



# EIC Transition y Accelerator en salud: Cómo asegurar tu éxito.



**Pilar Muñoz**

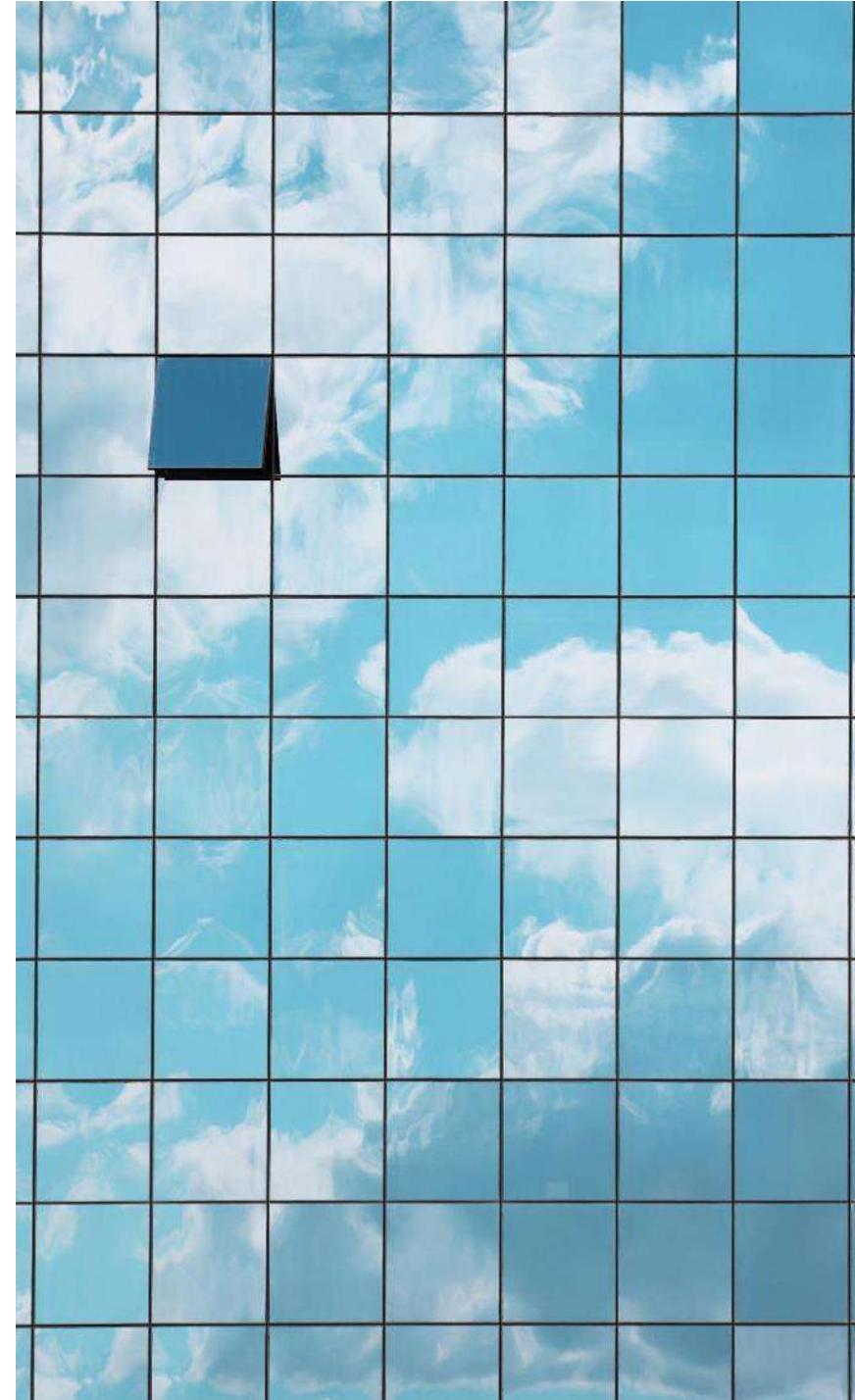
**Project Manager EU Grants**

Head of Healthcare

PhD, Medicinal Chemistry

# Agenda.

- 1. Who we are.**
- 2. EIC Transition and Accelerator.**
- 3. Novelties and Hot Topics for 2022.**
- 4. Tips for a successful proposal.**
- 5. EIC Accelerator Check List.**
- 6. Cases of success: Eodyne, Xeltis & PlasFree**



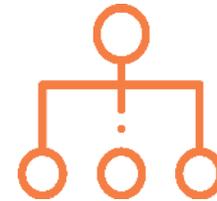
# Who we are.



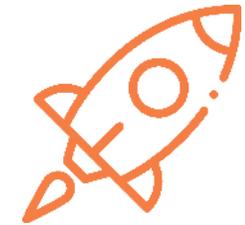
**52% women**  
**48% men**



**Offices in Spain,  
Norway and  
Israel**



**115 multidisciplinary  
panel of experts**  
PhDs, Engineers &  
Technicians



With **over 350 projects**  
across Europe



**Industrial  
& academic  
excellence**



**59 full-time  
employees**

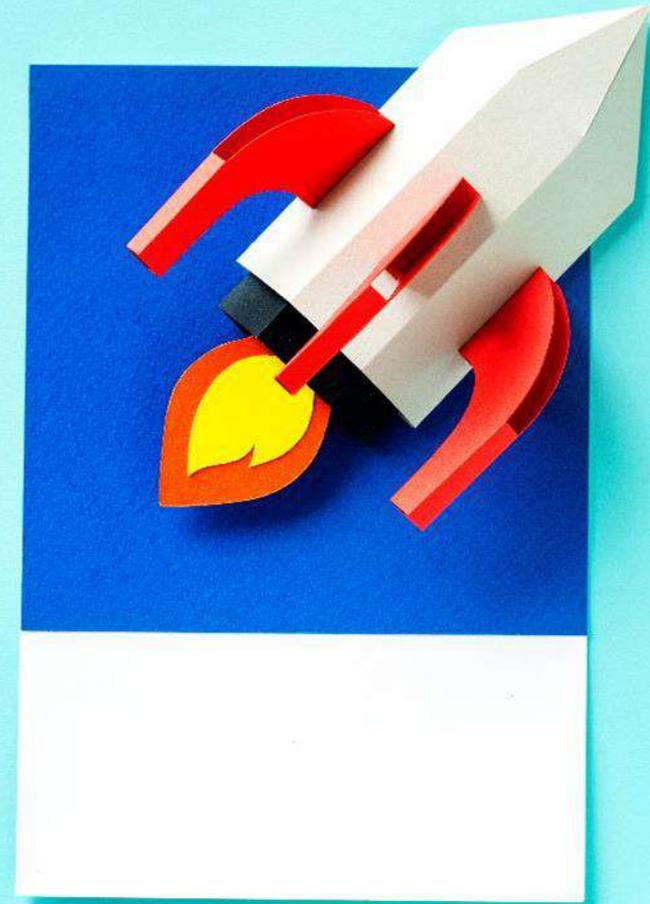


Experience from  
**8 independent  
EU programs**

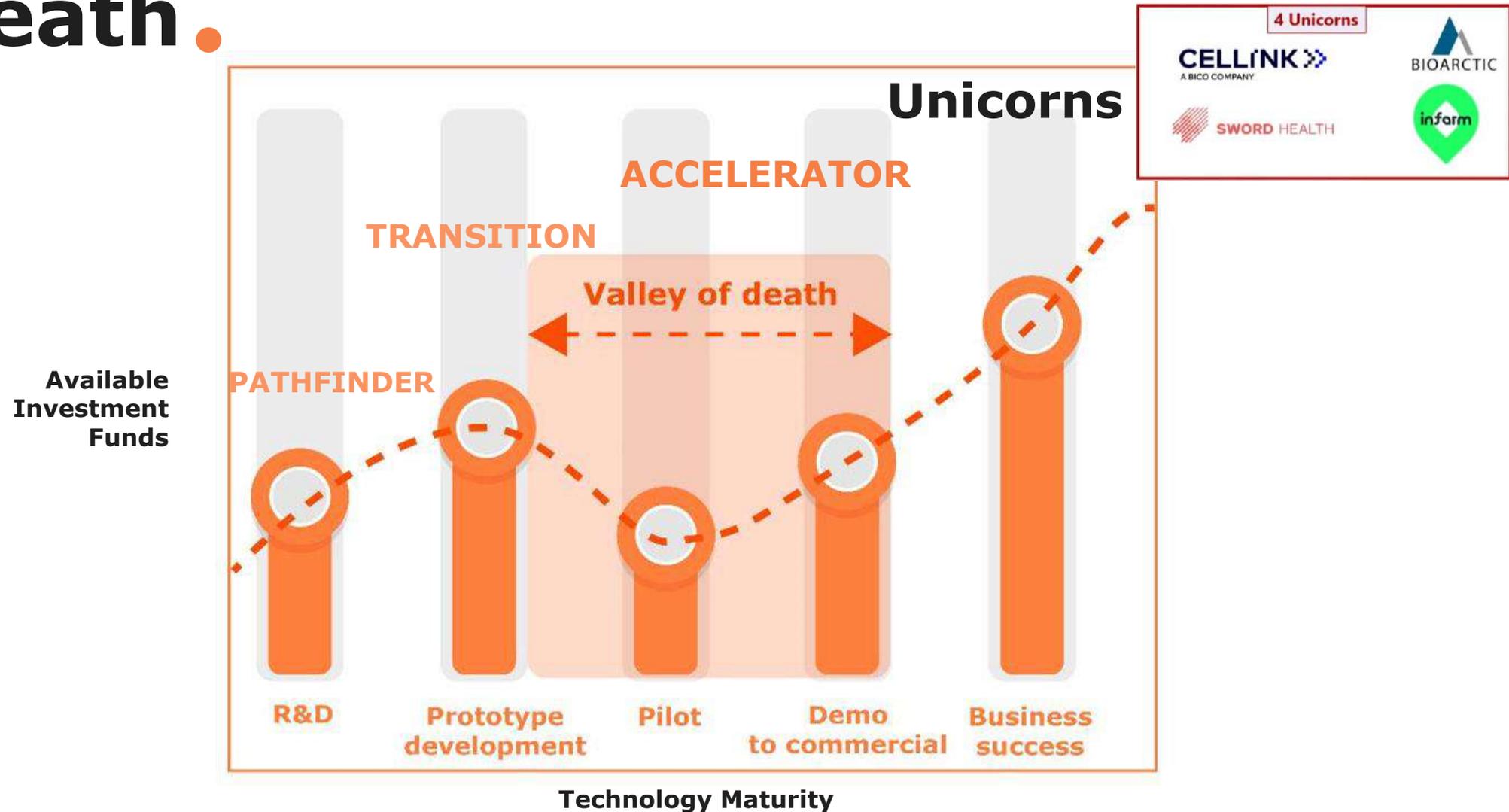


**+10 years  
of experience**

# **EIC** **Accelerator &** **Transition.**



# EIC GOAL: Skipping the Valley of Death.



# EIC funding roadmap.



## PATHFINDER

**Grant up to 3M€**  
(100% funding)  
(€350M)

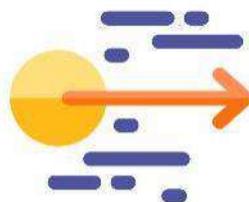


**Discovery & Research**

**TRL 1 → TRL 3-4**  
Proof of concept

## TRANSITION

**Grant up to 2.5M€**  
(100% funding)  
(€131M)



**Research & Development**

**TRL 3-4 → TRL 5-6**  
Prototype validated at lab scale

## EIC ACCELERATOR

**Grant Up to 2.5M€** (70% funding)  
**+ Equity 15M€**  
(€1.16B)



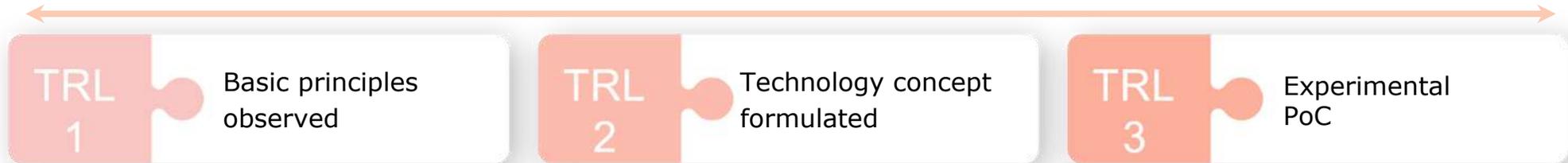
**Grant:** Validation & Certification (TRL6-8)

**Equity:** Deployment & Scale up (TRL9-)

**TRL 5-6 → TRL 9**  
Regulatory approval (CE FDA) and launch

# TRL: Technology Readiness Levels

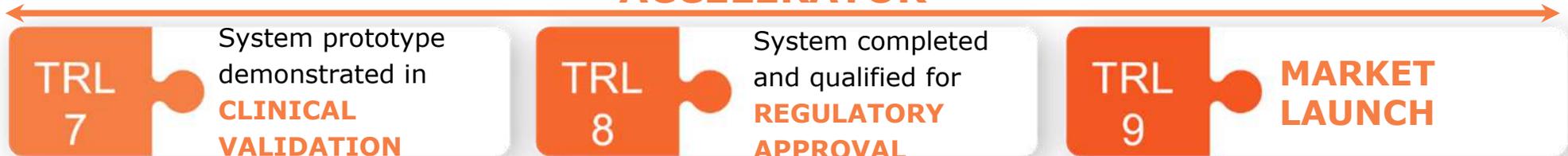
## PATHFINDER



## TRANSITION



## ACCELERATOR



# EIC Transition: goals.

**BUDGET:** 131M€ (**Open** 70.8M€, **Challenge** 60.5M€)



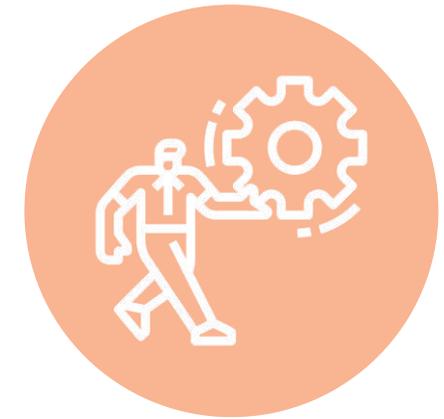
## FEATURES

**100%** funding  
**0.5 - 2.5M€**  
Up to 24 months  
**2 cut-offs:**  
Open 4th May  
Challenge 28<sup>th</sup> Sep.



## AIM

**Maturing** both the  
**technology and business**  
**idea** to increase technology  
and market readiness.



## OUTCOME

**Prototype validated** in  
relevant environment  
Preliminary **Business Model.**  
**IPR strategy**

# EIC Transition: eligibility.



**Single legal entity:** SME or research organisation who intend to form a spinout company (not for larger companies).



**Consortium** of (SMEs / researches / potential users/ customer): 2 independent legal entities from different MS / AC or 3-5 at least one MS or AC and at least two from different MS or AC.  
**Team of entrepreneurial researchers** creating a start-up or spin-off.



Projects **should come** from **Pathfinder** funded projects (including **FET Open, FET proactive and ERANET**) and **ERC Proof of Concept** projects.

# EIC Transition: Challenges

01



**Green digital  
devices  
for the  
future**

02



**Process and  
system  
integration of  
clean energy  
technologies**

03



**RNA-based  
therapies and  
diagnostics for  
complex or rare  
genetic diseases**

- > **RNA delivery methods**, including robust mRNA formulations, that would enable **effective and safe delivery** of mRNA into the cells;
- > Design, develop and preclinical validate of **novel miRNAs therapies** (miRNA lncRNA, tRNA or siRNA-based);
- > Develop and validate novel **RNA-based diagnostics and predictive biomarkers** that would allow for **early and more accurate diagnosis** and **post-treatment prognosis**, respectively.

# EIC Transition: evaluation criteria.

## Two-stages evaluation:

### 1. Proposal 20 pages:

results within 9ws

(at least 3 evaluator score)

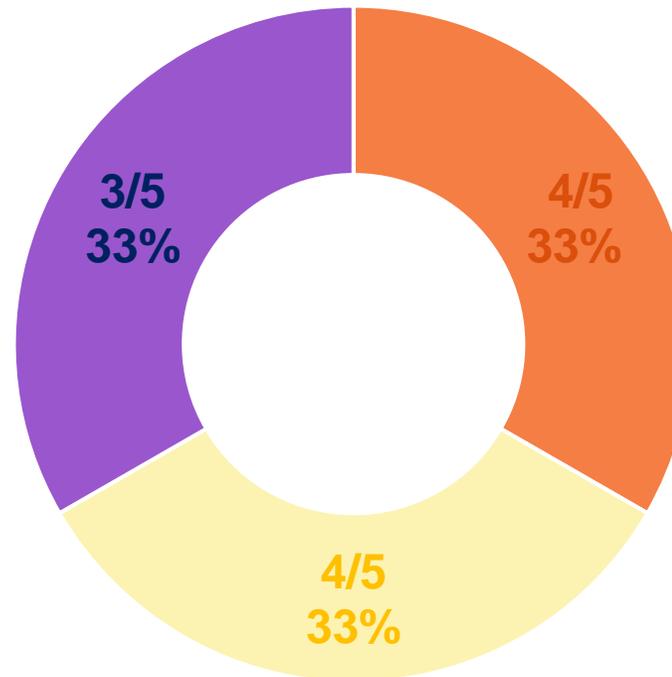
### 2. Face to face interview:

15ws after cut-off

(6 members jury GO/NO GO)



SOE-BAS



## Excellence

- > Technological breakthrough
- > Objectives (KPIs)
- > Technology feasibility: safe, secure and reliable.



## Impact

- > Impact credibility
- > Economic and/or societal benefits
- > Challenge fit and impact
- > Investment readiness



## Implementation

- > Quality & motivation of the team
- > Milestones and Work Plan
- > Allocation of resources

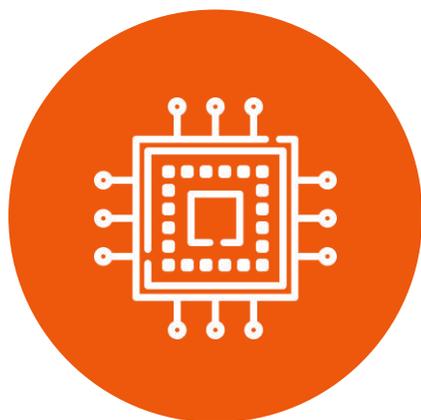
# EIC Transition: funded projects 2021.



	Submitted	Companies selected	Success rate	Health
<b>Open</b>	221	29	13%	<b>21 (50%)</b>
<b>Challenge</b>	71	13	23%	

# EIC Accelerator: goals.

**BUDGET** 1.16Bn€ (**Open** 630.9M€, **Challenge** 536.8M€)



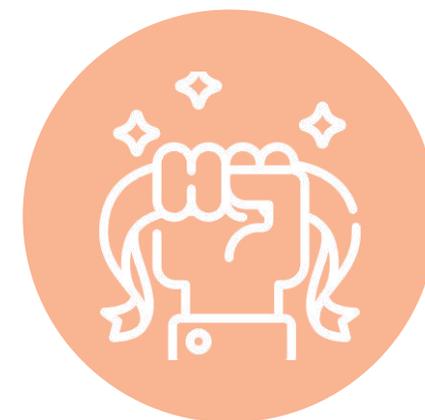
Support radically new and **breakthrough** products, services, processes, and business models.



Open up **new markets** with the potential for rapid European and global-scale growth.



**Support deep-tech and high-risk** companies that need significant investment.



**Boost SMEs** growth.

# EIC Accelerator: options.

## Grant only & Grant first

## Blended Finance (Grant + Equity)



€0.5 - 2.5 M grant



0.5 - 15M€ equity



Timeframe  
**1,5 - 2 years**



**Open &  
Challenge**



**3 cut-offs:**  
23rd March  
15th June  
5th October



Tailor-made for  
projects



100%  
optional



**70% of the  
eligible costs**



**TRL 6 - 8**  
(market take-up)



For **individual  
applicants**



**Deployment and  
scale up**  
(TRL 9 onwards)



The EC acts as a  
**"passive investor"**

# EIC Accelerator: eligibility.



**A single start-up or SMEs\*, natural persons, or legal entities** including individual entrepreneurs, intended to establish and SME in an EU Member State or Associated Country.



**Fast Track scheme** Currently a participant in an eligible project funded by:

1. EIC Pathfinder and Transition.
2. ERC Executive Agency for POC.
3. Knowledge and Innovation communities (KICs) supported by EIT.
4. Eureka secretariat for SMEs under Eurostars 2.



**Pilot "Plug-in" scheme:** a project financed by an eligible national or regional programme.

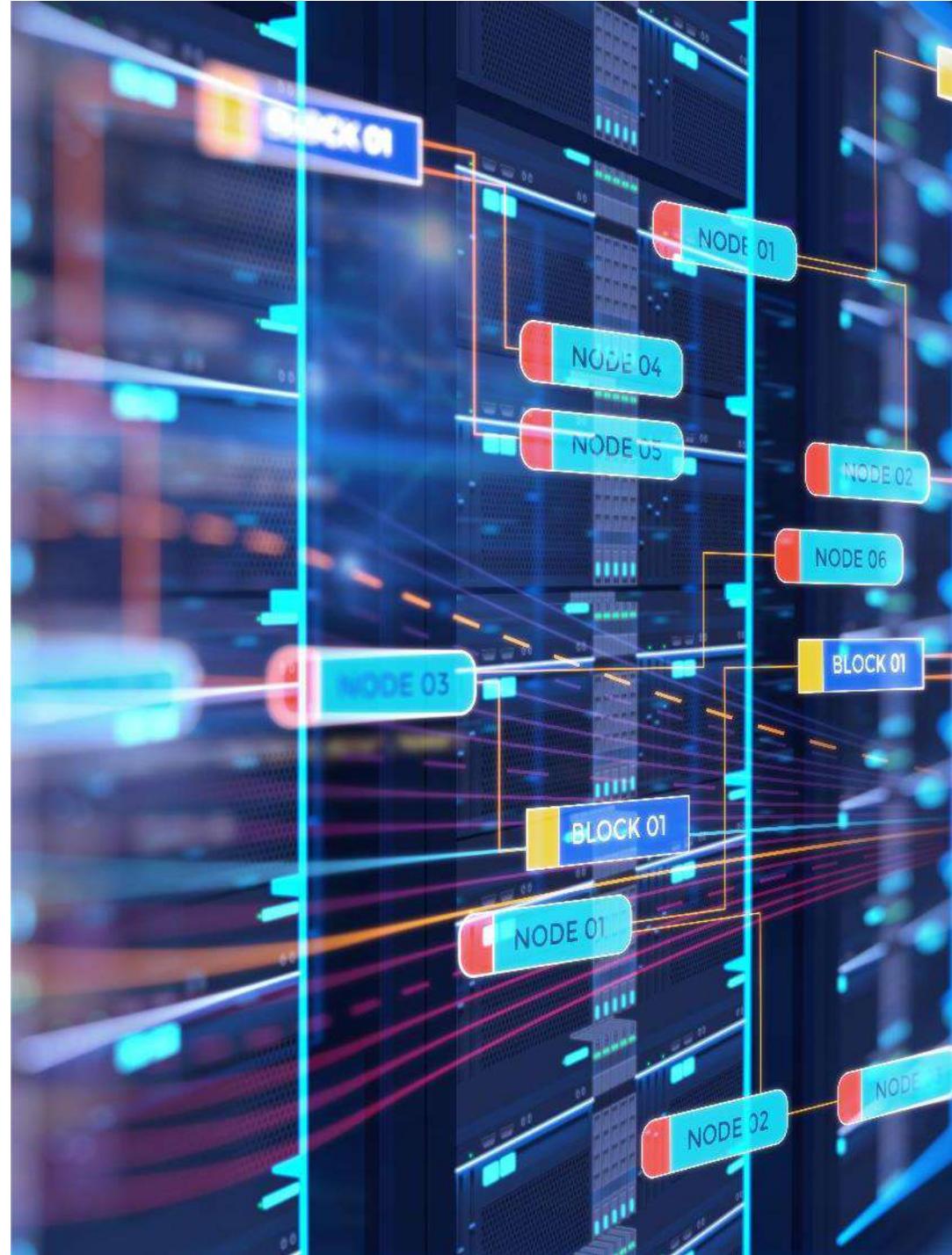
\*'Small mid-caps' (up to 499 employees) only eligible for investment component.

# EIC Accelerator challenges 2022.

## Technologies for Open Strategic Autonomy

*"Technologies to maintain Europe's capacity to act autonomously, by building and strengthening its supply and value chains for strategically important deep-tech solutions."*

- > **Components, technologies and systems for the pharmaceutical industry:**
  - > synthetic biology;
  - > novel manufacturing technologies.
- > **Strategic healthcare technologies** to ensure EU leadership in:
  - > cell and gene therapies;
  - > including ribonucleic acid (RNA) based therapies.





# EIC Accelerator challenges 2022.

## Technologies for Open Strategic Autonomy

*"Technologies to maintain Europe's capacity to act autonomously, by building and strengthening its supply and value chains for strategically important deep-tech solutions."*

- > Sustainable, circular and innovative approaches to critical raw materials.
- > New applications of **quantum technologies**.
- > Edge **computing applications**.
- > Innovative applications making use of data and signals from EU space infrastructures (Galileo, Copernicus, etc.).
- > Development of space technologies.
- > Critical security technologies for secure communication
- > Technologies for innovative financial and payment infrastructures and services.

# EIC Accelerator challenges 2022.

## Technologies for "Fit for 55"

*"Breakthrough, scalable solutions to make the EU's climate, energy, land use and transport fit for reducing net greenhouse gas emissions by at least 55% by 2030."*

- > Higher **clean energy** conversion and use.
- > **Decarbonisation** of hard-to-abate industries.
- > **Energy efficiency** and safety in the built environment.
- > **Zero emission mobility solutions:** clean transport; electric vehicles; automated and connected vehicles.
- > **Climate neutrality** in the land use.
- > Water, gas and indoor air **management/monitoring systems.**
- > **Green digital technologies.**



# EIC Accel.: application steps.



**Dates:**  
Always open

**Evaluation:**  
4 evaluators  
Need at least 2 GOs

**Time to results:**  
2-4 weeks



# EIC Accel.: Short Application •

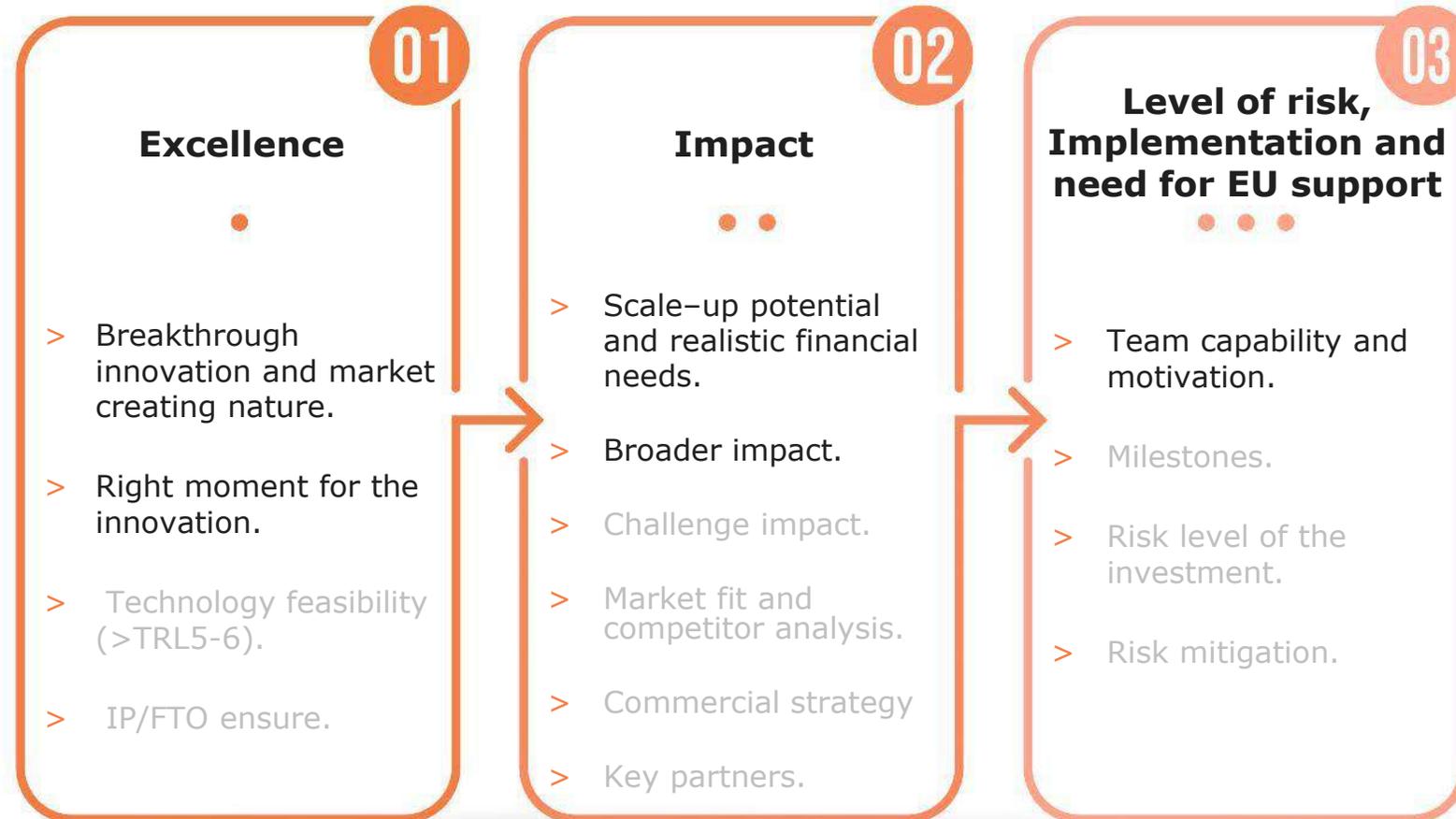
## Documents to submit:



These 3 components must be **comprehensive, coherent** and **impactful**

# EIC Accel.: Short Application.

## Evaluation criteria:



# EIC Accel.: application steps.



**Dates:**  
Always open

**Evaluation:**  
4 evaluators  
Need at least 2 GOs

**Time to results:**  
2-4 weeks

**Dates:**  
3 cut-offs in 2022: March  
23<sup>rd</sup>, June 15<sup>th</sup>, October 5<sup>th</sup>.

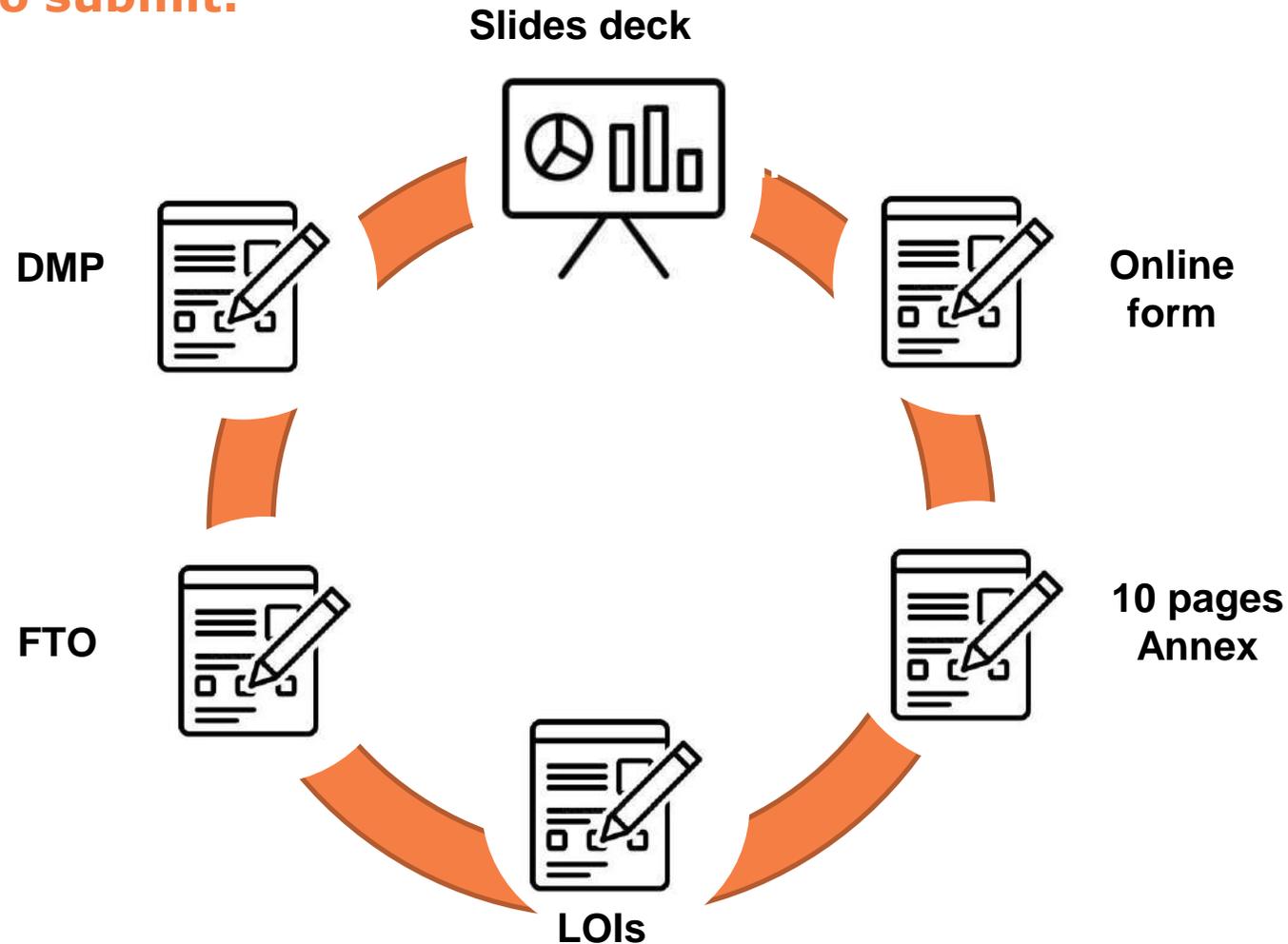
**Evaluation:**  
3 evaluators  
Need 3 GOs

**Time to results:**  
4-6 weeks



# EIC Accel.: Full Application.

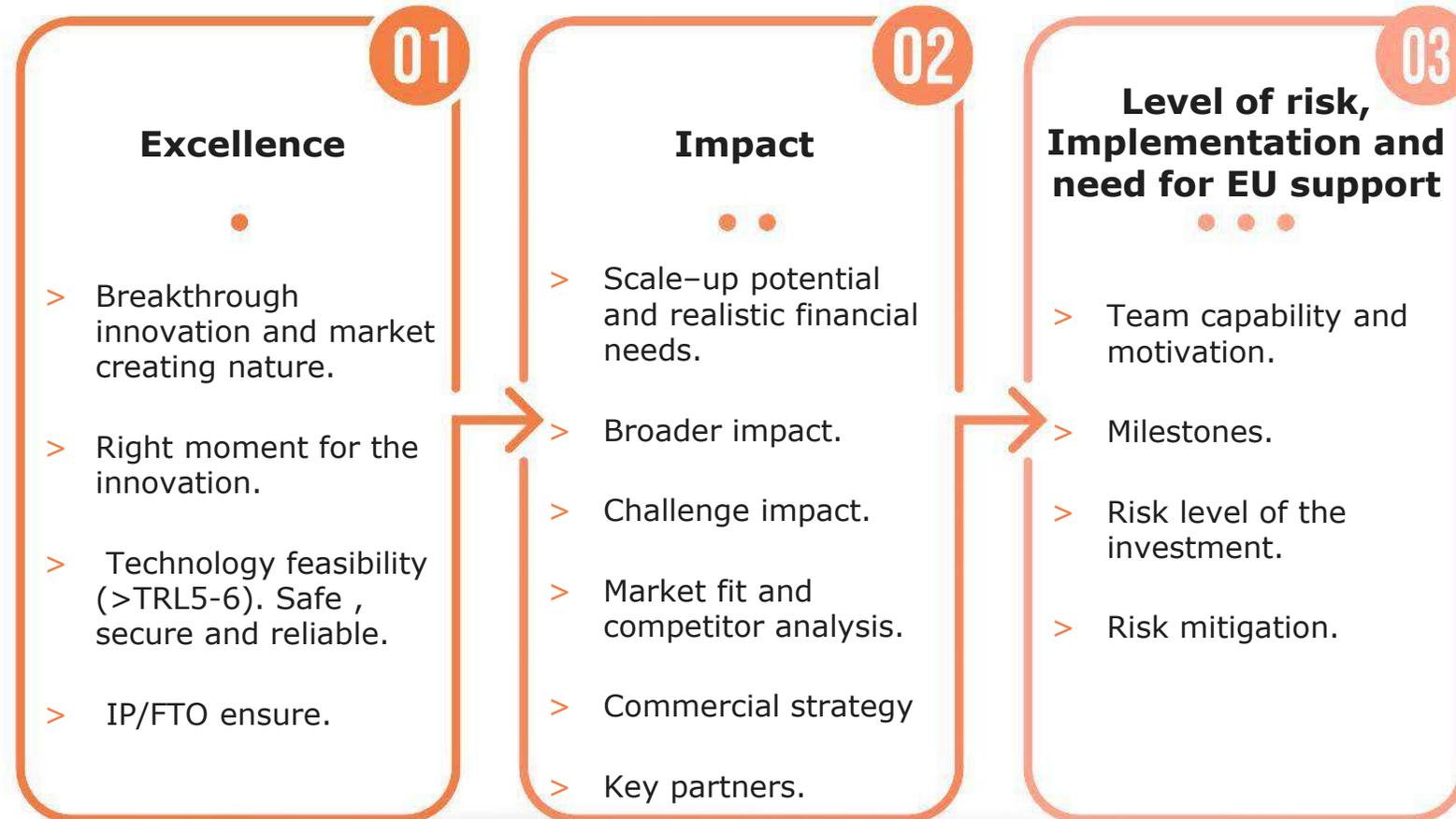
## Documents to submit:



These 6 components must be **comprehensive, coherent** and **impactful**

# EIC Accel.: Full Application.

## Evaluation criteria:



# EIC Accel.: application steps.



# Top 3 topics and countries funded.

**Health**



Engineering



Energy



**France**



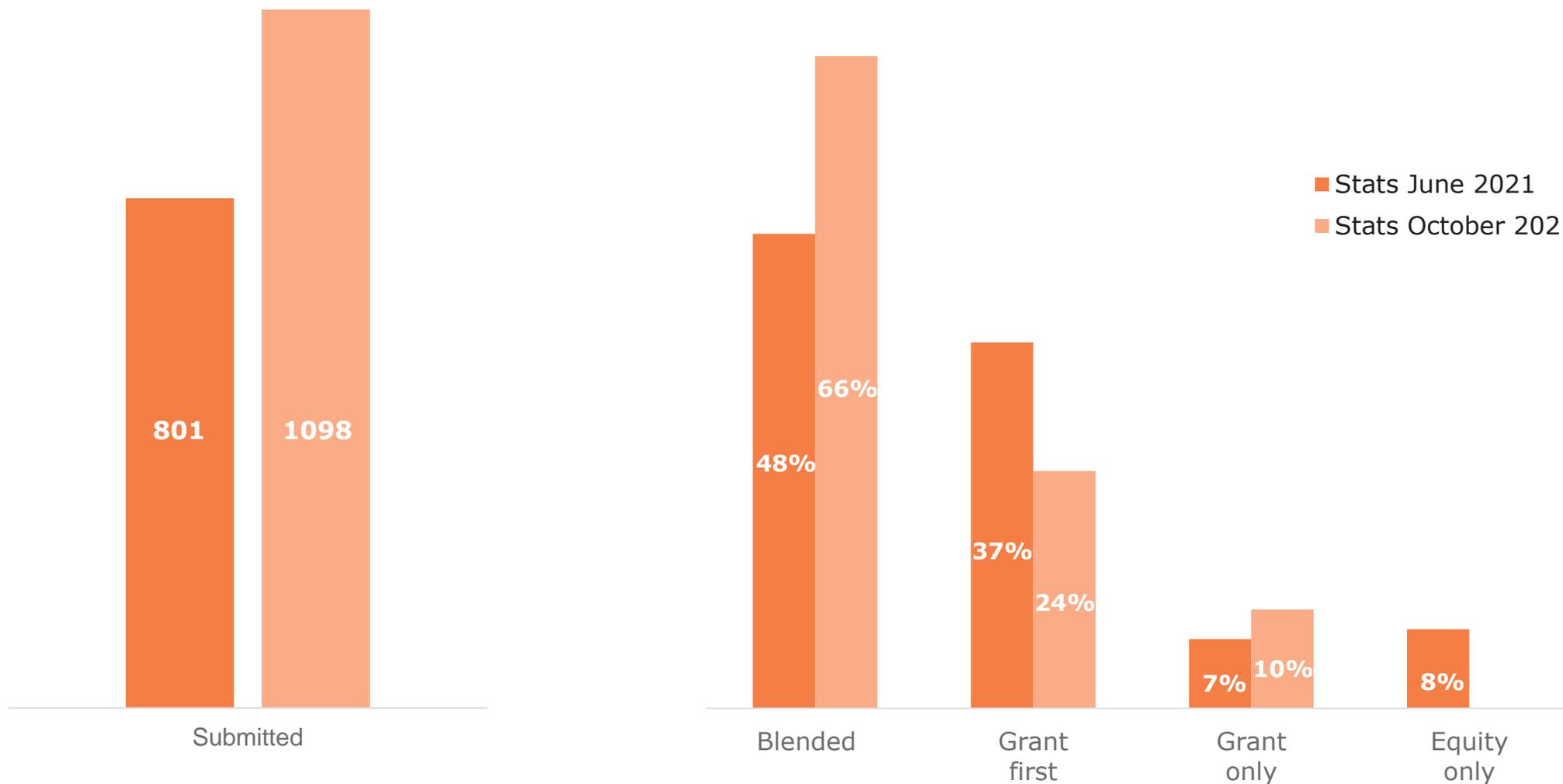
Germany



Israel

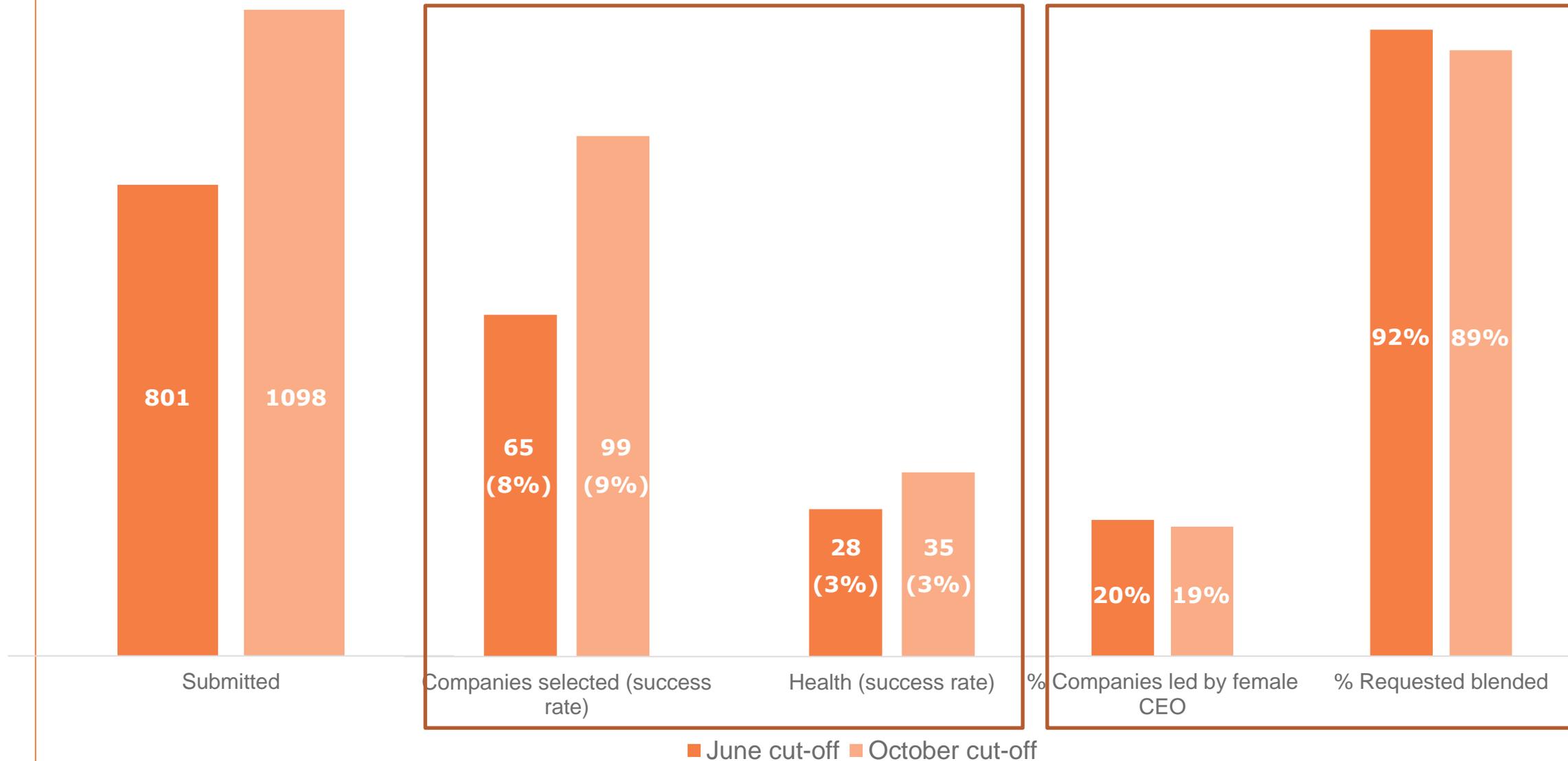


# EIC Accelerator funded projects.



\*Applicants targeting specific areas mentioned in the Challenges can apply for investment component amounts >15 M€

# EIC Accelerator funded projects.



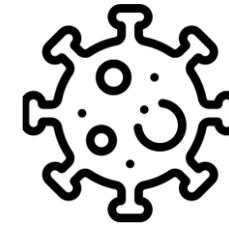
# Hot topics in Health under HE.



Personalised  
medicine, and cell  
and gene therapy



Digital health  
solutions



Infectious  
diseases and  
outbreaks



Efficient health  
care systems



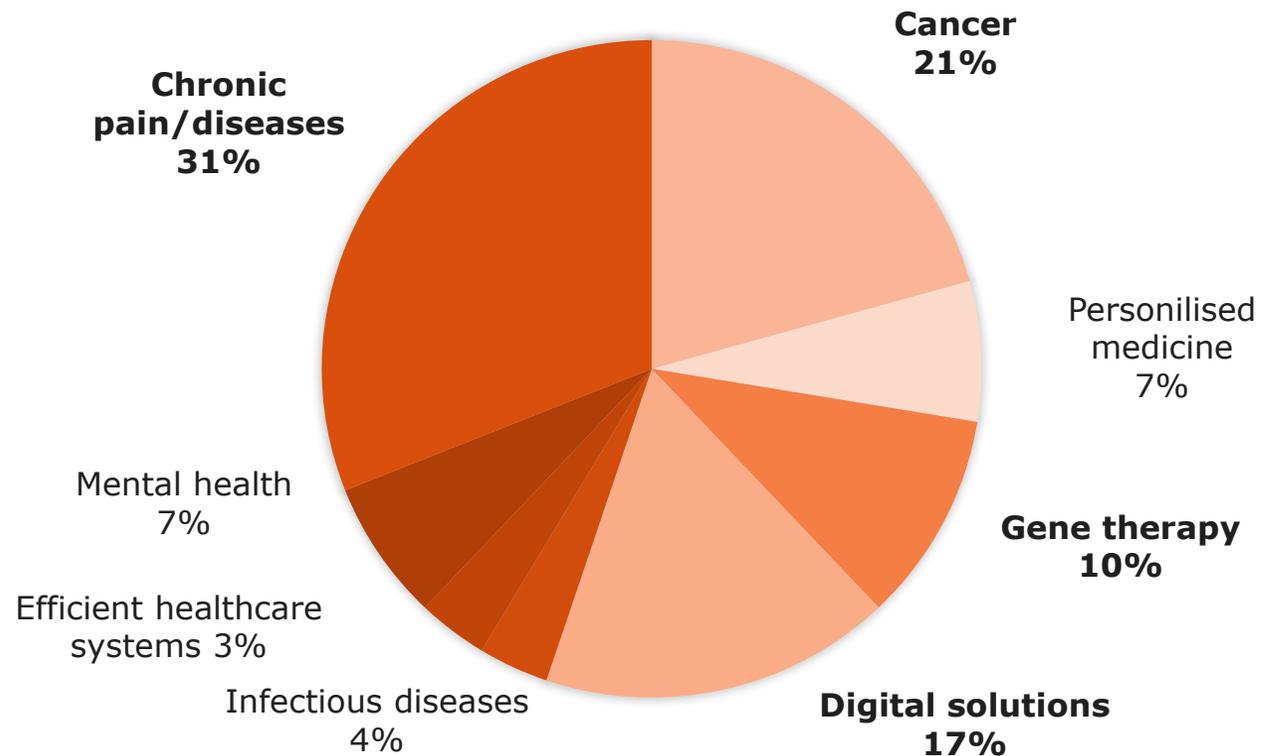
Mental health  
and well being



Chronic health  
conditions – Age-  
related impairments

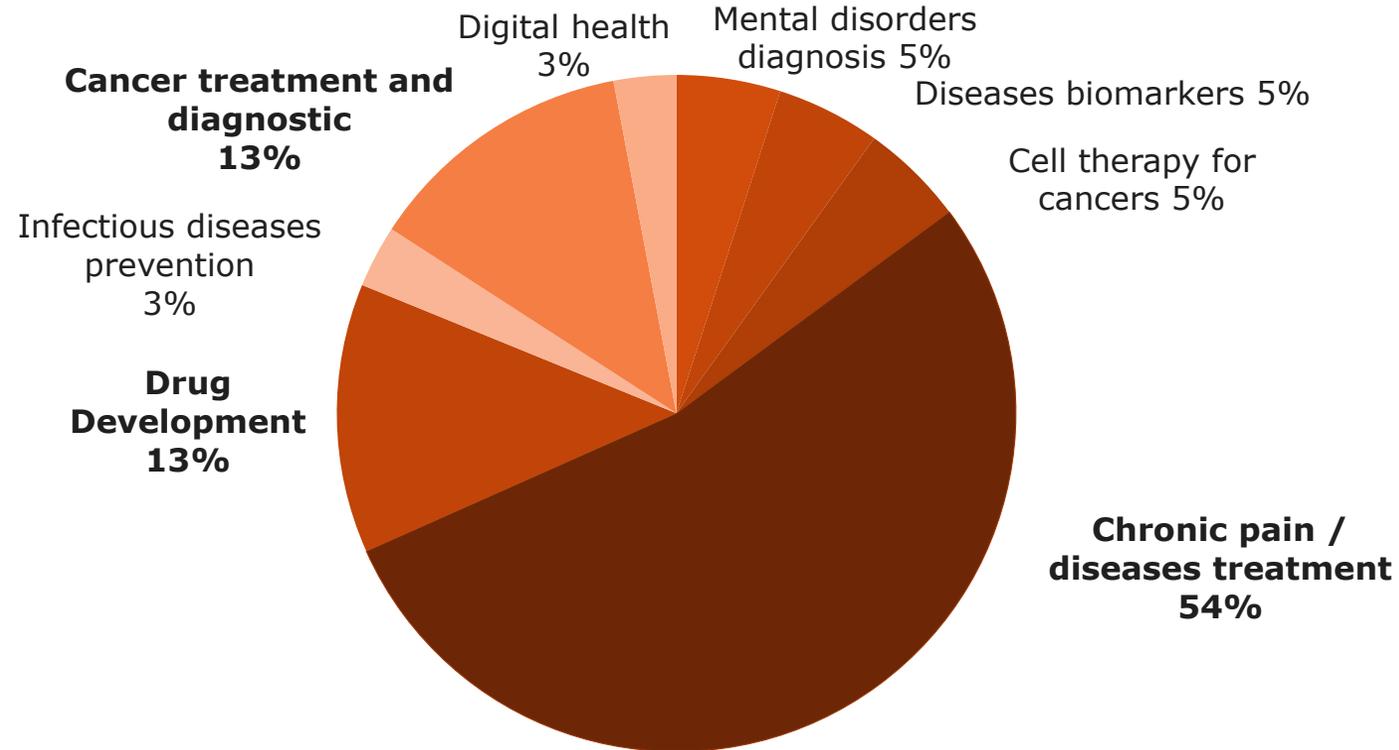
# Funded topics in Health.

## Funded EIC Accelerator health projects – June cut-off 2021



# Funded topics in Health.

## Funded EIC Accelerator health projects – October cut-off 2021



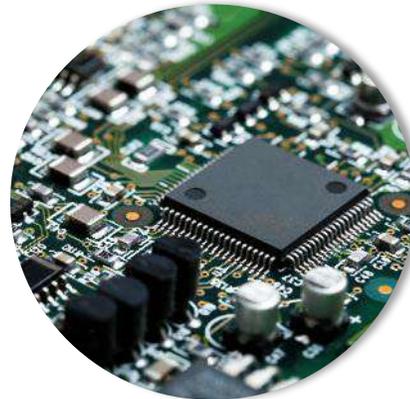
# Novelties and hot topics for 2022.



# EIC Novelties for 2022.



**€1.7 billion** for or breakthrough innovators to scale up and create new markets.



**A New EIC Scale-Up 100 initiative** to identify 100 promising deep tech companies.



**Equity investment above €15 million** for strategic European technologies.



**Strong support to women investors\*** to encourage diversity within companies.



**More frequent application deadlines:** three cut-offs vs two last year.

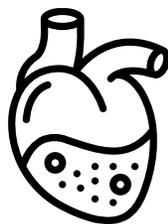
\* The 2022 edition of the [EU Prize for Women Innovators](#).

# Emerging and breakthrough health technologies in the EIC.

Last updates released



Regenerative medicine and tissue engineering



Cardiogenomics



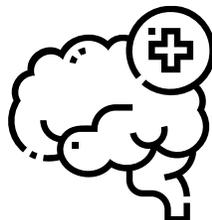
AI-enabled drug discovery



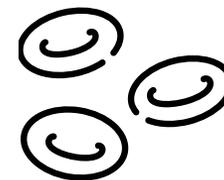
Companion diagnostics in cancer



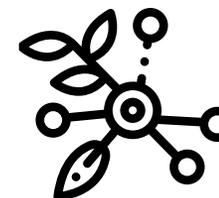
From single biomarkers to multiple biomarkers big data maps



High-tech mental health practitioner



Cell and gene therapies  
RNA-based therapies for cancer, complex and rare genetics diseases



Synthetic biology for industrial biotech

# Tips for a successful proposal.



# Tips to succeed with your application .

”

*Not every great idea or innovation translates into a successful business. The EIC know this, so they expect you have done the exercise of developing a **strong business plan** to show that you have thought it through and **have a strategy** to bring your disruptive technology to the market successfully. **This is key** for a winning proposal.*

“

”

## **Outstanding Pitch deck creation & pitching:**

- > Introduce your **company**.
- > Describe your **innovation**: Problem + solution.
- > Show your **plan**: Business Opportunities.
- > Present your **team**.
- > Check your **Pitch Deck Style**: Show vs. Tell / + Emphasis.

“



**Jonathan Langton**

Project Manager



**Megan Schmidgal**

Communication & Marketing  
Consultant

# Tips to succeed with your application.

”

## **Video creation:**

- > Be **clear**.
- > **Show** not just tell.
- > Be **value driven**.
- > Speak **directly** to your audience.
- > **Why you, why now?**

“

”

## **When writing the proposal think about:**

- > Does the **TRL of your innovation** fits into the EIC Funding scheme?
- > Is your solution meeting **a real and impactful** need?
- > How **innovative** is your solution vs the existing **competitors**?
- > **Do not despair.** Despite writing a proposal is a long and tedious process, we can help you.

“



**Megan Schmidgal**

Communication & Marketing  
Consultant



**María Jesús Piña**

Senior Innovation  
Consultant

# **EIC Accelerator Check List.**



# EIC Accelerator Profile Checklist.



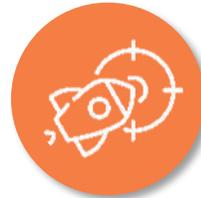
## Strong team

- > Ideally 6 to 30 FTEs.
- > 100% committed to the project.
- > Board of senior advisors.



## Impactful value proposition and differentiation

- > quantified value proposition.
- > showcasing a clear superiority vs your competitors.



## Clear market opportunity and a preliminary convincing BP

- > typical VC-style investment process.
- > Convincing commercialization plan.
- > initial market traction.



## Strong IP and technological maturity

- > demonstrated the technology in a relevant environment (TRL 5-6).
- > Intellectual property protected.



## Have a network of investors ready to co-invest

- > Require to secure EIC equity investment from the EIC



# Cases of Success.



# Success stories example: Eodyne.

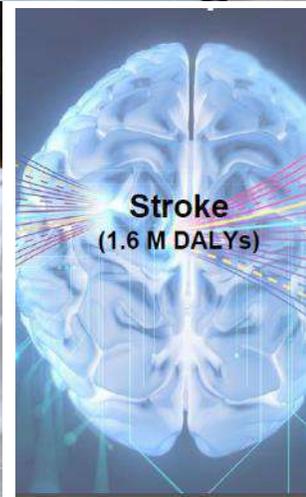
**Company:** Eodyne

**Project:** PHRASE

**Country:** Spain/Germany/Belgium/UK

**Funding:** EIC Transition (consortia of 5 entities)

[Learn more about this project](#)



# Success stories example: Xeltis .

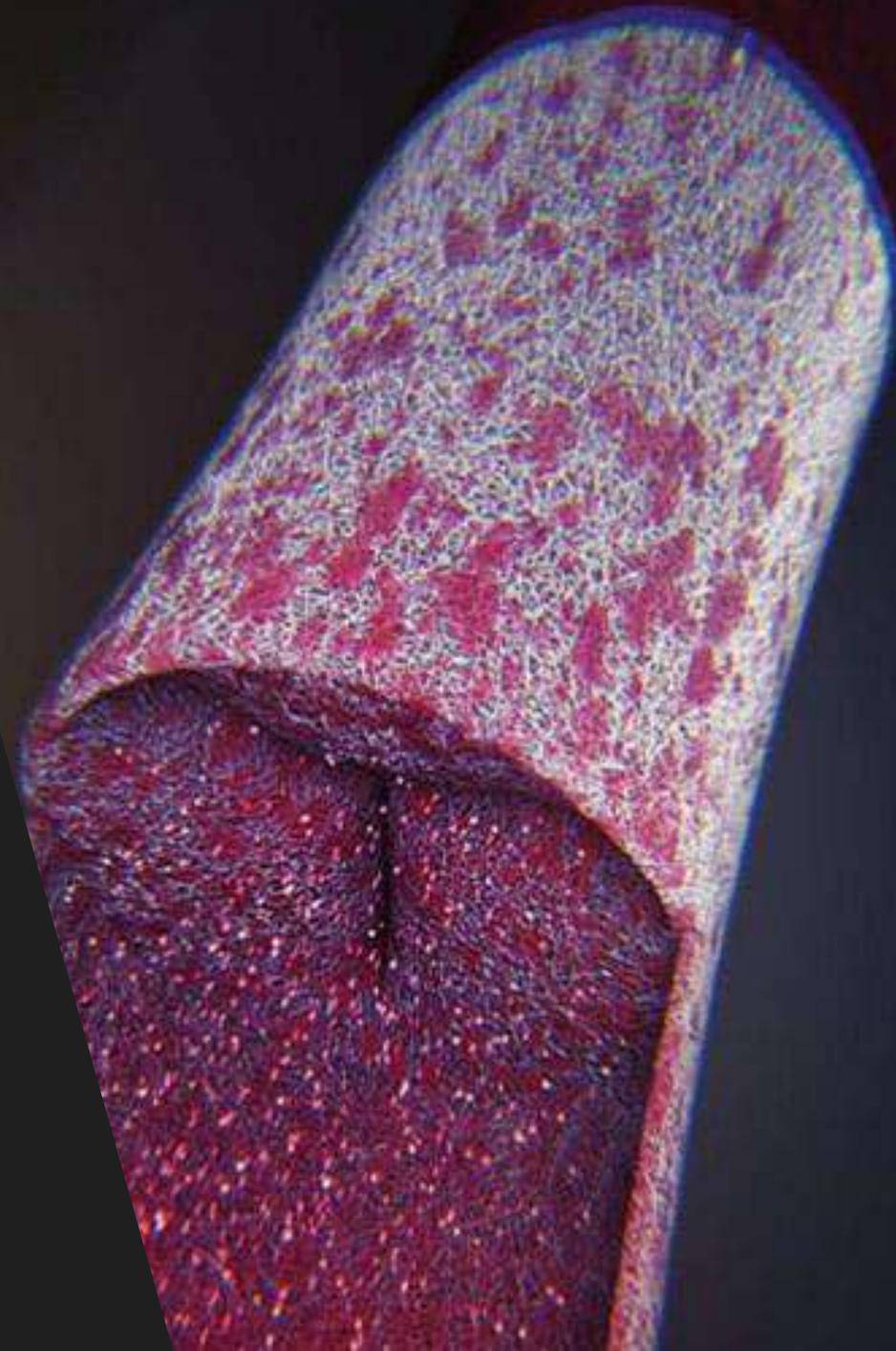
**Company:** Xeltis

**Project:** HeartRestore

**Country:** Netherlands

**Funding:** EIC Accelerator – Full Blended

[Learn more about this project](#)



# Some exceptions: Plas Free.

**Company:** Plas Free

**Project:** CLERPLASMA

**Country:** Israel

**Funding:** EIC Accelerator – Full Blended

[Learn more about this project](#)

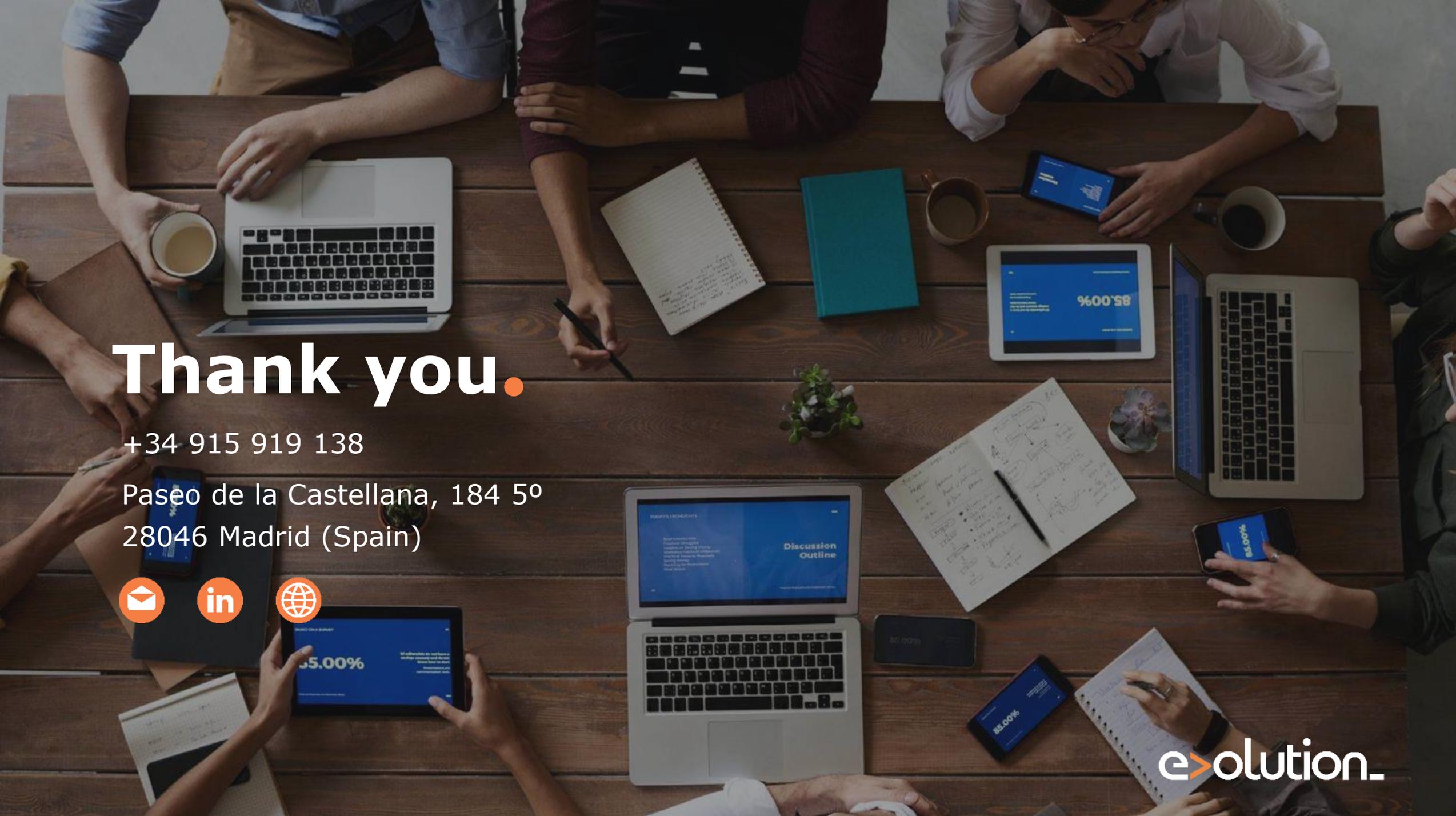


# EIC Transition in brief.

	Who can apply	What for	Deadline	Budget	Topics	Evaluation
Open	<ul style="list-style-type: none"> <li>&gt; <b>Single applicants</b> (SMEs, spin-offs, start ups, research organisations, universities);</li> <li>&gt; <b>Small Consortia (2 partners) or consortia of 3-5</b> different independent legal entities established in at least 3 different eligible countries;</li> </ul>	<ul style="list-style-type: none"> <li>&gt; <b>Grants up to EUR 2.5 million (or more if properly justify)</b> to validate and demonstrate technology in application-relevant (TR4 to 5-6) and develop market readiness.</li> </ul>	<p><b>4th May</b> <b>28th</b> <b>September</b></p>	<p><b>€70,9M</b></p>	<p><b>BOTTOM-UP.</b></p>	<ul style="list-style-type: none"> <li><b>1.</b> Proposal</li> <li><b>2.</b> Interview</li> </ul>
Challenges	<ul style="list-style-type: none"> <li>&gt; <b>Proposals must built on results from eligible Pathfinder, FET or ERC Proof of Concept projects.</b></li> </ul>			<p><b>€60.5M</b></p>	<ul style="list-style-type: none"> <li><b>1.</b> Green deal devices for the Future.</li> <li><b>2.</b> TProcess and system integration of clean energy technologies.</li> <li><b>3.</b> RNA based therapies and diagnostics for complex or rare genetic diseases.</li> </ul>	

# EIC Accelerator in brief.

	Who can apply	What for	Deadline	Budget	Topics	Evaluation
Open	<ul style="list-style-type: none"> <li>&gt; <b>Single Start-ups and SMEs</b> (including spin-outs).</li> </ul>	<ul style="list-style-type: none"> <li>&gt; <b>Blended finance:</b> up to €2.5M grant component for technology development and validation (e.g., TRL 5/6 to 8);</li> <li>&gt; €0.5 - €15M investment component for scaling up and any other activities.</li> </ul>	<ul style="list-style-type: none"> <li>1. <b>Short applications</b> – any time.</li> <li>2. <b>Full applications</b> – 23 March 15th June 5th October.</li> </ul>	€630,9 M	<p><b>BOTTOM-UP.</b></p> <ul style="list-style-type: none"> <li>1. Technologies for Open strategic autonomy.</li> <li>2. Technologies for “Fit for 55”.</li> </ul>	<ul style="list-style-type: none"> <li>1. Short application.</li> <li>2. Full application.</li> <li>3. Interview.</li> </ul>
Challenges	<ul style="list-style-type: none"> <li>&gt; <b>Individuals</b> (intending to launch a start-up/ SME).</li> <li>&gt; In exceptional cases <b>small mid-caps</b> (&lt;499 employees).</li> </ul>	<ul style="list-style-type: none"> <li>&gt; <b>Grant only/grant first</b> under certain conditions.</li> <li>&gt; <b>Investment component only</b> for small mid-caps or as follow up to grant only.</li> <li>&gt; <b>Business Accelerator Services.</b></li> </ul>		€536,8 M		



# Thank you.

+34 915 919 138

Paseo de la Castellana, 184 5º  
28046 Madrid (Spain)



e>volution.