Making innovation happen!
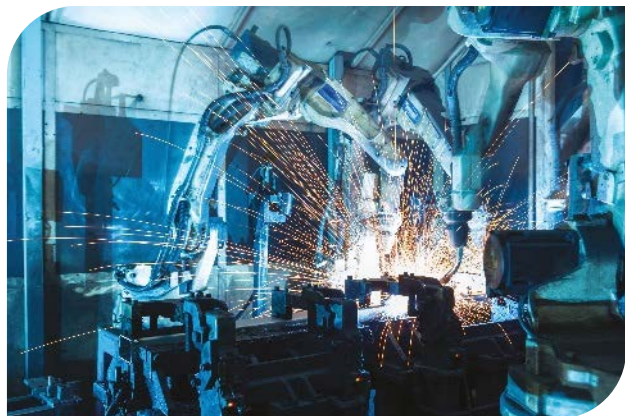
Presentation on the EIT's 2018 Call for KICs

Manufacturing

3 July 2017

EIT's 2018 Call for KIC Proposals

EIT Urban Mobility*

Smart, green and integrated transport

EIT Manufacturing relaunch in 2018*

Added-value manufacturing

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* Subject to the outcome of the EIT's mid-term evaluation by the European Commission.

EIT Community: achievements to date

1st three innovation communities EIT Climate-KIC, EIT Digital and EIT InnoEnergy have grown into thriving European innovation hubs:

776
number of graduates
up from 486

1,217
number of business ideas incubated
up from 903

213
number of start-ups created
up from 181

723
number of knowledge transfers/adoption
up from 478

212
number of new or improved products, services and processes launched
up from 142

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Figures – September 2016

Climate-KIC Berlin Accelerator: Green Garage

1st CleanTech Incubator Germany

More than 70 scalable start-ups in Germany supported
Focus on energy, mobility, agriculture & water

tado°

Sells **smart thermostats** that regulate heating in households according to the location data of inhabitants.
32 million EUR investment by the end of 2015 and secured a further 20 million EUR in May 2016 for their US expansion: successful internationalisation
Competitor to Google's start-up Nest

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Our vision is to become the leading European initiative that empowers innovators and entrepreneurs to develop world-class solutions to societal challenges, and create growth and skilled jobs.

18 EIT Community innovators and entrepreneurs in Forbes 30 under 30 2017!

**Kristina Tsvetanova of
EIT Digital-supported
BLITAB Technology wins
EU 'Rising Innovator' Prize**

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EIT Awards 2016

EIT VENTURE AWARD
Florian Schneider
(Co-founder and C0O)
Nerdalize

• **The idea**: Nerdalize heats houses with computing power. By placing powerful servers in the form of a radiator in people's homes, we heat the home with the heat the servers produce. This means the home owner saves on heating, and companies and researchers using computing power save 30-50% on their computing jobs.

• **EIT Community connection**: Part of the EIT Climate-KIC Accelerator programme at the Dutch Co-location Centre

EIT INNOVATORS AWARD
Norbert Kuipers
Water and Energy for Climate Change (WE4CC)

• **Project aim**: To use membrane distillation and desiccant recovery systems to turn low-grade waste heat or renewable solar PVT heat into high-quality water and indoor air.
• **EIT Community connection**: EIT Climate-KIC

EIT CHANGE AWARD
Allen Mohammadi
(CEO and Co-founder)
Hippogriff AB
(main product: Complex Disease Detector)

• **The idea**: Complex Disease Detector (CDD) is an accurate, non-invasive and inexpensive tool for the screening and early diagnosis of heart disease. It uses a patient's medical data and offers a decision support tool to doctors, while also helping patients to discover if they suffer from heart disease, even if they show no symptoms.

• **EIT Community connection**: EIT InnoEnergy Master School ENTECH Programme (KIT and Uppsala University 2013-2015)

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Become the leading European initiative that empowers innovators and entrepreneurs to develop world-class solutions to societal challenges, and create growth and skilled jobs.

- 1st EU initiative bringing together the three sides of the 'knowledge triangle': business (companies and SMEs), education institutions and research centres.

- aim to increase the cooperation and integration between higher education, business and research to facilitate the transition from:

| student to entrepreneur | idea to product | lab to customer |

EIT – an integral part of

HORIZON 2020

The EIT contributes to H2020 by addressing societal challenges via the integration of the knowledge triangle

H2020 has a budget of approx. € 80 billion for 2014 to 2020, out of which the EIT has been allocated € 2.4 billion

The EIT will further nurture synergies and complementarities across H2020 and its different initiatives

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EIT SIA* Priorities 2014-2020

1

Fostering

growth and impact of first 3 KICS

EIT Climate-KIC

EIT Digital

EIT InnoEnergy

2

Creating

5 new KICs

2014	**EIT Health**
	EIT Raw Materials
2016	**EIT Food**
	EIT Manufacturing
2018	**EIT Urban Mobility**

3

Sharing and Disseminating

EIT Community good practices

Inc. EIT Regional Innovation Scheme (EIT RIS)

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EIT's Innovation Communities

EIT Climate-KIC

EIT Digital

EIT InnoEnergy

EIT Raw Materials

EIT Health

EIT Food

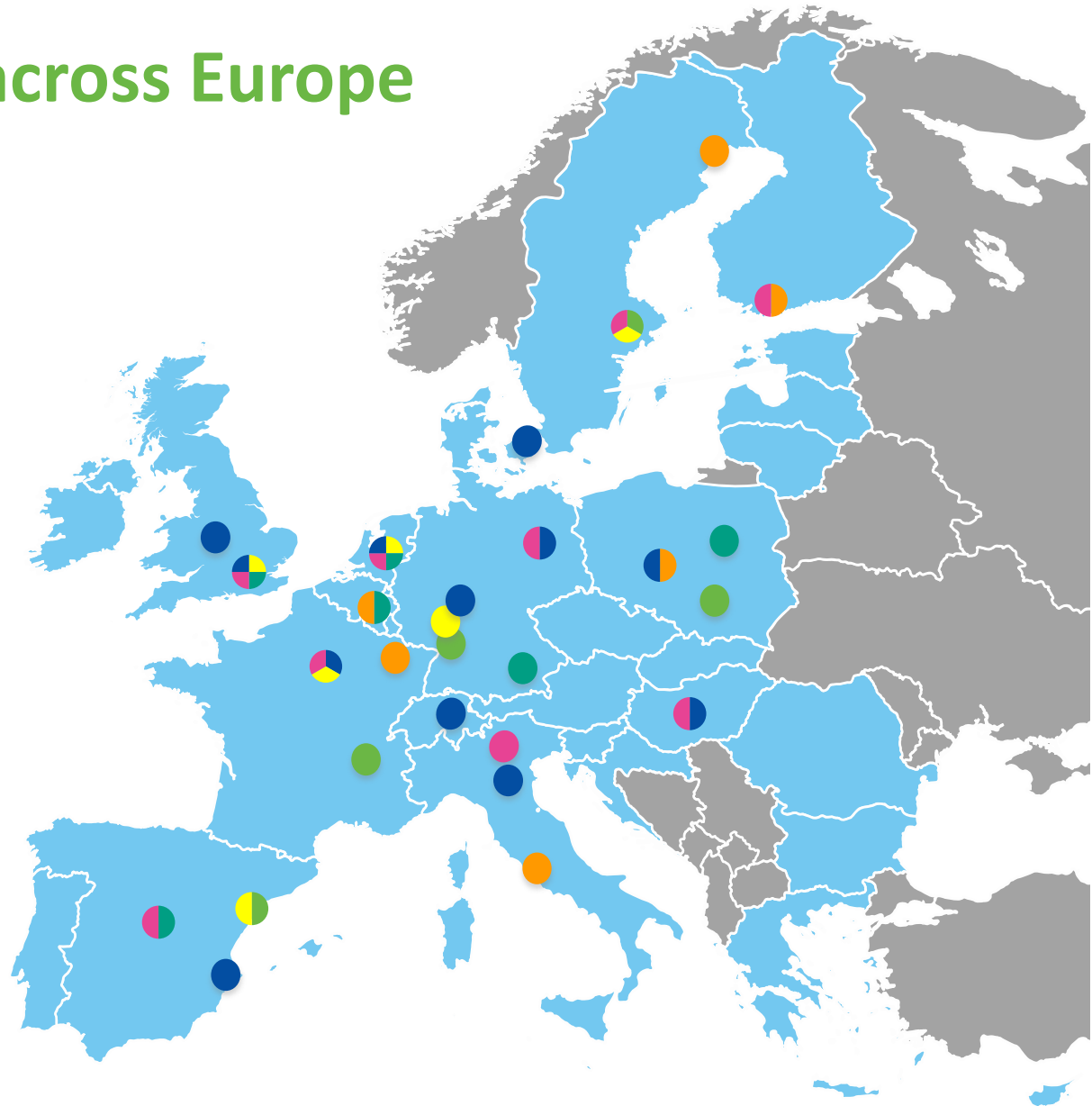European Institute of Innovation & Technology
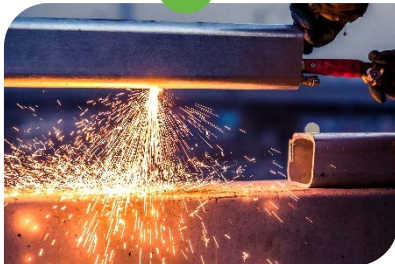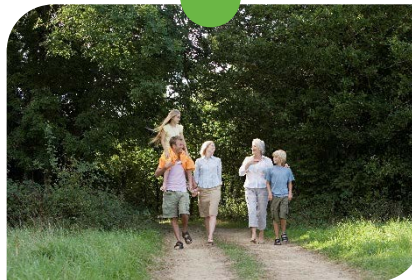
EIT Community across Europe

Innovation Hubs:

- ● EIT Climate-KIC
- ● EIT Digital
- ● EIT Food
- ● EIT Health
- ● EIT InnoEnergy
- ● EIT Raw Materials

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EIT KIC model

- **High degree of integration**: each KIC is an independent legal entity, gathering world-class partners from across the knowledge triangle based on a contractual relationship/partnership with the EIT.

- **Long-term strategic approach**: each KIC is set up for a minimum of 7 years to eventually become sustainable.

- **Autonomy & flexibility**: to determine organisational structure and activities governed by a Board of KIC partner organisations.

- **Effective governance**: run by a CEO and a lean management team at central and Co-location Centre level all implementing the Principles of Good Governance.
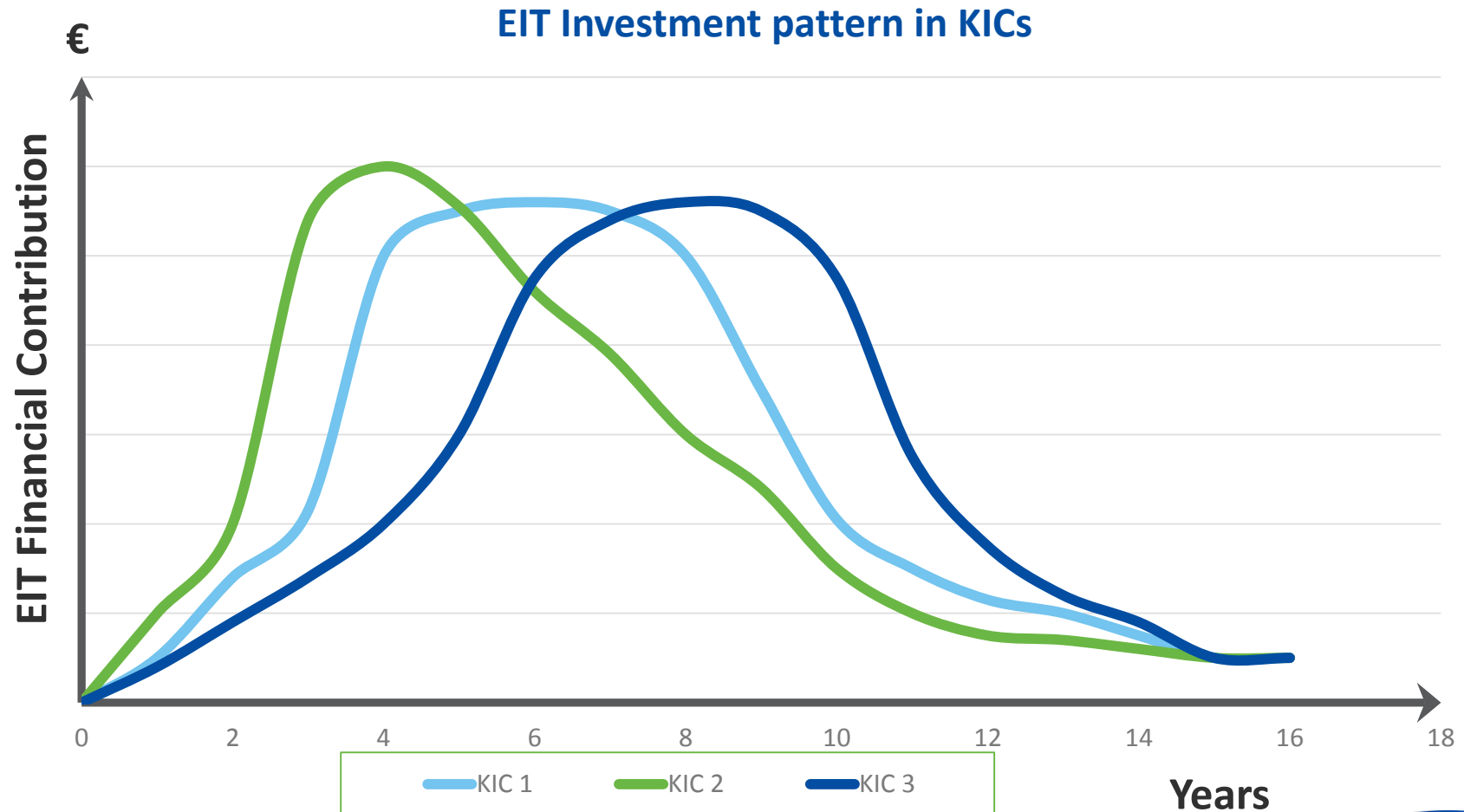
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EIT KIC model

- **Co-location Centres**: each KIC consists of innovation hubs leveraging on existing European capacities and building pan-European networks.

- **Smart funding & high degree of commitment of partners**: EIT funding to KICs is max. 25% of their total budget over time with 75% to be attracted from other sources, both public and private.

- **Results & high impact oriented activities**: KICs implement a Business Plan with measurable deliverables, results and impact.

- **Synergies & complementarities**: with EU, national, regional and local initiatives

- **Outreach** incl. EIT Regional Innovation Scheme

- **Culture**: KICs are shaped by strong entrepreneurial mindsets and culture.

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EIT Approach to Financial Sustainability

EIT Investment pattern in KICs

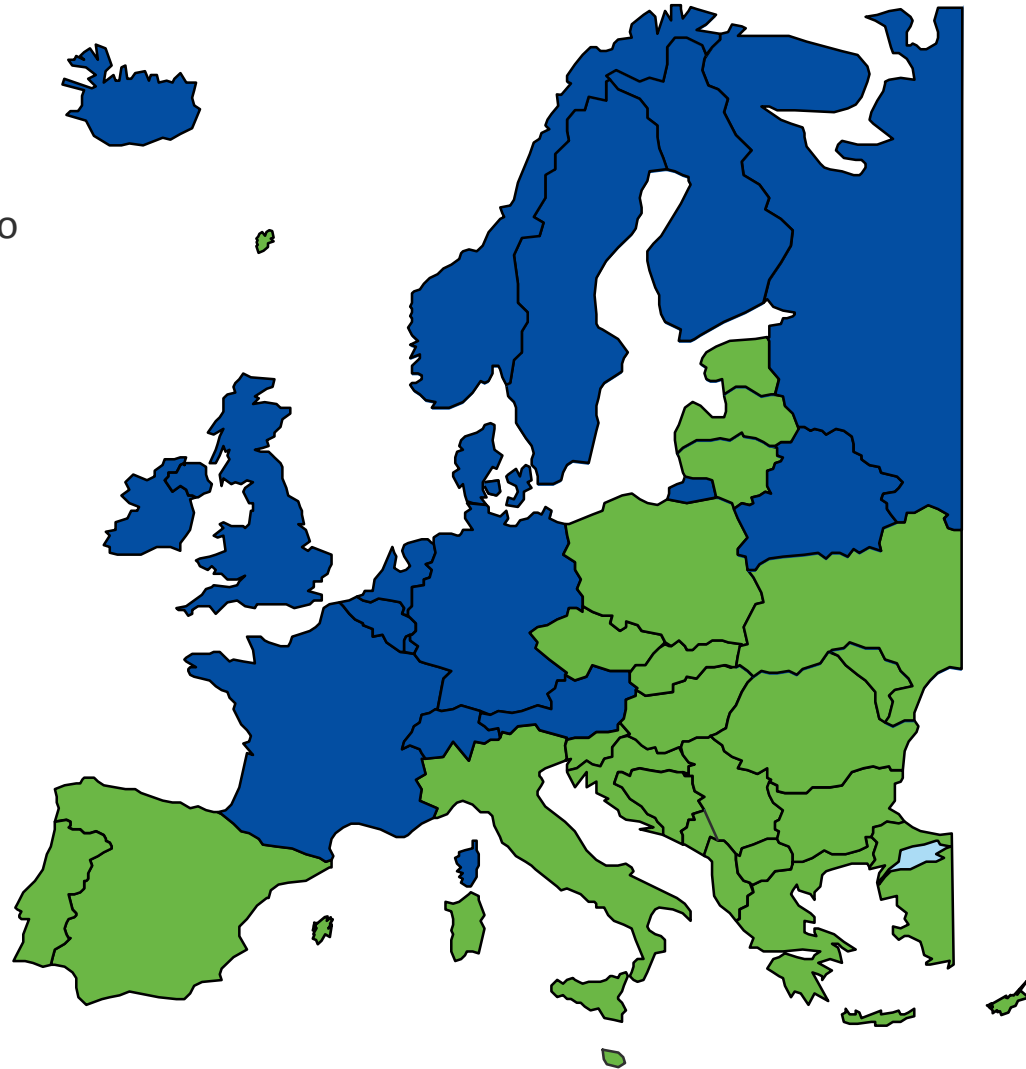# EIT Regional Innovation Scheme (EIT RIS) Objectives

- Contribute to enhancing of the innovation capacity in **moderate and modest innovators*** Member States and Horizon 2020 Associated Countries.

- Share and transfer good practices of **knowledge triangle integration** to widen participation in EIT KIC activities.

- **Allow for synergies and efficiency gains** in regions that have been designing **Smart Specialisation Strategies** and are looking for a better integration of the Knowledge Triangle to boost their innovation capacity.

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* European Commission Annual Innovation Scoreboard

EIT Regional Innovation Scheme

Eligible countries:

1) Albania
2) Bosnia and Herzegovina
3) Bulgaria
4) Croatia
5) Cyprus
6) Czech Republic
7) Estonia
8) Faroe Islands
9) Former Yugoslav Republic of Macedonia
10) Greece
11) Hungary
12) Italy
13) Latvia
14) Lithuania
15) Malta
16) Moldova
17) Montenegro
18) Poland
19) Portugal
20) Romania
21) Serbia
22) Slovakia
23) Slovenia
24) Spain
25) Turkey
26) Ukraine

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Lessons learnt from the KIC Call 2016:
Improvements planned

- **Decrease preparation cost for proposers**: **reduction of legal and operational readiness requirements** of applicants at proposal stage (to be included during the 1st year start-up phase) – at the application stage **focus on Strategy and Impact**

- Further **simplification** of the criteria wording

- Further **clarification on the Hearings with the EIT Governing Board** in Call for KIC proposals

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EIT's KIC Call 2018:

Timeline call preparation

March EIT GB meeting

June EIT GB meeting

Sept. EIT GB meeting

Dec. EIT GB meeting

Discussion on:
- lessons learnt

Approval of:
- ✓ **2018 Call assumptions**
- ✓ **Roadmap**

Approval of:
- ✓ **selection criteria**

Discussion on:
- Evaluation process

Approval of:
- ✓ **Framework of Guidance**

Approval of:
- ✓ **2018 Call text and annexes**

Q_1 Q_2 Q_3 Q_4

2017

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Criteria published

FG published

2018: Call text published

KIC Call 2018: Indicative timeline submission & evaluation

Call Publication

Information Day

Call Closure

KIC Designation

Experts selection

Evaluation

FAQs – Comm with applicants

SEP (Submission and Evaluation Programme)

Q1 **February**   Q2   **July** Q3   Q4 **December**
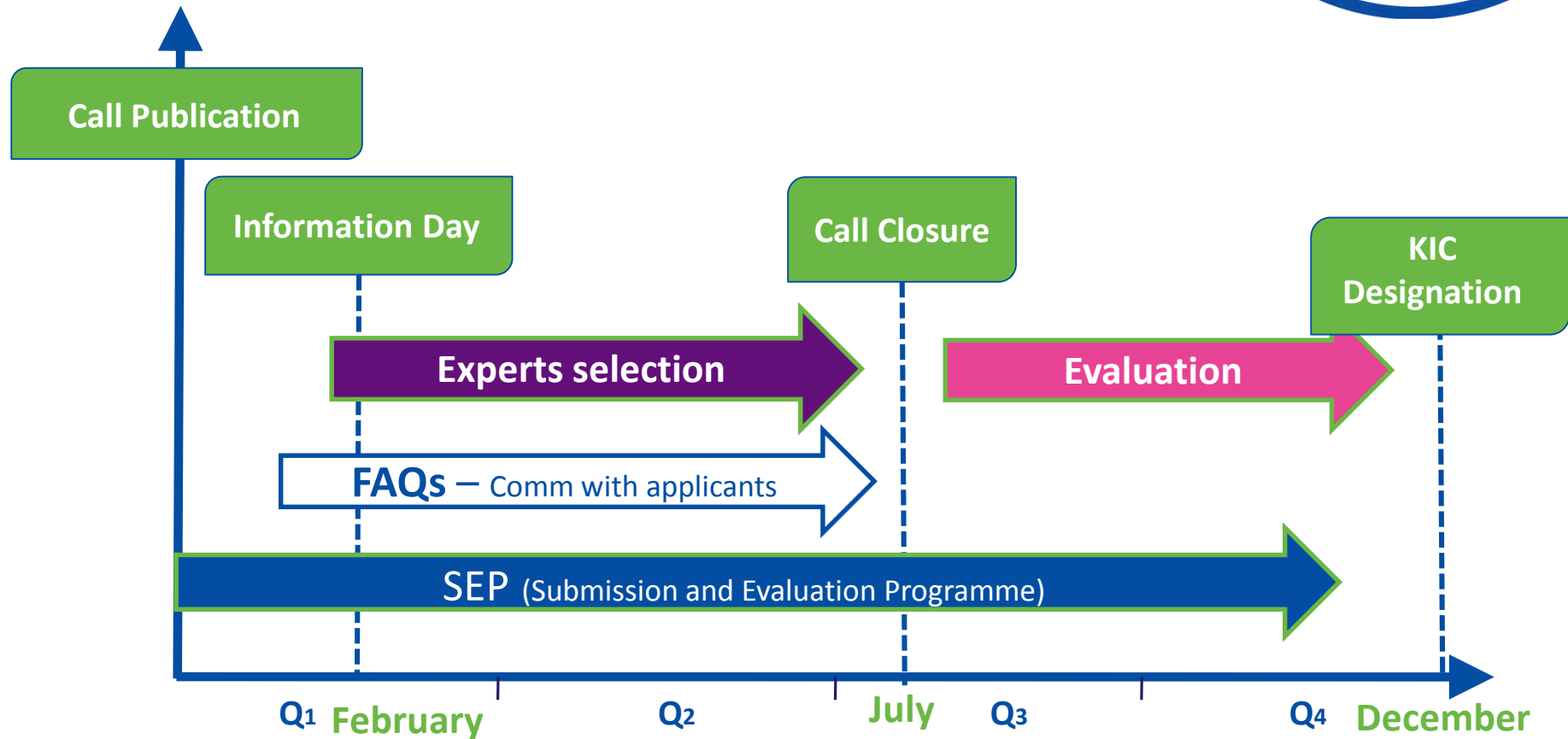
2018

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Key dates for the 2018 Call for KICs

- **12 January 2018**: Launch of the EIT's 2018 Call for KIC Proposals: EIT Manufacturing and EIT Urban Mobility

- **13 February 2018**: EIT Information Day in Brussels

- **12 July 2018**: Closure of the 2018 Call for KIC Proposals

- **December 2018**: EIT's two new Innovation Communities selected: EIT Manufacturing and EIT Urban Mobility

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Messages to potential applicants (1)

- **EIT: non-prescriptive approach:** EIT did not indicate any particular sectors or approach as innovation stakeholders are best placed to decide which approach to take when tackling particular societal challenges.

- **Impact should be very specific and quantifiable:** proposals are expected to define their focus in specific areas or activities.

- **Added-value:** the proposal needs to be explicit on what is intended to be achieved by a KIC and why it cannot be achieved by other programmes/initiatives.

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Messages to potential applicants (2)

- Proposals should based on **current priorities** facing the sector, develop a pan-European strategy to address these priorities and include a convincing implementation plan and suitable KIC partnership to succeed.

- Call's overarching principles are **excellence and impact** and applicants should propose the area(s) and approach that will deliver the biggest economic and societal impact.

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Messages to potential applicants (3)

- Direct early **industry** engagement is key. A strong impact from a KIC cannot be expected without industry leadership and strategic engagement.

- EIT and KICs are **not a research programme!** - KICs develop innovative products and services, start new companies, and train a new generation of entrepreneurs.

- **Entrepreneurship education** is a key pillar of EIT activities.

Benefits of business engagement in KICs:

- Access to **the most powerful, pan-European network of the most innovative European organisations** from business, education & research;

- Unique opportunity for **cross sector collaboration**;

- Unique **market leverage opportunity at EU level** for innovative ideas, products, processes and services;

- Opportunity for active involvement in **shaping the EU innovation, research and education agendas** relevant for the sector;

- Unique opportunity to **address fragmentation of the innovation potential** in the sector by mobilising the critical mass.

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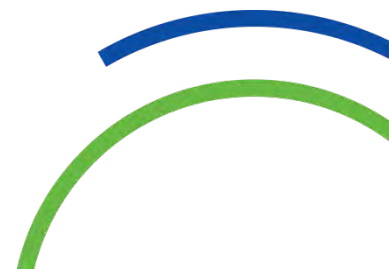
Added-value manufacturing messages (I)

- Value added manufacturing should be understood as **innovative manufacturing** in areas which can deliver the most significant economic and societal impact for Europe.

- Manufacturing cannot be seen as separate from the economic value and innovation chain → an **integrated approach** is expected from applicants.

- Applicants should consider **changes of production methods and processes** in proposals to properly address structural transformations towards sustainable competitiveness.

- A proposal should address **rapidly changed dynamics** in the sector. EIT Manufacturing must be able to create an ecosystem that facilitates the adoption of best practices and adjustment to new opportunities.

Added-value manufacturing messages (II)

- SMEs = backbone of manufacturing industry in Europe. New production processes and emerging technologies or innovation opportunities offer a wealth of new opportunities, lowering the barriers for entrepreneurs and may facilitate growth of SMEs. This should be reflected in the strategy and **business creation and acceleration** activities.

- The **education agenda needs a strategic approach**, well beyond traditional industry placement and industry academia cooperation programmes. Education and training programmes of significant scale need to be developed with businesses and be implemented across the value chain so that new business opportunities and models can be identified.

- The proposal in the AVM theme should build upon and take into consideration (but not be limited by) **recent manufacturing related policies and initiatives.**

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Frequently Asked Questions

Why was no KIC designated in the area of added value manufacturing in 2016?

→ Following Hearing with the applicant, the EIT Governing Board concluded that the proposal did not meet the excellence levels required to be designated as a KIC.

Who should I contact if I have any questions?

→ Questions should only be submitted via the Contact Page on the EIT Website: https://eit.europa.eu/interact/contact-us.

Where can I find more information about the Call?

→ All information relating to the EIT's 2018 Calls for KICs, including FAQs, is posted on the EIT's KIC Call page and will include answers to all questions that have been submitted to the EIT.

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Idea Storm to KIC Proposal

Munich/Freising, 23. March 2015   14. July 2016

Innovate with us!

The EIT is a body of the European Union

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