Partecipazione ai Bandi di Gara: Opportunità dall'UE

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European Commission

Agenda del giorno

- Agenzie esecutive
- Panoramica sui programmi e le opportunità per le PMI
- Come applicare per un bando UE: istruzioni per l’uso

6 Agenzie Esecutive

ERCEA
European Research Council Executive Agency

REA
European Research Executive Agency

EISMEA
European Innovation Council and Small and Medium-sized Enterprises Executive Agency

EACEA
European Education and Culture Executive Agency

CINEA
European Climate, Infrastructure and Environment Executive Agency

HADEA
European Health and Digital Executive Agency

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

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

Established 1 April 2021

Mandate 2021-2027

5 Parent DGs RTD, CNECT, GROW, REGIO, JUST

Programmi implementati

HORIZON EUROPE

- European Innovation Council (EIC)
- European Innovation Ecosystems

SINGLE MARKET PROGRAMME

- SME pillar (EEN)
- Internal market and support to Standardisation
- Consumers

EUROPEAN REGIONAL DEVELOPMENT FUND

- Interregional Innovation Investments Initiatives

EISMEA in numeri

European Commission

Quadro finanziario pluriennale 2021-2027 dell'UE

Multiannual Financial Framework (MFF)

The EU's 7-year budget

€1.211 trillion

€806.9 billion

NextGenerationEU
COVID-19 recovery package

Recovery and Resilience Facility
€723.8 billion
€338.0 billion grants
€385.8 billion loans

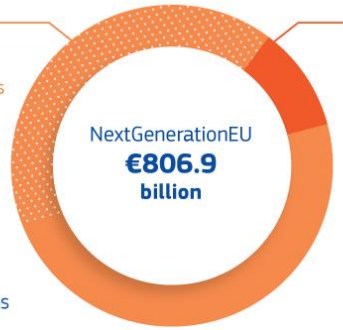
NextGenerationEU contribution to other programmes
EUR 83.1 billion

Note: All amounts are in current prices.

Recovery and Resilience Facility
€723.8 billion

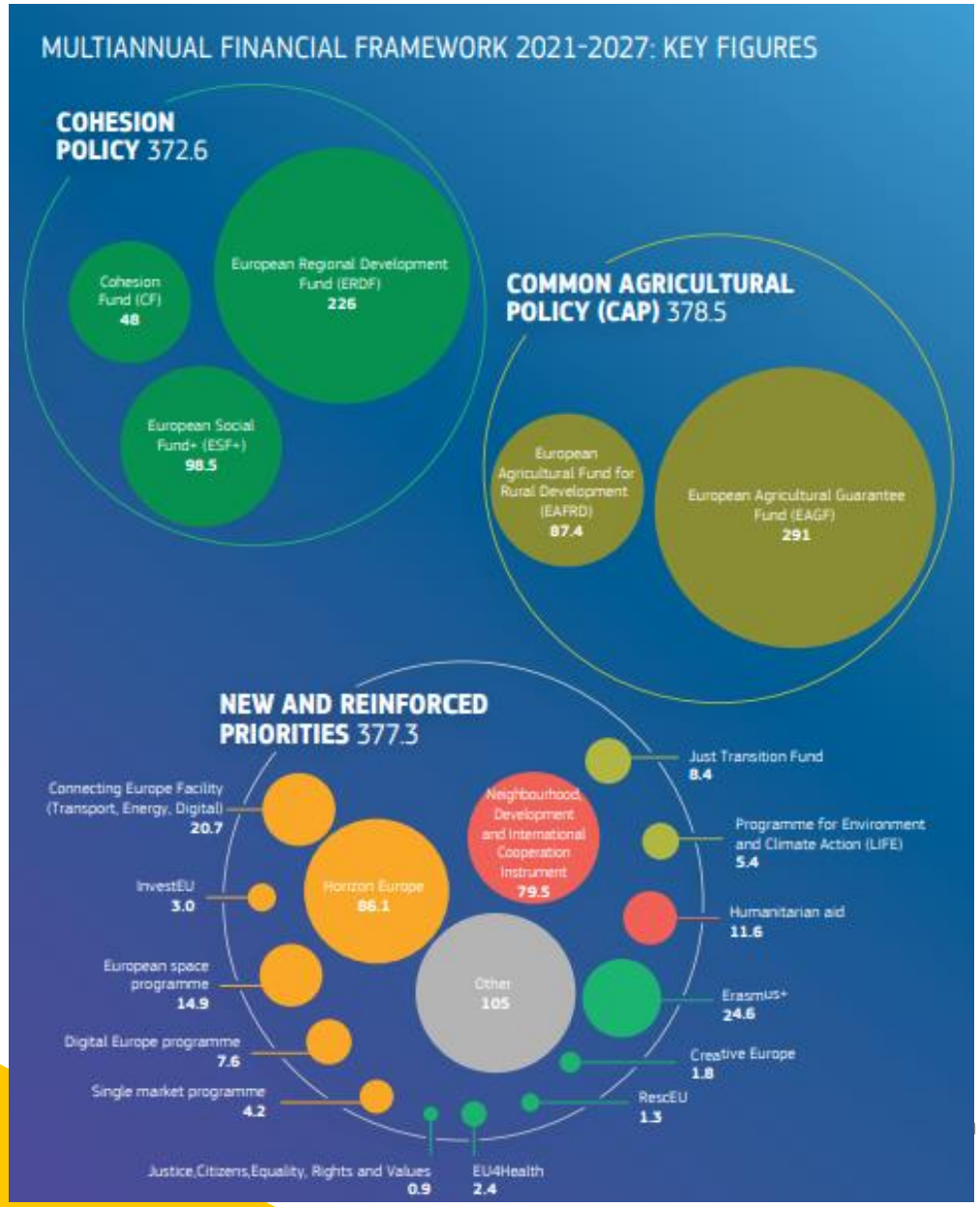
€338.0 billion in grants **€385.8** billion in loans

- **POWER UP** Clean technologies and renewables
- **RENOVATE** Energy efficiency of buildings
- **RECHARGE AND REFUEL** Sustainable transport and charging stations
- **CONNECT** Roll-out of rapid broadband services
- **MODERNISE** Digitalisation of public administration
- **SCALE UP** Data cloud and sustainable processors
- **RESKILL AND UPSKILL** Education and training to support digital skills



NextGenerationEU contribution to other programmes
€83.1 billion

- **REACT-EU** €50.6 billion
- **JUST TRANSITION FUND** €10.9 billion
- **RURAL DEVELOPMENT** €8.1 billion
- **INVESTEU** €6.1 billion
- **HORIZON EUROPE** €5.4 billion
- **RESCEU** €2.0 billion



Principali opportunità di finanziamento per le PMI

Single Market Programme / SME pillar

Migliorare l'accesso delle PMI ai finanziamenti e ai mercati

Connecting Europe Facility (CEF)

SMEs supporting the EU's energy, transport and digital networks

EU Cohesion policy

Affronta la problematica dei cambiamenti climatici e della dipendenza dalle importazioni di energia riducendo la povertà, la disparità e l'esclusione sociale (responsabilità dei Paesi Membri)

Horizon Europe

PMI nel campo della ricerca e dell'innovazione

Common Agricultural Policy

- Il programma "Frutta, verdura e latte nelle scuole" e la campagna di promozione dei prodotti agricoli dell'UE
- Mediante pagamenti diretti nell'ambito del Fondo europeo agricolo di garanzia
- Tramite il Fondo europeo agricolo per lo sviluppo rurale.

"Access to finance" portal

Aiuta a trovare fondi dell'UE per progetti, ad esempio garanzie, prestiti, finanziamenti azionari e molto altro - attraverso istituti finanziari locali

Source: https://commission.europa.eu/funding-tenders/how-apply/eligibility-who-can-get-funding/funding-opportunities-small-businesses_en

European Commission

Altre opportunità di finanziamento per le PMI

Microfinance Facility

Sostiene il settore delle PMI erogando prestiti fino a 25 000 euro alle persone che desiderano creare o sviluppare una piccola impresa

LIFE programme

L'azione per il clima che aiuta le imprese a immettere sul mercato i loro prodotti, tecnologie, servizi e processi verdi finanziando i cosiddetti progetti vicini al mercato.

European Maritime, Fisheries and Aquaculture Fund (EMFAF)

Offre livelli di sostegno più alti alle PMI considerato che la stragrande maggioranza delle aziende operanti nel settore della pesca e dell'acquacoltura è costituita da questo tipo di imprese

European Social Fund Plus (ESF+)

Offre sostegno alle PMI per aiutarle a migliorare la loro competitività, ad esempio attraverso la formazione

Source: https://commission.europa.eu/funding-tenders/how-apply/eligibility-who-can-get-funding/funding-opportunities-small-businesses_en

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Link utili

- Programmi di finanziamento dellUE

- Opportunità di finanziamento per le piccole imprese

- Altri programmi di rilievo

- Acceleration Programme (ACE)- http://europeanace.eu/

- Access to risk finance - https://ec.europa.eu/programmes/horizon2020/en/h2020-section/access-risk-finance

- Business Beyond Borders- http://www.businessbeyondborders.info/

- Creative Europe https://ec.europa.eu/programmes/creative-europe/node_en

- EA Link- http://www.ealink.eu/business-support

- EIF's Private Equity and Venture Capital Funds Investments- http://www.eif.org/what_we_do/equity/deals/index_.htm

- ELAN programme- http://www.elannetwork.org/

- EUREKA- http://www.eurekanetwork.org/about-eureka

- European Investment Project Portal (EIPP)- https://ec.europa.eu/eipp

- Export Helpdesk- https://trade.ec.europa.eu/tradehelp/

- FUNDERA- http://www.fundera.eu/home/en

- InnovFin-EU finance for investors- http://www.eib.org/products/blending/innovfin/

- Horizon 2020 SME Innovation associate- https://ec.europa.eu/easme/en/h2020-sme-innovation-associate

- ....

Source: https://commission.europa.eu/funding-tenders/how-apply/eligibility-who-can-get-funding/funding-opportunities-small-businesses_en

European Innovation Council (EIC)

“EU factory of unicorns”

European Innovation Council

*Identificare e supportare **tecnologie rivoluzionarie** e innovazioni rivoluzionarie per creare **nuovi mercati** ed espandersi a livello internazionale*

Budget 2021-27

€10.1 mld

(HorizonEurope)

3 strumenti principali:

From early-stage research to proof of concept

2023 budget: **€343 million**

Technology transition from lab to commercial setting

2023 budget: **€128 million**

Scaling-up deep-tech start-ups and SMEs

2023 budget: **€1.12 mld**

European Commission

EIC Accelerator

Dal 2021 fino ad oggi…

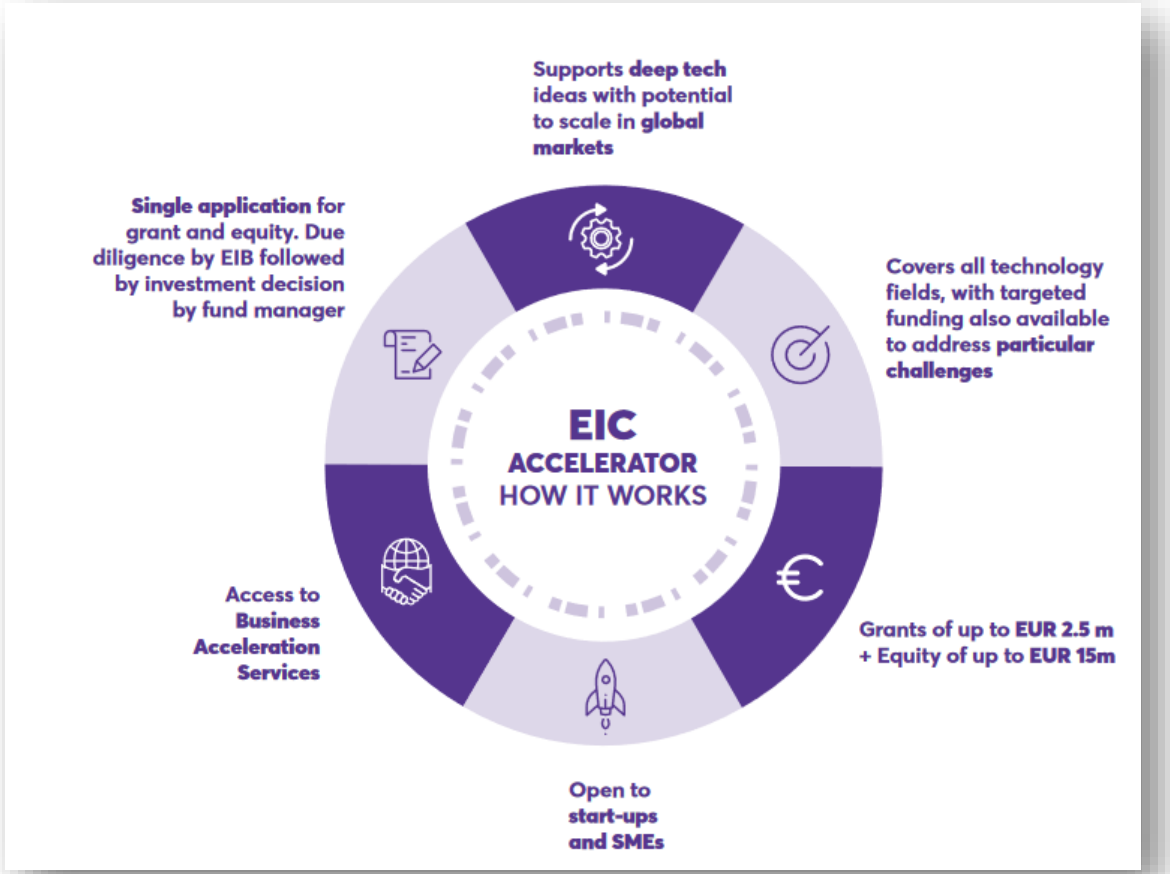
European Innovation Council

475 aziende (start-ups e PMI) selezionate per funding

150 investimenti approvati (**€975 million)**

57 aziende con il Contratto di Investimento firmato **(€212 million)**

Scale ups: **12 “unicorni” e 112 “centauri”**



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Single Market Programme / SME Pillar

- *Facilitare l'accesso al mercato*
- *Ridurre gli oneri amministrativi*
- *Promuovere un ambiente imprenditoriale e una cultura imprenditoriale favorevoli*

In EISMEA:
- 300+ progetti
- 2000+ beneficiari

Alcuni esempi:

European IP Helpdesk

EUROPEAN CLUSTER COLLABORATION PLATFORM

Erasmus for Young Entrepreneurs

International IP helpdesks
- 8000 queries
- 500 trainings
- 600 matchmaking
- China, India, South-East Asia, Latin America

European Cluster Collaboration Platform
- 1.400 clusters
- 100.000 SMEs
- 8.000 large firms
- 11.000 universities

Erasmus for Young Entrepreneurs
- 11.000 business exchanges

Late Payment Observatory
- Launched in 2022
- Monitor the payment behaviours of businesses and public authorities

Tourism
- 46 M€ in the last 4 years
- 31 multi-annual projects

Enterprise Europe Network (EEN)

The Network in figures

+450
Organisations

+40
Countries, present in all regions of the EU

€164.5
Million for 3 years

La più grande rete di sostegno al mondo per le PMI innovative con ambizioni internazionali

Thanks to our expertise, every single day...

835
small companies get help to innovate and grow internationally

112
enterprises benefit from our experts' in-depth tailored advice

525
companies receive specialised guidance and training sessions

5
companies sign partnership agreements

92% Client satisfaction!

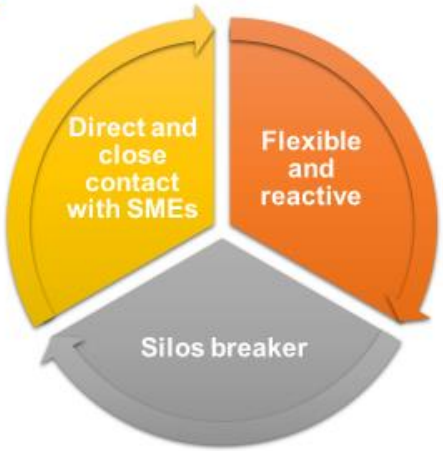
Enterprise Europe Network (EEN)

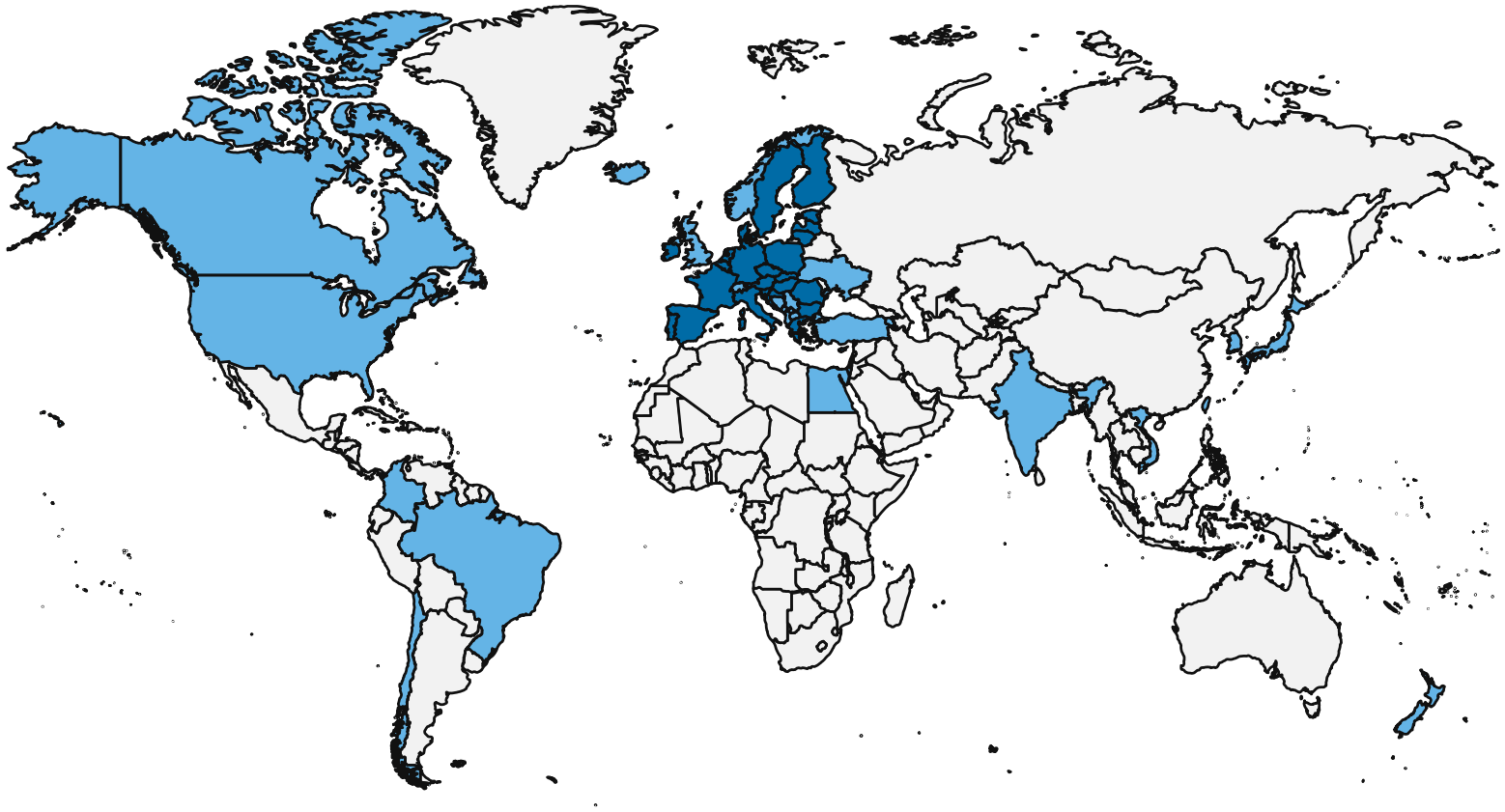
Network Composition

3 aree di supporto principali:

- Business development / innovazione
- Accesso agli supporti UE e alla legislazione UE
- Matchmaking e internazionalizzazione

The added value





EU-27

- Austria
- Belgium
- Bulgaria
- Croatia
- Cyprus
- Czechia
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Malta
- Netherlands
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden

International

- Albania
- Armenia
- Bosnia and Herzegovina
- Brazil
- Canada
- Chile
- Colombia
- Egypt
- Iceland
- India
- Israel
- Japan
- Korea
- Kosovo
- Moldova
- Montenegro
- New Zealand
- Northern Macedonia
- Norway
- Serbia
- Singapore
- Switzerland
- Taiwan
- Türkiye
- Tunisia
- Ukraine
- United Kingdom
- United States
- Vietnam

Disclaimer: Some countries' agreements might still be in process of being signed

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EEN in Italia

6 Consorzi

64 Organizzazione

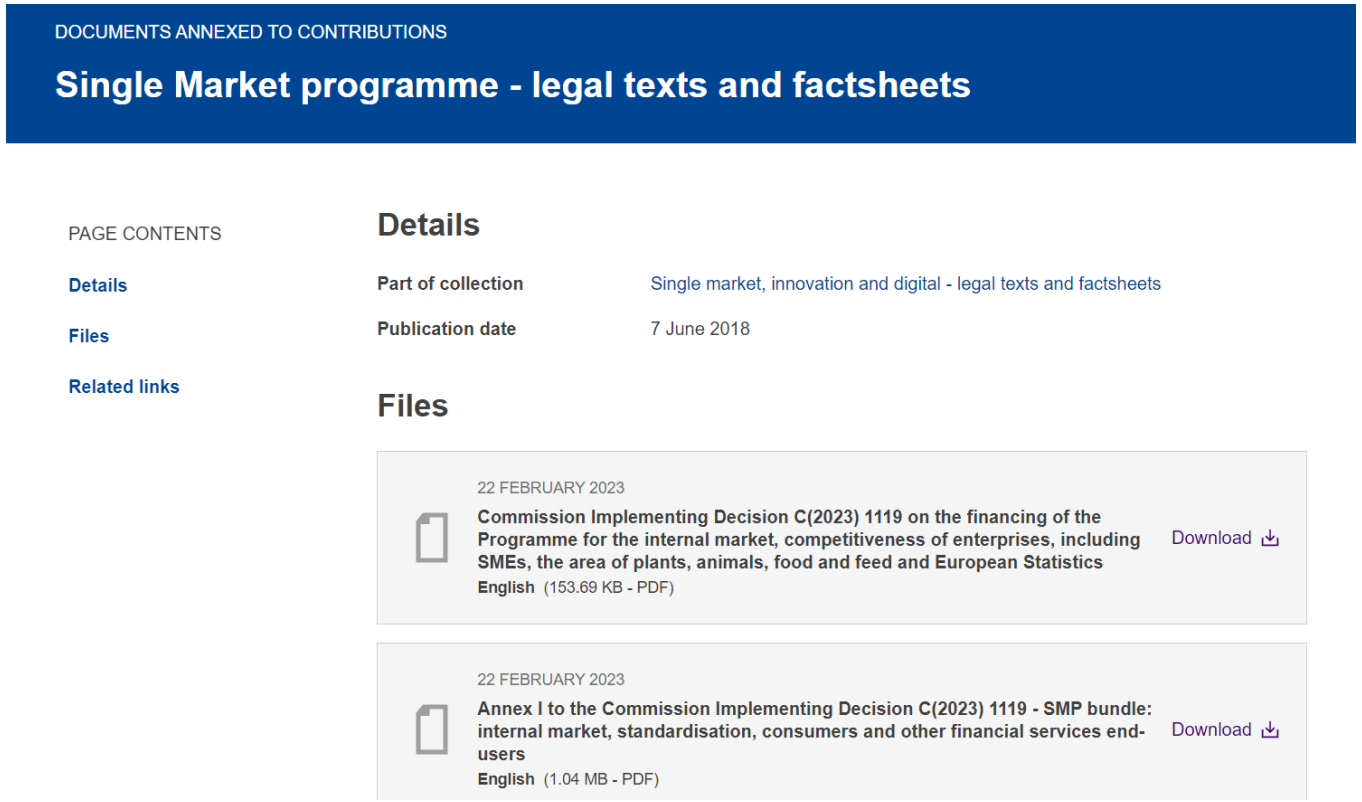
Consortium	Regional coverage
ALPS EEN	North West : Piemonte, Liguria, Valle d'Aosta
BRIDGeconomies	South of Italy : Campania, Abruzzi, Molise, Puglia, Basilicata, Calabria, Sicilia
SIMPLER	North-Center : Lombardia, Emilia Romagna
ELSE 2022-25	Center : Lazio, Sardegna
SME2EUplus	Center : Toscana, Umbria, Marche
Friend Europe	North East : Veneto, Friuli Venezia Giulia, Trentino Alto Adige

Come applicare per un bando UE

Istruzioni per l’uso

Work Programme

La lista dei bandi (calls for proposals) e gare d’appalto (tenders) e’ pubblicato e si puo’ trovare nel **annual work programme.**



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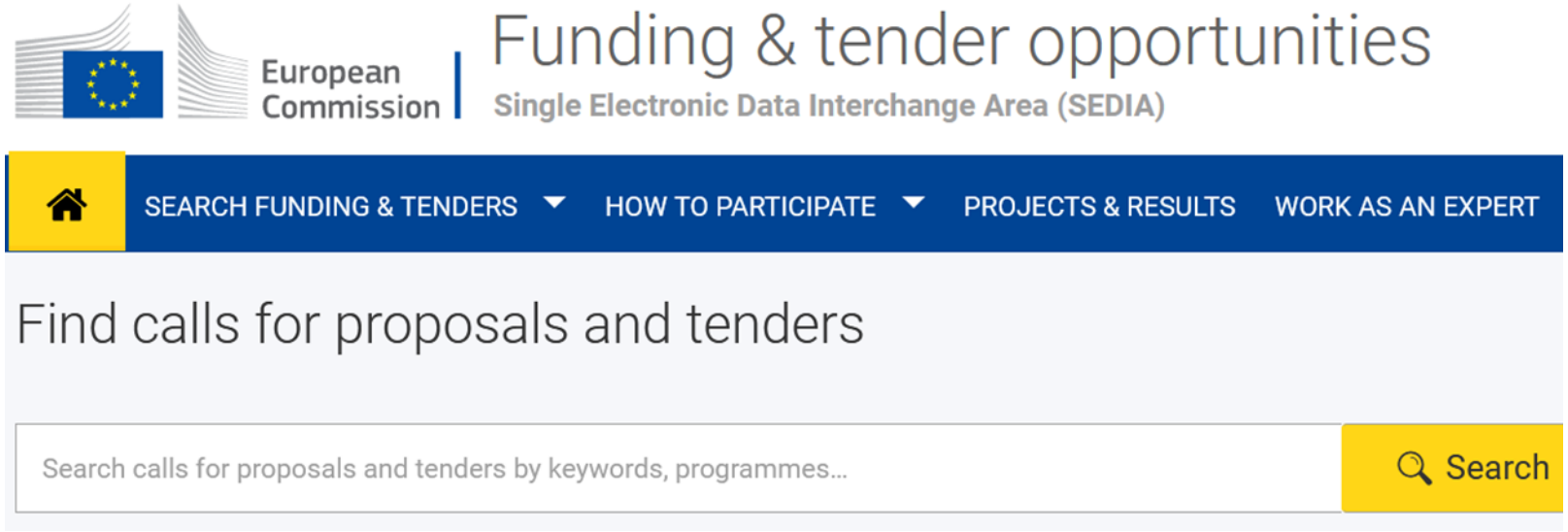
Funding & Tenders Portal



- Ogni singolo bando (call for proposal) viene pubblicato nel F&T portal
- Il Online Manual contiene tutte le istruzioni necessarie per applicare.
- Contattare l'IT Helpdesk per risolvere problemi connessi con il submission tool (problemi di tipo tecnico!).
- Prima di applicare, la vostra organizzazione deve essere registrata nel Participant Register e deve essere in possesso di un codice identificativo (**Partner Identification Code (PIC)**)

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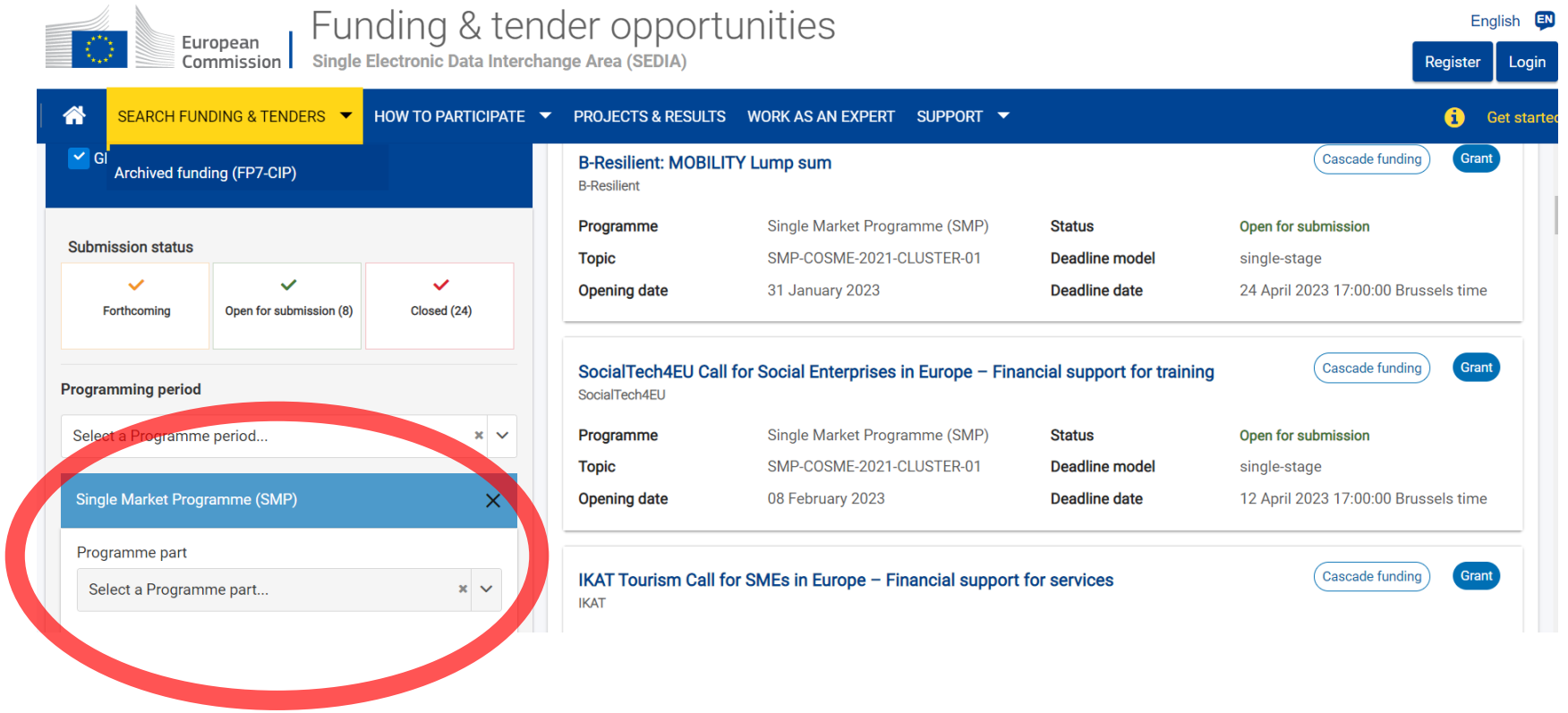
Esempio: Single Market Programme – SME Pillar

Selezionare il tab “Search Funding & Tenders” -> filtrare per programma

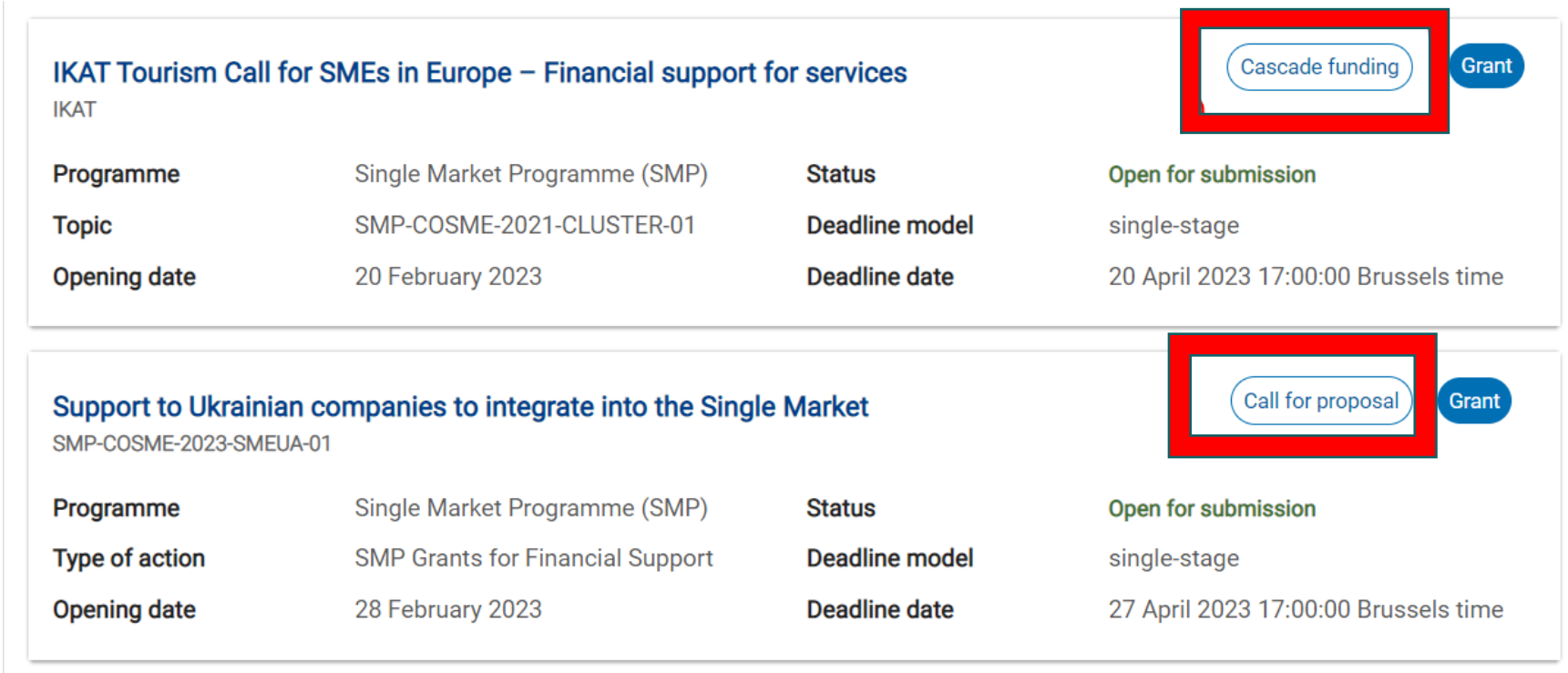


Bandi di gara (I)

Tutti i bandi appariranno nella parte destra dello schermo inclusi:

- "Cascade funding (finanziamenti a cascata)" (bandi lanciati da progetti finanziati dall'UE)

- "Calls for proposals (bandi)" (gestiti dall'UE)



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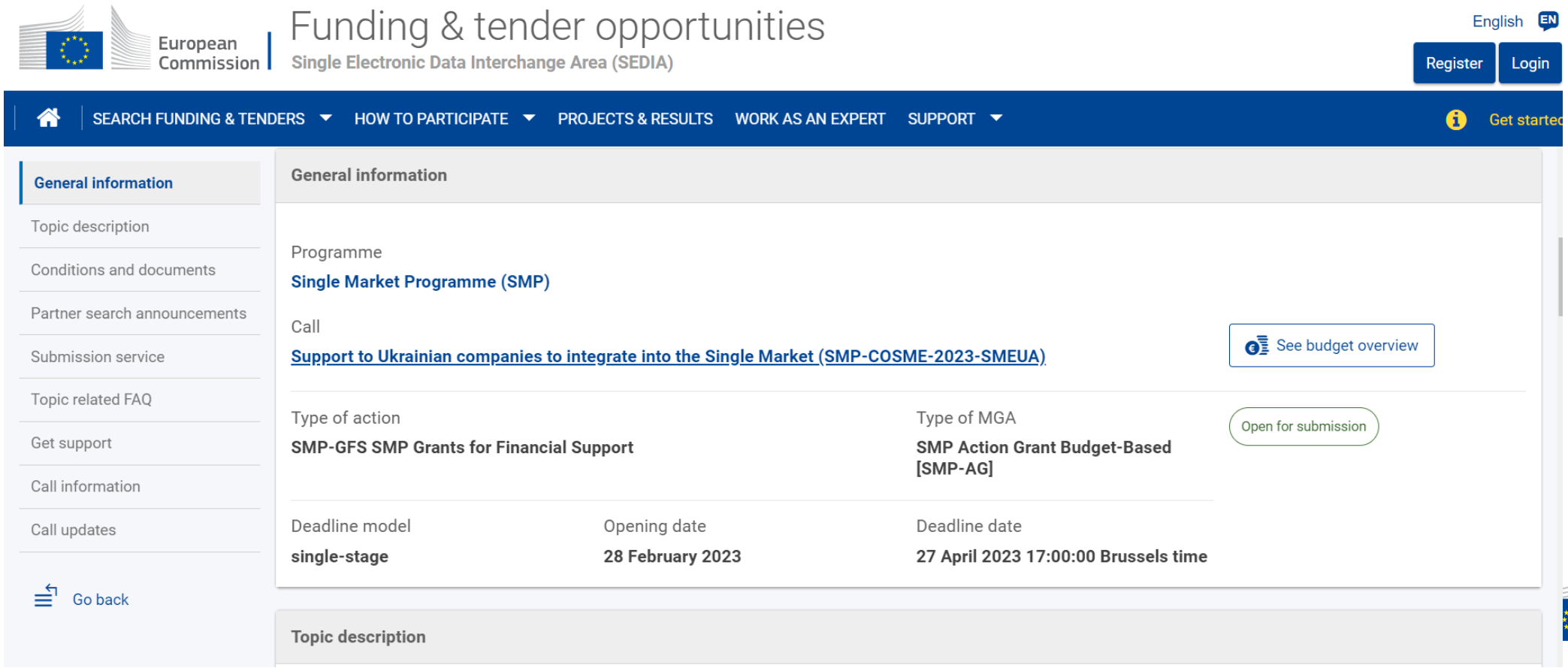
Bandi di gara (II)

Ogni bando ha una pagina dedicata nel F&T Portal



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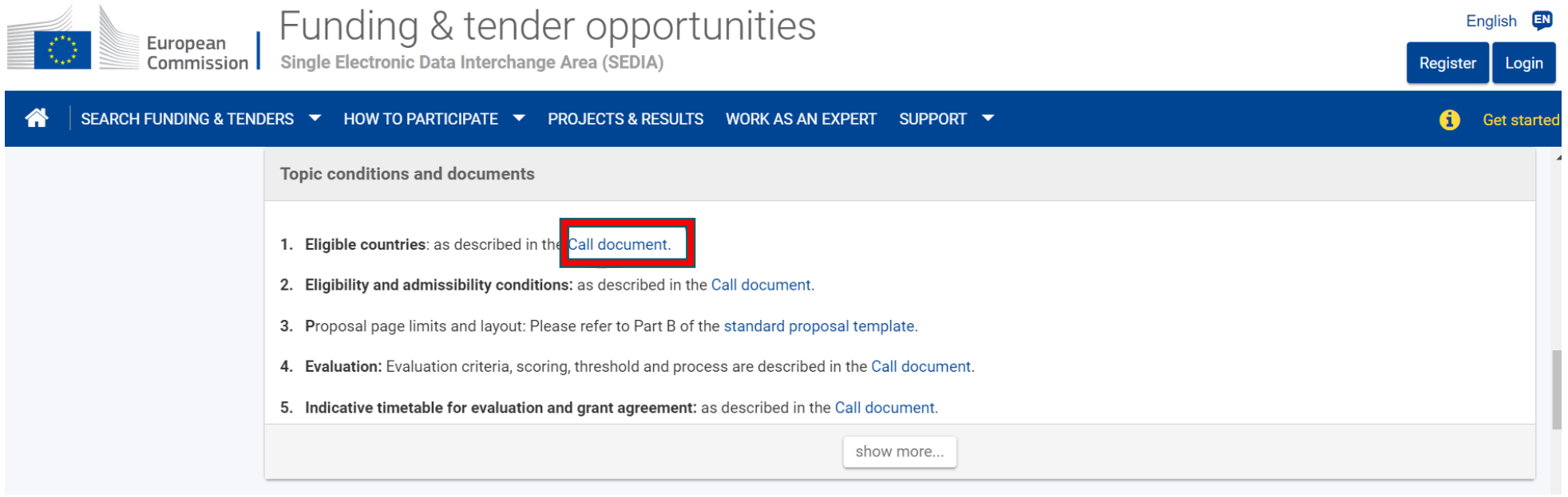
Descrizione e condizioni del bando

La descrizione riassume gli elementi principali del bando, ma il testo completo si trova nel documento del bando.



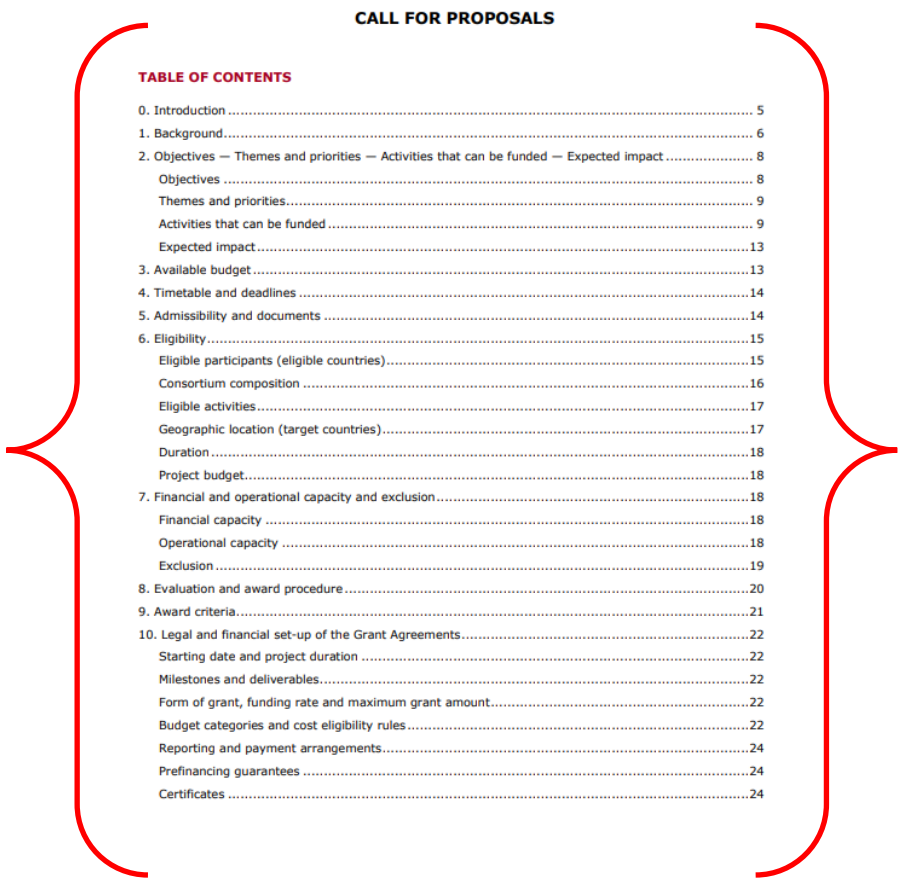
I documenti del bando

EUROPEAN INNOVATION COUNCIL AND SMEs EXECUTIVE AGENCY (EISMEA)

EISMEA.I – Innovation ecosystems, SMP/Entrepreneurship and Consumers
EISMEA.I.02 –SMP/COSME Pillar

I documenti spiegano:

- ✓ Gli obiettivi del bando
- ✓ Attivita' finanziate
- ✓ Budget disponibile
- ✓ Tassi di cofinanziamento
- ✓ Timetable e deadline
- ✓ Condizioni di ammissibilità
- ✓ Award criteria (criteri di aggiudicazione)
- ✓ Costi ammissibili



CALL FOR PROPOSALS

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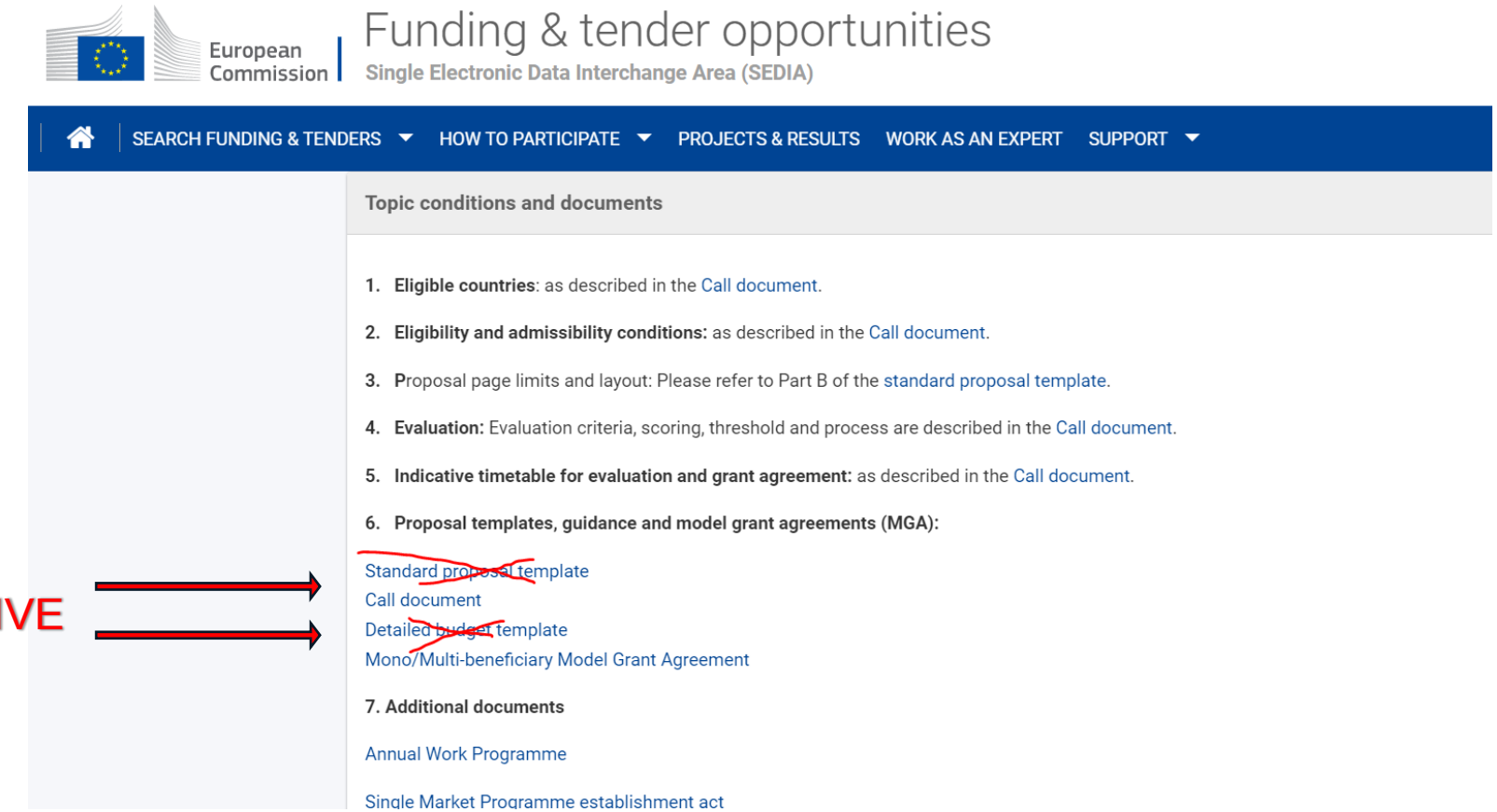
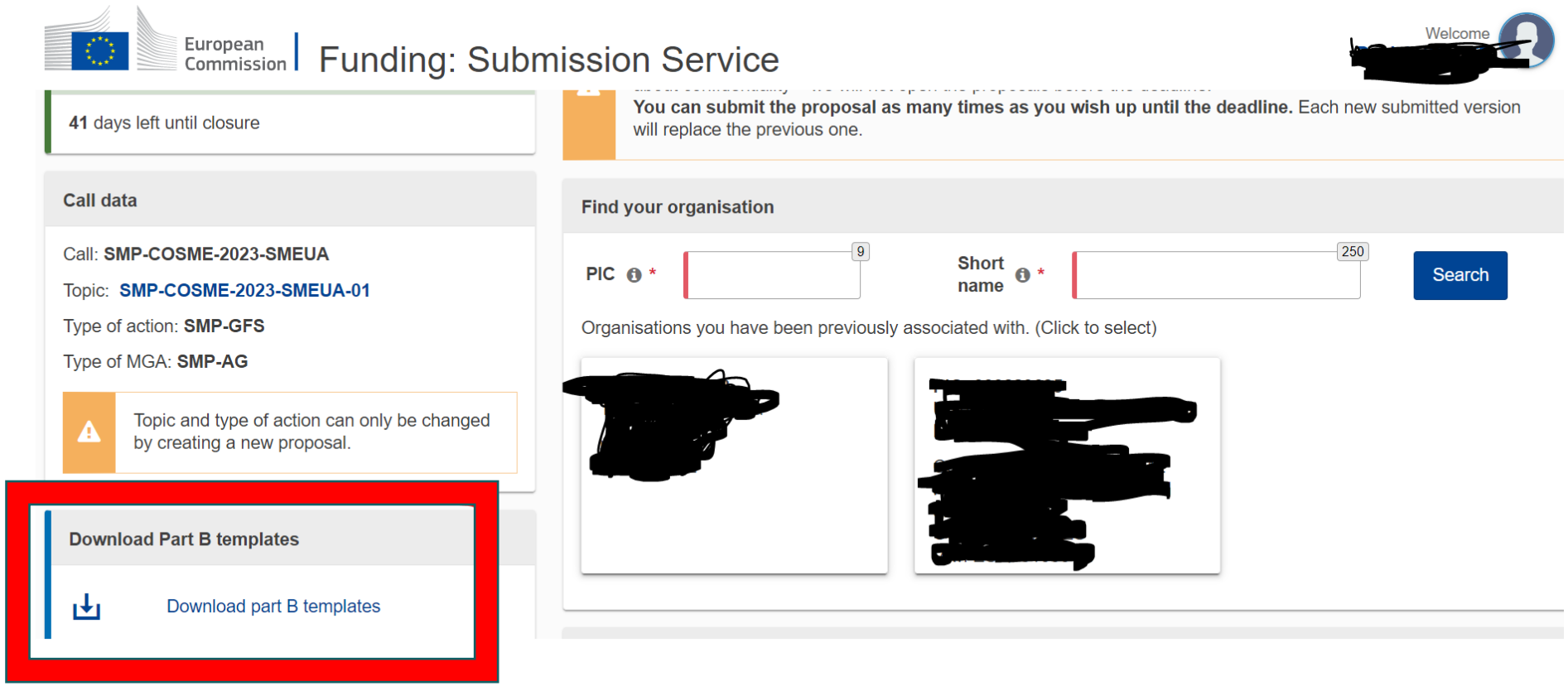
Templates / formulari

- La pagina web del bando contiene templates / formulari solo a titolo informativo!!!
- I templetes / formulari da usare sono disponibili nel “submission tool”



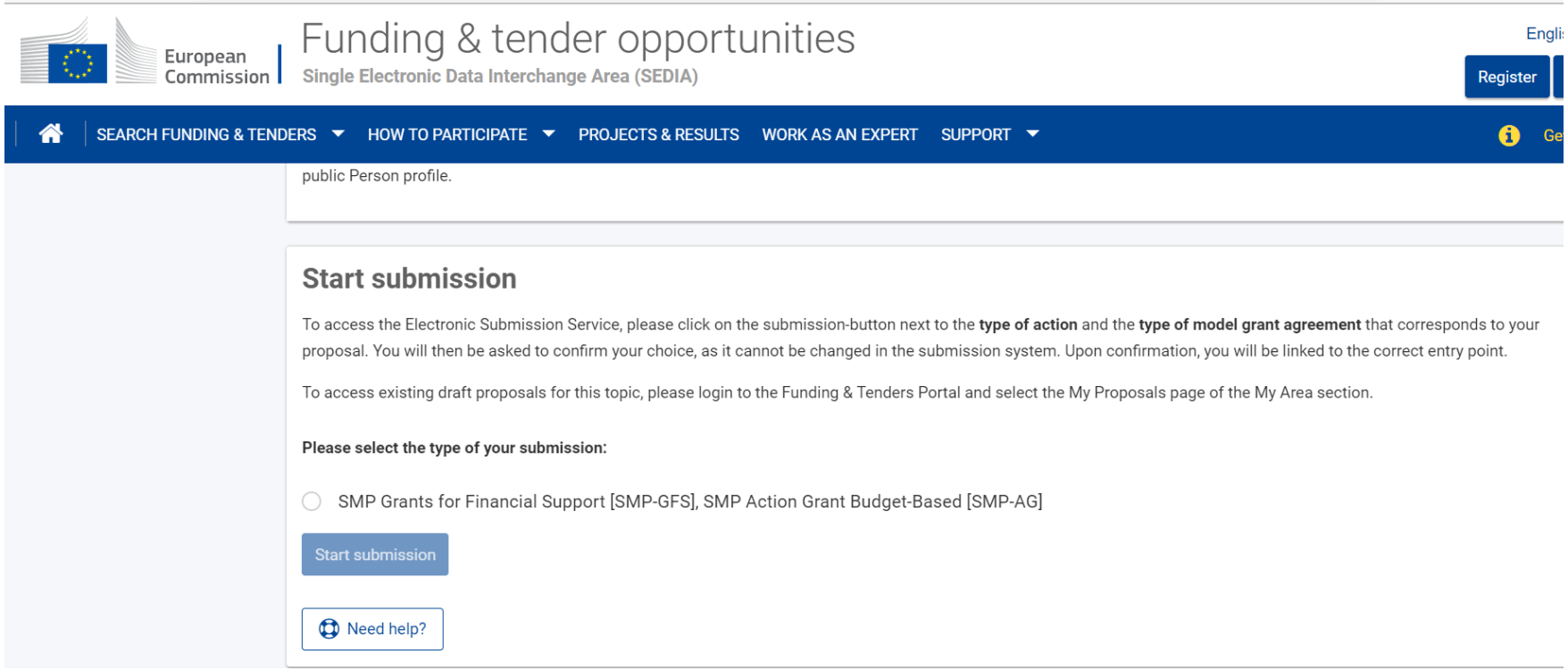
INFORMATIVE

Templates / formulari



Submission tool

- La proposata / proposal deve essere create nel **submission tool**. Non è ammessa alcuna altra modalità di invio delle proposte.
- Sia la Parte A che la Parte B devono essere completamente complete e coerenti.



Award criteri (e.g. SMP / SME pillar)

Gli award criteria (criteri di aggiudicazione) coprono i **seguenti punti**:

RELEVANCE (30p.)

- clarity and consistency of project, objectives and planning;
- extent to which they match the themes and priorities and objectives of the call;
- contribution to the EU strategic and legislative context;
- European/transnational dimension;
- impact/interest for a number of countries (EU or eligible non-EU countries);
- possibility to use the results in other countries;
- potential to develop mutual trust/cross-border cooperation

QUALITY (60p.)

- **Project design and implementation: (30p.)**
  - technical quality;
  - logical links between the identified problems, needs and solutions proposed (logical frame concept);
  - methodology for implementing the project (concept and methodology, management, procedures, timetable, risks and risk management, monitoring and evaluation);
  - feasibility of the project within the proposed time frame;
  - cost effectiveness (sufficient/ appropriate budget for proper implementation; best value for money)

- **Project team and cooperation arrangements: (30p.)**
  - quality of the consortium and project teams;
  - appropriate procedures and problem-solving mechanisms for cooperating within the project teams and consortium

IMPACT (10p.)

- ambition and expected impact of results on target groups/general public;
- appropriate dissemination strategy for ensuring awareness and adequate participation of the target audience, sustainability and long-term impact

Award criteria	Minimum pass score	Maximum score
Relevance	16	30
Quality — Project design and implementation	16	30
Quality — Project team and cooperation arrangements	16	30
Impact	6	10
Overall (pass) scores	**70**	**100**

Maximum points: 100 points.

Individual thresholds per criterion: 16/30, 16/30, 16/30 and 6/10 points.

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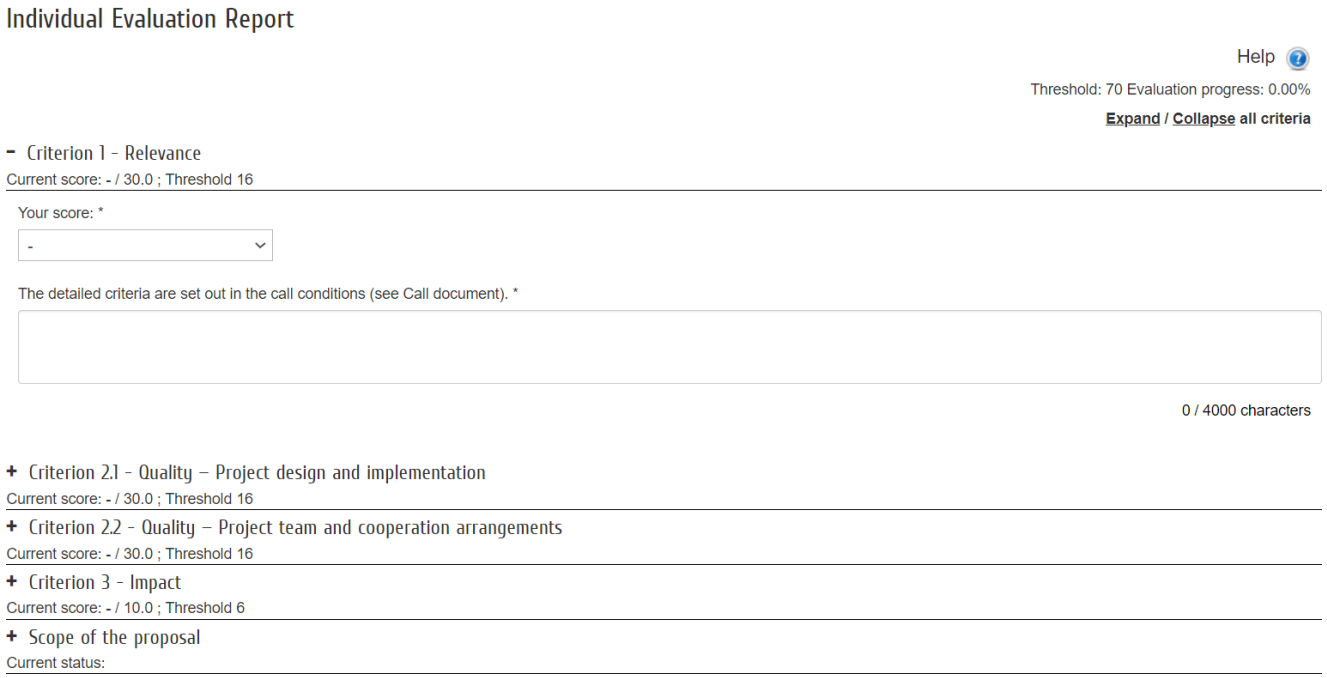
Valutazione

- Tutti/e i bandi/le proposte sono valutate da **esperti esterni**
- Le proposte sono valutate cosi come **sottomesse** – non per il loro potenziale o per il signifacto implicito
- Gli esperti valutano **solamente in base ai criteri** definiti nel bando



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Qualche consiglio

Do

- Usare il **template corretto**
- Selezionare il **bando "giusto"**
- Richiamarsi **chiaramente agli obiettivi** del bando
- Mantenere la **coerenza** all'interno dell'applicazione
- Ogni parte dell'applicazione deve stare nella sezione dedicata
- Presentare una **timeline REALISTICA**
- Usare **definizioni/parole chiari**
- Definire **KPI misuarbaili e realistici**

Don't

- Non modificare le parti del **template pre-compilate** (non modificabili)
- Non modificare i **titoli** degli "award criteria"
- Evitare l'uso di **termini generici e non chiari**
- Non esitare di chiedere support di esperti di **lingua inglese**
- Evitare SEMPRE **ripetizioni e inconsistenze**

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Grazie!

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European Commission

European Commission

Thank you!

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European Commission

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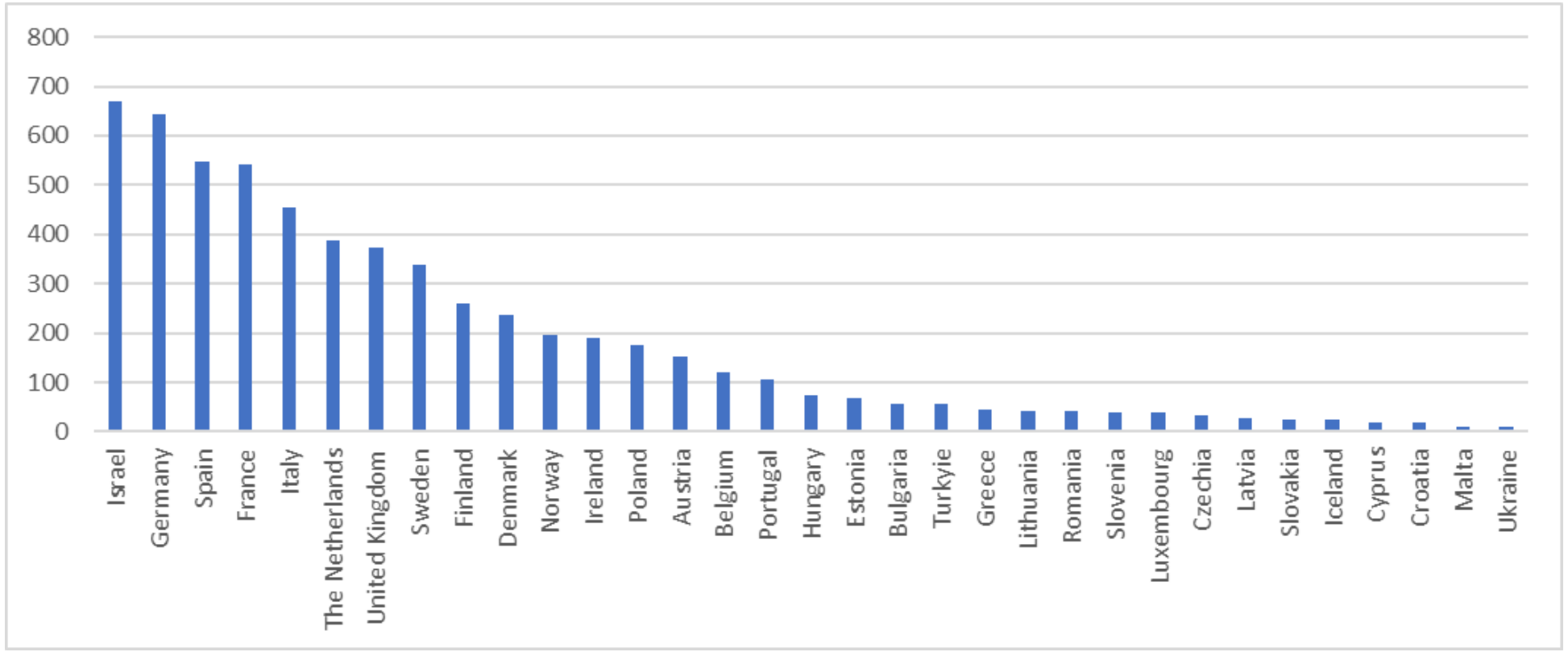
Participation to the EIC Accelerator (2021 – Mid-2023)

European Innovation Council

EU 15 widening countries' participation share: 12,9% (780 applications on 6.053 in total)



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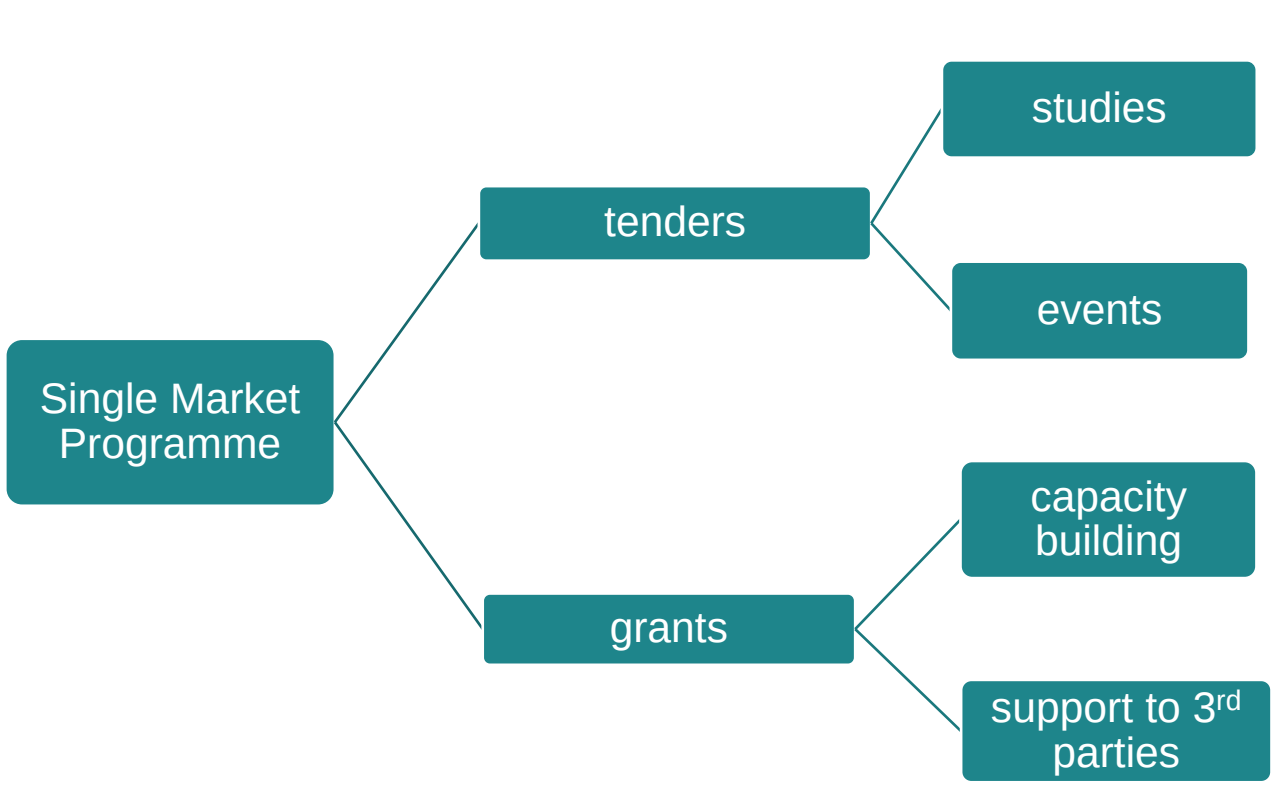
Type of actions



Examples

- SME performance review
- Study on legal protection of trade secrets

- SME Assembly
- High-level conference on tourism

- IP helpdesks
- EU-Japan centre for industrial cooperation

- Innovation and digitalisation in tourism sector
- WORTH project