

European Innovation Council EIC Transition 2025

Webinar ERC-Proof of Concept-2025 & EIC Transition 2025
Marta Marín marta.marin@fecyt.es



GOBIERNO
DE ESPAÑA

MINISTERIO
DE CIENCIA, INNOVACIÓN
Y UNIVERSIDADES

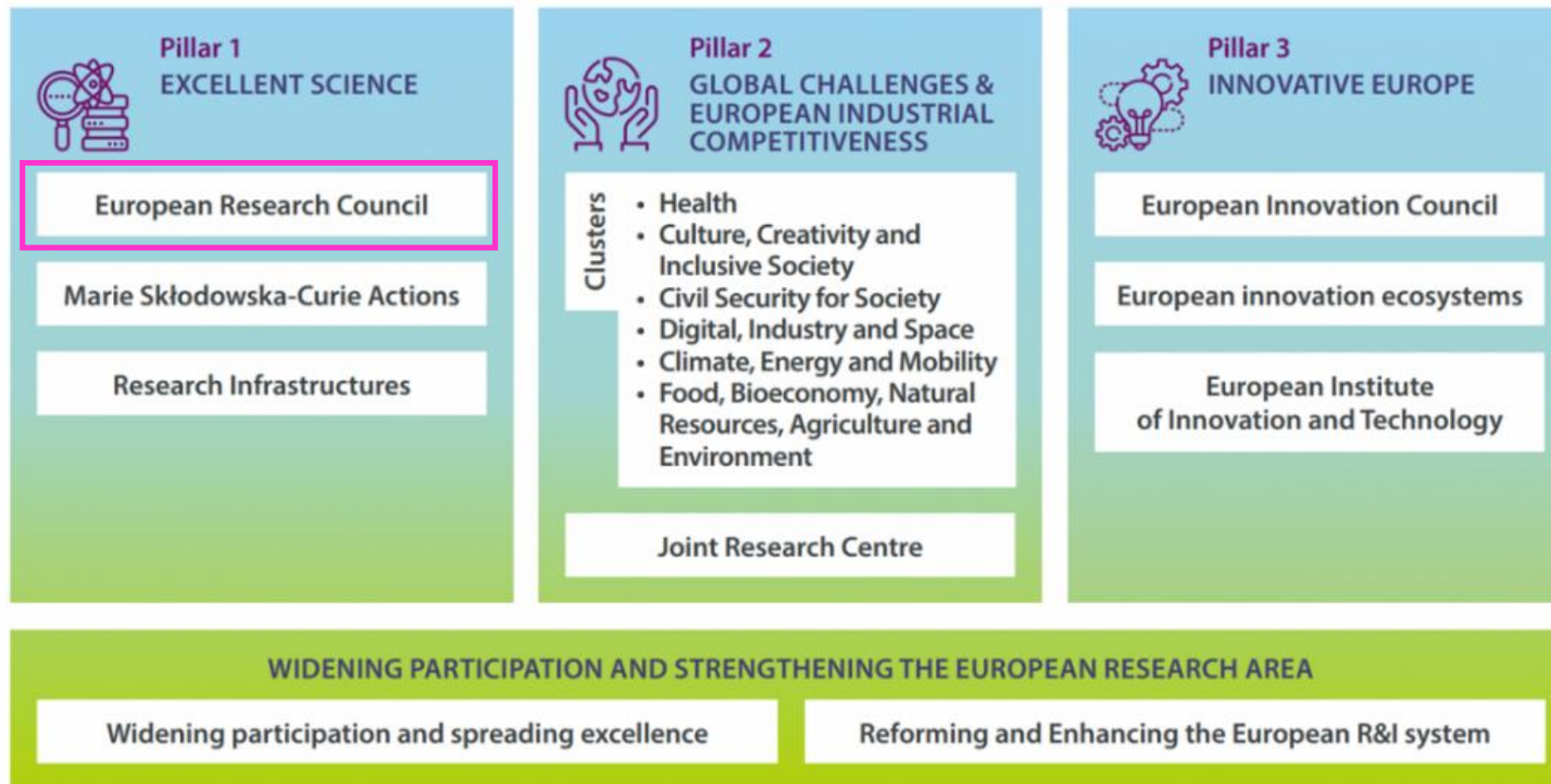


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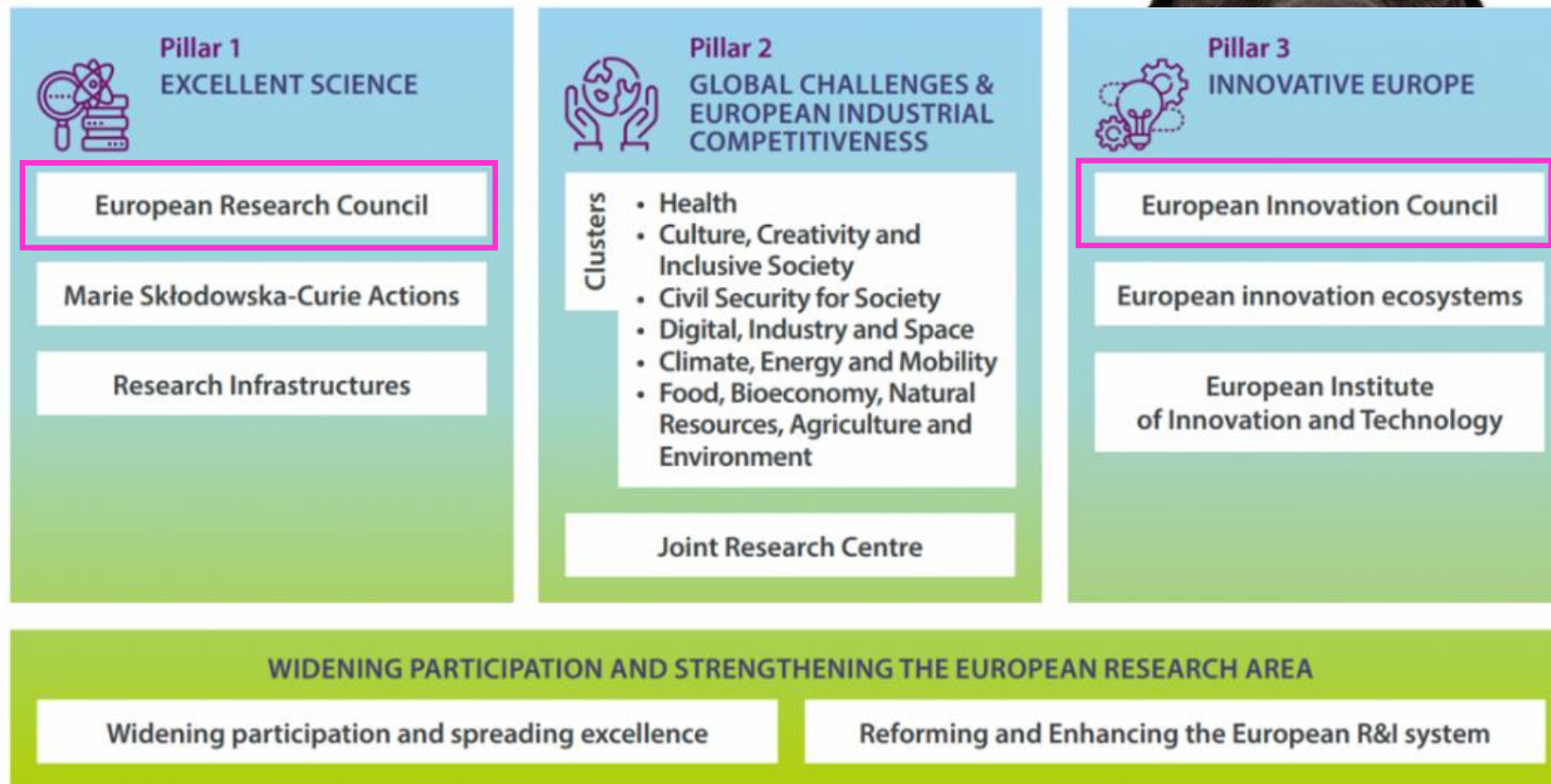
Horizonte Europa: ERC vs EIC

THREE PILLARS FOR IMPLEMENTATION

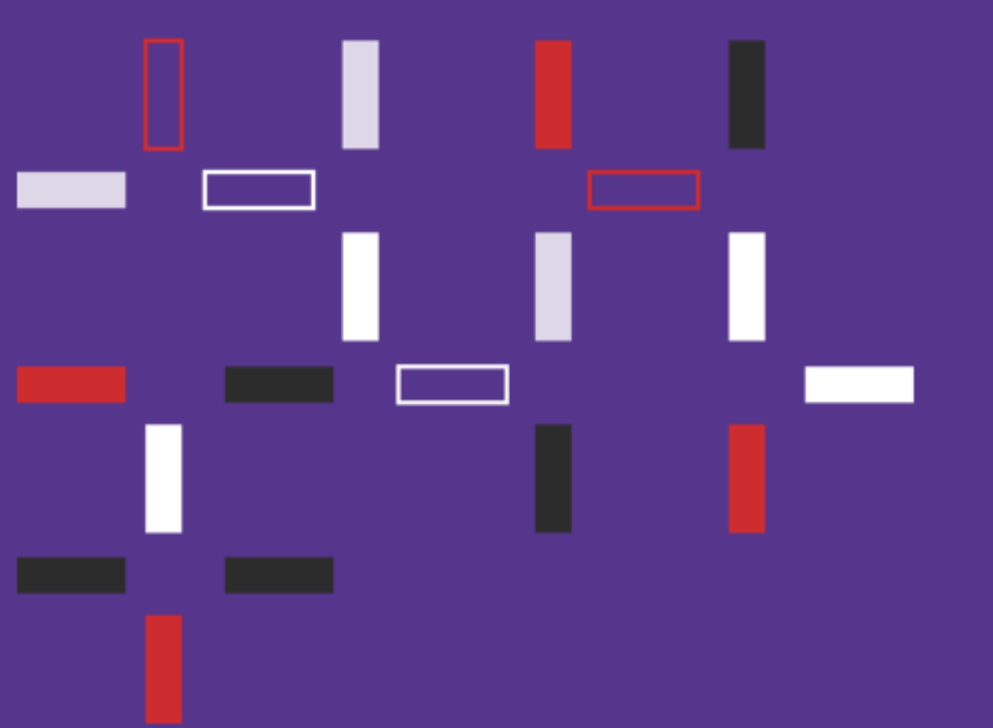


Horizonte Europa: ERC vs EIC

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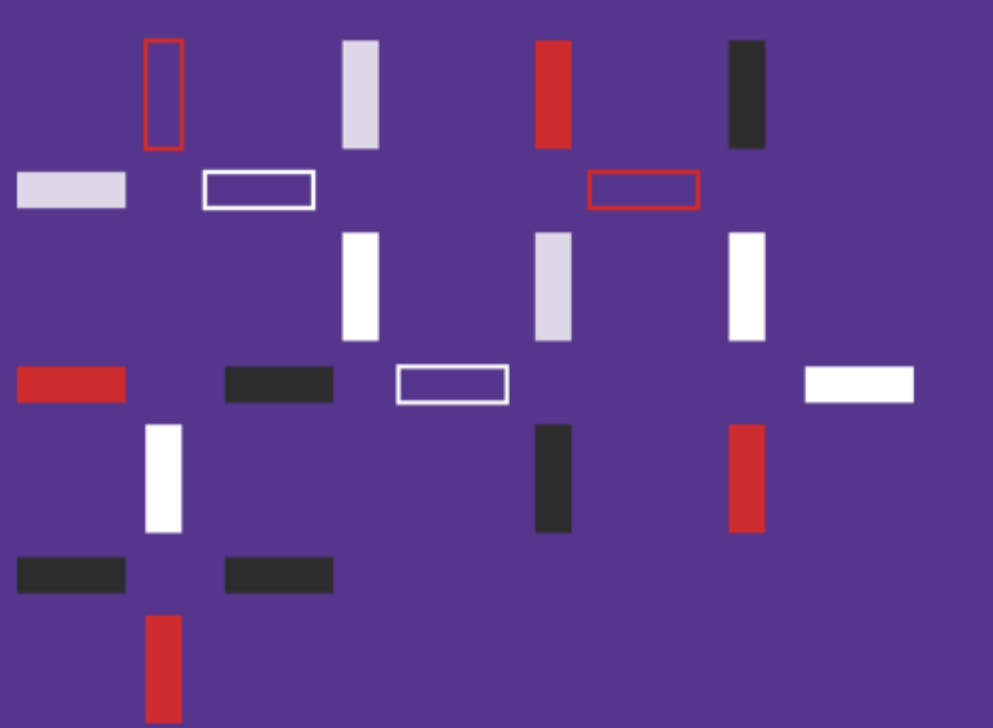
Hello!



European Innovation Council

- Program established under the Horizon Europe Program

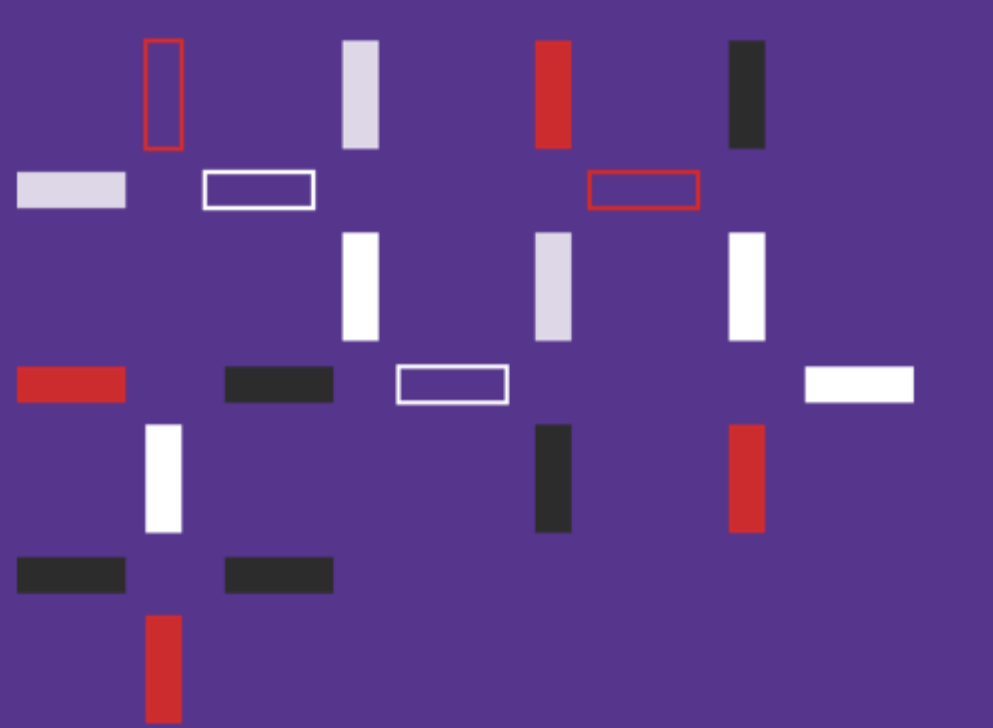




European Innovation Council

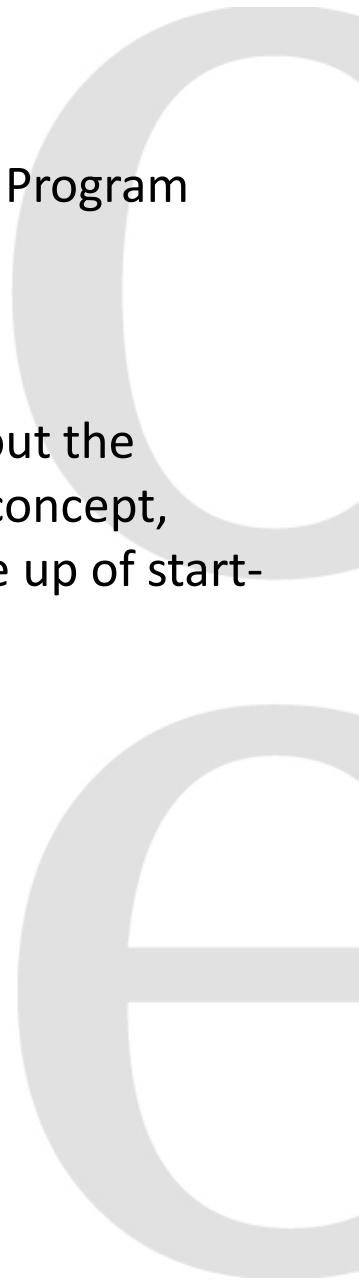
- Program established under the Horizon Europe Program
- It has a €10.1 billion



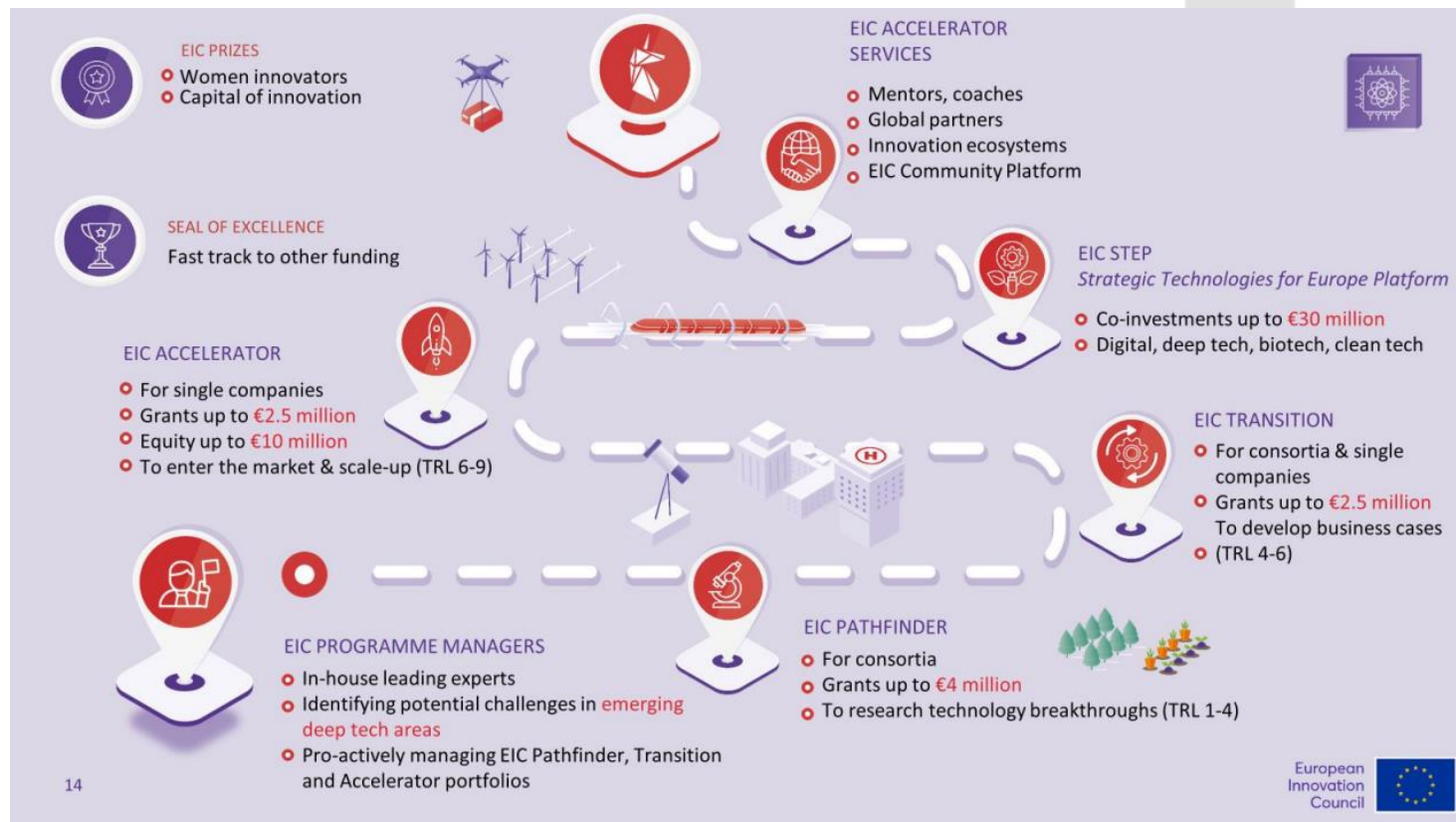


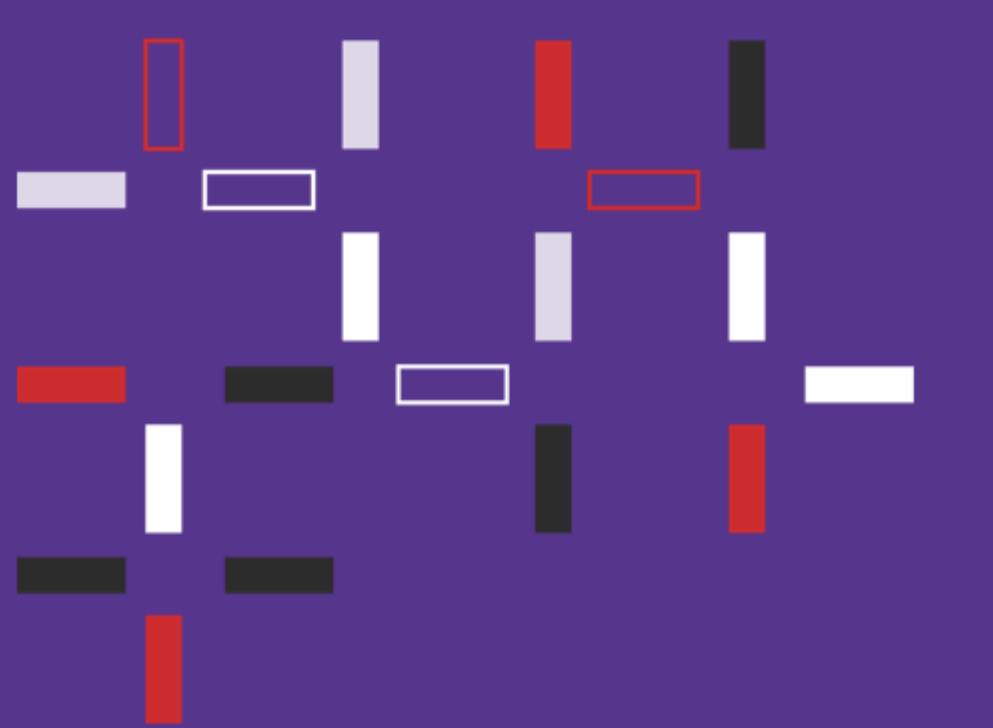
European Innovation Council

- Program established under the Horizon Europe Program
- It has a €10.1 billion
- It support game changing innovations throughout the lifecycle from early stage research, to proof of concept, technology transfer, and the financing and scale up of start-ups and SMEs.

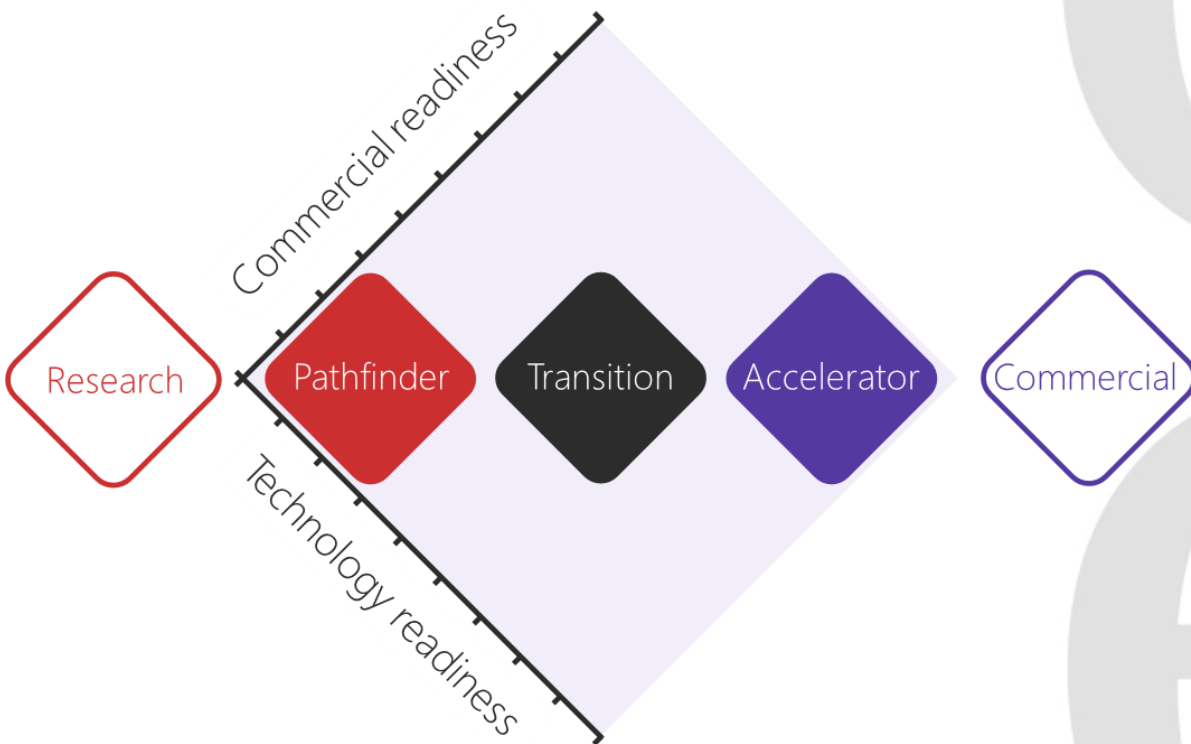


European Innovation Council





European Innovation Council

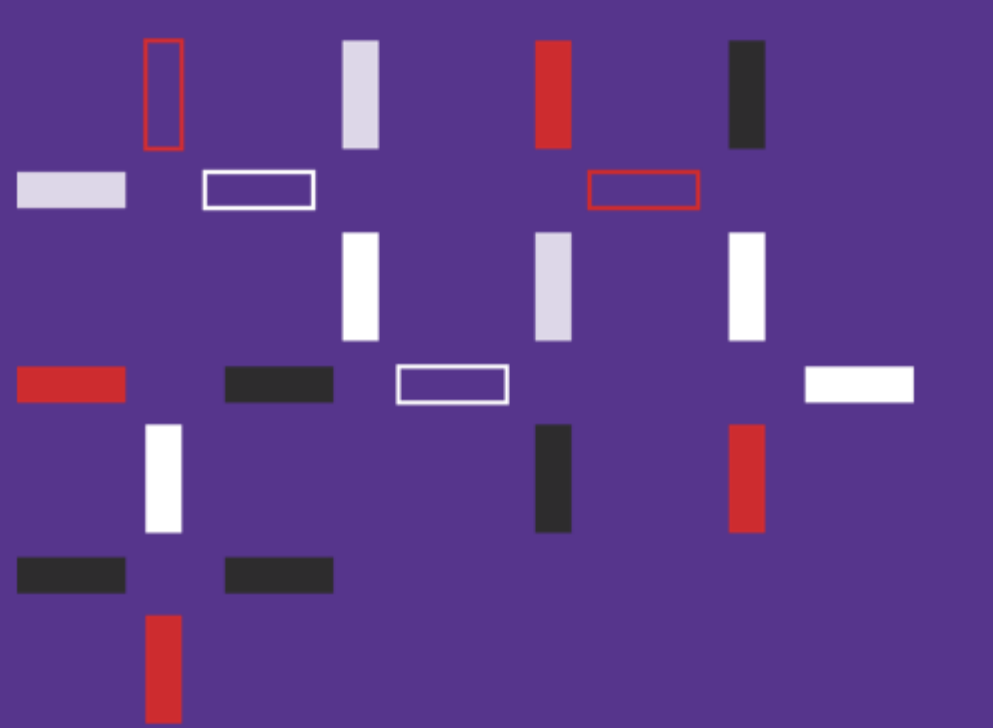




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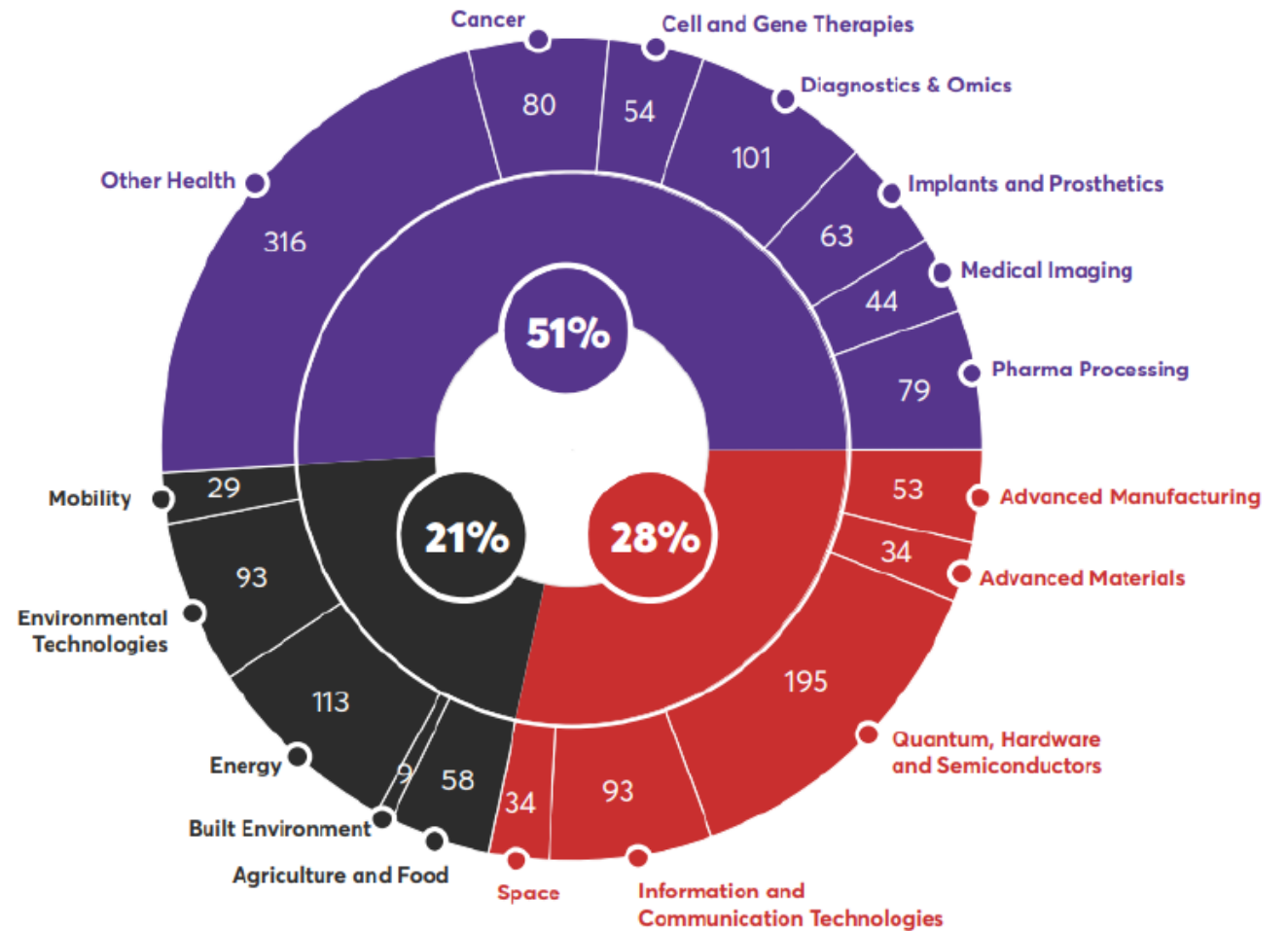




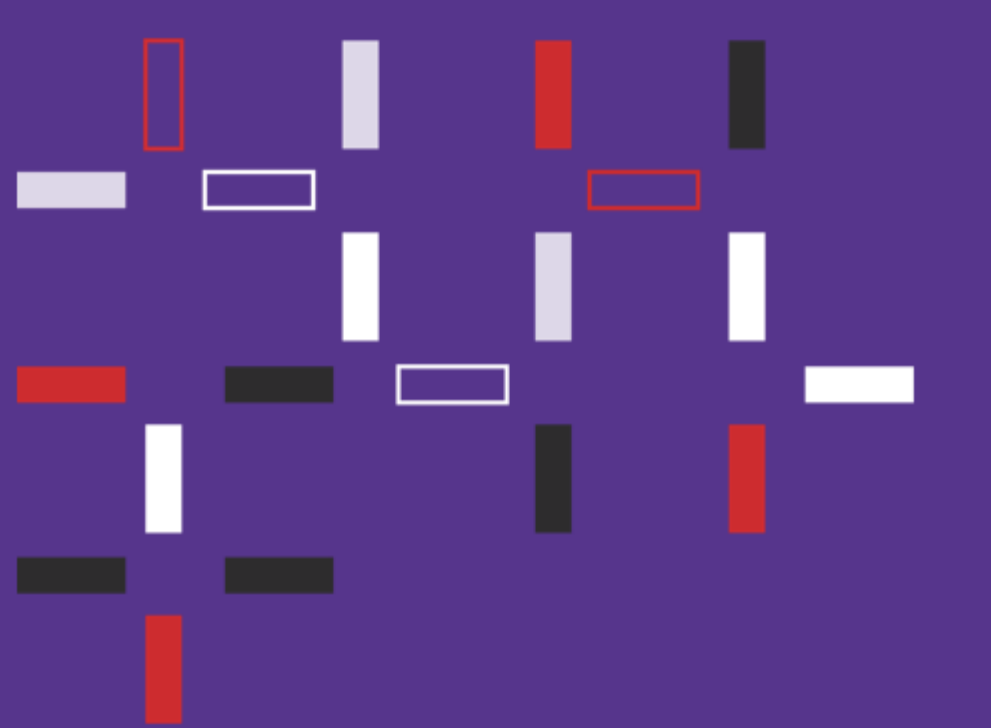
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- Program established under the Horizon Europe Program
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- “Open” funding to support technologies and innovations in any field without redefined priority areas.

European Innovation Council

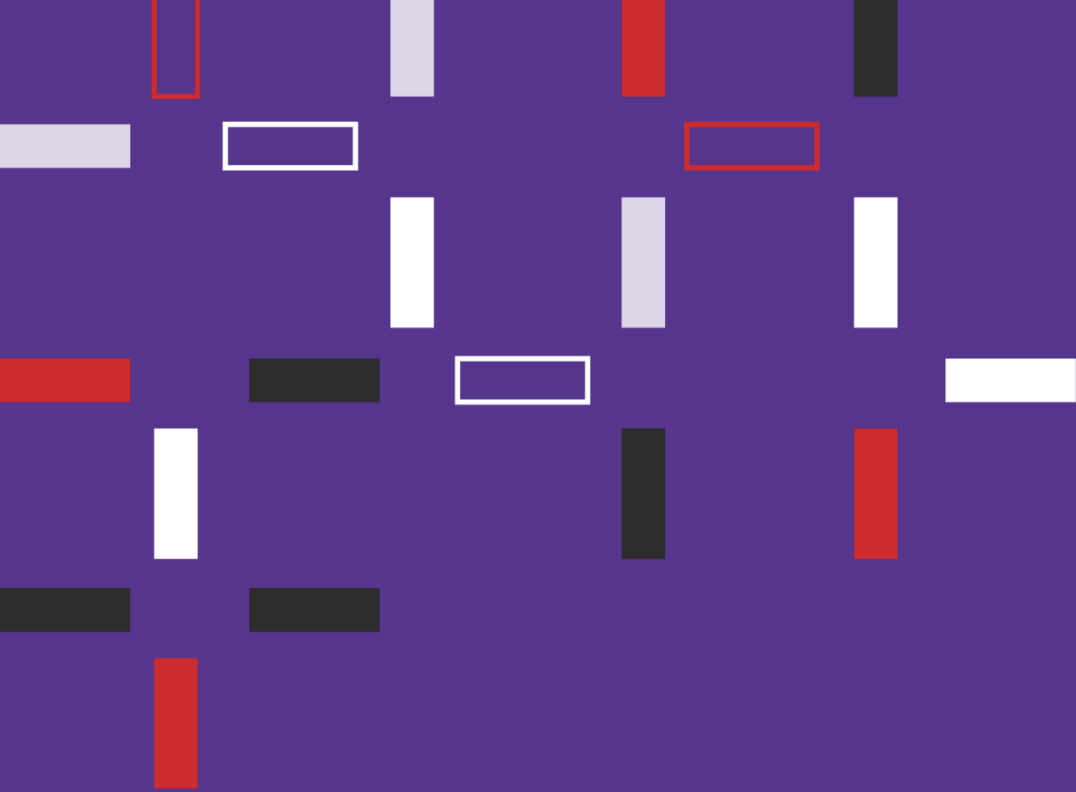


*Results 2021-2023



European Innovation Council

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- “Open” funding to support technologies and innovations in any field without redefined priority areas.
- It provides additional support to researchers in their transition from lab to market through the Business Accelerator Services (T2M, coaching, training), Booster Grants, Program Managers



ELC Transition

EIC Transition call

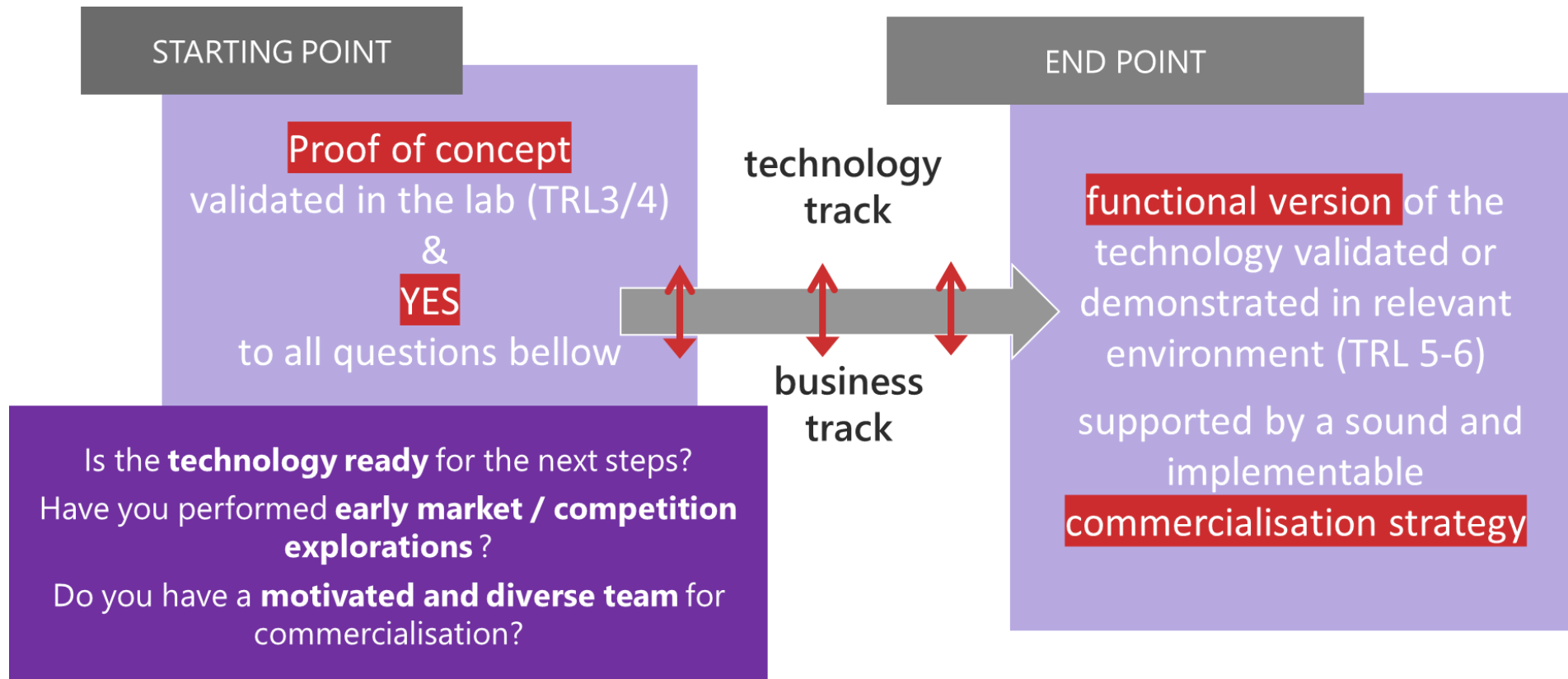
EIC

EIC Transition support **both** the maturation and validation of your novel technology from the lab to the relevant environment **as well as** explorations and development of sustainable business plans and business model towards commercialization into high potential markets

EIC Transition call

EIC

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EIC Transition “gatekeepers”

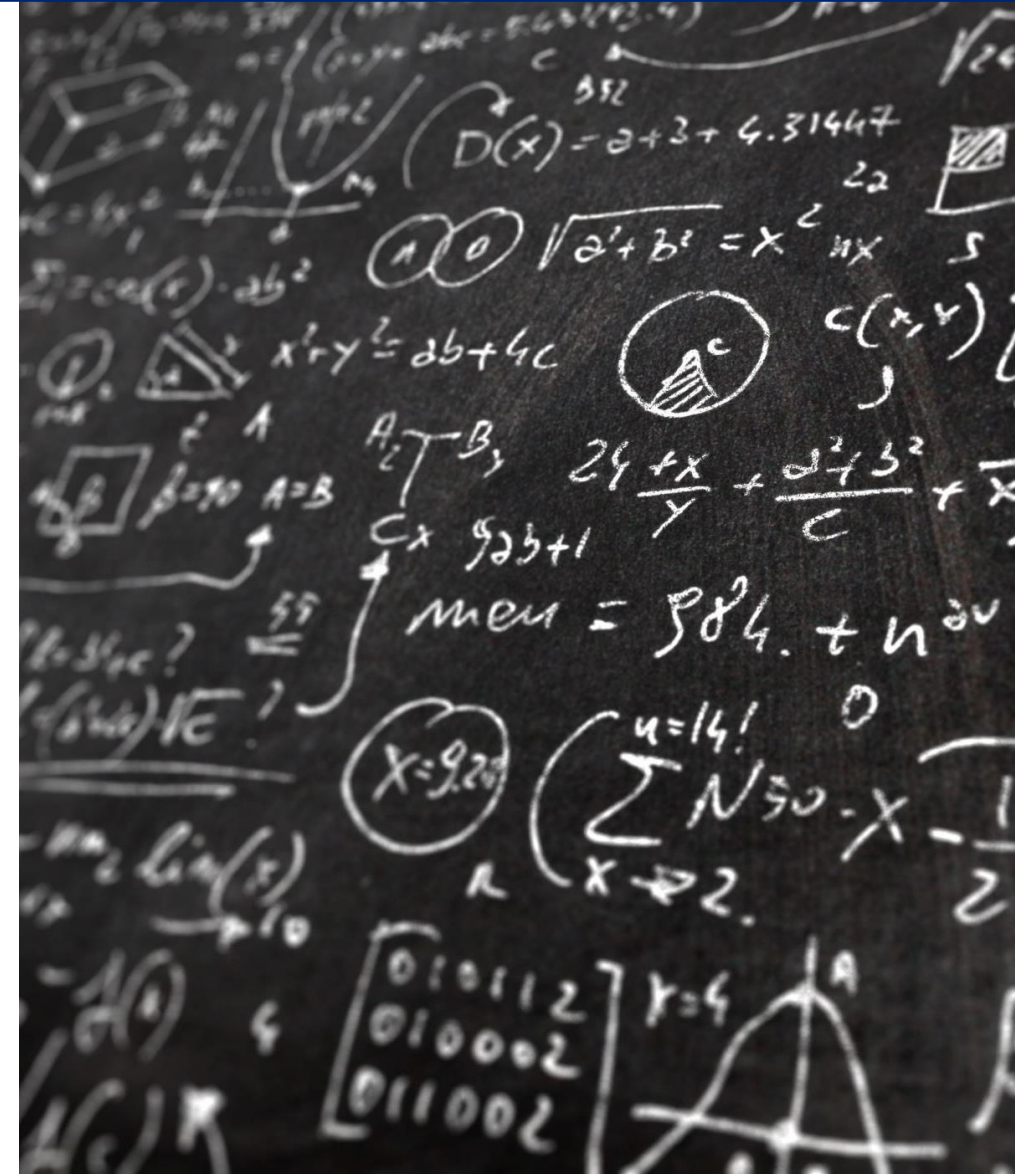
TECHNOLOGY

+

MARKET

+

TEAM



EIC Transition “gatekeepers”

TECHNOLOGY

Laboratory validated technology (PoC) with promising results and ready to be **validated in a relevant environment** (TRL5-6).

+

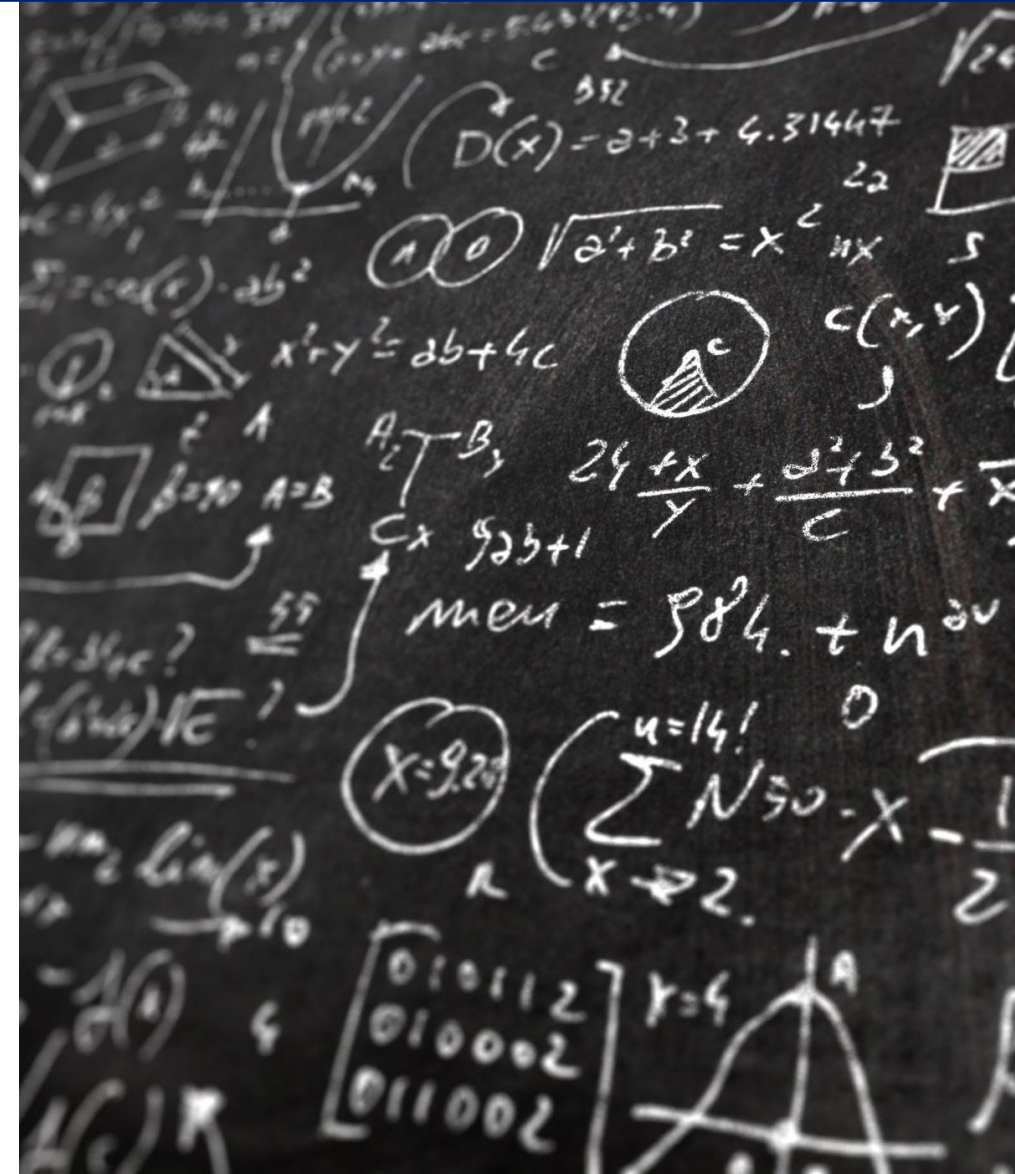
MARKET

Advance from an incipient business model (BRL3) to a **viable business model** (BRL5) with a **large potential market**.

+

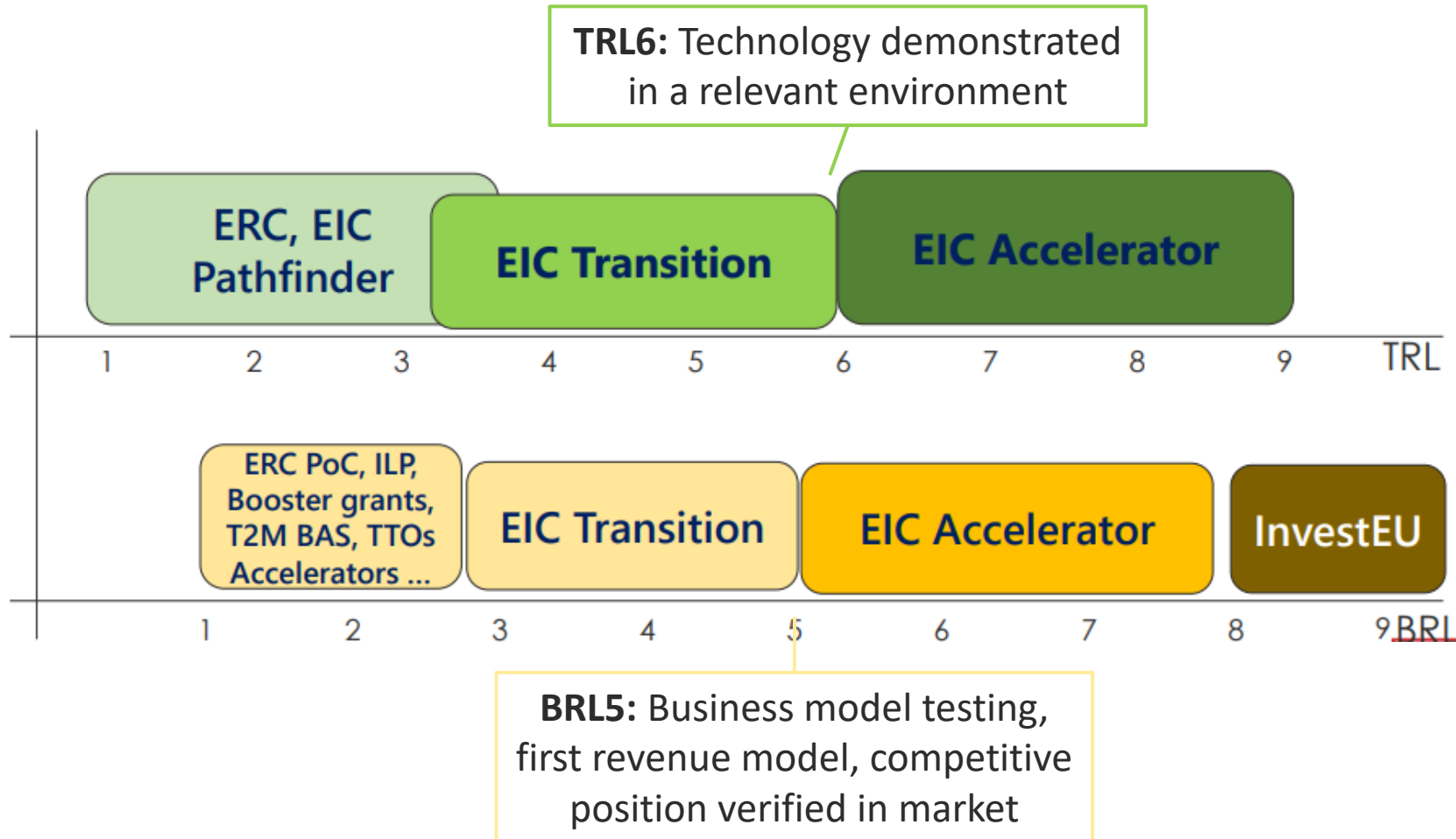
TEAM

Support **motivated and entrepreneurial team** with a **mix of skills** to develop and drive the idea towards commercial success



TRLs and BRLs

EIC



TRL Assessment: <https://horizoneuropencpportal.eu/store/trl-assessment>

Business Glossary: https://access2eic.eu/wp-content/uploads/2020/09/Access2EIC_Business-Glossary-sep-2020-Final-4.pdf

Call characteristics ^{EIC}



- **Consortium composition**
 - Mono-beneficiary
 - Small consortium: 2 entities from 2 MS/AC
 - Consortium: 3-5 entities from at least 3 MS/AC
 - Spin-offs can be considered Affiliated entities
- **Budget:** 0,5M€ - 2,5M€ (100% funding rate)
- **Project duration:** on average 12-36 months
- **Proposal:** 22 pages (excluding cover page)\
- **Deadline:** 17 September 2025

Call characteristics ^{ELC} - specifics



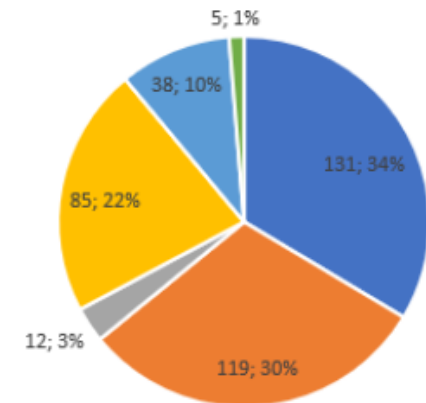
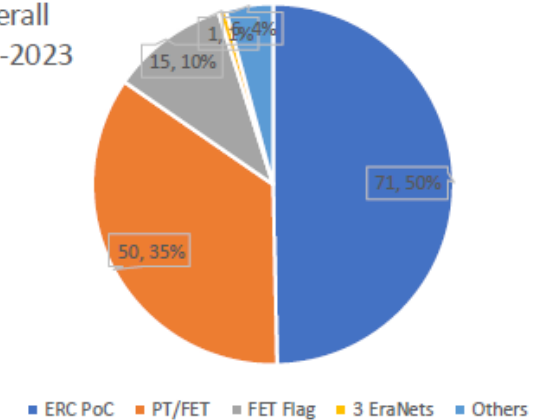
- Eligibility restrictions
- Lump sum
- Two-phase evaluation: proposal + interview
- Incipient business model

Elegibility

EIC

- Previous HE/H2020 funded-projects: **ERC PoC**, EIC Pathfinder, FET, RIAs HE-Pilar II or H2020-SC
 - Only one proposal per ERC-PoC in the same call
 - Ongoing project: > 12 months starting date of grant
 - Completed project: < 30 months end date of grant
 - List of eligible projects available in [EIC Transition webpage](#) soon
- An applicant do not need to be participant or result owner of the previous project -> Commitment letter

Overall
2021-2023



Source of TR proposals 2024

■ PT/FET ■ ERC-PoC ■ Flagships ■ H2020 pillarII+III ■ HEU pillarI ■ ERA NETs

Evaluation process ^{EIC}



There are different criteria at remote and jury phase!

Evaluation process ^{EIC}

Remote
Evaluation
(by 3 experts)

Weaknesses and Strengths of TR proposals

European
Innovation
Council



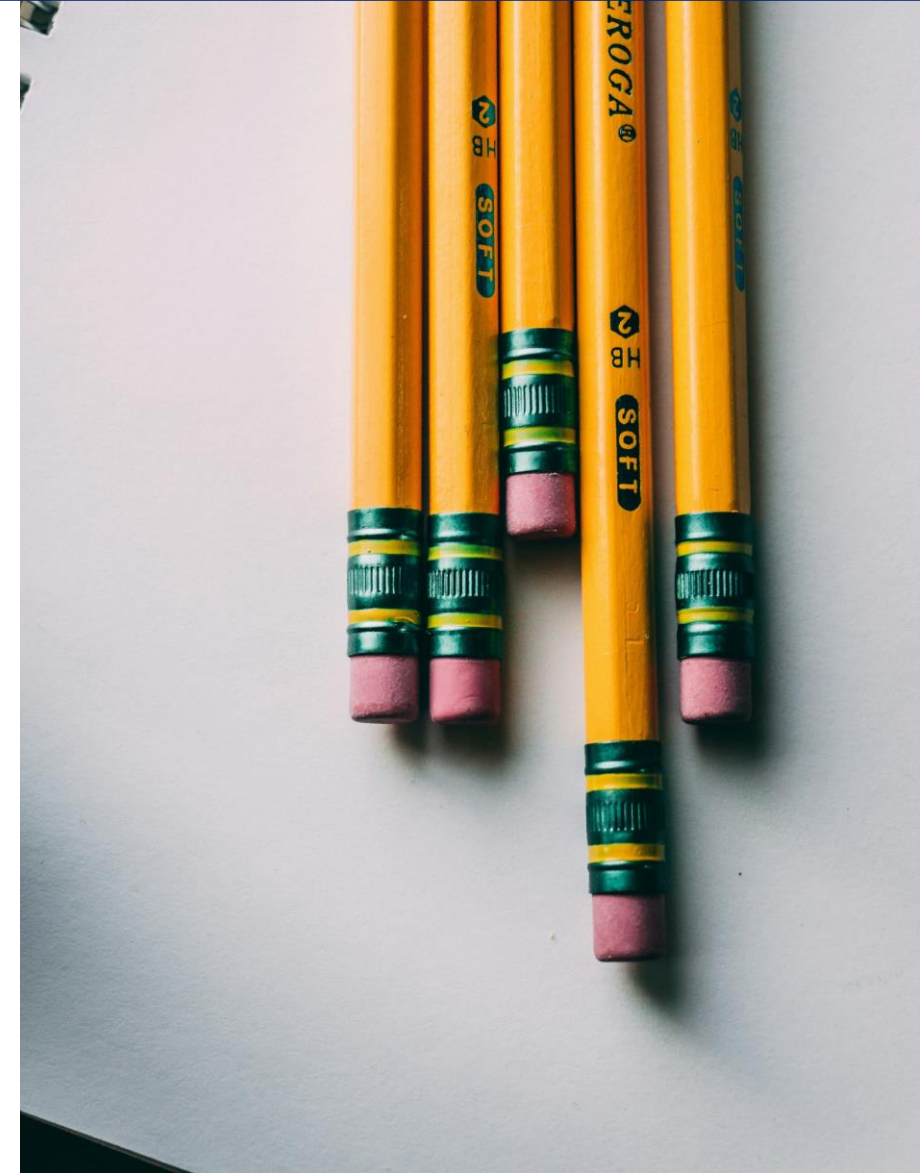
Lesson learned NoGo proposals:

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

Successful proposals have:

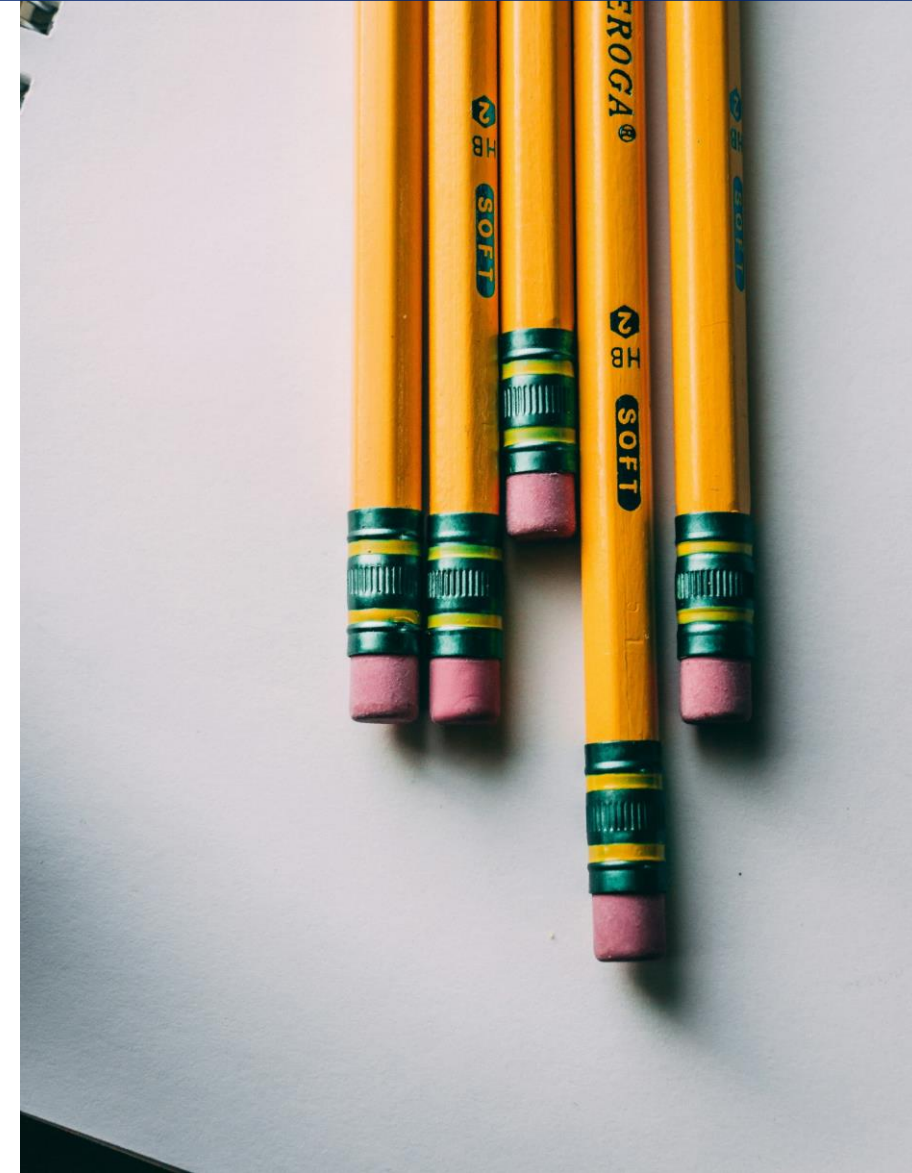
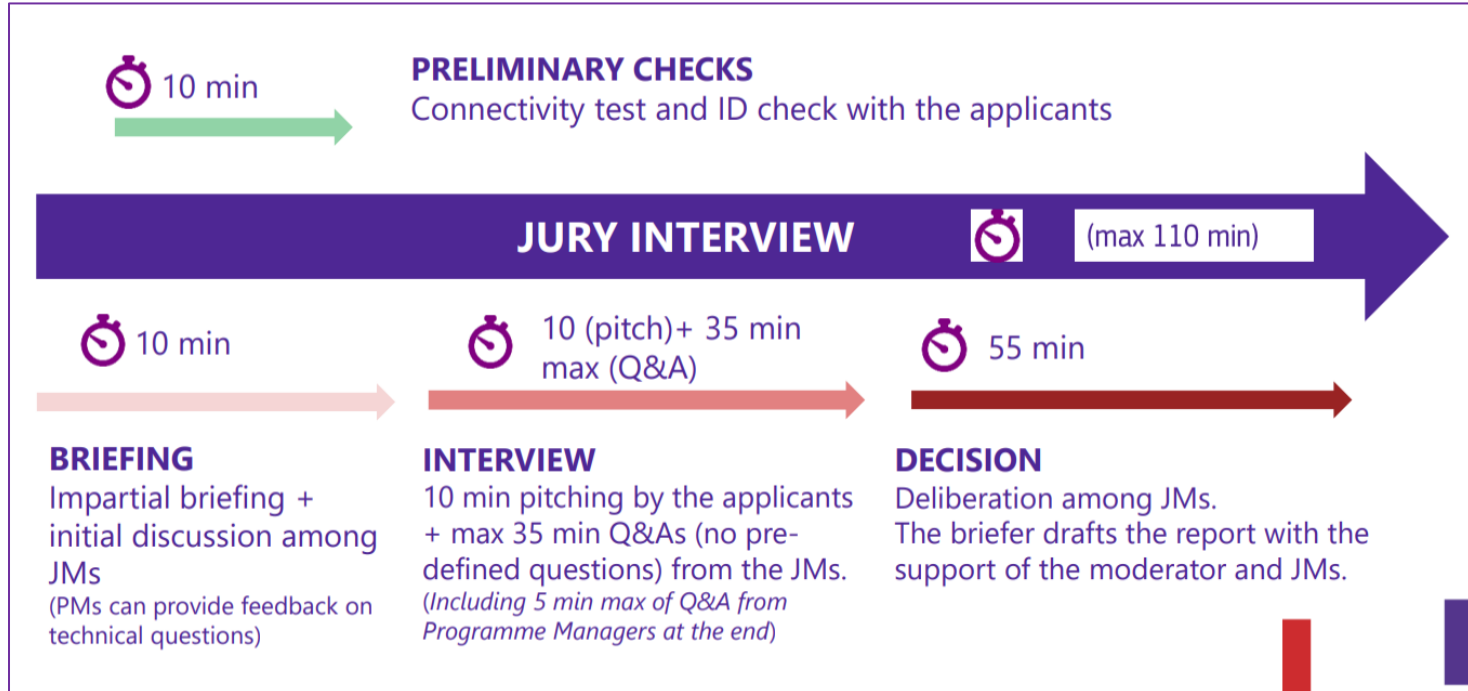
- **Disruptive innovation** with high commercial potential
- **Competent team** to develop the technology and bring it to the market

TECNOLOGY+ MARKET +TEAM



Evaluation process ^{EIC}

Interviews
GO/NoGO/Reserve



Evaluation process ^{EIC}

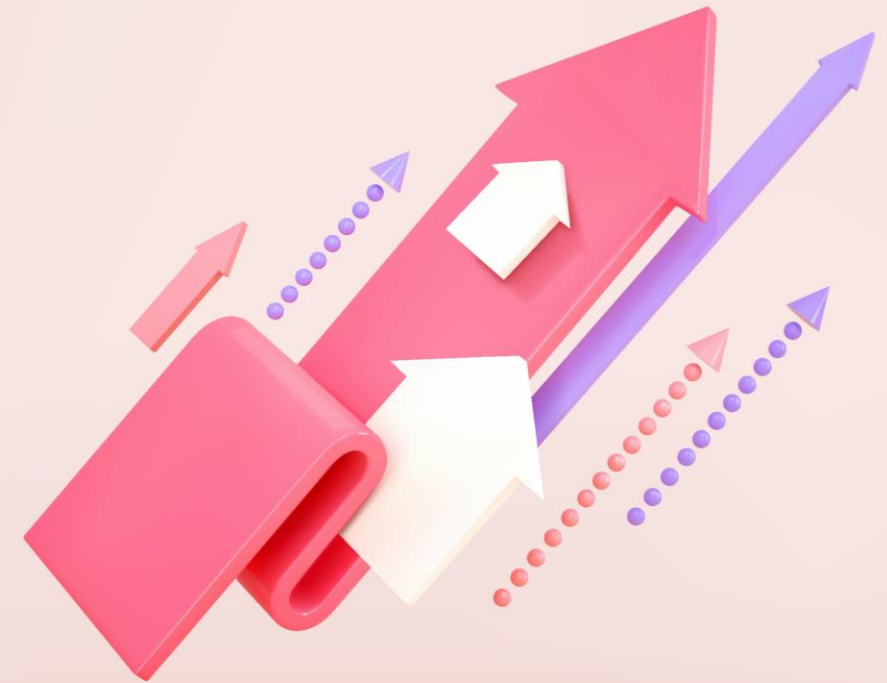
Interviews GO/NoGO/Reserve

- Proposal represented by max 5 persons but limited to the minimum necessary. Only individuals mentioned in the proposal can be present.
 - If the project is led by university, consider including TTO.
- Balance between scientific and business evaluators.
- Evaluation criteria slightly different than in the proposal phase
- Prepare in advance the pitch + Q&A (1 answer = 1min)



Incipient business model

1. Value proposition: Which is the **problem** and how the **solution** aims to solve the problem
2. **Target market**: How big is the problem
3. **Competitors analysis**: competitive advantage, direct competitors and alternative solutions. In case of new markets (not yet commercial), include technologies from labs in the same field
4. How the value proposition is delivered: direct exploitation, spinoff creation, licensing,... (include **exploitation manager** in proposal)
5. Key resources: **patent** (IP situation described in proposal)
6. **Key people**: leading team for the project and beyond the project (already on board or plans to include them)
7. **Consumers and their needs**: engage with them during the project for costumer validation (interview, pilot)



Incipient business model

The Incipient Business Model at **proposal stage** will/should be refined, completed and validated during the implementation of the Transition project

The **Business Model** and the **Business Plan** will have to be further **developed and validated** during the **project implementation** and reach Accelerator / VC level quality at the end of the project.

Business Plan vs. Business Model vs. Strategy

Business Plan Circle



Do's and don'ts in preparing a proposal

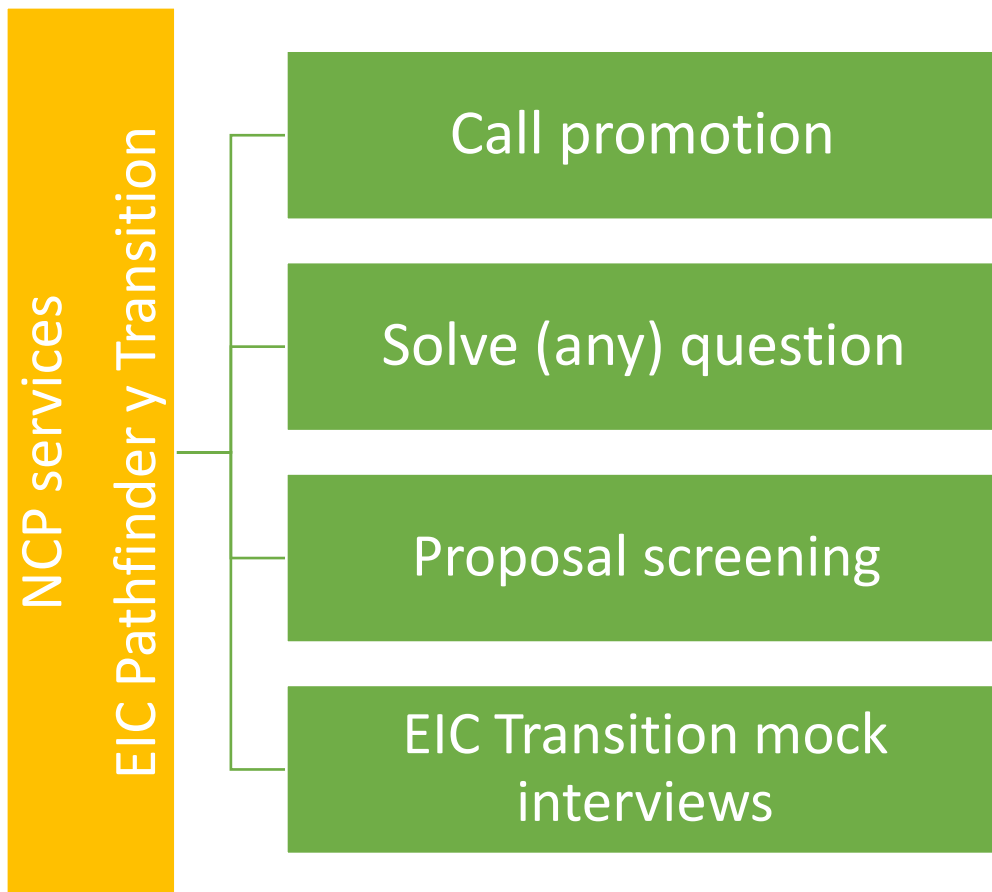
- ❑ Do pay attention to TRL, eligibility conditions and link project + results.
- ❑ Do your preliminary market research and explored potential competitors!
- ❑ Do put both milestones (including TRL achievements) and KPIs!
- ❑ Do take into account the maturation of technology and business in the project!
- ❑ 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 your IPR (strategy).
- ❑ Do not forget to talk to your NCP and/or EEN nor to read well the WP and the new FAQ !

It's a very competitive program!

Cut-off	Submitted	Inelig	Evaluated	Funded	Success rate
Cut off 2021	292 (221+71)	62	230 (173+57)	43 (31+12)	18.% (17.9 21.1)
1 st cut off 2022	165 (143+22)	21	144 (129+15)	19 (14+5)	13.2% (10.9 33.3)
2 nd cut off 2022	287 (236+51)	106	181 (157+24)	32 (25+7)	17.7% (15.9 29.2)
1 st cut off 2023	180 (131+49)	14	166 (122+44)	19 (14+5)	11.4% (11.5 11.4)
2 nd cut off 2023	257 (162+95)	18	239 (153+86)	27 (12+15)	11.3% (7.8 17.4)
Cut off 2024	413	23	390	40	10.2%

NCPs support

EIC



Pablo Fernández (UPC)
Marta Herrero (CDTI)
Marta Marín (FECYT)

SERVICIO DE SIMULACRO
DE ENTREVISTA
EIC TRANSITION 2024



EIC Transition call summary

	Transition
Total budget	€98 million
Proposals (indicative)	Up to €2.5 million
Funding rate	100% of eligible costs
Opening	April 2025
Deadline	17 September 2025 at 17.00 CEST
Length of proposal	22-page proposal (part B)
Interview*	11-13 weeks after the deadline
Applicants	Consortia: <ul style="list-style-type: none">• If 2 partners: from 2 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



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marta.marin@fecyt.es