





Lump sum: how to approach it in the proposal preparation and in the project implementation

How to manage the Financial Support to Third Parties

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L&F NCP and

Access2EIC

Coordinator

9:35-10:25

12 June 2025

Why do we use lump sum funding?



Reducing the financial error rate

- Following the ECA annual reports 2019 and 2020, there is wide agreement that the error rate
 in the R&I Framework Programmes must be reduced
- Lump sums are a key measure to achieve this in Horizon Europe

Significant simplification potential

- Funding based on reimbursement of real costs remains complex and error-prone. Little scope for further simplification
- Lump sums remove the obligation to report actual costs and resources
- Easier to use for beneficiaries with limited experience

Focus on content

Focus less on financial management and more on content

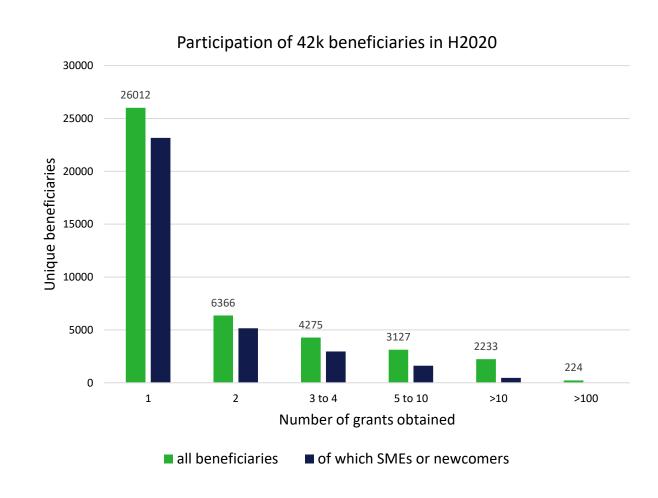


Why do we use lump sum funding?



Easier access to the programme

- Very small share of beneficiaries have more than 100 grants:
 - Large entities
 - Dedicated staff and procedures to deal with actual costs
- Vast majority of beneficiaries have only 1 or 2 grants per programme
 - Most of them SMEs or newcomers
 - Little or no previous experience
 - Need a simple funding model







OUT NOW!

Assessment of Lump Sum Funding in Horizon 2020 and Horizon Europe 2018-2024

Analysis of implementation data and feedback from surveys The report describes the state of play in early 2024, with nearly 1 400 lump sum grants signed and many of them completed.

This rich source of data allows for a robust analysis of how lump sums work, covering all stages of the project lifecycle from proposal writing to the end of the project.







Horizon Europe topics using lump sum funding (2021-2024)

Programme part	Number of lump sum topics	Expected number of lump sum grants	Total indicative budget (EUR million)	Total indicative budget (%)
Pillar I	27	1 122	931	19%
Pillar II	209	468	2 086	44%
Pillar III	26	307	937	19%
Widening & ERA	5	185	331	7%
oint undertakings (5)	46	46	405	9%
Horizontal support	1	1	4	0.1%
Total	314	2 129	4 694	100%

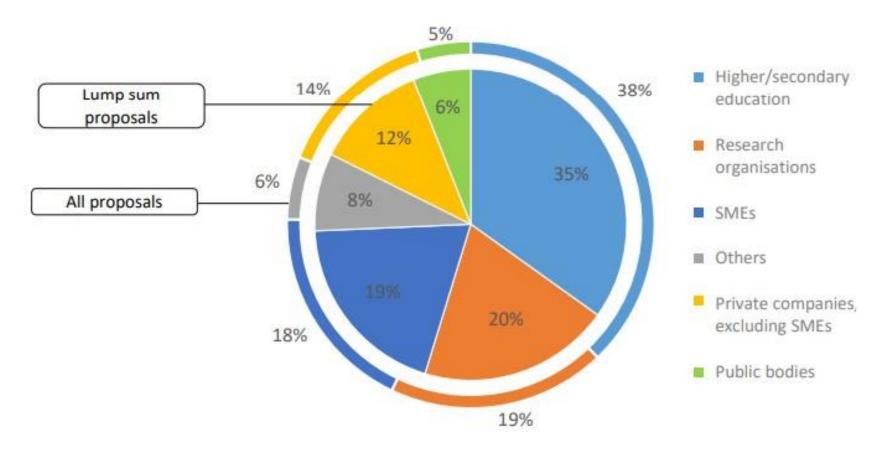
The majority of lump sum topics, with nearly half of the total lump sum budget, are in Pillar II.
In contrast, the highest number of lump sumgrants is expected in Pillar I.





^{*}The figures are based on the work programmes published for 2021 to 2024.

Eligible applications across types of organisations

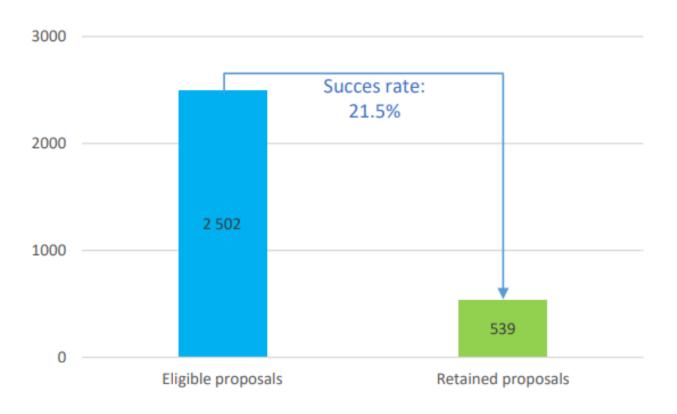






Success rate of lump sum proposals





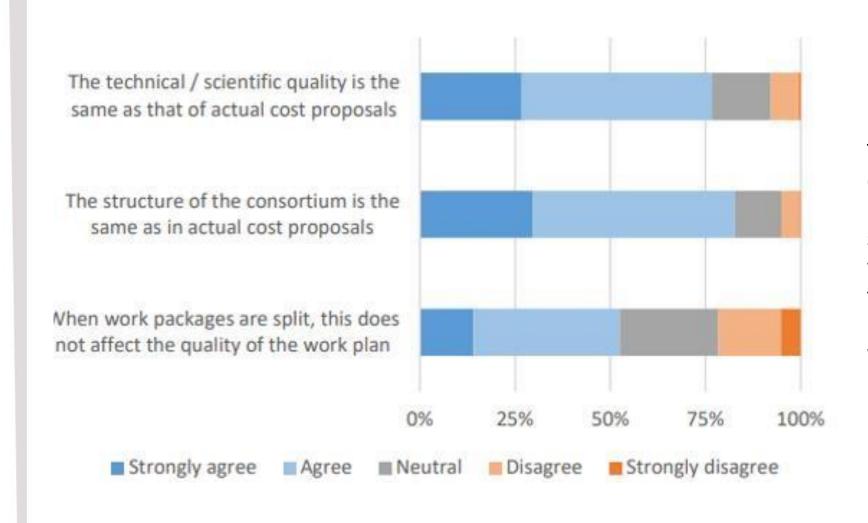
^{*}This analysis comprises only eligible lump sum proposals submitted by the end of 2023 that were evaluated by 15 March 2024





Quality of the LUMP SUM proposals





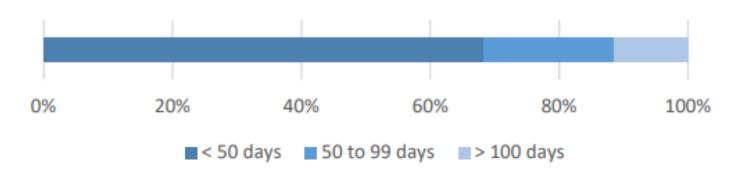
There is wide agreement that the quality and structure of proposals are the same in lump sum and actual cost proposals, while there is lower agreement that splitting work packages does not impact the quality of the work plan.





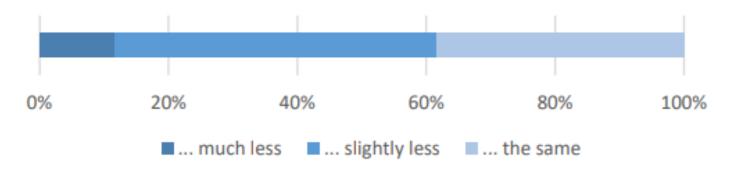
Effort to prepare a Lump Sum proposal





50 days to prepare a proposal











Two lump sum options

Type 1 Lump sum fixed in the call for proposal

Type 2

You define the lump sum in your proposal

Except ERC Proof of Concept, all topics in the 2024-2025 Work Programme are Type 2.



Writing a lump sum proposal



- To write a lump sum proposal, you:
 - Use the standard Horizon Europe application form
 - Present the objectives and methodology of your project and address the expected outcomes and impacts as in any Horizon Europe proposal
 - Describe in detail the activities covered by each work package.
- To define and justify the lump sum, you need to provide a detailed budget table with cost estimations.
- The detailed budget table is an **Excel file**. You must download it from the online submission system, fill it and submit it as an annex to the Part B of your application form.





- In this detailed budget table, you provide **cost estimations for each cost category** per beneficiary (and affiliated entity if any) and per work package.
- The cost estimations must be an **approximation of your actual costs.** They:
 - are subject to the same eligibility rules as in actual costs grants
 - must be in line with your normal practices
 - must be reasonable / non-excessive
 - must be in line with and necessary for your proposed activities.
- The cost estimations are used to generate in the detailed budget table a breakdown of lump sum shares per work package and per participant.
- Details and instructions on how to fill in the lump sum detailed budget table are provided in the Funding & Tenders portal.



Work package distribution



As many as needed but no more than what is manageable

A work package (WP) is a major sub-division of the work plan of your project.

- A single activity is not a WP
- A single task is not a WP
- A % of progress is not a WP (e.g. 50 % of the tests)
- A lapse of time is generally not a WP (e.g. activities of year 1)

Work packages with a long duration may be split along the reporting periods (e.g., Management, Dissemination and Exploitation, etc.). In this way, the relevant activities can be paid at the end of the reporting period.





¬ Single long-duration work package

WP no	WP name	YEAR 1	YEA	AR 2	YEAR 3	YEAR 4
		Reporting Period	(RP) 1	F	Reporting Period (RP) 2	Reporting Period (RP) 3
		1 2 3 4 5 6 7 8 9 10 11 12	13 14 15 16 17 18	19 20 21 22 23 24	25 26 27 28 29 30 31 32 33 34 35 36	37 38 39 40 41 42 43 44 45 46 47 48
WP1	Management					

¬ Split work packages, same content

WP no	WP name		YEAR 1 YEAR 2						2					YEAR 3								YEAR 4																										
			Reporting Period (RP) 1						Reporting Period (RP) 2									Reporting Period (RP) 3																														
		1 2	3	4 5	6	7	8	9 1	0 1	1 :	L2	13	14	15	16	17	7 1	8 1	9 20) 2:	1 2	2 2	3 2	4 2	5 2	26	27 [28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48
WP1	Management (RP1)																																															
WP2	Management (RP2)																																															
WP3	Management (RP3)																																															

- * Splitting WPs along the boundaries of reporting periods allows activities to be reimbursed at intermediate payments.
- * It is possible that the resulting work packages contain the same tasks (e.g. project management). In this case, there is **no need to repeat** the same description for each split work package in the proposal (part B, table 3.1b).



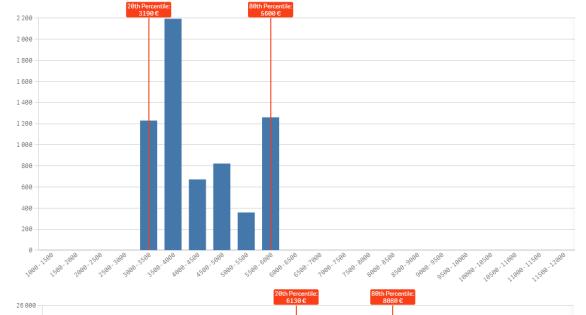
Evaluation of a lump sum proposal



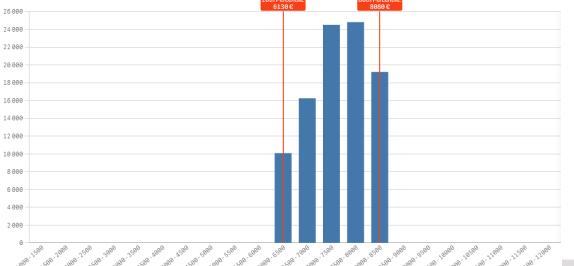
- Your proposal will be evaluated by independent experts against the standard evaluation criteria: excellence, impact, and implementation.
- The cost estimations will be assessed against the proposed activities under the **implementation** criterion.
- Experts will:
 - ensure that the cost estimations are reasonable and non-excessive
 - evaluate whether the proposed resources and the split of the lump sum allow completing the activities described in the proposal.
- If the experts find overestimated costs, they make concrete recommendations on the budget that are recorded in the Evaluation Summary Report. This will be reflected in a modified lump sum amount in the grant agreement.
- Cost estimations that are clearly overestimated or underestimated lead to a **decreased score** under the implementation criterion.



- Experts involved in the evaluation of lump sum proposals use the dashboard to ensure that budgets are **reasonable** and **non-excessive**.
- For each combination of country and organisation type selected, the dashboard displays the distribution between the **20th and the 80th percentile**, and the median personnel costs.
- Based on grants signed from 2021.
- Applicants justify high personnel costs in the 'Any comments' tab of the Excel detailed budget table.



Personnel costs for Research Organisations in Romania



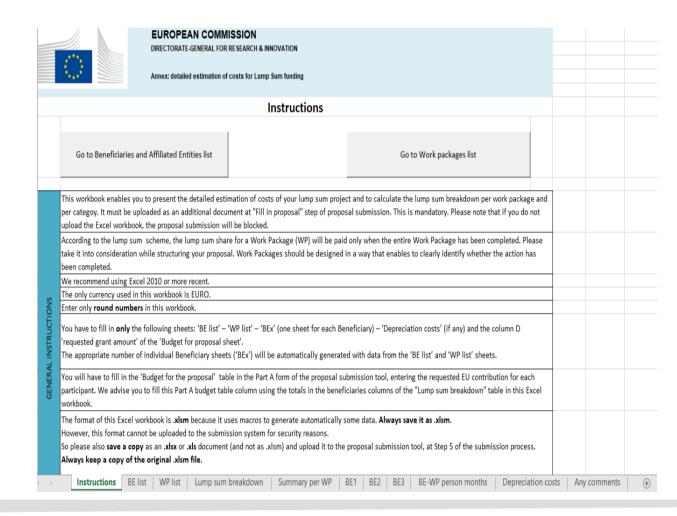
Personnel costs for Research Organisations in Germany



Template excel:



- The currency used in the Excel template is EURO
- Read the detailed instructions in the first tab of the Excel file
- For your proposal, you should always use the downloadable file from the online submission system





('BE list' tab)



Δ	Α	В	С	D	E	F G	Н	
2		List of beneficiaries and a	ffiliated ent	tities		Add BE		Apply changes
3	BE/AE nr	BE/AE name	Acronym	Country	Funding rate			rippily changes
4	BE1	Beneficiary 1	BE1	BE	100%	Add AE	D	
5	BE2	Beneficiary 2	BE2	PL	100%	Add AE		
6	BE2-AE1	Affiliated entity to BE2	BE2-AE1	PL	100%			
7	BE3	Beneficiary 3	BE3	ES	70%	Add AE		
8								

- To add a beneficiary, click the "Add BE" button to generate an additional row to the table. You can add as many beneficiaries as you wish
- To add an affiliated entity, click the "Add AE" button on the row of the beneficiary to which the entity is affiliated. For each beneficiary and each affiliated entity, write the name and acronym of the organization and choose the country and % of funding from the drop-down menu
- once you have completed the "BE list" sheet, you need to click the "Apply changes" button to generate the related tabs in the workbook: a tab will be created for each beneficiary





1	Α	В	С	D	E	F	G H
1		List of V	Vork Packages	Ad	d WP	Apply	changes
3	WP-number	WP-name	WP-description			Appry	changes
4	WP1	Work Package 1					
5	WP2	Work Package 2					
6	WP3	Work Package 3					
7	WP4	Work Pacakge 4					
8							

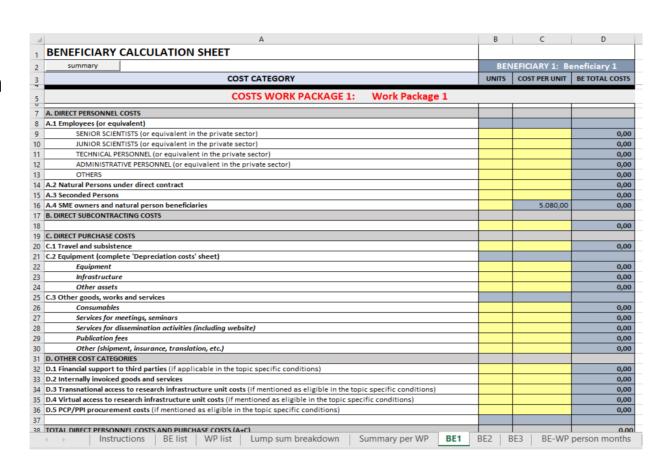
- To add a WP, click the "Add WP" button to generate an additional row to the table. You can add the desired WPs. Follow the same order as in Part B of the application
- Once you have completed the "WP List" sheet, you need to click the "Appy changes" button: this will create a table for each WP, which will be added to the individual beneficiary sheets



('BEx'tab)



- This sheet includes a separate section for each WP. For each WP, enter cost estimates for each cost category used
- ☐ Enter only the number of units and the cost per unit for each cost category (yellow cells). Total costs per category are calculated automatically
- For unit cost, enter only whole numbers
- If the beneficiary does not contribute to a specific WP, leave the cells blank





Affiliated entities



affiliated entity, the AE columns will be automatically generated in the excel file tab of the beneficiary it is affiliated with

☐ Enter the cost estimates of the affiliated entity as for the primary beneficiary

summary	BE	NEFICIARY 2: Be	eneficiary 2	Affiliat	ted Entity: Affiliate	ed entity to BE2	
COST CATEGORY	UNITS	COST PER UNIT	BE TOTAL COSTS	_			BE+AE TOTAL COSTS
COSTS WORK PACKAGE 1: Work Pa	ckage 1						
A. DIRECT PERSONNEL COSTS							
A.1 Employees (or equivalent)							
SENIOR SCIENTISTS (or equivalent in the private sector)			0,00			0,00	0,0
JUNIOR SCIENTISTS (or equivalent in the private sector)			0,00			0,00	0,0
TECHNICAL PERSONNEL (or equivalent in the private sector)			0,00			0,00	0,
ADMINISTRATIVE PERSONNEL (or equivalent in the private sector)			0,00			0,00	0,
OTHERS			0,00			0,00	0,
A.2 Natural Persons under direct contract			0,00			0,00	0,
A.3 Seconded Persons			0,00			0,00	0,
A.4 SME owners and natural person beneficiaries		3.581,40	0,00		3.581,40	0,00	0,
B. DIRECT SUBCONTRACTING COSTS							
			0,00			0,00	0
C. DIRECT PURCHASE COSTS							
C.1 Travel and subsistence			0,00			0,00	0
C.2 Equipment (complete 'Depreciation costs' sheet)							
Equipment			0,00			0,00	(
Infrastructure			0,00			0,00	(
Other assets			0,00			0,00	(
C.3 Other goods, works and services							
Consumables			0,00			0,00	(
Services for meetings, seminars			0,00			0,00	(
Services for dissemination activities (including website)			0,00			0,00	(
Publication fees			0,00			0,00	
Other (shipment, insurance, translation, etc.)			0,00			0,00	(
D. OTHER COST CATEGORIES							



Personnel costs



	A	В	С	D
1	BENEFICIARY CALCULATION SHEET			
2	summary	BENE	EFICIARY 1: B	eneficiary 1
3	COST CATEGORY	UNITS	COST PER UNIT	BE TOTAL COSTS
5	COSTS WORK PACKAGE 1: Work Package 1			
7	A. DIRECT PERSONNEL COSTS			
8	A.1 Employees (or equivalent)			
9	SENIOR SCIENTISTS (or equivalent in the private sector)	1,00	7000,00	7.000,00
10	JUNIOR SCIENTISTS (or equivalent in the private sector)	2,00	3500,00	7.000,00
11	TECHNICAL PERSONNEL (or equivalent in the private sector)			0,00
12	ADMINISTRATIVE PERSONNEL (or equivalent in the private sector)			0,00
13	OTHERS	0,50	3000,00	1.500,00
14	A.2 Natural Persons under direct contract			0,00
15	A.3 Seconded Persons			0,00
16	A.4 SME owners and natural person beneficiaries		5.080,00	0,00

- Enter the total number of units and the average cost per unit for each category of personnel costs
- ¬ 1 unit = 1 person-month
- For SME Owners (A4), the cost per unit is predefined

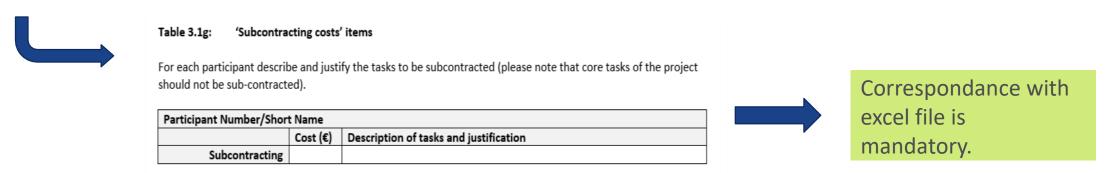


beneficiaries – subcontracting costs



	•		•	,
17	B. DIRECT SUBCONTRACTING COSTS			
18		1,00	30000,00	30.000,00

- ☐ Enter the number of subcontracted activities per beneficiary and per WP as the number of units. The cost per unit will be an average of the costs of the total activities subcontracted. No other detailed information is required in the Excel file
- ☐ The activities to be subcontracted and their costs must be described and justified in the table 3.1g in Part B of the proposal





beneficiaries – purchase costs

7

- ☐ Enter the total number of units and the average cost per ur each relevant cost category
- The unit cost will be an average of the prices of all items in the category for a given beneficiary and per WP

7

If the purchase costs
exceed 15% of the costs of
personnel per individual
beneficiary, you should
fill in Table 3.1h in Part B of the proposal

19	C. DIRECT PURCHASE COSTS			·
20	C.1 Travel and subsistence	2,00	650,00	1.300,00
21	C.2 Equipment (complete 'Depreciation costs' sheet)			
22	Equipment	1,00	450,00	450,00
23	Infrastructure			0,00
24	Other assets			0,00
25	C.3 Other goods, works and services			
26	Consumables	4,00	1000,00	4.000,00
27	Services for meetings, seminars	1,00	3000,00	3.000,00
28	Services for dissemination activities (including website)			0,00
29	Publication fees	2,00	1000,00	2.000,00
30	Other (shipment, insurance, translation, etc.)			0,00

Fable 3.1h: 'Purchase costs' items (travel and subsistence, equipment and other goods, works and services)

Participant Number/Short N	Participant Number/Short Name											
	Cost (€)	Justification										
Travel and subsistence												
Equipment												
Other goods, works and services												
Remaining purchase costs (<15% of pers. costs)												
Total												



Depreciation costs (1)



	TOOL: DEPRECIATION COSTS LIST														
BE nr	Beneficiary name	WP nr	Work Package name	Resource type	Short name of the investments	Date of purchase (real or planned date of purchase)	Purchase cost	% used for the project	% use for lifetime of the investment	Charged depreciation costs per investment	Justification: Needed info for depreciation				
1	Beneficiary 1	1	Work Package 1	Equipment	Description of the equipment	10-01-2022	€ 1.500,00	50%	60%	€ 450,00					
2	Beneficiary 2	2	Work Package 2	Infrastructures	Description of the infrastructure	March 2022	€ 20.000,00	100%	40%	€ 8.000,00					
										€ -					
										€ -					
										€ -					
	1		l .		l l					_					



Other direct costs and indirect costs



D. OTHER COST CATEGORIES			
D.1 Financial support to third parties (if applicable in the topic specific conditions)	1,00	6000,00	6.000,00
D.2 Internally invoiced goods and services			0,00
D.3 Transnational access to research infrastructure unit costs (if mentioned as eligible in the topic specific conditions)			0,00
D.4 Virtual access to research infrastructure unit costs (if mentioned as eligible in the topic specific conditions)			0,00
D.5 PCP/PPI procurement costs (if mentioned as eligible in the topic specific conditions)			0,00
TOTAL DIRECT PERSONNEL COSTS AND PURCHASE COSTS (A+C)			32.100,00
TOTAL DIRECT COSTS (A+B+C+D)			38.100,00
E. INDIRECT COSTS (25% * (A+C))			8.025,00
F. TOTAL COSTS (A+B+C+D+E)			46.125,00

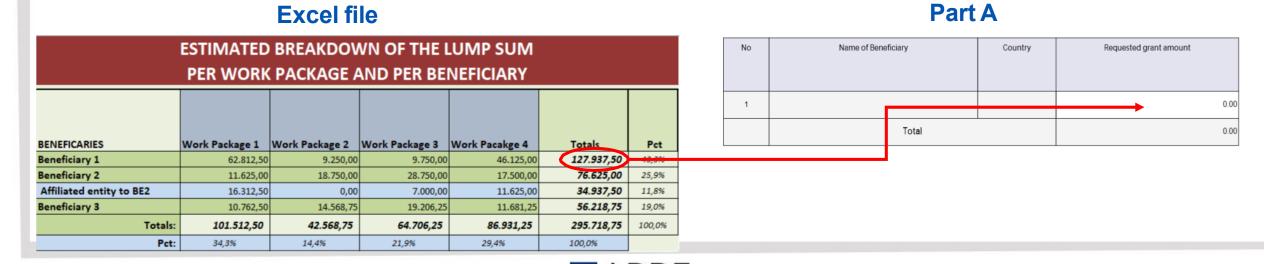
- Some types of costs can only be included if explicitly provided for in the specific conditions of the call. Examples:
 - financial support to third parties (FSTPs)
 - costs for transnational and virtual access to research infrastructures
 - costs for PCP/PPI procurement management
 - fill in Table 3.1h in Part B of the proposal



Lump sum breakdown



- The Excel table automatically generates the breakdown of the lump sum amount per beneficiary/affiliated entity and per WP, applying the % of funding chosen in the list of beneficiaries
- In Part A of the proposal, the table "Budget for the proposal" needs to be filled in, entering the amount of the grant requested for each participant. The total amounts per beneficiary shown in the table "Estimated breakdown of the lump sum per work package and per beneficiary" in the Excel file will be used



Summary tables

SUM OF ALL BENEFICIARIES (including AFFILIATED ENTITIES) FOR ALL TH	E WORK	PACKAGES			"					
		ENEFICIARIES affiliated entities)	ALL AFFI	LIATED ENTITIES	ALL BENEFICIARIES (with affiliated entities)					
COST CATEGORY	UNITS	BE TOTAL COSTS	UNITS	AE TOTAL COSTS	UNITS (TOTAL)	AVERAGE COST PER UNIT	BE+AE TOTAL COSTS			
COSTS WORK PACKAGE: 1 Work Package 1										
A. DIRECT PERSONNEL COSTS										
A.1 Employees (or equivalent)										
SENIOR SCIENTISTS (or equivalent in the private sector)	3,00	17.000,00	0,50	2.750,00	3,50	5.642,86	19.750,0			
JUNIOR SCIENTISTS (or equivalent in the private sector)	3,50	10.500,00	1,00	2.500,00	4,50	2.888,89	13.000,0			
TECHNICAL PERSONNEL (or equivalent in the private sector)	0,00	0,00	0,00	0,00	0,00		0,0			
ADMINISTRATIVE PERSONNEL (or equivalent in the private sector)	0,00	0,00	0,00	0,00	0,00		0,0			
OTHERS	0,50	1.500,00	0,00	0,00	0,50	3.000,00	1.500,0			
A.2 Natural Persons under direct contract	0,00	0,00	0,00	0,00	0,00		0,0			
A.3 Seconded Persons	0,00	0,00	0,00	0,00	0,00		0,0			
A.4 SME owners and natural person beneficiaries	0,00	0,00	0,00	0,00	0,00		0,0			
B. DIRECT SUBCONTRACTING COSTS										
	1,00	30.000,00	0,00	0,00	1,00	30.000,00	30.000,0			
C. DIRECT PURCHASE COSTS										
C.1 Travel and subsistence	10,00	6.500,00	2,00	1.200,00	12,00	641,67	7.700,0			
C 2 Feeting and Joseph A. (December 1997)										

TOTAL PERSON/MONTHS FOR ALL BENEFICIARIES (INCLUDING AFFILIATED ENTITIES) PER WP								
					Percenta			
WORK PACKAGES	Beneficiary 1	Beneficiary 2	Beneficiary 3	Total	ge			
Work Package 1	3,5	3,0	2,0	8,5	25,3%			
Work Package 2	1,3	2,0	1,5	4,8	14,3%			
Work Package 3	1,0	5,0	2,0	8,0	23,8%			
Work Pacakge 4	5,0	5,0	2,3	12,3	36,6%			
Total	10,8	15,0	7,8	33,6	100,0%			
Percentage	32,1%	44,6%	23,2%	100,0%				

- 'Summary per WP' and 'BE-WP person months' tables are automatically generated
- They will be reviewed by the evaluators during proposal evaluation



Upload the Excel file



- Once the "detailed budget table" is completed, upload it to the online submission system as an attachment to the Part B template
- The format of the Excel template is .xlsm because it uses macros. While working, always save in .xlsm BUT upload the Excel file in .xlsx or .xls format.
- For security reasons, you cannot upload the file in .xlsm format.Always keep a copy of the original .xlsm file.

Edit forms 🖋	View history	Print preview	0					
Part B and Annexe	es							
and a mining a mining								
	nay upload the te	echnical annex of t	the proposal (i	n PDF format only)	and any other requ	ested at	tachments.	0
n this section you m	nay upload the te	echnical annex of t	the proposal (i	n PDF format only)	and any other requ	ested at	tachments. Upload	



Grant preparation



- EC follows the standard process to prepare the grant agreement.
- The grant agreement for your project will be based on the <u>Model Grant Agreement for lump sum</u> grants.
- The 'no negotiation' principle applies. The grant agreements is prepared on the basis of the proposal you submitted. However, some changes might be necessary:
 - correcting obvious errors and inconsistencies
 - other changes necessary to comply with applicable rules
 - adjustment of the lump sum to the amount specified in the Evaluation Result Letter
- The breakdown of lump sum shares per beneficiary and per work package is included in the grant agreement as Annex 2. The submitted detailed lump sum budget table is not part of the lump sum grant agreement.
- Once the lump sum is fixed in the grant agreement, it will not be questioned if the prices for goods or services change later on.



Budget allocation



Budget allocation (annex 2 to the grant agreement)

	WP1	WP2	WP3	WP4	WP5	WP6	WP7	WP8	Total
Beneficiary A	250.000			50.000	300.000	250.000		300.000	1.150.000
Beneficiary B		250.000	350.000	50.000			100.000	150.000	900.000
Beneficiary C	100.000	100.000		50.000		280.000			530.000
Beneficiary D		120.000		50.000			100.000	150.000	420.000
Total	350.000	470.000	350.000	200.000	300.000	530.000	200.000	600.000	3.000.000
	1	1						-	

Shares of the lump sum per beneficiary

Shares of the lump sum per WP

Lump sum
=
Maximum grant
amount

You can use the budget as you see fit as long as the project is implemented as agreed. The actual distribution of the lump sum is invisible to EC.

Budget transfers between work packages and/or partners require an amendment if the consortium wants to reflect them in the grant agreement.



Payment schedule



Types of payments:



Pre-financing payment

- Same function and same rules as for other grants
- Coordinator distributes the amount according to consortium agreement



Interim payment(s)

- One or more
- We pay the shares of the lump sum set out in Annex 2 for the work packages completed & approved in the reporting period



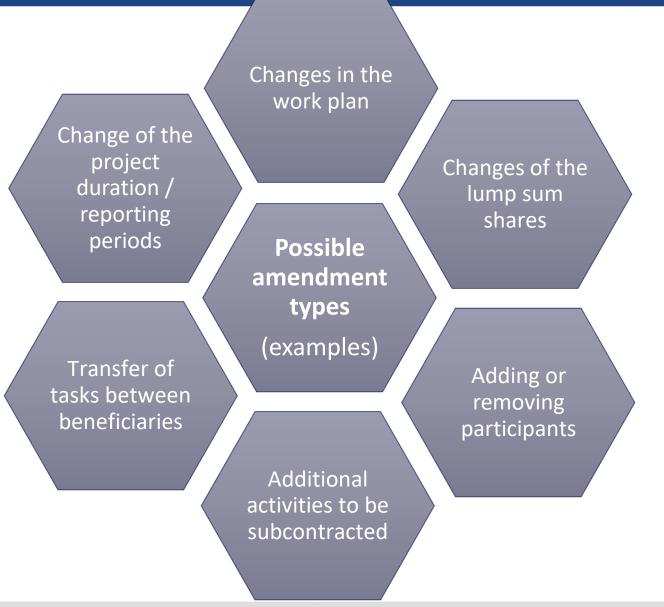
Payment of the balance

- Closes the financial aspects of the grant
- Partial payment for partially completed WPs possible
- Releases the amount retained for the Mutual Insurance Mechanism

Amendments

7

- Lump sum grants can be amended.
- Same procedure and conditions as for all Horizon grants.
- Lump sum work packages that have already been paid cannot be amended.
- **Deviations** from the work plan can also be flagged in the periodic report (simplified procedure).

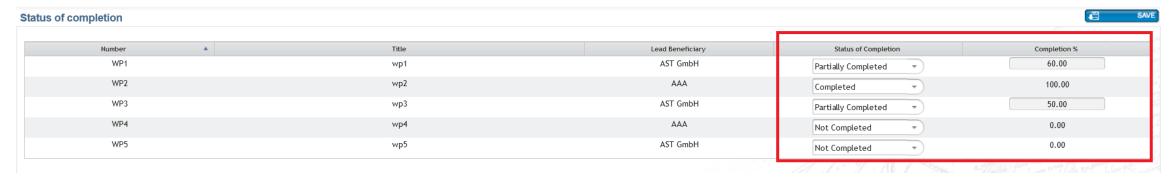




Reporting and payment (1)



- Use the standard reporting template
- The coordinator declares work packages as **Completed** or **Not Completed**. This should be justified by the technical periodic report.
- An incomplete work package can be completed and paid in a subsequent reporting period.
- At the final reporting period, it is possible to declare **Partially Completed** work packages, and to enter the percentage of completion.





The completion of work packages is not based on a successful outcome, but on the **completion of activities** as described in the description of action.



Reporting and payment (2)



- The financial report is much simplified and to a large extent automated.
- The financial statement for all beneficiaries is **automatically generated** (based on the accepted work packages and the corresponding lump sum shares).

	WP1	WP2	WP3	WP4	WP5
Beneficiary A	250.000			50.000	300.000
Beneficiary B		250.000	350.000	50.000	
Beneficiary C	100.000	100.000		50.000	
Beneficiary D		120.000		50.000	
Total	350.000	470.000	350.000	200.000	300.000
		×		×	

Payment = $350\ 000 + 0 + 350\ 000 +$

Interim payments pay the lump sum shares for completed work packages.

Final payments can also pay partially completed work packages.



0 = 700 000 €

Acceptance of work packages



- Work packages are accepted if the activities have been carried out. We can also accept them when all essential tasks have been completed, when equivalent tasks have been carried out, or when deviations have been justified.
- Lump sum projects can be amended according to scientific-technical needs (or deviations can be justified in the reports). Use these mechanisms to make completion of work packages feasible.
- Before a lump sum work package (that you declared completed) is rejected as incomplete, you are invited to respond to the observations of the project officer.
- If the rejection is upheld the lump sum share concerned is not paid at that point in time. You should **complete the work package later** and declare it at the end of any subsequent reporting period.
- If it is not possible to complete a work package by the end of the project (e.g., for technical reasons or due to force majeure), the **lump sum is paid partially** in line with the degree of completion. The decision on the partial amount is taken on a case-by-case basis. You will be able to provide observations.



Ex-post controls



Checks, reviews and audits for:



Proper implementation of the action (e.g. technical review)



Compliance with the other non-financial obligations of the grant, e.g.



No financial checks, reviews and audits by EU services





Consortium needs to keep (e.g.)	Consortium doesn't need to keep*		
Technical documents	Time-sheets		
Publications, prototypes, deliverables	Pay-slips or contracts		
Documentation required by good research practices such as lab	Depreciation policy		
books	Invoices		
any document proving that the work was done as detailed in Annex 1	any documents proving the actual costs incurred		
Same as for all Horizon Europe grants	*Participants still need to comply with financial record keeping obligations outside the grant agreement , if any (e.g., under national law or internal procedures)		



Resources available



One dedicated **lump sum page** on the Funding & Tenders Portal with:

Guidance documents

- What do I need to know? & Quick guide
- Frequently asked questions
- Detailed guidance for participants
- Lump sum briefing slides for experts

Reference documents

- Model Grant Agreement Lump Sum
- <u>Decision authorising the use of lump sum contributions</u> <u>under the Horizon Europe Programme</u>

Studies

- European Commission assessment (October 2021)
- <u>European Parliament (STOA) study on lump sums in</u> <u>Horizon 2020</u> (May 2022)

Events

- Future events
- Past events and recordings

Funding opportunities

List of Horizon Europe topics using lump sum funding



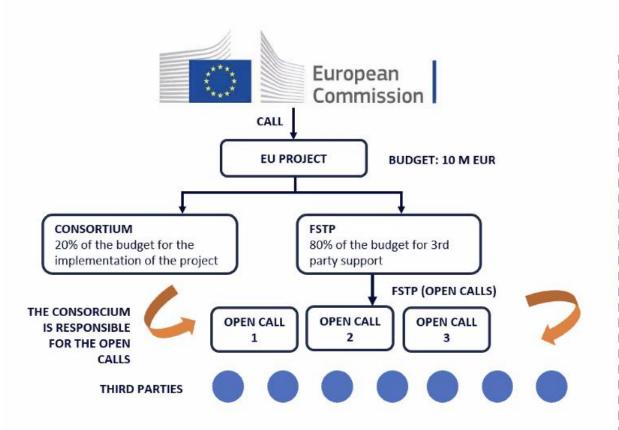




How to manage the Financial Support to Third Parties



Cascade funding can be a good entry point





SPECIALLY FOR SME-S AND STARTUPS



2 APPLICATIONS IN 1



FOCUS ON IMPLEMENTATION
RATHER THAN ADMINISTRATION



10.000 - 200.000 EUR



OTHER FORMS OF SUPPORT (techand knowledge transfer, marketing, vouchers, testing opportunities etc)



Agenda



- **¬I** Financial Support to Third Parties: what it is and how it works
- How to regulate financial support to third parties in the Consortium Agreement
- The management of financial support to third parties: the stages of an open call
- **¬** The preparation and content of the Sub-Grant Agreement
- **The work plan from the applicant's point of view**
- **¬** Implementation, reporting and payments



Financial Support to Third Parties: what it is and how it works

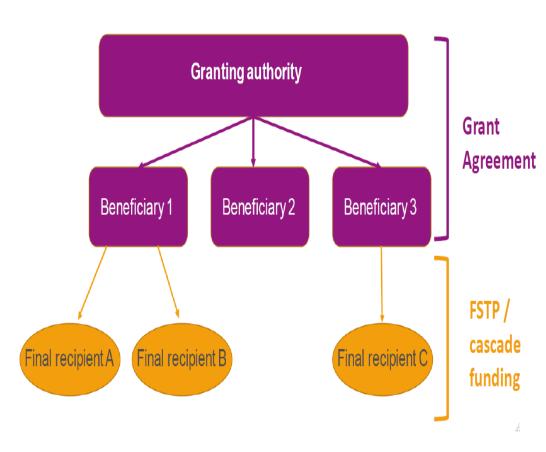


Supporto finanziario a terze parti (FSTP): what it is and how it works

The "cascade" funding, also known as Financial Support to Third Parties (FSTP)

mechanism set up by the Commission to distribute European funding to entities such as:

- start-ups, scale-ups, SMEs and/or mid-caps,
- Universities,
- Technology and/or research centers, DIHs in the adoption or development of digital innovation



From AMGA and Work Programme..



This budget category covers 'cascading' (meaning the beneficiaries of the EU grant provide themselves in turn a financial contribution to third parties) grants, prizes or similar

Actions may involve financial support to third parties ONLY where this is explicitly allowed in the call conditions

Cascading Grants: Beneficiaries may provide financial support to third parties. The support to third parties can only be provided in the form of grants. Given that the financial support to third parties is a primary aim of the action, and due to the nature of the work to be supported, the maximum amount to be granted to each third party is EUR 100 000. The selection of the third parties to be supported under each grant will be based on an external independent peer review of their proposed work.



Horizon Europe - Work Programme 2023-2024 Research Infrastructures

Legal and
financial set-up of
the Grant
Agreements

The rules are described in General Annex G. The following exceptions apply:

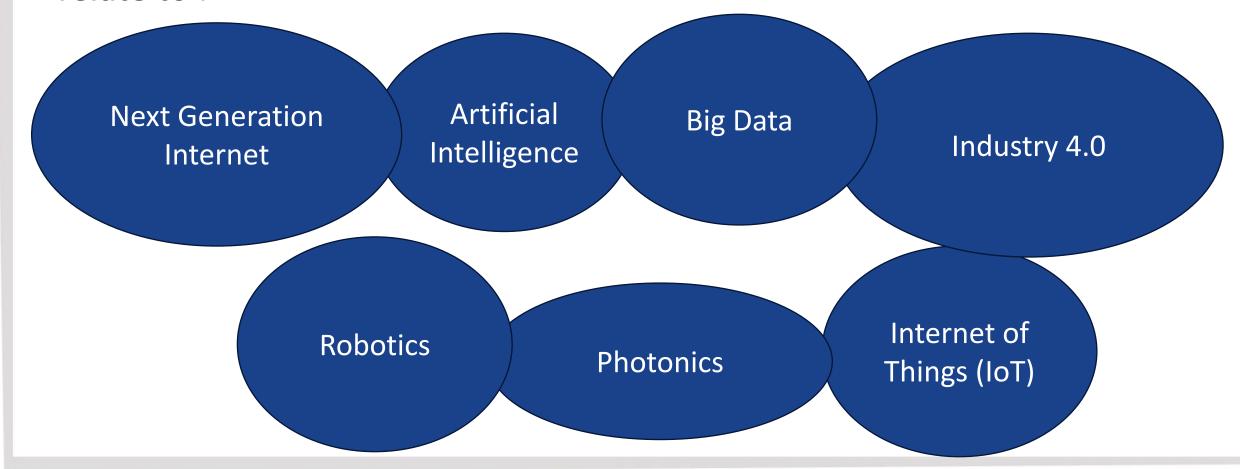
Beneficiaries may provide financial support to third parties. The support to third parties can only be provided in the form of grants. Given that the financial support to third parties is a primary aim of the action, and taking into account the nature of the work to be supported and the cross-RI, cross-domain nature of the intended open science projects and services, the maximum amount to be granted to each third party is EUR 250 000. The selection of the third parties to be supported will be based on an external independent peer review of their proposed work. Research infrastructures which are beneficiaries/affiliated entities of the consortium awarded may exceptionally also be recipients of financial support to third parties. Proposals must explain how they will ensure that such beneficiaries/affiliated entities are not involved in the selection procedure of the calls, in order to avoid conflicts of interest and maintain confidentiality.



Cascade funding: technolgy fields



The cascade funding opportunities organized under Horizon Europe relate to :



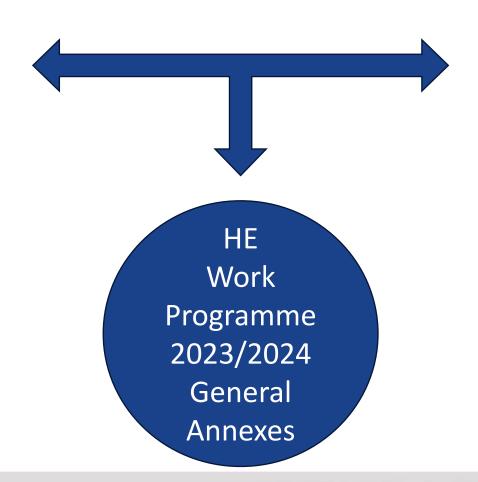


Financial support to third parties (FSTP): the legal framework (1)



Legal Basis

Article 204 of the EU Financial Regulation 2018/1046



Artt. 6.2.D.1 & 9.4 Annotated Model Grant Agreement (HE)



Financial support to third parties (FSTP): the legal framework(2)



Article 204 of
the EU
Financial
Regulation
2018/1046

When?

If the action or work program requires third-party financial support

Who?

The beneficiary may provide it if the conditions for such provision are defined in the GA without discretionary margins on the part of the beneficiary, i.e., it is specified:

- a) the maximum amount of financial support that can be paid to third parties, which is no more than EUR 60,000, and the criteria to be applied in determining the exact amount;
- b) the different types of activities targeted by this financial support
- c) the categories of beneficiary entities and the criteria for granting it

The threshold in the second paragraph (a) may be exceeded if it is otherwise impossible or excessively difficult to achieve the objectives of the actions.



Financial support to third parties (FSTP): the legal framework(3)



REQUIREMENTS

The specific conditions of the call must provide for the disbursement of the FSTP grant

Applicants must clearly describe objectives and expected outcomes

Projects must publish open calls and comply with EU standards of transparency, equal treatment, conflict of interest, and confidentiality

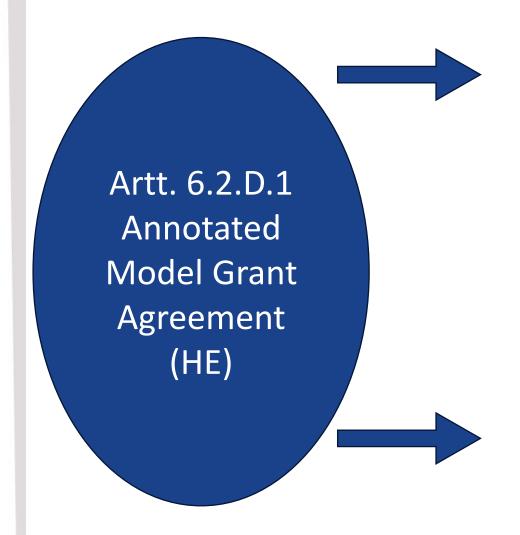
All third-party calls and all third-party-implemented calls must be posted on the Funding & Tenders Portal and on grantees' websites

Calls for proposals must remain open for at least 2 months



Financial support to third parties (FSTP): the legal framework(4)





WHAT?

- Grants, awards or similar "cascades"
- EU grant recipients/EAs in turn provide a financial contribution to third parties (so-called Recipients, who are NOT parties to the GA)

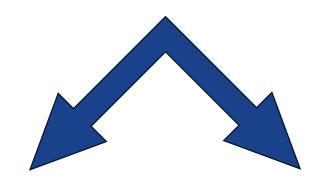
WHAT NOT?

 In-kind support (e.g., free transfer) by the beneficiary/EA to a third party is NOT considered FSTP

Financial support: types of contributions

7

The FSTP amount can be disbursed in the form of:





CASCADING GRANTS

individuals (e.g., allowances, scholarships) or legal entities (e.g., non-repayable financial assistance to local NGOs), seed capital/microcredit for start-ups, or other forms

PRIZES(or similar)

awarded on the basis of a competitive procedure (e.g., tender, competition) organized by the recipient





Financial support to third parties may be given via a financial donation to natural persons (e.g. allowance, scholarship, fellowship) or legal persons (e.g. non-repayable financial assistance to local NGOs), seed money to start-ups or microcredit, or other forms.

Prizes are given on the basis of a contest organised by the beneficiary.

The beneficiaries must promote the action and give visibility to the EU funding involved, but must NOT present the grants or prizes given as given by the European Commission or any other EU granting authority (the beneficiaries are providing the financial support in their own name and on their own responsibility); see Article 17.

What not? Support in kind (e.g. transfer of material for free) by the beneficiary to a third party is NOT considered financial support.



- fulfil the general conditions for actual costs to be eligible (i.e. incurred during the action duration, necessary, linked to the action, etc; see Article 6.1(a))
- the maximum amount of financial support to third parties as set out in the description of the action (DoA; Annex 1) normally up to EUR 60 000 per recipient, but higher amount possible, if agreed with the granting authority that necessary for the objectives of the action.

-comply with the conditions for the support that are set out in Annex 1, and in particular:



for cascading grants (or similar):



- the criteria for determining the exact amount of financial support (e.g. EUR 2 000 per hectare; EUR 30 000 per student for a two-year scholarship)
 Unless otherwise specified in the Grant Agreement, the financial support provided by the beneficiaries may take any form (e.g. a lump sum or the reimbursement of the costs incurred by the recipients when implementing the supported activities); for the purposes of the EU grant, these remain however actual costs.
- a clear and exhaustive list of the types of activities that qualify for financial support for third parties (e.g. financial support for third parties allowed for technology-testing activities)

These activities should benefit, primarily, the recipients (NOT the beneficiaries).

— the persons or category(ies) of persons that may receive it (e.g. farmers; PhD students, SMEs)

Beneficiaries should describe in Annex 1 the procedures for selecting the recipients.

— the criteria for giving financial support (e.g. physical characteristics of the agricultural plots which make them suitable for the purpose of the action).

These criteria should respond to the objectives set out in the call conditions.



for prizes



the amount of the prize (e.g. EUR 10 000)

- a clear and exhaustive list of the types of activities that qualify for financial support to third parties and the award criteria for assessing the quality of entries in light of the objectives and expected results
- the conditions for participation and the conditions for cancellation of the contest, if any (e.g. eligibility and exclusion criteria; deadline for submission of entries; possibility of jury interview)

The criteria must be objective.

the payment arrangements (usually one payment).



for other forms of financial support to third parties, at least...



the maximum amount per recipient

the criteria for determining the exact amount

the types of activities to be funded

- the types of recipients eligible



How to declare FSTP costs



FSTP COSTS = ACTUAL COSTS
Regardless of the type of
contribution (lump sum or actual
cost), beneficiaries/EAs must

ELIGIBILITY OF COSTS

Costs must meet:

the general conditions of eligibility set forth in Article 6.1 (a)

the specific conditions for cost eligibility set out in Article 6.2.D.1 of the HE MGA

rep (act fina

If requested by these bodies, the beneficiary concerned must provide full, accurate and complete information in the format requested (including complete accounts, individual salary statements or other personal data, including in electronic format) and allow access to sites and premises for on-the-spot visits or inspections — as provided for under these Regulations.

To this end, the beneficiary concerned must keep all relevant information relating to the action, at least until the time-limit set out in the Data Sheet (Point 6) and, in any case, until any ongoing checks, reviews, audits, investigations, litigation or other pursuits of claims have been concluded.



od

ts



Third-party grantees - Recipients of FSTP (1)



Who are the Recipients?



Art. 9.4
Annotated
Model
Grant
Agreement
(HE)

Recipients or final recipients:

They do not sign the GA (they are NOT recipients)

Do not participate in the action, but the FSTP amount is part of a project task specified in Attachment 1 (DoA)

They receive financial support from the GA (must be declared as third-party financial support from a beneficiary)

The grantee remains responsible to the Granting Authority for the proper use of funding by recipients, having to ensure compliance with certain obligations (e.g., conflict of interest rules, confidentiality and security obligations, ethics, etc.)



Some advantages...

- → simplification of administrative procedures
- →end recipients NOT identified in the GA
- →end recipients do NOT need PIC / do NOT need legal and financial assessment
- → simpler and SME-friendly application format.
- →end recipients have a contract directly with the consortium



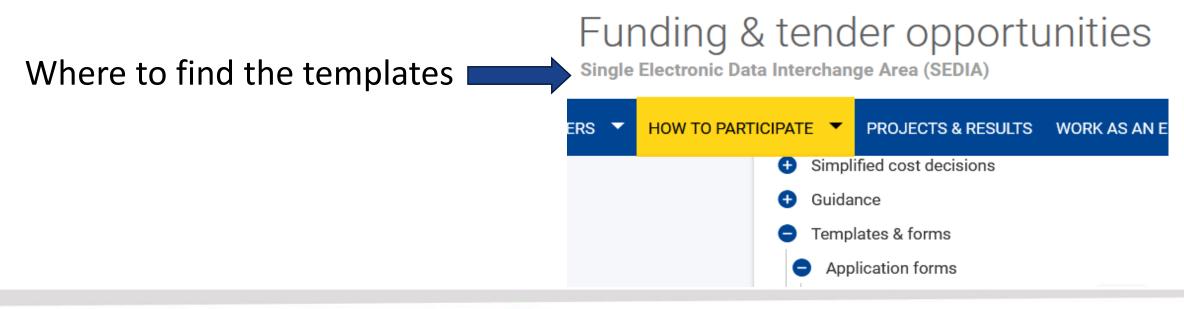
Proposal stage—Annex FSTP part B



ANNEXES

Some calls may require you to upload the FSTP Attachment to Part B of the proposal

Standard templates for the FSTP Attachment are posted in the F&T Portal and uploaded to it as separate documents







How to regulate third-party financial support in the Consortium Agreement



How to regulate the FSTP in the Consortium Agreement



The consortium may include a section within the CA (optional)



In that case, it would be appropriate:

- Reiterate for what purposes and purposes the grant will be given
- how recipients will be selected (e.g., opening a call, holding a contest, etc.)
- the form of the grant (e.g., voucher, cascading grant, etc.)
- the disbursement of the grant will be made in accordance with a set of specific requirements, to be listed in the appropriate section of the CA



How to regulate the FSTP in the Consortium Agreement(1)



A sub-section can also be included within the FSTP section to regulate how recipients will handle personal data they learn about



Recipients will process such data:

in compliance with EU (GDPR), international and national law

in a lawful, fair, transparent manner

for specific and legitimate purposes

N.B. Will inform individuals whose data are transferred, e.g., to other entities directly or not directly involved in the project (e.g., Privacy Statement)





The management of third-party financial support: the stages of an open call





Open call application

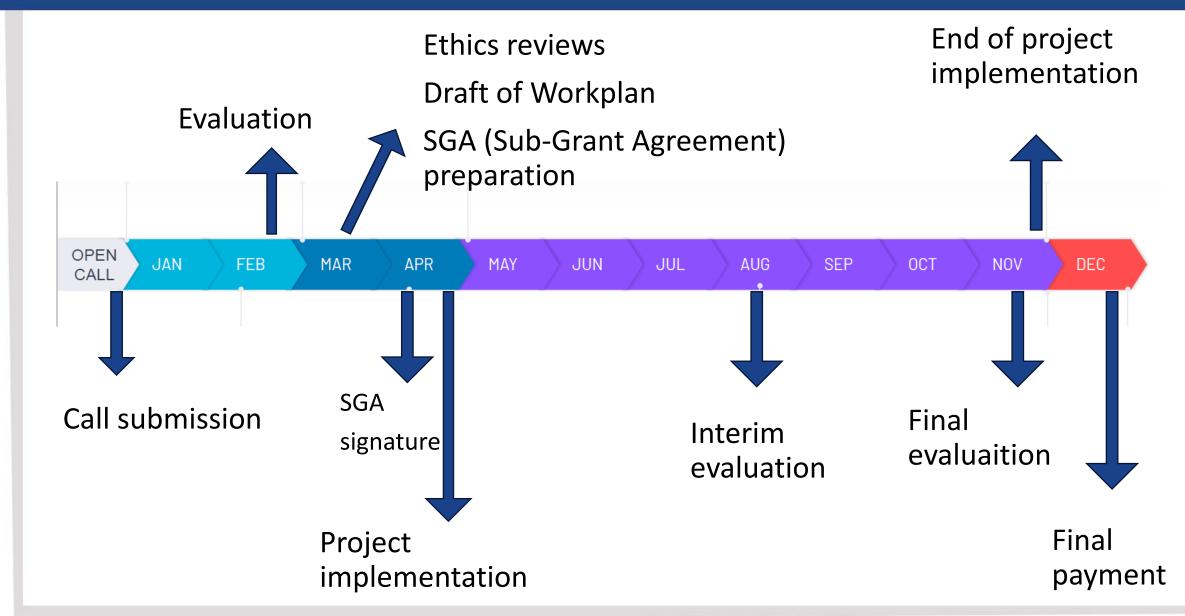


- Specify in detail the topic of the call
- Reduce generic content as much as possible
- Quantify the results
- Define the KPIs (key performance indicators)
- Define the work plan and objectives to be achieved
- Detail and quantify impact, innovation, and potential scaling
- Be realistic (for budget size and duration)



La timeline di un Open call









The opportunities of the European Innovation Council (EIC) to exploit Cluster 3 results





HORIZON-CL3-2025-02-CS-ECCC-02: New advanced tools and processes for Operational Cybersecurity

The participation of the following types of entities is highly encouraged: innovative European cybersecurity start-ups and SMEs with a proven track-record in cybersecurity innovation at EU level (e.g. active participation in successful EU funded projects including cybersecurity projects under Horizon Europe, Digital Europe Programme cybersecurity projects or **EIC Pathfinder or Accelerator projects**), European start-ups and SMEs that can demonstrate established operational cooperation with relevant National Cybersecurity Authorities, European start-ups and SMEs that have received equity investments by national, European or private Venture Capital funds for cybersecurity activities etc.



HORIZON EUROPE

EURATOM

Fusion

Fission

Joint

Research

Center

SPECIFIC PROGRAMME: EUROPEAN DEFENCE FUND

Exclusive focus on defence research & development

Research

Development actions

SPECIFIC PROGRAMME IMPLEMENTING HORIZON EUROPE & EIT*

Exclusive focus on civil applications



European Research Council

Marie Skłodowska-Curie

Research Infrastructures



Pillar II
GLOBAL CHALLENGES &
EUROPEAN INDUSTRIAL
COMPETITIVENESS

- Health
- Culture, Creativity & Inclusive Society
- · Civil Security for Society
- Digital, Industry & Space
- · Climate, Energy & Mobility
- Food, Bioeconomy, Natural Resources, Agriculture & Environment

Joint Research Centre

Pillar III INNOVATIVE EUROPE

> European Innovation Council

> European Innovation Ecosystems

European Institute of Innovation & Technology*

WIDENING PARTICIPATION AND STRENGTHENING THE EUROPEAN RESEARCH AREA

Widening participation & spreading excellence

Reforming & Enhancing the European R&I system

* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme





The EIC Journey





EIC PRIZES

Women innovators Capital of innovation





EIC ACCELERATOR SERVICES

- Mentors, coaches
- Global partners
- Innovation ecosystems
- EIC Community Platform





SEAL OF EXCELLENCE

Fast track to other funding



EIC STEP

Strategic Technologies for Europe Platform

- Co-investments up to €30 million
- O Digital, deep tech, biotech, clean tech

EIC ACCELERATOR

- For single companies
- Grants up to €2.5 million
- Equity up to €10 million
- To enter the market & scale-up (TRL 6-9)



EIC TRANSITION

- For consortia & single companies
- Grants up to €2.5 million To develop business cases
- o (TRL 4-6)

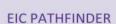






EIC PROGRAMME MANAGERS

- In-house leading experts
- o Identifying potential challenges in emerging deep tech areas
- Pro-actively managing EIC Pathfinder, Transition and Accelerator portfolios



- For consortia
- o Grants up to €4 million
- o To research technology breakthroughs (TRL 1-4)







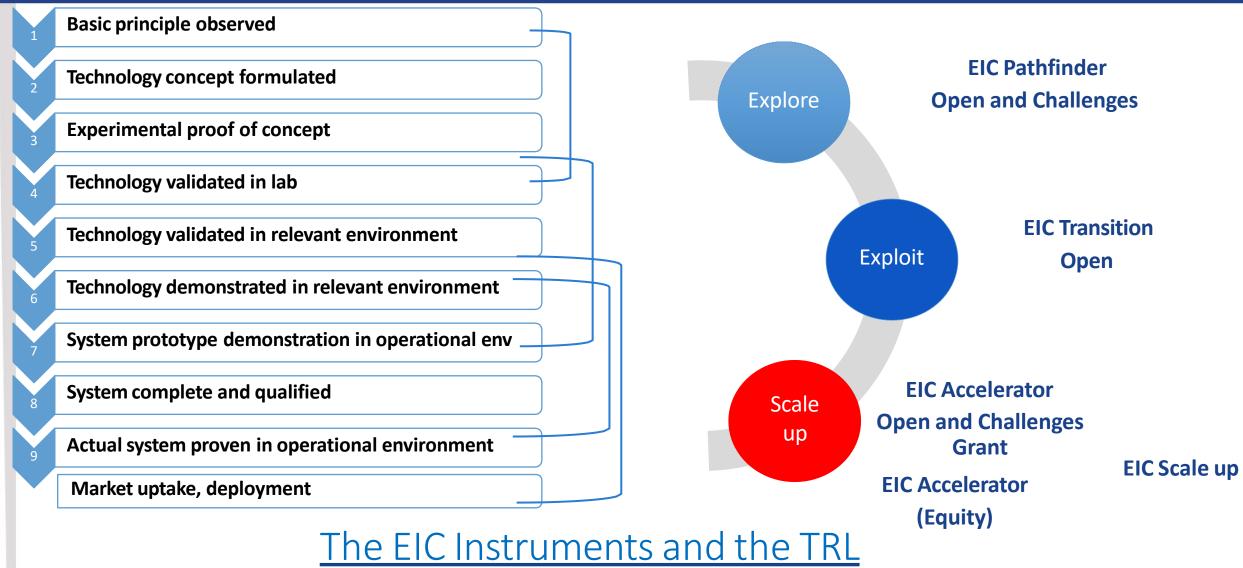




Call	Who can apply	What for	EIC Open		EIC Challenges	
			Deadlines	Indicative Budget (EUR million)	EIC Challenge	Deadlines/ Cut-offs
EIC Pathfinder	Open call: only consortia can apply. Challenges call: smaller consortia (at least two eligible entities) or single applicants as well as larger consortia.	Open Call: Grants up to EUR 3 million Challenge Call: Grants up to EUR 4 million. Higher amounts if duly justified. Projects to achieve the proof of principle and validate the scientific basis of breakthrough technologies (starting from early TRLs aiming at achieving TRL3 or 4)	21 May 2025	142	Biotech for Climate Resilient Crops and Plant- Based Biomanufacturing Generative-Al based Agents to Revolutionize Medical Diagnosis and Treatment of Cancer Towards autonomous robot collectives delivering collaborative tasks in dynamic unstructured construction environments Waste-to-value devices - circular production of renewable fuels, chemicals and materials	29 October 2025
EIC Transition	Single applicants (SMEs, spin-offs, start-ups, research organisations, universities) or small consortia (minimum 2, maximum 5 eligible entities).	Grants of up to EUR 2.5 million to validate and demonstrate technology in application-relevant environment (starting at TRL 3/ 4 aiming at achieving TRL 5/ 6) and develop business and market readiness.	17 September 2025	98		
EIC Accelerator	Single start-ups and SMEs (including spin-offs), individuals (intending to launch a start-up/ SME) and in some cases small mid-caps (fewer than 499 employees).	Grant component below EUR 2.5M for innovation activities (TRL 6 to 8) Investment component of EUR 0.5 up to 10 million for scaling up and other activities. Grant only and investment only component under certain conditions.	Short applications: any time (continuous) Full applications: 12 March 2025, 1 October 2025	384	Acceleration of advanced materials development and upscaling along the value chain Biotechnology driven low emission food production systems GenAl4EU: Creating European Champions in Generative Al Innovative in-space servicing, operations, spacebased robotics and technologies for resilient EU space infrastructure Breakthrough innovations for future mobility	12 March 2025, 1 October 2025









EIC Pathfinder: 2 different funding schemes



EIC Pathfinder Open

to support projects in any field of science, technology or application without predefined thematic priorities ('bottom-up')

EIC Pathfinder Challenges

to support coherent portfolios of projects within predefined thematic areas with the aim to achieve specific objectives for each Challenge



EIC PATHFINDER



EIC Pathfinder Open: gatekeepers



Collaborative, interdisciplinary research, meeting the following criteria:

- convincing, long-term vision of a radically new technology that has the potential to have a transformative positive effect to our economy and society;
- concrete, novel and ambitious science-towards-technology breakthrough, providing advancement towards the envisioned technology;
- high-risk & high-gain research approach & methodology, with concrete and plausible objectives.



EIC Pathfinder Open: consortium composition



- Proposals must be submitted by the coordinator, on behalf of a consortium including as beneficiaries at least three legal entities, independent from each other and each established in a different country as follows:
 - o at least one legal entity established in a Member State; and
 - o at least two other independent legal entities, each established in different Member States or Associated Countries.
- The legal entities may for example be universities, research organisations, SMEs, start-ups, industrial partners or natural persons.



EIC Pathfinder Open: funding



- You will receive a grant for a Research and Innovation Action to cover the eligible costs, necessary for the implementation of your project.
- For this call, the EIC considers proposals with a requested EU contribution of **up to EUR 3 million** as appropriate. Nonetheless, this does not preclude you to request larger amounts, if properly justified.
- The funding rate of this grant will be 100% of the eligible costs.
- The total indicative budget for this call is EUR 142 million.
- Successful applicants will receive tailor-made access to a wide range of Business Acceleration Services and interactions with EIC Programme Managers



EIC Pathfinder challenges 2025





Biotech for Climate Resilient Crops and Plant-Based Biomanufacturing

€ 30 million



Generative-Al based Agents to Revolutionize Medical Diagnosis and Treatment of Cancer

€ 30 million



Towards autonomous robot collectives delivering collaborative tasks in dynamic unstructured construction environments

€ 30 million



Waste-to-value devices: Circular production of renewable fuels, chemicals and materials

€ 30 million

Indicative call budget

€ 120million



Pathfinder Challenge Guides



- Challenge Guides will provide more information about:
 - **Objectives** of the Challenges
 - Technical information underpinning the objectives
 - Portfolio considerations used for the final selection of proposals to be funded
- Challenge Guides are already published on the <u>EIC Pathfinder Challenges</u> <u>page</u>



Towards autonomous robot collectives delivering collaborative tasks in dynamic unstructured construction environments



Each funded project shall deliver the following 3 specific objectives:

- <u>Objective 1:</u> Development of a simplified structural, load-bearing, material-robot building system to assemble a representative and future-relevant structure (pavilion) using a multitude of discrete modules (elements, segments, blocks, voussoirs). Solutions are expected to incorporate "design-for-robotic-assembly" aspects, such as the robot-material interfaces, module interfaces and connectors, and may include innovative approaches such as embedded sensing in the modules.
- <u>Objective 2:</u> Development of an autonomous mobile multi-robotic collaborative platform using at least two, preferably more, mutually aware collaborative robotic systems specifically designed for the assembly tasks outlined in Objective 1.
- <u>Objective 3:</u> Achieve a TRL4 demonstration of an autonomous assembly sequence using the demonstration building system developed in Objective 1, executed by the autonomous mobile multirobotic collaborative platform developed in Objective 2.



Can you apply?



- Single legal entities established in a Member State or an Associated Country (mid-caps and larger companies will not be permitted)
- Consortia of two entities must be two independent legal entities from two different Member States or Associated Countries
- Consortia of three or more entities must include as beneficiaries at least three legal entities, independent from each other and each established in a different country as follows:
 - at least one legal entity established in a Member State; and
 - at least two other independent legal entities, each established in different Member States or Associated Countries.
 - The legal entities may for example be universities, research organisations, SMEs, start-ups, industrial partners or natural persons.



	Pathfinder Open	Pathfinder Challenges
Total budget	€142 million	€120 million
Proposals (indicative)	Up to €3 million or more if justified	Up to €4 million or more if justified
Funding rate	100% of eligible costs	100% of eligible costs
Opening	20 February 2025	28 July 2025
Deadline	21 May 2025 at 17.00 CEST	29 October 2025 at 17.00 CET
Length of proposal	20-page proposal (part B)	30-page proposal (part B)
Applicants	Consortia: min. 3 partners from 3 different Member States /Associated Countries of which at least 1 partner in a Member State	 Consortia: If 2 partners: from different MS/AC, If 3+ partners: from min 3 different MS/AC of which at least 1 partner in a MS Single legal entities in a MS/AC





EIC Transition supports different pathways...



A 'Transition to Technology' for collaborative project to further develop strategic and high impact technology up to TRL 5/6. This may require a multi beneficiary approach (e.g. SMEs, RTOs and potential users / customers).

A 'Transition to Market' for project led by an SME/Start-up that identifies an opportunity in the research results towards a specific market application. It may require, or lead to, a license agreement with the SME.

A 'Transition to Entrepreneurship' for project driven by entrepreneurial researchers to turn research results into a viable product by looking for a suitable business model and creating spin off company.



EIC TRANSITION



Pls pay attention to elements of a good Transition proposal



The starting
point in the
project should be
Proof of concept
validated in the lab
(TRL3/4) and yes to
all 3 questions below

The technology track

The business track

The end point should be a functional version of the technology tested or demonstrated in relevant environment (TRL 5-6), supported by a sound and implementable commercialisation strategy.

- Apply IF and only IF you have identified EU-funded project results with promising commercial
 potential and IF the answer to each and every question below is a clear "YES"!
- Is this novel technology ready for the next steps?
- Have you performed early market / competition explorations?
- Do you have a motivated and diverse team for commercialisation?



EIC Transition Open 2025



Why EIC Transition?

From research results to innovation and market

Moving the boundaries of technological possibilities

University's commitment to the 'third mission'

Follow on investment

Prestigious programme transf. research-->innovation

Who can apply*?

Pathfinder & H2020 FET

ERC PoC

H2020 SC&LEIT+HE Pillar II

JUs except FSTP grants

EDF (PADR)

What support?

Total budget 98M€

Apply till 17 September

Grant: €0.5 - 2.5 mil

(new) EIC Seal of Excellence

50k€ Booster grants

⁻Started 12 months before or ended less than 30 months after the call deadline



^{*-}Only TRL3/4 achieved; no IA/ ERAnets

Yes, you can apply if you are not part of the initial consortium



- If you were not part of the linked project you need to include in your proposal a commitment letter from the relevant owner(s) of the result(s).
- the commitment of the owner of the eligible project result is to negotiate access to such results, including IPR, for the purpose of future commercial exploitation.

Structure of each interview (2 hours)





PRELIMINARY CHECKS

Connectivity test and ID check with the applicants

JURY INTERVIEW



(max 110 min)





10 (pitch) + 35 min max (Q&A)



55 min

BRIEFING

Impartial briefing + initial discussion among JMs

(PMs can provide feedback on technical questions)

INTERVIEW

10 min pitching by the applicants + max 35 min Q&As (no predefined questions) from the JMs. (Including 5 min max of Q&A from Programme Managers at the end)

DECISION

Deliberation among JMs.
The briefer drafts the report with the support of the moderator and JMs.



Please pay attention to (new)eligibility conditions!



- Also in 2025, H2020 Pillar 2+3 & HEU pillar II low TRL project results (RIA) are eligible! Also, proposals coming from JUs are eligible unless they come from FSTP grants
- Applicants must prove the grant from which the result was generated was funded by Horizon 2020 or Horizon Europe by specifying the relevant grant number and acronym <u>as mentioned</u> in the EU Funding & Tenders Portal
- Innovation Actions (IA), CSAs (except ERC PoC, ILPs) and Grants funded via cascade mechanisms (e.g., ERA Nets and FSTP, co-funded partnerships, EIT KICs) will NOT be eligible.

Transition will use lump sum

7

- Please note the introduction of lump sum cost model This will remove financial reporting requirements for beneficiaries.
 - Eligible costs will take the form of a lump sum and the amount will be determined during the evaluation process.
 - Applicants must therefore propose the amount of the lump sum based on their estimated project costs as defined in the <u>Decision</u> of 7 July 2021 authorising the use of lump sum contributions under the Horizon Europe

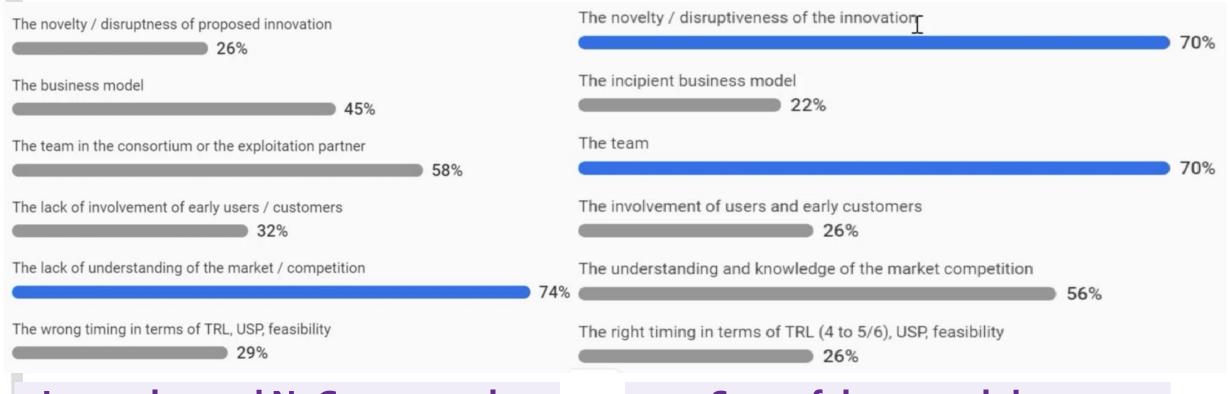
LUMP SUM FUNDING





Weaknesses and Strengths of TR proposals





Lesson learned NoGo proposals:

- Know the market you plan to enter
- Know the competition you will face
- Know the problem you are solving

Succesful proposals have:

- Disruptive innovation with high commercial potential
- Competent team to develop the technology <u>and</u> bring it to the market



Please pay attention to impact, business aspects and TRL!



Need for higher impact & commercial potential

- Some proposals do not identify a promising market
- They go for very specific, i.e., small, market(s) which, even without discounting for risk, is not very promising.

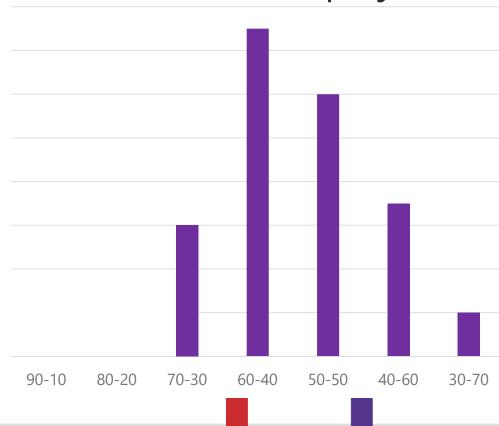
Business Model and Market Analysis

- Preliminary Business and Market analysis is part of the proposal
- Business Model validation and refinement of Market analysis and <u>NOT</u> only technology maturation

Technology Readiness Level

- TRL3 is the starting point in the proposal, cannot be less
- TRL4 is preferred especially when high technological risks
- TRL5 or 6 is too high. You can apply directly to Accelerator

Estimation R&D-Business % (current Transition projects)



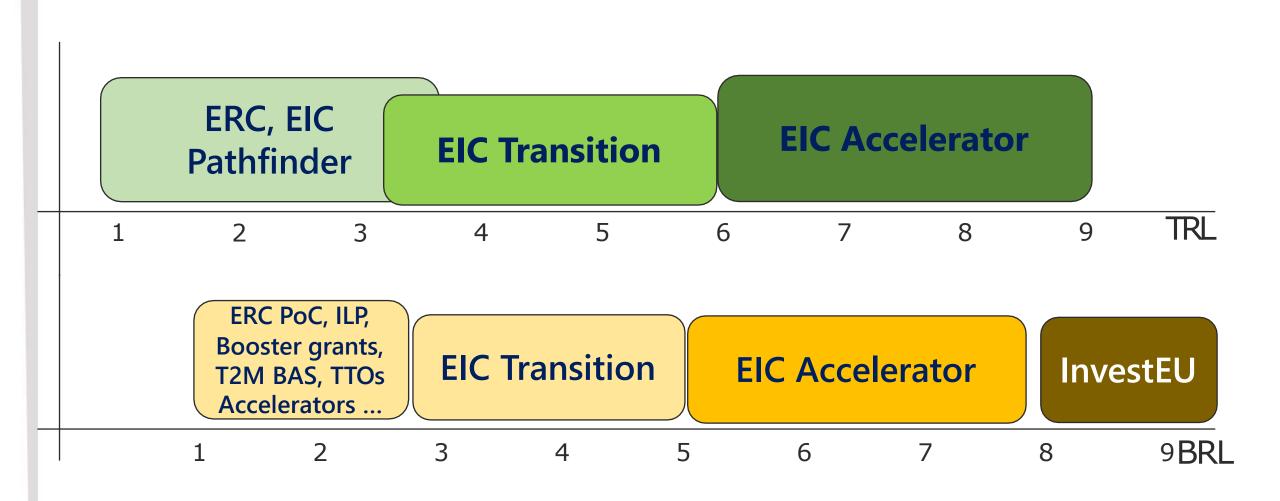


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Technology and business maturation go hand in hand!



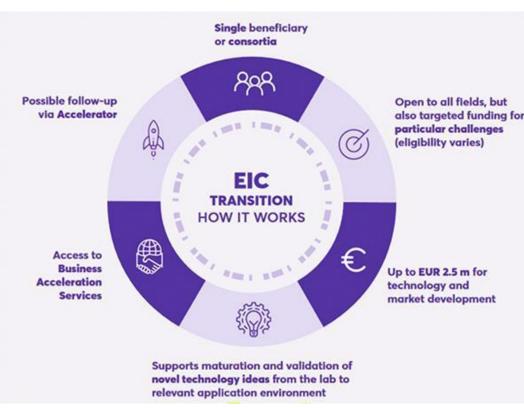




What is expected in a Transition proposal

7

- 1. Impact (or Size of the opportunity): how big is the problem that the proposal is aiming at?
 - a. Who has the problem (market analysis)
- **2. Value proposition** (the central element of the Business Model):
 - a. how the proposal aims to solve the problem,
 - competitive advantage vs direct competitors and alternative solutions
 - c. sustainability of the competitive advantage (e.g., IPR protection)
- Other aspects of the Business model according to the need of proposals: e.g. not exhaustive list
 - a. How the Value proposition is delivered (Direct exploitation / licence / etc.)
 - **b. Key resources** (patent and other IP aspects) /
 - c. key partners (collaboration)
 - **d. Key People: People readiness**: need to have a leading team for the project an beyond or the steps to identify the team that will go beyond the project
 - e. Customers / Segments: Description of the already achieved engagement with potential customers.





Elements of consideration for Jury Interviews



- The evaluation criteria are different between remote and jury phase
- You can have several people intervening but do not overdo it!
- There are 10' for the pitch and 35' for Q&A. There are no pre-defined questions.
- Be prepared for 15-20 questions (expected and unexpected). Just like in a job interview ©:
 - Questions about your innovation/product/solution and/or scientific findings/state of the art.
 - Questions about IPR and/or TRL level
 - Your motivation to apply for Transition
 - Role of (a) consortium member(s)
 - Regulatory or certification aspects
 - Questions about business model, business plan, competitors, payment models, revenues.
 - Questions about your market(s), users and/or potential customers.
 - Questions about your (project) team
 - Risks associated with your project



Dos and Don'ts in preparing a Transition proposal



- Do pay attention to TRL, eligibility conditions and link project + results.
- Do your <u>preliminary</u> market research and explored potential competitors!
- Do put both milestones (including TRL achievements) and KPIs!
- Do take into account the maturation of technology <u>and</u> business in the project!
- Do have a mixed team able to advance both technology and business aspects.

- Do not apply if your TRL is <3 or >5. TR is not PT or ERC 2.0 nor Accelerator with higher success rate
- Don't forget to focus on impact and high commercial potential
- Don't forget about your exploitation partner and/or channel
- Don't forget about you IPR (strategy).
- Do not forget to talk to your NCP and/or EEN nor to read well the WP and the new FAQ!



All applicants (including those unsuccessful in step 1) will be informed about the result of the evaluation approximately 4 months after the cut-off. Proposals invited for grant preparations are expected to start the projects in the first half of 2026. If you meet all evaluation criteria thresholds at the first step but are not selected for funding (including from a NO-GO recommendation from the jury), you will be awarded a Seal of Excellence. If the proposal is submitted by a consortia, Seal of Excellence will be awarded to the coordinator of the proposal, listing the other participating legal entities



EIC ACCELERATOR



What EIC is looking for?

Start-ups and SMEs seeking to scale-up high impact innovations with the potential to create new markets or disrupt exisiting one

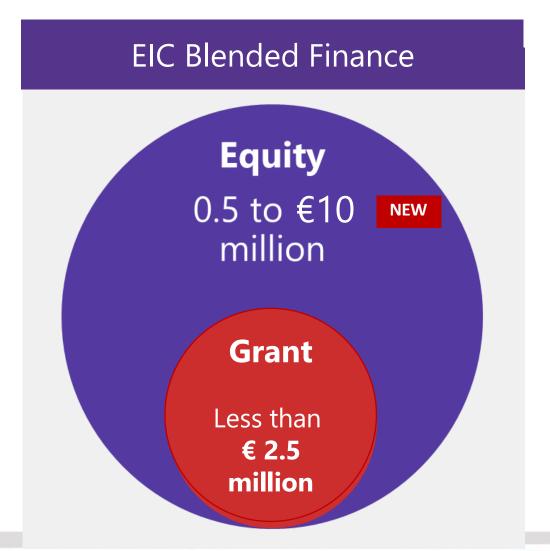
Innovation building on **scientific discovery** or technological breakthroughs ("deep tech")

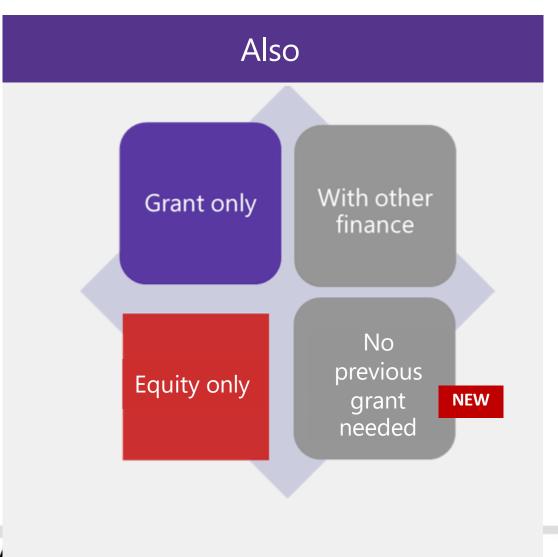
Innovations where **significant funding** is needed over a **long timeframe** and are **too risky** for private investors alone



What can companies apply for?









EIC Accelerator- Blended Finance



Grant component

- maximum of less than
 € 2.5 million
- eligible costs are reimbursed up to a maximum of 70%
- small mid-caps are not eligible for a grant only



Investment component

- € 0.5 million and maximum € 10 million
- usually in the form of direct
 equity or quasi-equity
- minority ownership (maximum 25% of the voting shares of the company)
- "patient capital" principle (7-10 years perspective on average, max 15 years)



EIC Accelerator – funding options



only

If you can prove that you have sufficient financial means for deployment and scale-up (TRL 9)

Grant & Investment

If you need support for development (TRL 6 → 8), deployment and scale-up (TRL 9)

Investment Only

If you are looking to fill the funding gap for rapid scaleup of your high-risk innovation and you don't need a grant



- Single company (i.e. no consortia, but subcontracting and affiliated entities are possible
- SME according to EU definition:
 250 employees, < 50 million EUR turnover or < 43 million EUR total balance sheet, data from linked or partner enterprises might need to be taken into account*
- Small mid-caps (up to 499 employees) for rapid scale up only

EIC Accelerator – Who can apply?



- Natural person(s) or legal entity
 - From Member State (MS) or Associated Country (AC) intending to establish an SME or small mid-cap in MS or AC by the time of signing the EIC Accelerator contract.
 - From a non-associated third country intending to establish an SME or to relocate an existing SME to a MS or AC (establishment prior to full proposal!)

Funding schemes



EIC Accelerator Open



to support projects in any field of science, technology or application without predefined thematic priorities ('bottom-up')

EIC Accelerator Challenges



to support projects within predefined thematic areas with the aim to achieve specific objectives for each Challenge



The selection process in a nutshell



- The Accelerator evaluation process is composed of the following phases:
 - Screening of short proposals: performed by remote evaluators, which leads to a GO or NO-GO to the next evaluation stage,
 - **Evaluation of full proposals,** performed by remote evaluators, which leads to a GO or NO-GO to the next evaluation stage,
 - Interviews with participation of Jury Members which leads to establishing the list of GO (funded) and NO-GO (non-funded) proposals

EIC Accelerator challenges



	Indicative call budget	€ 250 million
	Breakthrough innovations for future mobility	€ 50 million
	Innovative in-space servicing, operations, robotics and technologies for resilient EU space infrastructure	€ 50 million
	GenAl4EU: Creating European Champions in Generative Al	€ 50 million
**	Biotechnology driven low emission food and feed production systems	€ 50 million
1	Acceleration of advanced materials development and upscaling along the value chain	€ 50 million



EIC Accelerator: 2025 cut-off dates



Short proposal evaluation

Submit any time during the year **Evaluation** starts every first Tuesday of the month

Feedback within 4-6 weeks

Full proposal - cut off

Date when a round of evaluations of **full proposals** start

Full proposal evaluation		
Cut-off	Interview weeks (tentative)	
12 March 2025	9-13 June 2025	
1 October 2025	19-23 January 2026	



EIC Accelerator – Application process



Prepare the full proposal

We will help you to refine your business proposition with **coaching**

You have an idea

You have a disruptive or deep tech **idea** with a potential to **scale up &** you need **financial support**

Tell us your story in a short proposal

Submit

You submit your full proposal which will be assessed by Remote evaluators

Pitch to jury

Pitch your innovation in front of EIC Jury Members.

If selected, you will sign the contract

APRE

4



Access2EIC IN A NUTSHELL

The network of 16 partners who share the common purpose to work as a **network of EIC and EIE NCPs supporting national applicants** and raising the quality of applications submitted under the EIC and EIE.

Duration: 84 months

Starting date: 1st February 2022

Grant Agreement number: 101046298

Work Programme: European Innovation Council 2021

Topic: HORIZON-EIC-2021-NCP-01-01





The project has received funding from the European Union's research and innovation programme Horizon Europe under grant agreement No 101046298



Access 2 EIC PRIORITIES

Access2EIC is a 7-year coordination and support action which builds upon the foundations laid by previous EIC support networks and in line with the new Horizon Europe Framework Programme.

IT AIMS TO:

- **Improve** professionalisation and skills of NCPs for EIC and EIE
- **Enhance** trans-national cooperation within the NCPs network
- **Simplify** access to Horizon Europe calls and raise the quality of submitted proposals
- **Lower** the entry barriers for newcomers, women entrepreneurs and applicats from widening countries
- Identify and share good practices incorporating novelties under Horizon Europe, and the various stakeholders within EIC-EIE ecosystem



PARTNERS

Access2EIC is the network of 16 partners who share the common purpose to work as a network of EIC NCPs supporting national applicants and raising the quality of applications submitted under the EIC 2021-2027.

























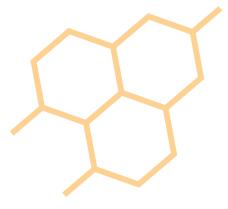














Access2EIC OBJECTIVES

- Improve NCP capacities to gather and provide systemic knowledge (NCP Curriculum) to clients across different EIC-EIE calls
- ldentify and share good practices, key success factors for EIC Pathfinder, Transition and Accelerator proposal preparation based on the experiences of previously funded projects
- ldentify most relevant novelties in the new generation offinancial instruments (EIC Fund, InvestEU)
- Foster the use of financial instruments to complete the EU funding continuum for high potential business actors participating or emerging from EIC calls, develop a better understanding of VC co-investments with the EIC-Fund
- **Provide support** in establishing complementarities and capacity building between the EIC Network and stakeholders in the EIE



TARGET GROUPS

- > EIC-EIE NCPs including low performing countries and widening countries
- Applicant/potential applicant including researchers, SMEs, universities, innovators, women entrepreneurs

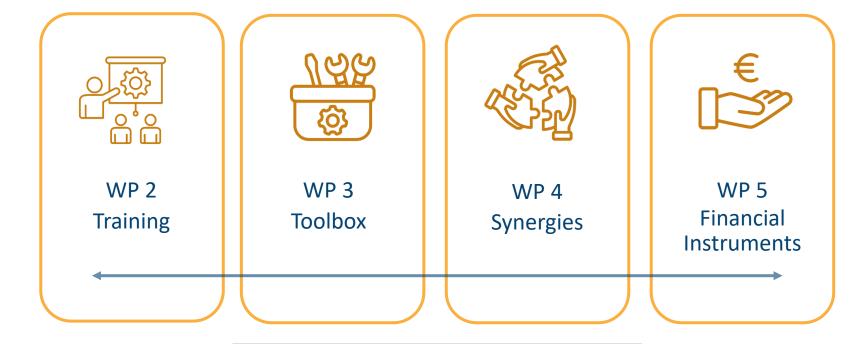
Multipliers Networks and Support Mechanism Key Stakeholders





STRUCTURE





WP 6 – Communications & Dissemination



TOOLS ALREADY DEVELOPED

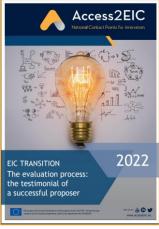
Interview with Timo Hallantie, Head of Unit at EISMEA

The EIC Transition and the evaluation process

EIC Pathfinder

Template

Annotated Proposal

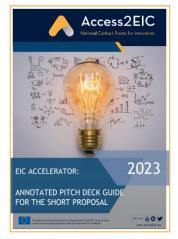








InvestEU Guide



EIC Accelerator Annotated Pitch Deck for the Short Proposal



EIC Accelerator Annotated Full Proposal Template





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THANKS FOR THE ATTENTION!

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