

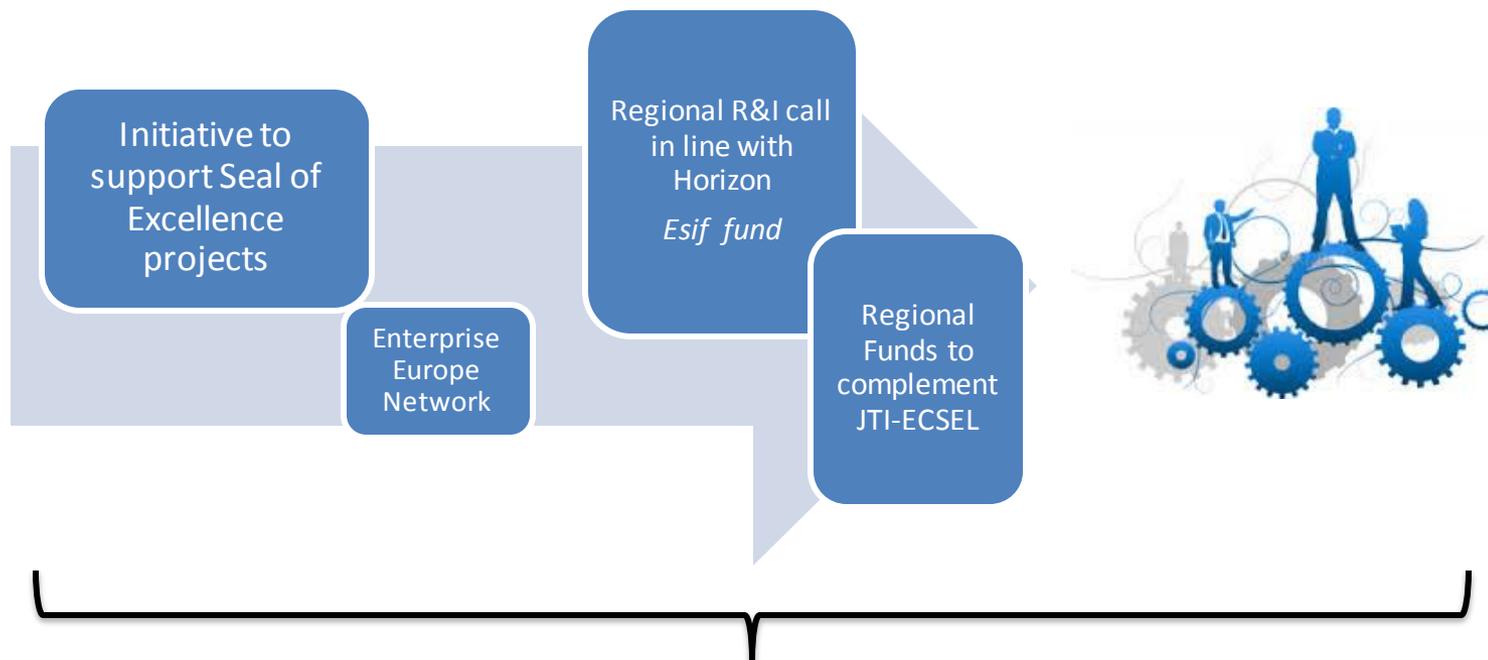


# Seal of Excellence Lombardia Region experience

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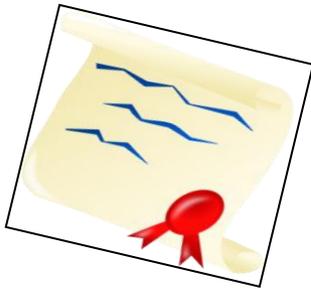
**SYNERGIES BETWEEN ESI FUNDS AND  
HORIZON 2020- CSIC  
Bruxelles 11.10.16  
Laura Savini- Finlombarda**

# SYNERGIES WITH H2020



The implementation of synergies with Horizon 2020 is an objective underlying the entire R&I regional policy regardless the funding source

# WHY A REGIONAL SUPPORT TO SEAL OF EXCELLENCE



- EXCELLENT PROJECTS
- POTENTIAL HIGH IMPACT AT REGIONAL LEVEL
- NUMBERS.....



## LOMBARDIA SOE: SOME NUMBERS

PERIOD 2014/2015  
FASE 1  
29 Seal of Excellence  
(Lombardy coordinators)

FASE 2  
52 Seal of Excellence  
(Lombardy coordinators)

PERIOD 2016/2017  
(first semester 2016)  
FASE 1  
8 Seal of Excellence  
(Lombardy coordinators )

FASE 2  
28 Seal of Excellence  
(Lombardy coordinators)

Phase 1

37 Seal of excellence (up to June 2016)

PHASE 2



80 Seal of Excellence  
68 % of the whole Lombardy SoE are on phase 2

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# SEAL OF EXCELLENCE: DONE SO FAR

PILOT CALL 2014 VOUCHER SCHEME FOR PHASE 1: **GRANT 25.000 euro**

- 
- PILOT PHASE STARTED WITH REGIONAL AND CHAMBER OF COMMERCE FUNDS
  - VOUCHER TO EXCELLENT PROPOSAL OF PHASE 1
  - SUPPORT THE DEVELOPMENT OF THE BUSINESS PLAN

LACK OF INFORMATION ON ABOVE TRHESHOLD PROJECTS

LACK OF AWARENESS OF SMES

NO SEAL OF EXCELLENCE

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# REGIONAL VOUCHER PHASE 1- SOME OUTPUTS

ProPHOS Chemicals S.r.l.  
[www.proposchemicals.com](http://www.proposchemicals.com)

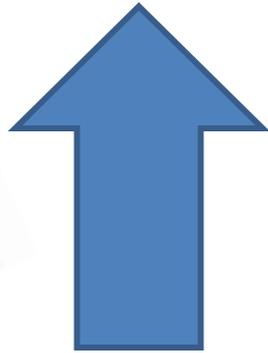


*"Although we passed the phase 1 - comments the director William Grandi -we didn't get funded. We were a bit disappointed but thanks to the Lombardia region 25.000 € voucher we were able to develop a business plan and we have recently been awarded a phase 2 grant"*



# SEAL OF EXCELLENCE: CALL FOR PHASE 1 OPEN

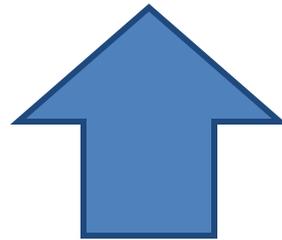
**NEW REGIONAL VOUCHER SCHEME: GRANT 30.000 euro**



- DEDICATED CALL
- BUDGET 450.000 €
- COMPLIANCE WITH REGIONAL SMART SPECIALISATION
- NO TECHNICAL EVALUATION FROM THE REGION
- SIMPLE PROCEDURE FOR APPLICANTS: SEAL + ABSTRACT OF THE PROPOSAL
- OUTPUT : BUSINESS PLAN

**CALL DEADLINE OCTOBER 2016**

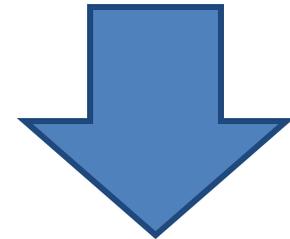
# SEAL OF EXCELLENCE: PHASE 2



- HIGH NUMBER OF SEAL OF EXCELLENCE
- AVERAGE BUDGET REQUEST 1,5 MILLION €

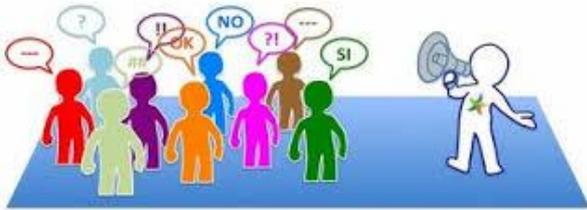
- 16 PROPOSALS FINANCED (COMPARED TO 80 SEAL)

- LACK OF AVAILABLE BUDGET AT REGIONAL LEVEL
- NO GRANT BUT REVOLVING FUND



# HOW TO SUPPORT PHASE 2: FINANCIAL INSTRUMENT

WOULD COMPANIES BE INTERESTED?



Yes but.....grant ≠ loans



- Interest rate lower than market
- Flexibility to adjust project activities and budget
- Positive cash flow
- Long term reimbursement

# OPEN INNOVATION PLATFORM

aims to stimulate the creation of Innovation ecosystems addressing the challenges of the RIS3

The screenshot shows the homepage of the Open Innovation Platform. At the top, there is a navigation bar with the logo of Regione Lombardia and the text "Open Innovation". To the right of the logo, there are links for "OPEN INNOVATION", "IN PRIMO PIANO", "LE COMMUNITIES", and "FAQ". Below the navigation bar, there is a large banner with the text "Una piattaforma per chi fa innovazione aperta". To the right of the banner, there are two buttons: "ACCEDI" and "ACCEDI CON LINKEDIN". Below these buttons, there is a link that says "Se non sei ancora registrato: Registrati".

Below the banner, there is a section titled "Ultime Discussioni" (Latest Discussions). It contains four discussion items, each with a title, a brief description, and a "Continua a leggere" (Continue reading) link. The first item is "Quali finanziamenti per l'Internet of Things?", the second is "Innovazione e resistenza al cambiamento", the third is "Silver surfer ovvero anziani digitali", and the fourth is "Progetto 'Prometeo: Innovazione e Imprenditorialità'".

To the right of the "Ultime Discussioni" section, there is a vertical sidebar titled "Cosa sta succedendo sulla piattaforma" (What is happening on the platform). It contains five statistics:

- 3222 UTENTI REGISTRATI (Registered Users)
- 710 DISCUSSIONI (Discussions)
- 86 COMUNITA' DI TERAPIE STRATEGICHE (Strategic Therapy Communities)
- 207 PROGETTI DI COLLABORAZIONE (Collaboration Projects)
- 426 MANIFESTAZIONI D'INTERESSE (Expressions of Interest)

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# Sme Instrument Community

The screenshot shows a web browser window displaying the 'Sme Instrument Community' page. The browser's address bar shows the URL: [www.openinnovation.regione.lombardia.it/backend/form/view?modelName=OrganizzazioneGruppo&plugin=gruppi&rid=1900&twidget=groupsState](http://www.openinnovation.regione.lombardia.it/backend/form/view?modelName=OrganizzazioneGruppo&plugin=gruppi&rid=1900&twidget=groupsState). The page has a navigation menu with tabs: SCHEDA, CONTENUTI, PARTECIPANTI, CLASSIFICAZIONI, and PROGETTI. The 'SCHEDA' tab is active.

**Stato corrente**  
Validato

**Stato** \*

-

**Logo**



**Tipologia Community** \*

Altra Tematica

**Tipo accesso** \*

Aperto

**Creata nell'ambito della Organizzazione/Community**

-

**Nome del File**  
smeinstrument.jpg

**Immagine Copertina**



**Cronologia attività**

**Creazione**  
Raffaella Monteleone - 03/05/2016 15:05:57

**Ultimo aggiornamento**  
Natalia Katana - 11/05/2016 11:35:10

**Denominazione** \*

Strumento per le PMI- Horizon 2020

**Descrizione**

In Lombardia sono quasi un centinaio le PMI definite champions dalla Commissione Europea, che hanno ottenuto nell'ambito dello **Strumento per le PMI** di Horizon 2020, un contributo per la verifica di fattibilità e la messa a punto ed introduzione sul mercato di prodotti e processi innovativi o di nuovi modelli di business.

La presenza di una significativa massa critica di imprese sul territorio lombardo e di diversi attori (esperti, coach, valutatori, rete Enterprise Europe Network- EEN, soggetti istituzionali) coinvolti a vario titolo sullo Strumento per le PMI, stimola l'esigenza di far convergere in un contesto condiviso le diverse esperienze e riflessioni che si stanno sviluppando in proposito.

In particolare lo scopo della **community** è:

- **mettere a fattor comune** le diverse esperienze delle imprese che hanno partecipato con successo o meno, che hanno ottenuto il Seal of excellence oppure che intendono partecipare in futuro;
- **condividere** i punti di vista dei valutatori, dei coach, di esperti della rete EEN
- **raccolgere** le esigenze delle imprese e riportarle al livello istituzionale più adeguato
- **stimolare** il coinvolgimento degli investitori istituzionali

At the bottom left of the page, there is a button that says "Hai bisogno di aiuto?".

## OTHER INITIATIVES

### Meeting with investor

Milan 21 November 2016



**A matching event with venture capitalists, business angels and banks dedicated to Smes beneficiaries and company awarded with a Seal of excellence**

**Thanks for your attention**

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