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Department for  
Science, Innovation,  
& Technology

# Welcome



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# Horizon Europe Insight Day

Wednesday 12<sup>th</sup> June 2024  
10.00 – 16.00



Scottish Enterprise



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# Welcome Address

## Frank Moeschler

Head of Research and Innovation,  
Scottish Government



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# Keynote

## Colin Sherwood

Deputy Director Research Talent & European  
Programmes, Department for Science,  
Innovation and Technology



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## **Panel Session 1: An introduction to Horizon Europe and support**

**Chair: Lorna Hughes**

(Dean for Global Engagement (Europe), University of Glasgow)

**Lia Breingan**

(Engagement Lead –Boosting Participation Horizon Europe, DSIT)

**Jane Watkins**

(Regional Lead - Europe, Innovate UK Business Connect)

**Cyril Robin-Champigneul**

(Head of the Economic and Trade Affairs Section, European Commission)

**Francesca Giannini**

(Team Leader – Strategic Funding, Scottish Enterprise)



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# Lia Breingan

Engagement Lead – Boosting  
Participation Horizon Europe, DSIT



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# Boosting Participation

The work on the boosting participation project is to maximise the funding awarded to UK entities. This work will be driven by three objectives:

- Encourage participation
- Maintain quality of applications
- Boost international collaborations



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HM Government

**HORIZON  
EUROPE HELPS  
RESEARCH  
BECOME  
REALITY**



# Boosting Participation Workstreams

## 1 Communications

International and domestic marketing campaign, Horizon Europe Insight Day Roadshow.

## 2 Data

Capture, analyse, and reporting.

## 3 Long-term Strategy

Use data to inform future plans.

## 4 Sector Engagement

Synchronize and mobilise the UK R&D sector through Systems Thinking.

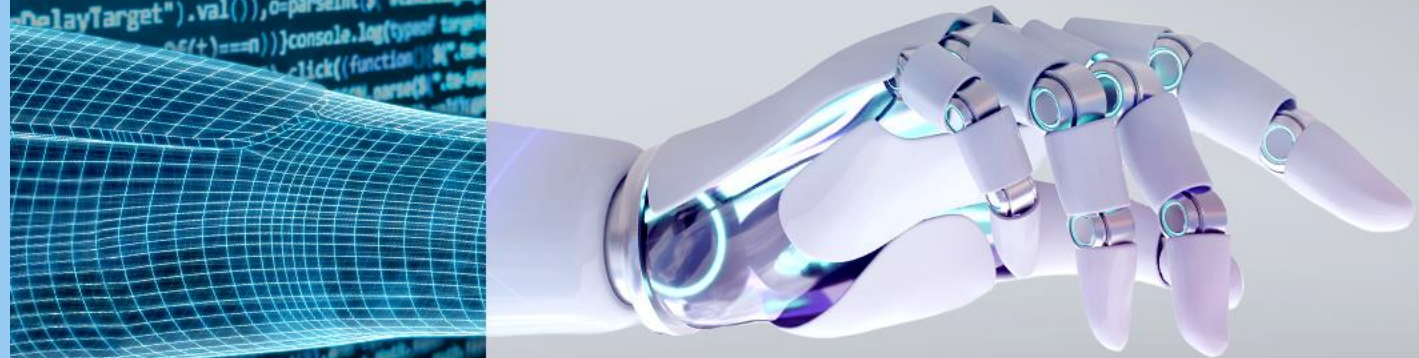
## 5 International

Learn international best practice and work with the European Commission.



HM Government

# HORIZON EUROPE MAKES IDEAS REALITY





# Impact

- 8-fold increase in traffic to IUK's innovate Hub, 50 million clicks domestically and internationally.
- Over 300 people attended London, Birmingham, with 400 sign ups for Glasgow.
- 40 Pump priming grants awarded by BA to researchers (totalling c.£600k)
- 28 Pump priming grants awarded, by IUK (c.£128k)

# Support

- IUK's pump priming scheme is still open for applications. It supports SMEs with grants of up to £6,000.

**HORIZON EUROPE**

# One breakthrough. Hundreds of contributors



  
**GREAT**  
BRITAIN & NORTHERN IRELAND



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# Jane Watkins

Regional Lead – Europe  
Innovate UK Business Connect  
12<sup>th</sup> June 2024



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# Innovate UK

- ✦ We are the **UK's Innovation Agency**
- ✦ We support business-led innovation in all sectors, technologies and UK regions

## Our Mission

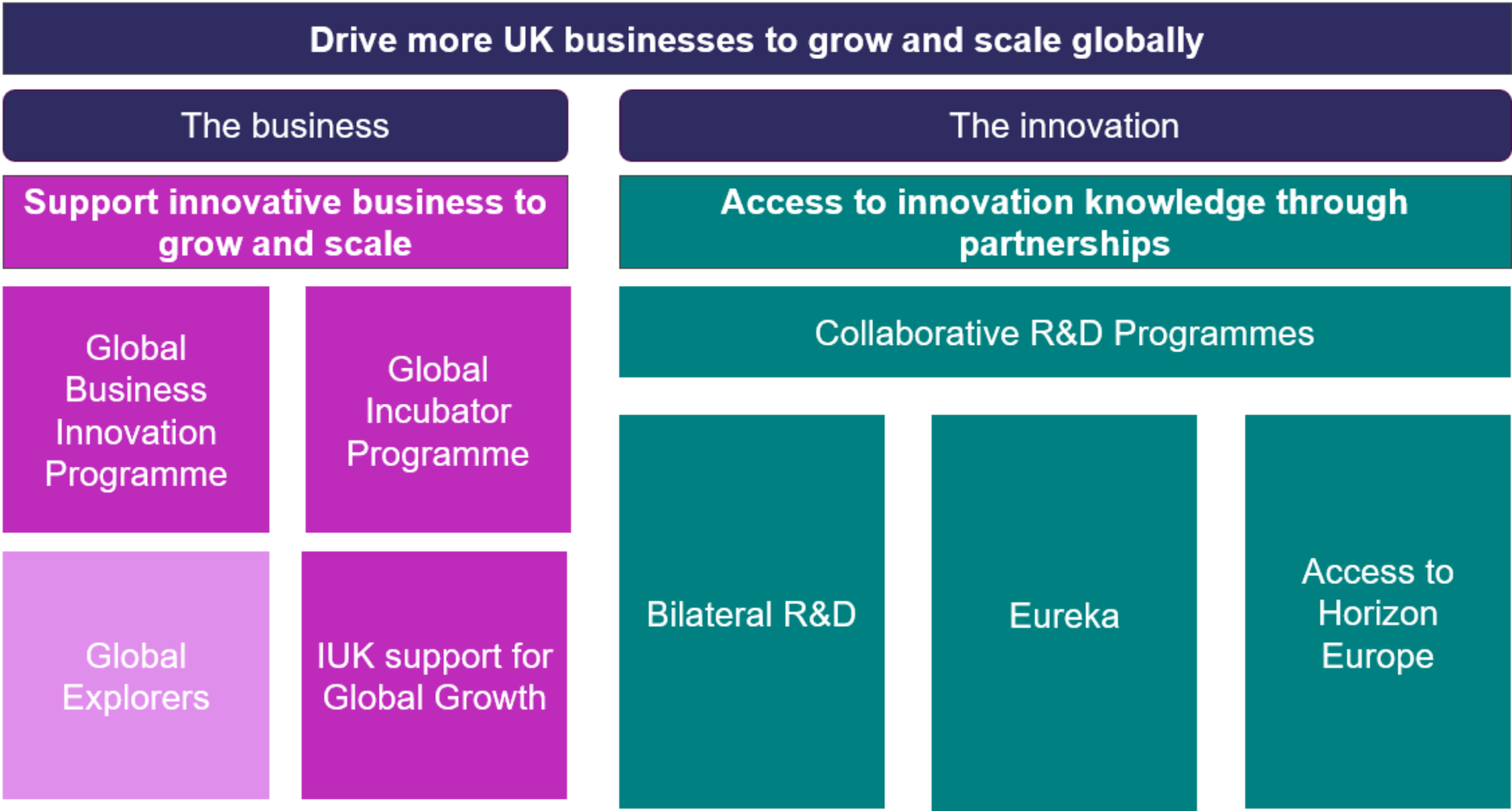
To help UK businesses grow through the development and commercialisation of new products, processes, and services, supported by an outstanding innovation ecosystem that is agile, inclusive, and easy to navigate.



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UK



# Global delivery – products and services



# Benefits of participating in Horizon Europe

- Your business can benefit directly from innovation grant funding
- Critical mass to address global challenges
- You can collaborate with businesses and academic researchers, across the EU and beyond
- Creating new market opportunities
- Access to new markets
- Access to expertise and equipment



# Horizon Europe National Contact Points (NCPs)

Team of national advisors, appointed by the Government to support UK organisations to successfully participate in Horizon Europe by:

- Raising Awareness of the programme
- Helping you find the right Topic
- Identifying the best ways to find partners
- Navigating the EU funding & tender opportunities portal
- Developing the proposal
- Answering any other Horizon Europe related questions

<https://www.gov.uk/business-finance-support/horizon-europe-funding>



# Innovate UK Business Growth

- Helping ambitious small & medium innovative companies to grow and scale their businesses, with bespoke support from our specialists in every region
- We intervene at early, growth and scaling stages, with our core advisory service and enhanced Scaleup Programme
- A specialist works with a company's leadership to hone the commercial strategy around their innovation and/or taking targeted action to:

Manage innovation effectively

Build investment readiness

Enter global markets

<https://www.innovateukedge.ukri.org>

330+

Innovation and  
Growth specialists  
across the UK

Providing  
local to national to  
international growth  
and scaling support

# Innovate UK Business Connect

**Sectors** →

**Experts**

**Knowledge Centre**

**Events**

**Programmes**

Agrifood

Chemistry

Design

Electronics

Geospatial

Industrial Maths

Manufacturing

Photonics

Robotics & AI

Sensors

Transport

Biotechnology

Creative Industries

Digital

Energy

Health

Infrastructure

Materials

Quantum

Security & Defence

Space

Water

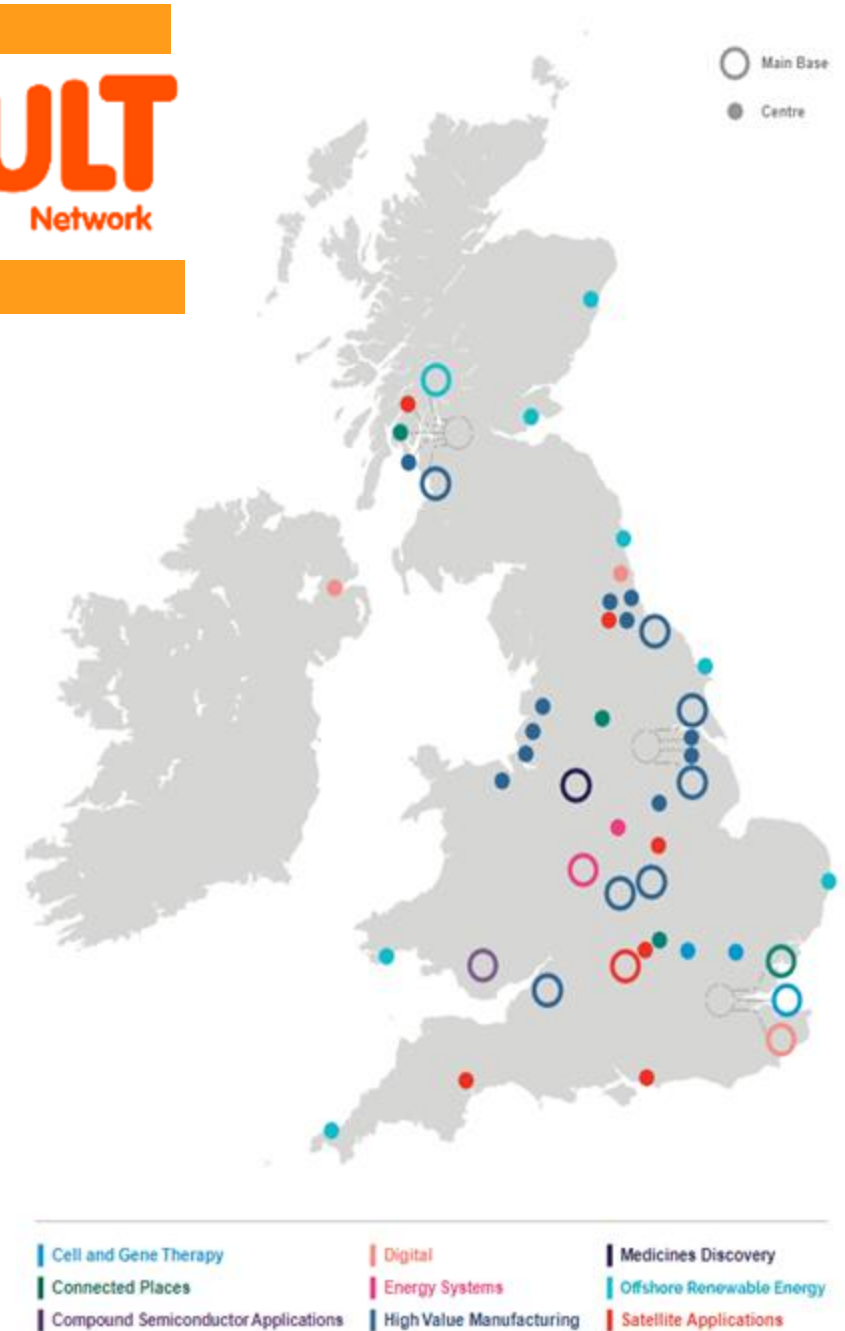
- Innovate UK Business Connect (previously KTN) exists to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.
- <https://iuk.ktn-uk.org/global-alliance/>

# Catapult Network

**CATAPULT**  
Network

- ❑ A Catapult is where the application of research is accelerated, where new technologies are further developed, scaled up and realised.
- ❑ Catapults provide businesses with access to their expertise and facilities, enabling them to test, demonstrate and improve their ideas.
- ❑ Catapults work with small, medium and large businesses, research organisations, academia and government.

<https://catapult.org.uk>



# Horizon Europe Pump Priming Programme

An Innovate UK initiative supporting individual UK small to medium sized companies seeking to explore and access Horizon Europe collaborative research and innovation opportunities.

Access to grant funding of up to £6,000 (including VAT)

Enabling individual UK SMEs to:

- Explore opportunities for collaborative research and innovation under Horizon Europe Pillar 2 Clusters, Missions and European Partnerships, and Pillar 3 EIC Pathfinder and Transition programmes or EIT grants that require an international consortium.
- Seek networking and partnership opportunities with European organisations, multipliers and networks, with the aim of developing a consortium and applying to Horizon Europe.
- Gain access to European Partnerships, Joint Undertakings and sector-relevant associations
- Contribute towards travel costs to meet with potential consortia and partners.

[Horizon Europe Pump Priming Programme | Innovate UK Business Growth \(ukri.org\)](https://ukri.org/business-growth/horizon-europe-pump-priming-programme)

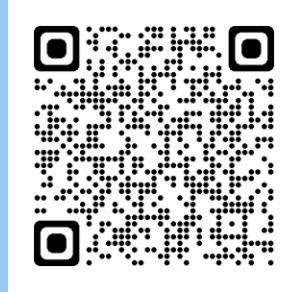


# Travel Awards - Europe

- Innovate UK is offering travel support for companies to attend consortia building events in Europe.
- An excellent mechanism for supporting companies who want to expand their networks across Europe and make an impact in collaborative international research and development projects.
- These awards encourage UK participation, engagement and visibility at international events includes Horizon Europe and EUREKA and other opportunities in the European portfolio.)
- **To be eligible for support, you need to be a for-profit UK-based R&D performing SME according to the EU definition**

# Horizon Europe – Call to action

Visit the UK Horizon Europe hub



Innovate UK Horizon Europe Pump  
Priming Programme



Find your UK NCP



Sign up for UK NCP  
newsletters





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# Introduction to Horizon Europe and support

Cyril Robin-Champigneul  
Head of the Economic and Trade Affairs Section  
EU Delegation to the UK



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# Horizon Europe Portal



European  
Commission

## EU Funding & Tenders Portal



Home

Funding ▼

Procurement ▼

Projects & results ▼

News & events ▼

Work as an expert

Guidance & documents ▼

[Home](#) > [Funding](#) > [EU programmes](#) > [Horizon Europe \(HORIZON\)](#)


## Horizon Europe (HORIZON)

**Horizon Europe is the ambitious EU research & innovation framework programme for 2021-2027 with a budget of €95.5 billion.**

Its overarching goals are:

1. to strengthen the EU's scientific and technological bases and the European Research Area (ERA);
2. to boost Europe's innovation capacity, competitiveness and jobs;
3. to deliver on citizen's priorities and sustain our socio-economic model and values.

# Horizon Europe Portal



European Commission

EU Funding & Tenders Portal

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Search...

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MSCA Doctoral Networks 2024

MSCA Doctoral Networks 2024

HORIZON-MSCA-2024-DN-01-01

Topic

Call for proposal

Internal navigation

General information

Topic description

Destination

Conditions and documents

Partner search announcements

Start submission

Topic Q&As

Get support

Call updates

General information

Programme

Horizon Europe Framework Programme (HORIZON)

Budget overview

Call

MSCA Doctoral Networks 2024 (HORIZON-MSCA-2024-DN-01)

<div>Type of action</div> <div>HORIZON-TMA-MSCA-DN HORIZON TMA MSCA Doctoral Networks</div>	<div>Type of MGA</div> <div>HORIZON Unit Grant [HORIZON-AG-UN]</div> <div>Open For Submission</div>
<div>HORIZON-TMA-MSCA-DN-ID HORIZON TMA MSCA Doctoral Networks - Industrial Doctorates</div>	<div>HORIZON Unit Grant [HORIZON-AG-UN]</div> <div>Open For Submission</div>
<div>HORIZON-TMA-MSCA-DN-JD HORIZON TMA MSCA Doctoral Networks - Joint Doctorates</div>	<div>HORIZON Unit Grant [HORIZON-AG-UN]</div> <div>Open For Submission</div>
<div>Deadline model</div> <div>single-stage</div>	<div>Opening date</div> <div>29 May 2024</div> <div>Deadline date</div> <div>27 November 2024 17:00:00 Brussels time</div>




# Horizon Europe Portal

[Home](#) > [EU Funded projects](#)


## EU Funded projects


### Filters


**Quick search**

Select...

☒ Match whole words only


Programming period 

Horizon Europe (HORIZON) 


Topic 


All filters

**10000+** item(s) found

 There are more than 10000 results, please refine your search

Programme 

Horizon Europe (HORIZON) 

**"NextGenBioPest" - Next Generation Biopesticides for the co**  
101136611 | Acronym: **NextGenBioPest** | Contributors: **22**  
Programme: **Horizon Europe (HORIZON)**  
 Greece  
Plant pests and pathogens damage agricultural production and endo


# Horizon Europe Portal

[Home](#) > [Funding](#) > [Partner search](#)

## Partner search

### Filters

**Quick search**

Select...

☒ Match whole words only

Type ▾


Horizon Europe (HORIZON) ▾


Topic ▾


Country ▾


All filters

**10000+** item(s) found

 There are more than 10000 results, please refine your search criteria.

Programme Horizon Europe (HORIZON) 

**ENGINSOFT SPA**  
Small or medium-size enterprise  
TRENTO |  Italy  
  
Projects: **31** | Partner search announcements: **24**

**LEIBNIZ-INSTITUT FUER LEBENSMITTEL-SYSTEMBIOLOGIE AN D**  
Research Organisation  
FREISING |  Germany  
  
Projects: **1** | Partner search announcements: **3**

# Horizon Europe Portal

[Home](#) > [Events](#)

## Events

### Filters

#### Quick search



Status ▾

Programme ▾

Date ▾

All filters

87 result(s) found

26  
JUN

2024

#### Certificates on the financial statements (CFS) in Horizon Europe

Discover the new approach and the main features of the certificates on the financial statements

19  
JUN

2024

#### Personnel Unit Cost – New cost method in Horizon Europe

Introducing a new way to report personnel costs in your Horizon Europe project.

5  
OCT

2023

#### Horizon Implementation Day: Finding opportunities and submitting a proposal

First part of the Horizon Implementation Days 2023

[Watch recording](#)

# Horizon Europe Portal

Guidance & documents ▼

Guidance & manuals

Reference documents

How to participate

FAQ

Helpdesk & support

Videos

## How to participate



Funding



Procurement



Experts

Step 1



Find grants procedures

Step 2



Find partners (optional)

Step 3



Create an EU Login account

Step 4



Register an organisation

Step 5



Submit your grant proposal

# Horizon Europe Portal

[Home](#) > [Work as an expert](#)


## Work as an expert

We need experts for:

- Assessing applications for EU funding (including prizes and tenders),
- Monitoring of EU funded projects and contracts,
- Giving your advice on specific issues.

Experts act in their individual capacity to assist the EU services with the implementation of EU funding & tenders managed through the Portal.

Do you have an extensive professional experience & proven domain-knowledge?

[Register as expert](#) 

# EIT Hub UK

<https://go-eit.eu/eit-uk-hub/>

EIT GLOBAL OUTREACH ► EIT UK HUB

## EIT HUB UK

Strengthening European innovation leadership by bridging the innovation ecosystems of the EU and the UK

WHO WE ARE

OUR PROGRAMMES





# Horizon Europe Info Days

## Upcoming info days



Info days

**Civil Security for Society – Info Day and Brokerage Event** [↗](#)

📅 Wednesday 12 June 2024, 09:00 -  
Thursday 13 June 2024, 16:00 (CEST)

📍 Brussels, Belgium

## Past info days



Info days

**Horizon Europe - Marie Skłodowska-Curie Actions (MSCA) Doctoral Networks 2024 - Call info day**

📅 Friday 7 June 2024, 09:30 - 12:30 (CEST)

📍 Online only

📺 Live streaming available



Info days

**Horizon Europe info day - Cluster 1**

📅 Tuesday 28 May 2024, 10:00 - 12:30 (CEST)

📍 Online only

📺 Live streaming available

# Training: Horizon Implementation Days

<https://horizoneuropencppportal.eu/>

NCP Portal / News / Horizon Implementation Days

## Horizon Implementation Days



Three Webinars (Oct. 23):

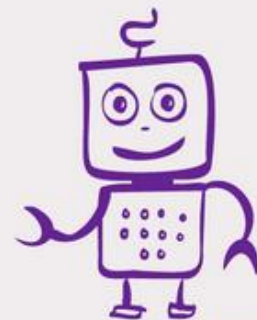
- Finding opportunities and submitting a proposal
- Grant agreement preparation
- Grant management

# European Research & Innovation Days

**EUROPEAN  
RESEARCH &  
INNOVATION  
DAYS**

**20 → 21  
MARCH 2024**

**#RiDaysEU**



© European Union, 2023



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# Francesca Giannini

Team Leader – Strategic Funding  
Scottish Enterprise



Scottish Enterprise



University  
of Glasgow



# Scottish Enterprise

- Scotland's national economic development agency
- Leading role in delivering the ambitions of the Scottish Government National Strategy for Economic Transformation (NSET)



## Purpose

To enable businesses to innovate and scale to transform the economy





# Adopting a Mission-based Strategy

to help businesses innovate and scale to transform the economy





# Funding & Investment

- **Funding & investment** critical to success of all three missions
- Need to work with partners to **leverage third party funding** - public & private
- Need greater **visibility and coordination of existing funding schemes**
- Develop new innovative and **blended models of funding** - grant, loans, equity
- **Support companies and partners to access funding** - ambitious and viable investible propositions
- **Identify gaps in existing funding landscape** and work with partners to develop new solutions

# Why Horizon Europe is Important



## **support international research and innovation collaborations**

Horizon Europe is an integral part of our strategic plan given the significant opportunities it offers for international collaboration with partners across Europe to develop new products and services in some of our key industry sectors and fast track these to market.



## **Opportunities to participate in international strategic projects**

Opens up new opportunities to SE to participate in key strategic projects, for example European Partnership Cofunds, that support new international research and innovation funding opportunities for Scottish businesses, universities and other partner organisations.



## **supporting Scottish companies to scaleup**

Supports Scottish companies to scale by providing access to innovation funding; international networks; opportunities to connect to international innovation ecosystems; and targeted business support - leading to new international market openings and business opportunities.

# Why Horizon Europe is Important

## Funding Advice

- ~ Advice and support on relevant areas of the programme
- ~ Funding workshops & events.
- ~ National Contact Point Scotland

## Funding Development

- ~ Advice and support for bid development
- ~ Proposal Review and Feedback
- ~ Interview Preparation & Pitch Practice (EIC)

## Partnering & Networking

- ~ Partner searches & access to European networks via
- ~ Enterprise Europe Network
- ~ Scotland Europa in Brussels

Part of Innovate UK's National Contact Point Network

EIT Digital Scottish Satellite Office

# Get in touch...

**Website:** [Horizon Europe funding | Scottish Enterprise \(scottish-enterprise.com\)](#)

**Email:** [Horizon Europe Funding Enquiry Service](#)

**Scotland Europa:** [https://www.scotlandeuropa.com/](#)

**Sign up to our Newsletters:**

- [Scottish Enterprise Horizon Europe Newsletter](#)
- [SEGEC European Low Carbon Funding](#)



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## **Panel Session 1: An introduction to Horizon Europe and support**

**Chair: Lorna Hughes**

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# Networking Coffee Break



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## Panel Session 2: Insights from companies on best practice

**Chair: Martin Beaton** (Scottish Office Manager, EIT digital)

**Richard Buxbaum**

(Eu funding and energy Specialist, Clean Heat/SEGEC)

**Gavin McPherson**

(Associate Director, Nova Innovation Limited)

**Prof. Manuel Salmeron-Sanchez**

(Head of the Division of Biomedical Engineering and Chair of Biomedical Engineering in the School of Engineering, University of Glasgow, Healikick)



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# Martin Beaton

Scottish Office Manager



## EIT DIGITAL IN SCOTLAND



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# EIT DIGITAL'S MISSION

EIT DIGITAL IS A PREEMINENT ADDED-VALUE DELIVERY PLATFORM FOR THE BEST  
INNOVATION AND EDUCATION FUNDS WHICH DELIVER THE **NEW EUROPEAN**  
**INNOVATION AGENDA**

EIT Digital is 15 years old and operates within a family of KiCs (Knowledge Innovation Communities) governed by parent organisation EIT and has dedicated funding through Pillar 3.

Sister KiCs include: Energy, Climate, Manufacturing, Food, Health etc – all EU priority areas.

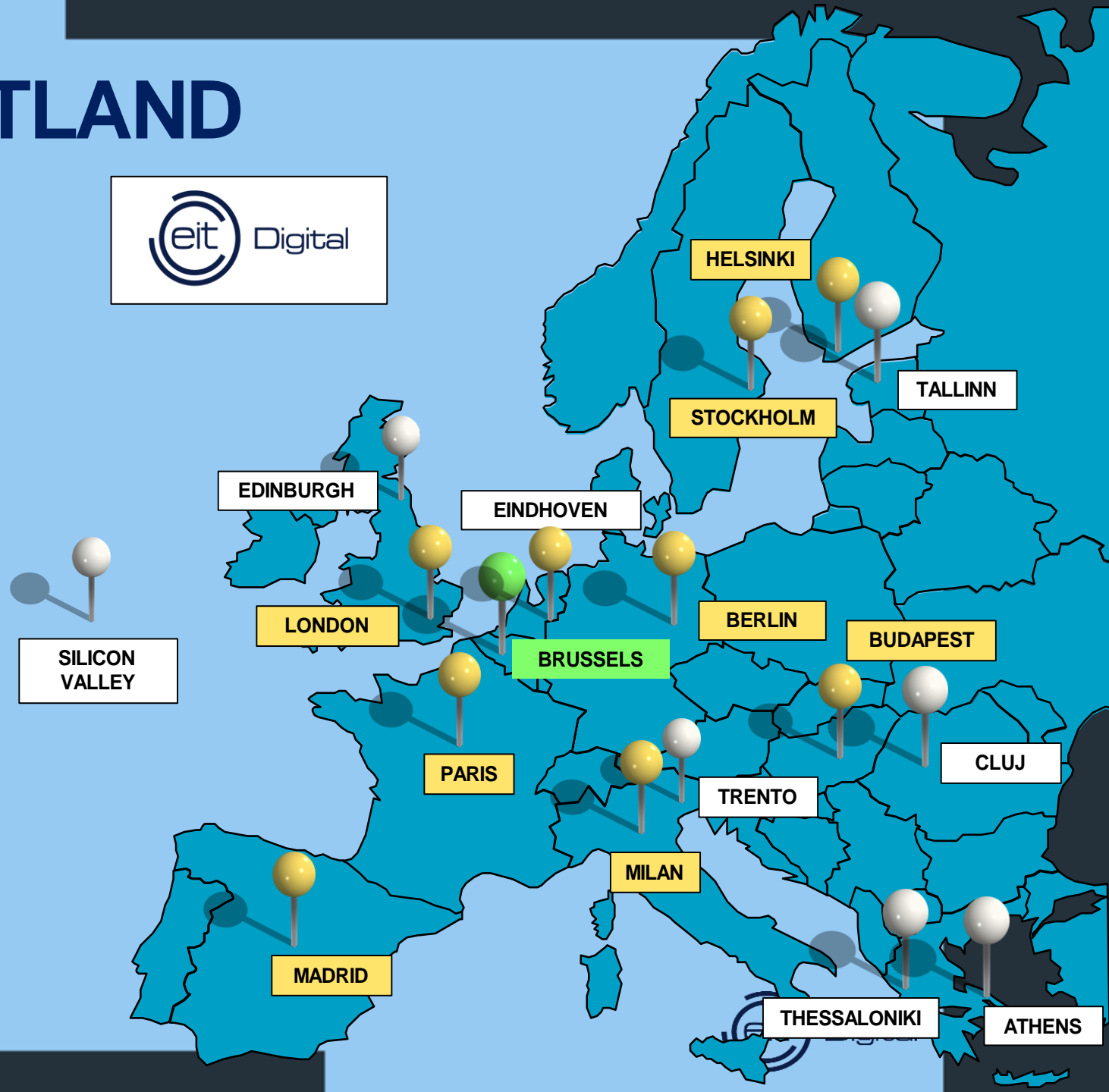


A NEW EUROPEAN  
**INNOVATION AGENDA**

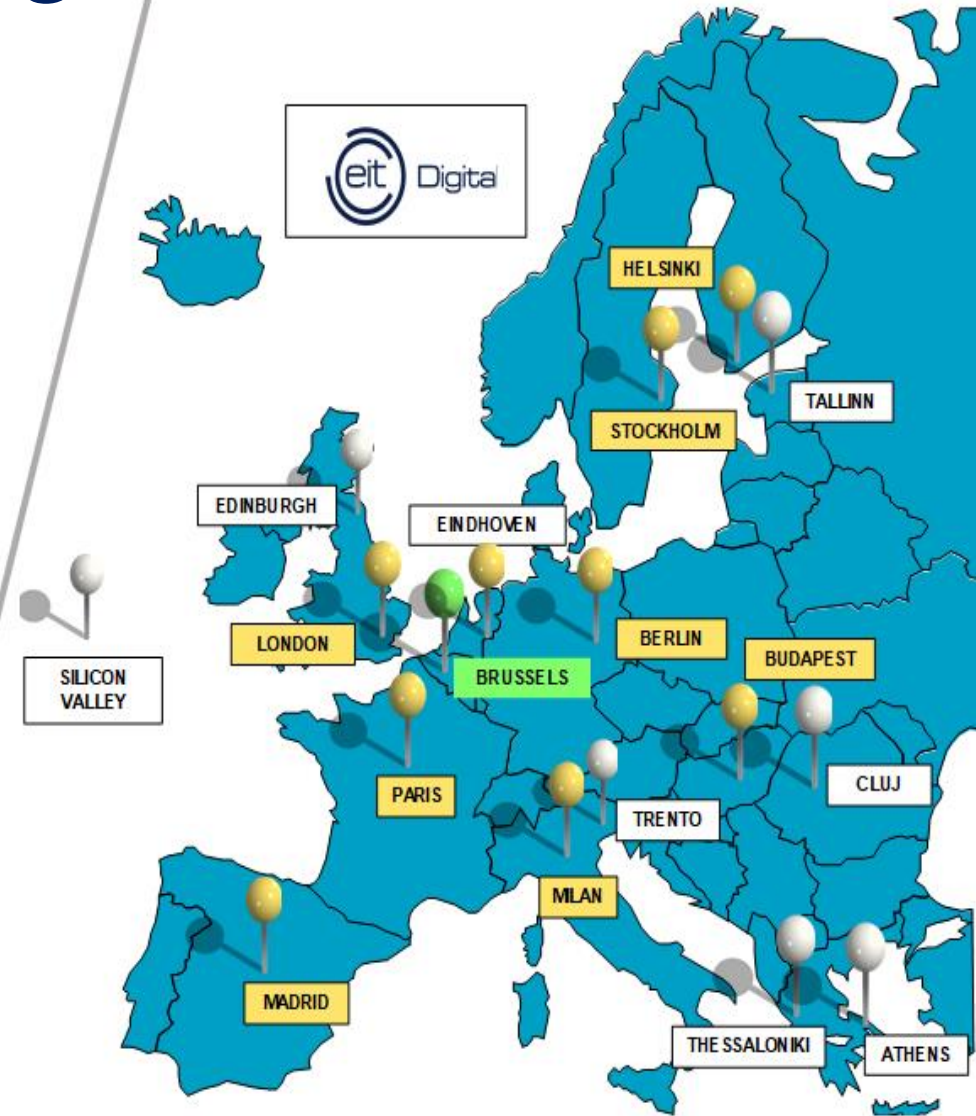


# EIT DIGITAL IN SCOTLAND

- EIT Digital's Scottish Regional Office opened in April 2019 by Ivan McKee and has operated successfully across five years
- Today it is embedded into a network of 18 offices spanning 14 countries of which 7 are Regional Offices co-hosted with regional innovation authorities
- The formal association of the UK to the EU's major Horizon Europe innovation framework at the beginning of 2024 creates a greatly expanded opportunity for Scotland to collaborate with the EU for strategic and economic advantage
- The Scotland office is part of the highest performing "West Region" and is the Gold Standard for offices supported by regional innovation authorities

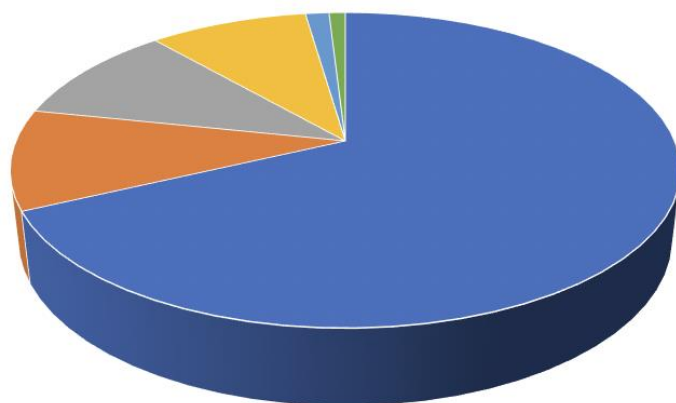


# 350+ FORMAL PARTNERSHIPS



# WHOLE EUROPE INNOVATION ECOSYSTEM

EIT DIGITAL CONNECTED  
ORGANISATIONS

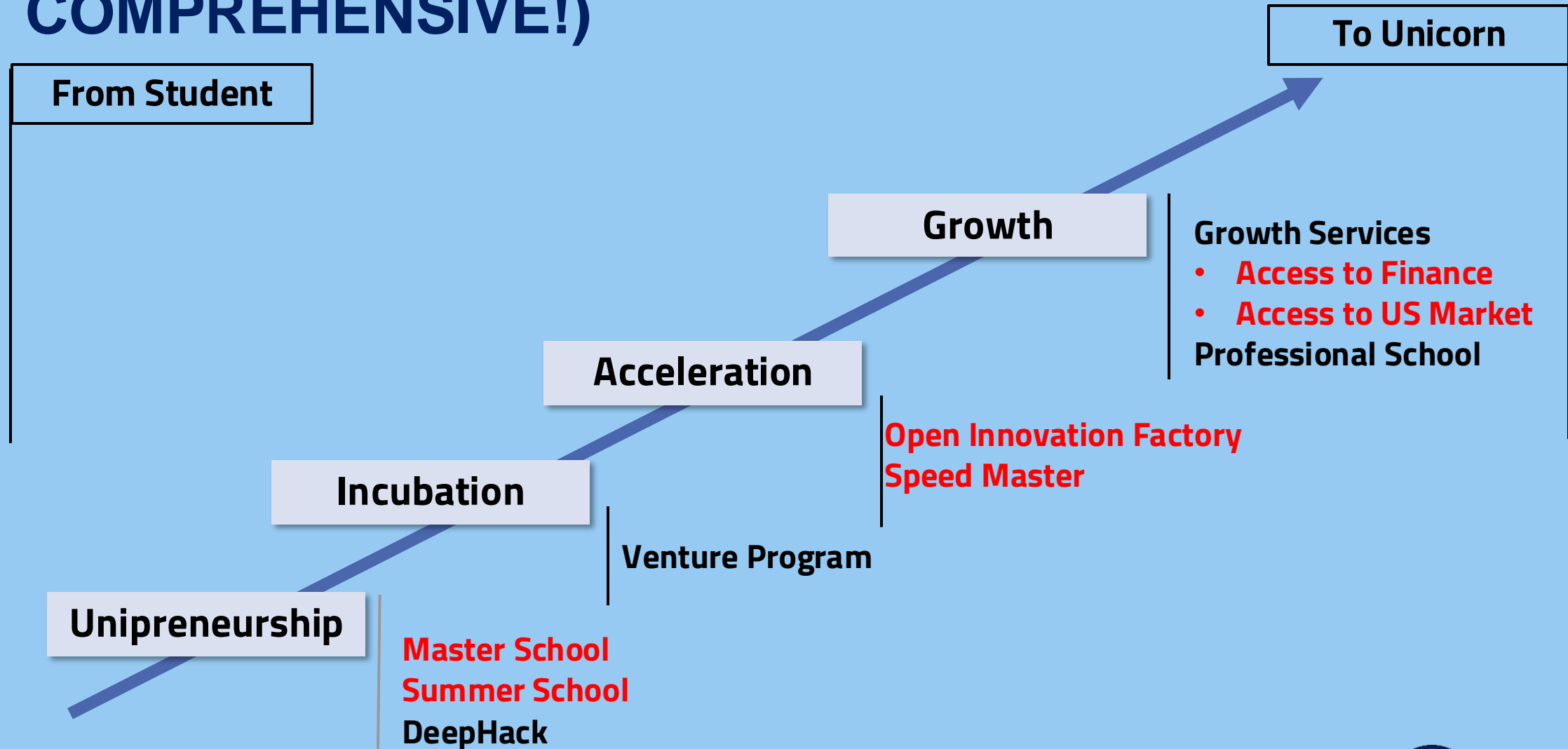


■ Startups / Scaleups	■ Corporations
■ Ecosystem Organisations	■ Venture Capital Firms
■ Universities	■ Governmental Organisations

Startups / Scaleups	23,800
Corporations	3,600
Ecosystem Organisations	3,751
Venture Capital Firms	3,200
Universities	475
Governmental Organisations	329
	<b>35,155</b>



# ADDED-VALUE PROGRAMS (NOT COMPREHENSIVE!)



# SUCCESS METRICS

**243**

Ventures in the  
EIT Digital  
startup portfolio

**€1,3B**

Private capital  
raised by EIT  
Digital supported  
scaleups

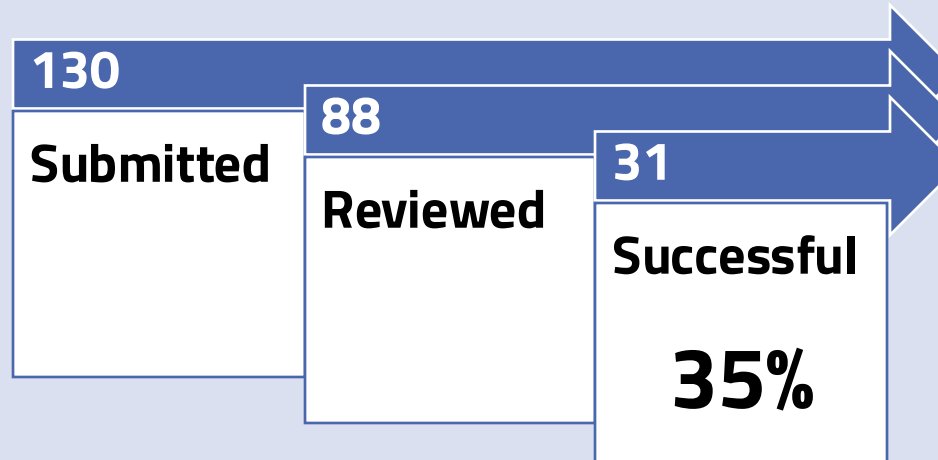
**€190M**

Funding secured from major  
non-EIT funds by EIT Digital  
led consortia

**3000**

EIT Digital  
Master School  
graduates

In Scotland over €7m has  
been raised for activities  
since 2019. Almost 50  
Scottish SMEs have  
submitted proposals with  
11 being successful.



# CASE STUDY PORTF – OPEN INNOVATION FACTORY

PortF is a portfolio management platform for investors and investment companies to keep track of and analyse a variety of metrics

CEO Alex Lu. Experienced Trader and VC before starting PortF.io

Open Innovation Factory Applicant: Criteria < 4 years old, deep tech innovation

Funding required to commercialise their innovation which uses AI to integrate ESG improvement data into their existing operation. Pilots were planned with global financial firms to run during the activity.

Consortium partners include: NR3 (Portugal) and Aspon Consulting (Cyprus)

Feedback was highly positive scoring 20.6/25 and was funded for the 6 month activity to a value around 350k Euros.

It has not been all smooth sailing as this project straddled Accession to Horizon Europe as a 3<sup>rd</sup> Country. The whole company has gone the extra mile for PortF including funding at our own risk.



<https://www.eitdigital.eu>

Martin Beaton

[martin.beaton@eitdigital.eu](mailto:martin.beaton@eitdigital.eu)

<https://www.eitdigital.eu>





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# Richard Buxbaum

[richard.buxbaum@scotent.co.uk](mailto:richard.buxbaum@scotent.co.uk)

Scottish European Green Energy  
Centre

## SEGEC

SCOTTISH EUROPEAN  
Green Energy Centre

Horizon Europe Support in the growth  
areas of energy and low carbon



Scottish Enterprise



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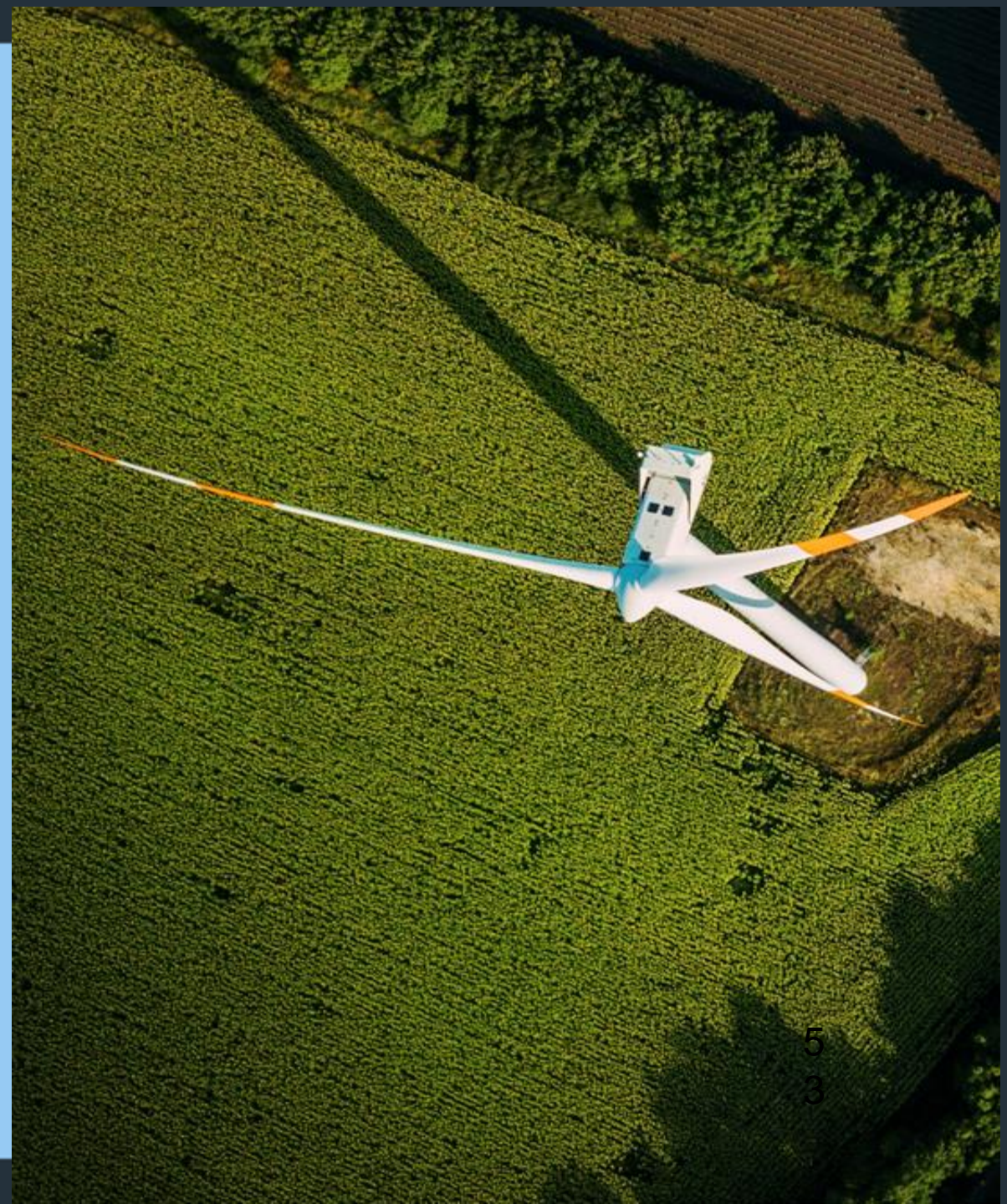
# Scottish European Green Energy Centre (SEGEC) Support

Support includes:

- Navigate the European funding landscape
- Strengthen funding applications
- Identify partners

Resulting in:

- Increased application success rates
- Increased international collaboration



## **Navigate the European funding landscape**

- Webinars and events
- 1-1 meetings exploring the motivations, requirements, options and suitability of opportunities

## **Strengthen funding applications**

- Early concept alignment
- Full application reviews
- Eligibility guidance

## **Partnering Support**

- Tips and guidance on profile development, networking suggestions
- Profile sharing and introductions



# Recent Low Carbon / Energy European Project Successes



**MODULAR ELECTRICAL GENERATOR PTO SYSTEM FOR WAVE -  
MEGA PTO WAVE**



**SUPPLY**DESIGN



**Deep Removal of CO2 and InnoVative Electrification concepts**



**EUROpean Tidal energy pilot farm focused on Industrial Design,  
Environmental mitigation and Sustainability**

**ORBITAL**  
MARINE POWER



**EMEC**  
THE EUROPEAN MARINE ENERGY CENTRE LTD

# More Horizon Europe Successes

- **Nature-inclusive Designs For Reconciling Offshore Renewable With Ocean Protection**



- **A Proactive Approach to the Recovery and Recycling of Photovoltaic Modules**



- **An integrated typology-based approach to guide the future development of European historic buildings towards a clean energy transition**



- **Carbon sequestration in BLUe EcoSystems**





# Contact Details

## Email

[SEGEC@Scotent.co.uk](mailto:SEGEC@Scotent.co.uk)

## Online

<https://www.scottish-enterprise.com/support-for-businesses/funding-and-grants/european-partnership-programme-funding/scottish-european-green-energy-centre-segec>



## Newsletter



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Department for  
Science, Innovation,  
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# Gavin McPherson

Associate Director,  
Nova Innovation Limited



Scottish Enterprise



University  
of Glasgow



# Gavin McPherson

## Associate Director, Nova Innovation Ltd

- Nova is a Scottish marine energy company
- Tidal power and floating solar energy
- **2016:** deployed world's first offshore tidal array in Bluemull Sound, Shetland
- **2023:** deployed Scotland's first dedicated floating solar power plant in Leith
- Active in UK, Europe, North America & Asia
- First applied for European funding in 2014, encouraged by Scottish Enterprise
- Coordinated 7 Horizon projects (5 complete, 2 ongoing) winning €49M in grant funding
- Includes EIC Accelerator and collaborative funding with academic & industry partners



# Project example: SEASTAR

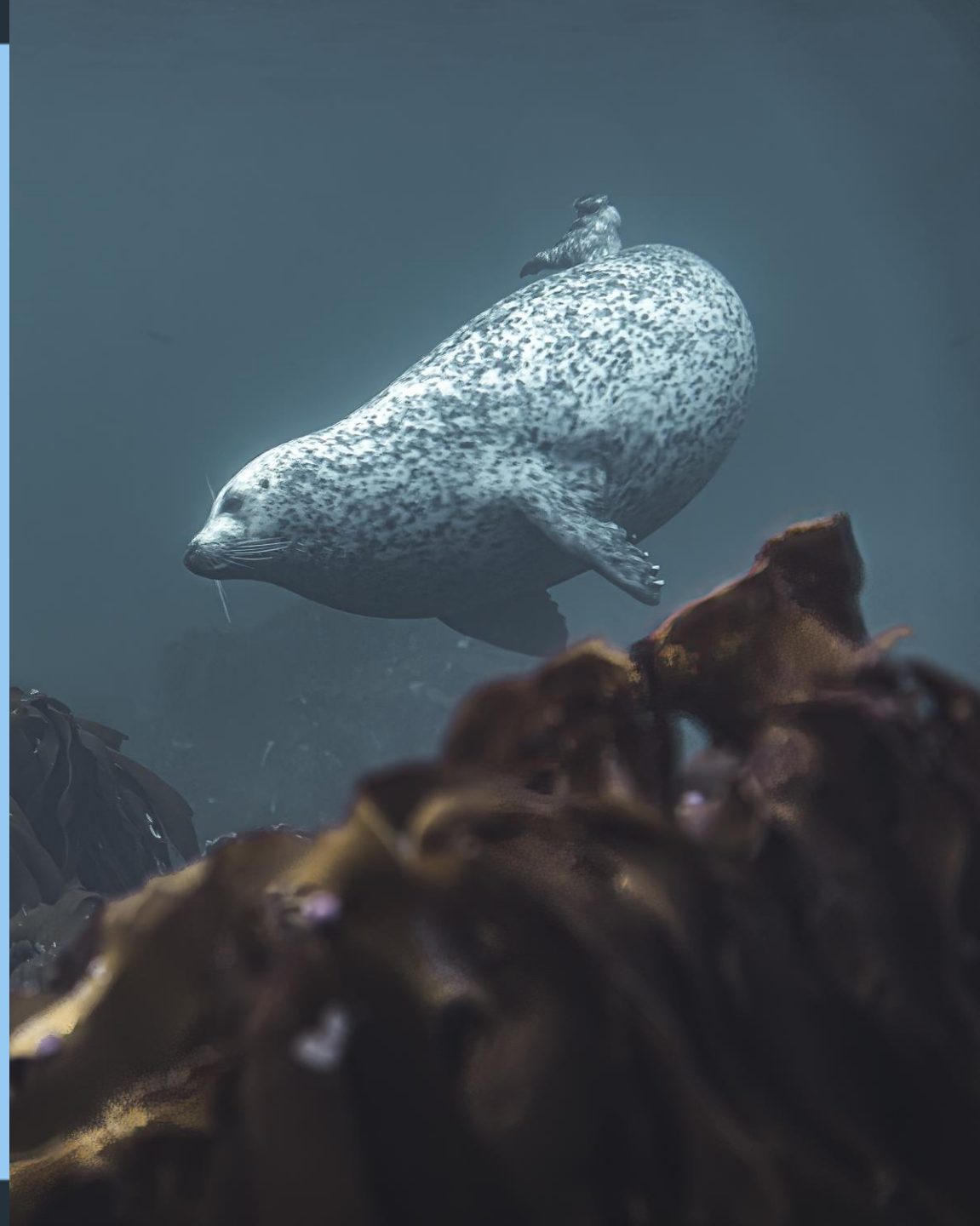
- Deploy a 16-turbine array in Orkney
- Demonstrate manufacturing and operating processes for a large-scale tidal farm
- Improve the bankability of tidal power
- Address key environmental evidence gaps
- 11 European partners including SKF, Wood
- €20M grant funding from the EU and UKRI
- Other projects: TiPA, D2T2, ELEMENT, EnFAIT, UPTEMPO



Co-funded by  
the European Union



UK Research  
and Innovation





# Impact of Horizon funding

- Funding has enabled us to:
  - Develop and demonstrate innovative technology
  - Deliver a number of world-firsts
  - Cut cost of energy by over 30%
  - Grow our network of partners
  - Expand internationally
  - Double our headcount
  - Increase turnover
  - Raise private investment







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# Thank you



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# Prof. Manuel Salmeron-Sanchez

HEALIKICK

Head of the Division of Biomedical Engineering and  
Chair of Biomedical Engineering in the School of  
Engineering, University of Glasgow



Scottish Enterprise



University  
of Glasgow



# A modular strategy for the repair of critical sized bone fractures

12 June 2024

Prof Manuel Salmeron-Sanchez

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 874889



- PhD (Bio)Materials Science, Valencia
- International experience Prague, Leuven, GTech, Japan
- Professor of Applied Physics, Valencia until 2012
- Professor of Biomedical Engineering, Glasgow since 2013



- Research in biomaterials for cell/tissue engineering
- ERC Consolidator Grant, 2013
- ERC PoC Grant, 2015, 2018
- ERC Advanced Grant, 2022
- EU Horizon 2020 - Healikick

# Strategy to address non-healing fractures

## Major clinical challenge

- Bone is the 2nd most transplanted tissue after blood
- Up to 10% of fractures fail to heal
- > 700,000 non-union cases per annum in EU, US and JP

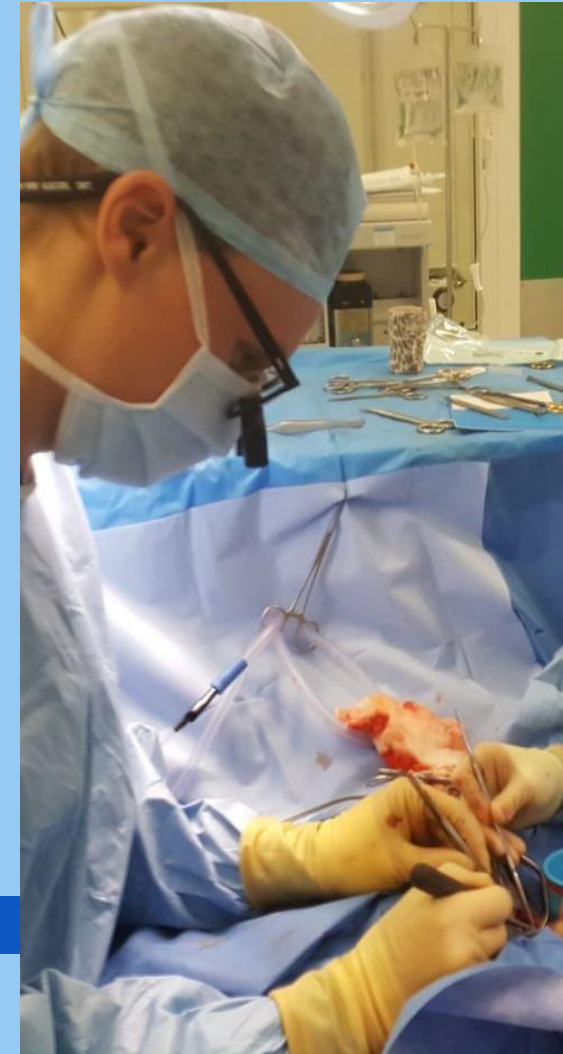
## Economic burden on the healthcare system

- Treatment costs \$25-45k per case
- \$9.2 billion/year spent on treatment US

## Complications with currently available treatments

- Autograft – gold standard
- Limited supply, second site morbidity (up to 20%) and repeat surgeries
- Allograft and synthetic materials products do not perform as well as autograft

*What if we could provide an off the shelf equivalent to autograft?*



# Consortium



*Professor Manuel Salmeron-Sanchez*  
*Professor Matthew Dalby*  
*Dr Cristina Gonzalez Garcia*



*Dr Diana Martinez*  
*Dr Eva Gonzalez*



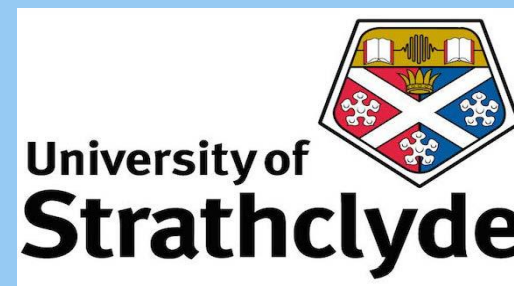
*Professor Peter Fratzl*



*Dr Froilan Granero Molto*  
*Dr Felipe Prosper Cardoso*



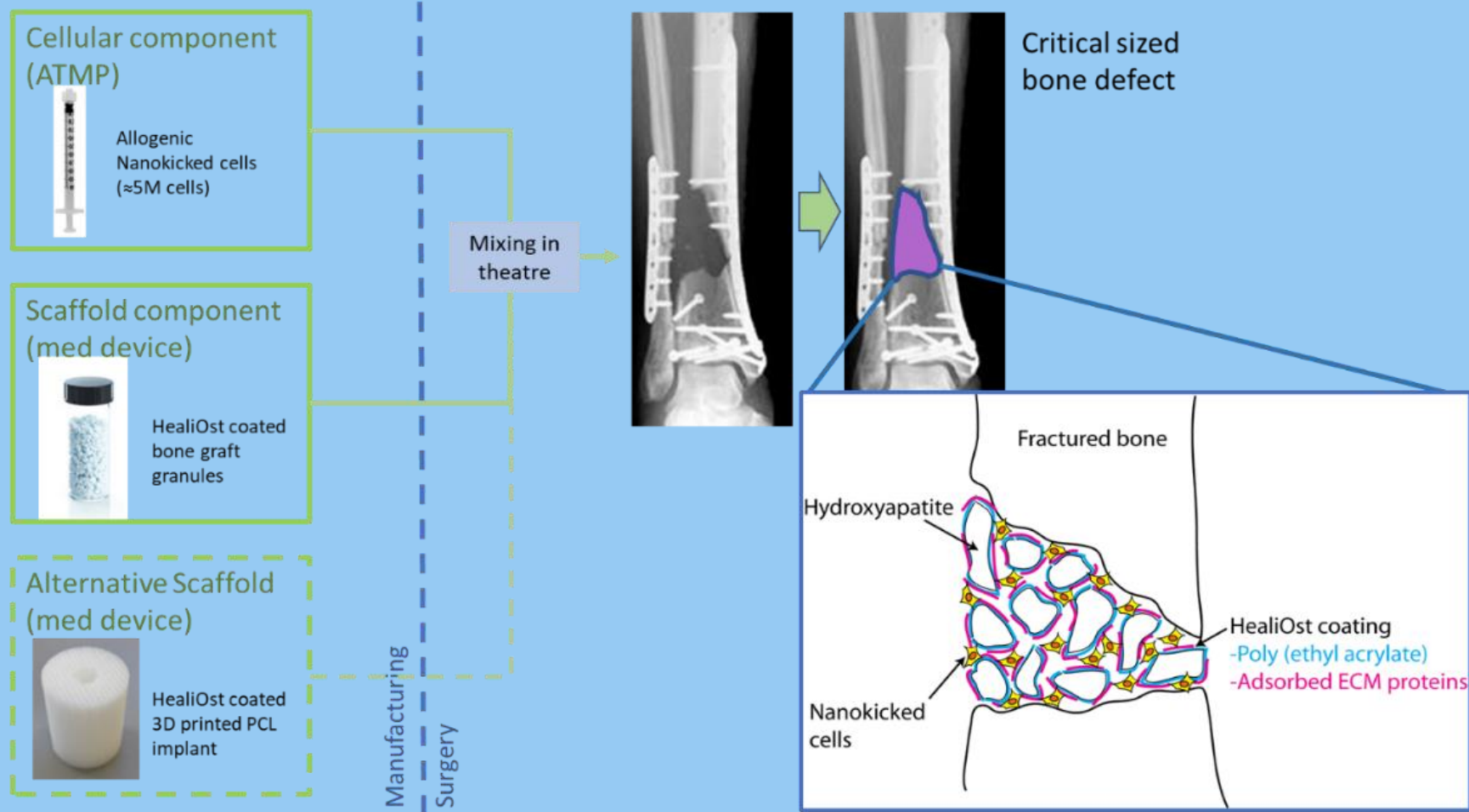
*Dr Amaia Cipitria*



*Professor Stuart Reid*  
*Dr Peter Childs*

# Our Modular System

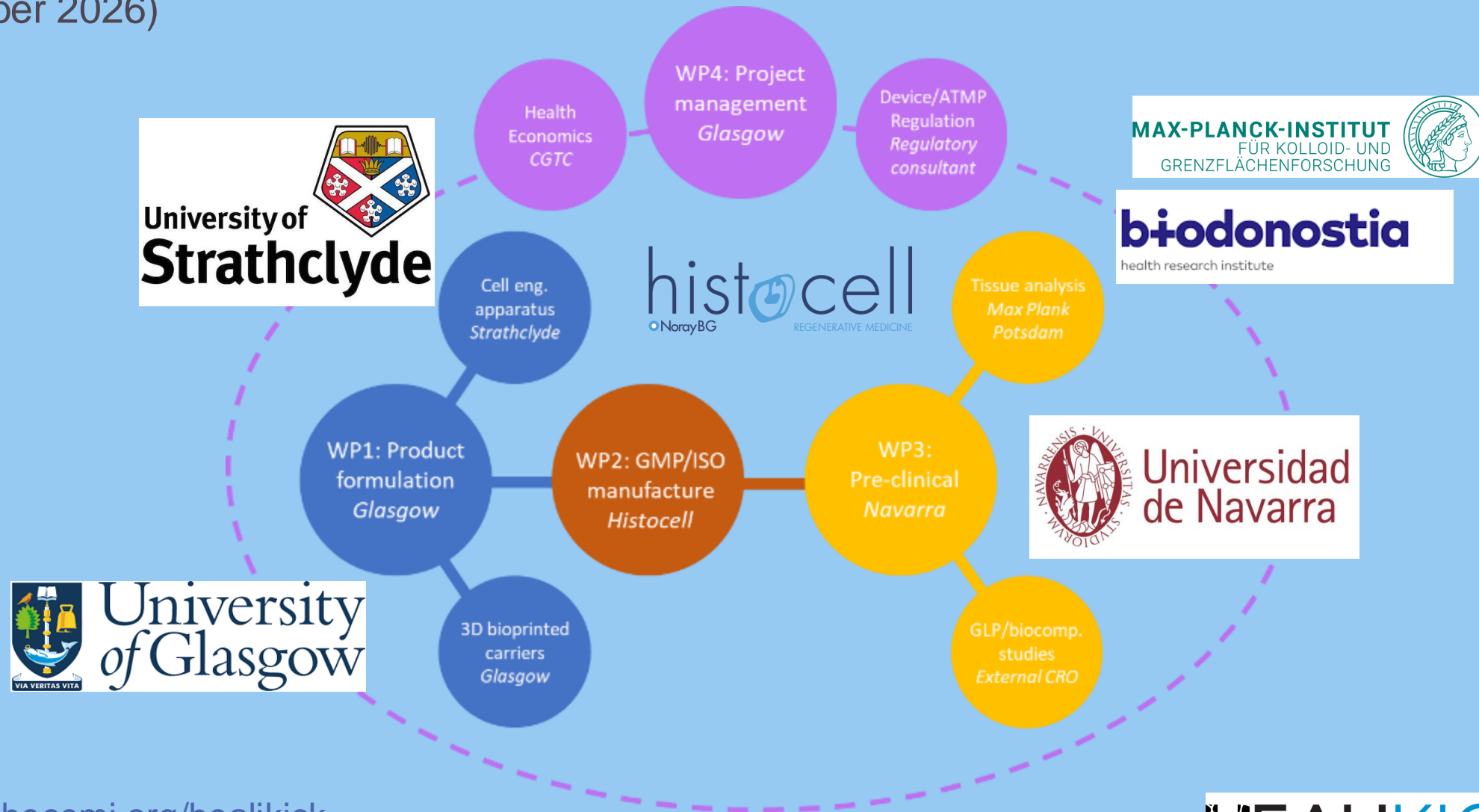
Co-administration methodology gives maximum surgical flexibility



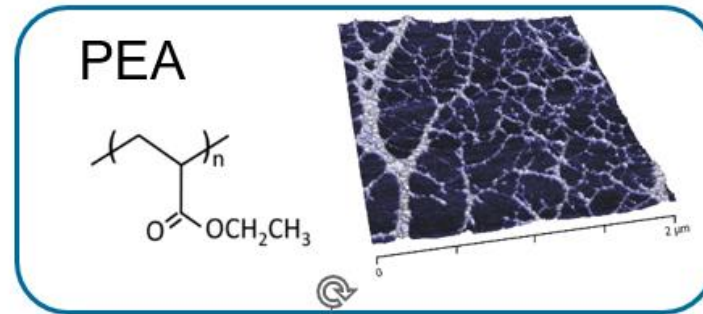
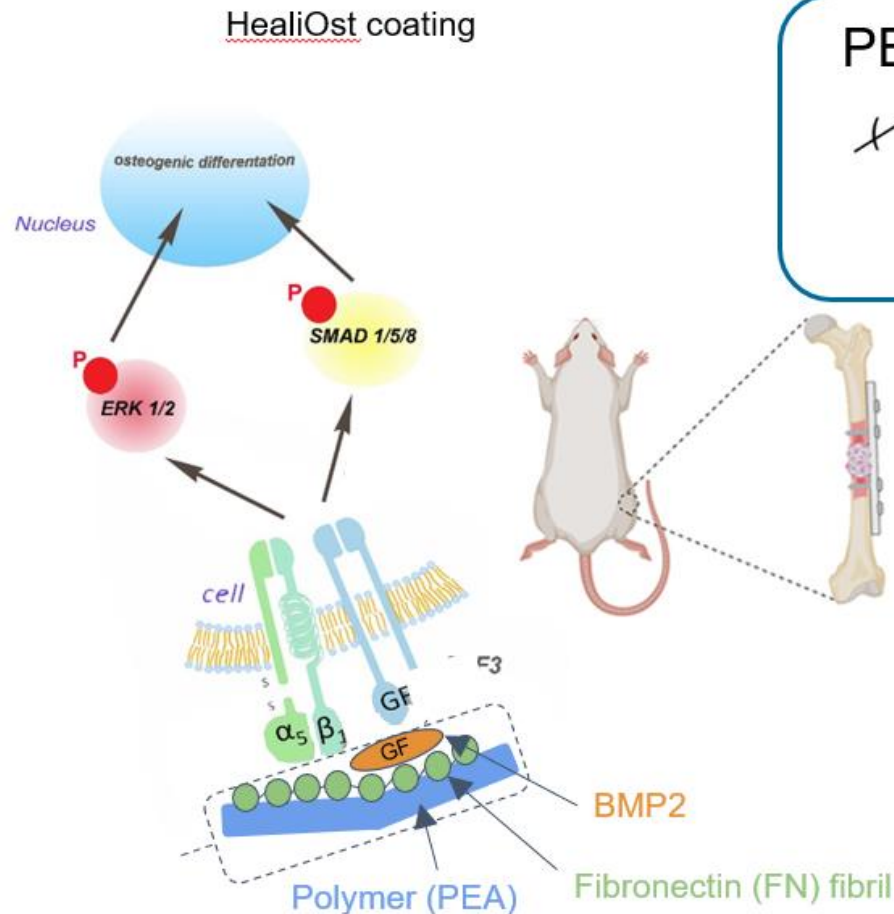


# Project Partners

5 year multidisciplinary international collaborative project (1<sup>st</sup> June 2020 - 31<sup>st</sup> May 2025. → December 2026)

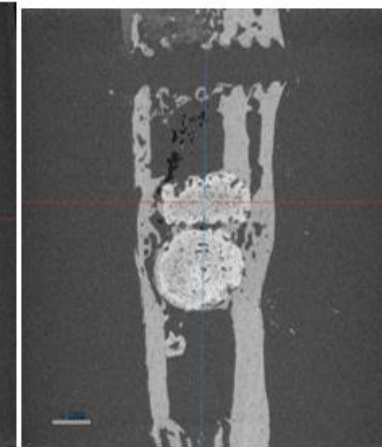
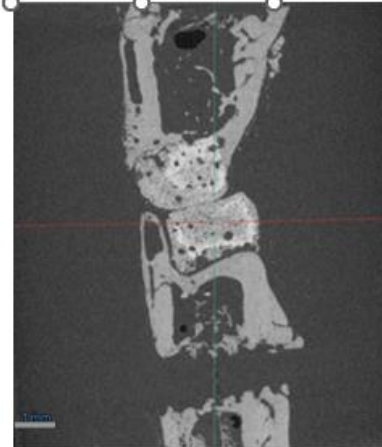


# Underpinning technologies - HealiOst



Monetite only

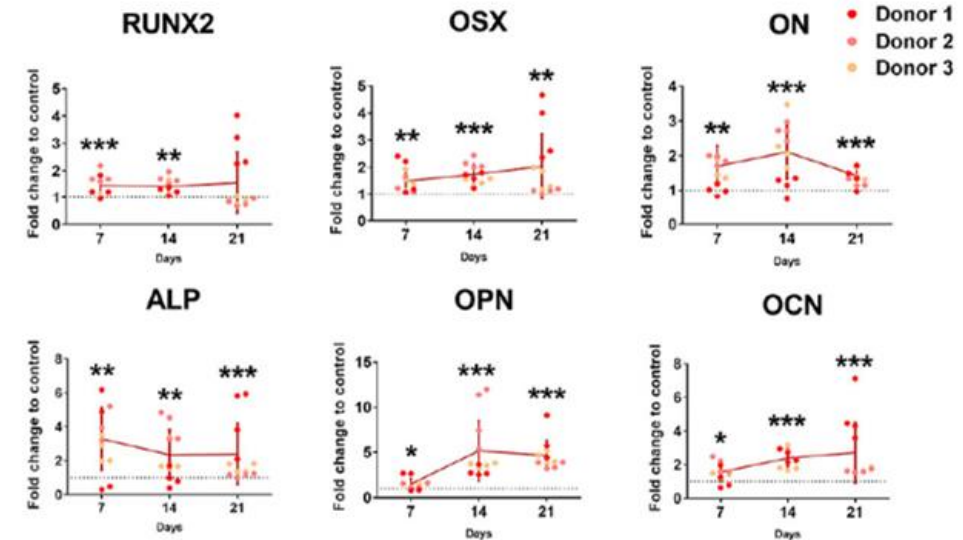
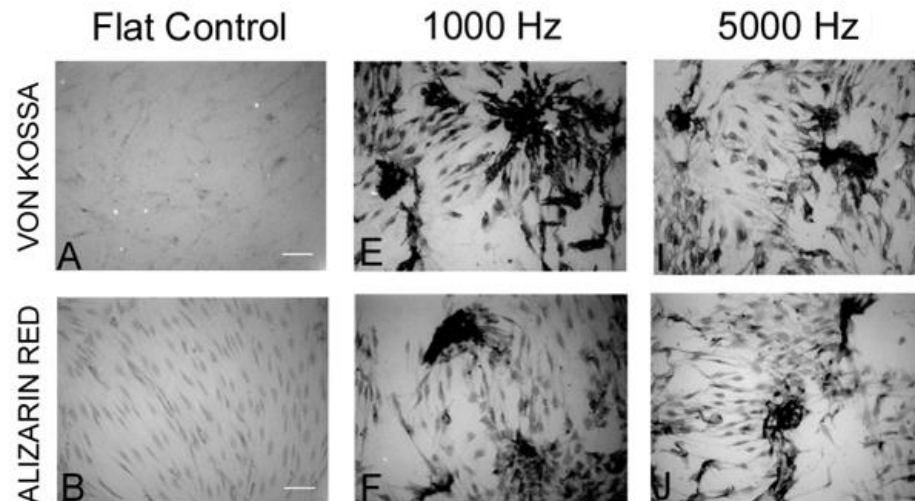
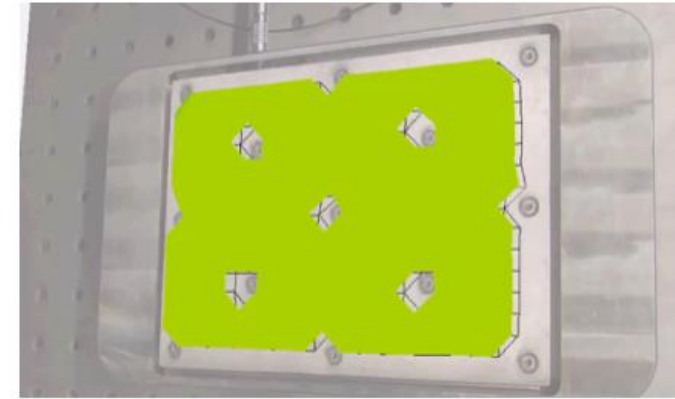
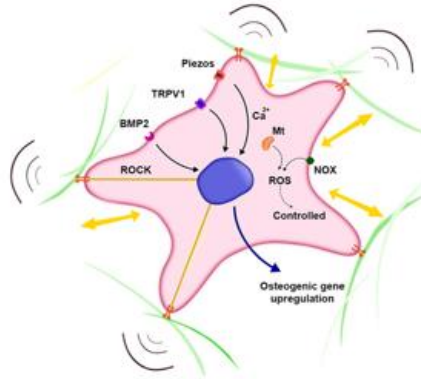
Coated monetite + BMP-2



Monetite/PEA + FN + BMP2



# Underpinning technologies - Nanokicking



Nature Biomedical Engineering 2017;1:1004

ACS Nano 2020;14,8:100027







# 3D systems using coating technologies – *first in dog*

## NEWS

Home UK World Business Politics Tech Science Health Family & Education Entertainment & Arts Stories More



### World first for dog's broken leg

Researchers in Scotland have saved the leg of a dog using a new technique to grow bones in the laboratory

## NEWS

Home UK World Business Politics Tech Science Health Education Entertainment

Scotland Scotland Politics Scotland Business Edinburgh, Fife & East Glasgow & West

### Dog's leg saved by bone technology for landmine victims

© 23 June 2017 | Glasgow & West Scotland

f t b e Share



Eva with owner Fiona Kirkland and surgeon William Marshall

# SCIENTISTS GIVE A DOG A NEW BONE

Landmine survivors to benefit as boffins save pooch Eva from amputation by regrowing leg

BY VIVIANNE AITKEN

SCIENTISTS have used a ground-breaking treatment to regrow a dog's bone and save her leg.

Eva, a Munsterlander, took part in a trial for the amazing treatment – which is set to benefit people who have suffered landmine injuries.

The dog's leg was coated with bone protein, BMP, and a household chemical found in paint, 2/PEA, which encourages the bone to regrow.

In the future, the technique will be used along with a 3D printer to grow new bones for humans.

Eva was hit by a car last year and a broken front leg failed to heal properly.

But scientists and vets from the University of Glasgow saved her from amputation using technology funded by football legend Sir Bobby Charlton's landmine charity, Find A Better Way.

Sir Bobby said: "When I signed the agreement for this six months ago, I was not expecting there to be any results for years."

"Eva is a beautiful dog and I'm delighted she will now have a normal life. I'm even more thrilled to think about what promise this technique



**HEALTHY** Eva's owner Fiona Kirkland and vet William Marshall with the project team holds for landmine blast survivors and the rest of humanity.

Eva's vet William Marshall found out by chance about the synthetic bone research project at the university.

Project leaders professors Manuel Salmeron-Sanchez and Matt Dalby started the work to develop synthetic bone tissue for use by surgeons treating landmine survivors.

Trials on humans will begin in Glasgow in three to four years. The

3D-printed plastic bones will be covered with stem cells which will combine with the BMP-2/PEA mixture to grow bone tissue.

The plastic bone later biodegrades, leaving behind newly-grown bone.

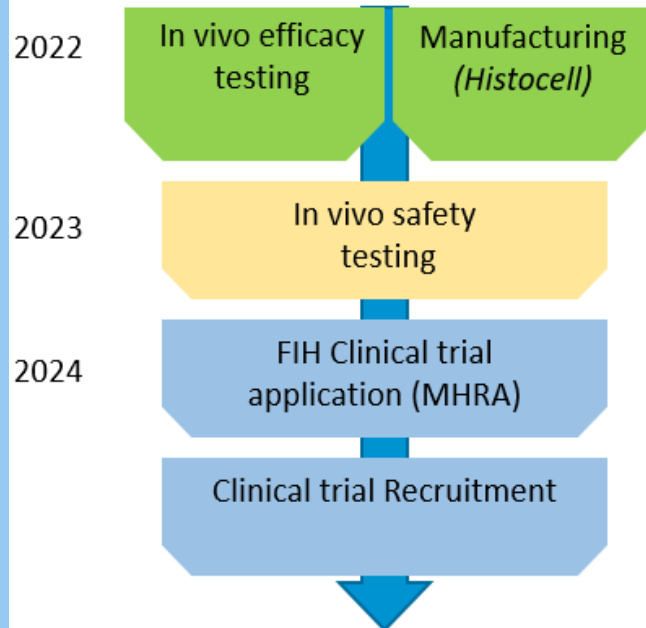
Reconstructive plastic surgeon Andrew Hart, who will perform the first human operation using the technology, said there is 'nowhere else in the world with the skillset we have in Glasgow'.



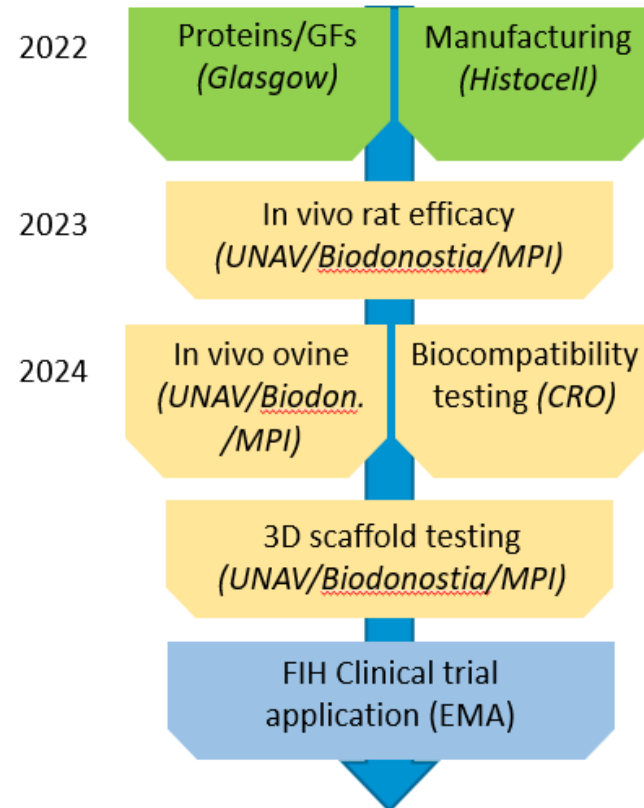
Cheng +, *Advanced Science* 2019; 8:1800361  
Alba +, *Mater Sci Eng C* 2020;113:110966

# Product pipeline and development

## 1. Nanokick cellular therapy

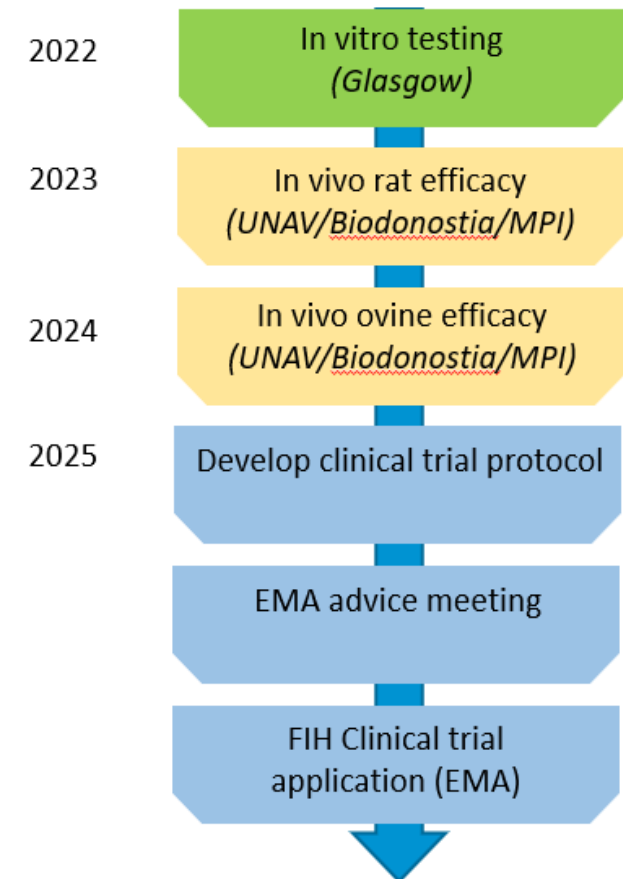


## 2. HealiOst bone graft



EUROPEAN MEDICINES AGENCY  
SCIENCE MEDICINES HEALTH

## 3. Combined NK + HealiOst



EUROPEAN MEDICINES AGENCY  
SCIENCE MEDICINES HEALTH



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## Panel Session 2: Insights from companies on best practice

**Chair: Martin Beaton** (Edinburgh Satellite Manager, EIT digital)

**Richard Buxbaum**

(Eu funding and energy Specialist, Clean Heat/SEGEC)

**Gavin McPherson**

(Head of Policy and Research, Nova Innovation)

**Prof. Manuel Salmeron-Sanchez**

(Head of the Division of Biomedical Engineering and Chair of Biomedical Engineering in the School of Engineering, University of Glasgow, Healikick)



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# BREAKOUT ROOMS

Cluster	Room
EIC	JMSL Hub - Room 507
Cluster 1 Health	JMSL Hub - Room 707
Cluster 2 Culture	JMSL Hub - Room 639
Cluster 3 Civil Security	JMSL Hub - Room 407
Cluster 4 Industry/digital	JMSL Hub - Room 745
Cluster 5 Energy/mobility	JMSL Hub - Room 607
Pillar 1 excellent science	JMSL Hub - Room 743



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# Lunch



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# BREAKOUT ROOMS

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# Breakout Session



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## Panel Session 3: How to put a best foot forward tips and tricks:

**Chair: Louise Mothersole**  
(NCP Mobility)

**Mini Rai - Pillar 2 Evaluator:**  
(Global Chair in Robotic Engineering, University of Lincoln)

**David Talbot - Pillar 2 Evaluator:**  
(CEO at DKT Consultants Ltd)



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# How to build a winning consortium

Louise Mothersole

Horizon Europe UK National Contact Point for Mobility

[Louise.Mothersole@IUK.UKRI.org](mailto:Louise.Mothersole@IUK.UKRI.org)

12 June 2024



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**The most frequently  
asked question**



# What constitutes a winning consortium?

One that can **deliver** the expected outcomes within the stated scope and budget (and give the evaluators confidence that they can)

Common to see universities, big business, small business, research and technologies organisations, consultancies, local authorities, national authorities all within the one consortium. There is no 'typical' or 'model' consortium structure/membership

Useful to include exploitation partners – someone who is going to take the outputs of the project and actually implement them (e.g. an industrial partner, local authority, police force, etc.) to show immediate impact

Useful to include the end user community, possibly as an advisory board or associate partners (not direct beneficiaries but costs e.g. travel can be included in 'other costs'), again to demonstrate route to implementation

# Formal consortium building mechanisms

**Participant portal** – Every Topic has a ‘Partner Search’ function where you can upload your profile and review others that have done so

**Partner Search** – under the ‘[Funding](#)’ tab on the EU funding and tender opportunities portal where you can search for past projects and organisations

**Brokerage events and tools** – European Commission, Technology Platforms, Co-Programmed Partnerships, NCPs from around Europe, etc (see the NCP Partner Search Tools on the [Innovate UK Business Connect Horizon Europe Hub](#))

# Enterprise Europe Network (EEN)

- The Enterprise Europe Network ([EEN](#)) helps businesses innovate and grow on an international scale.
- It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions
- EEN is delivered by [Innovate UK Business Growth](#) in UK
- Database of over [5,000 partnering opportunities](#) for both Commercial and Research & Innovation
- Contact Innovate UK Business Connect to upload your own partner request or to respond to one already posted

### Filter by

---

**Keywords**

**Type of profile**

☐ Business Offer

☐ Business request

☐ Research & Development Request

☐ Technology offer

☐ Technology request

**Type of partner**

▼

**Type of partnership**

▼

**Stage of development**

☐ Already on the market

☐ Available for demonstration

☐ Concept stage

☐ Lab tested

☐ Under development

**Technology keywords**

▼

**Market keywords**

▼

# How to find partners with a track record of success


- Search Cordis using key words for relevant projects already underway
  - E.g. searching for 'ZEWT' returns 27 projects
  - 1<sup>st</sup> listed is NEMOSHIP: New modular Electrical architecture and digital platform to Optimise large battery systems on SHIPs
  - Gives project coordinator as COMMISSARIAT A L'ENERGIE ATOMIQUE ET AUX ENERGIES ALTERNATIVES of France and gives opportunity to contact them
  - Contact is to the Project Participant, not just a central administrative function
  - Write them a note explaining what you want/intend to do and how their participation would be a great idea

## COMMISSARIAT A L'ENERGIE ATOMIQUE ET AUX ENERGIES ALTERNATIVES

Address

Rue leblanc 25

75015 Paris

 France 

Region

Ile-de-France > Paris

Activity type

Research

Links

[Contact the organisation](#)  [Website](#) 

[Participation in EU R&I programmes](#) 

[HORIZON collaboration network](#) 

# The best ways to form winning teams

Being an *effective networker* is much more useful than submitting a profile into a portal and awaiting contacts. Don't wait to be invited to the party, push yourself forward

- Use your existing professional networks – if you don't know who the sector leaders are in Europe then you should find out
- Search [CORDIS](#) for previous, related projects and contact the participants. All projects must disseminate their results and often hold workshops, etc.
- **Join the relevant networks, associations and partnerships, ask your NCP for suggestions**
- Be an *active* member – say 'hi' when you join the virtual room. Ask questions, support others' opinions, act as if you are already well known to all in the virtual room
  - Volunteer to draft working papers, take notes, send in useful information – be helpful
  - Speak up at workshops – demonstrate Thought Leadership
  - Show that you would be a valuable partner for collaborative projects and that without you they won't win – you have the secret sauce that is necessary for their success



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# Top Tips for Winning

## Horizon Europe Roadshow:

Information, Networking and Collaboration for Success - Scotland

Mini Rai

Global Chair in Robotic Engineering,  
University of Lincoln

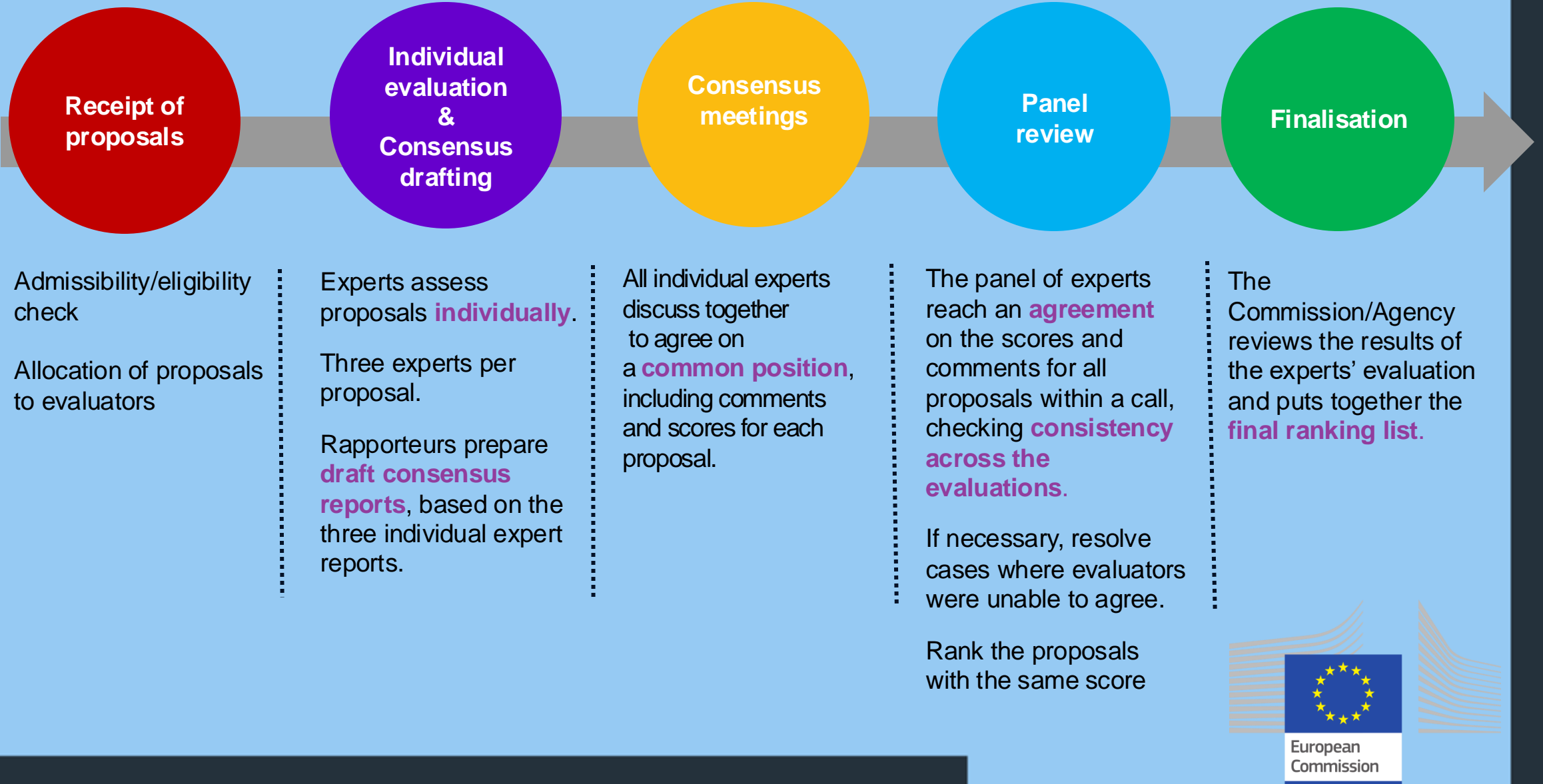


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# Evaluation Process





# Evaluation Criteria (Research and Innovation Action)

- Thresholds apply to individual criteria & the default threshold is 3
- The default total-score threshold is 10

RIA

Activities to establish new knowledge or to explore the feasibility of a new or improved technology, product, process, service or solution.

This may include basic and applied research, technology development and integration, testing, demonstration and validation of a small-scale prototype in a laboratory or simulated environment.

## EXCELLENCE

- ✓ **Clarity and pertinence** of the **project's objectives**, and the extent to which the proposed work is ambitious, **and goes beyond the state-of-the-art**.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, inter-disciplinary approaches, and the quality of **open science practices** including sharing and management of research outputs and engagement of citizens, civil society and end users where appropriate.

## IMPACT







- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

## QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of each **participant**, and extent to which the **consortium** as a whole brings together the necessary expertise.

*Proposals aspects are assessed to the extent that the proposed work is within the scope of the work programme topic*

# Interpretation of Scores

-  The proposal **fails to address the criterion** or cannot be assessed due to missing or incomplete information.
-  **Poor.** The criterion is inadequately addressed, or there are serious inherent weaknesses.
-  **Fair.** The proposal broadly addresses the criterion, but there are significant weaknesses.
-  **Good.** The proposal addresses the criterion well, but a number of shortcomings are present.
-  **Very Good.** The proposal addresses the criterion very well, but a small number of shortcomings are present.
-  **Excellent.** The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.





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# Questions?



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# Mistakes to avoid

## Horizon Europe Roadshow:

Information, Networking and Collaboration for Success - Scotland

David Talbot

CEO at DKT Consultants Ltd



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# Evaluation Criteria

Three evaluation criteria:

- Excellence
- Impact
- Quality and efficiency of the implementation

(Only one evaluation criterion for ERC - Excellence)

Each scored 0-5. Threshold 3 in each category, 10 overall by default.

Innovation Actions 1.5 weighting on Impact to decide ranking of over threshold projects



# Good is not good enough!

- 0 – Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
- 1 – Poor. The criterion is inadequately addressed or there are serious inherent weaknesses.
- 2 – Fair. The proposal broadly addresses the criterion, but there are significant weaknesses.
- 3 – Good. The proposal addresses the criterion well, but a number of shortcomings are present.
- 4 – Very good. The proposal addresses the criterion very well, but a small number of shortcomings are present.
- 5 – Excellent. The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

# Write for the evaluators

- English is probably not their first language
- Make it clear how you address all the criteria required by the call.
- They will be expert in some aspect of the call, not necessarily the exact things you are proposing.
- Make sure the role of every partner is justified and the consortium has all the skills and experience needed.
- Follow the EU template exactly.



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## Panel Session 3: How to put a best foot forward tips and tricks:

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# Closing Remark

## Anton Muscatelli

Principal of the University of Glasgow



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# Thank you



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