



# EIC Accelerator

Lee Cohen

Director- Innovative Europe

EIC Accelerator, European Innovation Ecosystems (EIE),  
European Institute of Innovation & Technology (EIT)

# The Israel Innovation Authority

## Innovation Divisions



Technological Infrastructure



Startup



Growth



Societal Challenges



Advanced Manufacturing



International Collaborations & ISERD

## The Different Needs of Israeli Hi-tech Firms Require Different Policies and Tools

Research infrastructure, disruptive technologies

Maintaining a sufficient deal flow of tech startups and helping them reach fundable milestone

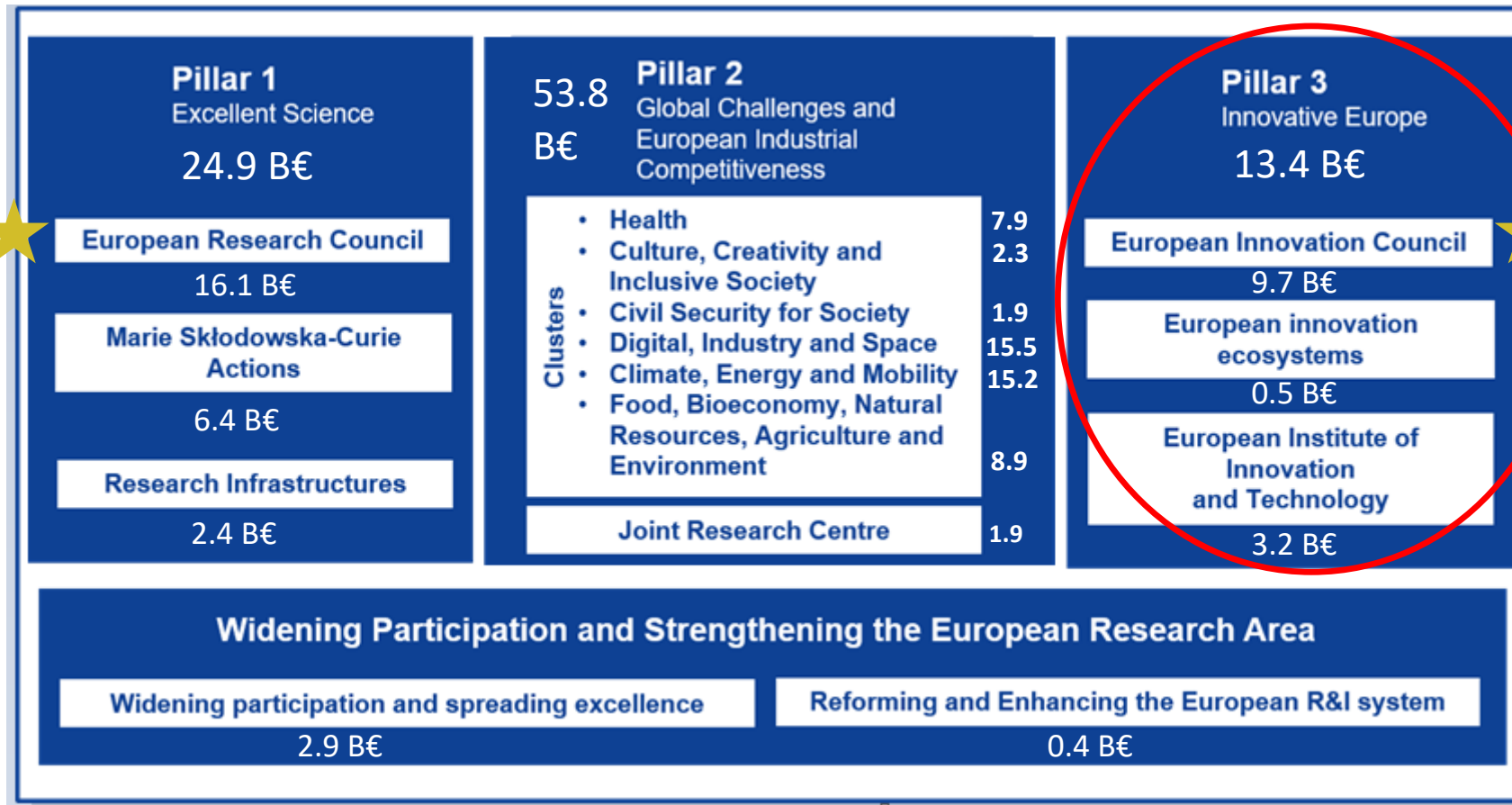
Helping tech firms grow in Israel

Supporting tech solutions for societal and public goals

Pushing the manufacturing industries to a sustainable competitive path

Enabling Israeli technology industry to find its path in the global arena

# Horizon Europe (2021-2027)



Budget of € 95.517 billion for Horizon Europe

# Participating Countries

## 27 Member States (MS)

 Austria (AT)	 France (FR)	 Malta (MT)
 Belgium (BE)	 Germany (DE)	 Netherlands (NL)
 Bulgaria (BG)	 Greece (GR/EL)	 Poland (PL)
 Croatia (HR)	 Hungary (HU)	 Portugal (PT)
 Cyprus (CY)	 Ireland (IR)	 Romania (RO)
 Czech Republic (CZ)	 Italy (IT)	 Slovakia (SK)
 Denmark (DK)	 Latvia (LV)	 Slovenia (SI)
 Estonia (EE)	 Lithuania (LT)	 Spain (ES)
 Finland (FI)	 Luxembourg (LU)	 Sweden (SE)

## 17 Associated Countries (AC)

 Albania (AL)	 Montenegro (ME)
 Armenia (AM)	 Norway (NO)
 Bosnia and Herzegovina (BA)	 Serbia (RS)
 Faroe Islands (FO)	 Switzerland (CH)
 Georgia (GE)	 Tunisia (TN)
 Iceland (IS)	 Turkey (TR)
 Israel (IL)	 United Kingdom (UK)
 Macedonia (MK)	 Ukraine (UA)
 Moldova (MD)	

# EIC-European Innovation Council

## ➤ EIC Pathfinder

- Ambitious vision for radically new technology, with potential to create new markets and/or to address global challenges
- EIC Pathfinder Open supports early-stage development of such future technologies (TRL 1-4), based on high-risk/high-gain science-towards-technology breakthrough research (including 'deeptech')
- EIC Pathfinder Challenge

## ➤ EIC Transition


- Innovation activities that go beyond the experimental proof of principle in laboratory.
- Supports: 1. maturation and validation of novel technology in the lab and in relevant application environments; 2. development of a business case and business model towards future commercialisation
- EIC Transition Challenge

## ➤ EIC Accelerator

## ➤ Prizes

# The EIC Accelerator

For breakthrough market-creating innovations,  
radically new products services processes or  
business models




## How does the Accelerator work?

For developing and scaling up **high-risk innovations**

Grant funding of **up to €2.5 million** – 70% of costs

All funding is open – **no predefined thematic areas**

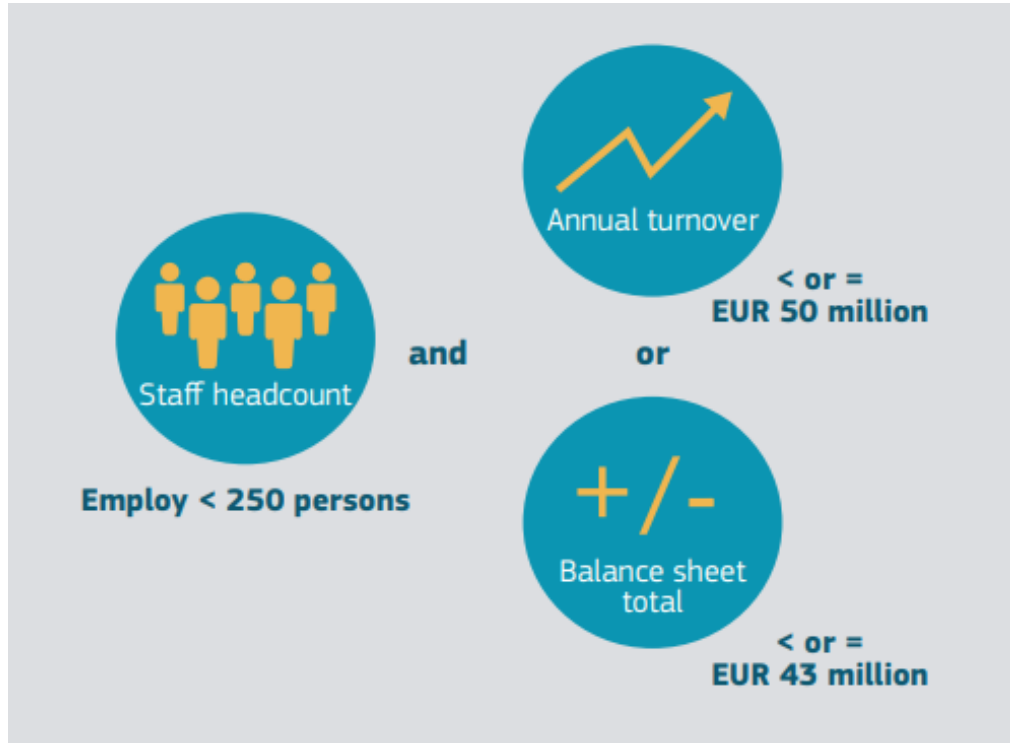
Option of an equity investment of **up to €15 million**



Access to EIC **coaching and mentoring services**, pitches with corporates, VCs, etc.

Taken from EC Flyer

# SME = Small to Medium Size Enterprise



1. less than 250 employees, **and**
2. less than 50 million Euros in annual turnover or less than 43 million Euros of balance sheet, **and**
3. Established in the EU or in an Associated Country

Taken from the User Guide to the SME definition: <https://bit.ly/3osKEEQ>



# SME definition – it is not that obvious!

- Is the enterprise **Autonomous, Partner** or **Linked**?
- Shareholders can be foreign but economic activity should be in Israel (and Europe)!

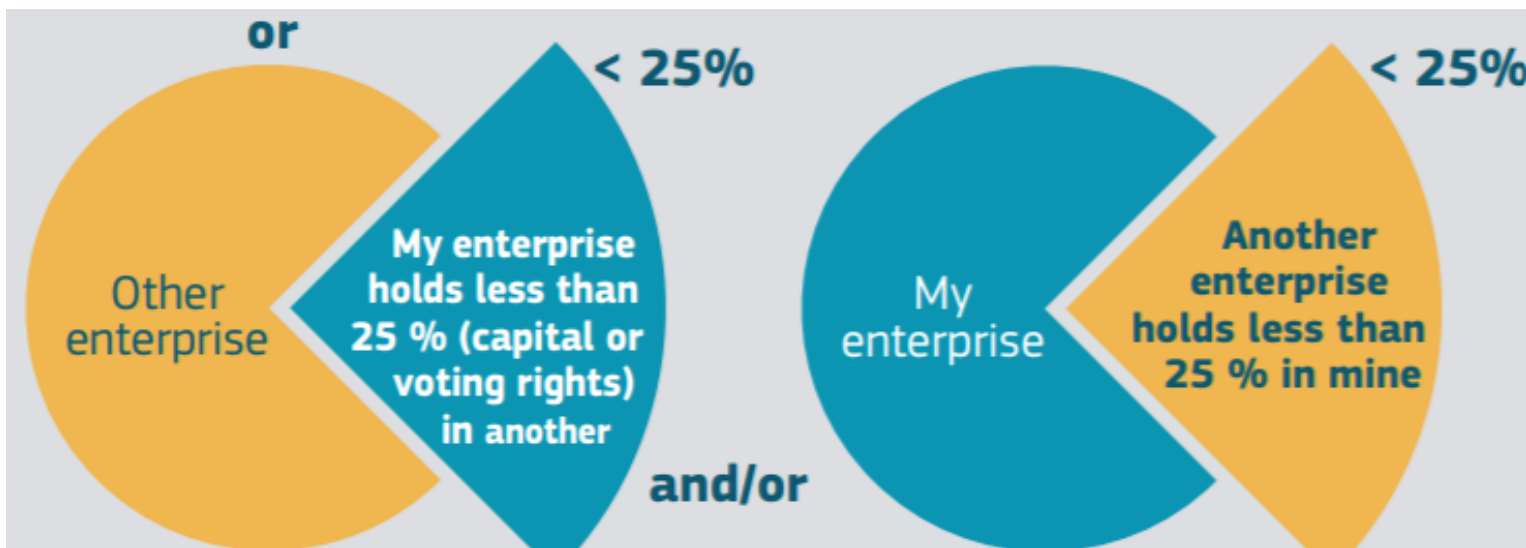
- More info:

- SME Definition- European Commission [Website](#)
- [GROW-SME-DEFINITION@ec.europa.eu](mailto:GROW-SME-DEFINITION@ec.europa.eu)
- ISERD's Website- [SME Self-Assesment](#)



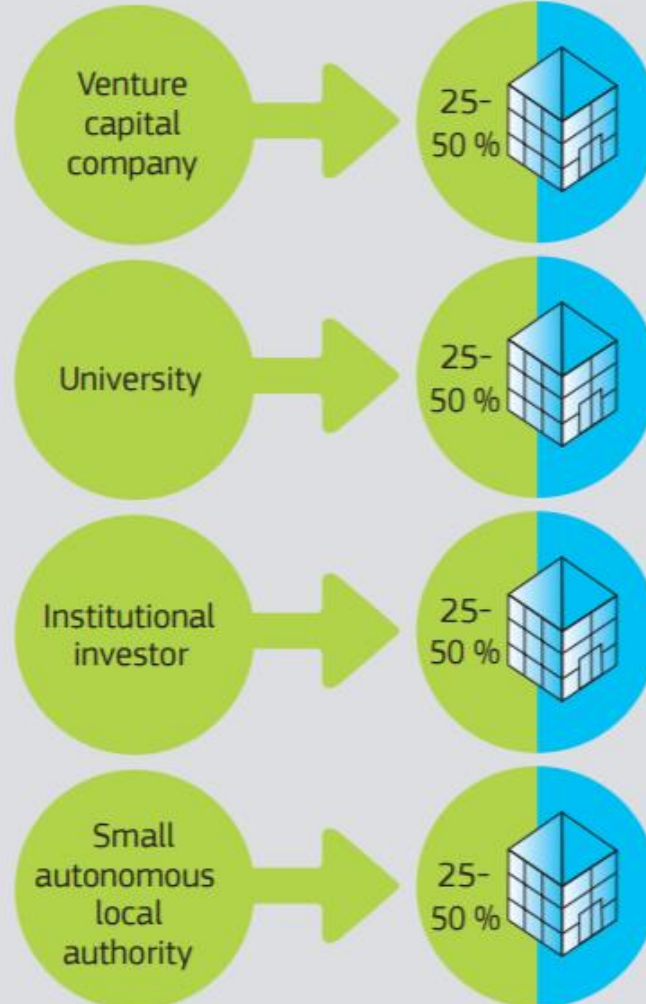


# SME definition – Autonomous

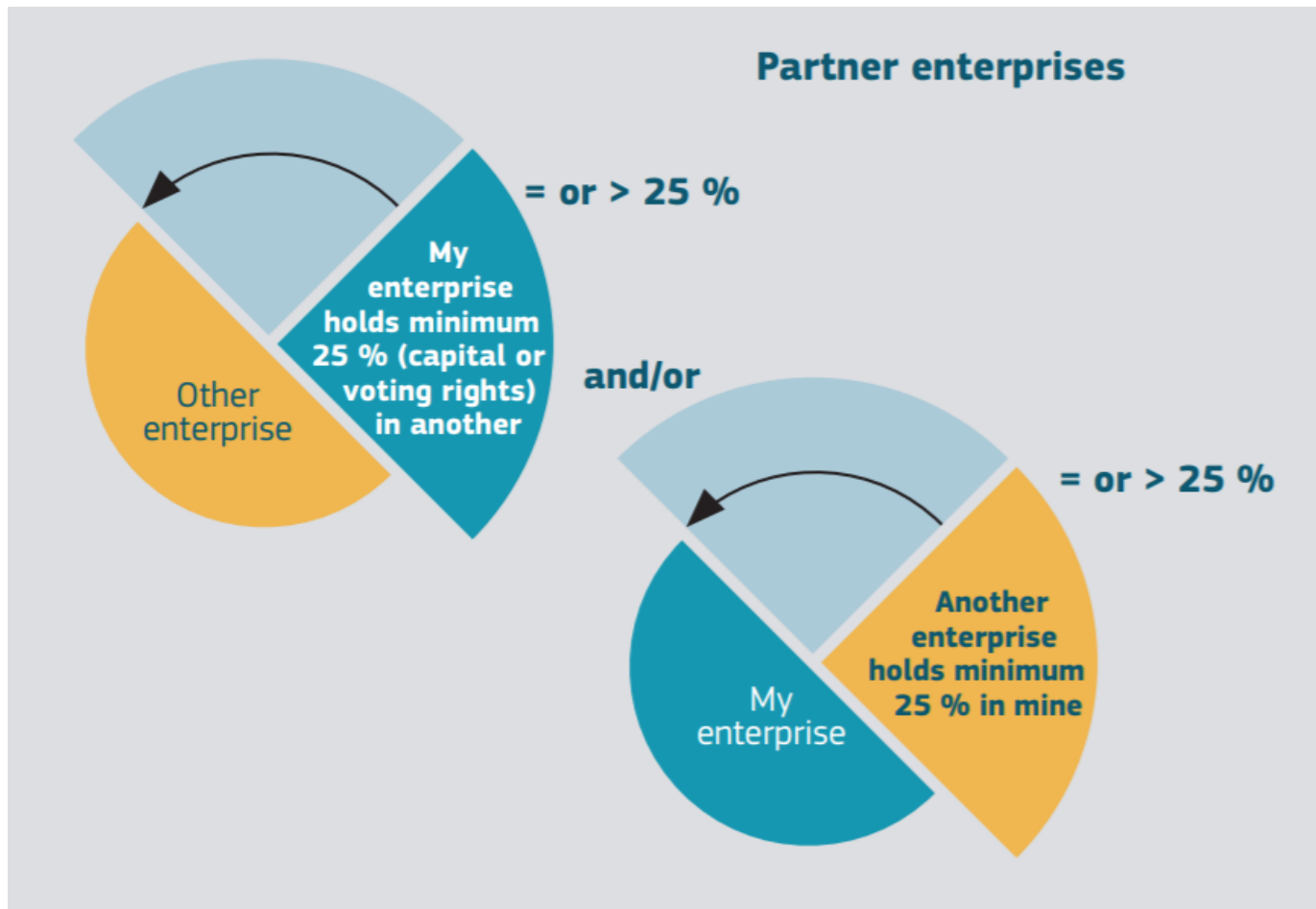


# SME definition – Exception

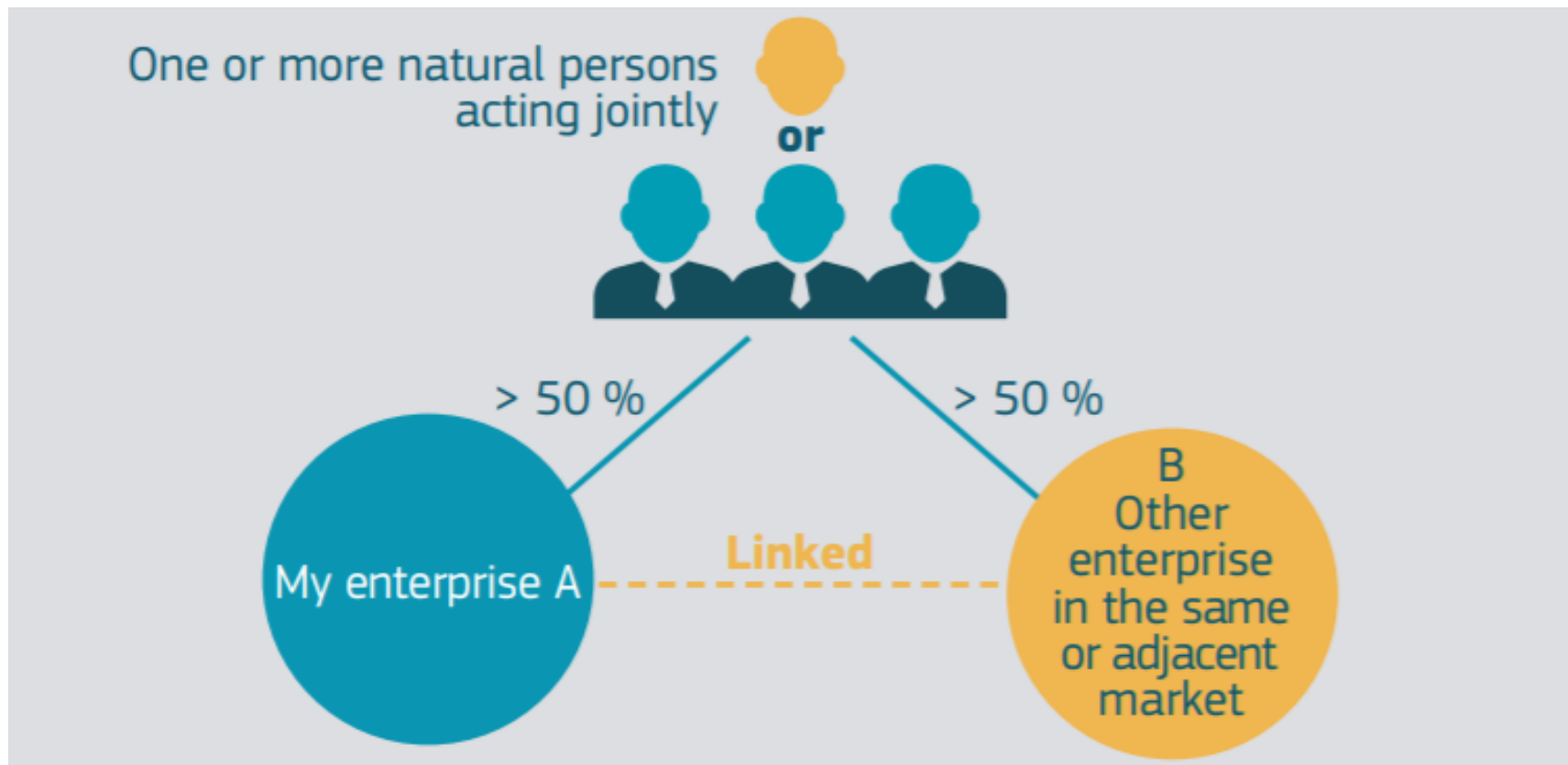
An enterprise can still be ranked as autonomous if any of the following types of investor holds 25-50 % of its capital or voting rights



# SME definition – Partner



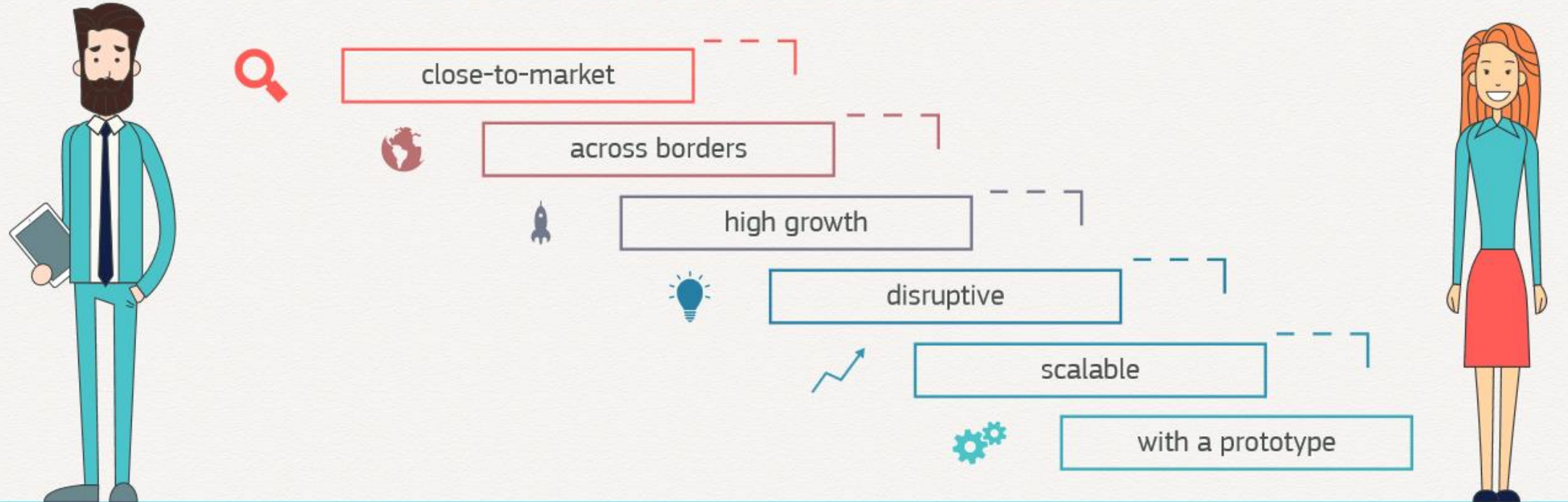
# SME definition – Linked



# Who should apply?

- Do you have a **high-impact innovative** product, service or business model that could **create new markets or disrupt existing ones in Europe and even worldwide**?
- Are you a start-up or a small and medium-sized enterprise (SME) with the ambition and commitment to **scale up**?
- Are you looking for substantial funding, but **the risks involved are too high for private investors alone to invest**?

## WE ARE LOOKING FOR SMES WHO ARE...



# Technology Readiness Levels (TRLs)

- TRL1 - basic principles observed
- TRL2 - technology concept formulated
- TRL3 - experimental proof of concept
- TRL4 - technology validated in lab
- TRL5 - technology validated in relevant environment
- TRL6 - technology demonstrated in relevant environment
- TRL7 - system prototype demonstration in operational environment
- TRL8 - system complete and qualified
- TRL9 - actual system proven in operational environment



**Grant**  
TRL 5-8

**Equity**  
Above TRL 8



# Who can apply?

- **SME:** Small Medium Enterprise
  - **Small mid-cap:** Single enterprise less the 500 employees (only for the investment component)
  - One or more **natural persons** or **legal entities** intending to establish an SME (until the Accelerator contract or agreeing on its investment component)
  - **Individual entrepreneur** from a non-EU Member State or non-Associated Country and you are ready to establish an SME or to relocate an existing SME (by the time of submitting a full application)
- 
- ☐ **Fast Track:** Pathfinder, Transition, EIC Accelerator, ERC POC, EIT
    - ☐ Full application
    - ☐ Funding body responsible for approval to submit
    - ☐ Necessary milestone



# Why should you apply?

Supports  
companies-  
start-ups and  
SMEs

Create new  
markets or  
disrupt  
existing ones

funding from  
0.5 to 17.5 M€  
and BAS, 70%  
reimbursement

Scale up;  
High impact;  
High risk-High  
potential

Open to  
Innovation in  
any field of  
technology

Technology  
Readiness  
Level (TRL) 5  
or higher

Level of  
financial risk  
and a need for  
'patient capital'

Bottom-Up  
(2 calls)  
Top Down  
(2 calls)

# Types of support

## ➤ Blended Finance (TRL 5-8 and later above TRL 8) \ Equity (Above TRL 8)

- Grant component: up to 2.5M€
- Investment component: 0.5M€ up to 15M€
- Applicants are not required to request a grant component- Only investment component

## ➤ Grant Only (TRL 5-8)

- Provide evidence that you have sufficient financial means for deployment and scale up (TRL 9)
- If you have not previously received EIC Accelerator grant only support

## ➤ Grant First (TRL 5-8 and later above TRL 8)

- A follow-on equity-only component subject to a milestone assessment
- If you have not previously received EIC Accelerator grant only support

# Types of support

- Grant The grant component should normally not exceed 2.5M€ and be completed within 24 months
  - In exceptional and well justified cases, a project may ask for a higher grant and or longer execution period
- Small mid-caps are not eligible to receive grants- only for the investment component
- Essential actions for the innovation project can be subcontracted
- All successful applications will receive free access to Business Acceleration services
- To receive a Seal of Excellence (if applicable), you must agree that your data may be available

# Evaluation criteria

## Excellence (1)

- Breakthrough and market creating nature
- Timing
- Technological feasibility
- Intellectual Property

## Impact (2)

- Scale-up potential
- Broader impact
- Market fit and competitor analysis
- Commercialization strategy
- Key partners

## Level of risk, implementation, and need for Union support (3)

- Team
- Milestones
- Risk level of the investment
- Risk mitigation

# How do you apply? Short application

- Any time- first come first served
  - 5-page application;
  - Pitch-deck up to 10 slides following a set format;
  - Video pitch of up to 3 minutes with core members of your team (up to three people)
  - EIC artificial intelligence-based IT platform
  - From 15/2/21
- Evaluation process
  - Application will be sent to 2 EIC expert evaluators
  - Answers within 4-6 weeks
  - Feedback from the expert evaluators
  - Assessment **GO** or **NO GO**



# Short application- Assessment GO or NO GO

- If both evaluators give a GO for all the criteria → Full application (due within 12 months)
- If both evaluators give a NO GO for at least one of the evaluation criteria → Unsuccessful
- If one evaluator gives a GO for all evaluation criteria and the other evaluator gives a NO GO for one or more of the criteria → Sent to two additional evaluators

If at least one of the two additional evaluators gives GO for all criteria

Full application (due within 12 months)

If both evaluators give a NO GO for one or more of the criteria

Unsuccessful

□ Resubmission could occur according to the limitations on resubmission

# How do you apply? Full application

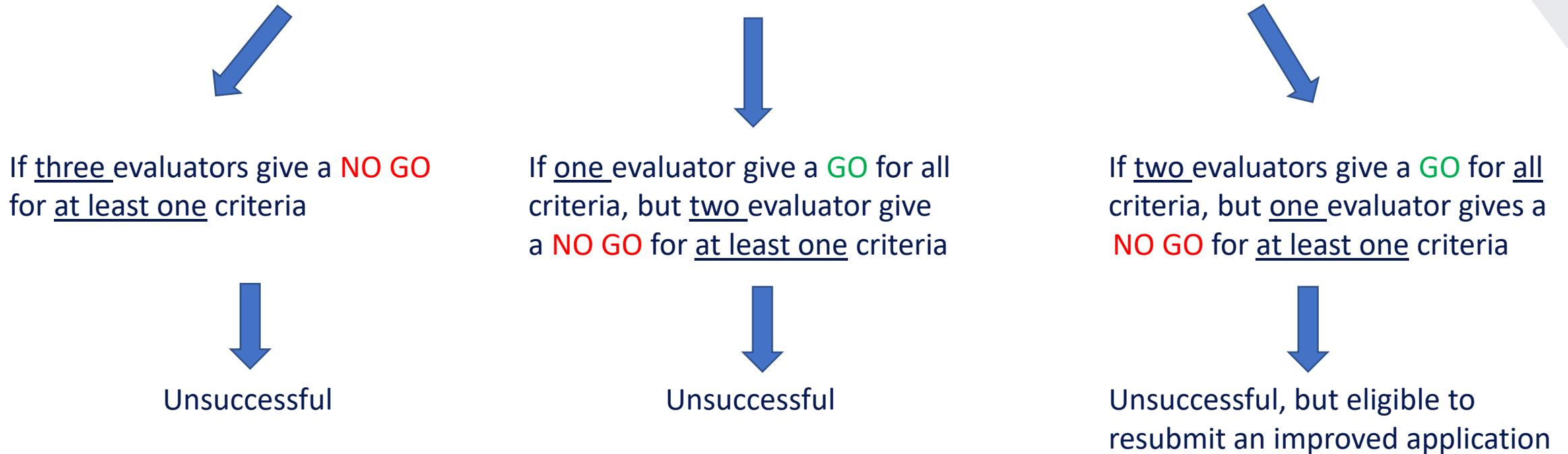


- Within the next 12 months from the date of the response to your short application
  - Cut-offs: 9.6.21; 6.10.21
- EIC artificial intelligence-based IT platform and 3 days from EIC business coacher
- Evaluation process
  - Application will be sent to 3 EIC expert evaluators
  - Answers within 5-6 weeks
  - Feedback from the expert evaluators
  - Assessment **GO** or **NO GO**



# Full application- Assessment GO or NO GO

- If three evaluators give a GO for all the criteria → Face to face EIC Jury Interview TBD
- If you receive a NO GO and do not pass this stage, the options are:



- Resubmission could occur according to the limitations on resubmission

# Face-to-face interview

- Face to face interviews will be organized approximately 8-9 weeks after the cut-off date (or longer if there is a need for a further set of interviews)
- Evaluation process
  - Assessed by a panel of maximum 6 jury members
  - EIC programme managers and representatives from the EIC Fund may participate in the interview, but with no voting rights
  - Answers within 2-3 weeks
  - Assessment **GO** or **NO GO**
  - Jury will have prior access to the short and full application and the evaluation results and analyses generated by the EIC platform
    - In certain cases, an independent assessment of a specialized expert in the field of science of technology



# Who gets invited? Face-to-face interview

- All companies receiving a **GO** from the full application will be invited to the interviews.
- In case the number of companies to invite exceeds the planned interview sessions, a first batch of companies will be invited according to the following prioritization:
  - **All companies that received a GO** but were not in the priority list for the previous face to face interview session or invited by the jury to resubmit directly to one of the next 2 interview sessions;
  - **Gender balance:** companies with female CEOs (up to 40% of invited companies is reached);
  - **Geographical diversity:** at least one company for each MS and AC and number of companies proportional to the total number of full applications receiving a **GO** from each Country
  - **Submission date and time**
- The remaining batch of companies will be invited to a further set of interviews, to be organized before the next cut-off date



# Face-to-face interview- Assessment GO or NO GO

□ If you receive a **GO** → Recommended for funding (Initial Grant agreement+ DD)

□ If you receive a **NO GO** and are not recommended for funding, the options are:

Proposal is a potential GO  
if specific improvements are made

Resubmit a revised application directly to  
One of the next two face to face interviews

Proposal is a **NO GO** for at least one criteria  
(SoE and BAS if there is a GO for Excellence and  
Impact, but not Implementation)

No new submission will be allowed for 12 months;  
Back to Short submission

# EIC Fund Due diligence

## ➤ After selected for funding

- Negotiate and sign Initial contract for the Grant component (first pre-financing payment);
- In parallel (if relevant) ,Due diligence for the investment component by the EIC Fund (2-6 months)
  - At the end of the process, a final agreement will be concluded (Grant + Equity)
  - Funding principles are described in the Investment Guidelines

## ➤ Due diligence (DD)

- DD done by “Investment Advisor” (EIB) or co-investors
  - During DD the EIC Fund will also look for other investors
- Tailor-made investment agreement (“Four Buckets”)
- Investments will not exceed 25% of the voting shares of the company
- Investments with a long average perspective (7-10 years) with a maximum of 15 years (‘patient capital’)
- Additional documents on a case-by-case-basis



# Limitations on resubmission

Rejected after the Short application	
If rejected <b>one time</b>	You may <b>resubmit</b> your short application at any time, but will be expected to have made <b>improvements</b> compared to your first one, or submit a <b>new one</b>
If rejected <b>second time</b>	<b>No new submission</b> will be allowed for <b>12 months</b> , at which point you may only submit a new or significantly improved proposal

# Limitations on resubmission

Rejected after the Full application evaluation	
If rejected <b>one time</b> <u>AND</u> only <b>one expert</b> gives a <b>NO GO</b> under any of the criteria	You may <b>resubmit</b> directly to the remote evaluation at <u>one of the following two cut-offs</u>
If rejected a <b>second time</b> <u>OR</u> by <b>at least two experts</b>	You will <b>not be allowed</b> to submit another application for <b>12 months</b> , at which point you may only submit a <b>new</b> or <b>significantly improved</b> proposal to the short application stage



# Limitations on resubmission

## Rejected after Face-to-face Interview

If rejected **one time** but the Jury decides your proposal is a **potential GO** on all criteria if specific targeted improvements are made

You may be invited to **resubmit a revised application** directly to one of the next two face to face interviews. Your revised application must address the issues identified by the jury. Such a resubmission will only be permitted once

If rejected a **second time** OR the **Jury decides** that your proposal is a **NO GO** due to budgetary reasons or failure on at least one criteria

You will **not be allowed** to submit another application for **12 months**, at which point you may only submit a **new** or **significantly improved** proposal to step 1 screening (short application)

# EIC Accelerator Challenges



## ➤ Digital technologies

- Devices, methods, systems as well as working principles, processes, and standards which apply to the ICT technology industry such as advanced high performance computing, edge computing, quantum technologies, cybersecurity, artificial intelligence, block-chain, cloud infrastructure technologies, and technologies for the Internet of Things.

## ➤ Healthcare technologies

- AI-driven tools for early diagnosis; point-of-care diagnostics; novel approaches in cell and gene therapy, in particular for cancer; development of novel biomarkers for clinical prognosis, patient stratification or monitoring purposes across a wide spectrum of disorders; bioprocessing 4.0 (digitalisation across stages of biodevelopment in biotech/biopharma industry); healthcare intelligence services; and e-health solutions for healthcare systems, medical practice and Intensive Care Units.

# EIC Accelerator Challenges

## > Green Deal

- **Batteries and other energy storage systems:** breakthrough innovations related to the various segments of the strategic battery value chain, from critical raw materials to recycling, and comprising other energy storage systems such as chemical as well as physical storage technologies (including ultracapacitors), for use on stationary as well as transport applications.
- **Green Hydrogen:** breakthrough innovations to produce and store renewable hydrogen at different scales, from centralized to on demand, as well as for different applications ranging from stationary to transport, overall contributing to the goal of a carbon-neutral economy.
- **Renovation:** breakthrough innovations that accelerate the growth of the renovation market for making residential, commercial and public buildings more energy efficient, notably by bundling supply and/or demand through innovative technologies, financial schemes or business models.
- **Low carbon industries:** breakthrough innovations contributing to the de-carbonisation of energy-intensive industries, including solutions on electrification, circularity and industrial symbiosis industrial processes, the use of carbon capture storage and utilisation technologies or the digitisation of industrial processes.

# Cut off Dates and Interviews- 2021

## ➤ 9 June at 17.00.00 Brussels local time

- General
- Green Deal
- Digital and Health
- Interviews: TBD

## ➤ 6 October at 17.00.00 Brussels local time

- General
- Green Deal
- Digital and Health
- Interviews: TBD







המינהלת הישראלית למו"פ האירופי  
Israel-Europe R&I Directorate

THANK YOU

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BREAKS BOUNDARIES



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