

Euro-Macedonian Knowledge Innovation Center EMKICE

Skopje, 18.12.2013 – Business Forum - Organized by Municipality of Gazi Baba



**Capacity Building
for
Synchronized Action Based on Institutional Partnership
Aiming Successful Usage of EU funds
(Public Sector; SME's & Industry; Academic Sector; R&D; NGO's)**



Agenda

Looking into the near future: 2014-2020

➤ Introduction of Emkice (1)

- The goals & What we do
- The events and work done

International recognized organization who protects Interests of Macedonian Companies.

➤ The EU Funds and Grants (14)

- The History (FP7 & CIP)
- The Future (Horizon 2020 & COSME)

General framework: H2020 - Why?

What is new in H2020

Proposed structure and content

Why COSME?

COSME in a nutshell

To learn for the opportunities From first hand.
To receive guidance for next Funding period.

➤ The Problem (1)

- Lack of (Information's, Knowledge, Initiatives, Networking, Communication)

To act together for successful and sustainable usage of EU funding.

➤ The Solution (3)

- Synchronized Actions, Events, EU Funding Strategy

➤ Conclusions,(1)



1. Introduction of Emkice





БИЗНИС ФОРУМ 2013

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развијните производици и партнерството

Introduction of Emkice





БИЗНИС ФОРУМ 2013

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развојните предизвици и партнерството

Events by Emkice



The European Trade Association for Business Angels, Seed Funds, and other Early Stage Market Players



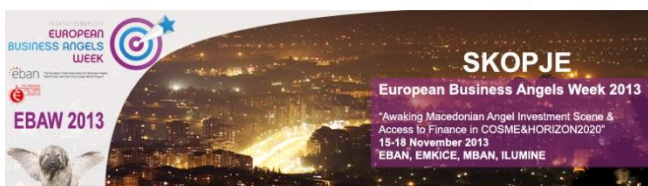
EU SUSTAINABLE ENERGY WEEK

24-28 JUNE 2013

ONE SMALL STEP FROM YOU
ONE GIANT LEAP FOR EUROPE



EUSEW.EU



1ST EUROPEAN BUSINESS ANGELS WEEK

EBAW 2013 in EUROPE www.eban.org

34 Countries in Europe
141 events in 70 Cities trough Europe
~21,750 Direct Participants;
~6,3 Million people touched
www.europeanangelweek.eu



Direct Support from politicians from European Commission:



Mr.Barroso Ms.Kroes Mr.Calleja

Highlights in Macedonia for One Week:

EBAW 2013 in Skopje, 15-18 November 2013 www.emkice.com

175 Direct Participants;
68 Talented students, 22 selected for second phase; (450 touched);
40 High Schools involved; 5 selected with best innovative teams;
20 Media followed the event;
18 Companies joined and supported the event;
9 Municipalities;
8 Organizations joined;
6 New potential Business Angels investors, despite existing ones;
4 Faculties (~4,500 students);
3 Universities (~14,400 students);
2 Business Start Up Centers joined;
1 Technology Park joined.

Booklet for Entrepreneurs went FREE to: 18,500 - 45,000 people

Expected:
18 top quality and Innovative Business Ideas and Start-Up's for the Event in December
and the pitching at the Match Making Event in Jan. 2014

Our web pages in November:
www.emkice.com and www.mban.mk visited by 31,859 visitors
Our FB social page:
www.facebook.com/mban.macedonia 46,680 people visited

www.eban.org

www.emkice.com

www.mban.mk

Per Year:

- 5 Info Days (Free);
- 5 Trainings (Participant Fee);
- 3 International Events



Invest In Innovation
The foundation for growth
2012-2020



EMKICE
18.12.2013



БИЗНИС ФОРУМ 2013

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развојните предизвици и партнерството

Introduction of Emkice

The goals & what we do!

Emkice trainings, part of clients, members, participants to trainings:



www.emkice.com , www.emkice.mk , www.mban.mk





**БИЗНИС
ФОРУМ 2013**

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развојните предизвици и партнерството

Introduction of Emkice

The goals & what we do!

Emkice in European Commission



More on:

www.emkice.com , www.emkice.mk , www.mban.mk



**Euro - Macedonian
Knowledge Innovation
Center - EMKICE**
www.emkice.mk
www.emkice.com



**БИЗНИС
ФОРУМ 2013**

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развијните предизвици и партнерството

Agenda

2. The EU Funds and Grants H2020 & COSME





The EU Funds and Grants History

Evolution of EU Research Framework Programmes

EU Framework programmes have been implemented since 1984 and are the main financial tools through which the EU supports R&D activities covering almost all scientific disciplines.

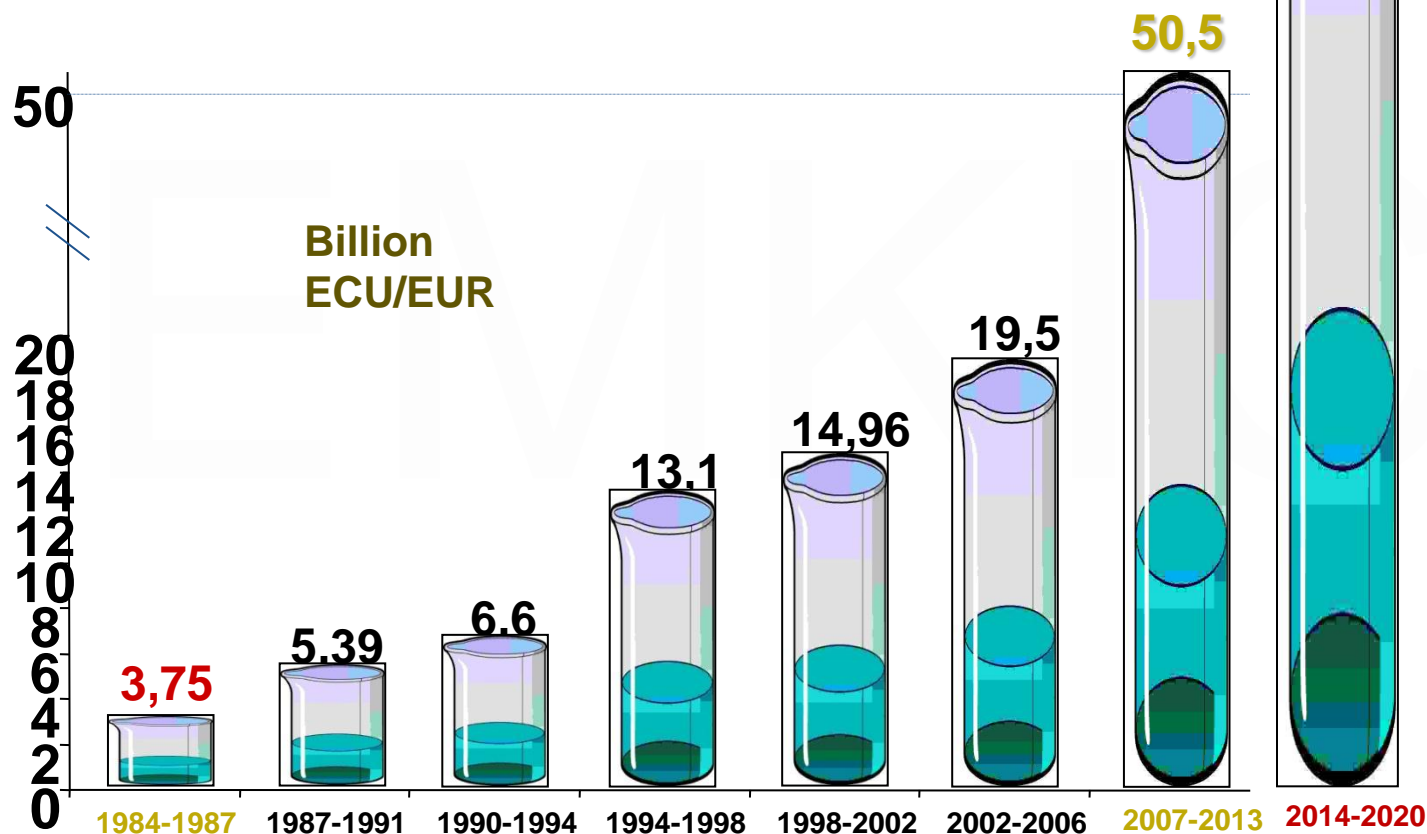
- 1957: EURATOM treaty; Joint Research Centre set up**
- 1971: COST programme is 1st attempt to stimulate cooperation**
- 1983: ESPRIT programme**
- 1984: 1st Framework Programme: 1984-1987**
- 1987: "European Single Act" – Research and Development becomes a Community responsibility.**
- 1993: Treaty on European Union; Upgrading the role of RTD in the EU.**

- 2002: 6th Framework Programme (2002-2006)**
- 2007: 7th Framework Programme for Research and Technological Develop.**
- 2014: Horizon 2020 and COSME (2014-2020)**



The EU Funds and Grants

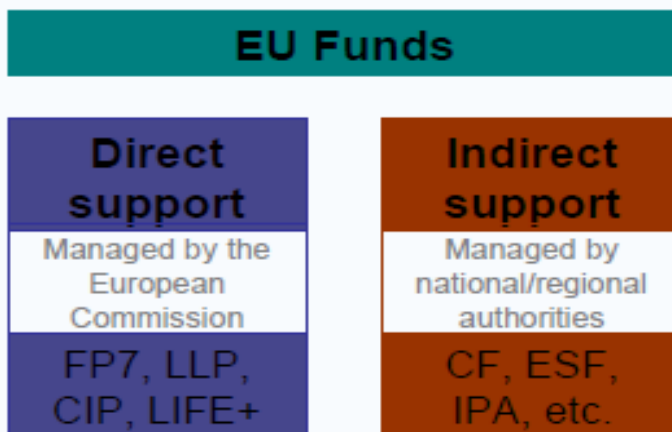
EU Framework programmes have been implemented since 1984 and are the main financial tools through which the EU supports R&D activities covering almost all scientific disciplines.





➤ Community Programme

- Direct application procedure
- Competition at European level



LLP: Lifelong Learning Programme, CIP: Competitiveness and Innovation Framework Programme
CF: Cohesion Fund, ESF: European Social Fund, IPA: Instrument for Pre-Accession Assistance



The EU Funds and Grants

Topic	IPA	COST	ERDF	ERASMUS MUNDUS	TEMPUS	Life Long Learning	CIP	LIFE +	FP7
Access to finance							<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
Networks and clusters	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
SME support services	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
Entrepreneurship	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Support to innovation			<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
RTD		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Human capital	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>
Investment	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>



1. Excellent science

1. *The European Research Council*
2. *Future and Emerging Technologies*
3. *Maria Sklodowska-Curie actions*
4. *European research infrastructures*



2. Industrial leadership

1. *Leadership in enabling and industrial technologies*
2. *Access to risk finance*
3. *Innovation in SMEs*

3. Societal challenges

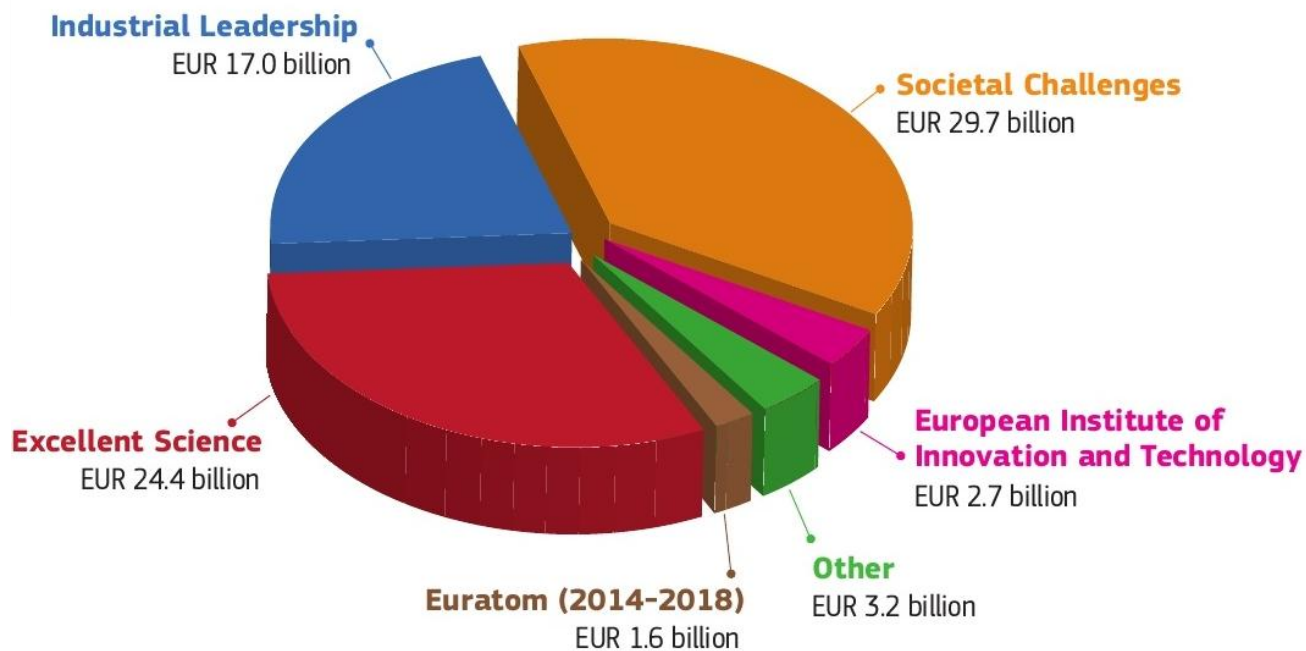
1. *Health, demographic change and wellbeing*
2. *Food security, sustainable agriculture and forestry, marine and maritime and in land water research & the bioeconomy*
3. *Secure, clean and efficient energy*
4. *Smart, green and integrated transport*
5. *Climate action, environment, resource efficiency and raw materials*
6. *Europe in a changing world – inclusive, innovative and reflective societies*
7. *Secure societies – protecting freedom and security of Europe and its citizens*



What is new in H2020?

The Budget Distribution, different from the previous period

HORIZON 2020 BUDGET (in current prices)





Europe 2020 Priorities

European Research Area

Shared Objectives and Principles

International Cooperation

Tackling Societal Challenges

- Health, Demographic Change & Well-Being
- Food Security & the Bio-Based Economy
- Secure, Clean & Efficient Energy
- Smart, Green and Integrated Transport
- Climate Action, Resource Efficiency, incl. Raw Materials
- Inclusive, Innovative and Secure Societies

EIT and JRC will contribute to addressing these challenges

Creating Industrial Leadership and Competitive Frameworks

- Leadership in Enabling & Industrial Technologies
- Information & Communication Technologies (ICT)
- Nanotechnology, Material, Manufacturing and Processing
- Biotechnology
- Space
- Access to Risk Finance
- Innovation in SMEs

Excellence in the Science Base

- Frontier Research (ERC)
- Future & Emerging Technologies (FET)
- Skills & Career Development (Marie Curie)
- Research infrastructures

Simplified Access

Coherent with Other EU and MS Actions





Work Programme (WP) 2014



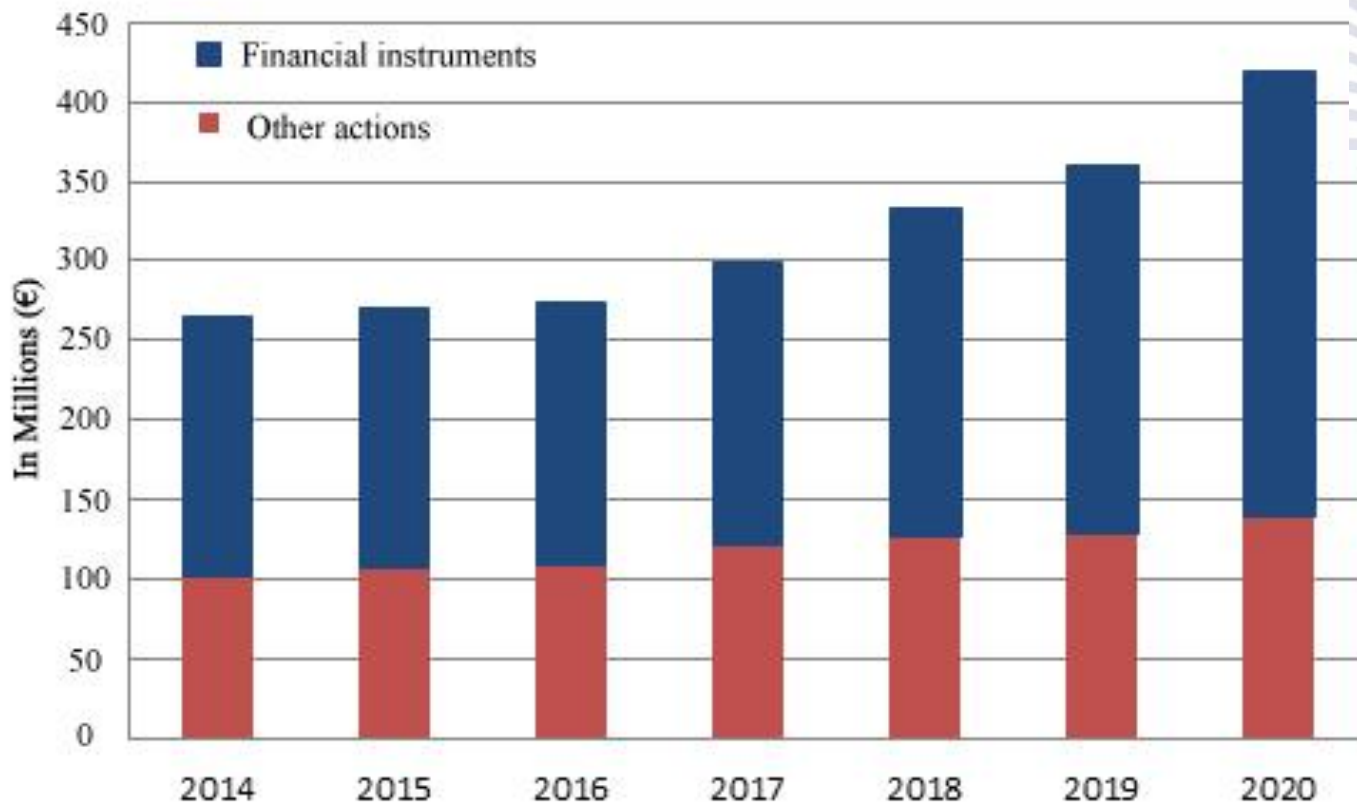
WP 2014 sets out **34 actions** with a budget of **€260 million.**

WP 2014 is structured upon the 4 specific objectives of COSME legal base:

1. Access to finance
2. Access to markets
3. Framework conditions for enterprises
4. Entrepreneurship and entrepreneurial culture



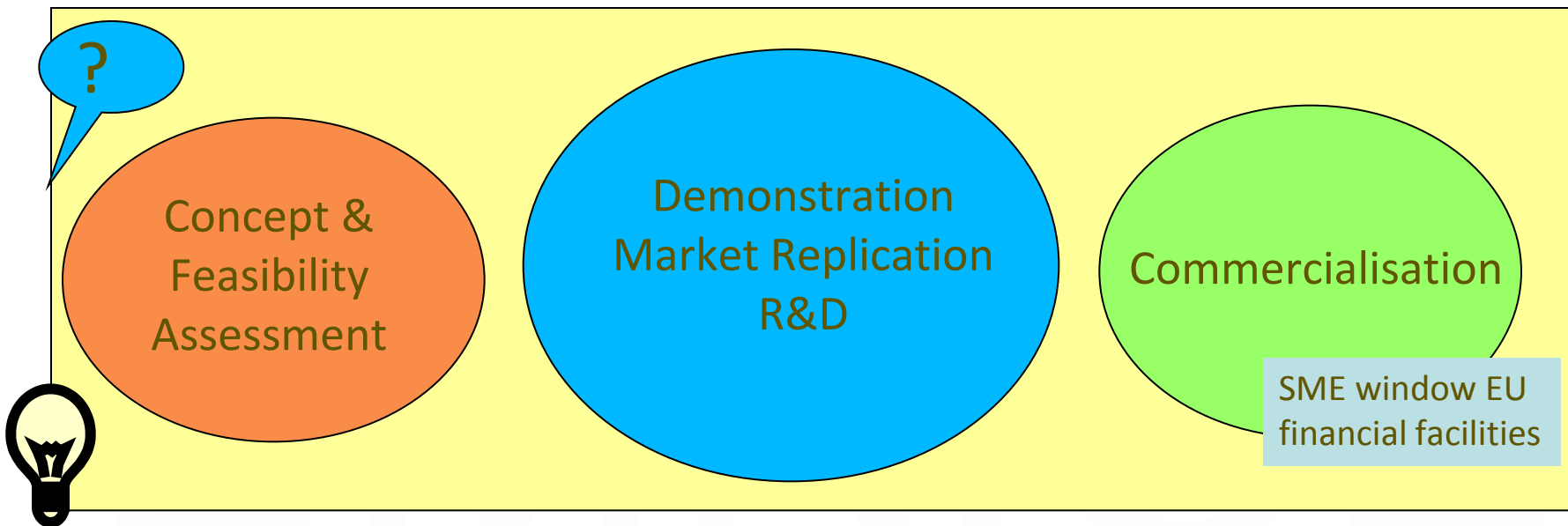
COSME budget profile



COSME

Programme for the
Competitiveness of
Enterprises and SMEs
2014-2020





Idea to concept, risk assessment, technological & commercial feasibility

Demonstration, prototyping, testing, market replication, scaling up, miniaturisation, research

Quality label for successful projects, access to risk finance, indirect support

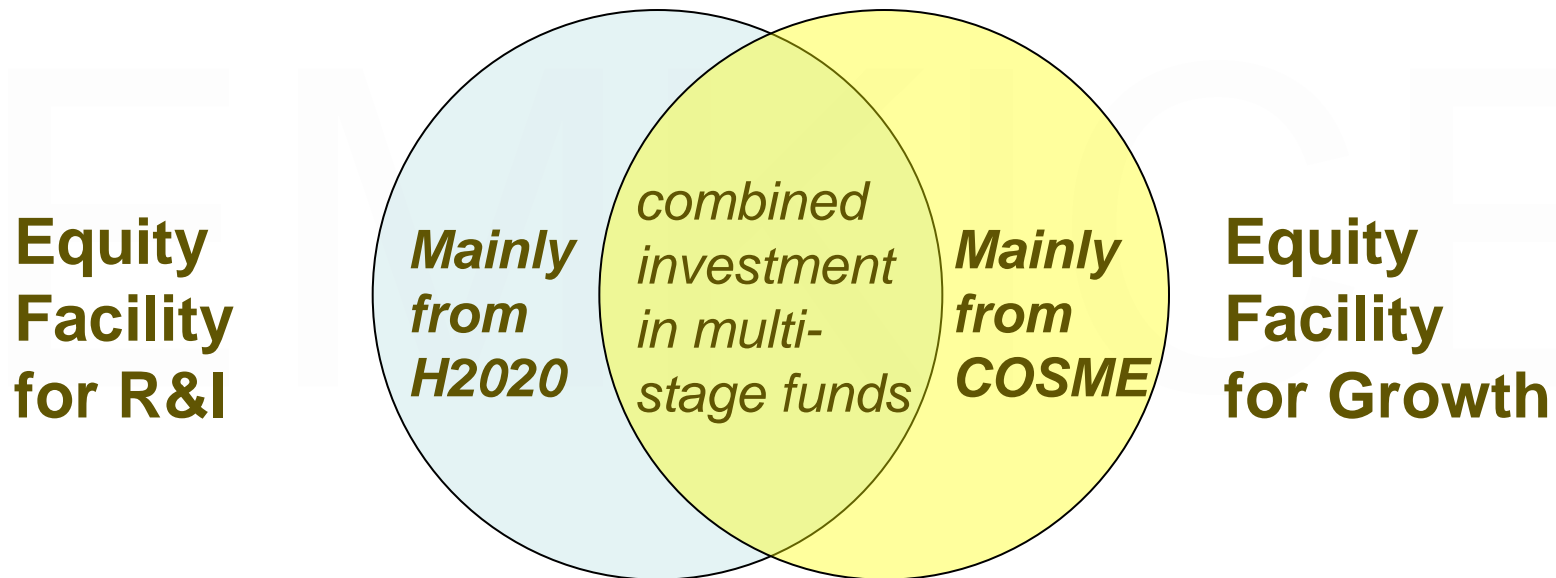
IDEA

continued support throughout the project

MARKET



Two complementary facilities working together to support access to risk capital and stimulate the development of the VC industry



from start-up/early stage \longleftrightarrow to expansion/growth stage
may make growth investments \longleftrightarrow *may make early-stage investments*
up to 20% of total EU investment



БИЗНИС ФОРУМ 2013

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развијните предизвици и партнерството

COSME 2014-2020

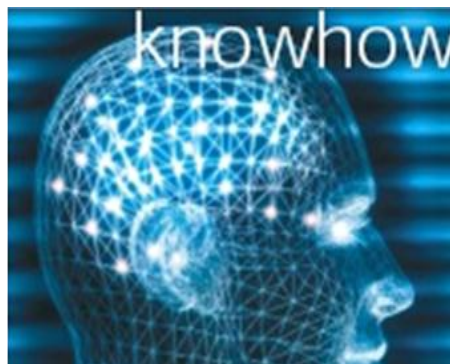


Companies can apply





3. *The Problem*





Lack of Information Flow and Lack of knowledge for proposal preparation and applications:

- We do not have network of information points;
- Municipalities do not have EU funding Unit;
- Companies do not have EU funding Unit, nor certifies EU funding manager as employee
- No existing communication channel >

Hard to find quality partners for consortium:

- Get out of the crisis;
- Contribute solving Europe's key challenges;

INNOVATIVE MEANS OF COMMUNICATION





4. *The Solution*





БИЗНИС ФОРУМ 2013

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развојните предизвици и партнерството

4. The Solution

Learning from The Best in Europe

The Valencia Region

An example of a

- Private Sector Initiative and
- Public Private Partnership.



ERRIN – Organization of the 100 regions in EUROPE, Director

FIELDS: Biotechnology, Transport, Health, Energy and Climate Change, Mechanical E Nanotechnology, ICT, Food...



Valencia Region in Skopje
Director, H.M. Revuelta

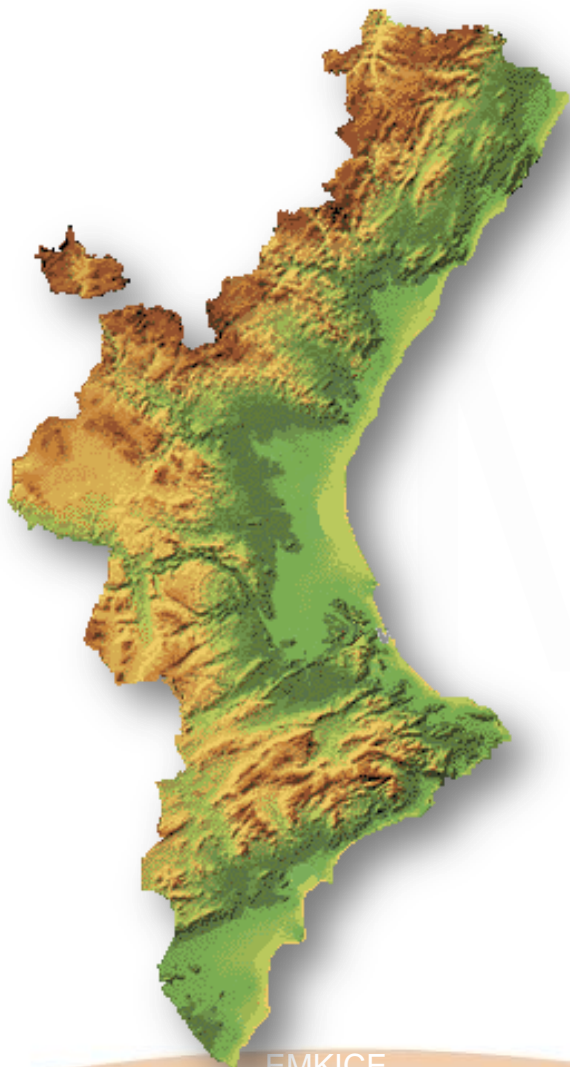


Poland biggest region
Director





4. The Solution



EUROPEAN PROJECTS WITH THE FCVRE INVOLVEMENT

Number of approved projects

105 projects + 7 initiatives

Valencian budget of approved projects

85.57 Mio. €

Total budget of approved projects

200.12 Mio €

Projects under evaluation

30 projects approx.



4. The Solution

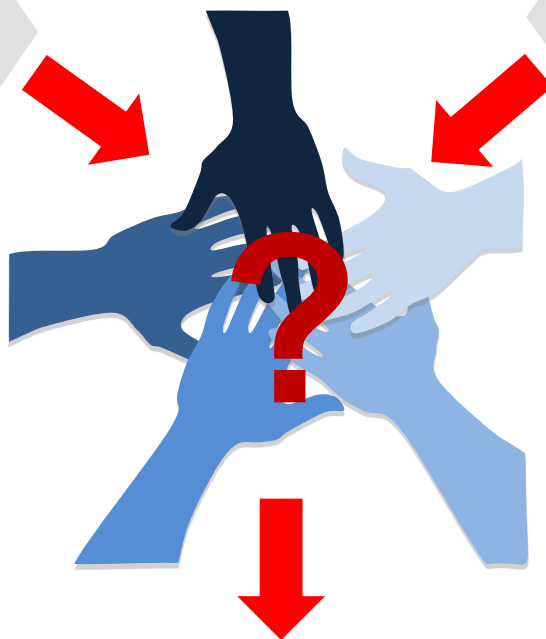
A NEW INSTRUMENT FOR THE SKOPJE REGION Public Private Network (PPN)

Public sector

Regional
and local
administrations
Public organizations
Agencies

Private sector

Start Up Companies
SME's
Large Companies
Energy saving banks
Chambers of Commerce
Universities
Pro. Associations



GAIN IMPORATNCE IN THE EU ARENA



БИЗНИС ФОРУМ 2013

18.12.2013 | СКОПСКИ САЕМ | ДИПЛОМАТИК САЛА

развојните предизвици и партнерството

4. The Solution



<http://www.covenantofmayors.eu>



<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>



<http://ec.europa.eu/enterprise/initiatives/cosme/>

More on:

www.emkice.com , www.emkice.mk



“Every morning in Africa, a gazelle wakes up. It knows it must run faster than the fastest Lion or it will be killed.

Every morning a lion wakes up. It knows it must outrun the slowest gazelle or it will starve to death.

It doesn't matter whether you are a lion or a gazelle. When the sun comes up, you better start running.”

**Jack Perkowski CEO – ASIMCO Technologies,
African proverb, translated from mandarin
written on his factory floor**