

# European Innovation Council (EIC) and SMEs Executive Agency (EISMEA)

## In the Spotlight

**FROM IDEAS TO  
GLOBAL MARKETS:**

innovation made in Europe

Annika KOSSACK, Project Officer, EISMEA  
Sector I-02-2 SME Pillar - Competitiveness &  
Internationalisation



Filling up with new ideas !

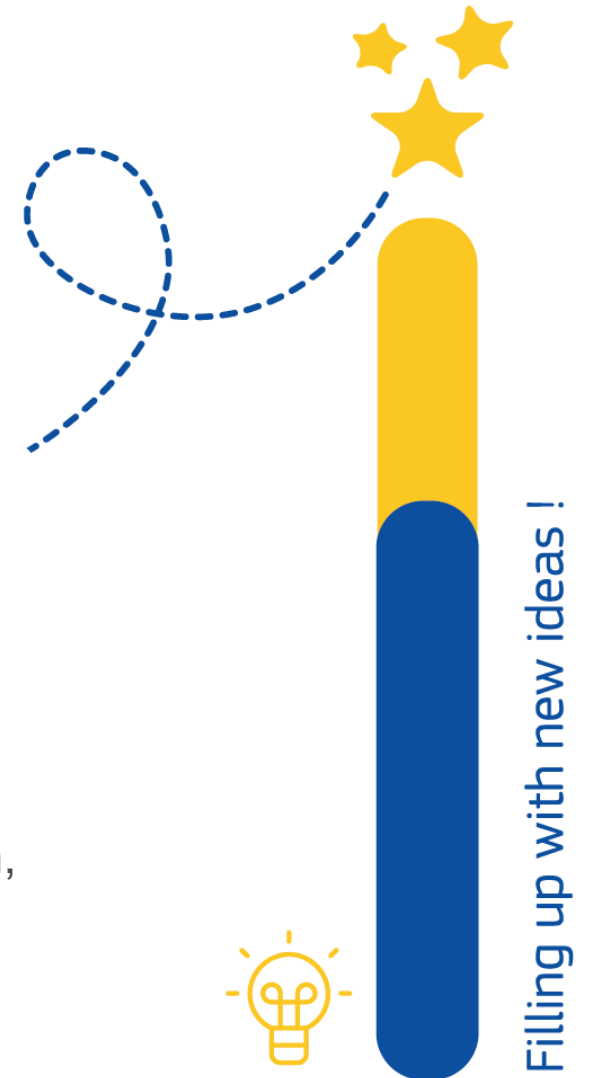
# EISMEA is

The EU executive agency with a clear focus on innovation and the single market.

The vision - *From ideas to global markets: [Innovation made in Europe](#)*

The mission:

- To provide high quality support to European innovators, researchers, businesses and consumers
- To reinforce the EU's position as a global leader in research and innovation, strengthening its single market
- To create opportunities for SMEs and maintain high standards of protection for its citizens towards a more competitive, digital, green and inclusive EU.



# An economy that works for people

- Innovative companies **relocating to Europe**
- An **increase in private investment** into Europe/European companies
- A **change in attitude** towards investment in Europe
- An increase in **employment**
- **Investment** into training and skills



# What we do at EISMEA

## A deeper dive



Filling up with new ideas !

# Programme / Funding opportunities

## European Innovation Council

The EIC aims at identifying and supporting breakthrough technologies and innovations with the potential to scale up internationally.

## European Innovation Ecosystems

Specific support to enable innovation ecosystem actors to work together across Europe.

## Single Market Programme

Part of the Single Market Programme covering competitiveness of enterprises, governance of the internal market and standardisation and consumers.

## Interregional Innovation Investments Instrument

The new instrument of the ERDF aims to strengthen economic cohesion in the EU by helping businesses work with innovation actors in other regions.



# The European Innovation Council

Backing visionary entrepreneurs

The EIC aims to identify and support breakthrough technologies and game changing innovations to create new markets and scale up internationally.

European  
Innovation  
Council



A **strategic** and **implementation** role in  
[Horizon Europe Pillar III](#)





# The European Innovation Council

## Transition

- Technology maturation from proof of concept to validation
- Business and market readiness
- Grants up to 2.5 million EUR

## Pathfinder

- Early stage research on breakthrough technologies
- Grants up to 3 to 4 million EUR
- Successor of FET (Open & Proactive)

## Accelerator

- Development & scale up of deep-tech/disruptive innovations by startups/SMEs
- Blended finance (grants up to 2.5 million EUR; equity investment up to 15 million EUR)
- Successor of SME Instrument

# Implementation of EU and place-based Innovation Ecosystems

European Innovation Council

European Innovation Ecosystems



- Enhancing cross-border network connectivity and inter-regional collaboration.
- Creating regional innovation valleys and stimulating experimentation practices to advance the **New European Innovation Agenda**.

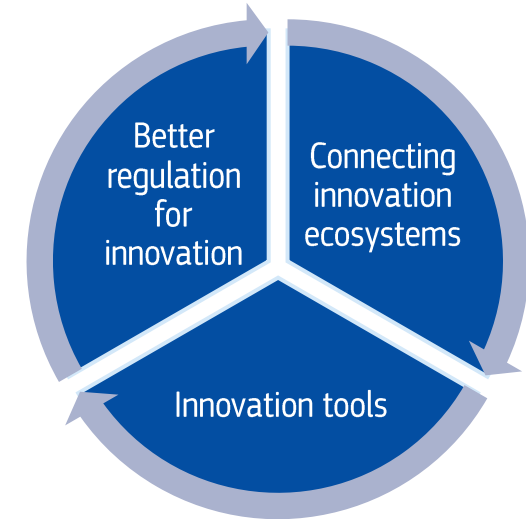
This destination includes WomenTechEU, Startup Europe initiative and more.



- Accelerate the scalability potential in Europe and boost network connectivity within innovation ecosystems.
- This destination is part of the 2021-2022 EIE Work Programme.



- Help innovative SMEs increase their R&I capacity and productivity.
- Supporting SMEs to embed in global markets through the European Partnership on Innovative SMEs.





European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme

The **Single Market Programme** supports a well-functioning, sustainable internal market.

# Implementation of the Single Market Programme (SMP)

Better access to markets and a business environment, entrepreneurship, standardisation, sustainability of enterprises, consumers, with actions including:



# Improving the functioning of the Internal Market

European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme

## Internal Market and standardisation

- improving the application of the mutual recognition principle, esp. with goods;
- supporting effective market surveillance;
- supporting European standardisation organisations in developing up-to-date and future proof European standards

## SME Pillar

- provide high quality support to Small and Medium-Sized enterprises (SMEs) and entrepreneurs
- strengthen the competitiveness, innovation capacity, creation, growth and sustainability of the EU's economy

## Consumer protection

- provide high-level support in making the internal market more effective through promoting the interests of consumers and ensuring a high level of consumer protection and product safety

# SMP structure and objectives (contd.)

European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme



Ensuring high level  
of food safety



Promoting  
consumers' interests



Standardisation



Producing and  
communicating high  
quality statistics



Making the Internal  
Market more  
effective



Improving the  
competitiveness of  
SMEs

European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme

# SME Pillar

**The SME pillar aims to provide various forms of support to businesses and especially SMEs:**

- Facilitate market access and reduce administrative burden;
- Support the uptake of innovation and addressing global and societal challenges;
- Foster a favorable business environment and entrepreneurial culture.

European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme



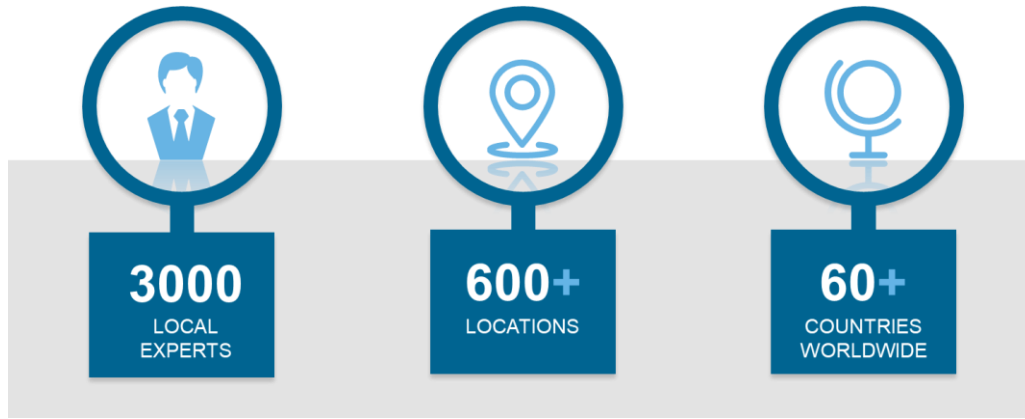
# Main topics

- **Internationalisation**
- **Clusters**
- **Social economy and local green deals**
- **Tourism**
- **Public procurement**
- **Skills & Entrepreneurship**
- **SME Policy**
- **Intellectual property**
- **Digitalisation & Innovation**

# Enterprise Europe Network - EEN



- European Innovation Council
- European Innovation Ecosystems
- Single Market Programme



## Services offered

INTERNATIONAL PARTNERSHIPS	ADVISORY SUPPORT	INNOVATION SUPPORT
Partnership database	Advice on EU laws and standards	Access to finance and funding
Brokerage events	Market intelligence	Innovation Management Services
Company missions	IPR expertise	Technology transfer

For information and advice, [find a local Network contact point](#) in your region.





European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme

Interregional  
Innovation  
Investments  
Instrument

**13** Interregional  
Innovation  
Investments  
**Instrument**

Strengthening Innovation  
in Europe's regions  
**#EU\_13**

# Implementing the European Regional Development Fund (Interregional innovation investment pillar)

- Supporting interregional innovation projects in their commercialisation
- Scale-up phases giving them the tools to overcome regulatory and other barriers
- Bring their project to investment level.

# EISMEA implements two strands of the programme

European  
Innovation  
Council

European  
Innovation  
Ecosystems

Single  
Market  
Programme

Interregional  
Innovation  
Investments  
Instrument

## Financial and advisory support for

- investments in interregional innovation projects;
- development of value chains in less developed regions.

# **Impact and opportunities** of supporting start-ups and SMEs

EISMEA as a key player in contributing to EC priorities



A European Green Deal:  
Climate change, green  
technology and  
sustainable energy

Success story:  
**Infarm**





A European Green Deal:  
Climate change, green  
technology and  
sustainable energy

Success story:  
**MIWA**





Enterprise Europe  
Network (EEN): Paving  
the way to sustainability  
one cup of coffee at a  
time

Success story:  
**Kabioca**





# Enterprise Europe Network (EEN):

## Success story: **BeefyGreen**

[BeefyGreen - short version - YouTube](#)



FULL VERSION

## Success story: **Resortecs**

[Resortecs - short version - YouTube](#)



FULL VERSION

# FROM IDEAS TO GLOBAL MARKETS: innovation made in Europe

*EISMEA - European Innovation  
Council and SMEs Executive Agency*



Filling up with new ideas !

## Thank you for listening

**Annika KOSSACK**

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European Innovation Council and SMEs Executive Agency (EISMEA)



[SMP](#)



[EIC newsletter](#)



[@EU EISMEA](#)



[EISMEA](#)



# Useful links & How to apply



# Work Programmes

The list of calls for proposals is published and can be accessed in the annual work programmes published on EISMEA

DOCUMENTS ANNEXED TO CONTRIBUTIONS

## Single Market programme - legal texts and factsheets

PAGE CONTENTS



- Details
- Files
- Related links

### Details

Part of collection	Single market, innovation and digital - legal texts and factsheets
Publication date	7 June 2018



### Files

22 FEBRUARY 2023

 **Commission Implementing Decision C(2023) 1119 on the financing of the Programme for the internal market, competitiveness of enterprises, including SMEs, the area of plants, animals, food and feed and European Statistics** [Download](#) 

English (153.69 KB - PDF)

22 FEBRUARY 2023

 **Annex I to the Commission Implementing Decision C(2023) 1119 - SMP bundle: internal market, standardisation, consumers and other financial services end-users** [Download](#) 

English (1.04 MB - PDF)

- [EIC annual work programme](#)
- [EIE annual work programme](#)
- [SMP annual work programme](#)
- [I3 instrument annual work programme](#)

# Funding & Tenders Portal

- All calls for proposals are **published** in the [F&T portal](#)
- The [Online Manual](#) contains all the **guidance** needed to apply to a call.
- The [IT Helpdesk](#) can be contacted to **solve issues** related to the submission tools.
- Before applying, your organisation needs to be registered in the [Participant Register](#) and receive a **Partner Identification Code (PIC)**

# Single Market Programme – SME Pillar

In the “Search Funding & Tenders” tab, filter by programme

The screenshot shows the 'Funding & tender opportunities' page on the European Commission's SEDIA platform. The 'SEARCH FUNDING & TENDERS' tab is active. On the left, there are filters for 'Submission status' (Forthcoming, Open for submission (8), Closed (24)) and 'Programming period'. The 'Programming period' dropdown menu is open, and 'Single Market Programme (SMP)' is selected and highlighted with a red circle. Below the filters, three funding opportunities are listed:

- B-Resilient: MOBILITY Lump sum** (B-Resilient): Programme: Single Market Programme (SMP), Topic: SMP-COSME-2021-CLUSTER-01, Opening date: 31 January 2023, Status: Open for submission, Deadline model: single-stage, Deadline date: 24 April 2023 17:00:00 Brussels time.
- SocialTech4EU Call for Social Enterprises in Europe – Financial support for training** (SocialTech4EU): Programme: Single Market Programme (SMP), Topic: SMP-COSME-2021-CLUSTER-01, Opening date: 08 February 2023, Status: Open for submission, Deadline model: single-stage, Deadline date: 12 April 2023 17:00:00 Brussels time.
- IKAT Tourism Call for SMEs in Europe – Financial support for services** (IKAT): Programme: Single Market Programme (SMP), Topic: SMP-COSME-2021-CLUSTER-01, Opening date: 08 February 2023, Status: Open for submission, Deadline model: single-stage, Deadline date: 12 April 2023 17:00:00 Brussels time.



# Call for proposals (I)

All calls will appear on the right part of the screen, including “Calls for proposals” (managed by the EU) and “Cascade funding”, calls launched by EU-funded projects

<b>IKAT Tourism Call for SMEs in Europe – Financial support for services</b> IKAT		<b>Cascade funding</b> <b>Grant</b>	
<b>Programme</b>	Single Market Programme (SMP)	<b>Status</b>	<b>Open for submission</b>
<b>Topic</b>	SMP-COSME-2021-CLUSTER-01	<b>Deadline model</b>	single-stage
<b>Opening date</b>	20 February 2023	<b>Deadline date</b>	20 April 2023 17:00:00 Brussels time
<b>Support to Ukrainian companies to integrate into the Single Market</b> SMP-COSME-2023-SMEUA-01		<b>Call for proposal</b> <b>Grant</b>	
<b>Programme</b>	Single Market Programme (SMP)	<b>Status</b>	<b>Open for submission</b>
<b>Type of action</b>	SMP Grants for Financial Support	<b>Deadline model</b>	single-stage
<b>Opening date</b>	28 February 2023	<b>Deadline date</b>	27 April 2023 17:00:00 Brussels time

# Call for proposals (II)

Each call has a **dedicated webpage** in the F&T Portal

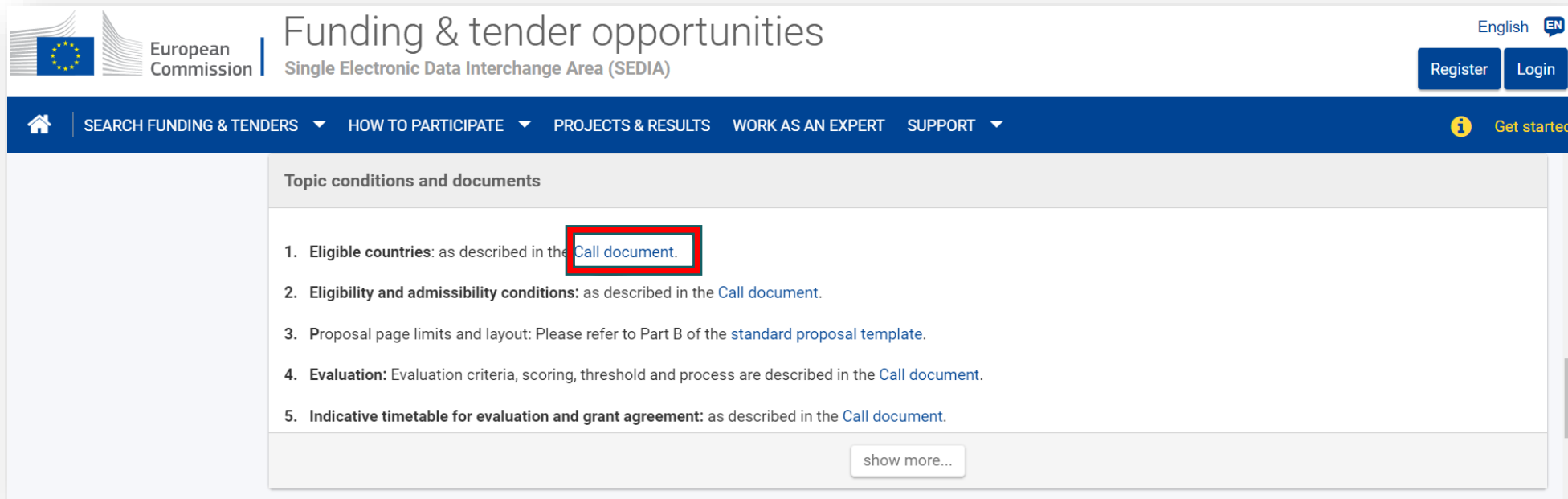
The screenshot displays the 'Funding & tender opportunities' page on the European Commission's Single Electronic Data Interchange Area (SEDIA). The page features a navigation bar with options like 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. A sidebar on the left provides a menu for 'General information' with sub-items such as 'Topic description', 'Conditions and documents', and 'Partner search announcements'. The main content area is titled 'General information' and details the following:

- Programme:** Single Market Programme (SMP)
- Call:** [Support to Ukrainian companies to integrate into the Single Market \(SMP-COSME-2023-SMEUA\)](#) (with a 'See budget overview' button)
- Type of action:** SMP-GFS SMP Grants for Financial Support
- Type of MGA:** SMP Action Grant Budget-Based [SMP-AG] (with an 'Open for submission' button)
- Deadline model:** single-stage
- Opening date:** 28 February 2023
- Deadline date:** 27 April 2023 17:00:00 Brussels time

A 'Go back' button is located at the bottom left of the sidebar.

# Topic description and conditions

The topic description summarises the main elements of the call, but the full text is to be found in the **Call Document**.



The screenshot displays the 'Funding & tender opportunities' section of the European Commission's Single Electronic Data Interchange Area (SEDIA). The page features a blue navigation bar with a home icon, search options, and various menu items. The main content area is titled 'Topic conditions and documents' and lists five key conditions, each with a link to the 'Call document'. The first item, 'Eligible countries', is highlighted with a red box. A 'show more...' button is located at the bottom of the list.

European Commission | Funding & tender opportunities  
Single Electronic Data Interchange Area (SEDIA)

English EN Register Login

SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT Get started

**Topic conditions and documents**

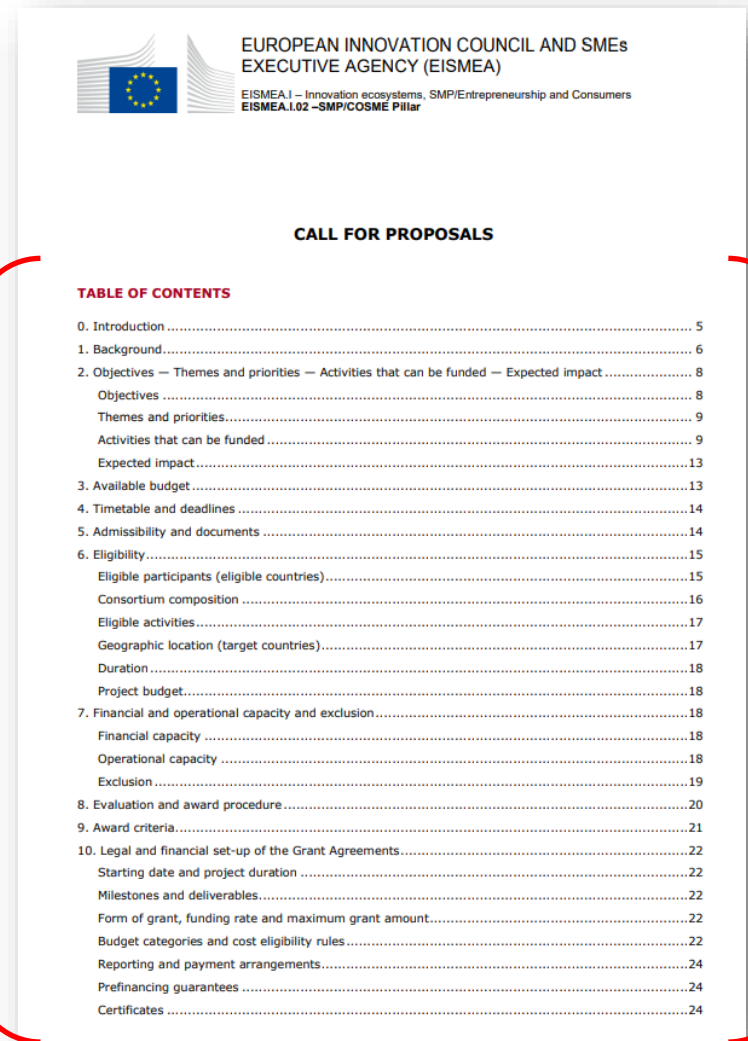
1. **Eligible countries:** as described in the [Call document](#).
2. **Eligibility and admissibility conditions:** as described in the [Call document](#).
3. **Proposal page limits and layout:** Please refer to Part B of the [standard proposal template](#).
4. **Evaluation:** Evaluation criteria, scoring, threshold and process are described in the [Call document](#).
5. **Indicative timetable for evaluation and grant agreement:** as described in the [Call document](#).

show more...

# Call document

The call document explains:

- ✓ Objective of the call,
- ✓ Activities to be funded,
- ✓ Available budget,
- ✓ Co-financing rates,
- ✓ Timetable and deadlines,
- ✓ Eligibility conditions,
- ✓ Award criteria
- ✓ Cost eligibility



EUROPEAN INNOVATION COUNCIL AND SMEs  
EXECUTIVE AGENCY (EISMEA)  
EISMEA.1 – Innovation ecosystems, SMP/Entrepreneurship and Consumers  
EISMEA.02 – SMP/COSME Pillar

**CALL FOR PROPOSALS**

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# Templates

- The call webpage contains application templates **for information only!!!**
- The ones to be used are the ones available for download in the submission tool

INFORMATIVE


European Commission | Funding & tender opportunities  
Single Electronic Data Interchange Area (SEDIA)

SEARCH FUNDING & TENDERS | HOW TO PARTICIPATE | PROJECTS & RESULTS | WORK AS AN EXPERT | SUPPORT


Topic conditions and documents

1. **Eligible countries:** as described in the [Call document](#).
2. **Eligibility and admissibility conditions:** as described in the [Call document](#).
3. **Proposal page limits and layout:** Please refer to Part B of the [standard proposal template](#).
4. **Evaluation:** Evaluation criteria, scoring, threshold and process are described in the [Call document](#).
5. **Indicative timetable for evaluation and grant agreement:** as described in the [Call document](#).
6. **Proposal templates, guidance and model grant agreements (MGA):**
  - ~~Standard proposal template~~
  - Call document
  - ~~Detailed budget template~~
  - Mono/Multi-beneficiary Model Grant Agreement
7. **Additional documents**
  - Annual Work Programme
  - Single Market Programme establishment act

# Templates



European Commission | Funding: Submission Service


Welcome 

41 days left until closure



**You can submit the proposal as many times as you wish up until the deadline.** Each new submitted version will replace the previous one.

### Call data


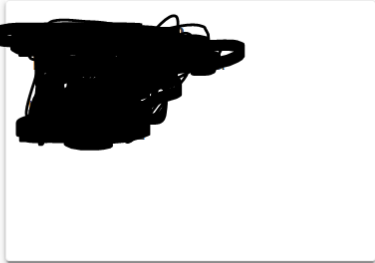
Call: **SMP-COSME-2023-SMEUA**  
Topic: **SMP-COSME-2023-SMEUA-01**  
Type of action: **SMP-GFS**  
Type of MGA: **SMP-AG**

 Topic and type of action can only be changed by creating a new proposal.


### Find your organisation

PIC  \*   
Short name  \*  250

Organisations you have been previously associated with. (Click to select)

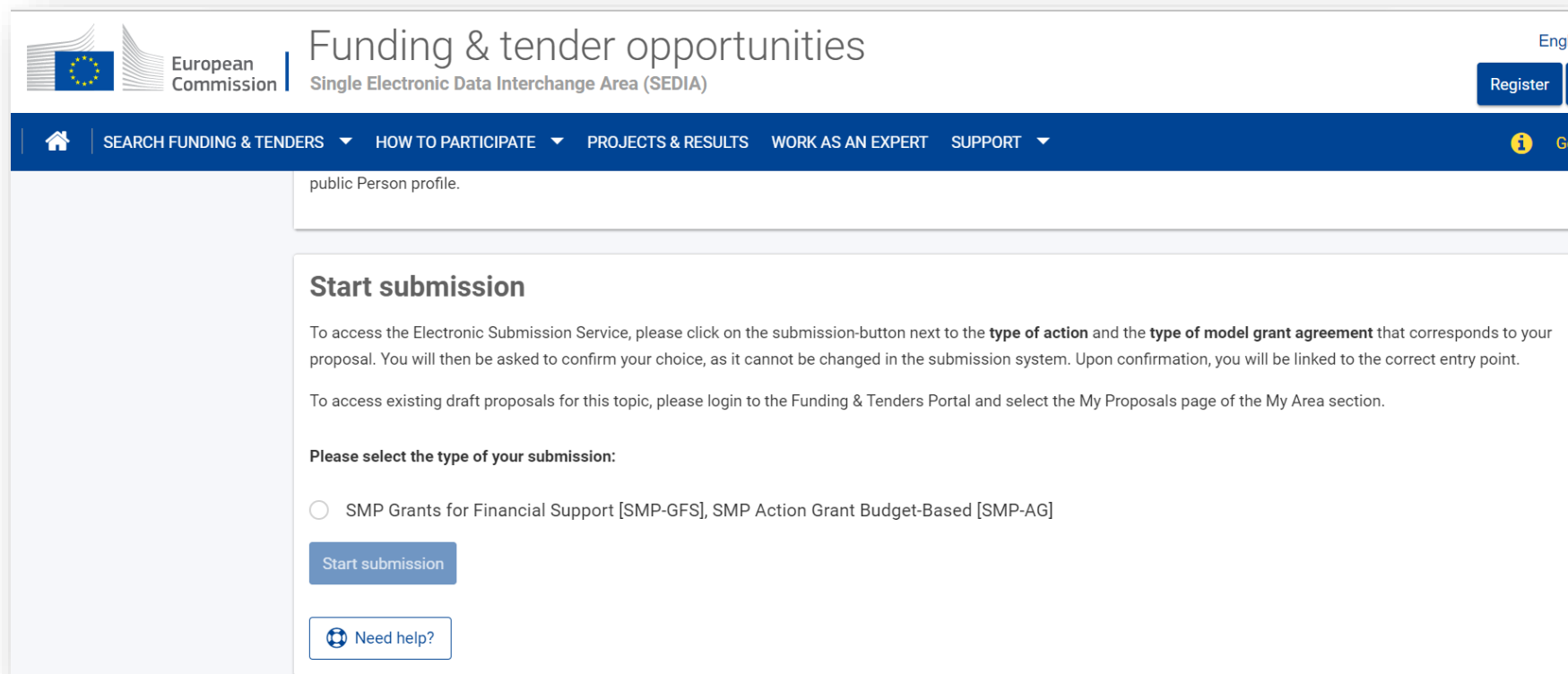


#### Download Part B templates

 [Download part B templates](#)

# Submission tool

- You need to create the proposal on the **submission tool**. Any other method for sending proposals is not accepted.
- Both, Part A and Part B have to be fully completed and consistent.



The screenshot displays the 'Funding & tender opportunities' page on the European Commission website. The page header includes the European Commission logo and the text 'Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)'. A navigation bar contains links for 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. A 'Register' button is visible in the top right corner. The main content area features a 'Start submission' section with instructions on how to access the Electronic Submission Service and a radio button option for 'SMP Grants for Financial Support [SMP-GFS], SMP Action Grant Budget-Based [SMP-AG]'. A 'Start submission' button and a 'Need help?' link are also present.

European Commission | Funding & tender opportunities  
Single Electronic Data Interchange Area (SEDIA)

English

Register

SEARCH FUNDING & TENDERS | HOW TO PARTICIPATE | PROJECTS & RESULTS | WORK AS AN EXPERT | SUPPORT

public Person profile.

### Start submission

To access the Electronic Submission Service, please click on the submission-button next to the **type of action** and the **type of model grant agreement** that corresponds to your proposal. You will then be asked to confirm your choice, as it cannot be changed in the submission system. Upon confirmation, you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Funding & Tenders Portal and select the My Proposals page of the My Area section.

Please select the type of your submission:

SMP Grants for Financial Support [SMP-GFS], SMP Action Grant Budget-Based [SMP-AG]


Start submission

Need help?

# Evaluation

- All calls are evaluated by **external experts**.
- Proposals are evaluated **as submitted** (not on their potential) and exclusively on the evaluation criteria defined in the call document.

Individual Evaluation Report

Help 

Threshold: 70 Evaluation progress: 0.00%

[Expand](#) / [Collapse all criteria](#)

- Criterion 1 - Relevance  
Current score: - / 30.0 ; Threshold 16

Your score: \*

-

The detailed criteria are set out in the call conditions (see Call document). \*

0 / 4000 characters

+ Criterion 2.1 - Quality - Project design and implementation  
Current score: - / 30.0 ; Threshold 16

+ Criterion 2.2 - Quality - Project team and cooperation arrangements  
Current score: - / 30.0 ; Threshold 16

+ Criterion 3 - Impact  
Current score: - / 10.0 ; Threshold 6

+ Scope of the proposal  
Current status:



# Some tips

## Do

- Use the **right template**
- Choose the **right type of call**
- Link clearly the **call to the policy framework**
- Be **consistent** throughout the call text
- Each part of the application under the right section
- Establish a **REALISTIC timeline**
- Use **clear definitions**
- Define realistic and measurable **KPIs**

## Don't

- Do not modify **non-editable parts** of the template
- Do not modify **titles/headings** of the “Award criteria”
- Avoid the use of **terms not clearly defined**, e.g. “public authority”
- Do not use terms such as “procurer” or “normally”
- **ALWAYS** avoid **repetition** to avoid inconsistencies