



SME coaching:

The SME instrument perspective



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HORIZON 2020

SMEs in FP7 Health (2007-2013)

- **1 b€ invested in SMEs i.e. 18.4% of FP7 Health budget**
- **Over 1,300 SMEs involved accounting for 1,900 participations**
- **75% of projects with at least one SME**
- **Increased support to very small companies**



SMEs in Horizon 2020 (2014-2020)

- **Over €9 billion devoted to SMEs**
- **1.5b€ to be invested in SMEs in SC1 Health**
- **Through various programmes/instruments:**
 - Collaborative projects (mini. 3 partners)
 - New SME instrument (mini. 1 partner)
 - Renewed Eureka Eurostar programme (mini. 2 partners)
 - Renewed Public Private Partnerships: IMI-2, AAL-2 (3+ partners)
 - Dedicated financial instruments

Challenges for SMEs

- Typical EU grants have many partners
 - Very few SMEs coordinate projects
 - Long preparation, negotiations, slow project start
 - Not always strategic: "it's extra money and I can't afford not getting it"
 - IP issues not always well handled
 - SME agility vs. 5 years workplan
- > Impact SMEs outcome potential**

SME instrument

- Inspired by the US Small Business Innovation Research (SBIR) and pilot calls in FP7 health
- **Single company support possible**
- Only EU SMEs can apply
- Competitive, market-oriented, EU dimension
- Flexible submission dates
- Phase 3: Commercialisation: coaching scheme

SME instrument



Phase 1

Concept & Feasibility Assessment

- Feasibility of concept
- Risk assessment
- IP regime
- Partner search
- Design study

€50,000
~ 6 months

Phase 2

Innovation / R&D activities

- Clinical trials
- Development, prototyping
- Miniaturisation/design
- Etc.

€1 to 5 million
~36 months
100% funding rate in SC1

Phase 3

Commercialisation

- Facilitate access to private finance
- Support via networking, training, **coaching**, knowledge sharing, dissemination

No direct funding

Market



Examples of activities

- Business & strategic planning
- Investor & partnership pitch
- Technology Valuation
- EMA regulatory requirements
- IP & Licensing Issues
- Go-to-market strategies

Coaching scheme

- Phase 1: ~5 days ; phase 2: ~10 days
- How coaches are selected? Enterprise Europe Network (EEN)
- EEN: 3,000 FTE - employees from Chambers of Commerce, Regional Innovation agencies
- Challenges: matching the right coach (expertise) with the right SME (need)

The US-SBIR experience

1. NIH Innovation Corps (I-Corps™) Team Training Pilot Program – launched in 2014 at Bio San Diego

- 9 weeks training program – 3 days intensive

2. Commercialisation and Assistance Program (CAP) - established in 2004

- 10-month program
- Personalised 1-on-1 business mentoring



NIH Innovation Corps (I-Corps™) program

- **Selected I-Corps™ at SBIR Phase I receive funding through grant supplement awards to support entrepreneurial training, mentorship, and collaboration opportunities**
 - 3-member teams per SME that will work collaboratively to complete the activities and assignments required by the I-Corps™ training curriculum during 9 weeks
 - Starts with three-day “Entrepreneurial Immersion” course
 - Example: Present/discuss their product to 100 customers



Commercialisation and Assistance Programme (CAP)

- Provides a selected number of NIH Phase II grantees individualised assistance
 - Individual mentoring and consulting sessions
 - Training workshops
 - Access to industry experts
- **Three different tracks:**
 - Commercialization Training Track (general evaluation)
 - Accelerated Commercialization Track (specific barrier)
 - Regulatory Training Track (preparation for FDA submission)