

The Horizon Europe 2023-2024 Work Programme



KETMarket

Dr. John Fahlteich 11th January 2023 – 3rd KETMarket Webinar

Part A – Overview about Horizon Europe

Horizon Europe - Objectives



Scientific Impact:

- High Quality New Knowledge,
- Skilled Experts in R&I,
- Knowledge Diffusion and Open Science



Techno-Economical Impact:

- Creation and Growth of EU Company, esp. SME & Start-Ups
- Job Creation in whole EU
- Strengthen “moderate” and “low” innovator countries in EU
- Leverage Investments for R & I



Societal Impact:

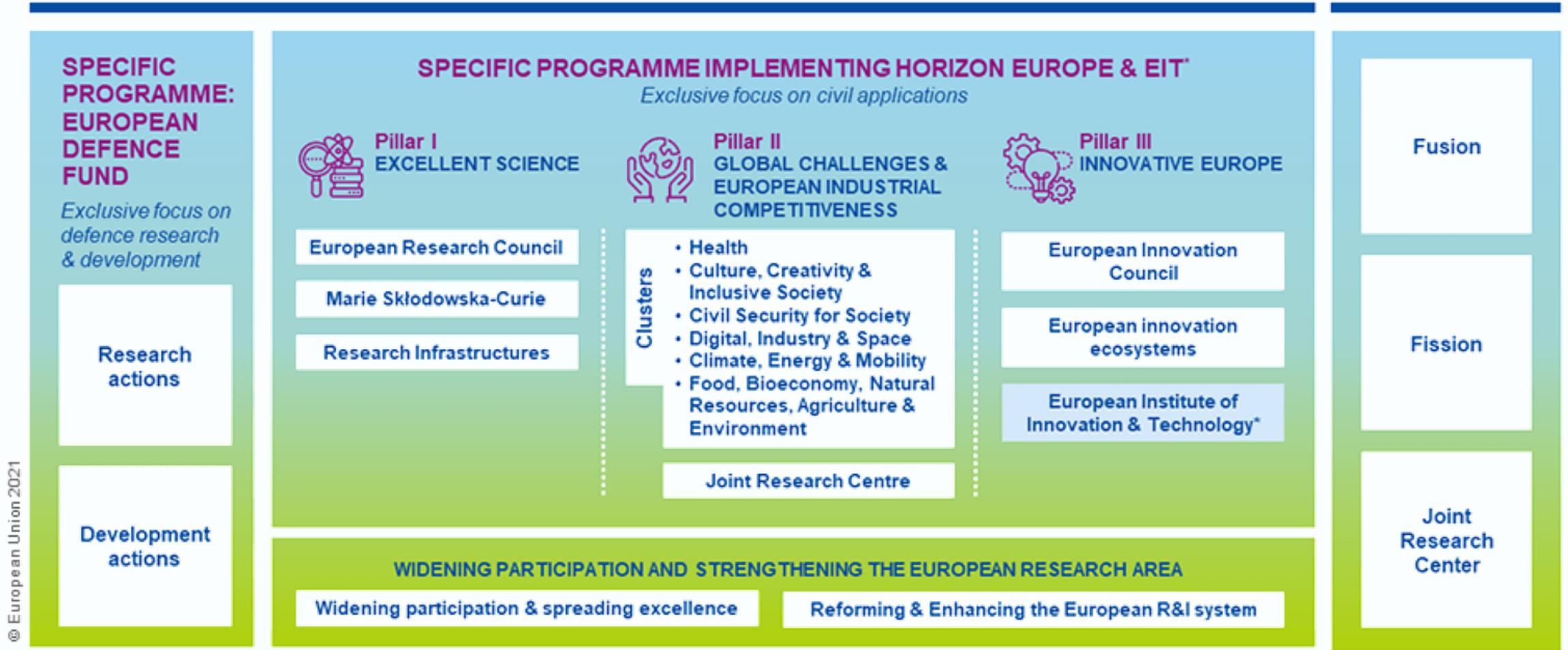
- Address UN Sustainable Development Goals *
- Uptake of Innovation in Society
- Improve People’s Well-being
- Facilitate Collaborative Links in European R & I

* <https://sdgs.un.org/goals>

Horizon Europe - Structure

HORIZON EUROPE

EURATOM



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

What's new compared to Horizon 2020

1. European Innovation Council: to support breakthrough, disruptive innovations by Small and Medium Enterprises (SME)
2. Missions: jointly work towards reaching five big goals
3. Open Science Policy: Mandatory Open Access to publications
4. New approach to partnerships: Object driven and ambitious
5. Open Innovation Ecosystems: to support EU SME and strengthen “made in EU”
6. Updated Procedures: Blind Evaluation Pilot in 2-stage projects

The EU Missions – Inspired by US „Moon Mission“

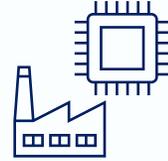


- Clear, specific objectives: *e.g.* "Support 150 EU Regions to become climate resilient by 2030"
- Dedicated application procedures and funding programmes for fulfilling missions
- Horizon Europe Projects should contribute to mission objectives where relevant and requested

The 6 Horizon Europe Clusters



1. Health



4. Digital Technologies,
Industry, Space



2. Culture, Creativity,
Inclusive Society



5. Climate, Energy, Mobility



3. Civil Security for Society



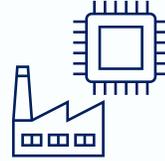
6. Food, Bioeconomy, Resources,
Agriculture, Environment

Topics and Budget in 2023 – 2024 Work Programme



1. Health — 1500 M€

- Strategies for screening „non-communicable“ diseases
- Reduce disease burden (esp. infections)
- Better Integration and use of health data



4. Digital Technologies, Industry, Space — 2790 M€

- Key European value chains & manufacturing
- Digitalisation for Energy & CO₂ Efficient Industry
- Human-centric AI and data analytics, sharing, and IoT platforms



2. Culture, Creativity, Inclusive Society — 551 M€

- Preserve the Cultural Heritage and New European Bauhaus
- Social and Economic Transformation (Industry 5.0)
- The future of Democracy in a digital world



5. Climate, Energy, Mobility — 2767 M€

- Cross-sectoral solutions for climate transition
- Sustainable energy supply
- Efficient energy storage and use
- Safe, resilient, smart mobility



3. Civil Security for Society — 332 M€

- Fight crime and terrorism
- Increased cybersecurity
- Disaster resilient societies



6. Food, Bioeconomy, Resources, Agriculture, Environment — 1960 M€

- Biodiversity protection and restoration
- Sustainable, healthy agriculture and farming
- Land, ocean and water for climate actions

Part B – Benefit from Horizon Europe Funding!

When should you participate?

- As RTO and University, if
 - ✓ your idea + technology contributes to the programme's objective
 - ✓ you identified [potential] users for the technology
 - ✓ you have proven feasibility (Technology Readiness Level – TRL \geq 3)
- As Small or Medium Enterprise, if
 - ✓ your development roadmap fits the programme's objectives
 - ✓ you plan to realize your idea, technology within 3-5 years
 - ✓ you want to get support for a development you do anyway.

Why should you participate?

1. Financial Support for your development

- ✓ 3 – 12 M€ per project; ≈ 300 k€ - 1500 k€ per partner
- ✓ competitive funding rates: 60% - 100% of project cost
- ✓ does not count against national state aid limits (e.g. De-Miminis in Germany)

2. International partner networks and value chains

- ✓ Project consortia along value chains → qualification of suppliers/customers
- ✓ Results presentation on conferences, trade-fairs, and with customers is eligible cost!

3. Visibility in Society & Influence on Standardisation

- ✓ Standardisation & Regulation is part of projects!
- ✓ Connect to Societal Networks and build reputation!

Find Opportunities suited for you

- Work programmes segmented in funding calls listed in EU Funding & Tenders Portal **
 - Example: „[PV Integration in buildings and infrastructure](#)“
 - fixed deadlines - 1 or 2 stage application processes

- Call text defines application conditions:



Expected Outcomes

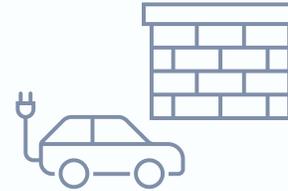
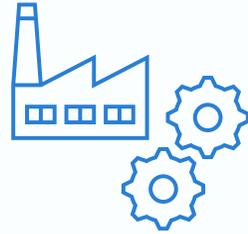
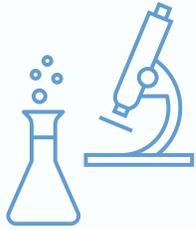
- Results expected by EU
- Impacts EU wants to achieve



Scope of Activities

- Activities to reach expected outcomes
- Specific conditions

Project Types



Research and Innovation Action

100 % funding **

- TRL 3 – 5/6
- pre-competitive research
- scientific exploitation
- validation in lab

Innovation Action

70 % funding

- TRL 4 – 6/7
- Technology development & validation
- prepare commercial exploitation
- set-up pilot lines

Innovation Action

50 - 60 % funding

- TRL 5 – 7/8
- Technology demonstration in operation
- product-near prototypes

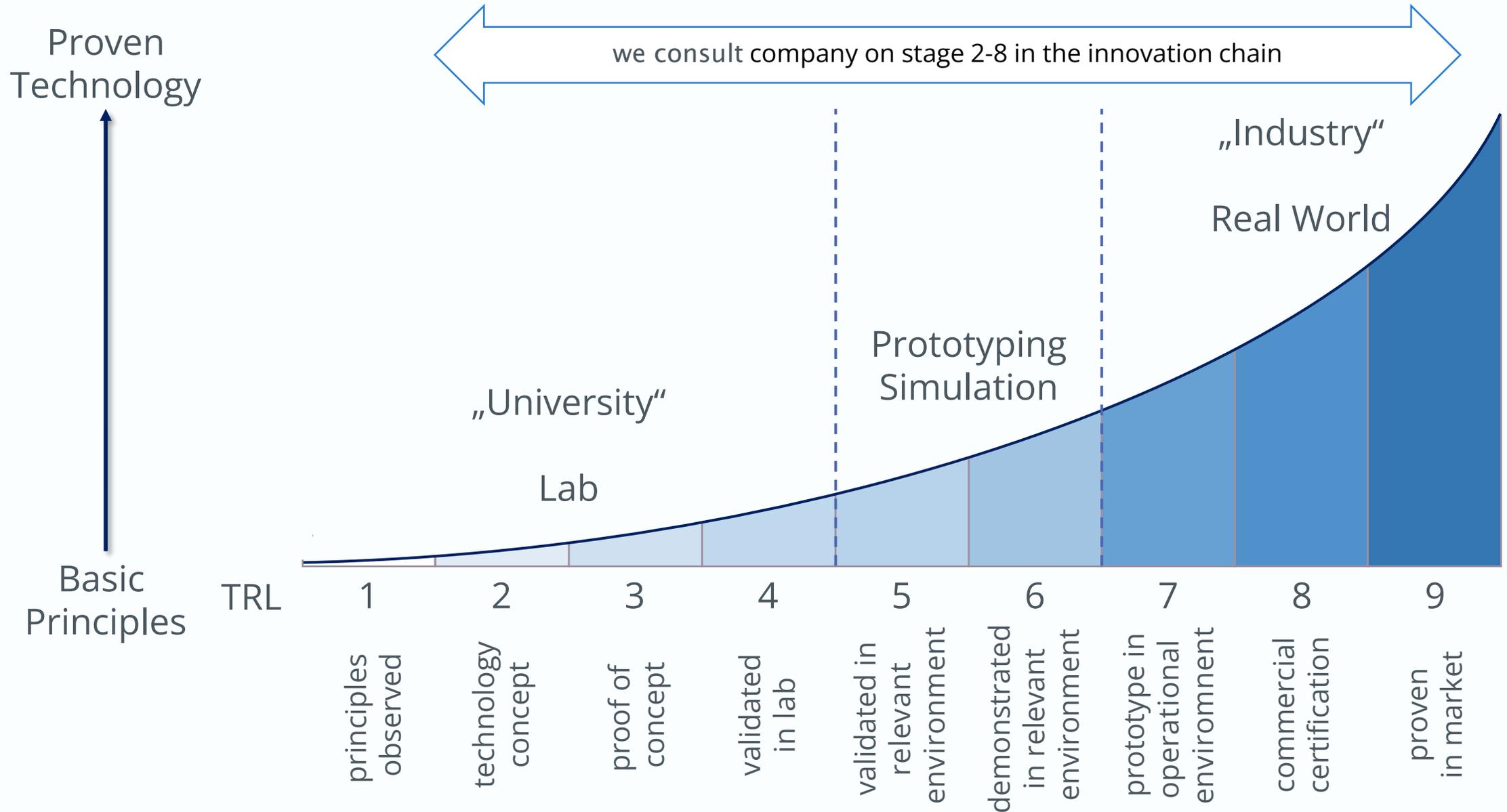
Coordination and Support Action

100 % funding

- innovation networks
- cross-border collaboration
- events & conferences
- standardisation
- inter-cultural coordination

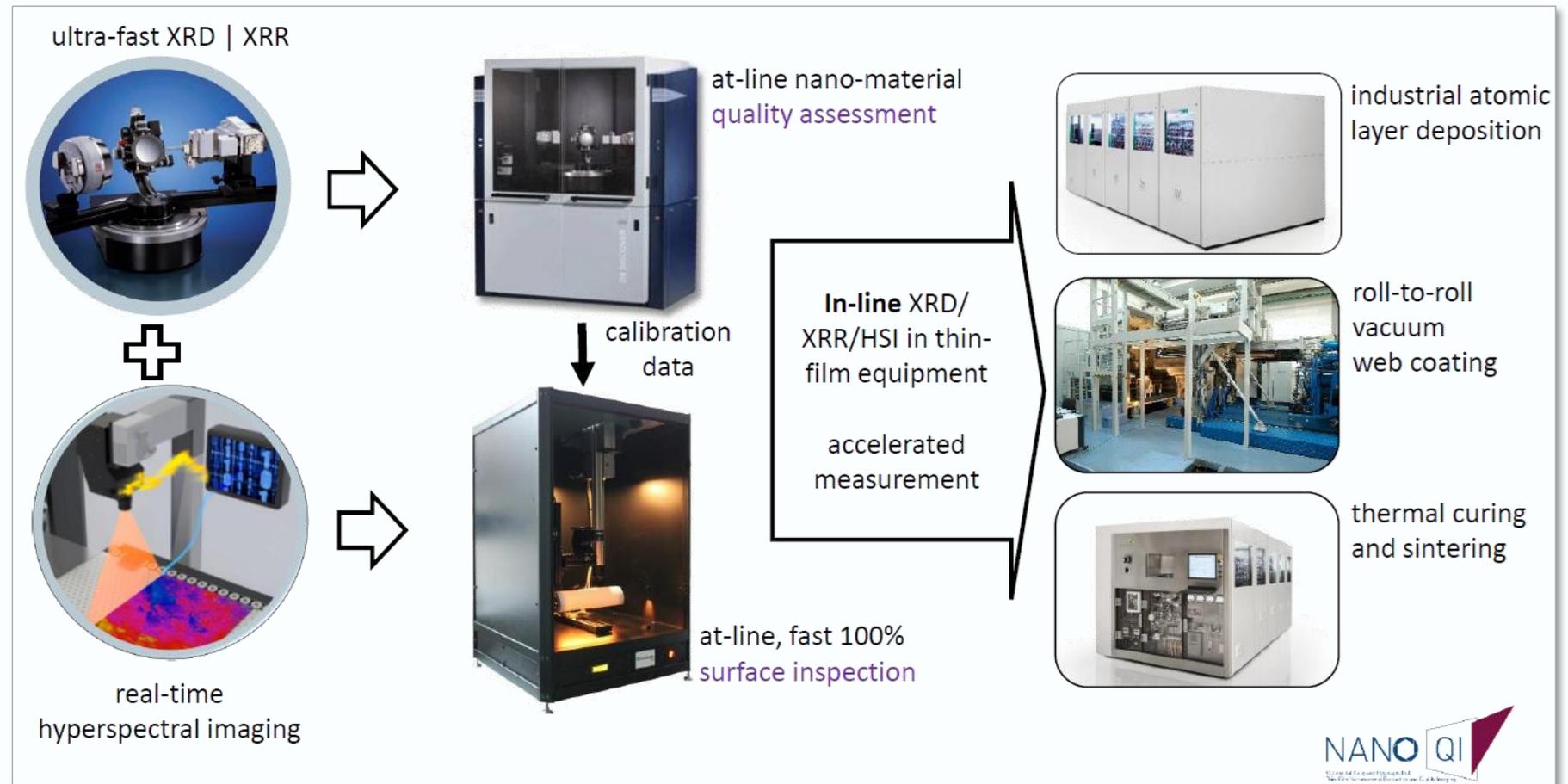
** 100% of direct cost of the project (overhead included through 25% allowance on project budget)

Technology Readiness Levels



An example project – NanoQI

- Budget: 4,95 M€
3 years duration
- TRL 4 → 6
- Research and Innovation Action
- 8 Partners
from 5 countries



- Objective: develop industry suited real-time (**< 12 s cycle time**) inline metrology for thin film processing



Part C – From an Idea to a Project!

7 Steps from an idea to a project



Basics about Project Proposals for HE

- each project at least 3 partners from 3 eligible countries
- Proposals have two parts
 1. Part A: administrative forms, budget, partner descriptions
 2. Part B: technical project description
- One proposal per project (*not per partner*)

1 stage proposals

- 45 – 70 pages
- Excellence, Impact, Work-Plan
- evaluation „as it is“
- project starts after positive evaluation

2 stage proposals

- 1st stage: 10 pages → pre-selection
 - Excellence and Impact
- 2nd stage: 45 – 70 pages full proposal
- **Invitation for 2nd stage does not guarantee success**

Content of a proposal (Part B)

Excellence

- Why? – Vision/Mission → Motivation → SMART Objectives → Concept
- Who & what? – Methodology → relation to EU and call objectives
- „Where?“ – Ambition → Progress beyond SoA

Impact

- What results ? → Pathway to expected outcomes
- Value Proposition ? → Benefits for Science, Industry, EU, Society („Wider Impacts“)
- Business Plan ! → how to exploit the results *scientifically* and *commercially* in EU + IP Strategy
- „Sales“? → Dissemination and Communication Strategy

Implementation

- How? – Work plan, timeline, tools, resources, quantified milestones and deliverables
- How? – Management structure, collaboration model
- Who? – Competencies of the consortium

Evaluation procedure

- Independent experts with at least:
 - 1 with background in the field
 - 1 generalist
 - 1 business affine expert
 - remote evaluation and consensus meeting in Brussels
- Evaluation results
 - 5 points for Excellence
 - 5 points for Impact
 - 5 points for Implementation
- Project is eligible if threshold is reached ($\approx 10 - 12$ out of 15 points)
 - ➔ **no guarantee for funding** ➔ only 2-3 top ranked projects are successful

Get support for proposal writing

- Specialized consultants for proposal preparation
 - AMIRES + KETMarket; Inspiralia; ZAZVentures; Spinverse, Cambridge Nanomaterials, Eurogrant
- Consultants understand the EU objectives; strong network in industry, science and EU
- Price Range: 1% – 7.5% of project budget (fixed prices or success fees)
- Fraunhofer ISC: *“With using consultants, we have 50 – 80% success rate, without 0 – 20%.”*

Proposal management

- support with proposal preparation
- collect partner inputs and budgets
- concept, impact work plan advice
- support in partner search
- helpdesk and knowledgebase for admin- and budget planning

Proposal and Project Management

- proposal management
- administration of the project (meetings; deliverables; reports...)
- budget and progress tracking
- dissemination and exploitation
- helpdesk and support

Project Management

- participation in projects: administration & dissemination
- dissemination & exploitation
- lobbying activities

KETMarket support your project



1. In proposal phase

- Market oriented project concept
- Find industrial and use case partners
- Exploitation and go to market strategy
- Access to knowledge from KETMarket® marketplace



2. During the project

- Distinct methodology for specification sheets
- Identify exploitable results and potential users
- Innovation & results management (ISO 56002)
- Disseminate results in KETMarket® marketplace



3. After the project

- Promote technologies and products in KETMarket® marketplace and shop
- Sell R&D services through KETMarket® SEP services
- Access to funding for next steps

Thank you for your interest!
We are happy to answer your questions ...

KETMarket

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