



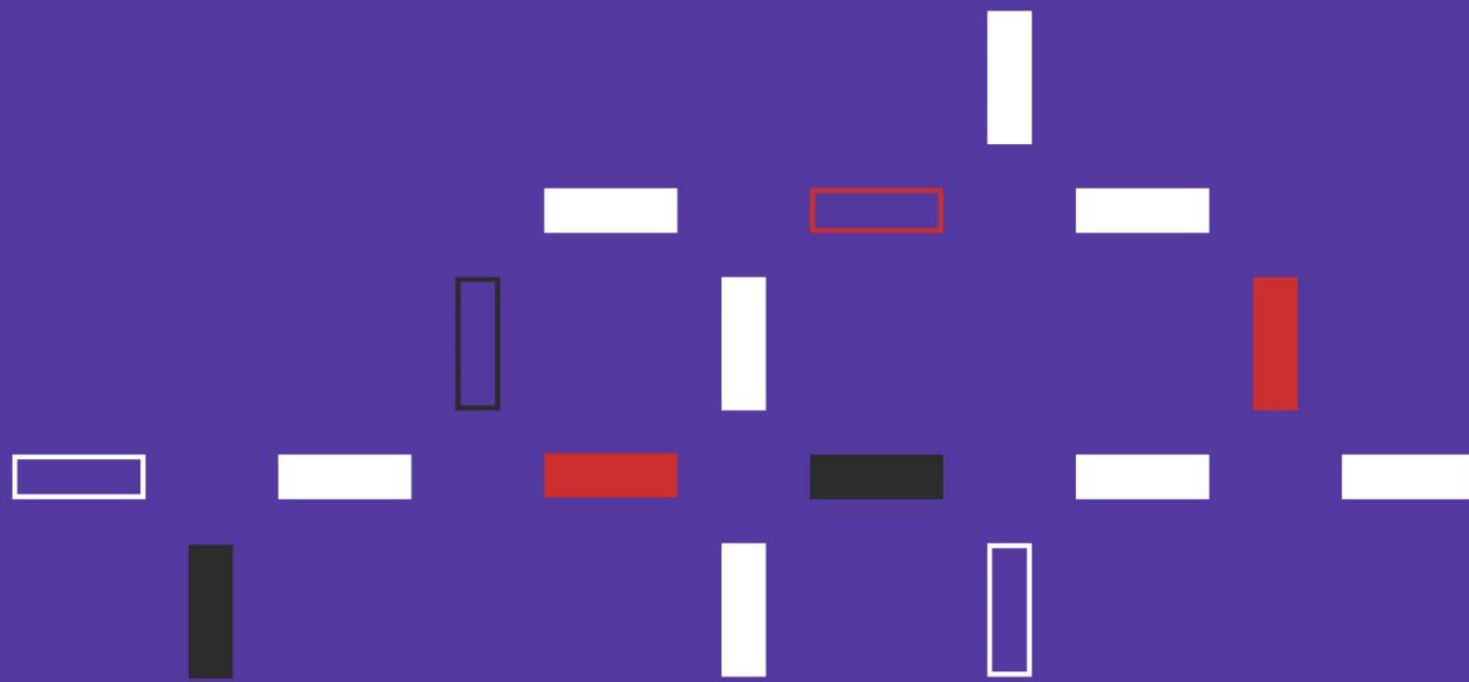
EIC Ecosystem Partnerships Programme

Gisela SANTOS

Project Advisor – EIC E-BAS Sector

EIC Pathfinder Beneficiaries' Day

20 November 2024



EIC Service Catalogue as part of the Ecosystem Partnerships



The **Ecosystem Partnerships** helps EIC projects via the EIC Service Catalogue

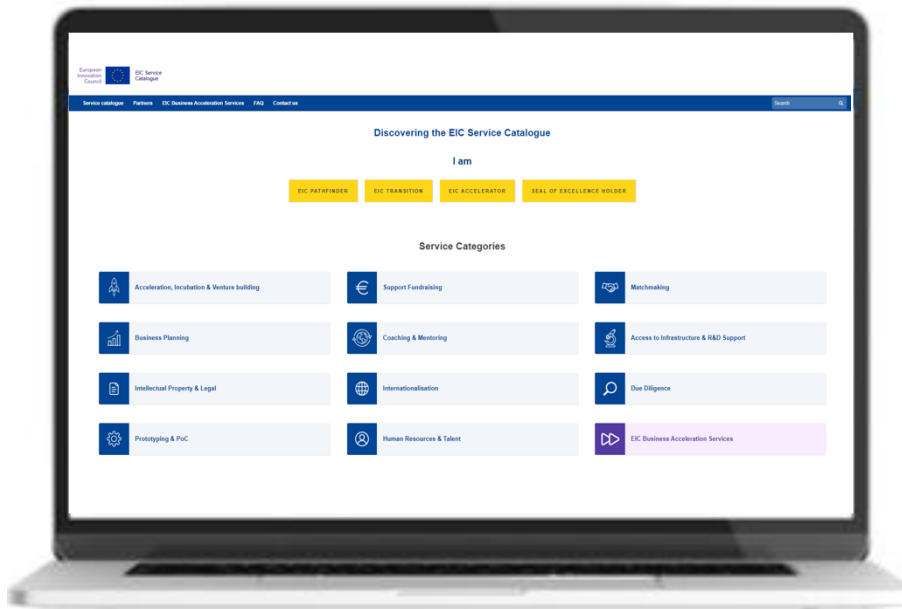
- get access to services from specialised innovation support providers and
- create strong and collaborative partnerships.

Duration: December 2021 – December 2025.





What can you find on the EIC Service Catalogue?



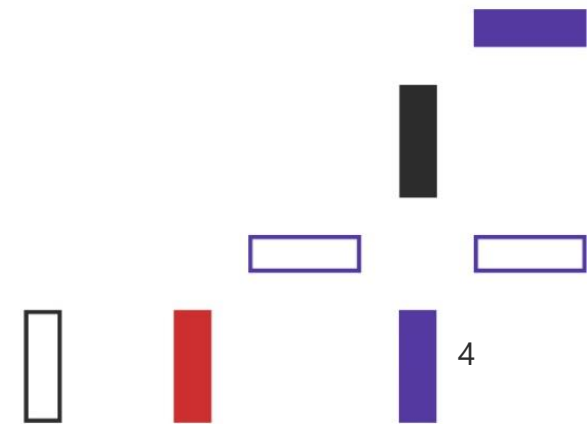
- Open access online catalogue with **150+ service providers** and **370+ innovation services**.
- Exclusively for **EIC projects** and **Seal of Excellence holders**.
- Displays **EIC service providers'** profiles and services classified into **11 Service Categories**.
- **Helpdesk** to connect EIC service providers and applicants.
- Access to **IP Due Diligence Experts (EUIPO)**.
- Access to **EIC ACCESS+ application forms - co-funding scheme -** to access catalogue services



<https://partnerservices.eisma.eu/>



Services for EIC Pathfinder



Categories of services for EIC Pathfinder Projects in the EIC Service Catalogue



Acceleration, Incubation and Venture Building

Access to Infrastructure & R&D Support

Business Models & Planning

Coaching & Mentoring

Due Diligence

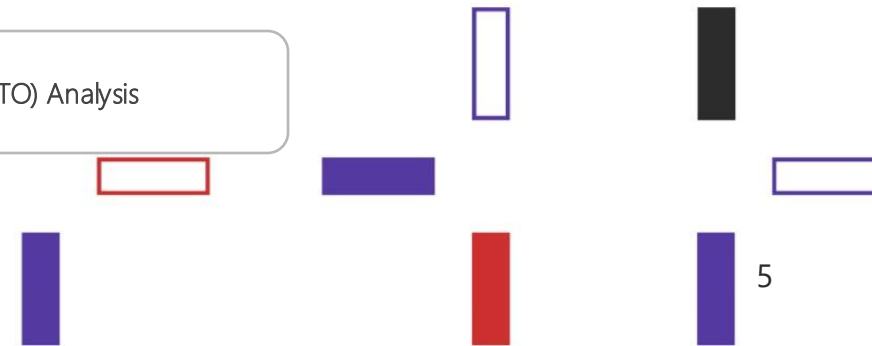
Specific Intellectual Property and Legal Advice

Market Analysis

Prototyping & PoC

Support Fundraising

Freedom to Operate (FTO) Analysis





[Accelerating the go-to-market of science-based ventures](#)

- Acceleration, Incubation and Venture Building.
- Sector agnostic.

Service description

A four-month acceleration programme onboards science-based projects from EIC Pathfinder and Transition programmes. The programme aims to support EIC beneficiaries in the pre-venture phase by providing tailor-made services. Our comprehensive service includes assessing the IP strategy, conceptualising business plans, forecasting financial needs, defining the fundraising strategy, integrating business profiles, and finalising legal documents necessary to establish a successful spin-off. The programme consists of various phases that include mentoring, coaching, business development, legal support, and networking. In case of necessity, we can assign an entrepreneurial profile to each project, which will work alongside the scientific team to ensure the future success of the spin-off companies participating in the programme.



[PSP Academy](#)

- Business Planning.
- Health and medical care, Life Sciences and New Materials.

Service description

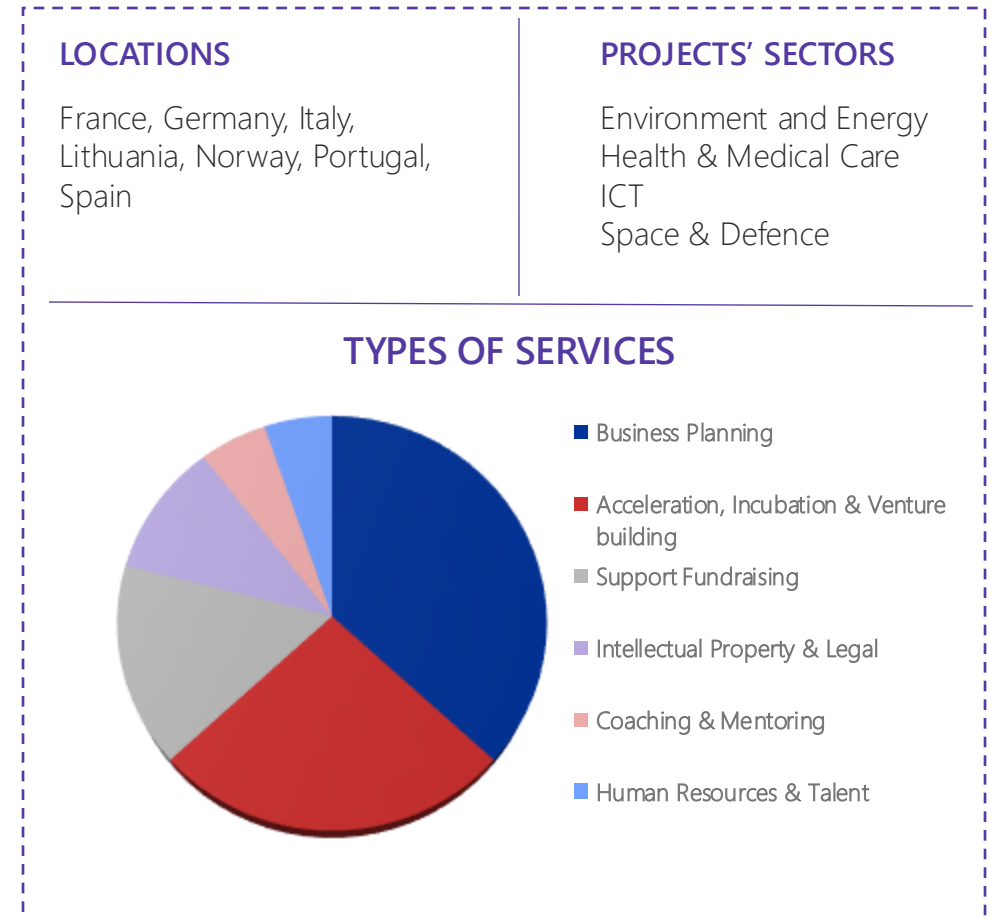
The Potsdam Science Park Academy (PSP Academy) comprises seminars, workshops, and business events offered to scientists, startups or company employees of the PSP, Berlin-Brandenburg area, the EIC beneficiaries from Pathfinder (TRL 1-4) and Transition (TRL 4-5/6) Programme interested in improving their soft skills, plan their future careers and founding their startup/company. The workshops are offered free of charge and held in English with a length of 4 hours. They are organised as in-person or online events depending on the topic and the expected audience. Topics may range from project and data management to strategic career planning, also topics that enable and enhance entrepreneurial thinking are included, such as: Discover your entrepreneurial potential, From research to market, Creation of academic spin-offs: transition from the academic sphere to the commercial sphere, From idea to prototype in half a day, PR for startups, Pitch training, Convince yourself with your startup idea!, Design thinking, Business model Canvas, Productive business meetings and ...and many more.



Application to services

EIC Pathfinder beneficiaries' applications

- **Number of applications:** 20 applications (>1 service/beneficiary).
- **Gaps and challenges:**
 - Boosting marketing capacity, market intelligence, speeding R&D through recruitment, finding equity from VCs and corporates for non-conventional nano-fabrication methods.
 - Comprehending the technological-market demand and alignment with market needs for renewable energy tech.
- **Feedback:** 90% satisfaction with services and positive impact.
 - Received help to better formulate the business plan and to perform market analysis
 - Helped address future needs in terms of getting further funding and pursuing advancing from TRL 3 to TRL 6.



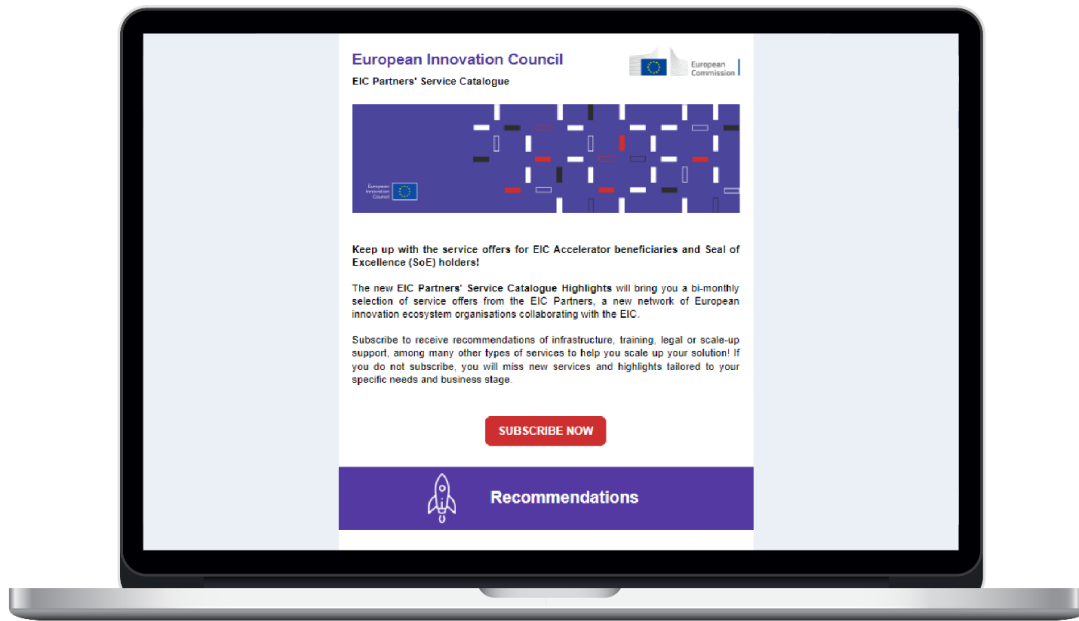


EIC ACCESS+ Project provides the Financial Support

- Financial support up to 50% of the service cost (some services can be for free)
- Maximum grant per beneficiary in the project is: **€60,000**, for one or more services
- Grant as lump sum payment based on service requirements
- All the services available in the EIC Service Catalogue are eligible for co-financing
- Every two weeks the applications will be processed and reviewed, and the selected projects will be informed via email



EIC Service Catalogue Highlights (newsletter)



[EIC Service Catalogue Highlights](#)



Sign up for the bi-monthly newsletter
EIC Service Catalogue Highlights!

You will find:

- Services tailored to your funding instrument and project stage;
- An overview of the Service Categories included in the catalogue;
- A briefing for EIC projects;
- The updated list of EIC service providers.



Need help?



- **Service Catalogue:** access the [F.A.Qs](#), contact Gisela Santos at EIC BAS Team or the Programme team (EURA) for support through the helpdesk: eicpartnerships-helpdesk@eic-bas.eu.
- **EIC Access+ team for co-funding:**
 - Antonio Zangrilli (Project Manager) at a.zangrilli@innova-eu.net
 - Magloire Fopokam at m.fopokam@innova-eu.net.
 - **FAQs:** eicaccessplus.eu/faq/
- Find useful [videos tutorials and briefs](#) to navigate through the EIC Service Catalogue.





Thank you!

www.eic.ec.europa.eu

@EUeic

#Eueic

© European Union, 2024

Reuse of this document is allowed, provided appropriate credit is given and any changes are indicated (Creative Commons Attribution 4.0 International license). For any use or reproduction of elements that are not owned by the EU, permission may need to be sought directly from the respective right holders.

All images © European Union, unless otherwise stated. Image sources: ©Tom Merton/Caia Image, #315243588; ©REDPIXEL, #220695664; ©Halfpoint, #180578699; ©bnenin #213968072; ©MyMicrostock/Stocksy, #3094437622021. Source: Stock.Adobe.com. Icons © Flaticon – all rights reserved.

