Seal of Excellence
Lombardia Region experience

SYNERGIES BETWEEN ESI FUNDS AND
HORIZON 2020- CSIC
Bruxelles 11.10.16
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The implementation of synergies with Horizon 2020 is an objective underlying the entire R&I regional policy regardless of 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)

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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
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 THRESHOLD PROJECTS
LACK OF AWARENESS OF SMES

NO SEAL OF EXCELLENCE
“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
Sme Instrument Community

In Lombardia sono quasi un centinaio le PMI definite cessionario dalla Commissione Europea, che hanno ottenuto nell’ambito dello Strumento per le PMI di Horizont 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 un significativo numero di imprese sul territorio lombardo e di diversi attori, step in un contesto condivise le diverse esperienze e riflettere che si stanno svilupparo in proprio.

- mettere affermare 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 vista dei valutatori, dei coach, di esperti della rete EEN
- accogliere le esigenze delle imprese e riportarle al livello istituzionale più adeguato
- stimolare il coinvolgimento degli investitori istituzionali
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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