

Infoday EIC Pilot

How to succeed in the EIC Pathfinder and Accelerator 2020 calls



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A2EIC main objectives

- Developing an improved, more consistent and **professionalised NCP service** across Europe, thereby helping **simplify access to EIC Pilot calls**, and lowering the entry barriers for newcomers.
- Identifying and **sharing good practices and raising the general standard of support** to EIC and ARF programme applicants, taking into account the **novelties of this transition period** and the **diversity of actors** that make up their constituency.



Access2EIC Overview – Coming soon

Pathfinder	Accelerator	Both
4 Pathfinder factsheets or similar	Annotated Accelerator proposal template	Study on innovation support ecosystems
Toolbox for research outputs businesses	Due diligence KPIs dashboard	Company valuation analysis Tools and services useful for SME/Start ups
Euroquity Label for Pathfinder start ups Online + onsite pitching sessions	Euroquity Label for Accelerator SoE Online + onsite pitching sessions	Promotional guide for InvestEu A2EIC activities at relevant events (I.e. Inno Conference) On site mentoring visit on ARF/InvestEu
Collaboration with specific stakeholders	Collaboration with specific stakeholders	Communication and stakeholder engagement A2EIC events in Eu-13



Success factors and best practices in Pathfinder projects

The Access2EIC **Tips for successful application –**

EIC Pathfinder is a guide created to assist organizations who are looking to submit a proposal to the **EIC Pathfinder FET Open and Proactive** calls in 2020, and receive useful information and tips for the application.

The guide will identify key characteristics and patterns of FET Open und FET Proactive projects and help applicants better understand the requirements and qualifications and thus succeed in receiving the grant. The guide should be useful for any consortia gathering for a joint submission of the EIC Pathfinder FET proposal.





Paving the way to the EIC Accelerator

Develop a **toolset** dedicated to the Pathfinder participants to facilitate the transition from a R&D result to a business definition

Tool	Key questions	Objective
Business almanaque 	Which are the key terms in business?	100 terms to understand a business.
Market analysis lite 	Which are your key competitive advantages?	Initial frame of the market and the competition based on your key advantages
IP mapping tool 	How can I structure my IP portfolio?	Identify IP and ensure its strength
Scalability index 	How can my business be scalable?	Understand the basic scalability factors of the business

EIC Accelerator Annotated template

The **Annotated template** is a guide intended to help innovative SMEs and start ups in applying to the **EIC Accelerator Pilot**.

The guide includes annotations, explanations, examples, and more, on the basis of the original template for submission

The aim is to assist companies to better understand the requirements for filling in and by so, contributes to writing better applications and business plans.

The information was gathered and processed by SME and ARF NCPs, and includes insights from Accelerator evaluators /remote and jury members) and best-practices from winning firms (from the first two cut offs).





EIC Pilot useful links

- [EIC Wizard](#) **via** [EIC website](#)
- [EIC Work Programme 2020](#)
- [EIC FAQ](#)
- [National Contact Points \(NCPs\)](#)
- [Access2EIC NCP Network](#)

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The contents of today will be available on the dedicated [Access2EIC webpage](#)

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