Mutual Learning Exercise on National Practices in Widening Participation and Strengthening Synergies

Synergies in Clean Sky (and others)

Andalusian Case

José A. Pascual Sánchez
Head of Innovation and Programmes Unit

11th January 2018
OUR AGENCY
The Agency IDEA, established in 1987, is a **Public Agency** part of the **Ministry of Employment, Enterprise and Commerce** contributing in an efficient and effective way to settle an innovating environment, creating opportunities for Andalusian companies and fostering the creation of competitive companies for wealth creation in Andalusia.

These are **our main challenges**:

- Foster Innovation and Sustainability
- Develop Business
- Provide Infrastructures and Productive Sites
- Attract capital and investing in Strategic Investments
- Improve internationalization of Andalusian companies
- Territorial development
The Agency IDEA works to:

- Generate economic activity and employment in Andalusia
- Achieve a productive model based on innovation and knowledge

The Agency IDEA provides different assets to economic and social regional strategies focused to achieve the transformation of the Andalusian productive model.
OUR AGENCY

**Intermediary body for ERDF Andalusia Global Grant (AGG)** since 1991
✓ AAG 2014-2020: 615 M€

**Reimbursable Funds**
✓ Total: 1.195 M€
  • Jeremie: 361 M€

**AGG 2007-2015: Incentives**
16.837 Projects received
1.124 M€ Public incentives
5.764 M€ Business Investment
25.823 Employment

**COSME- ENTERPRISE EUROPE NETWORK- CESEAND H2020 ERANETS. TERRITORIAL COOPERATION**

Nearly 300 professionals available for Andalusian companies, with locations at the 8 Andalusian provinces, Brussels, Madrid and presence at business spaces all over the region
Outcomes: advanced services portfolio available to support innovation and development through intangible assets
INCENTIVE PROGRAM FOR THE PROMOTION OF R&D&I

• Supporting to Business R&D&I

• Promotion Program for International R&D&I

• Leading Open, Strategic and Singular Innovation

Direct, non-repayable incentives. GRANTS
Promotion Program for International R&D&I

GOALS TO ACHIEVE:

• to increase the international dimension of business innovation in Andalusia
• to increase the number of Andalusian SMEs involved in international R&D&I projects
• to increase synergies between Structural Funds, Horizon 2020 and other European programs to promote research and business innovation, as well as the integration of Andalusian companies into European collaborative innovation initiatives.
TYPES OF PROJECTS

Program to foster International R&D&I

- **International R&D&I Projects**
  Projects of Experimental Development, developed by an Andalusian enterprise beneficiary of an international performance within the framework of the European Research Area (ERAnets, «Joint Programming Initiatives»- JPI, «Joint Technology Initiatives»- JTI, etc) or of an international agreement (Eureka, Iberoeka).

- **Support to SMEs in submitting projects within international calls for proposals**
  Funding of the Recruitment of external technical assistance that carries out tasks related to partners research and proposals drafting.

- **International launch of Innovative Enterprise**
  Projects aimed at setting up the innovative business plan of those SMEs, that have submitted to the second phase of the SMES’s Instrument of HORIZON 2020 Program, and have been evaluated by the European Commission with a score equal or higher than 12 points, and that for budgetary reasons could not receive fundings.
TYPES OF PROJECTS

Program to foster International R&D&I

- **International R&D&I Projects**

Projects: experimental development projects by an Andalusian company participating in an international action that has been evaluated by an international committee within the framework of the European Research Area (ERANETs, Joint Technology Initiatives (CLEANSKY), or an international agreement (Eureka, Iberoeka), when the enterprise operating in Andalusia has not received funds.

**Main Target:** Andalusian SMEs having scored favorable evaluation in others international calls.

<table>
<thead>
<tr>
<th>SIZE</th>
<th>Minimun Grant</th>
<th>PIO</th>
<th>Cooperation</th>
<th>Maximun</th>
</tr>
</thead>
<tbody>
<tr>
<td>No SME</td>
<td>15%</td>
<td>10%</td>
<td>15%</td>
<td>40%</td>
</tr>
<tr>
<td>MEDIUM</td>
<td>35%</td>
<td>0%</td>
<td>15%</td>
<td>50%</td>
</tr>
<tr>
<td>SMALL</td>
<td>45%</td>
<td>0%</td>
<td>15%</td>
<td>60%</td>
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</tbody>
</table>
What projects can be financed by the IDEA-CLEAN-SKY synergies call for proposal?

Complementary Actions presented linked to Clean SKY2 calls projects’ winners.

Winners projects means those that have obtained the maximum score within the correspondent "topic" and have received funding. The Complementary Actions must have received a favorable assessment from Clean SKY2 Evaluation Committee, without having received any funding from this program.

The Complementary Action must count with the participation of one Andalusian company winner of a Clean SKY2 call for proposals's project, going alone or in a consortium project.

The Complementary Action may also involve an Andalusian SME company that did not participate in the initial project, as long as the Complementary Action (and therefore the participation of this SME) receives a favorable assessment from the Clean SKY2 Evaluation Committee.

Initially it will not be funded projects submitted to the main CLEAN SKY2 call which are in the reserve list, this is 2nd or 3rd position in each "topic". However, exceptional cases will be analyzed.
COMPLEMENTARY ACTIONS

• It is ANOTHER PROJECT \textit{(but it is a R&D Project)}

• Successive project that build on each other or;

• Parallel project that complement the main one.
Who are the potential beneficiaries of this type of project?

Projects can be submitted individually or in effective collaboration (at least one SME and no partner with more than 70% of the budget) of a maximum of two companies with operational establishment in Andalusia.

One of these two companies or entities could be a Technological Center or an Innovation and Technological Center, provided that it does not have more than 50% of the total budget of the project.

When a project is submitted by two companies being one of them a non-SME, it must fulfill the requirement of subcontracting a Research Organization for at least the 15% of the Project’s total budget.
# TYPES OF PROJECTS

<table>
<thead>
<tr>
<th>No SME</th>
<th>Beneficiary?</th>
<th>% GRANT</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUBCONTRACTING a R&amp;D ORGANIZATION (&gt;15% BUDGET)</td>
<td>25% - 40%</td>
<td></td>
</tr>
</tbody>
</table>

| MEDIUM ENTERPRISES | YES | 35% - 50% |
| SMALL ENTERPRISES | YES | 45% - 60% |
| TECHNOLOGICAL CENTER | IN COLLABORATION WITH A SME (<50% BUDGET) | 35%-50% |

Direct, non-repayable incentives (Grant)
ELEGIBLE COST

R&D Projects

• Personal Cost (dedicated to the project)
• Subcontracting (TTCC, University, technical assistance etc...)
• Materials and depreciation of investment
• Indirect Cost (15% Personal Cost)
Combined funding of ESIF programmes and H2020

- The Incentives Scheme was signed by the Regional Ministry on 5th June 2017 and entry into force on 9th June 2017
- General Budget: 84 M€ (next coming 119 M€)
- The specific call for proposal regarding the International R&D&I Program was published on 13th July 2017.
- PERIOD FOR SUBMISSION OF PROJECTS
  - Starting date: 17th July 2017.
  - Open and permanent call for the years 2017, 2018, 2019 and 2020 until the 30th September 2020 and/or the total allocation budget is exhausted.
- Specific Budget: 6,2 M€ (next coming 13M€)
- No Competitive Call for Proposal
Activities and achievements under the MoU

May 2016: Clean Sky Round Table
Boosting Innovation in Aerospace Sector in Andalusia

2 Workshops on Calls for Proposal Clean Sky 2, Seville – Aerópolis: September 2015 June 2017

Info Day Iberia Clean Sky Seville, November 2017

Sharing Andalusia experience at Clean Sky Forums
April 2016: “Looking for Efficiencies: Synergies with Structural Funds”

Dual Use and RIS3
Declaración de
Activities and achievements under the MoU

April 2017, Agencia IDEA is designated ERDF Intermediary body. Andalusia Global Grant

February 2017: Intensive and active work with Clean Sky
Andalusia reached 11 Winning Participations in successful proposals in CS 2 calls = 19th post in the ranking of 97 regions

June 2017: Andalusian new Incentives Scheme
Specific line “Promotion of International R&D&I.”
## Goals (i)

**Andalusian Projects Clean SKY CFP**

<table>
<thead>
<tr>
<th>CFP</th>
<th>EVAL STATUS - RESERVE LIST</th>
<th>EVAL STATUS - MAIN LIST</th>
</tr>
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<tbody>
<tr>
<td>CFP01</td>
<td>5</td>
<td>0</td>
</tr>
<tr>
<td>CFP02</td>
<td>9</td>
<td>3</td>
</tr>
<tr>
<td>CFP03</td>
<td>7</td>
<td>1</td>
</tr>
<tr>
<td>CFP04</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
<td>CFP05</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>CFP06</td>
<td>19</td>
<td>12</td>
</tr>
<tr>
<td>CPW01</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>CPW02</td>
<td>5</td>
<td>1</td>
</tr>
</tbody>
</table>
Goals (ii)
Andalusian Projects Clean SKY CFP
## Goals (iii) IDEA CFP

<table>
<thead>
<tr>
<th></th>
<th>Projects</th>
<th>Global Budget Submitted</th>
<th>Call for Proposal Budget</th>
<th>Estimated Grant</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>International R&amp;D&amp;I Projects</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technical Assistance to submit R&amp;D&amp;I projects to international calls</td>
<td>18</td>
<td>242.999</td>
<td>185.003</td>
<td>150.199</td>
</tr>
<tr>
<td><strong>International R&amp;D&amp;I Projects</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Innovative Enterprise International Launch Projects</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>26</td>
<td>11.214.216</td>
<td>6.110.003</td>
<td>5.029.605</td>
</tr>
</tbody>
</table>
KEY MESSAGES (i)
(our experience)

✓ H2020 and ESIF have **different timing and structure**, harmonisation of the calls is no simple and easy. A **better timing coordination is “mandatory”**. Time, for business, is a serious thing.

✓ **Sometimes (most of them) Synergy means a double procedure.**

✓ **Impact of the mismatching on the rules governing the application of H2020 and ERDF: State Aid and Eligible Expenditure.** Similar project (even the same) should be analyzed using the same rules.

✓ **Incentive effect** of the aid. Can we take into account the date of the first submission?

✓ **The concerns of uncertainty of the regional (or national) auditing authority in the fully application of the compatibility between ESIF and H2020**
KEY MESSAGES (ii)
(our experience)

✓ Seal of Excellence case: We need to talk about exactly the same project (budget, scope, wp, deliverables, etc...)

✓ Difficulties in joining the appropriate international partners. Synergies need a previous activity.

✓ Complexity of project management and the financial/economic justification.

✓ Convenience of aligning regional programs (and RIS3) with CS calls

✓ Civil Servants have not got incentives to incorporate synergies in the public programs. High Risk (but the mistake is highly penalized)
KEY MESSAGES (iii)
(our experience)

- NO substitution of national/regional or private co-funding to EU projects/programmes under direct Commission management by ESIF money (and vice versa).
- NO double financing: under no circumstances shall the same costs be financed twice by any budget.
- The combination of funds is not the solution to all kind of problems, it's only an option.
- Make it easier. The easier (because simple) you make, the most efficient you are.
- **SINERGIES IS NOT ONLY A COMBINATION OF FUNDS**

The really important is the strategic planning of relevant actions to complement each other, and to achieve goals which are not possible without the synergies.
KEY MESSAGES (iv)  
(our experience)

But it is being a very interesting experience, and we think we are working about the way that we are going to work in the next future.

Thanks sinergies, we (and the enterprises) can arrive further and higher.

Nobody says it is easy.

It is our challenge.

THERE IS NO OTHER ROUTE.
Thank you for your attention

José A. Pascual Sánchez
Head of Innovation and Programmes Unit
## CLEAN SKY2-IDEA CFP

### Procedure

<table>
<thead>
<tr>
<th>WHAT</th>
<th>HOW</th>
<th>WHEN</th>
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</table>
| *Complementary Action Submission to Clean Sky2* | • Preproposal Model. It will be defined the necessary kind of information to be include in it.  
• Only Full Proposal Model.  
• H2020 Participant Portal (First deadline)  
• Clean SKY2 Official Registration (No Digital) (Second deadline) | First deadline: coinciding with deadline of the end of the Clean SKY2 call  
Second deadline: Until the grant agreement signature |
| *Clean SKY2 Complementary Action Evaluation Process* | • We have to define an evaluation model, which include all the information needed by IDEA Agency: main Project reference, Project code, companies, Budget, etc...  
• Clean SKY2 Seal of Excellence | 2 months after the submission of application |
| *Complementary Action Submission to IDEA Agency* | Through the IDEA Agency Virtual Office  
The application has to include the following:  
• Project Memory (according to official model)  
• Clean SKY2 submitted application form  
• Clean SKY2 assessment from Clean Sky2 Evaluation Committee  
• Others additional documents... | 3 months after the submission of application |
<table>
<thead>
<tr>
<th>PRIORITIES</th>
<th>DIMENSIONS</th>
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<tbody>
<tr>
<td>FOSTERING &amp; DEVELOPING MOBILITY &amp; LOGISTICS</td>
<td>COMPETITIVE AND EFFICIENT INDUSTRY</td>
</tr>
<tr>
<td>TRANSPORT RELATED ADVANCED INDUSTRY STRENGTHENING</td>
<td>ESSENTIAL FACILITATING TECHNOLOGIES</td>
</tr>
<tr>
<td>SUSTAINABLE EXPLOITATION OF ENDOGENOUS RESOURCES ON TERRITORIAL BASIS</td>
<td>SMEs INNOVATING AND GENERATING EMPLOYMENT</td>
</tr>
<tr>
<td>PROMOTING ANDALUCÍA AS A LEISURE AND CULTURE DESTINATION</td>
<td>INTERNATIONALIZATION PROMOTION</td>
</tr>
<tr>
<td>FOSTERING PUBLIC HEALTH AND WELFARE SYSTEMS</td>
<td>EDUCATION, TALENT AND CREATIVE ENVIRONMENTS. KNOWLEDGE AS A PRODUCTIVE FACTOR.</td>
</tr>
<tr>
<td>RESEARCH &amp; INNOVATION ON AGRO FOOD INDUSTRY AND HEALTHY DIET HABITS</td>
<td>SOCIAL INNOVATION</td>
</tr>
<tr>
<td>PROMOTION OF RENEWABLE ENERGIES, ENERGY EFFICIENCY AND SUSTAINABLE BUILDING</td>
<td>Networking</td>
</tr>
<tr>
<td>FOSTERING ICT AND DIGITAL ECONOMY</td>
<td>INFRASTRUCTURES FOR COMPETITIVENESS AND EXCELLENCE</td>
</tr>
</tbody>
</table>
instruments

- Financial Instruments
- Fiscal Instruments
- Advanced Services
- Infrastructure for Innovation and Enterprise
- Innovative Public Procurement
- Regulatory Development
**TYPES OF PROJECTS**

Program to foster International R&D&I

- Support to SMEs in submitting projects within international calls for proposals

Funding of the Recruitment of external technical assistance that carries out tasks related to partners research and proposals drafting.

Target: Andalusian SMEs who are going to submit a proposal

<table>
<thead>
<tr>
<th>SIZE</th>
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<tbody>
<tr>
<td>MEDIUM</td>
<td>50</td>
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<tr>
<td>SMALL</td>
<td>60</td>
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</table>
TYPES OF PROJECTS
Program to foster International R&D&I

- International launch of Innovative Enterprise

Projects aimed at setting up the innovative business plan of those SMEs, that have submitted to the second phase of the SMES´s Instrument of HORIZON 2020 Program, and have been evaluated by the European Commision with a score equal or higher than 12 points, and that for budgetary reasons could not receive fundings.

TARGET: Andalusian companies having scored 12 or more on the SME instrument phase 2

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<tr>
<td>MEDIUM</td>
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<tr>
<td>SMALL</td>
<td>50</td>
</tr>
</tbody>
</table>
### Política de I+D de la UE – Horizonte 2020

#### Diferencias

<table>
<thead>
<tr>
<th>Diferencia</th>
<th>Detalles</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt; Basado en la excelencia/ Sin asignación territorial</td>
<td>&gt; Desarrollo socioeconómico/ Asignado territorialmente</td>
</tr>
<tr>
<td>&gt; Gestión directa. En su mayor parte la ayuda va directamente a los beneficiarios</td>
<td>&gt; Ayudas asignadas a través de gestión compartida con intermediarios nacionales y regionales</td>
</tr>
<tr>
<td>&gt; Principalmente convocatorias competitivas dirigidas en general a consorcios internacionales a través de una evaluación basada en la excelencia.</td>
<td>&gt; Contribución principalmente no competitiva dirigida a actores regionales que son los beneficiarios, basada en una negociación y planificación estratégica.</td>
</tr>
<tr>
<td>&gt; Programas de trabajo bianuales.</td>
<td>&gt; Programas Operativos de siete años.</td>
</tr>
</tbody>
</table>

#### Complementariedades

<table>
<thead>
<tr>
<th>Complementariedad</th>
<th>Detalles</th>
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<tbody>
<tr>
<td>&gt; Horizon 2020 está dirigido a abordar los principales retos sociales, maximizando el impacto en competitividad de la I+i y alcanzando y propagando niveles de excelencia de base investigadora sing the competitiveness impact of research and innovation and raising and spreading levels of excellence in the research base (&quot;widenings&quot;, ampliación) + beneficiarios individuales (SME) + simplificación</td>
<td>&gt; La política de cohesión maximizará el impacto en competitividad de la I+i actuando como un instrumento de creación de capacidades a través de la Especialización Inteligente (smart specialisation), basada en mecanismos de aprendizaje y habilidades críticas en Regiones y Estados Miembros + posibilidades interregionales</td>
</tr>
</tbody>
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