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Info session Empowering SMEs 2024

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Agenda

1. Introduction to Empowering SMEs Call for Proposals
2. Submission System – Live Demo
3. Success story: YK Robotics
4. Q&A

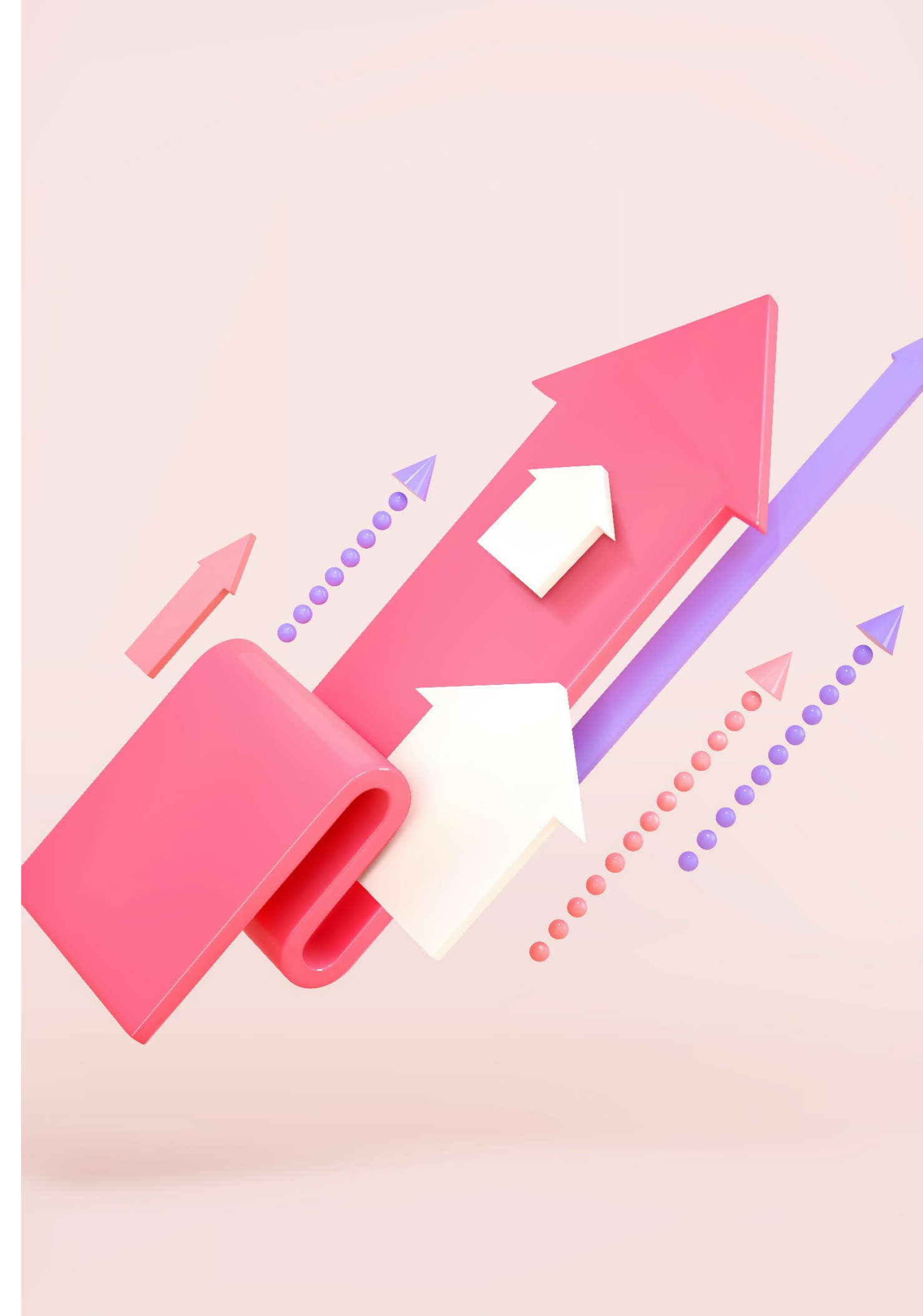
Empowering SMEs – Purpose

Goal

Attract, select, and support **SMEs** willing **to adapt their existing innovative solutions** and expand their market **beyond current applications.**

EIT Manufacturing Support

Up to 100k€ grant and **dedicated services** to facilitate the implementation and the commercialization of the results.



Empowering SMEs – Key Information

- **Target Applicant:** SME (including startup) with existing solutions in the manufacturing domain (already launched in the market) approaching new industrial contexts, applications, or sectors that they have not yet reached.
- **Consortia composition:** sole applicant (SME) OR small consortium (SME + industrial end-user).
- **Call budget:** 1 M€
- **Funding per project (70%):** 60 k€ for the SME + 40 k€ for the end-user (lump sum: no cost reporting needed)
- **Project Duration:** 9 months (April 25 – December 25)



Empowering SMEs – Specific conditions

Topics

- Optimising production processes and increasing resources efficiency through digital solutions
- Socially sustainable and human-centric manufacturing
- Environmentally sustainable manufacturing through circular business models and new technologies

Letter of commitment from end-user

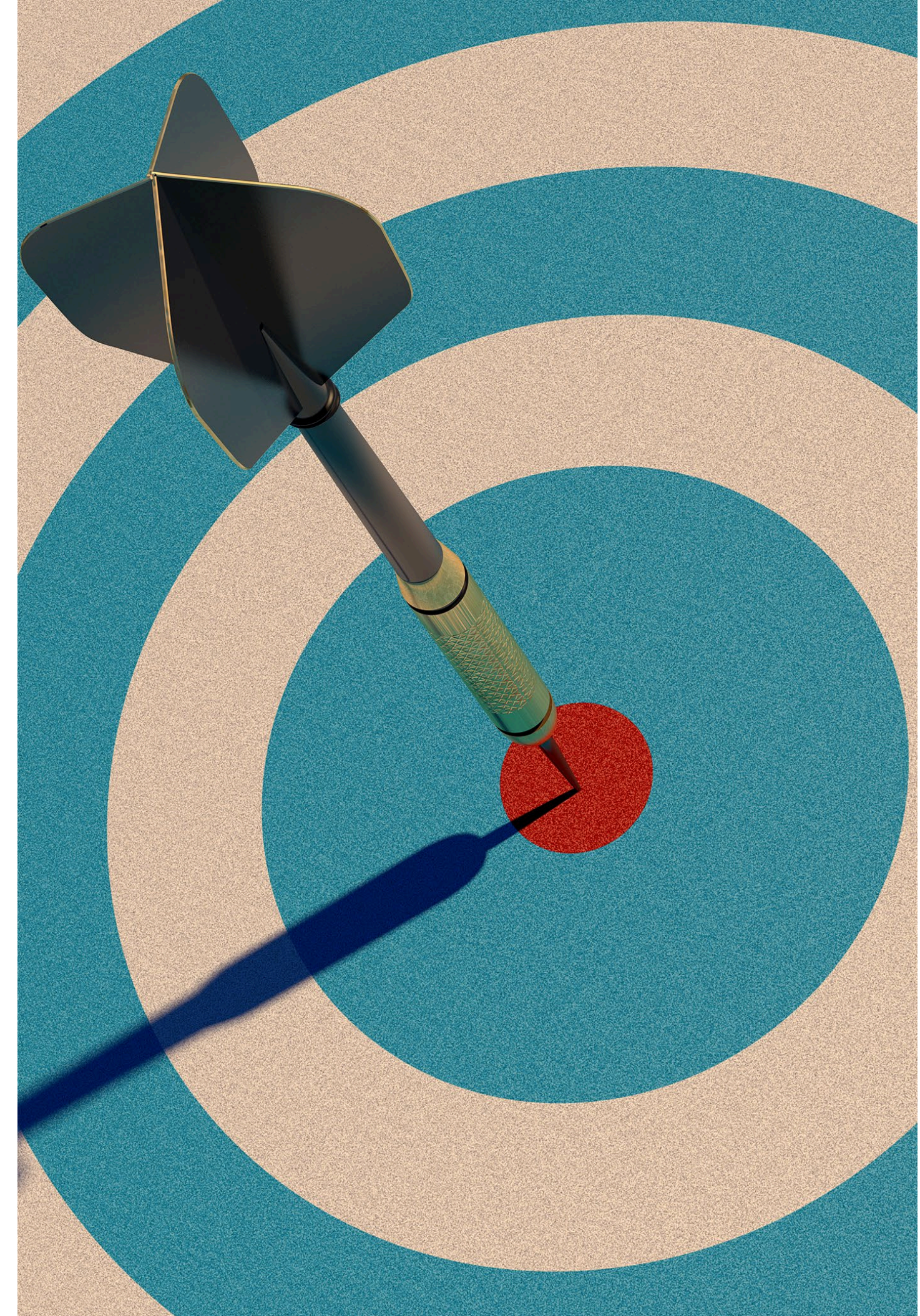
Mandatory attachment at submission to demonstrate the end-user involvement to support the SME in identifying the requirements, to test the developed solution and to consider buying the solution by the project end in case of successful development.

Service Agreement

- All selected activities should sign the Services Agreement before their start
- The selected applicants will receive support services provided by the EIT Manufacturing during the implementation of their project and after the end of them, aiming to a successful commercialization of the results
- EUR 10K + revenue sharing (min 5%) for 3 years

Empowering SMEs – Important Aspects

- **End-user involvement:** through a letter of commitment to support the SME in identifying the requirements, to test the developed solution and to consider buying the solution by the project end in case of successful development.
- **KPI:** a proof of sales of the new solution for at least 10k€ no later than 6 months after the project's end
- **Deliverables and Workplan:** streamlined implementation workplan with 3 predefined deliverables: kick-off package (M1), interim performance (M6) and final report (M9)



Empowering SMEs – Why to be involved

- One of the only funding instruments that supports **high TRL developments** and focusses on the **commercialization of technologies**
- **A Pan-European funding** which allows to identify and bring on board partners from other countries, giving access **to other markets**
- **A success-based model:** EIT Manufacturing resources mobilized through the Services Agreement to support SMEs in their commercialization effort, expanding the applicant's horizon beyond the first end user identified



Empowering SMEs – Call Timeline

Call opening: 17 September 2024

Call closing: 18 November 2024 at 17:00 CET

Communication of results: January 2025

Selected activity proposals start date: April 2025

[Apply here](#)

