation.

Increased number of spin-off companies created by universities and research organizations.

Increased researchers collaboration from different countries to exploit research result creating a new company.

Strengthening and consolidation of spin-off companies.





Fit&PROTECTED

**SFS-17-2017: Innovations in plant
protection**

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MATERIA NOVA

Activities : R&D centre

Structural analysis - biocatalysis

Up-Scaling

Formulation – liquid & solid

Effect on plants – cells suspension & lab

Potential - resources

100 employees, turnover 10 million €.

Previous experience

FP7 & H2020 projects



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FYTEKO

Activities : Plant biostimulant
Synthesis & formulation development
Production
Formulation – liquid & solid
Market
IP

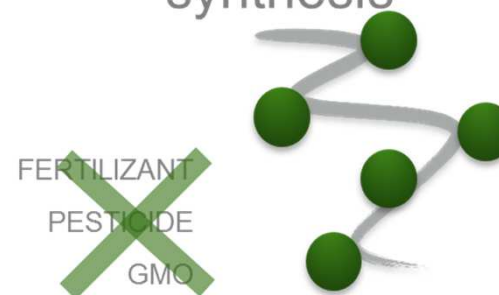
Potential - resources
5 employees

Previous experience
Regional R&D projects

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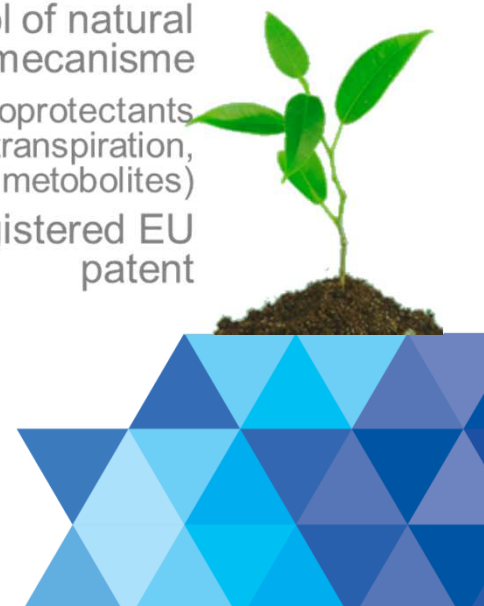
New
BIOSTIMULANTS
synthesis



Control of natural
tolerance mecanisme

(e.g. osmoprotectants
levels, transpiration,
metabolites)

Registered EU
patent





Micro-Funding

Synergies between different sustainable plant protection products (integrated approaches)

Focus on residue-free and sustainable production (nature-based compounds)

Boost plant innate defence and improved environmental performance

Fruit/vegetable sectors

Development of 100% biobased & sustainable global solution to reduce agricultural input of over 30% , no residues, and proof of concept on 3 case study (crops) in 3 regions that it can work at farm level (similar or increased yield compared to conventional/chemical agriculture)

Development of preventive + integrated farm-management methods

Use of new active compounds coming only from different EU Startups/SMEs (TRL 6-7) already near the market (no production problem, already proven effect)

Innovation through combination of all these products

Research part focuses on correlation of gene expression changes in plants to prove physiological benefits seen in the field + optimisation of formulations (focus on biobased/organic solutions, synergies) in a way it could later be used for regulatory/homologation aspects

Analysis of the economical, environmental, regulatory and societal framework/impact.

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Activities

Integrate different bioproducts for a global farm management

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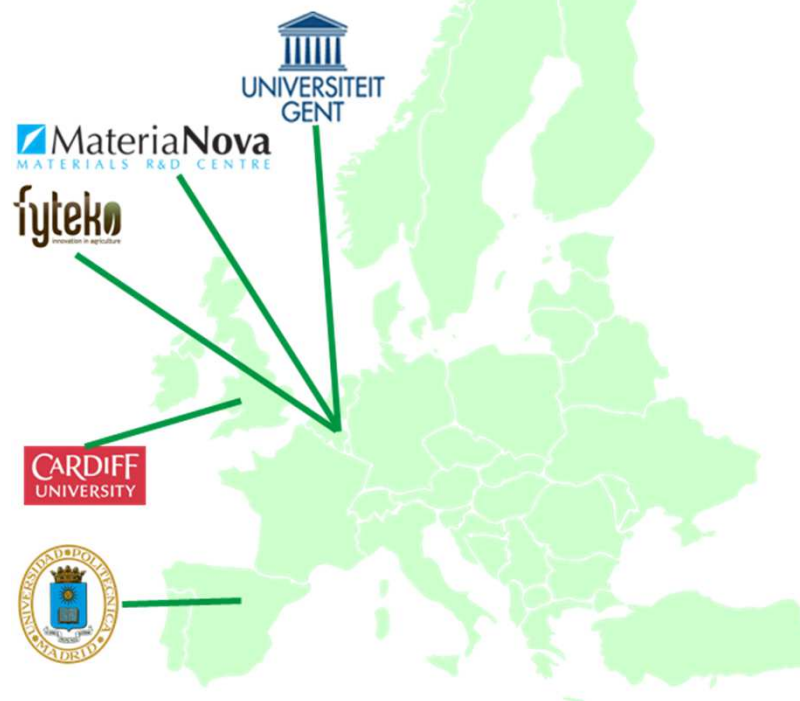
Results

30% inputs reduction

No residues on
fruits/vegetable after use

Increased yield

PoC of feasibility of organic
biocontrol



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Smart and Safe Atlantic Waves

Interreg Atlantic Area

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Office de Cantabria

Activities

Regional Ministry for Innovation, Industry, Tourism and Commerce of the Cantabria Government.

It is responsible to implement the Smart Specialization Strategy and it is in charge of the threefold policies included in the project (innovation and business development, ecological tourism). It has close ties with the environmental department.

Potential - resources

9 partners in 4 MMSS (PT, FR, IRL and ES).

Variety: University, R&I organisation, public authorities (local level), Business networks and organisation

2 associated partners: European network and national ministry for tourism.

Previous experience

Based on a project idea already supported by COSME

First time to coordinate a project proposal

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Smart and Safe Atlantic Waves

Better exploit surf product in a transnational, transferrable and sustainable way:

- Develop a comprehensive strategy to the areas
- Atlantic label attesting safety and protection of the natural ecosystems.
- Valorisation of biodiversity and well-preserved natural landscapes.
- Generation of business opportunities to produce long lasting economic and social impact in the area





Smart and Safe Atlantic Waves

The commercialization of research, present significant barriers to bring successfully research developed in universities and research centers to the market.

- Low entrepreneurial spirit.

- Lack of business management skills.

- Difficult access to finance.

Spin-offs are essential for the regional economic and social development:

- Provide qualified jobs.

- Perform activities with high creation of added value





Activities

Environmental WP: protect and value the coastal and maritime biodiversity; raise awareness among visitors and local population.

Ecotourism WP: experience the cultural aspects of this practise in areas with high ecological value to visit.

Economic development WP: create and test new eco-business opportunities.





Results

Network of Safe, Smart and Sustainable Surf Communities.

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Smart Rural Health

H2020

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Instituto de Investigación Sanitaria

SPAIN → Santander → IDIVAL (Health Research Institute)

IDIVAL promotes the research and biomedical innovation in the health sector, whose epicenter is Marqués de Valdecilla Hospital.

Our vocation is to seek solutions to health problems and contribute to the scientific, educational, social and economic development.

Our main values:

- Scientific excellence.

- Alignment with the needs of the environment.

- Orientation to attracting talent.

463 professionals 29 Groups, 6 Areas: Cancer, Neurosciences, Transplant, Metabolism, Infection and Immunity, Transversal

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Smart Rural Health

A smart Health Solution for ageing people living in rural areas

WHY SILVER ECONOMY??

Demographic evolution in Europe: a progressive increment on the number of people aged 65 and over

The EU has among their political priorities to procure that older people prolong their active and working lives as a strategy to unload the Social Security public systems.

RURAL AREA FOCUS

Inequalities when living in rural areas: Fewer services and income rates, and less reliable communication systems that we have in urban areas.

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Activities

Develop and test an IT integrated service, to offer remote assistance (tele assistance) delivered at the elderly people home, monitoring their health, mobility, and ambient conditions through a network of sensors connected to a platform, focused on the security, health and independency of the individual. All this network is connected to a telecare center. This system will allow specialized personnel to access this information





Results

- Risk prevention and detection: falls, home accidents, etc.
- Healthy lifestyle control: diet, hygiene, exercise, etc.
- Routine follow-up

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Whom we are looking for

Partners sought : From all EU, Experts in ICT, Experts in silver economy

Partners we have already : Cantabria University, Marques de Valdecilla Hospital, Santa María la Real Foundation, Health research Institutes, Hospitals, Patients associations, Regional development agency, FORUM Connemara (IR), University of medicine and pharmacy Iasi (RO), Instituto Pedro Nunes (PT), City of Leuven (FR)

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Contacts

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MORE INFORMATION

www.idival.org

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Micro Funding

H2020-INNOSUP

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Micro-Funding

MICRO FUNDING - improving early phase innovations and ideas to business through utilizing crowdfunding

Problem: SMEs have product etc. ideas which they do not have resources to develop into actual business. Usually they don't have time or money.

Opportunity: This problem could be eased with activating SMEs to represent their ideas and help them to get crowdfunding. The role of innovation and development agencies is important in this process





Micro-Funding

Lump sum (totally 50 000 EUR).

The project will be implemented by using “Twinning advanced” (“Twinning+”) methodology; this means that the main objective / result of the project is to write the Design Options Paper (DOP).

DOP will identifies and documents the implementation options, guidelines and implementation alternatives that the partners in the challenge have experienced and would recommend an agency which is interested in implementing the proposed better practice. The DOP will be as a guide or tool, which will include EU and Member States level proposals and suggestions for standardizing legislative framework and common practices of crowdfunding.





Micro-Funding

Project consortium:

Joensuu Regional Development Company JOSEK Ltd,
Finland (coordinator)

European Crowdfunding Network, Belgium (partner)

City of Dubrovnik Development Agency, Croatia
(partner)

Paragon Europe, Malta (partner)

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Activities

Work package 1; Activating, testing and piloting

First project partner meeting (kick-off) in Joensuu, Finland, two days

Providing webinar from the subject “How to do a crowdfunding campaign”, half a day

Arranging business idea competition in project partner’s regions

Evaluating of SME’s proposals in regional level by JOSEK Ltd (Finland), Dubrovnik Development Agency (Croatia) and Paragon Europe (Malta).

Second project partner meeting in Dubrovnik, Croatia, two days

Organising crowdfunding campaigns for best ideas

Third project partner meeting (final) in Mosta, Malta, two – three days

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Activities

Work package 2; Writing of the Design Options Paper (DOP)

Writing of the Design Options Paper (DOP) is the main objective of the project.

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Results

The main result will be the DOP.

Other results: piloting and testing of crowdfunding in SMEs' innovations and ideas development in European context, EU and Member States level proposals and suggestions for standardizing legislative framework and common practices of crowdfunding etc.

