

## SME Instrument (Horizon 2020)

The SME instrument, part of Horizon 2020 Programme, supports close-to-market activities, with the aim to give a strong boost to breakthrough innovation with a market-creating potential. Highly innovative SMEs with a **clear commercial ambition** and a potential for high growth and **internationalisation** are the prime target. SMEs can join the programme autonomously or in partnership with other SMEs.

Beneficiaries are SMEs willing to develop innovative products, services, processes or business models to increase their competitiveness on global market.

These SMEs should lead a “**Disruptive Innovation**” in the meaning that they should be able of strong impact on the market.

Eligible expenditures for SME Instrument regard the staff, equipment, services and travel expenses. The instrument is constituted by three phases, subdivided as it follows:

### 1) Phase 1. Feasibility study - From idea to concept (6 months)

Phase 1 helps you get a grip on the R&D, technical feasibility and commercial potential of a ground-breaking, innovative idea and develop it into a credible business plan for scaling it up. Projects will receive a lump sum of €50 000 and should last around 6 months.

### 2) Phase 2. Innovation- From idea to market (1-2 years)

Phase 2 helps you develop your business concept further into a market-ready product, service or process aligned with your company's growth strategy. Activities could, for example, include trials, prototyping, validation, demonstration and testing in real-world conditions, and market replication. Projects could receive between € 0.5 and € 2.5 million and should normally take 12 to 24 months to complete.

### 3) Phase 3. Commerce- launch on the market

This phase does not foresee any other source of financing, nevertheless, constant support to introduction and development of the service/product on market is provided. Business acceleration services are offered in the form of training, links to investors, partnering and networking with other SME clients and larger firms and services to help you access international markets, e.g. via participation in overseas trade fairs.

Projects will be evaluated according to three essential criteria: **EXCELLENCE of the project idea, IMPACT on the market and quality in describing OPERATIONAL DETAILS of the project.**

Projects presented in Phase 1, in a scale ranging from the project idea to the product/services to be launched on market, should be in a development phase related to the TRL 6: Technology Readiness Level, such as “technology demonstrated in relevant environment”.

**TRL - Technology Readiness Level**

<b>TRL 1</b>	Basic principles observed and reported
<b>TRL 2</b>	Technology concept and/or application formulated
<b>TRL 3</b>	Analytical and experimental critical function and/or characteristic proof of concept
<b>TRL 4</b>	Technology validated in laboratory environment
<b>TRL 5</b>	Technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
<b>TRL 6</b>	Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
<b>TRL 7</b>	System prototype demonstration in operational environment
<b>TRL 8</b>	System complete and qualified through test and demonstration
<b>TRL 9</b>	Actual system proven in operational environment

SMEs interested to, can present their candidature for the Phase 1 or for the Phase 2 or 3, depending on the state of progress of the product/service.

Below, there are the deadlines for Phase 1 and Phase 2 foreseen for the three-year period 2018-2020.

Year 2018		Year 2019		Year 2020	
Phase 1	Phase 2	Phase 1	Phase 2	Phase 1	Phase 2
08/02/2018	10/01/2018	13/02/2019	09/01/2019	12/02/2020	08/01/2020
03/05/2018	14/03/2018	07/05/2019	03/04/2019	06/05/2020	18/03/2020
05/09/2018	23/05/2018	05/09/2019	05/06/2019	02/09/2020	19/05/2020
07/11/2018	10/10/2018	06/11/2019	09/10/2019	04/11/2020	07/10/2020

**JO Consulting Ltd**

Headquarters: 37 Mario Sangiorgi Street– 95129 Catania (Italy)

Phone +39 095 7463250

VAT 03478260874

[www.joconsulting.eu/en](http://www.joconsulting.eu/en) - [info@joconsulting.eu](mailto:info@joconsulting.eu)