

Call for Research Results Valorization Services

ETRERA_2020 in brief

ETRERA_2020-Empowering Trans-Mediterranean Renewable Energy Research Alliance for 2020 Challenges is a project that addresses the future energy needs in the Euro-Mediterranean area by reinforcing collaborative research/innovation networks for supporting the development and application of renewable energy technology.

The idea of ETRERA_2020 is to improve S&T and entrepreneurial relationships between European Member States and neighbouring Mediterranean countries in the strategic field of renewable energy production, distribution and storage through a range of activities that bridge the gaps between research and innovation.

ETRERA_2020 is launching a call for expression of interest in **Research Results Valorization Services** provided by the ETRERA_2020 consortium.

The support for the valorisation of the results of research to researchers/entrepreneurs will be provided **free of charge**.

The research results valorisation services will be centred upon providing support services, to: to enterprises, start-ups/young innovators and researchers who want to turn into business their research idea performing innovation action or to improve their business/innovation capacities. To this aim, ETRERA_2020 will organise a call for **selecting** the most **promising innovation ideas** to be potentially exploited in the market of solar, wind & grid integration and it will organise Knowledge Transfer and R&D Services to support them and provide them with new sets of operational capabilities.

Rules for participation

The call aims to provide support services to enterprises, start-ups/young innovators **and researchers who want to turn into business their research idea** performing innovation action.

Most research outcomes, with potentialities to be exploited in the market of solar, wind & grid integration are, in fact, often neglected. To avoid the loss of potential innovation and progress, the project organise Knowledge Transfer and R&D Services to support researchers and innovators to provide them with new sets of operational tools and capabilities for them. The aim is to make proper use of the research results available and to transform them into viable business and market opportunities in the eco sustainable sector.

From 5 to 10 researchers/innovators, entrepreneurs presenting interesting projects/results will be chosen by a committee composed by EBN, Innova BIC and CNR-ITAE representatives. This

committee could be backed case by case by representatives of the ETRERA_2020 partnership located in the MPC.

The following indicators will represent the criteria for the final choice of the research results:

1. Potentiality of the entrepreneurial idea (max 40 points)
 - CVs of beneficiaries with proven track of participation to projects/activities related to wind, solar and grid integration sector at homeland or region during the last five years; (max 20 points);
 - Evidence based participation in events (presentations, dissemination material, bilateral meetings, etc...) and also visits and stays in research centers or institutions or companies;(max 20 points);
2. Level of innovation of the entrepreneurial idea (max 60 points)
 - Derived impact of the development of such projects to the society and benefits for the researcher activity(max 20 points);
 - Possibility for the research result to create occupation in the future in the sector of pertinence (max 20 points);
 - Possible sustainability of the application of the research result on the market (max 20 points);

Organisations and experts to provide support for Knowledge Transfer and R&D Services will be chosen specifically on the base of their experience and knowledge in the field of interest for the call (solar, wind, grid integration). A committee composed by EBN, Innova BIC and CNR-ITAE representatives will analyse the candidatures selecting the most suitable ones.

The plan for the technical assistance will be defined in details between the applicant and expert(s) providing support and organising related activities.

More in particular, the Knowledge Transfer services will comprise all or part of the following activities:

- IP and intangible Assets
 - Assessment and verification of the ideas susceptible of IP protection and IP titles possessed by the applicant and their feasibility to be transformed into market products or services. This support will be organised involving senior IP experts in EU and in the MENA area – EBN and other partners will suggest suitable ones;
- Strategy
 - Analysis of the market for effective valorisations of ideas and their transformation into market products or services. This support will be organised involving senior marketing experts in EU and in the MENA area – EBN and other partners will suggest suitable ones;
- Marketing
 - Verification of the technical and commercial application of research results or innovation ideas for the development of a prototype/demonstration service;

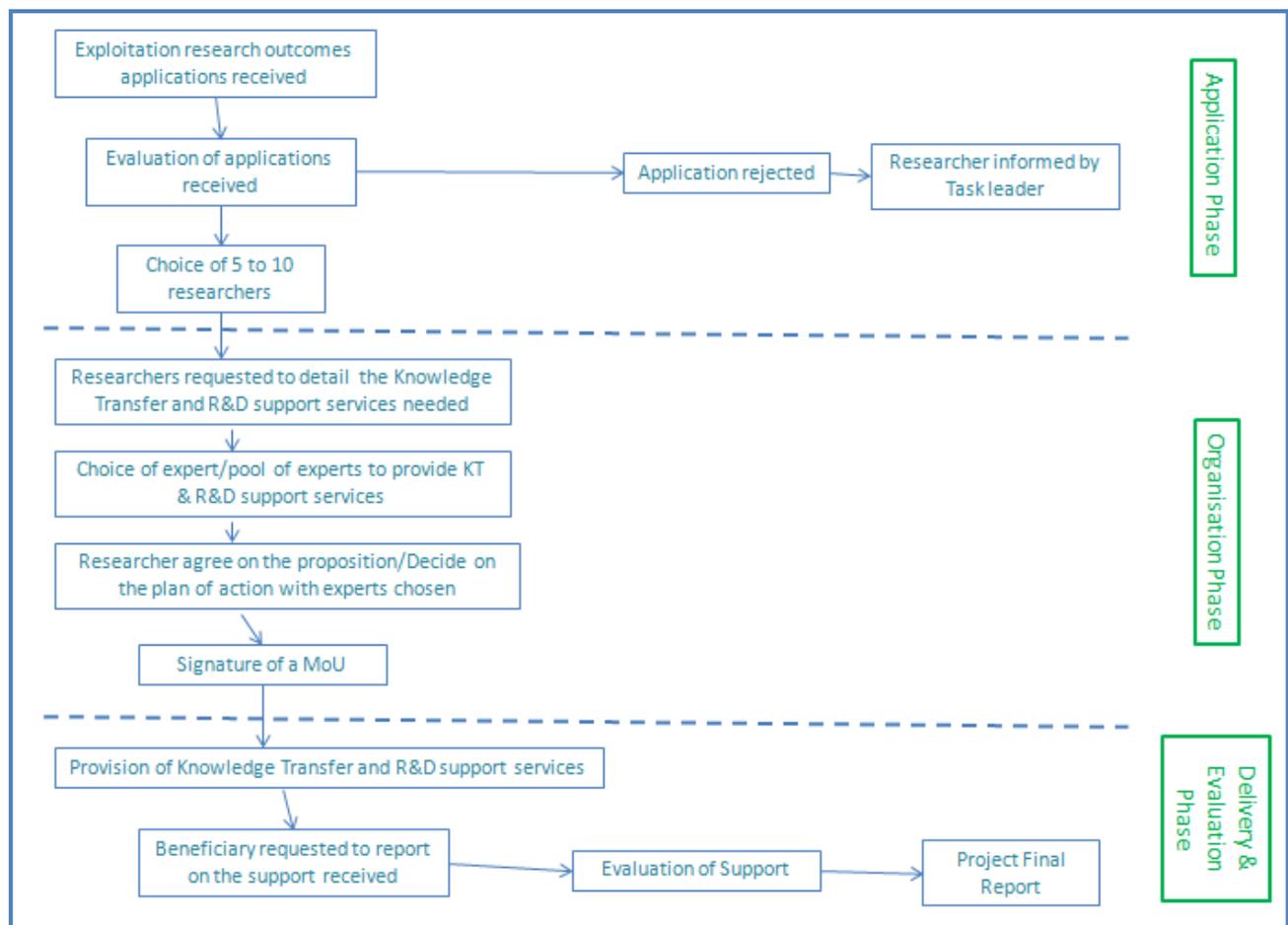
- Consultancy support on the activity of identification of potential purchasers of the results of the research and of potential partners for starting a joint business in from of start-up;
- Business development
 - Consultancy support on spin off issues during the phases of development of a new company.

For the Research and Development of Innovation services, the support will consist in a consulting activity for the evaluation of the state of development of the product. By this activity the selected applicants will be addressed about the steps to be performed to reach the product commercialisation.

The analysis will comprise the following aspects:

- All activities connected to the designing, prototyping and producing technologies developed by researchers and industrial stakeholders;
- The verification and testing process, together with the respect of technical standards, before introducing a product on the market;

A flowchart of the Research Results Valorisation Service process is presented below:



Eligibility, condition of participation and selection process

Participation is open to enterprises, start-ups/young innovators and researchers who want to turn into business their research idea performing innovation action or to improve their business/innovation capacities in MPC and EU ETRERA_2020 partner countries (see in section ETRERA_2020 partnership for more details).

A check on the eligibility of the results of research (thematic priorities) and a control of formality on the application (date, form and contents of it) will be performed and their results will define the positive participation to the programme or the rejection of the application. In this second case, the applicant will be informed with a motivated explanations of the reason of the rejection.

In case of acceptance, the various requests will be grouped in order to create a balanced approach for all three fields of intervention of ETRERA_2020 and to the countries of provenance of the applicants. An equilibrium for genders will be also considered in the selection process.

The ETRERA_2020 selection committee will eventually approve the choice of a restricted number of applications which will include a reserve list, in case of late renounces.

A single applicant, (entrepreneur/enterprise, researcher, start-up) can apply more than once and ideally once for each of the three categories (wind, solar and smart grids). In case of multiple applications from the same applicant, it is necessary to fill in a new complete specific application. It is not possible to present the same request for valorisation support in different categories.

Application must be submitted in English using the dedicated templates. Each applicant should fill in the application form by replying to all questions and by writing a short description of the business idea (following the indications present on the form related to the length of each answering field).

All application have to be submitted within the deadlines. Application forms can be found on the ETRERA_2020 website or in the Annex 2 of this document. Applicants should send them on a single PDF file.

Benefits for participants

The ETRERA_2020 Research Results Valorization Services is an excellent opportunity for research organisation and research's spin off and enterprise to enhance their entrepreneurial capability and skill getting in touch with the best European innovation stakeholders and to have a free of charge access to the research capacity of the belonging to the ETRERA_2020 partnership.

These innovation support services will allow especially to MPC technical partners to valorise they know how and to transfer it to the local economic tissue. The aims is in fact to stimulate the research to innovation process with tow concrete actions able to create relationship / links between companies and research centres.

Additionally, the support proposed by ETRERA_2020 can represent the ideal tool for the creation of connections and a scientific/industrial network which may lead to an improvement of the international visibility and a potential set of new joint activities with research and industry partners all over the European continent (researchers and potential start ups). Specific collaboration contracts and non-disclosure agreements will be defined as well as, whenever possible, the presentation of joint projects within the framework of Horizon 2020 calls.

For more information, please write to: support4inno@etrera2020.eu

Deadline for receipt of applications

Any application received after the fixed deadline will not be considered.

The applications must be sent only in electronic format and on the provided template to the email address: support4inno@etrera2020.eu. Applicants will receive a confirmation via e-mail that their application has been received. Successful applicants will be informed via e-mail in order to programme their support for innovation action in details.

Applications will be evaluated in batch every month after the call opening according to the principle first served.

Timeline

Timeline Research Results Valorization Services

Launch of the Expression of Interest	1 st March 2015
Closing of the Expression of Interest	1 st March 2016
Evaluation of Expression of Interest received	Monthly base from 31 th March 2015
Notification to Applicants	From 30 th April 2015
Start of the Technical Assistance	From 1 st June 2015
End of the Technical Assistance	30 th May 2016
Report on Technical Assistance	30 th June 2016
Presentation of intervention Plans	30 th June 2016

ETRERA_2020 Partnership

ETRERA_2020 partnership consists of:

- on the Research side
 - Institute of Advanced Technologies for Energy “Nicola Giordano” of CNR, Italy
 - Nantes University, France
 - Center for Renewable Energy Sources and Saving, Greece
 - Yildiz Technical University; Turkey
 - The Scientific and Technological Research Council of Turkey, Turkey
 - The Research and Technology Centre of Energy, Tunisia
 - The An-Najah National University - Energy Research Centre , Palestinian Territories.
 - The Cadi Ayyad University, Morocco
- on the technology transfer side:
 - Innova BIC, Italy
 - The Association of European Renewable Energy Research Centres - EUREC, Belgium
- on the Business side
 - Madrid Network - The Network of Clusters and Technological Parks, Spain
 - European Business & Innovation Centre Network - EBN, Belgium