Backing visionary entrepreneurs

EIC Accelerator & AI based IT Platform in the Evaluation Process

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The new EIC Accelerator Programme
What we are looking for

Start-ups and SMEs seeking to scale up high impact innovations with the potential to create new markets or disrupt existing ones

Innovations building on radical innovation, scientific discovery or technological breakthroughs (‘deep tech’)

Innovations where significant funding is needed over a long timeframe and are too risky for private investors alone
Who can apply for EIC Accelerator funding

- **MONOBENEFICIARIES**

  - SME (max 250 employees, not subsidiary/majority owned by large company)
  - Small mid-caps (up to 500 employees) – for rapid scale up and investment component only
  - Natural person(s) willing to set up SME (natural person can apply on behalf of the SME which intends to establish in the EU)
What type of funding the EIC Accelerator can offer

**Grant and investment**
The applicant needs support for development (TRL 5/6 - 8), deployment and scale-up (TRL 9).

**Grant only**
The applicant can prove alternative sufficient financial means for deployment and scale-up (TRL 9).

**Grant first**
The innovation still requires significant work to validate and demonstrate in relevant environments to assess its commercial potential.

**Investment only**
The applicant is looking to fill the funding gap for rapid scale-up of the high-risk innovation and does not need a grant.
EIC Accelerator
The selection process
<table>
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<th>Step</th>
<th>Description</th>
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<tr>
<td>1.</td>
<td>You have a disruptive / deep tech idea with a potential to scale up. <strong>Tell us your story</strong> and submit your short application in AI Platform to be assessed by remote evaluators.</td>
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<td>2.</td>
<td>We help you to prepare your <strong>business plan</strong> and draft a proposal with AI Platform and coaching. <strong>You submit your full proposal</strong>.</td>
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<td>3.</td>
<td>Your full proposal is assessed by remote evaluators.</td>
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<td>4.</td>
<td><strong>You pitch your innovation</strong> in front of EIC Jury Members. If selected, you sign the Accelerator contract for the grant component.</td>
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<td>5.</td>
<td><strong>In case of investment component</strong>, you enter a due diligence process + compliance checks. At the end of the process, you sign the Investment Agreement.</td>
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What applicants submit in Step 1

- Answers to a series of questions (questionnaire) describing the idea
- 10-slide pitch deck
- Video pitch of 3 minutes presenting the innovation and the team
What questions applicants respond to in the *ideation* part of the questionnaire

- What type of solution do you have in mind?
- Describe your solution
- What are the existing solutions and what are their limits?
- What is the problem you're trying to solve?
- Is it an idea or a technology-based innovation?
- Why it is new compared to the existing solutions?
- Why do you think it will be successful?
- Why now?
What questions applicants respond to in the *development* part of the questionnaire

- What is your targeted market?
- Who cares about your innovation?
- Will your innovation have broader societal, economic, environmental or climate impacts?
- Please list and describe them (pre-filled from previous step)
- What are the payoffs for your company in case of success?
- How do you see your company in 5 years?
What questions applicants respond to in the *go2market* part of the questionnaire

- Do you have the team you need to implement the action?
- Will you need cooperation with other stakeholders of your value chain (research and innovation, industrial, financial, suppliers, distributors, ...) to implement the action?
- What are the risks of failure?
- Why can't you do it without the EIC?
- Why not other funding sources including National/Regional public programmes?
- How much will it cost to develop your idea?
- How much grant do you need from the EIC?
- How much investment do you need from the EIC?
What evaluation criteria questions the experts will answer

**Excellence**
- Does the innovation have a high degree of novelty compared to existing products, services and business models with the potential to create or significantly disrupt markets?
- Is the timing right for this innovation in terms of market, user, societal or scientific of technological trends and developments?

**Impact**
- Does the innovation have potential to scale-up?
- Are the associated financial needs well assessed and realistic?
- Will the innovation, if successfully commercialised, achieve broader societal, economic, environmental or climate impacts?

**Level of risk, implementation and need for Union support**
- Does the team have the capability and motivation to implement the innovation proposal and bring it to the market?
- Is there a plan to acquire any critical competencies which are currently missing?
The AI-based platform
Principles behind the AI in the evaluation

**Promote innovativeness and disruptiveness:** new state-of-the-art Artificial Intelligence-based platform providing insights to support the submission and evaluation of EIC proposal.

**Support services for innovators:** AI-based IT platform and business coaching to help applicants to further develop and improve their initial idea and develop their proposal.

**Timeliness:** continuously open call for ideas – innovators can submit their ideas whenever they wish. Just-in-time evaluations. AI platform help with allocation and management of the evaluation.

**Enhance transparency:** provide detailed feedback to applicants and to evaluators, NCPs throughout the process.
A tool for both Applicants and Evaluators

Discovery
Applicants
Search for relevant funding sources available

Diagnostic
Applicants
Self-assess an innovation and prepare a short application (step 1)

Design
Applicants
Get support from coaches and prepare a full application (step 2)

Evaluation
Evaluators
Assess innovation projects with data and insights
A tool for NCPs to support applicants

**Discovery**
- Contribute to the European Innovation Ecosystem
- Guide in finding best funding opportunities

**Diagnostic/Short application:**
- If applicant gives consent for access to NCP
- NCP can view the application
- Be notified in real time of results
ACCESS TO THE PLATFORM KEY FEATURES

Applicants

Full Access to DISCOVERY

Preparatory Step

DISCOVERY MODULE
Funding opportunities

Step 1 – Short application

DIAGNOSTIC MODULE
Project quality
Chances of success
EIC SHORT APPLICATION QUESTIONS + pitch deck and video

Step 2 – Full application

DESIGN MODULE
Methodology
AI based suggestions

Evaluators

AI support to evaluation

AI support to evaluation

AI support to evaluation

AI support to submission

Methodological & AI support to submission

Preparatory Step

AI support to evaluation

AI support to evaluation
The AI-based IT Platform

The AI Platform is **not a decision-making tool.** It provides insights designed to **guide and support both applicants and experts.**

The ratings are not scores, and do not replace the experts’ evaluation. The expert are responsible for their evaluation.

It will evolve throughout time, enriched by additional data provided by the developer, the applicants and the experts

Your feedback is very important, tell us your experience!
More information

EIC Accelerator website:
https://eic.ec.europa.eu/eic-funding-opportunities/eic-accelerator_en

EU Funding and Tenders Database
Funding and tenders database

EIC AI-Based IT Platform
https://accelerator.eismea.eu
Thank you!

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