



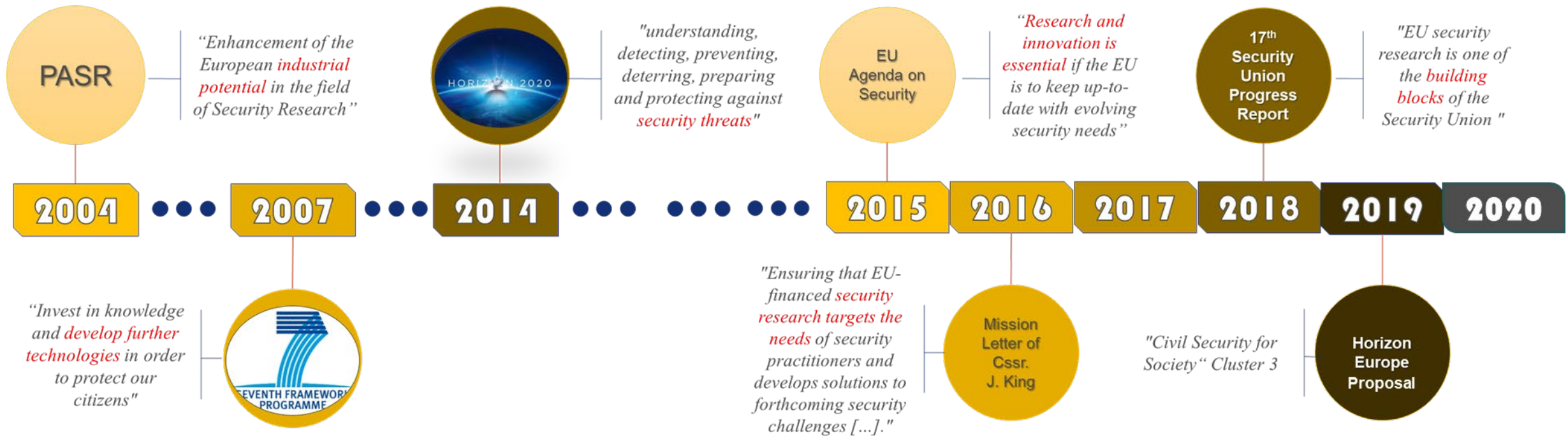
Opportunities for SMEs in EU-funded Security R&I

Workshop - Cyber Security Opportunities in Horizon Europe

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EU-funded Security R&I: Then and now



A new policy context

- **Policy priorities of the Commission, 6 headline ambitions:**
 - Including “An economy that works for people”, “A Europe fit for the digital age”, “Protecting European way of life”, “A stronger Europe in the world”
 - Role of innovative technologies / Importance of ensuring protection of citizens
- **Security priorities of the Commission:**
 - Strategic priority – A strong European Security Ecosystem
 - EU research innovation and technological development for security as key enabler
- **Industrial strategy for Europe:**
 - Boost investment and competitiveness of EU industry (including SMEs)
 - Security policies to adapt this framework to the specificities of the sector

Why SMEs and Start-ups?

- The EU must master the technologies that are crucial for its security
- Need for a specialised, strong and competitive EU security industry
- 25 million of SMEs (99% of all European firms) are the backbone of our economy
- Innovative SMEs and high-tech Start-ups can transform EU security capabilities
- We need to create a favourable environment to help SMEs bring innovation to the EU security market

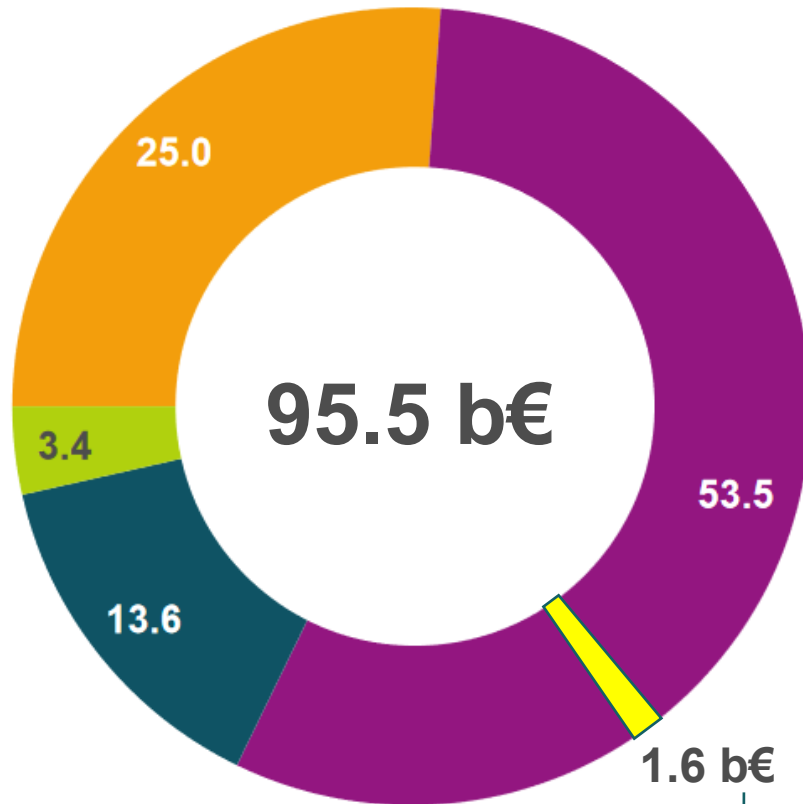
Horizon Europe Structure

HORIZON EUROPE



* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme

Horizon Europe Budget



Political agreement December 2020
€ billion in current prices

- Excellent Science
- Global challenges and European ind. comp.
- Innovative Europe
- Widening Part and ERA

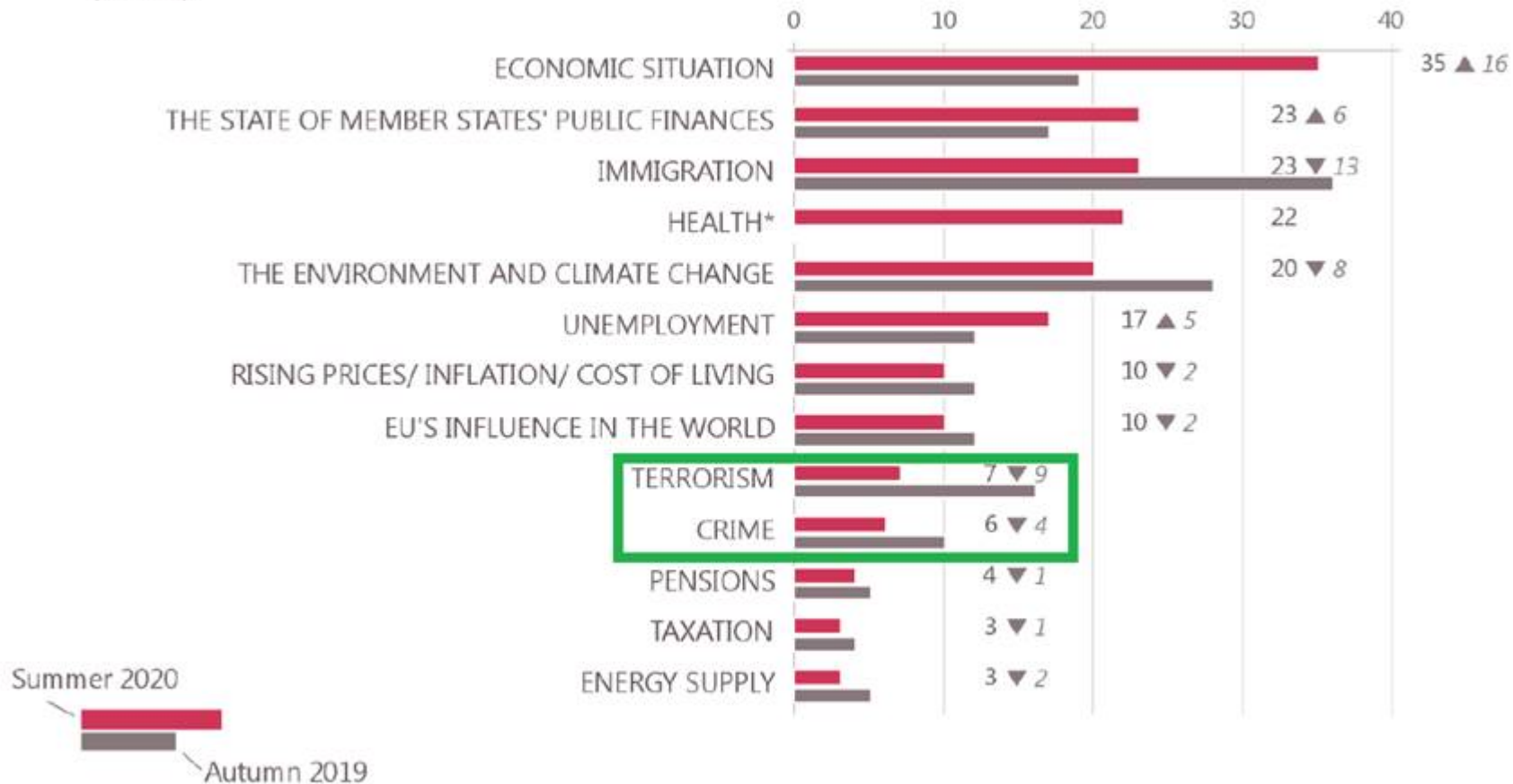
Cluster 3 – Civil Security for Society



* Including €5.4 billion from NGEU –Next Generation Europe –programme of EU for Recovery from COVID-19 crisis

Horizon Europe Budget – Addressing priorities

QA5 What do you think are the two most important issues facing the EU at the moment? (MAX. 2 ANSWERS)
(% - EU)



In autumn 2019, the question was put to half the sample (split A)

HE CLUSTER 3: Civil Security for Society

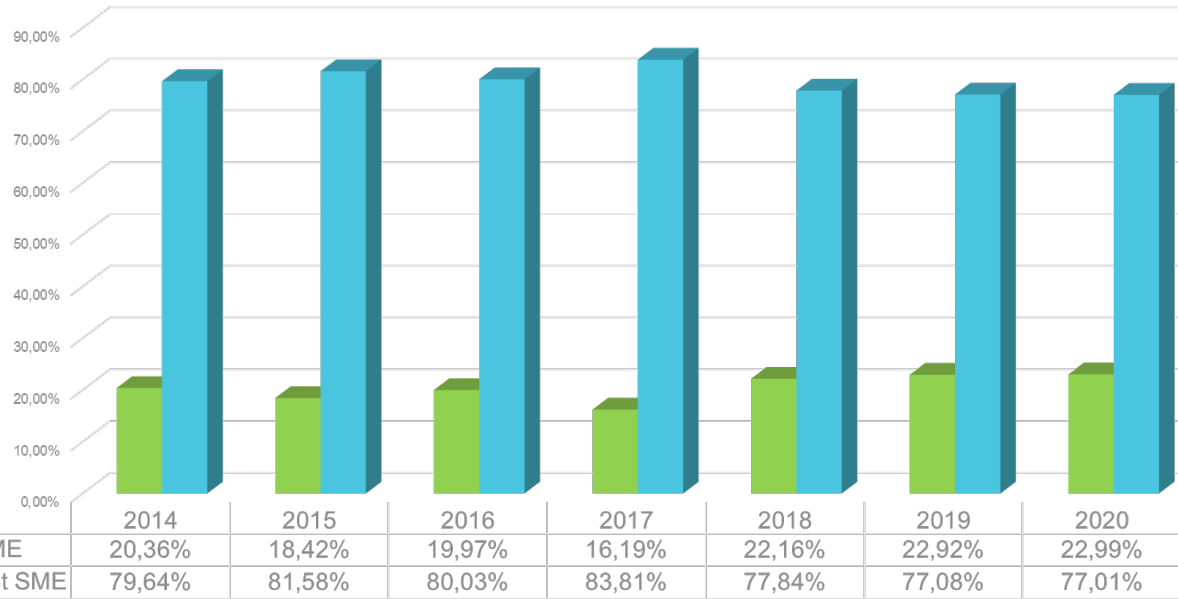
- A work programme structured in 6 destinations



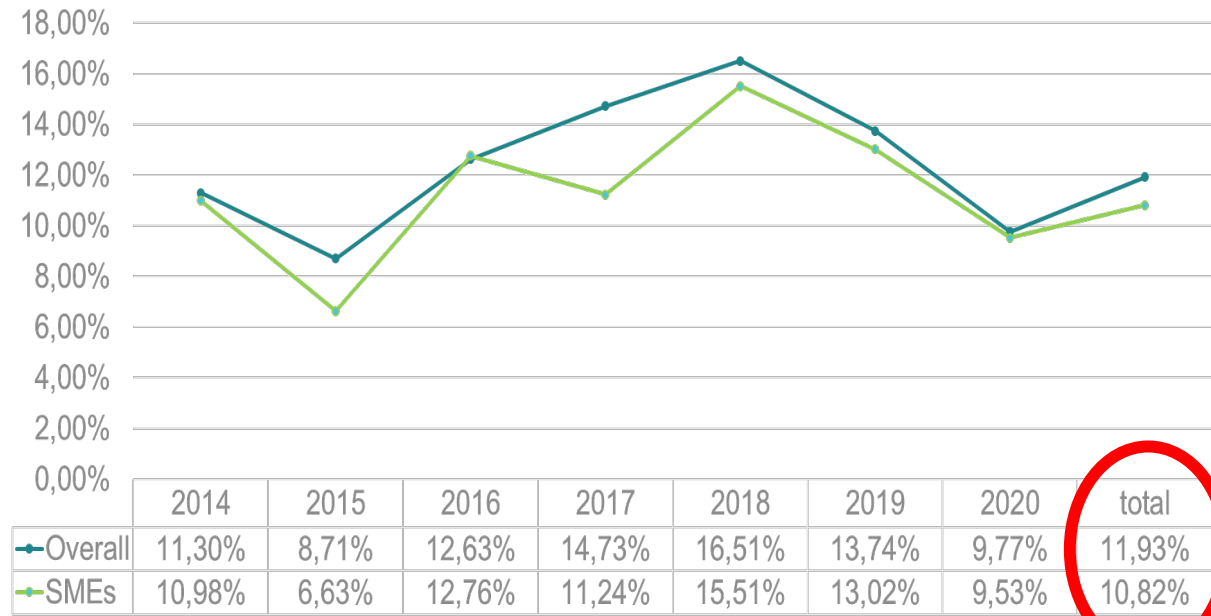
Supporting EU policy priorities
Addressing Capability needs and gaps
Ensuring ethical outcomes that are supported by society
Exploiting synergies and creating market opportunities

SME participation numbers

Budget allocated to SMEs per year grand total 20,66% - figures without the 5% allocated to the SME instrument

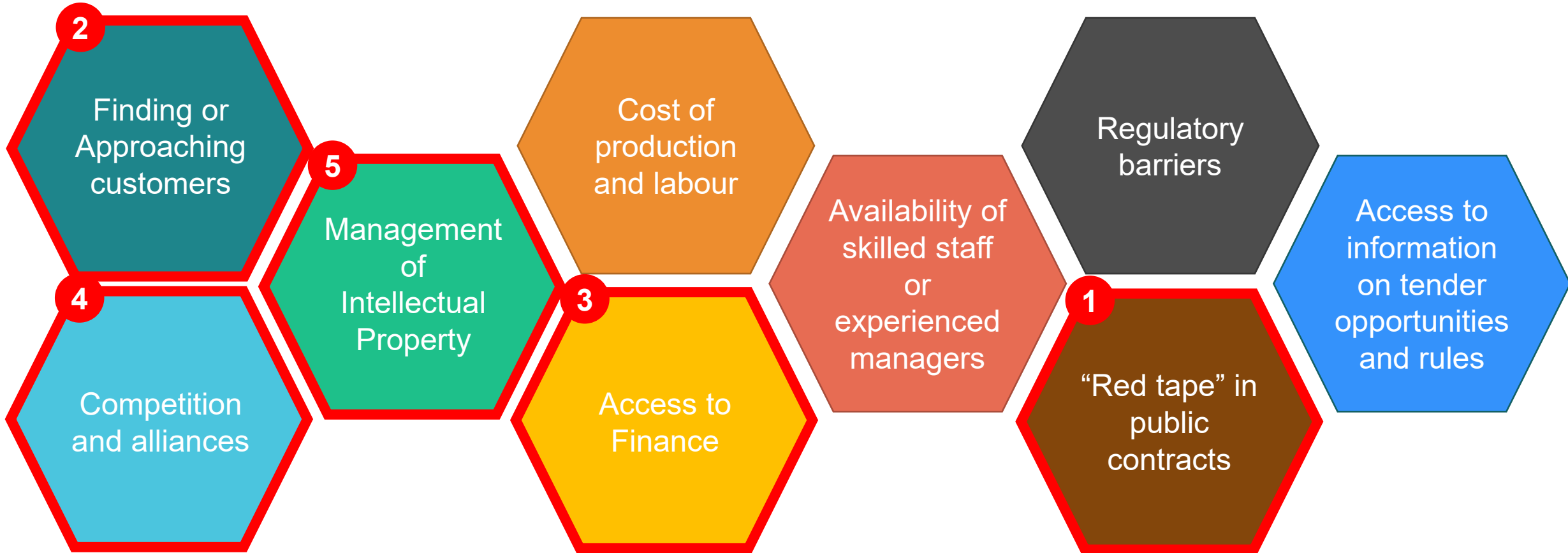


H2020 SC7 success rate overall vs SMEs



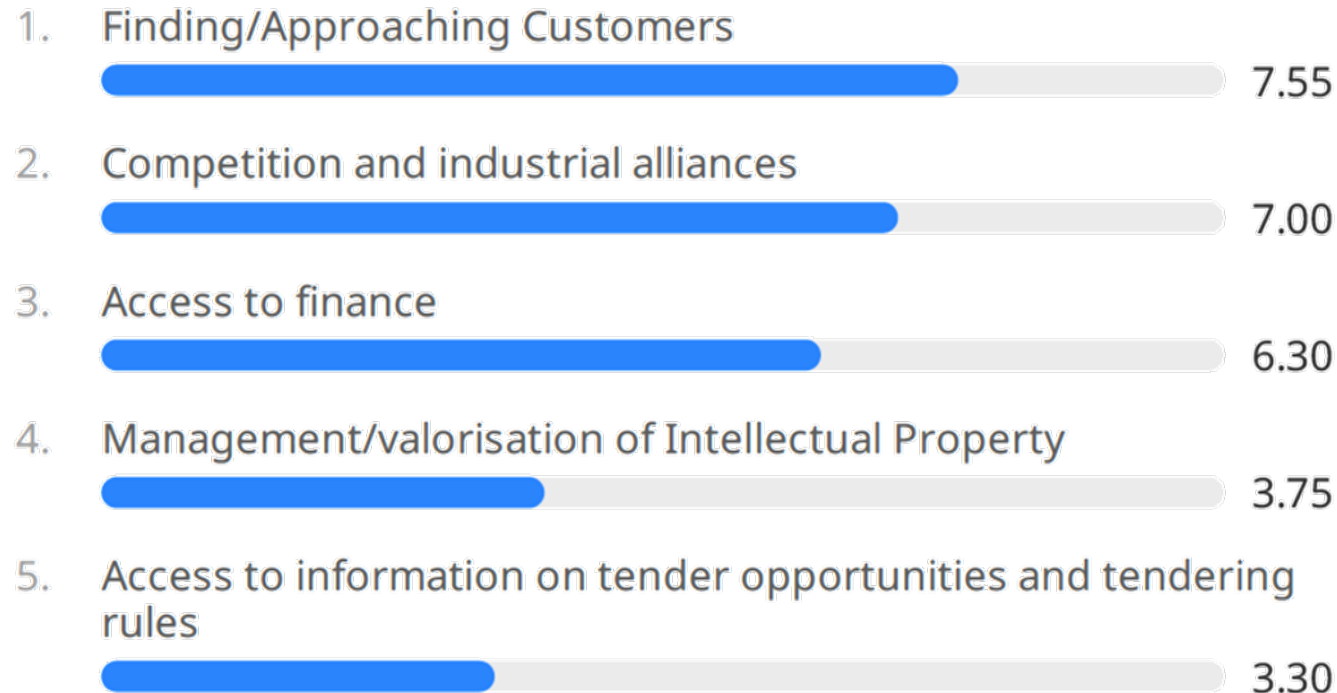
Year	2014	2015	2016	2017
Requested funding	355.218.310,00 €	570.142.207,71 €	264.325.712,76 €	308.197.354,43 €
Received funding	39.017.450,52 €	37.815.605,42 €	33.715.739,93 €	34.630.761,32 €
Year	2018	2019	2020	total
Requested funding	321.502.798,41 €	471.238.605,30 €	671.543.305,57 €	2.962.168.294,18 €
Received funding	49.859.831,07 €	61.369.473,93 €	63.973.747,72 €	320.382.609,91 €

Obstacles for SMEs and Start-ups



Benefits of participating in EU security R&I

Do you think that the participation of SMEs and start-ups in EU-funded security R&I projects can help them to address any of these obstacles?
(1/2)



Market uptake of SME innovation

- The habits of successful SMEs when engaging in EU-funded R&I:
 - Know your product, its market and potential customers base before engaging in research and build your strategy basing on that.
 - Have a clear vision of the percentage of work that remains from the current state of development until the product can be positioned in the market. The choices of participation in R&I projects and of using different instruments (e.g. HE Pillar 2 or Pillar 3) will vary depending on what is left to be done.
 - Keep a strong product-focus during project with the clear idea of a market afterwards.
 - Exploit the non-tech aspects of the projects and use them to enter into the market ecosystem.

Opportunities

- Opportunities & resources for security SMEs to develop innovative solutions, scale-up their production, create a business and approach customers.
 - [Cluster 3 of Pillar II](#) and the [EIC of Pillar III](#) are complementary and not mutually exclusive.
 - The programme offers support to SMEs through different services:
 - [The EIC Business Acceleration Services](#)
 - [Horizon Results Booster](#)
 - [European IP Helpdesk](#)
 - Get support from your National Contact Points!

Thank you!!

Getting started

Are you interested in applying for funding through the Horizon Europe?
On the [Funding and Tenders Portal](#) you can see which topics are currently open for applications.

Check out the on-line training [webinars](#)

You can read more about the Horizon Europe programme at the [Horizon Europe web page](#).



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