



Deliverable 5.3

Consortia/Networks

BioLinX WP5



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1 Introduction

Providing advice on public financing to the BioLinX participants, i.e. organisations intending to further develop and/or commercialise the results of past or ongoing FP7 and H2020 projects is an important corner stone of the BioLinX Innovation Support Programme. Task 5.3 “Advice on public financing” further defines the envisaged activities:

Networks and consortia of participants resulting from the Innovation networking activities and the incubation process will receive advice on the most suitable public funding opportunities available. Together with project partner PNO and EUnlimited, they will be able to develop a financing strategy for their idea and will learn how to further develop and fund their business development and overcome market barriers e.g. related to proof-of-concept, overcoming non-technological barriers through e.g. demonstration projects. The most applicable funding opportunities will be illustrated with examples in combination with a methodology to use the public funding in strategic manner, and respond to programme criteria (consortium building, focus proposals on the programme requirements, building a sound project budget).

The target with regard to the number of BioLinX participants and their potential project partners, i.e. consortia/networks, to be advised on public funding is set at 30. In Annex I of the Grant Agreement, Deliverable D5.3 “Consortia/Networks” is described as follows: “30 participants consortia/networks advised with regard to public funding”.

In the following, this report will explain how the target of advising 30 BioLinX participants and their consortia/networks with regard to public funding has been achieved during the BioLinX project.



2 Advice on public funding provided during BioLinX

Based on an initial needs analysis, BioLinX participants (organisations willing to further develop/commercialise results of FP7 or H2020 projects) were offered tailored-made support, based on the BioLinX Innovation & Support Programme. In many cases, advice on available public funding opportunities was one of the main needs expressed by the BioLinX participants and their consortia/networks. This support was individually provided to the BioLinX participants, often in combination with other types of support such as incubation (project development) and/or linking or as part of the Finance Academy. In addition to the individual support provided, the BioLinX partners also tried to reach a broader audience through providing funding advice during webinars and event presentations.

2.1 Advice on public funding as part of individual (incubation) support

Individual advice on public funding was provided in a number of different forms, often in conjunction with incubation support and/or linking:



- **Grant scan:** Analysis of suitable funding opportunities, including funding conditions, main programme requirements, success chances and examples, based on the nature and current status of the innovation and the envisaged next steps;

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- **Review of project ideas/call-fit analysis:** In-depth discussion of proposed project ideas and matching with suitable funding opportunities, incl. advice on further project development and completion of the consortium/network;
- **Support of project and proposal development:** Support of the BioLinX participants and their consortia/networks throughout the project development process and potentially review of draft proposals to maximize the success chances of the funding proposal.

In total, **30 BioLinX participants** and their consortia/networks were advised with regard to public funding in one of these ways. Table 1 lists the supported participants and the support they received. The different types of provided funding advice are highlighted in yellow.

#	Organisation	Project	Provided support
1	CONSIGLIO NAZIONALE DELLE RICERCHE Italy (CNR-IBAF)	AgForward	Development of LAND2BIO proposal
2	Fraunhofer ICT	BioStruct	Individual grant scan
3	Duale Hochschule Baden-Württemberg	COMPAC	Activity analysis & individual grant scan
4	Green Sugar	NEMO	Activity analysis workshop and individual grant scan, review of project ideas
5	Remondis	RECOMBIO	Individual grant scan
6	IBG GmbH	ENLIGHT	Grant scan & development SME instrument proposal
7	DBFZ	SECTOR	Advice on LIFE proposal, linking with exploitation partners, Grant scan, workshops for idea development, partner search, linking
8	ADM	BIOCONSEPT	Needs analysis, grant scan, linking technology provider, Grant scan and support concept development for LIFE stage 1 proposal
9	Polito	RETRACE	Development of NEWBOOM proposal, support to initiate concept and network of RUR-BLOOM proposal for H2020-RUR-2018-2020 - RURAL RENAISSANCE
10	Sappi	SmartLi	Grant scan
11	CMP/IBioIC	Confidential BBI	Grant scan/Project initiation
12	Sorba/KD	INBIOSOIL	Grant scan, review project ideas, development SME instrument phase 2 proposal
13	Biochemtex	BIOSKOH BBI	Grant scan
14	Energochemica	BIOSKOH BBI	Grant scan and linking with GI
15	Institute of Forestry and Agro-environmental Biology (IBAF)	AGFORWARD	Grant scan, linking, completion of network



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16	EuroMarket Cyprus	MAD4WATER	Grant scan in the area of bioremediation for waste water
17	Tecnaro	ECOBULK	Individual funding advice at Biopolymer event
18	Fraunhofer Umsicht	BioMates	Individual funding advice at Biopolymer event
19	Sabic	Zelcor	Workshop on bio-economy funding opportunities
20	AgriCon	AgriCloud P2	Grant scan, review of project ideas, patent and stakeholder analysis
21	amynova polymers GmbH	BERST	Grant scan
22	c-Lecta	PHARMASEA	Market study, connection with Bioeconomy Conference to present, review of project ideas
23	Emission Partner	03KB098 SuRIOx	Grant scan, review project ideas, partner search and support development of national funding application
24	EW Nutrition / EW group	WHEY2VALUE	Grant scan and workshop (identification of stakeholder and review project ideas)
25	Exipnos	SYNTHAFLEECE	Grant scan, partner search, support concept development of national funding application
26	Fraunhofer IFAM	BIO-MIMETIC	Grant scan, workshop, BBI advice, partner search, call-fit analysis
27	madebymade	EU BON	Grant scan, workshop, support development of LIFE proposal and 2 national applications
28	Platon	NEMO	Grant scan, workshop, call-fit analysis
29	Polykum e.V.	WinFur	Grant scan, partner search, support development proposal national research funding
30	EW Biotech	BIOCONCEPT	Grant scan, Linking to BBI project consortium

Table 1: Public funding advice per project

2.2 Advice on funding opportunities as part of the Finance Academies

During the entrepreneurial trainings and the Finance Academies, participating organisations have also received some personal advice on further suitable funding opportunities available. Based on their investment stage and technology, they were advised to apply for the relevant events organized by Europe Unlimited which are bringing together entrepreneurs seeking investment opportunities and investors. Entrepreneurs were coached and guided throughout the application process. The following **9 organisations** succeeded with their application based on the reviews of the selection committee and attended several events:

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#	First Name	Last Name	Organisation	Event
1	Carlos	Rodriguez-Villa	AlgaEnergy	European Venture Summit 2018
2	Martijn	Lopes Cardozo	Black Bear	European Venture Summit 2018
3	Tuomas	Mustonen	Paptic Ltd	European Venture Summit 2018
4	Maurizio	Crippa	Gr3n	European Venture Summit 2018
5	Ros	Vasbinder	Nettenergy	Cleantech Summit 2017
6	Kenny	Vanreppelen	Act&Sorb	Cleantech Investment Readiness Programme 2017
7	Juan	Medina	Kaffe Bueno	- Nordic Venture Forum 2016 - European Food Venture Forum 2017 Aarhus - Nordic Venture Forum 2017 - European Bio Economy Venture Forum 2018
8	Davide	Contu	Enerpaper srl	Buildinterest event 2018
9	Niels-Henrik	Norsker	Biotoxic	European Bio Economy Venture Forum 2018

Table 2: Organisations receiving funding advice as part of the Finance Academies

2.3 Advice on public funding through event presentations and webinars

In addition to the individual advice on funding opportunities provided to BioLinX participants, Dechema and PNO also organized 4 public webinars and held 6 presentations at bioeconomy events, to inform a wider audience about public funding opportunities suitable for the bioeconomy. Table 3 provides an overview of the webinars and events.

Event type	Date	Lead	Topics
Event	22/23 September 2016	PNO	• Presentation on public funding opportunities for the bioeconomy at the Italian Forum on Industrial Biotechnology and Bioeconomy (IFIB), Vicenza, Italy
Event	29 September 2016	PNO/ Rewin	• Public Financing workshop at the Biobased Delta Business Development Day in Bergen op Zoom, The Netherlands
Webinar	31 January 2017	PNO	• ERA CoBioTech's co-funded call for transnational research projects in the field of biotechnologies • funding priorities, main criteria, eligible organizations and countries and how to prepare a (pre-)proposal for ERA CoBioTech call
Webinar	6 April 2017	Dechema	• Introduction to the Bio-Based Industries Joint Undertaking (BBI JU) • Information about the annual call for proposals
Webinar	9 May 2017	PNO	• Marie Skłodowska Curie Actions (MSCA) and its sub programmes "IF - Individual Fellowships", "ITN - Innovative Training Networks" and "RISE - Research and Innovation Staff Exchange", their main criteria, eligible activities and the preparation of a 10 - page proposal.
Event	15 November	PNO	• Presentation of EU funding opportunities and success cases at the





Event type	Date	Lead	Topics
	2017		member gathering of Bioeconomy e.V. in Halle, Germany
Event	11 December 2017	PNO/ EUnlimited	• Master Class on EU funding for SME at the European Venture Contest Final in Düsseldorf, Germany
Event	15 February 2018	PNO	• EU funding for the bioeconomy presentation at the 5th Matchmaking Event “BioEconomy meets Industry and Science” goes international in Leipzig, Germany
Event	8 March 2018	PNO	• Session on “Analysis and opportunities of Public Private Partnerships and other European initiatives” at Bioket, Strasbourg, France
Webinar	12 April 2018	PNO	• The LIFE programme, main criteria and eligible activities • How to prepare a 10-page concept note

Table 3: BioLinX events on public funding

3 Conclusions

Throughout the project duration, the BioLinX partners **have individually advised 30 participants and their consortia/network with regard to public funding**. In addition, **9 participants of the Finance Academies were advised with regard to funding opportunities** and successfully applied to Venture Capital events. In sum, the BioLinX consortium advised 39 participants with regard to funding opportunities. Therefore, the target of “30 participants consortia/networks advised with regard to public funding” set for deliverable 5.3 has been achieved. In addition, a broader audience benefited from BioLinX advice on public funding through the 4 webinars and 6 event presentations.

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