

# Eurostars

## 1 Experiencias IEP EUROSTARS

## 2 Lecciones Aprendidas

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## Empezando por el Final....

### Miembros del IEP CUT-OFF 7

Austria, Belgium , Finland, Germany, Iceland, Portugal, South-Korea, Spain, Sweden, Czech Republic, Ireland, Switzerland

IEP Chairman: Turkey

ESE



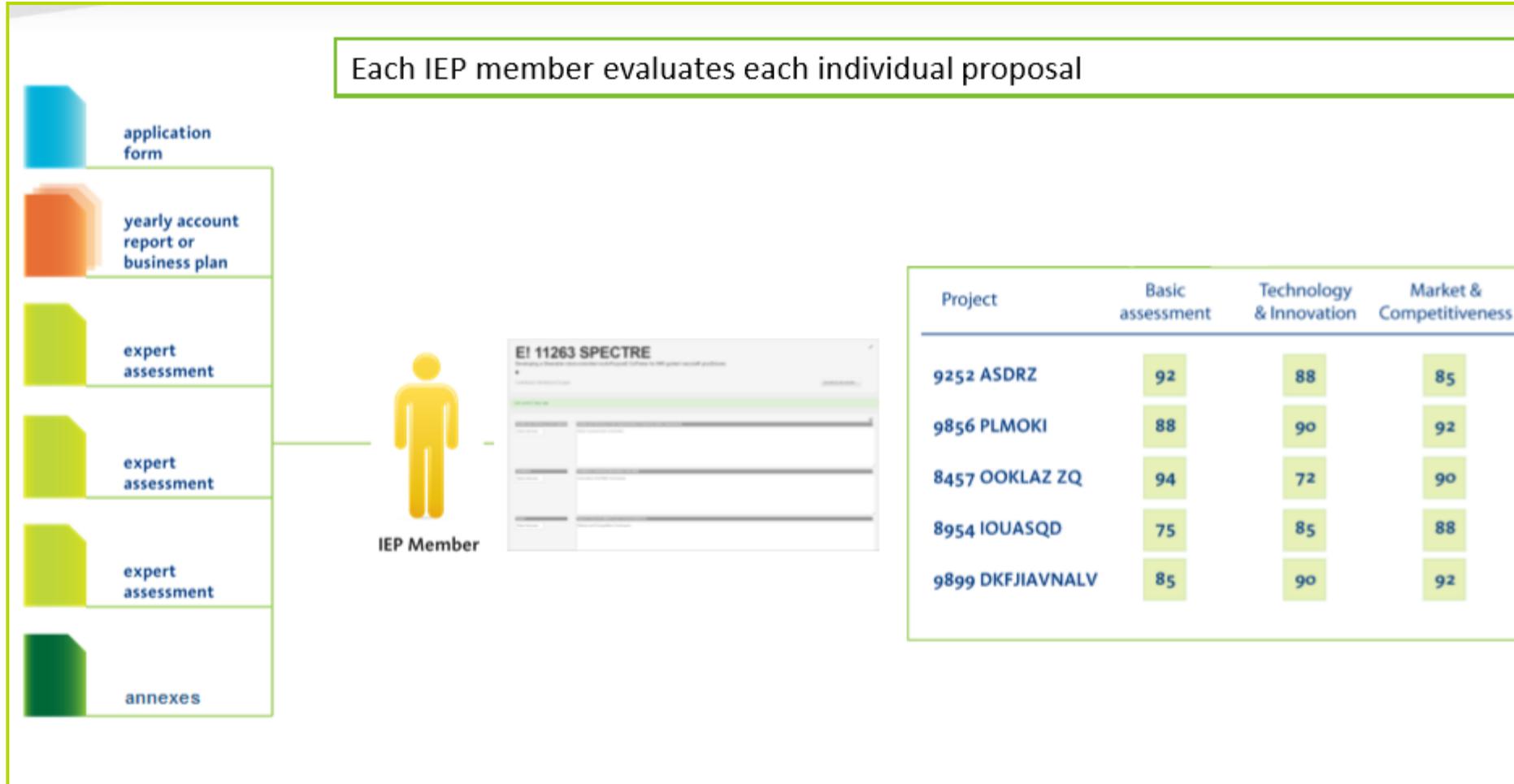
# 1 Experiencias IEP EUROSTARS



## 48 Proyectos

Nombre	Fecha de modifica...	Tipo	Tamaño
Annexes	05/05/2017 21:55	Carpeta de archivos	
01_11383_applicationform	05/05/2017 21:55	Archivo PDF	161 KB
02_11383_financial_viability	05/05/2017 21:55	Archivo PDF	777 KB
03_11383_expertise	05/05/2017 21:55	Archivo PDF	584 KB
04_11383_expertise	05/05/2017 21:55	Archivo PDF	587 KB
05_11383_expertise	05/05/2017 21:55	Archivo PDF	587 KB
06_11383_IEP_Assesment_Rating	05/05/2017 21:55	Archivo PDF	616 KB

# 1 Experiencias IEP EUROSTARS



E!11509

Nanostructured Vibration-Damping Coatings For High-Performance Cutting Technologies

1 <sup>st</sup> ICI*	Anacabe	Table	Ms. Jessica Robyns
2 <sup>nd</sup> ICI*	Edin	Session	9

Technology area	Industrial Manufacturing, Material And Transport	Market area	INDUSTRIAL PRODUCTS / MANUFACTURING
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Participant Organization Name	FV	Country	Org. Type	Role	EUR contribution	%
		IT	P	Partner	€149,285	14.44%
		PT	P	Partner	€181,290	15.80%
		SE	P	Main	€317,700	30.73%
		SE	U	Partner	€405,530	39.23%
				Sum:	€1,053,788	

Type: P = R&D SME, S = SME, I = large company, U = Univ, R = Res. Institute

Duration: 24 months

### Project pitch

The HICut project focuses on a robust, high-yield, low cost, environmentally friendly manufacturing process to produce the VibraCoat, a nano-composite for manufacturing applications. One of the most desired functional property is vibration damping, because vibration and chatter in machine-tools and other industrial components have very significant consequences: decreased performance, higher maintenance costs, shorter service life and ultimately, higher costs.

Expert ID number	Basic Assessment	Market and Commercialization	Innovation and R&D
162	5	4	5
7,281	5	4	4
1,384,124	5	5	4

**Institute of Technology - University**

Is this partner eligible to receive national funding? **Answer: Yes**

Does this partner have the financial capacity to undertake their part in the project? **Yes**

**R and D Performing SME**

Is this partner eligible to receive national funding? **Answer: No**

The participant did not send a MIUR, the required national documents. He is willing to self-fund its activities.

Does this partner have the financial capacity to undertake their part in the project? **Yes**

**R and D Performing SME**

Is this partner eligible to receive national funding? **Answer: Yes**

Does this partner have the financial capacity to undertake their part in the project? **Yes**

E!11315

3D Printing for Medical Education and training

1 <sup>st</sup> ICI*	Anacabe	Table	Mr. Enrico Tricarinco
2 <sup>nd</sup> ICI*	Dealingeare	Session	11

Technology area	Industrial Manufacturing, Material And Transport	Market area	MEDICAL / HEALTH RELATED
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Participant Organization Name	FV	Country	Org. Type	Role	EUR contribution	%
		DK	P	Partner	€495,575	41.15%
		DE	P	Main	€438,582	38.01%
		DE	U	Partner	€138,420	11.42%
		DE	U	Partner	€138,420	11.42%
				Sum:	€1,212,277	

Type: P = R&D SME, S = SME, I = large company, U = Univ, R = Res. Institute

Duration: 30 months

### Project pitch

We want to produce the next level of 3D printing services for medical training and education: Realistic and accurate 3D models of a particular patient; 3D prints that conform to the actual patient images with sub-millimetre accuracy and reflect the actual anatomic subtleties such as tissue hardness and fine-structures. These anatomically correct models would have the same elastic features as real organs, enabling a better learning experience.

Expert ID number	Basic Assessment	Market and Commercialization	Innovation and R&D
1,289,285	5	5	5
1,514,812	5	4	5
1,514,814	5	5	4

**R and D Performing SME**

Is this partner eligible to receive national funding? **Answer: Yes**

Does this partner have the financial capacity to undertake their part in the project? **Yes**

**R and D Performing SME (Main partner)**

Is this partner eligible to receive national funding? **Answer: Yes**

Does this partner have the financial capacity to undertake their part in the project? **Yes**

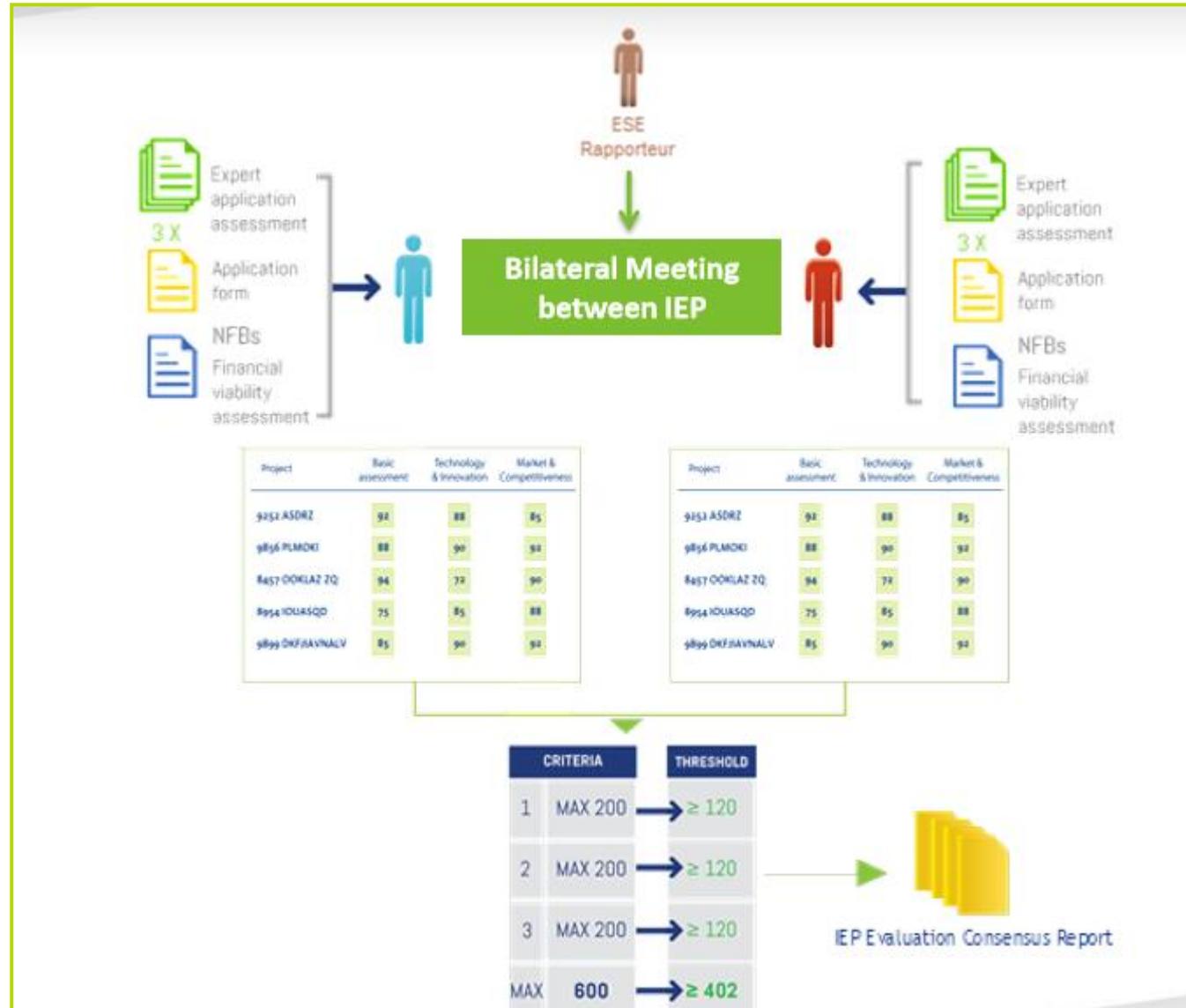
**University**

Is this partner eligible to receive national funding? **Answer: Yes**

Does this partner have the financial capacity to undertake their part in the project? **Yes**

Session	Table 1	Table 2	Table 3	Table 4	Table 5	Table 6						
1	ES	IS	BE	FI	CZ	SE	IE	PT	CH	KR	AT	DE
2	ES	FI	IS	SE	BE	PT	CZ	KR	DE	IE	AT	CH
3	BE	DE	FI	PT	IS	KR	ES	SE	AT	CZ	CH	IE
4	CZ	IE	KR	SE	DE	FI	AT	IS	BE	CH	ES	PT
5	AT	SE	DE	PT	ES	KR	CH	FI	IE	IS	BE	CZ
6	CH	PT	AT	KR	DE	ES	IE	SE	CZ	FI	BE	IS
7	CZ	PT	AT	ES	IE	KR	CH	DE	BE	SE	FI	IS
8	AT	IE	CH	ES	CZ	DE	BE	KR	IS	PT	FI	SE
9	FI	KR	CH	CZ	AT	BE	ES	IE	DE	IS	PT	SE
10	DE	SE	BE	IE	CH	IS	AT	FI	CZ	ES	KR	PT
11	BE	ES	CH	SE	FI	IE	CZ	IS	AT	PT	DE	KR

# 1 Experiencias IEP EUROSTARS



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Revisión de las solicitudes en las que había una declaración de **viabilidad financiera**.

Los miembros del IEP **revisaron todas las puntuaciones** y comentarios para cada una de las aplicaciones restantes.

La sesión concluyó con un análisis de las solicitudes que habían sido **clasificadas por debajo del umbral de calidad por el IEP**, pero habían recibido revisiones positivas de los tres expertos para los tres criterios.

El grupo estuvo de acuerdo en que las puntuaciones estaban justificadas y confirmó la decisión de calificar esas solicitudes por debajo del umbral de calidad.

El Presidente y el IEP revisaron la **lista consolidada de calificaciones**.

En general, los miembros del IEP estuvieron **satisfechos con la calidad de los expertos**, lo que implica que la selección se realiza de manera adecuada; algunos expertos no hicieron un buen trabajo.

## Sesión Plenaria del IEP

E!	Expert ID number	IEP comment about Expert
11269	1444280	Overly optimistic evaluation.
11283	1264392	Overly optimistic evaluation.
11286	4337	Medium to high scores but the expert did not recommend for funding.
11289	4525	Too high scores.
11290	7957	Too optimistic. Especially since the expert does not recommend funding.
11295	1216350	Brief statements and high marks.
11298	4448	Overly optimistic ratings.
11303	1661	Gives excessively top marks and not helpful comments.
11305	7474	Expert favours funding <u>in spite of</u> insufficient presentation and consideration of very high risks.
11305	1527059	Expert favours funding <u>in spite of</u> insufficient presentation and consideration of very high risks.
11318	1264364	Excessively optimistic marks.

# 1 Experiencias IEP EUROSTARS

## 7. Conclusions of the IEP Session

In this manner, the assessment of 288 eligible applications that passed the first evaluation step was concluded, and the individual ratings and ranking positions was endorsed by the Chairman and all IEP members.

Status	Number	% of ranking list	% of eligible
Above quality threshold	179	62%	49%
Below quality threshold	109	38%	31%
Overseeing body	74 (originally 75)		20%
Ineligible	1		
	362	100.0 %	100.0 %

# 1 Experiencias IEP EUROSTARS

## Quality and efficiency of the implementation

The consortium is complementary and qualified

## Impact

Market entry strategy has been well described

## Excellence

The product demonstrates an disruptive improvement over their own existing solution.

EUROSTARS-2 Independent Evaluation Panel Evaluation Consensus Report Cut-Off 2		 Aim Higher	
<b>Ranking position: 11</b> where position 1 is the highest			
<b>YOUR PROPOSAL</b>			
Needle free self and easy drug injection associated with a new single use drug filling system			
Quality and efficiency of the implementation	171	/200 - threshold set at 120 points (60 %)	
Comments	The consortium is complementary and qualified. Project plan is clear and well defined. The project budget and cost breakdown is well structured/justified. Further arrangements in the division of management duties and ownership may be obtained during negotiation. Expected subcontractor costs are specified and justified.		
Result	Above threshold		
Impact	172	/200 - threshold set at 120 points (60 %)	
Comments	Realistically quantified market size. The product has high potential on a global scale. The potential competitors are identified. Market entry strategy has been well described. Projected revenues seem to be realistic considering already signed contracts with end users.		
Result	Above threshold		
Excellence	150	/200 - threshold set at 120 points (60 %)	
Comments	The product demonstrates an incremental improvement over their own existing solution. It potentially delivers a cost effective, value-added product to the market. The risks have been clearly identified and properly discussed with sufficient detail.		
Result	Above threshold		
Total Score	493	/800 - threshold set at 402 points (67 %)	
Result	Above threshold		
Overall result	Above threshold		

## 2 Lecciones Aprendidas

Se observó que a veces es difícil entender qué tipos de proyectos se esperan para Eurostars, por lo que el panel puede encontrar **excelentes proyectos científicos que todavía están lejos del mercado y por lo tanto no muy adecuado para Eurostars.**

La opinión general de que **las propuestas reenviadas mejoran considerablemente su calidad**, lo que implica que la retroalimentación transparente proporcionada a los solicitantes tiene un impacto positivo en la mejora de su aplicación.

**Debe demostrarse la capacidad financiera y de investigación de las empresas en fase de creación.**

Se observó que aunque la calidad de **la sección Mercado** en las solicitudes ha aumentado notablemente, **sigue siendo** a menudo **significativamente menos precisa** que las otras dos secciones (por lo general muy bien comprendido y presentado). Tal vez no podamos educar a los consorcios aplicando pero tal vez podría haber formas de aumentar la conciencia de los miembros del IEP sobre las perspectivas de mercado en las diversas áreas técnicas.

### Recomendaciones

Aclarar y orientar mejor a los solicitantes potenciales sobre las diferentes necesidades y requisitos del programa para asegurarse de que los proyectos presentados se adecúan al programa de financiación.

Agregar preguntas más estrictas en el formulario de solicitud del proyecto para las nuevas empresas para facilitar su evaluación y asegurar que cuentan con los recursos necesarios para llevar a cabo el proyecto

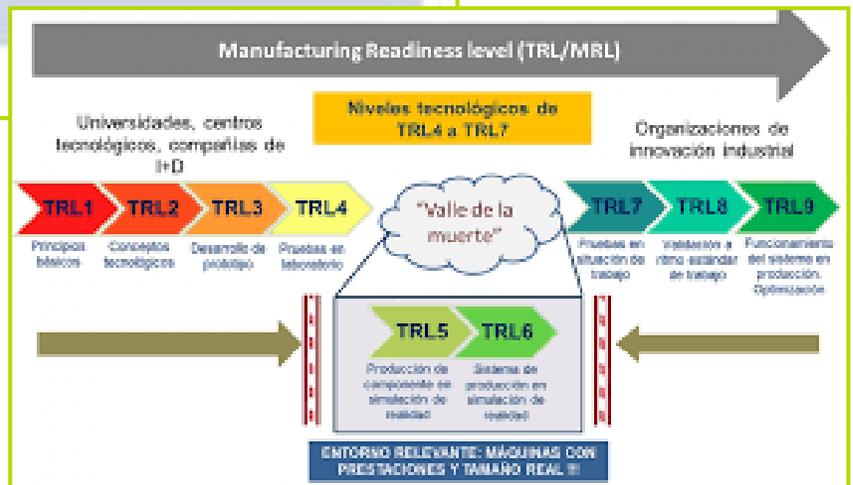


# 2 Lecciones Aprendidas



Nivel de madurez de tecnología	Descripción
TRL 1.	1. Principios básicos.
TRL 2.	2. Concepto tecnológico y/o solicitud formalizada.
TRL 3.	3. Análisis y experimentación de la función crítica y/o prueba características conceptuales.
TRL 4.	4. Prueba piloto de componentes en ambiente de laboratorio.
TRL 5.	5. Prueba piloto de componentes en ambiente de trabajo.
TRL 6.	6. El prototipo es producido en ambiente de trabajo externo (superficie terrestre o espacio).
TRL 7.	7. Prueba en ambiente de trabajo real (espacial).
TRL 8.	8. Sistema terminado. Aprobado para uso a través de pruebas de laboratorio y de trabajo (superficie terrestre o el espacio).
TRL 9.	9. Operación exitosa.

Conocimiento Previo  
(Patente)  
Mercado  
Cliente Final



## 2 Lecciones Aprendidas

EUROSTARS  
IEP Briefing Report



Aim Higher

EU11315

3D PRInting for Medical Education and training

1* IEP	Anacabe	Table	Mr. Enrico Tricanico
2* IEP	Desimpelaere	Session	11

Technology area: Industrial Manufacturing, Material And Transport

Market area: MEDICAL / HEALTH RELATED

Participant Organisation Name	FV	Country	Org. Type	Role	EUR contribution	%
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Conocimiento previo

Aplicación

Conocimiento Previo

(Patente)

Mercado

Cliente Final

# 2 Lecciones Aprendidas

EUROSTARS IEP Briefing Report  Aim Higher

E!11286 

Smart tagging system for secure and traceable marking of the goods

1 <sup>a</sup> IEP	Anacabe	Table	Ms. Felicity Lee
2 <sup>a</sup> IEP	Park	Session	5

Technology area: Industrial Manufacturing, Material And Transport | Market area: INDUSTRIAL PRODUCTS / MANUFACTURING

Participant Organisation Name	FV	Country	Org. Type	Role	EUR contribution	%
	●●	LT	P	Main	€178,000	53.61%
	●●	LV	P	Partner	€84,000	25.30%
	●●	LT	U	Partner	€70,000	21.08%
				Sum:	€332,000	
				Duration:	24	months

Types: P = R&D SME, S = SME, l = large company, U = Univ, R = Res. Institute

Consortio y

Presupuesto

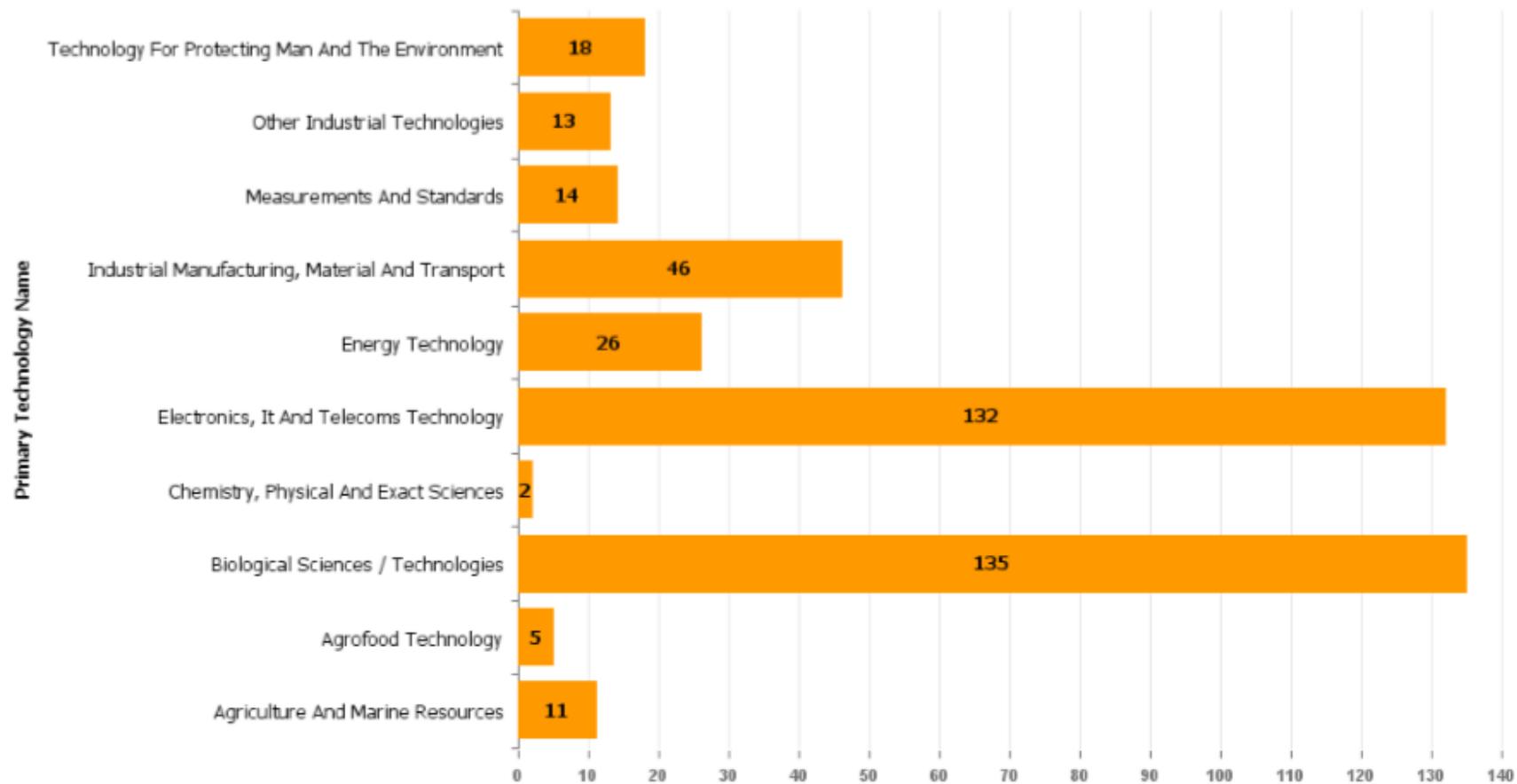
Equilibrados

Países

Costes

## 2 Lecciones Aprendidas

Cut-off 7: Number of projects submitted per technological area



## 2 Lecciones Aprendidas

Size of Technological Innovation in Manufacturing (%)	France	Germany	Italy	Spain
Small SMEs (10 to < 50)	22	27,9	31,1	18,9
Medium and large SMEs (50 to < 250)	45	57,5	43,6	
Large firms (> 250)	67	67,7	53,1	71,8

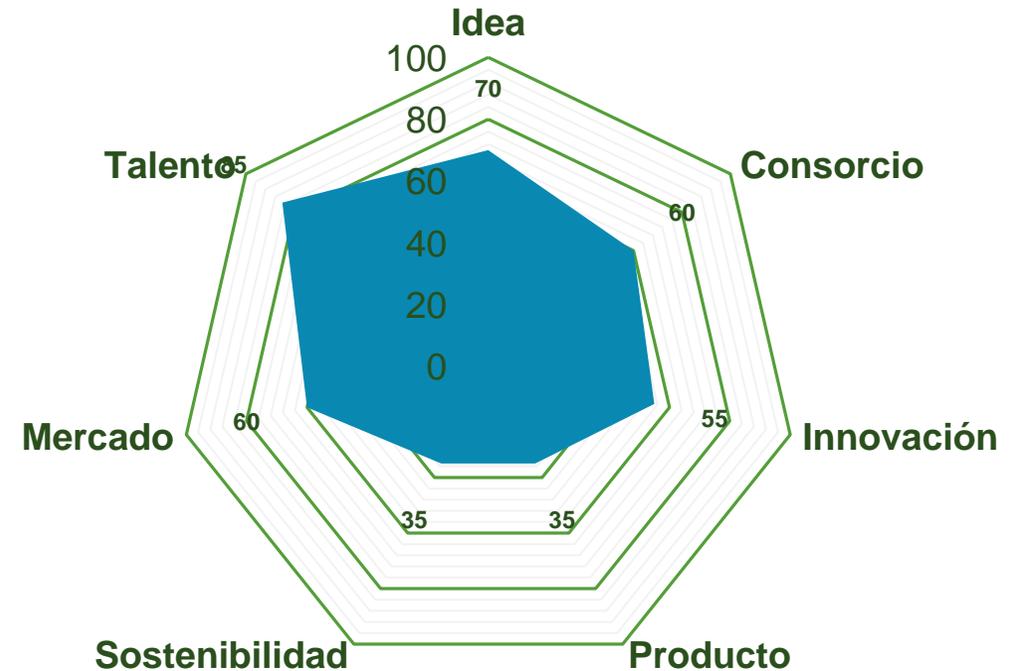


Source: SME Investment and Innovation. 2015. Published by: Bpifrance (BPI) , Cassa depositi e prestiti SpA (CDP), Instituto de Crédito Oficial (ICO), KfW Bankengruppe (KfW)

## 2 Lecciones Aprendidas

### Ingredientes

- Idea
- Well balanced consortium
- Degree of Innovation
- New Product
- Sustainability
- Market Entry Strategy
- Talent



## 2 Lecciones Aprendidas

### Algunas Recomendaciones

- Pensar en todo el proceso desde la IDEA hasta el MERCADO.
- Nunca Solos. “Juntos llegamos más lejos”. Consorcio y NCP
- Siendo pequeños, pensad a lo grande!



# Muchas Gracias

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