

 A GRANTS OFFICE PUBLICATION

FUNDED

JUNE 2021 | VOLUME 1 | ISSUE 1



**Getting to Know
Horizon Europe**



In This Issue

Erasmus+: New Budget, Same Goals.....	4
Program Snapshot: EUREKA Clusters AI Call 2021.....	7
Getting to Know Horizon Europe.....	8
Tip sheet on integrating technology requirements into grant applications.....	11
Program Snapshot: Tech Fast Lombardy.....	12
Grants Office Europe Needs Grant Writers!.....	13
How to Craft a Winning Project Description to Lay the Best Foundation for your Grant Application.....	14
Funded Project Highlight: Justice Project (e-JUSTICE).....	16
Program Snapshot: Justice Programme (JUST).....	17
The European Local Energy Assistance Programme (ELENA).....	18
Small & Medium Size Enterprises (SMEs) in the UK: Grants as Drivers of Growth and Expansion.....	20
Program Snapshot: Bavarian Research Foundation - High Technologies for the 21st Century.....	22
KMU-Innovativ - ein Förderprogramm für innovative Projekte, das kontinuierlich für deutsche KMUs offen steht.....	23
¿Cómo se planea Digitalizar España?.....	26
Program Snapshot: Horizon 2020 – Medical Technologies, Digital Tools and Artificial Intelligence (AI) Analytics to Improve Surveillance and Care at High Technology Readiness Levels (TRL) Grants Program.....	30
Funded Project Highlight: Horizon 2020 – Medical Technologies, Digital Tools and Artificial Intelligence (AI) Analytics to Improve Surveillance and Care at High Technology Readiness Levels (TRL).....	31

Dear Readers

We are pleased to announce the publication of the very first issue of FUNDED EUROPE. Grants Office has been publishing FUNDED in the US for over a decade, sharing in-depth and timely information about funding opportunities, tips and strategies for developing successful grant proposals, and generally helping to deepen grant-seekers' understanding of the funding landscape. FUNDED EUROPE represents an exciting new development as Grants Office has expanded its services into Europe (and beyond).

Going forward, you can expect to find analyses of programs managed directly by the European Commission as well as information about national and regional funding developments in Germany, France, Italy, the Netherlands, Spain and the UK. FUNDED Europe will analyse new initiatives, share best practices for successful applications, as well as examples of innovative funded projects and insights from grant experts. Over the years, this information has been helpful in orienting the grant-seeking efforts of a broad range of organizations. In these unprecedented times, grant funding plays an even more significant role as new funding programs and opportunities are being deployed in response to the Covid-19 pandemic. Poised as we are at the beginning of a new European Multiannual Financial Framework, and with national recovery funding soon to be released, it can be challenging to stay on top of all the funding opportunities.

Our first issue begins to explore funding opportunities across Europe and offers a sample of the range of programs we will be covering going forward. Milena Marchesi and Gregory Clare describe two flagship European programs, Horizon Europe and Erasmus+, respectively. With a budget of almost 100 billion euros, it is fitting that Horizon Europe features as our cover story in this issue. Horizon Europe is the most ambitious program funding research and innovation worldwide and its missions directly reflect the priorities of the European Commission—addressing climate change, digitization and health—priorities that also inform all other EU funding programs. Gregory Clare examines Erasmus+, a program often assumed to be primarily about educational mobility, but which also supports partnerships and educational innovation. Charlotte von der Brelie describes the European Local Energy Assistance Program (ELENA), which offers technical assistance to both the public and private sector for energy efficiency, sustainable residential buildings and urban transport and mobility.

Moving to the national level, Robert Flood describes the landscape of SME funding in the UK, outlining opportunities ranging from the local to the European level. Anna Radtchick focuses in on a substantial funding initiative in Germany aimed at supporting innovative SMEs in 10 technology fields. Finally, Vanessa Sanchez highlights a broad Spanish digitization initiative, "Spain Digital 2025", which aims to boost the economy and reduce territorial inequalities.

Moving beyond the specifics of local grant funding opportunities, Marie-Christine Noujaim provides us with helpful suggestions on how to approach proposal writing, especially project descriptions.

As we launch our first issue, we hope that Funded Europe will become a useful source for a diverse range of grant-seekers in Europe. We welcome your feedback and suggestions of topics to include in future issues.

GRANTS OFFICE EUROPE IS NOW ON TWITTER AND LINKEDIN!

Grants Office has built a leading reputation in grants intelligence in the United States. Over the past year, we have taken that expertise internationally. With the help of our team of locals and native speakers, we recognise that the European cultural, legal, and economic context shapes policies related to funding and creates a particularly European grant landscape. To that end, we offer our clients and partners tailor-made grant education and intelligence, such as you find here, in our quarterly magazine Funded, and ongoingly on our social media platforms.

Give us a follow on [Twitter](#) & [LinkedIn](#) to find the latest in European funding as well as information on webinars, and more.

Erasmus+: New Budget, Same Goals

Gregory Clare

After the annus horribilis that was 2020, we embark on hopeful times. Vaccine productions in abundance, bitcoin is on the up, and our bad breakup with the United Kingdom is finally behind us. We are removing their pictures on our social media and unfollowing; it is time for the European Union to dust itself off and start anew. Will young people be the ones to take the European Union forward? The European Commission has always hoped that the young would be the glue that keeps the Union together. It is hardly surprising that the Commission proposed a significant enlargement of the budget for a programme shaped to benefit the young.



The name Erasmus alone resonates with a whole generation of European youth. The similarly named Erasmus (exchange) Programme has, since its inception in 1987, developed into a cultural phenomenon, *sui generis*, in which more than nine million students have participated. Many hold fond memories of their Erasmus experience, that was filled with introductions to students from across Europe. The so-called 'Erasmus Generation' is studded with students from various countries who could be described as keen European integrationists.

It has therefore been hailed as one of the greatest projects of the European Union. The president of the Erasmus Student Network, Kostis Giannidis, referred to the Erasmus Programme as the answer to the radicalisation of young people in Europe. If there is ever to be an "ever closer union" it will happen through consolidating gains made with the Erasmus programme and in extension the overarching Erasmus+ Programme, the Union's programme for education, training, youth, and sport.

While the Erasmus Programme represents one of many actions within the Erasmus+ Programme, nine million participants in a Union of 445 million is disappointingly low. Erasmus has been a privilege for a few and has not yet developed into the inclusive student mobility programme that could offset radicalisation. The Commission seems to recognise this and is looking to go beyond reaching the traditional Erasmus demographic. In its proposal for the 2021-2027 Erasmus+ funding period, it stresses the need for the programme to reach people with fewer opportunities. The Erasmus+ should play a larger role in the Union's actions to address socio-economic challenges which should lead to increased mobility among young people in the EU.

What can prospective Erasmus+ grant applicants expect of the 2021-2027 funding period? Quite in line with the Commission's intention in this period's Multiannual Financial Framework, the application process will be simplified and scaled-up. Small-scale partnerships will be able to benefit from simplified administrative requirements and shorter project durations, which should lead to increased accessibility to funding for small organisations. Also, projects that are deemed to be of high quality, but which did not receive financing due to budgetary constraints, will be awarded a Seal of Excellence certification, which should assist grant seekers in acquiring alternative funding under the European Regional Development Fund or the European Social Fund+.

ERASMUS+ PROGRAMME 2021-2027 STRUCTURE

As early as 1994, the European Union aimed to strengthen European educational initiatives through the SOCRATES programme, which was followed by SOCRATES II in 2000 and 2007 the Lifelong Learning Programme (2007-2013). After the programme transitioned from the Lifelong Learning Programme (2007-2013) to Erasmus+ (2014-2020) the programme brought together the focus on various sectors of education and training and a programme on youth under one umbrella. Henceforth, Erasmus+ has been streamlined under three key actions for the education sectors (formal, non-formal and informal).

The strategic elements of the Erasmus+ programme (setting budgets, priorities, targets and criteria; and monitoring and evaluation) is overseen by the European Commission. In addition, the Commission assumes responsibility for the supervision and coordination of the structures at national level. The Education, Audiovisual and Culture Executive Agency (EACEA), also known as the Executive Agency, oversees the complete life-cycle management of projects, including promotion, grant request analysis, monitoring, and dissemination of project and programme results. The large and more strategic Calls for Proposals, also known as Centralised Activities, are generally managed at this level.

National Agencies promote and implement the programme at the national level and are responsible for providing information on the Erasmus+ programme, administering the project selection process, monitoring and evaluating the programme on a national level and providing support to project applicants and participating organisations throughout project life cycles. The bulk of Calls for Proposals, so-called Decentralised Activities, are managed by the National Agencies.

THE KEY ACTIONS TO APPLY FOR

The Erasmus+ programme 2021-2027 confirms the general framework constituted by the key actions:

Key Action 1 - Learning mobility

Funding opportunities under this action are conceived for individual schools, organisations and a consortium of schools jointly managing a project and creating synergies.

- Professional development courses for teachers and school staff.
- Best practice exchange (teaching abroad and job shadowing).
- Student mobility: projects that allow classes of students to visit a school in another European country.

Key Action 2 - Cooperation among organisations and institutions

Funding opportunities benefitting transnational networks of schools and/or organisations.

- Cooperation and best practice exchange.
- Innovation
- Research projects

Key Action 3 - Support policy development and cooperation.

Managed by the Executive Agency, this action is dedicated to centralised Erasmus+ activities providing grants for a wide variety of actions leading to innovative policy development, policy dialogue and implementation, and the exchange of knowledge in the fields of education, training and youth. It should be noted



Source: French Agency for Erasmus+/Education Training

that grant opportunities under this Key Action are generally published outside of the annual Erasmus+ Call for Proposals and are either directly implemented by the Commission or published in specific Calls for Proposals throughout the 2021-2027 period.

- Initiatives for policy innovation
- Civil Society Cooperation

There are also two separate areas of the programme for Jean Monnet activities and Sport.

BUDGET

In 2018, the Commission proposed a budget of €30bn for the Erasmus+ programme in the 2021-2027 period. In the final distribution of the MFF 2021-2027 funds, the Erasmus+ programme had to settle for a significantly lesser amount. Throughout 7 years, schools, organisations in adult educations, professional training, youth sector and sport will benefit from a funding of €23.4bn. The Commission blames this solely on the COVID-19 pandemic. However, the figure is very close to the €21.4bn proposition by the European Council in February 2020, months before the full economic ramifications of the COVID-19 pandemic became evident.

MEPs from the European Parliament have managed to negotiate an additional €2.2bn top-up which will be funded by revenue from competition fines (thank you Google) and de-commitments.

What does this mean for the immediate future? Stability mainly, as the current 2021 Erasmus+ budget of €2.89bn is comparable to the budgets of the latter years. We should refrain from speculating why this year's budget is at such a modest level and focus on what we know. The 2014-2020 Erasmus+ budget was €14.7bn, which has been increased by €10.9bn in the new budget period.

PARTICIPATING IN ERASMUS+

EU grants have a bad reputation when it comes to the application process, and for good reason. That said, participation has never been easier. Let us examine how we can turn your idea into an Erasmus+ worthy grant application.

Firstly, let us go back to the Centralised and Decentralised activities. Decentralised calls are mostly found under Key Action 1 and Key Action 2 activities and make up most calls under the Erasmus+ programmes. These decentralised activities are managed by National Agencies. Applying requires your organisation to register using the online Erasmus+ application form and obtain an Organisation Identification Code (OID). The Executive Agency manages the centralised activities which occasionally lead to calls for proposals on the EACEA's website, including the necessary application forms and selection procedures. Examples of centralised activities are joint master's degrees (Key Action 1), sector skills alliances (Key Action 2), Cooperation with international organisations (Key Action 3), and Jean Monnet activities.

Confusingly, Erasmus+ call for proposals will also be communicated in bulk. The newly published [call for 2021](#) is of these bulk call for proposals that includes all actions described in this article. Furthermore, the topics that tentatively published and can be subject to adjustments or even cancelations. Fret not, while the call could be abandoned, they are still in line with the intended activities of the Erasmus+ programme and will surely be available at a later stage, albeit in altered form.

In general, grant applicants applying for Erasmus+ funding should be established inside the European Union and should be active in the fields of education, training, youth or sport. There are some deviations from these general rules on a call-by-call basis. There are, however, no deviations from the type of applicants who are considered eligible for Erasmus+ funding. They are without exceptions organisations, or informal groups, in the following categories:

- Schools and colleges
- Youth groups
- Higher education institutions
- Adult education
- Public or Private Organisations (active in the relevant fields for Erasmus+)
- Sports organisations

Applicants seeking Erasmus+ funding under Key Action 1 should make sure that they link their request for financing with the organisational needs in terms of quality development and internationalisation. These needs should be expressed in the European Development Plan. While this document does not

specifically address the project for which you intend to apply, it does refer to the general internationalisation strategy of the school and intends to ensure that the calls applicants intend to apply for are well-integrated with its European strategy.

With the European Development Plan in hand, you will develop an idea that will assist you in identifying Erasmus+ grants that match your project and strategic goals. While you could completely go your way, the European Commission does not take kindly for applications, however outstanding it may be, that deviate from the topic requirements. Fully immerse yourself in the history, ideology, policy directions of the Erasmus+ programme as a guide throughout your project design. Your applications will be far more successful if it aligns with the EU's hopes and dreams for its Erasmus+ programme.

A few non-obligatory steps include getting to know your peers. You can do this by visiting the Erasmus+ Project Results Platform, a database of funded Erasmus+ projects, to find inspiration from successful applicants and to discover potential partners from across the Union. Projects intended for Key Action 2, considered more complex, can benefit from seeking partnerships. To this end, you can utilise the various European networks and initiatives in your sector. The following is an impression of the numerous networks available:

- [eTwinning](#)
- [Eurodesk Network](#)
- [Salto-Youth](#)
- [Eurydice](#)
- [Epale](#)

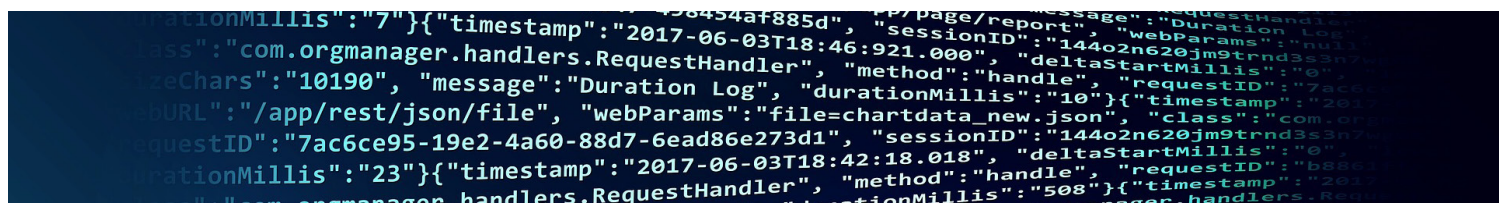
Once your OID code is in and your project idea has been developed, you should head over to the European digital platform and upload your project plan. On this platform you will also be asked to provide information on the suggested budget, management aspects, identification and dissemination of results.

CONCLUSION

We know that the Erasmus+ programme is a key driver for European integration through educational and academic cooperation. To reach their objective, the European Commission is shelling out €25.6bn over the 2021-2027 period. These will be dispersed through centralised and decentralised grant schemes, with the latter being of most importance to the majority of readers of this article. Readers interested in these decentralised grant schemes are advised to plan ahead and involve all necessary stakeholders from within and outside of the organisation. Involving network partners, such as can be found on several of the network platforms mentioned, will highly benefit your chances for success in the 2021-2027 period.

EU Program Snapshot

EUREKA Clusters AI Call 2021



SUMMARY

This Eureka Clusters AI Call 2021 is specifically designed to stimulate activity in the area of Artificial Intelligence through the creation of trans-national collaborative projects.

Participants are invited to submit applied research and innovation project proposals in the field of Artificial intelligence, indicating, where possible, how they are related to the technological focus area of the participating Clusters most relevant to their proposal:

- New AI capabilities
- AI for Agriculture
- AI for a Circular Economy
- AI for Climate Response
- AI for Cybersecurity
- AI for eHealth
- AI for Electronic Components and Systems
- AI for ICT and applications
- AI for Industry 4.0
- AI for Low Carbon Energy
- AI for Manufacturing
- AI for Safety
- AI for Transport and Smart Mobility
- AI for Smart Cities
- AI for Software Innovation
- AI for Smart Engineering ... and many more

ELIGIBILITY

Eligible applicants are: large enterprises, SMEs, Research & Technology Organisations (RTOs), and Academia. Participating countries: Austria, Belgium, Denmark, Finland, Germany, Hungary, Luxembourg, Netherlands, Singapore, South Africa, South Korea, Spain, Sweden, Turkey.

DEADLINE

Applications are to be submitted by June 28, 2021.

FOR MORE INFORMATION

<https://eureka-clusters-ai.eu/>

Getting to Know Horizon Europe

Milena Marchesi

Over the last few years, European research and innovation have received a considerable boost from the European Commission's Horizon programme, which is the largest transnational research and innovation programme in the world. Horizon funds researchers at universities, as well as innovative projects by organizations, SMEs and public entities. Recognizing that research benefits from international engagement, the Horizon programme is also open to many non-EU countries.

The first Horizon programme, Horizon 2020, ran from 2016 to 2020. With a budget of € 77 billion, H2020 funded almost 32,000 grant agreements and 160.837 entities. [Horizon Europe](#), which is slated to run from 2021 to 2027, has an even bigger budget than its predecessor, € 95.5 billion, and can be expected to have an even broader impact in areas that the European Commission has identified as its strategic priorities. These include: addressing the climate change crisis through the [European Green Deal](#) (35% of Horizon Europe's budget is devoted to research and innovation related to climate change); supporting a sustainable and more equitable economy; boosting Europe's global competitiveness and digital autonomy; supporting a democratic Europe; and contributing to the continent's recovery from the Covid-19 emergency.

MISSIONS

New to Horizon Europe is the introduction of five "[missions](#)", which are meant to be overarching objectives orienting the programme and which can be found in Horizon Europe's logo. Each mission will issue calls specific to its topic, with the first calls, described below, expected to open in May 2021:

- **Adaptation to Climate Change Mission:** Funding for Better prepared regional and local authorities to adapt to climate change (budget: € 5 million).
- **Cancer Mission:** Grant funding for "Preparing UNCAN.eu", a European initiative to understand cancer (budget: € 3 million).

- **Healthy Oceans Mission:** Preparation for the deployment of 'lighthouse demonstrators' and solution scale ups and cross-cutting citizen and stakeholder involvement (budget: € 5 millions).
- **Climate Neutral & Smart Cities Mission:** Will support the transition towards climate neutrality within cities will see two grant topics opening, both of which aim to support the transition toward climate neutrality in European cities (budget: € 4 million).
- **Soil, Health & Food Mission:** 'Preparing the ground for healthy soils: building capacities for engagement' will fund actions aimed at building and disseminating knowledge about soil health (HORIZON-MISS-2021-SOIL-01).

HORIZON EUROPE: PILLARS, PROGRAMMES AND ACTIONS

Beginning with Horizon 2020, the Horizon programme has been organized into three pillars that organize different programmes and facets of its research and innovation ambition: European world-class research (Pillar I), innovation (Pillar II), and the application of research and innovation to address critical social issues (Pillar III).

Pillar I

"Excellent Science"—supports cutting-edge scientific research, particularly through the [European Research Council](#), but also the [Marie Skłodowska-Curie](#) fellowships. In addition, Pillar I includes the [Research Infrastructures](#) programme, which, as its name suggests, funds state-of-the-art research infrastructures as well as e-infrastructures across Europe. The budget for Pillar I is set at € 25.8 billions.

Pillar II

Pillar II is organized around six “clusters”: Health; Culture, Creativity and Inclusive Society; Civil Security for Society; Digital Industry and Space; Climate, Energy and Mobility; Food, Bioeconomy; Natural Resources, Agriculture & Environment. These clusters, which are further organized into Destinations and Calls, reflect the European Commission’s priorities of addressing climate change, furthering the continent’s digital capacities, as well as the health and wellbeing of its citizens and societies.

In addition to the six clusters, Pillar II also supports several cooperative agreements between the European Commission and private and public partners, the so-called [European Partnerships](#), which are also organized around specific themes: health; digital, industry and space; climate, energy and mobility; food, bioeconomy, natural resources, agriculture and environment. The [Joint Research Center](#), which conducts research in support of the EU policy-making process, is also located in this pillar.

Pillar III

“Innovative Europe”—funds innovation in the private sector particularly as it concerns small and medium enterprises. This pillar includes three programmes: the new [European Innovation Council](#) (EIC), which follows the success of the 2018-2020 pilot programme [Enhanced European Innovation Council](#), the Ecosystem for Innovation programme, and the [European Institute of Innovation and Technology](#) (EIT).

The most important programme in Pillar III is the European Innovation Council (EIC). The EIC supports cutting edge and disruptive technologies developed by innovative companies—startups, SMEs as well as research teams—which may otherwise struggle to obtain private funding due to the pioneering nature of the technologies they are developing. The programme prioritizes technological innovations that have the potential to further Green Deal objectives and bolster Europe’s recovery from Covid-19.

The EIC includes different kinds of instruments:

- The “[EIC Pathfinder](#)” will provide grants for projects at the early technology and pre-commercial stage. The Pathfinder includes the FET-Open and FET-Proactive instruments and offers grants up to 4 million euros to fund collaborative and interdisciplinary research and innovation across three Member States. Pathfinder grants cover 100% of eligible costs.
- The “[EIC Accelerator](#)” previously the SMEs instrument, will provide two different kinds of funding—grants and blended



financing—to support pre-commercial to market and scale up projects by innovative SMEs. Grant awards range between € 0.5 and € 2.5 million, while blended financing awards can be as high as € 15 million.

- The “[EIC Fast Track to Innovation](#)” (FTI), for mature and market-ready projects. Consortia of 3-5 partners can apply for financing up to 3 million euros with up to 70% co-financing for private sector entities but up to 100% for non-profit ones, including municipalities.
- Finally, the “[EIC Horizon Prizes](#)” which grant awards of up to € 10 million for innovative attempts to solve pressing problems.

The total budget for Pillar III is set at € 13.5 billions.



The Horizon Programme is the largest transnational research and innovation programme in the world.



Green innovation and digitisation are important priorities of Horizon Europe.

ELIGIBILITY, TIMELINE, TYPES OF ACTIONS

Eligibility for Horizon Europe varies by programme and grant call. However, any organization with a legal personality established in a [Member State](#) or territory is eligible.

The most common beneficiaries of the Horizon programme include:

- Private for-profit entities (especially SMEs)
- Higher education institutions and research entities
- Non-profit organizations
- Public entities

Funding rates for Horizon Europe also vary by programme. Horizon Europe's "Global Challenges and European Industrial Competitiveness" component (Pillar II) includes three types of actions: Research & Innovation Actions (RIA), Innovation Actions, (IA), and Coordination and Support Actions (CSA). Familiarity with these actions is critical for grantseekers as the type of action informs the scope of the project, funding rates and evaluation and award criteria:

- [Research & Innovation Actions \(RIAs\)](#) fund basic and applied research that promises to generate new knowledge or technologies. This action requires transnational partnerships among entities from at least three EU Member States. The funding rate is 100%.
- [Innovation Actions \(IAs\)](#) fund technology that is near market-ready but is in need of improvement. Eligible projects include the creation of prototypes, testing, and demonstration. This action requires transnational partnerships among entities from at least three EU Member States. The funding rate is 70% (except for non-profit entities, which are funded at 100%).
- [Coordination & Support Actions \(CSAs\)](#) fund activities related to coordination, networking, communication and dissemination and studies. CSAs do not require transnational partnerships and single entities are eligible to apply. The funding rate is 100%.

Programmes for individual researchers, like the ERC (Pillar I), or funding for SME innovation (Pillar III) may have other funding schemes, as described above.

All Horizon grants include a 25% overhead scheme on top of the award to cover indirect costs.

INTERESTED IN HORIZON EUROPE?

The Horizon programme makes up a substantial portion of EU grant funding. The road to an eligible and successful Horizon Europe application begins with an understanding of the programme structure and of the European Commission policy priorities that are reflected in its themes. The Horizon programme is highly competitive, however. Horizon 2020 received almost a million applications of which less than a third were judged eligible. The success rate of those proposals was around 11%. These statistics underscore the importance of developing a project proposal that closely addresses the call topics and requirements.

If you're just getting to know the programme, or you've considered participating before but were daunted by its requirements, you should know that the European Commission has sought to streamline both the application and the grant management processes, such as by shortening application lengths and simplifying accounting requirements. With the first calls sets to open in June, this is a good time to head over to the European Commission's [Funding & tender opportunities](#) portal where calls are published and applicants can find, among other useful documents, links to work programmes, application guidelines, model grant agreements and the Electronic Submission Service.

Education Corner

Tip sheet on integrating technology requirements into grant applications

The following outlines a series of tips on how to include technology requirements into your grant applications. Most grant applications include allowances for equipment and materials to enable the project to materialise. However, often,

it can be difficult to place and justify these costs to a potential grant suitor. I hope the following tips might help you draft a more tech-friendly grant application in the future.

GRANT APPLICATION TIP	REASON
Focus on the project and objective and not technology for technology's sake	The grant application is not a shopping list or purchase order, but rather a means of achieving a project with a stated goal and desired outcome. Hence technology, if included, has to be an enabler of the objective and project. So do not discuss favouring one IT system over another, but how technology is an integral part of the project.
Stress “capability building”, “training”, “upskilling”, etc.	Training and capacity building is often enabled and facilitated by software, hardware, fast servers, GPUs, imaging software, etc. These buzz words can help justify a technology spend. Training and skills building both have justified IT costs attached to them.
Build “tech” into your annual work plan. Have a plan.	If tech is clearly stated as part of your mission and enablement process, the funder will naturally understand a normal way of doing business or process.
Budget tech expenses as “Shared expenses” not as “Overheads”.	This way, you state the items provide direct support the same way stationary, desks, chairs, do.
Build strong relationships with the funders	Contact the grant makers before applying, discuss your project with them via email or phone, tell them you appreciate their programme.

EU Program Snapshot

Tech Fast Lombardy



SUMMARY

The program intends to intercept technological development projects that have reached a certain degree of technical and scientific maturity (for example, the development of prototypes, the creation of pilot products, testing and validation of new or improved products, processes or services), possibly combined with process innovation activities, in order to implement virtuous mechanisms of acceleration of technological and digital innovation of production processes of Lombardy SMEs - through the design, testing and adoption of innovative solutions in strategic areas of the Lombardy Region - able to facilitate a competitive repositioning through the achievement of a higher potential in terms of productivity and attractiveness.

The program funds two kinds of projects:

- Experimental development and process innovation (within which can also be included activities of digital transformation such as advanced manufacturing solutions, additive manufacturing, augmented reality, simulation, industrial internet, cloud, cybersecurity, big data);
- Only experimental development, related to the areas of intelligent specialization (S3) of the Lombardy Region, reinterpreted in terms of ecosystems related to the centrality of the person and its needs, aimed at increasing the innovative added value of Lombardy companies through experimentation and adoption of innovative solutions.

Eligible expenses include:

- personnel expenses;
- the costs of instrumentation and equipment to the extent and for the period in which they are used for the project;
- costs for contractual research, knowledge and patents acquired or licensed from outside sources on normal market terms, as well as costs for consulting and equivalent services used exclusively for the purposes of the project;
- other operating costs, including costs of materials, supplies, and similar products, directly attributable to the project;
- additional overhead costs calculated at a flat rate of 15% of personnel costs.

Eligible expenditures must range between a minimum of € 80.000 and a maximum of € 250.000, with the intensity of the contribution varying between 25% for experimental development activities and up to a maximum of 50% if conditions relating to the dissemination of project results are met.

ELIGIBILITY

SMEs with headquarters in Lombardy

DEADLINE

To be announced

FOR MORE INFORMATION

Keep an eye out for the publication of the grant--including information on its deadline--on the [Lombardy grant website](#).

A Black man with short, curly hair, wearing a dark blue suit jacket over a white shirt, is smiling and looking down. He is positioned on the left side of the page, with his body angled towards the right.

Grants Office Europe Needs Grant Writers!

Do you have experience with national, regional or local institutions and SMEs in the following EU Member States?

- France
- Germany
- Italy
- The Netherlands
- Poland
- Spain
- The United Kingdom

And are you a native speaker of French, German, Italian, Dutch, Spanish, Polish or English?

Do you have experience with European Union funding programmes?

Grants Office LLC is a full-service provider of strategic grants development services for municipalities, education institutions, non-profit organizations, healthcare providers, and technology industry partners. Our approach to proposal development is based on collaboration and open communication among team members and clients. Our aim is to lower risk and shrink the investment of time and resources required for our clients to pursue grant funding. Our grant writers work directly with clients to help develop all elements of the project, and coordinate submission of a high-quality, competitive proposal.

**WE'RE ALWAYS LOOKING FOR NEW WRITERS,
JOIN THE TEAM TODAY!**

Reach out to us at info@grantsoffice.com with:

- Your CV
- A listing of the organizations (European, national or regional entities, universities or SMEs) for which you have written grant proposals
- A listing of the grant programs for which you have been a proposal reviewer, if any
- 2 writing samples (preferably narratives from successfully funded projects)

How to Craft a Winning Project Description to Lay the Best Foundation for your Grant Application

Marie-Christine Noujaim

Have you ever wondered when would be the best moment or what would be the best way to start a grant application adventure? A strong willingness might certainly be the correct key to unlock the door of this engaging process, but most importantly, overcoming preconceived ideas and stereotypes are essential to get that boarding pass to success.

We live in a world where the constant is change and the instability of our era might be a barrier for our projects. Nonetheless, this is why many grant programs exist and the secret formula that will differentiate your application from the others might be to follow devoutly specific criteria and checklists and look at your application through the eyes of the funder.

Amid a context where the shockwave of Covid-19 pandemic was synonymous not only with healthcare issues but also with exponential unemployment rates and financial distress for companies, among other challenges, funding has taken on a survival dimension. Even though we hear a lot about increased funding opportunities, grants still tend to be highly competitive. Knowing how best to stand out from the crowd and successfully pursue grant funding can provide a competitive edge and bring an organization closer to achieving its goals.

First, it is crucial to understand that funding is available for projects that aim to achieve a specific objective. As we like to say at Grants Office: funders fund projects, not products. For this reason, in this article we focus on the first and most important step of the grant process: the project description.

The project description needs to be informative but also to give the proposal evaluator a clear and complete sense of the initiative, action or innovation being proposed. It should therefore be engaging, easy to read, as well as concrete. In short, the description of the project needs to be convincing. While the process of putting pen to paper can be quite daunting, it can be helpful to remember that a project starts with just an idea. A clear and well-articulated idea is the basis for the application process, as in the famous quote by Nicolas Boileau-Despréaux: “what is well understood is clearly stated, and the words to say it come easily”. This process is half art and half science. It is both an administrative and intellectual exploration.



Winning project description... boarding pass to success

What are some general tips in grant writing that can apply across a variety of contexts?

- Proposal writing should start well ahead of the deadline.
- A successful grant description needs to be understandable to a broad audience, which means that it should be written using language and terminology that can be accessible to non-specialists.
- Incorporate keywords highlighted in the grant to make clear for the reader how your proposal speaks to the grant requirements.
- Active sentences are more engaging and clearer than passive ones and will help to keep your text engaging and dynamic.
- As with any other form of writing, feedback from others is invaluable.
- Knowledge of the funding entity and its priorities is often very helpful context, as is familiarity with previously funded projects, which can usually be found on the funder's website.
- Make sure that your application responds to all the different requirements listed in the grant. It is easy to get caught up in describing a project's innovative approach at the expense of other dimensions important to the funder, such as implementation or impact.
- If the grant requires that applicants seek out partners, networking and partner building should begin in the earliest stages of proposal development.
- Contact the funder to ask for clarification.



THE 4CS OF PROPOSALS:

Credibility

The description of your project must convince the evaluator of the viability of the project as well as of the grant-seeking organization's capacity to carry it out successfully. If met, the credibility of your project will make you also a trusted grant seeker in the future. To maximize your chances, you would also base your project description on a preliminary internal study, adding some figures and past statistics or a forecast of future outcome if you will be granted the requested funding.

Connectivity

Connect the dots for the evaluator between your objectives, proposed activities and budget.

Coherence

The various sections of your project should follow a logical and balanced flow.

Creativity

Last but certainly not least, a successful proposal should balance “respect for the rules of the game” and add a touch of ingenuity that will be that “game changer”.

Convincing the funder is not an easy job but it is certainly possible! Do not be discouraged in case you were not awarded the grant; you will have learned a lot in the process. We hope that the suggestions outlined in this article will help you accomplish the first step in your grant application process.

The secret formula that will differentiate your application from the others might be to follow devoutly specific criteria and checklists and look at your application through the eyes of the funder.

Funded Project Highlight

Justice Project (e-JUSTICE)



PROJECT TITLE

Electronic Xchange of e-Evidences with e-CODEX (JUST-JACC-EJU-AG-2017)

FUNDED ORGANIZATIONS

The project included a consortium of 18 organizations

Coordinator:

Bundesministerium Fuer Justiz (Austria)

Beneficiaries:

Ministarstvo Pravosuda I Uprave (Croatia); Consiglio Nazionale delle Ricerche (Italy); Rijksuniversiteit Groningen (Netherlands); Aristotelio Panepistimio Thessalonikis (Greece); Ministério da Justiça (Portugal); Ministerie Van Justitie en Veiligheid (Netherlands); Ministère de la Justice (France); Ministero della Giustizia (Italy); Ministère de la Justice (Luxembourg); Lietuvos Respublikos Generalinė Prokuratūra (Lithuania); Ministry of Justice, Transparency and Human Rights (Greece); Vish Sadeben Savet (Bulgaria); Ministerstvo Spravedlnosti (Czech Republic); Ministerio de la justicia (Spain); Justizministerium des Landes Nordrhein-Westfalen (Germany); Chambre Européenne des Huissiers de Justice (Belgium).

AMOUNT FUNDED

€ 1.610.135,01

PROJECT DESCRIPTION

The project aimed to enable the electronic exchange of European Investigation Orders (EIO) and their related e-Evidence among Member States. The e-exchange of the EIO and related e-Evidences uses existing national back end solutions or the Reference Implementation by the European Commission. The project contributes to building the exchange infrastructure through the e-CODEX Building Blocks (DOMIBUS Gateway and Connector).

The project activities include identifying obstacles to this European exchange, the setting up of the exchange infrastructure, including back-end application, solution testing, and roll out of the solution.

FOR MORE AWARD INFORMATION

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/projects-details/31070247/785818/JUST>

ORGANIZATION WEBSITE

<https://www.justiz.gv.at/>

EU Program Snapshot

Justice Programme (JUST)

SUMMARY

The Justice Programme provides funding to support judicial cooperation and integration across the European area. The programme is managed by the Directorate General Justice and Consumers and is concerned with strengthening cooperation across the EU on matters of civil and criminal justice, as well as having a focus on e-justice, the safeguarding of the rights of suspects and the accused, improving access to justice, judicial training and protecting victims' rights.

ELIGIBILITY

Public entities and non-profit organizations established in one of the Member States or international organization. For-profit organizations can only participate in partnership with public and non-profit organizations.


DEADLINE

Calls for proposals for the new European budget period, including ones related to e-Justice, already opened in March, with deadlines in May. More calls are expected to be forthcoming, including one with a deadline of September 9, 2021.

FOR MORE INFORMATION

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/programmes/just2027>





ELENA is a large transnational programme supporting energy efficiency and renewable energy.

The European Local Energy Assistance Programme (ELENA)

Charlotte Von der Brelie

The European Local ENergy Assistance known as ELENA by grants aficionados is the secret go-to grant when it comes to providing technical assistance for energy efficiency and renewable energy investments that target buildings and innovative urban transport. I will walk you through the most important aspects of this grant: Eligibility, Envelopes, Investment size, and of course Application. By the end of this article, you'll be a little wiser about the ELENA programme and what it has to offer.

HISTORY OF THE ELENA PROGRAMME

The facility was funded under the Horizon 2020 program, beginning in 2014. It was created by the European Commission and the European Investment Bank to support the preparation of a bankable, ambitious, and large-scale investment programmes in energy efficiency and distributed renewable energy. In 2016, it also began supporting projects in sustainability and innovative urban mobility. By the End of 2019 ELENA has awarded around €180 million of EU support mobilizing an estimated investment of around €6.6 billion in over 21 countries.

WHO'S ELIGIBLE?

ELENA offers grants for projects development assistance to public and private project promoters. Within the public sector in EU member states, government organizations, as well as regional, local, and municipal authorities are all eligible to apply. Even public corporations and financial institutions are not excluded from applying. Within the private sector, all private entities that are planning to develop and support eligible investments, such as associations, mixed public/private entities, or banks etc., as well as other private associations (social housing associations or homeowners' associations) are all eligible to apply. However, one important note: the ELENA technical assistance projects should not be profit-making.

WHAT DOES ELENA FUND?

Activities that are eligible for grant support include technical studies and energy audits, business plans and financial advisory, legal advice, tendering procedure preparation, project bundling as well as project management.

ELENA focuses on three envelopes that correspond to the three different sectors that for the programme supports:

- Energy efficiency
- Sustainable residential
- Urban transport and mobility

Projects within the field of energy efficiency must be aimed at improving energy efficiency and renewable energy usage. Eligible projects include those addressing needs for public lighting, district heating, smart grids, as well as energy efficiency in residential and non-residential buildings and building-integrated renewables.



For the sustainable residential and urban transport envelop, the focus lies on helping private individuals as well as homeowner associations to prepare and implement energy efficient renovations and renewable energy projects for residential buildings. Eligible projects include single family buildings as well as multi-family buildings and social housing.

For the urban transport and mobility envelope, innovative projects in urban areas focusing on saving energy and reducing emissions are prioritized. Eligible projects include investments to support the use and integration of innovative solutions that promote alternative fuels in urban mobility as well as investments to promote the wide-scale rollout of new, more energy-efficient transport which in urban areas can take many forms. Some of these forms are shares mobility, urban logistics, intelligent transport, urban infrastructure, including soft mobility or non-motorized transport mobility.

WHAT KIND OF FUNDING DOES ELENA OFFER?

Normally, ELENA supports large projects above €30 million with a three-year implementation period for energy efficiency and four-year implementation period for urban transport & mobility. The range of projects is diverse, underlining ELENA's attractiveness to most public institutions. Insight into previously funded projects can be found on the European Investment Bank's website (can you add the link?).

HOW DO I APPLY?

The application to ELENA is easy and straightforward.

If you read this far, you may be considering applying to this programme. Here is some good news: for a programme the size of ELENA you would expect a jungle of complicated application forms, procedures, and paths. However, the ELENA application has been kept simple for grant applicants, with assistance offered along the way. An initial proposal for funding can quickly be directed to the EIB email address for ELENA using the pre-application form. If the project is selected, the ELENA team will take over from there and will assist applicants through the next steps. The European Commission provides the final approval based on the EIB's assessment before your project can join the prestigious line-up of ELENA awarded projects.



ELENA is one of the few programmes funded through the European Investment Bank (EIB)

Small & Medium Size Enterprises (SMEs) in the UK: Grants as Drivers of Growth and Expansion

Robert Flood

IMPORTANCE AND ROLE OF SMES IN THE UK ECONOMY

SMEs make up around 99.9 per cent of all businesses in the UK, so are enormously important to the UK economy and play a key role in boosting productivity. They are often referred to as the “backbone” of the British economy. Millions of people work in SMEs – which are a key driver of economic growth and sustainability. It is estimated they contribute about 47% to the UK economy and about 60% of all private sector jobs.

Grants typically mirror national policy imperatives such as the drive to clean growth and net zero, energy efficiency, etc. A current example of this is the millions of pounds being made available to help businesses weather the storm of the Covid-19 pandemic, so to build resilience, and aid post-pandemic recovery.

SMEs as drivers of innovation and growth

WHAT IS AN SME IN THE UK?

In the UK, sections 382 and 465 of the Companies Act 2006 define a SME for the purpose of accounting requirements. According to this a small company is one that has a turnover of not more than £6.5 million, a balance sheet total of not more than £3.26 million and not more than 50 employees. A medium-sized company has a turnover of not more than £25.9 million, a balance sheet total of not more than £12.9 million and not more than 250 employees.

Within this umbrella there are three different categories: medium-sized, small, and micro-businesses. These categories are defined by turnover and number of employees.

IMPORTANCE OF GRANTS IN LEVERAGING FUNDING AND GROWTH

Public funding and grants are instrumental to SME growth and expansion by enabling mission expansion and R&D innovation. Grants come from local, regional, national and sometimes international sources. The following points outline some of the grants available and constitute a representative but not exhaustive list:

1. Local grants are issued by local authorities and government and often take the form of pass-on grants from national government policy and which reflect policy priorities such as pandemic recovery, resilience. These grants are directed to local issues and entities.
2. Regional grants are often articulated via Local Enterprise Partnerships or LEPs, which are a partnership between regional and local government bodies and industry. The name sometimes differs – regional growth hubs, etc- but LEPs play a key role in issuing grant assistance to SMEs in the UK (a list of the LEP growth hubs can be seen here: [LEP Growth Hubs | The LEP Network](#)) These grants may be for R&D innovation, purchasing ICT and other equipment, upgrading IT infrastructure, training staff, reducing carbon footprints, or a mix of these.
3. National grants are grants available from central government and are often competitive processes, such as those organized by Innovate UK, Enterprise NI, Smart Scotland, etc. Rather than being central monies distributed for local purposes such as the local grants mentioned above, these grants involve building a consortium, for example with larger enterprises, universities, or research institutes, to gain funding.
4. European and other international grants are those grants issued by bodies such as the European Space Agency, the Eureka Network, etc. These grants often require SMEs to build a transnational consortium with organizations from other member countries and thus promote positive, collaborative R&D innovation across borders.

Many R&D innovation grants tackle themes such as clean growth to net zero carbon emissions; artificial technology, IOT, Smart cities and other elements of the large data economy; healthy ageing, so that companies can determine the feasibility of new technologies, demonstrate and prototype new innovations with the goal of commercialising new products and services to help the economy grow and prosper.

The business support grants available via Local Enterprise Partnerships (LEPs) aim to help SMEs cope with the fallout of Brexit, help with exporting products in a new trading environment (the SME support fund), training new employees with the new skills required in the digital economy, investing in green technology (decarbonisation grants), etc.

Some grants require match funding, i.e., the applicant has to fund part of the project themselves either by loans, equity financing or a mix. Match funding requirements vary by type of grant, grant maker, and other factors and should always be checked carefully before applying.

FINAL WORD

In conclusion, SME funding has become more of a critical issue in the past 2 years which have been marked by the coronavirus pandemic, rapid technological change and in the case of the UK, the exit from the European Union. During uncertain times, local and national grant funding to build innovation and resilience in the SME community takes on an ever-increasing importance in order to drive growth and employment in the digital economy we now all operate in.



Data economy:

- *Artificial intelligence*
- *IOT*
- *Smart cities*



EU Program Snapshot

Bavarian Research Foundation - High Technologies for the 21st Century



SUMMARY

The Bavarian Research Foundation supports innovative research and development projects which develop new technologies, processes, products and services together with commercial enterprises, especially small and medium-sized enterprises, universities or non-university research institutions.

Funding is available for collaborative projects in basic research, industrial research and experimental development in the following areas:

- life sciences,
- information and communication technologies,
- microsystem technology,
- materials science,
- energy and the environment,
- mechatronics,
- nanotechnology and
- process and production technology.

In justified exceptional cases funding is also available for feasibility studies to test industrial research or experimental development projects.

ELIGIBILITY

Eligible applicants are:

- legally independent companies in the commercial sector,
- members of the liberal professions,
- research institutes, universities and universities of applied sciences as well as members or institutions of universities that are authorised to carry out research and development projects with their registered office or branch in Bavaria.

DEADLINE

Applications are to be submitted by June 30, 2021.

FOR MORE INFORMATION

<https://www.foerderdatenbank.de/FDB/Content/DE/Foerderprogramm/Land/Bayern/hochtechnologien-fuer-das-21-jahrhundert.html>

KMU-Innovativ - ein Förderprogramm für innovative Projekte, das kontinuierlich für deutsche KMUs offen steht

Anna Radtchick

SME-INNOVATIVE - A FUNDING PROGRAMME FOR INNOVATIVE PROJECTS CONTINUOUSLY AVAILABLE FOR GERMAN SME'S

SME-innovative is a funding programme for cutting-edge research and development projects for SMEs implemented by the Research Center Jülich. It is a part of the High-Tech Strategy and the "Right of way for small and medium-sized enterprises" ten-point programme from the Federal Ministry of Education and Research (BMBF) to promote innovation. SME-innovative funds high-tech projects that fit into one of the following technology fields that are particularly important for Germany's future:

- Bioeconomy
- Electronics and autonomous driving; high-performance computing
- Research for civil security
- Information and communication technologies

- Interactive technologies for health and quality of life
- Materials research
- Medical technology
- Photonics and quantum technologies
- Production research
- Resource efficiency and climate protection

With SME-innovative, the BMBF aims to simplify the funding application and approval process for SMEs. This is the reason why the programme includes a "pilot service" ("Lotsendienst") for businesses with little to no previous experience in implementing research and development projects. It provides guidance on which support is appropriate and how to apply for funding. There is also a simplified credit assessment to give small businesses a better chance of obtaining funding. Furthermore, SMEs engaged in research receive special help with particularly high-risk projects.

There are two deadlines per year (mid-April and mid-October), though project outlines can be submitted at any time.

Wenn Sie als Hightech-Unternehmen das nächste F&E-Projekt in Angriff nehmen wollen, ist KMU-Innovativ, das Förderprogramm für Spitzenforschung und -entwicklung, wie für Sie gemacht. Pilotservice-Berater unterstützen Sie bei der Antragstellung in einem der 10 Themenfelder von KMU-Innovativ.

Mit dieser Fördermaßnahme will das Bundesministerium für Bildung und Forschung (BMBF) das Innovationspotenzial von kleinen und mittleren Unternehmen (KMU) im Bereich der Spitzenforschung stärken. KMU-Innovativ ist Teil der Hightech-

Strategie und des Zehn-Punkte-Programms "Vorfahrt für den Mittelstand" des Bundesministeriums für Bildung und Forschung zur Innovationsförderung im Mittelstand.

Die Förderinitiative stößt seit ihrem Start im Jahr 2007 auf eine äußerst positive Resonanz. Seit 2007 wurden mehr als 1.700 FuE-Projekte mit rund 1,26 Mrd. Euro gefördert. Im Durchschnitt wurde damit jedes Projekt mit rund 744.706 Euro gefördert. Die Evaluation hat gezeigt, dass das Instrument deutschlandweit genutzt wird und einem spezifischen Bedarf von KMU entspricht, die Spitzenforschung betreiben wollen.

In vielen Bereichen der Spitzenforschung stehen kleine und mittlere Unternehmen an der Spitze des technologischen Fortschritts. Spitzenforschung bietet KMU die Chance, sich mit neuen Produkten und Verfahren erfolgreich am Markt zu behaupten. KMU sind besonders flexibel und schnell, wenn es darum geht, neue Märkte zu erschließen. Dies gilt insbesondere für neue Forschungsfelder, bei denen es auf Schnelligkeit ankommt. Wichtige Impulse dafür kommen in vielen Fällen aus dem Mittelstand. Auch in den Dienstleistungsbranchen sind es vor allem KMU, die in Forschung und Entwicklung investieren. Ein Einführungsmodul unterstützt KMU, die keine oder nur wenig Erfahrung mit dem Aufbau von Forschungs- und Entwicklungsprojekten im Rahmen der BMBF-Förderung haben.

Viele KMU verfügen nicht über eine eigene Abteilung für Forschung und Entwicklung (FuE). Um innovationsfähig zu bleiben, kann zusätzliches Know-how aus der Wissenschaft helfen: Die Programme sollen den Zugang zu neuesten wissenschaftlichen Erkenntnissen ermöglichen, die KMU in neue Verfahren, Produkte, Prozesse oder Dienstleistungen umsetzen können. Mit der Unterstützung der Vernetzung von Unternehmen und Hochschulen fördern EU, Bund und Land gesellschaftlich und wirtschaftlich relevante Themen in vielen Bereichen, wie z. B. Digitalisierung, Energie- und Umweltpolitik, und zwar gezielt mit der Mittelstandsförderung im Bereich F&E und Innovation.

Das Programm ZIM (Zentrales Innovationsprogramm Mittelstand) ist vielen kleinen und mittleren Unternehmen (KMU) bekannt. KMU-Innovativ ist ein weiteres attraktives Förderprogramm für Forschung, Entwicklung und Innovation. KMU-Innovativ richtet sich an die gleiche Zielgruppe wie ZIM, nämlich an kleine und mittlere Unternehmen, die Programme sind jedoch nicht identisch. Während das Förderprogramm ZIM für alle Technologien und Branchen offen ist, fördert KMU-Innovativ Hightech-Projekte, die in eines der folgenden, für die Zukunft Deutschlands besonders wichtigen Technologiefelder passen:

- Bioökonomie
- Elektronik und autonomes Fahren; Hochleistungsrechnen
- Forschung für die zivile Sicherheit
- Informations- und Kommunikationstechnologien
- Interaktive Technologien für Gesundheit und Lebensqualität
- Materialforschung
- Medizintechnik
- Photonik und Quantentechnologien
- Produktionsforschung
- Ressourceneffizienz und Klimaschutz

FÖRDERUNGSWÜRDIGKEIT

Gefördert werden sowohl Einzelprojekte als auch Verbundprojekte zwischen Unternehmen oder zwischen Unternehmen und Forschungseinrichtungen (z.B. Universitäten, Fachhochschulen, Fraunhofer-Gesellschaften, etc).

Geförderte Projekte müssen mit einem signifikanten technischen Risiko verbunden sein und auf Funktionen, Parameter oder Eigenschaften abzielen, die bisherige Produkte und Verfahren deutlich übertreffen und sich auch am internationalen Stand der Technik orientieren. Wichtige Kriterien für die Förderung sind die Exzellenz des Projekts, der Innovationsgrad und ob das Projekt zur Lösung aktueller gesellschaftlicher Probleme beiträgt.

Bei erfolgreicher Bewilligung können KMU bis zu 60 % der Kosten erstattet bekommen. Die Dauer der Förderung beträgt in der Regel bis zu drei Jahre. Trotz des Namens sind in einigen Teilprogrammen nicht nur KMU, sondern auch Unternehmen mit bis zu 1.000 Mitarbeitern und einem Jahresumsatz von maximal 100 Millionen Euro antragsberechtigt (Medizintechnik, Elektronik, Materialforschung, Photonik, Mensch-Technik-Interaktion). Darüber hinaus sind grundsätzlich auch Hochschulen und Forschungszentren, die an Verbundprojekten beteiligt sind, antragsberechtigt. In einigen Fällen sind auch Großunternehmen im Rahmen von Verbundprojekten antragsberechtigt. Bei Verbundprojekten muss jedoch in jedem Fall das beteiligte KMU oder mittelständische Unternehmen führende Rolle spielen.

With this funding measure, the Federal Ministry of Education and Research (BMBF) aims to strengthen the innovation potential of small and medium-sized enterprises (SMEs) in the field of cutting-edge research.



*Advice from a pilot service ("Lotsendienst"):
Companies reach their goal faster. All questions
about SME-Innovativ can be clarified quickly and
comprehensively via the consulting telephone as a
pilot service.*

ANTRAGSVERFAHREN

Ein großer Teil der Unternehmen sind bisher "Förderneulinge", die sich zum ersten Mal um eine BMBF-Förderung bewerben. Mit der Förderinitiative KMU-Innovativ sollen die Verfahren für innovative Forschungsvorhaben verkürzt und der Zugang zu Fördermitteln erleichtert werden, um Spitzenforschung im Mittelstand zu unterstützen.

Mit KMU-Innovativ will das BMBF die Beantragung und Bewilligung von Fördermitteln für KMU vereinfachen. Deshalb gibt es einen sogenannten Lotsendienst für Unternehmen, die bisher keine oder nur wenig Erfahrung mit der Realisierung von Forschungs- und Entwicklungsprojekten haben. Er gibt Hilfestellung, welche Förderungen in Frage kommen und wie man eine Förderung beantragt. Außerdem gibt es eine vereinfachte Bonitätsprüfung, um kleinen Unternehmen eine bessere Chance auf eine Finanzierung zu geben. Darüber hinaus erhalten forschende KMU spezielle Hilfe bei besonders risikoreichen Projekten.

Auch die Planung wird erleichtert: Es gibt feste Termine und Fristen für die Bewertung von Projektskizzen und Entscheidungen über Förderanträge. Projektskizzen können jederzeit eingereicht werden. An zwei Stichtagen pro Jahr werden alle bis dahin eingereichten Projektskizzen bewertet. Projektträger von KMU-Innovativ ist das Forschungszentrum Jülich.

KMU-INNOVATIV BIETET FOLGENDE VORTEILE BEI DER ANTRAGSTELLUNG:

Beratung durch einen Lotsendienst:

Unternehmen erreichen schneller ihr Ziel. Alle Fragen zu KMU-Innovativ können über das Beratungstelefon als Lotsendienst schnell und umfassend geklärt werden.

Schnelles Verfahren:

Keine Bearbeitung von Skizze und Antrag dauert länger als insgesamt vier Monate.

Ein zweistufiges Verfahren mit verbindlichen Fristen gibt **Planungssicherheit**. Bereits zwei Monaten nach dem Abgabetermin der Projektskizze steht fest, welche Forschungsprojekte für eine Förderung in Frage kommen. Die Entscheidung über eine Förderung erfolgt ebenfalls innerhalb von zwei Monaten nach Einreichung der vollständigen Unterlagen.

Vereinfachte Bonitätsprüfung:

Auch kleine Unternehmen haben eine Chance. Viele kleine forschungsbasierte Unternehmen befinden sich noch in der Gründungsphase. Aus diesem Grund gelten im Rahmen von KMU-Innovativ besonders einfache Regeln für den Nachweis des erforderlichen Eigenkapitals. Eine vereinfachte Bonitätsprüfung und die Möglichkeit, bei knappem Eigenkapital Meilensteine in der Projektlaufzeit zu setzen, sorgen dafür, dass auch Spitzenforscher in kleinen Unternehmen ihre Ideen realisieren können.

*Small and medium-sized enterprises (SMEs) are
pioneers of technological progress in many areas.*



6 SCHRITTE:

Folgende sechs Schritte führen von Ihrer Idee bis zur Umsetzung des Forschungsvorhabens: 1. Sie nehmen Kontakt mit dem Lotsendienst KMU-Innovativ bei der Förderberatung "Forschung und Innovation" auf. 2. Sie reichen Ihre Projektskizze zu einem der beiden Stichtage (15. April und 15. Oktober) ein. 3. Ihre Skizze wird innerhalb von zwei Monaten begutachtet. 4. Wird Ihre Skizze positiv begutachtet dann stellen Sie einen Förderantrag. 5. Über Ihren Antrag wird innerhalb von zwei Monaten entschieden. 6. Sie verwirklichen Ihr Forschungsprojekt mit KMU-Innovativ.

¿Cómo se planea Digitalizar España?

Vanessa Del Pozo Sanchez

HOW IS DIGITISING SPAIN PLANNED?

Digitalization creates value during unprecedented times such as the current pandemic. Covid-19 has highlighted the urgency and need to develop these solutions for any type of entity and sector.

As part of the “España Digital 2025” programme, the Spanish government has instituted a series of reforms, investments, and measures that digital transformation can leverage to increase productivity and economic growth, reduce social and territorial

inequalities, as well as guarantee accessibility and take advantage of all the opportunities offered by new technologies.

The programme should mobilize about 70,000 million euros of private and public investment in the first 2 years, so it is expected that these initiatives will unify and boost Spain’s sustainable growth through the collaboration of all the country’s economic and social agents. This article provides more details of the programme and its main axes for a digital and green transition.

La digitalización ha creado valor en tiempos de disrupción, donde la situación excepcional generada por la pandemia de la Covid-19 ha puesto de manifiesto la urgencia y necesidad de desarrollar estas soluciones para cualquier tipo de entidad y sector. España, como parte de su programa “España Digital 2025” tiene una serie de reformas, inversiones y medidas que la Transformación Digital de España utilizará como palancas fundamentales para aumentar la productividad y el crecimiento económico, reducir las desigualdades sociales y territoriales, así como garantizar la accesibilidad y aprovechar todas las oportunidades que ofrecen las nuevas tecnologías.

Para llevar a cabo este proyecto, España Digital 2025 ha creado diez ejes estratégicos que se encuentran alineados a las políticas digitales de la Comisión Europea y las sinergias de las transiciones digital y ecológica. Los diez ejes son:

1. CONECTIVIDAD

Hasta el momento España cuenta con un 94% de cobertura para velocidad de acceso de 30 Mbps y 85% para velocidad de acceso de 100Mbps. Sin embargo, este eje desea llegar a una cobertura del 100% ya que las zonas remotas del territorio y a las poblaciones pequeñas, que comúnmente son las más afectadas, limitándose a mejorar su infraestructura y proyectos empresariales para impulsar el crecimiento económico, así como el acceso a los servicios básicos, públicos y privados, creando brechas de desigualdad social por falta de acceso o uso de internet.

El plan incluye programas de conectividad para la vertebración

económica, social y territorial donde se profundizará en la cobertura de redes en áreas rurales, centros urbanos y cascos históricos, y ámbitos industriales, así como el fomento del uso de redes y servicios digitales a través de bonos de conectividad, el despliegue de 5G, mejorar la calidad en los servicios y redes de telecomunicaciones, y reforzar la interconexión nacional con infraestructuras digitales transfronterizas.

Transformación digital para aumentar la productividad y crecimiento económico de España.



2. IMPULSO DE LA TECNOLOGÍA 5G

La infraestructura 5G no solo impactará nuestra comunicación por la telefonía móvil, sino que tendrá un gran efecto en la economía de los ecosistemas industriales en el desarrollo de esta. Se estima que a nivel mundial el 5G generará aproximadamente 3,6 billones de dólares en ingresos y más de 22 millones de trabajos para el 2035. Particularmente en España, según los datos de la Comisión Europea del 2016, se espera que el 5G supondrá inversiones por valor de más de 5000 millones de euros y la creación de 300.000 empleos.

Los objetivos de este eje son reforzar la posición de liderazgo de España en desarrollo y despliegue de redes 5G, desarrollar un entorno confiable para el despliegue de los servicios y apoyar el despliegue temprano del 5G por parte de los agentes económicos a través de la asignación de bandas de frecuencias prioritarias demandadas para 5G en 2021, subvenciones para proyectos piloto 5G para apoyar la expansión de las tecnologías de manera que se incentive la inversión privada y se promueva la expansión territorial de la red 5G, bonos asociados a las instalaciones de redes y estaciones base 5G, desarrollo de corredores de transporte 5G, apoyo a la inversión en I+D y el desarrollo de pruebas de equipos y servicios en 5G para el fomento de la innovación, el emprendimiento y el establecimiento de una base industrial vinculada al desarrollo, implementación y comercialización de productos y servicios en torno al 5G y promover la participación del ecosistema digital español en las oportunidades de financiación comunitarias para el desarrollo de 6G.

3. COMPETENCIAS DIGITALES

La brecha actual de competencias digitales para ciudadanía, población activa, y especialistas es del 43% en España, y requiere del sector privado y público trabajando en conjunto para minimizarla. Para lograrlo se deben mejorar las competencias digitales básicas para cualquier tipo de trámite, permitiendo llegar a lugares menos conectados, digitalizar la educación y fomentar vocaciones digitales para promover la innovación de tecnologías, dotar a herramientas digitales a los trabajadores para aumentar su productividad y competitividad, y reducir la brecha de género de acceso a Internet.

Como medidas de acción están los programas de “Educa en Digital”, que tiene como finalidad dotar dispositivos y recursos digitales para hacer posible la educación en línea, el “Plan Nacional de Competencias Digitales” que consiste en incrementar el nivel de competencias digitales, y formar a la población de manera digital para estudiar, trabajar y hacer trámites en línea, y el “Plan Uni-Digital” que consiste en impulsar procesos de digitalización de Educación Superior.

4. CIBERSEGURIDAD

Así como la digitalización ofrece un sin fin de ventajas, también tiene su lado oscuro, que son las amenazas y riesgos relacionados con la seguridad digital, trayendo con esto desconfianza, afectando la adopción y uso continuo de estas herramientas. Es por eso que el programa incluye el incrementar las capacidades de ciberseguridad, fomentar el desarrollo de este sector y potenciar los programas Españoles para incrementar su visibilidad a nivel internacional.

Para lograr esto, el programa ofrece una línea de ayuda para el sector público y privado de manera gratuita para prevenir, identificar y actuar en contra, así como un plan para promover el uso de medidas de protección en el ciberespacio.

5. TRANSFORMACIÓN DIGITAL DEL SECTOR PÚBLICO

Hasta el momento, España se encuentra en segunda posición con mejor desarrollo de servicios públicos digitales dentro de la Unión Europea, lo que representa el gran esfuerzo que hasta ahora se ha tenido por parte del Gobierno para la digitalización de las Administraciones Públicas. Sin embargo, esto no representa que la ciudadanía haga un uso masivo eficaz de estas, por lo que se requiere una modernización de estos procesos.

Para esto, el programa considera el desarrollo de una APP Factory para facilitar los procesos personalizados a la ciudadanía, una multiplataforma de accesibilidad para los servicios públicos y el reforzamiento de infraestructuras tecnológicas.

6. TRANSFORMACIÓN DIGITAL DE LA EMPRESA Y EMPRENDIMIENTO DIGITAL.

En España las micro PYMES y autónomos representan el 99% del total de las empresas, generando el 50% de los empleos de toda España, por lo que es esencial de mejorar su competitividad y productividad a través de nuevas tecnologías y la formación de su personal para usarlas. Por otro lado, el emprendimiento y la creación de nuevas empresas representan un importante factor de cambio para la economía del país, sin embargo, los propietarios de empresas luchan por conseguir capital para financiar el crecimiento de la empresa, especialmente cuando intentan ser innovadores. Por lo tanto, a fin de maximizar su impacto en el crecimiento económico, es vital que aquellos con un alto potencial de crecimiento sean capaces de obtener el tipo de financiación adecuado en el momento oportuno.

Las medidas que este programa está contemplando son: el “Plan de Impulso de Digitalización de PYMES”, invirtiendo en la digitalización de ellas, así como la preparación de su personal y el desarrollo de nuevas capacidades e instrumentos para la transformación digital, “Acelera PYME” que promueve la modernización y digitalización para mejorar la productividad de estas, “La Oficina Nacional de Emprendimiento” que generará una plataforma virtual para crear una red de comunicación y colaboración entre PYMES, autónomos y empresas, y finalizar la “Ley de Startups” que tiene como objeto crear una esfera jurídica y económica para facilitar iniciativas emprendedoras e impulsar su crecimiento.

7. PROYECTOS TRACTORES DE DIGITALIZACIÓN SECTORIAL

La digitalización funciona como una palanca de apoyo para impulsar todos los sectores, por lo que es necesario promoverlo en otros ámbitos sectoriales como el sector agroalimentario, la salud, la movilidad, el turismo y comercio.

Para fomentar el mejoramiento de estos sectores, el programa impulsará la digitalización en el sector agroalimentario que facilitará una mejor relación entre el productor y el consumidor, para el sector salud se invertirá en proyectos de investigación, innovación, así como de asistencia remota para el paciente, promoverá la movilidad verde y conectada del país, el turismo inteligente a través de la adopción de Inteligencia Artificial o el Internet de las Cosas para aumentar la eficiencia de turismo local, y la modernización del comercio basada en aplicar, difundir y coordinar principales tendencias relacionadas al sector comercial.

8. ESPAÑA, POLO DE ATRACCIÓN DE INVERSIONES Y TALENTO DEL SECTOR AUDIOVISUAL

El sector audiovisual, que ha tenido una gran explosión durante la pandemia, se ha desarrollado como una estrategia con mayor alcance y representación cultural donde se diversifica el espectro de valores y conocimientos ya sea para entretenimiento y ocio o educación. Es por esto que es importante promover la inversión exterior y reducir los costes de la producción para mejorar la competitividad internacional.

Como solución, el programa cuenta con “El Proyecto de la Ley General de Servicios de Comunicación Audiovisual” para promover la inversión a este sector, el “Plan Spain Audiovisual Hub” que apoya la adquisición de instrumentos para proyectos internacionales, la creación de una ventanilla digital para permisos necesarios de oficinas consulares, la simplificación de requisitos para favorecer las inversiones para crecer el sector audiovisual, y crear suficientes fuentes de financiación para este sector.



9. ECONOMÍA DEL DATO E INTELIGENCIA ARTIFICIAL

La Inteligencia Artificial tiene incontables usos en sectores que ayudan a mejorar nuestra calidad de vida y todavía no conocemos el 100% de su potencial, por lo que es necesario impulsarlo como motor de innovación y crecimiento económico social, sostenible e inclusivo.

Como medidas para este programa, se elaborará una Estrategia Nacional de Inteligencia Artificial en donde se incluirá las medidas necesarias en España para aumentar el desarrollo, adopción y confiabilidad de IA, la Oficina del Dato que tendrá un Chief Data Officer, como organismo responsable de la promoción de uso y buena gobernanza de los datos públicos en todos los sectores, y la estrategia Cloud para crear un hub de conectividad y de concentración de infraestructura de datos Ibérico.



10. DERECHOS DIGITALES

Estos tienen como finalidad asegurar la intimidad e identidad digital, el acceso a la red y derechos de la ciudadanía en el mundo digital. Para llevarlo a cabo se desarrollarán programas como la “Carta de Derechos Digitales” para garantizar que todo el mundo tenga acceso a los recursos necesarios para desarrollarse dentro de la digitalización, el “Digital Future Society” para promover la inclusividad y empoderar a todos los territorios, y la modernización del trabajo a distancia propiciada por las nuevas tecnologías.

¿Cómo aplicar para estos programas?

A través del programa “España Digital” se movilizarán alrededor de 70.000 millones de euros de inversión privada y pública en los primeros 2 años, por lo que se espera que estas iniciativas unifiquen e impulsen el crecimiento sostenible de España mediante la colaboración de todos los agentes económicos y sociales del país. Con ayuda de Grants Office podrá conocer a fondo las oportunidades de subvención disponibles elegibles de este programa, facilitando información adecuada para la entidad o sector de su interés y yendo a su lado en el proceso de aplicación.

*El programa España Digital
movilizará alrededor de 70.000
millones de euros de inversión
privada y pública en los
primeros 2 años.*

EU Program Snapshot

Horizon 2020 – Medical Technologies, Digital Tools and Artificial Intelligence (AI) Analytics to Improve Surveillance and Care at High Technology Readiness Levels (TRL) Grants Program

SUMMARY

The programme funds innovative actions and eligible expenses include tools and technologies, such as: microelectronics, micro/nano/cyber-physical systems; bio-functionalized chips and biosensor arrays; bio-photonics; graphene or related materials (GRM); data, AI and robotics; pathogen detection technologies; e-health, telemedicine and digital solutions.

Proposals should address one or more of the following areas:

- fast, cost-effective and easily deployable sampling, screening, diagnostic and prognostic systems, including new methods for screening of lungs, using for example AI or advanced photonics solutions, to detect the presence of the pathogen related parameters especially in an early stage of infection;
- environmental surveillance (sewage, air, etc.) systems and data analytics as a sentinel for viral (re)emergence and spread in communities, based for example on optical biosensors or genetic detection;
- low cost sensors, smart wearable devices and robotics/AI for telemedicine, telepresence and continuous remote monitoring of patient parameters;
- protection of healthcare practitioners and the general public improving for example the wetting and filtering properties of fabrics used for face masks; sensors, sterilisation, including robotics and AI solutions, for disinfection and social distancing in environments such as healthcare, public spaces and buildings;
- innovative data-driven services and tools combining data assets from various relevant privately held and/or publicly available sources. These could include AI-based solutions exploiting such data and possibly additional sensor-based signals, for diagnostics, prevention, treatment, or rehabilitation.

ELIGIBILITY

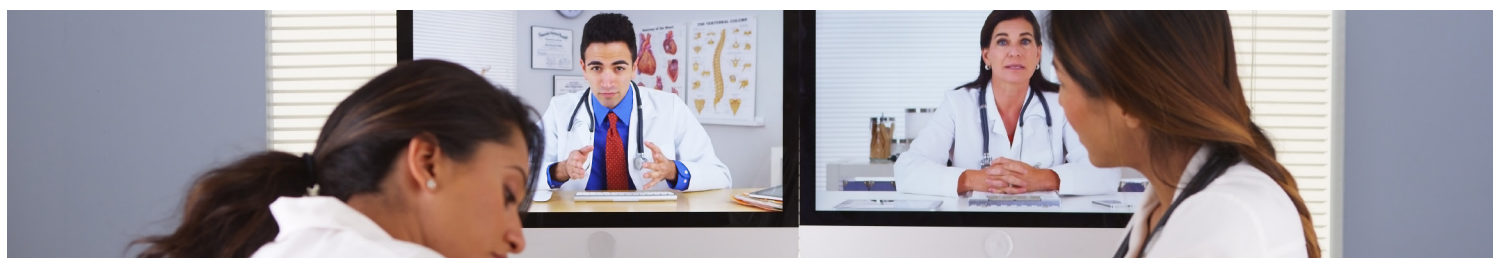
Consortia consisting of innovative technology providers, including SMEs, and/or organisations that can offer the range of activities required to address the objectives of the topic; the latter could for example be based on Digital Innovation Hubs, digital health accelerators and knowledge hubs, Centres offering Pilot Lines or similar technology, business and/or knowledge transfer organisations.

FOR MORE INFORMATION

https://cordis.europa.eu/programme/id/H2020_SC1-PHE-CORONAVIRUS-2020-2B

Funded Project Highlight

Horizon 2020 – Medical Technologies, Digital Tools and Artificial Intelligence (AI) Analytics to Improve Surveillance and Care at High Technology Readiness Levels (TRL)



PROJECT TITLE

AI-based chest CT analysis enabling rapid COVID diagnosis and prognosis

FUNDED ORGANIZATIONS

A consortium of nine organizations: universities, clinics and companies from Belgium, United Kingdom, Germany and Netherlands.

AMOUNT FUNDED

€ 3 172 690

PROJECT DESCRIPTION

This iCovid telemedical project aims to improve the AI-based CT analysis software which is developed for clinical needs. Project participants strive to make this software of greater value validating it in renowned academic centers and deploying it in European hospitals. The goal of this software development is to increase confidence when making a CT diagnosis and to provide quantification of disease and prognostic information in patients with suspected COVID-19 disease. Another goal of the development of this software is the early identification of infected patients which will reduce the risk of further contamination and allow to start earlier the patient treatment. Software also predicts the risk of developing COVID-19 disease for which ICU admission and mechanical ventilation are required and allow optimization of patient care.

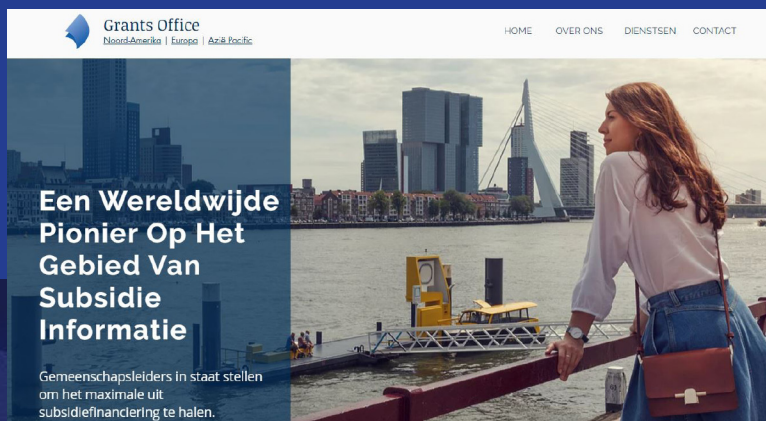
FOR MORE AWARD INFORMATION

<https://cordis.europa.eu/project/id/101016131>



BIG NEWS!

Grants Office is now supporting 12 countries in 3 continents!



Get a sneak peak of our Netherlands location at www.grantsoffice.nl and check out the [map](#) of our worldwide coverage!