

European
Innovation
Council



6th of October 2022
Brussels
Collaborative Workshop
Open Innovation Facilitation
in Horizon Europe

Open Innovation approach applied to the design of Horizon Europe future calls

Francesco Matteucci

Programme Managers on Advanced Materials for Energy and
Environmental Sustainability, EISMEA
(EIC and SMEs *Executive Agency*)





Agenda



- EIC intro
- Open innovation approach when designing HEU calls
- EIC - Ecosystemic approach
- Open innovation approach: EIC to beneficiaries & viceversa

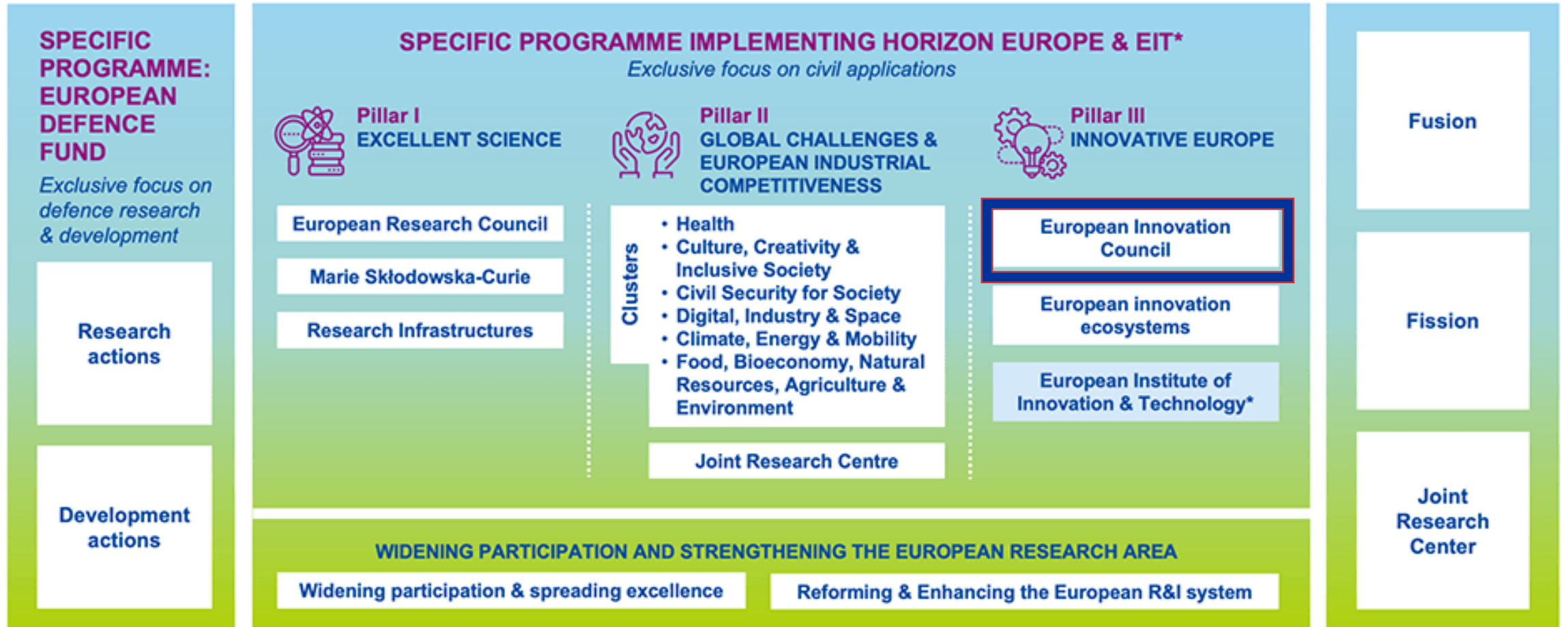


Horizon Europe Structure



HORIZON EUROPE

EURATOM



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

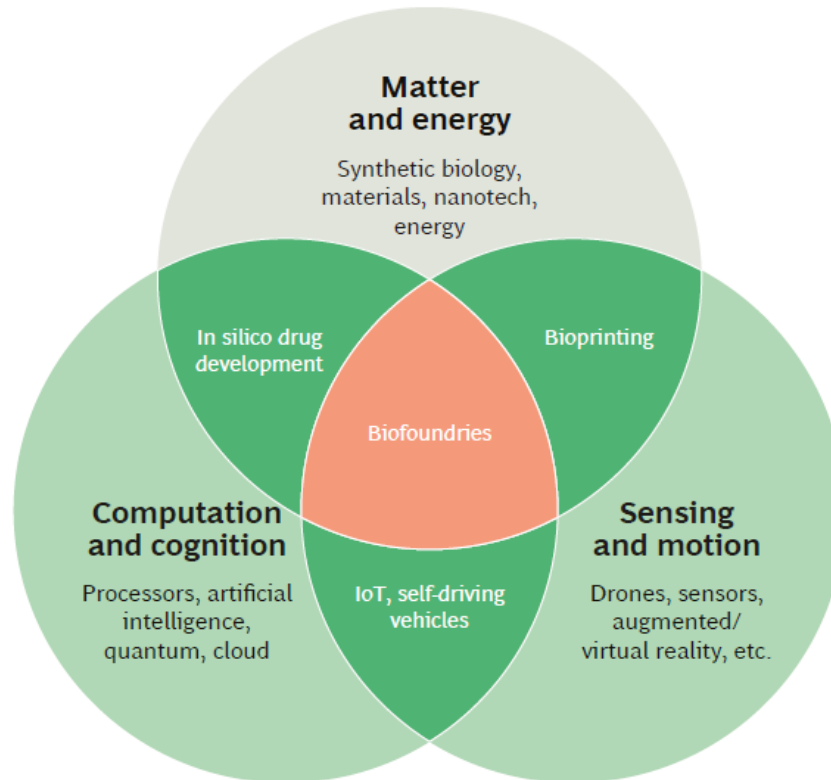


Powerful technologies are emerging faster...

- Artificial intelligence
- Quantum computing
- Synthetic biology
- Nanotechnology
- NextGen UX (augmented/virtual reality)
- Blockchain
- Robotics
- Universal printing

...and they converge to solve major business issues

- Process automation for materials
- New chemical development via AI or quantum computing
- Neuron-machine interface



Deep tech brings together powerful capabilities

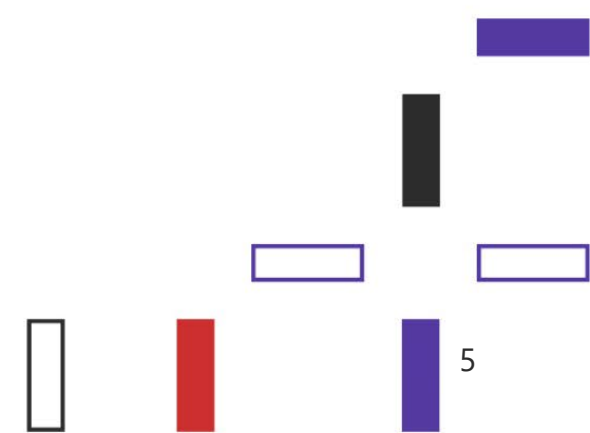
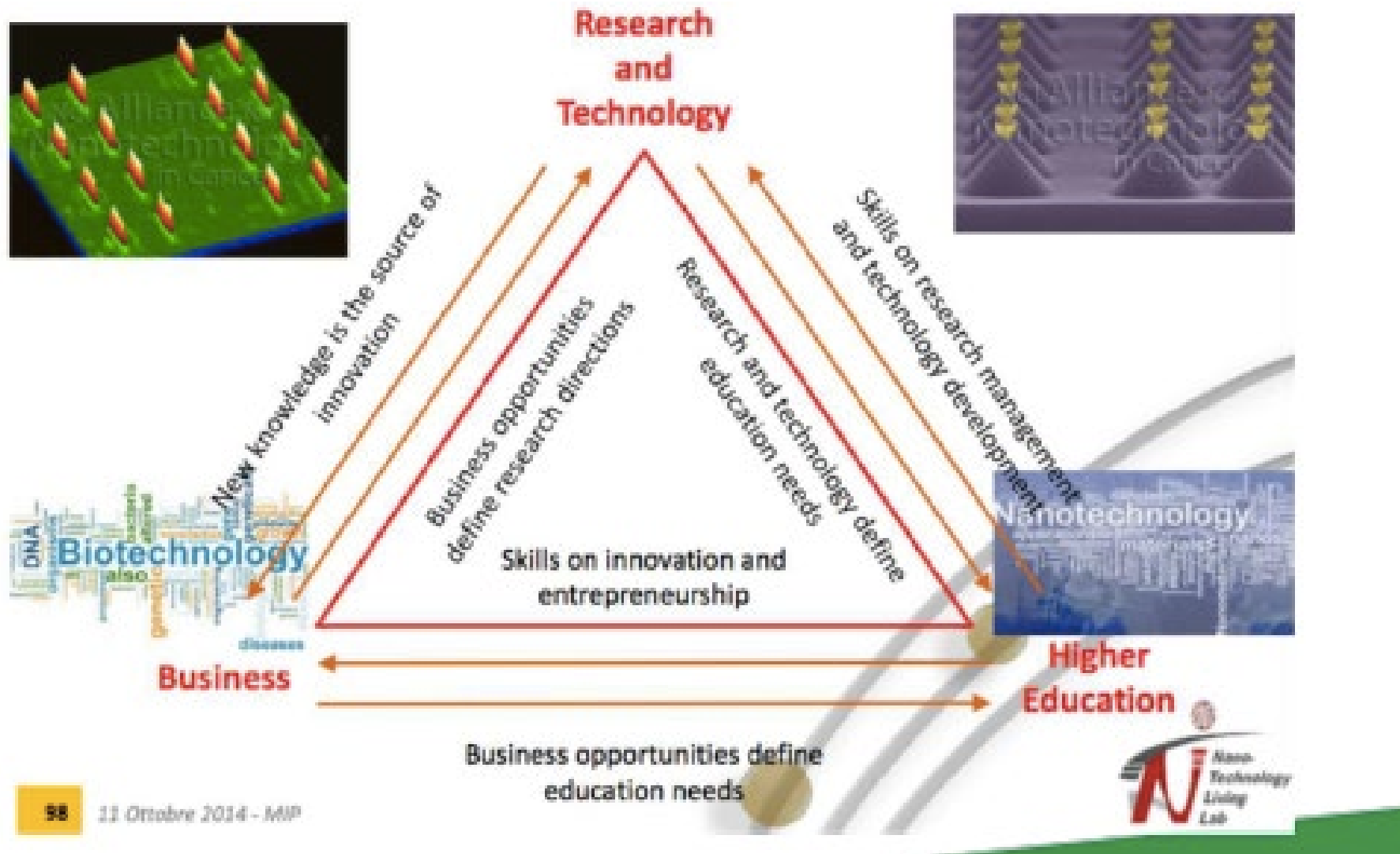
- Data volume
- Moore's law
- DNA sequencing cost
- DNA synthesis cost (in progress)
- Quantum (in progress)

DEEP TECH
Problem and Hardware oriented
Multidisciplinary
High risk, high fund needed
Open innovation approach
(ecosystem of innovation)

● ● ● Digital transformation as prerequisite

investments include private investments, minority stakes, initial public offerings and M&A

Where deeptech happens: open innovation is a requirement





One stop shop for breakthrough, deep-tech, market-creating innovators

- Open to all innovators, in any field, at any time
- Complemented by targeted funding on strategic technologies and innovations
- Highest potential innovators selected on basis of high-risk/ high-impact idea, scale-up potential, and team

Agile funding from idea to investment

- Pathfinder for advanced research on emerging technologies (<€4 million)
- Transition from lab to commercial setting (<€2.5 million)
- Accelerator to scale up innovations by start-ups & SMEs (<€2.5 million grant, <€15 million equity)

Building ecosystems and communities

- Access to business acceleration services (coaches, mentors); to corporates & investors; to knowledge partners
- EIC Programme Managers to develop visions for breakthroughs, manage portfolios, and connect to ecosystems
- Crowding in other investors (VC, corporate VC, etc.)

EIC Support Schemes for EU deeptech innovation



Pathfinder

For advanced research on breakthrough / game-changing technologies

Pathfinder Open: bottom-up approach; no predefined topics

Pathfinder Challenges: top-down challenge-driven calls for tackling specific issues by portfolios of projects

Transition

For transforming research results into innovation opportunities; follow up results from EIC Pathfinder and ERC Proof of Concept

Transition Open: no topic prescription

Transition Challenges: selected challenges

Accelerator

For individual companies to develop and scale up breakthrough innovations with high risk and high impact

Grant Funding
Equity Funding
Business Acceleration Service

EIC Fund: VC fund – EC shareholder / Bridging equity funding gap at early stage / Crowding in other investors

Business Acceleration Service: access to advice, to business partners and to innovation ecosystems & peers



Programme Managers main activities

Identify emerging challenges for Europe's deep-tech roadmap

Science and innovation intelligence activity

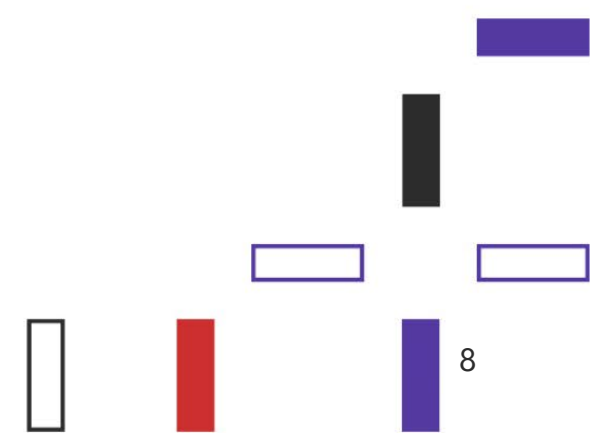
Hands on approach

Strategic assessment and clustering of projects
Building strategic intelligence portfolios
Scientific / Business portfolios management

Stakeholder engagement / Community management

Networking with other programmes and with innovation ecosystem communities
Outreach and organization of events, participation to national events / workshops

**EIC
Proactive
Management**



EIC Programme Managers (EIC PMs): three key roles



Oversees a thematic sector in a cross-cutting manner
EIC (Pathfinder → Transition → Accelerator).



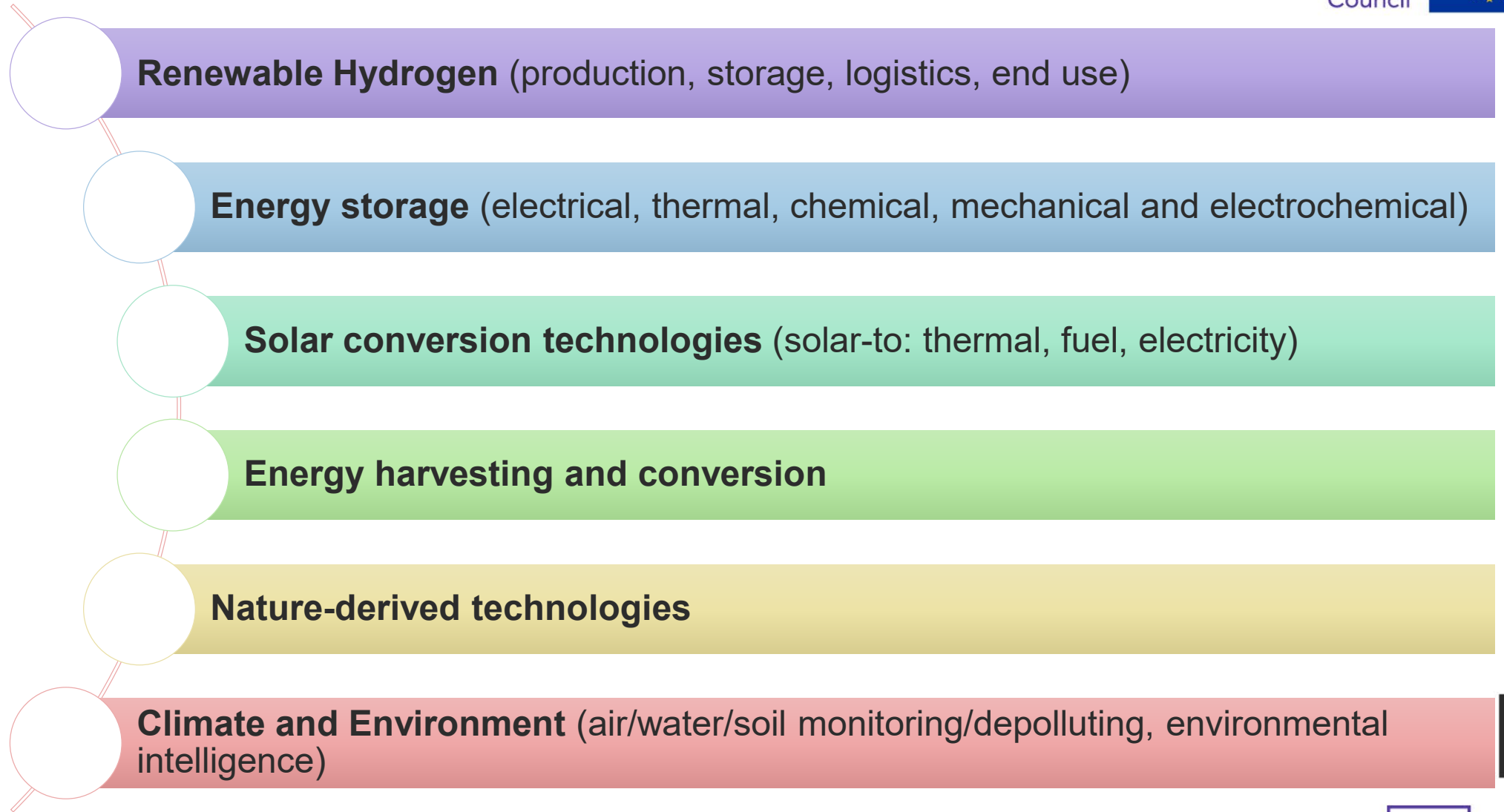
Identifies S/T critical thematic areas, pre-select topics
within these areas and validates the topics for the
purpose of developing Challenge Calls

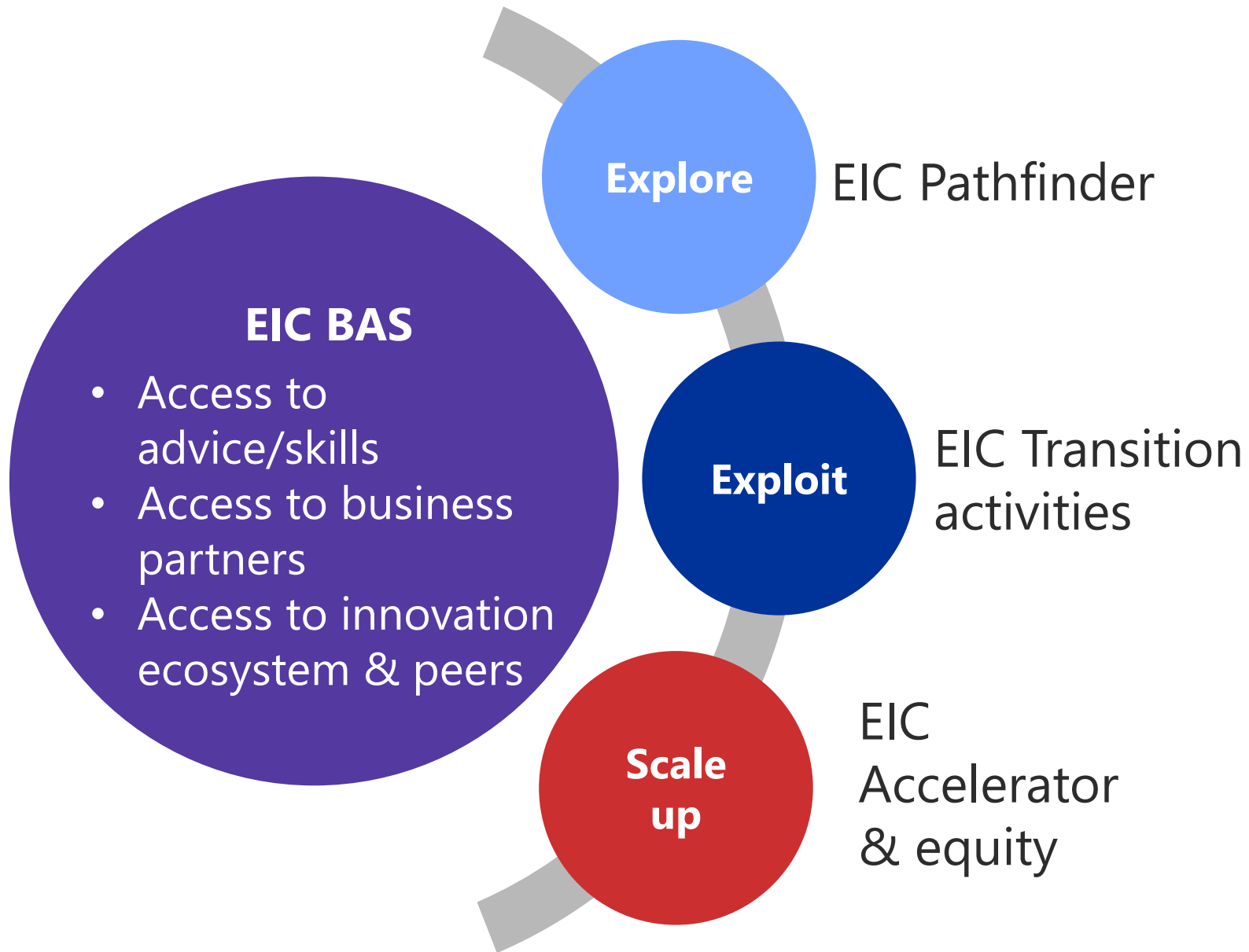


Manages sector-specific portfolios (a set of projects
with shared perspectives) created on the basis of the
outcome of Challenge Calls

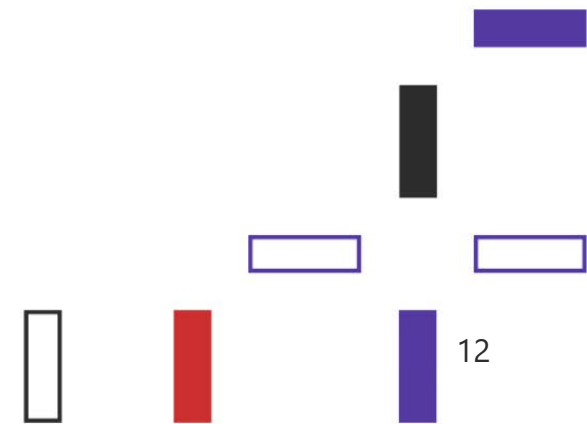


Thematic Portfolios & content-wise approach

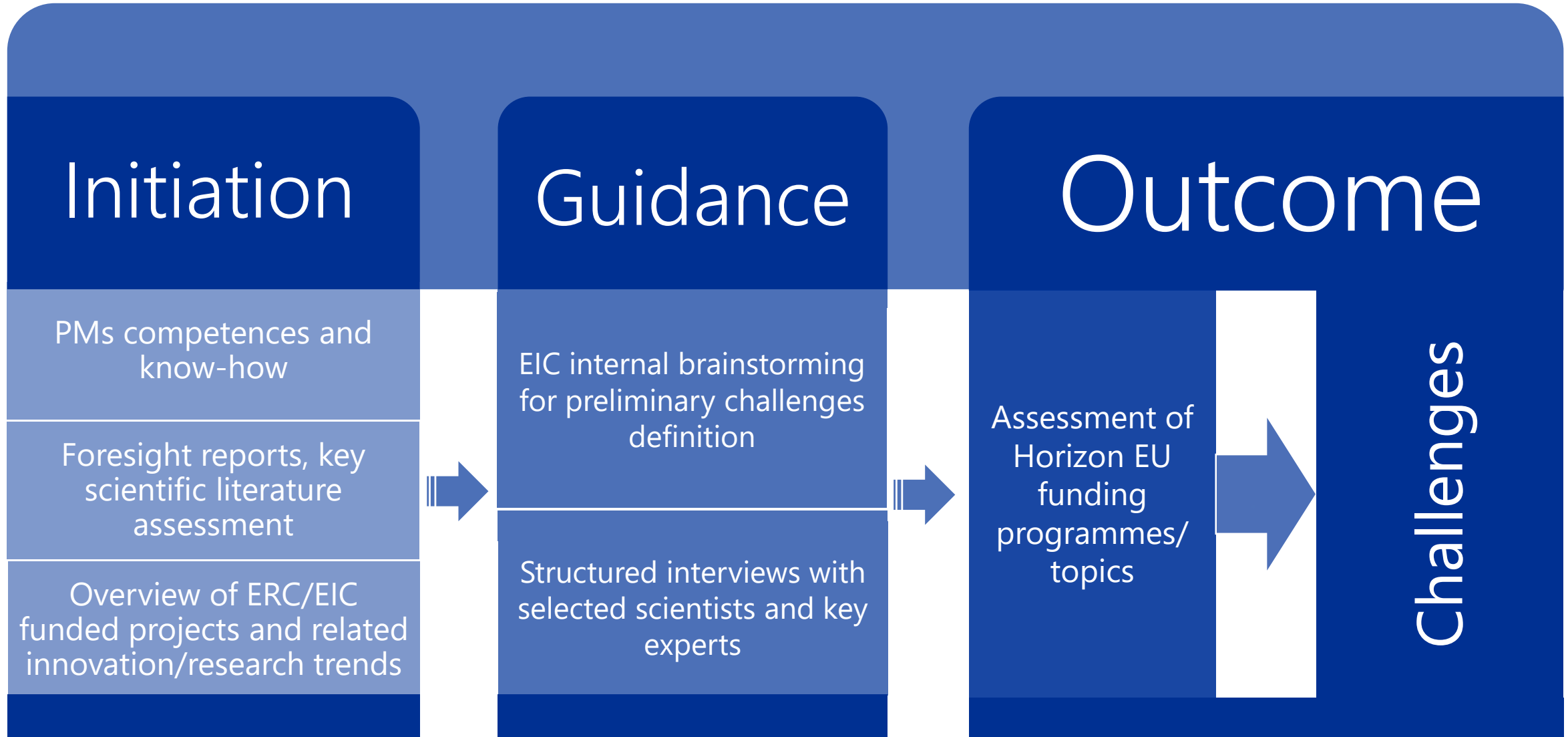




Innovation intelligence: Open innovation example



Challenges Process of Selection (Methodology)



Strategic Intelligence Activity

1. **Meetings/Interviews with experts** (external experts (EIC contracted), scientists, entrepreneurs, innovation managers, VCs, DGs, JRC, JU partnerships, etc..) – see more details below
2. **Study of papers/reports/patents/ongoing projects** H2020/HEU funded (*EPO undergoing collaboration*)
3. **Research & Innovation data collected by D01 intelligence team**
4. **Database search** (Cleantech, etc..)

January-May 2021

- Informal meetings with experts coming from science/business/financial field
- EIC and EC internal Discussion

September/October 2021

- Interservice consultation, opinion of PC, adoption of WP with challenge calls
- Discussion in PC on selection of EIC Challenges for 2022 WP
- External expert advice (workshops etc.)

Jan - April 2022

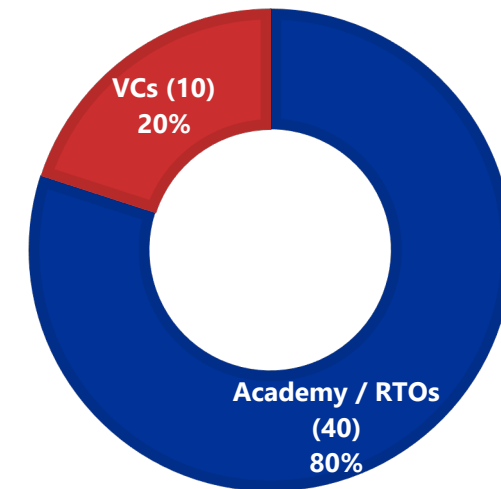
- Discussion with experts and study of the recent updates in the fields

April/May 2022

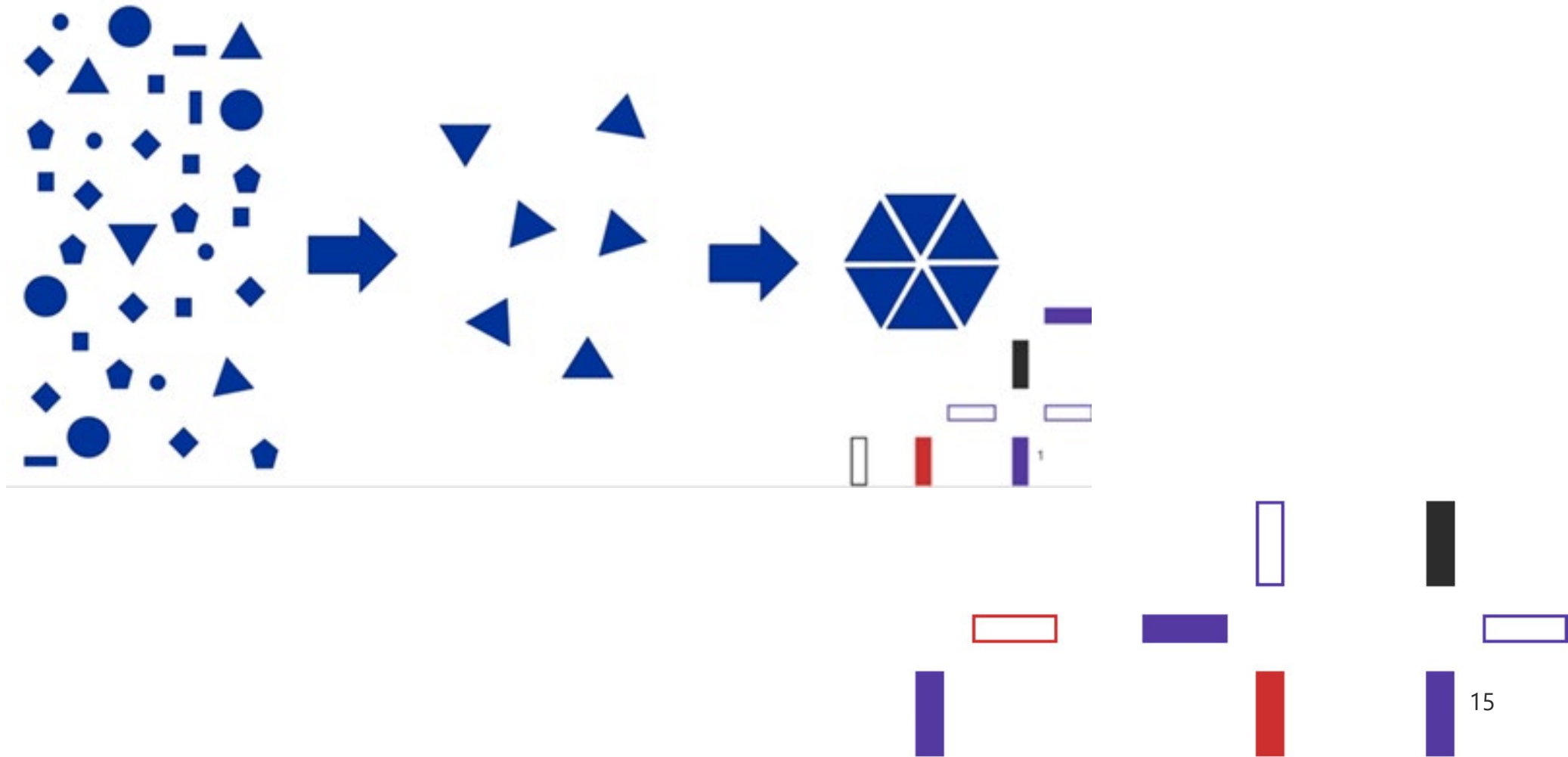
- Challenge guide writing

EXTERNAL EXPERTISE

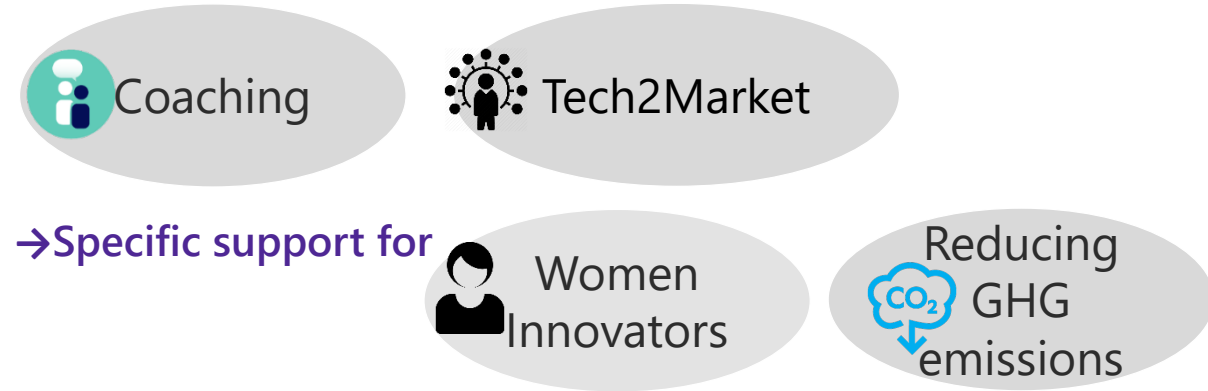
■ Academy / RTOs (40) ■ VCs (10)



Open innovation and Ecosystemic approach



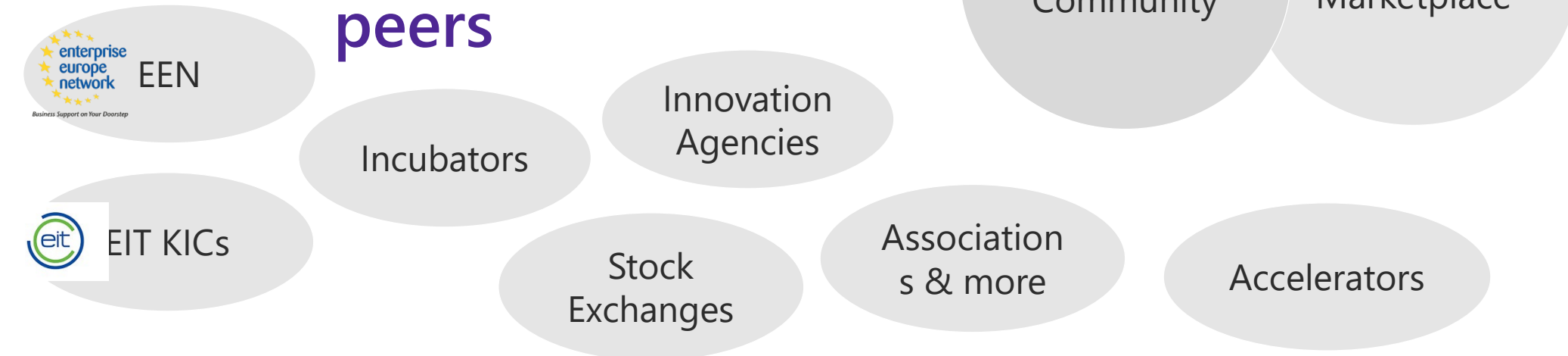
Access to advice/skills



Access to business partners

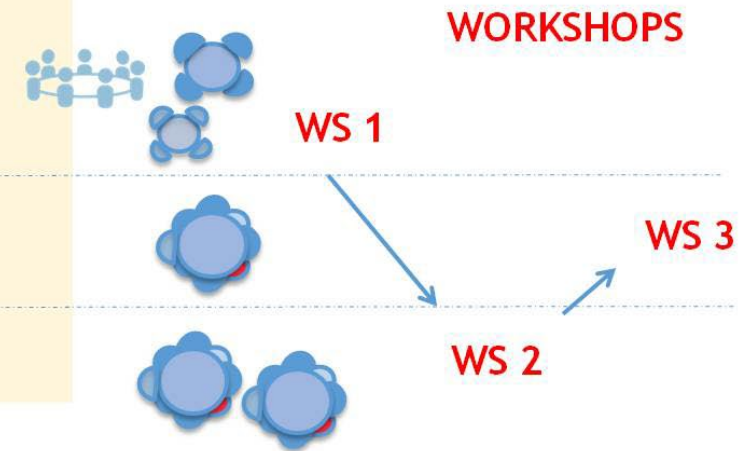
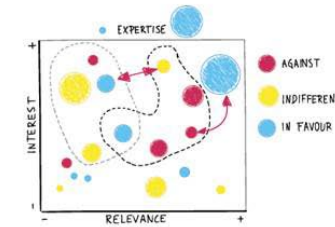
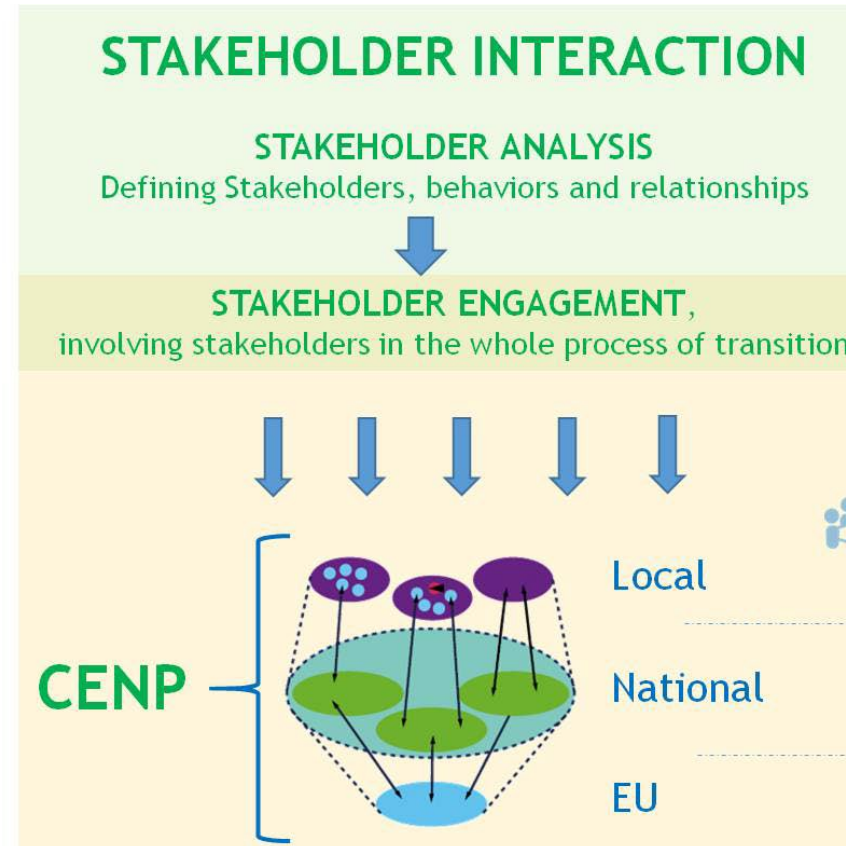


Access to innovation ecosystem and peers



Stakeholder or ecosystem analysis

1. Mapping
2. Categorising
3. Engaging
4. Implementing



EIC Ecosystem partners

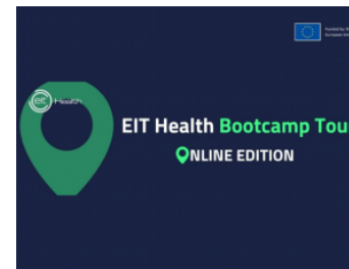
Privileged access to the EU innovation scene



- Access for free or other forms of privilege to incubators, accelerators, venture builders, research infrastructure, test-beds, pilot plants, regulatory advisors and other service providers supporting your path towards market!
- Top partners such as EIT, Collider, Angels Sante, Consilience Group
- Soon, a Catalogue will help you to navigate through the offer!

Open Call: Attend the EIT Health Bootcamp Tour and get a sneak peak of what you can get on the 2022 EIT Health Bootcamps!

The EIC created a new Story | 4 days ago



Each year after the [EIT Health Bootcamps](#) take place, EIT Health holds the Bootcamp Tour, an event where selected companies go through a validation programme, content sessions, peer-to-peer gatherings, and meetings with experts. Given that this year we couldn't miss the online twist, we have the pleasure to invite EIC supported companies to join the [EIT Health Bootcamp Tour: Online Edition for free](#).



**Get access to services worth
50k or more!**



EIC Community Platform

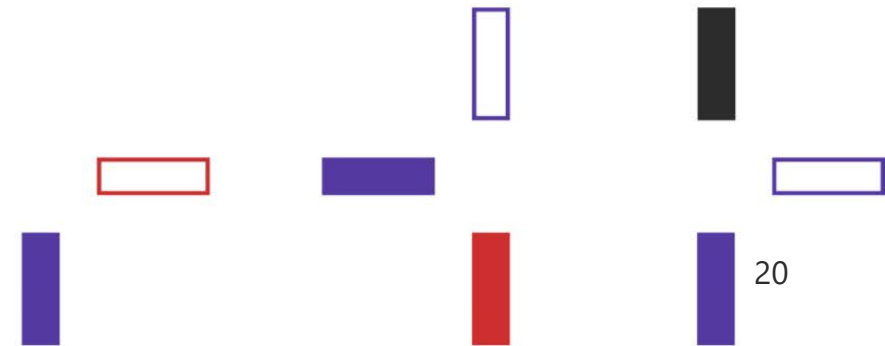
<https://eic.eisma.eu/community>

What's in it for me?

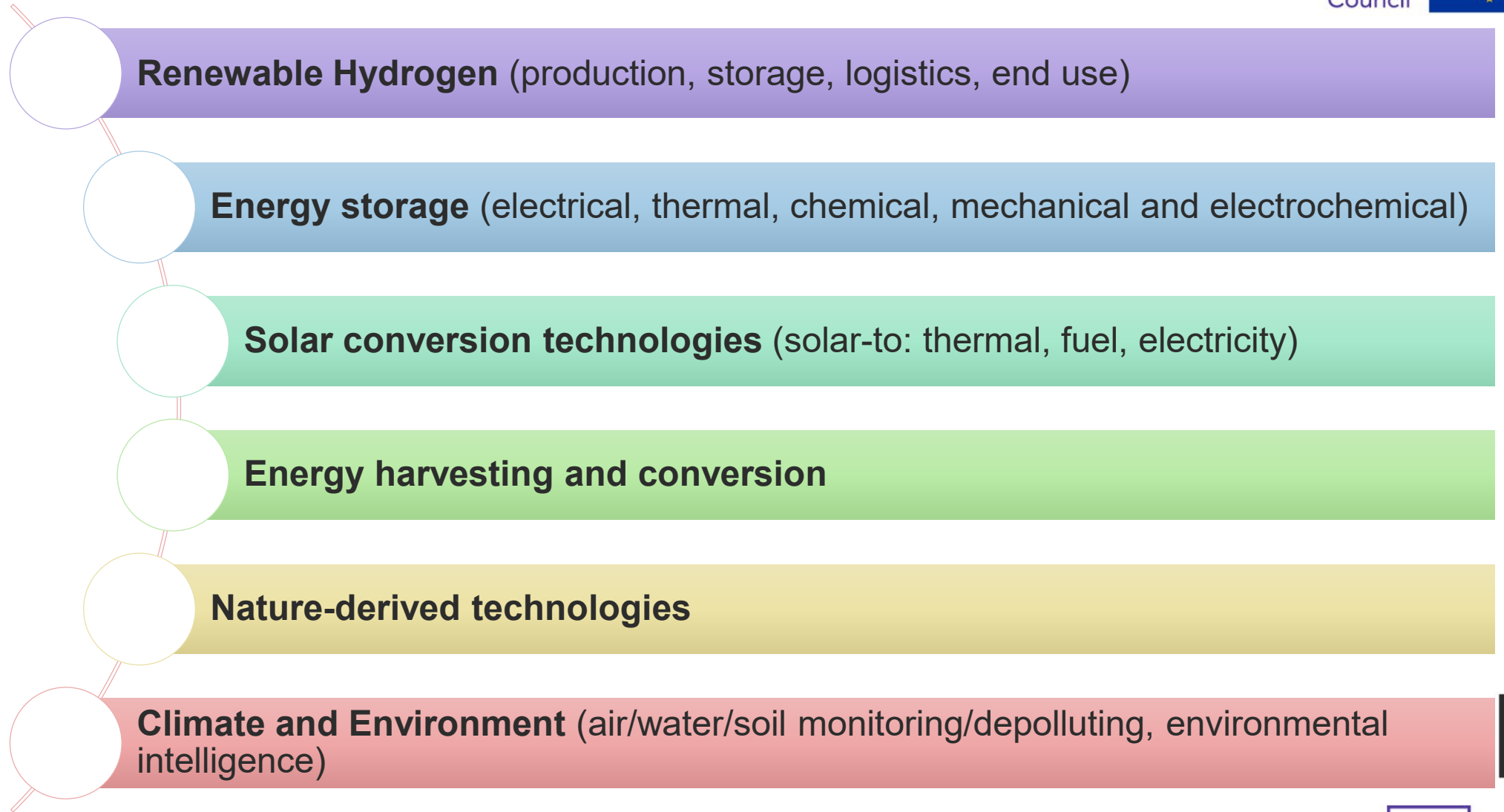
- ✓ Apply to EIC Business Acceleration Services
- ✓ Create a personal and company profile
- ✓ Use the powerful search engine to find like minded companies
- ✓ Explore business opportunities & share your experience via groups
- ✓ Promote other interesting events to the EIC Community

The screenshot displays the EIC Community Platform website. At the top, there are logos for the European Commission and the European Innovation Council community, along with a user profile for Dana-Georgiana POPESCU. The navigation menu includes Home, Stories, Topics, Events, Challenges, Network, and About. A search bar is located on the right. Below the navigation, a welcome message reads "Welcome to the EIC Community". On the right side, there are buttons for "My activity feed" and "Add content". The main content area is titled "All News & Stories" and features a large banner for a "New release: EIC Community Platform" with the text "IT'S LIVE!". Below the banner, there is a story titled "Unveiling the new EIC Community Platform: Discover what's new" by Joana Moreira, dated 1 month ago. The story text describes the platform's growth and the new website. Below this, there are three smaller story cards: "EIC OTF Programme: Europe's best tech pioneers to attend GITEX 2022" by Eirini Sotiropoulou (2 hours ago), "EIC GHG Tool Stories: DVP Vacuum Technology" by Oriana Baptista (17 hours ago), and "EIC Challenge Platform: EIT Health has an ongoing call for EIC-funded companies interested in fundraising. Apply now!" by Mariana Marques (1 day ago). A "More news & stories" link is at the bottom.

Open innovation and portfolio approach



Thematic Portfolios & content-wise approach



Stakeholder engagement / Community management



Stakeholder			
What	How	Portfolio team needs	Examples of activities
Share of knowledge between EC (or national/regional funded – not yet done) projects	Events or «community» creation: 1) Solar fuels with Sunergy (CSA action) 2) Materials for energy (e-MRS scientific event)	1) Data mining from EC projects databases (partner localization, type, background...) 2) Data elaboration 3) Networking with DGs 4) Event design 5) Event communication 6) Event implementation	
Share of knowledge between EIC projects	«Yearly» portfolio meeting	1) Data mining from EC projects databases (partner localization, type, background...) 2) Data elaboration 3) Event design 4) Event communication 5) Event implementation	Discussion on: <ul style="list-style-type: none"> • scientific issues • facilities (i.e. materials characterization techniques, pilot plants) • people •



Thank you!

www.eic.ec.europa.eu

@EUeic

#Eueic

Francesco.matteucci@ec.europa.eu

© European Union, 2021

Reuse of this document is allowed, provided appropriate credit is given and any changes are indicated (Creative Commons Attribution 4.0 International license). For any use or reproduction of elements that are not owned by the EU, permission may need to be sought directly from the respective right holders.

All images © European Union, unless otherwise stated. Image sources: ©Tom Merton/Caia Image, #315243588; ©REDPIXEL, #220695664; ©Halfpoint, #180578699; ©bnenin #213968072; ©MyMicrostock/Stocksy, #3094437622021. Source: Stock.Adobe.com. Icons © Flaticon – all rights reserved.

