

## The EU Partnership on Innovative SMEs / Innowwide

Call 1 for market feasibility projects (5 September – 15 November 2022)



EUROPEAN PARTNERSHIP



Co-funded by  
the European Union

### Frequently Asked Questions (FAQs)

30/09/2022

This FAQ (Frequently Asked Questions) contains general questions about the first Innowwide call for market feasibility projects submitted to the helpdesk and/or the webinar. Repeated questions have been grouped.

#### Disclaimer:

This document is provided for reference purposes only and does not have legal value in itself. Please consult thoroughly the Innowwide call text and implementing guidelines:

- [Innowwide 2022 call 1 text.pdf](#)
- [Innowwide 2022 call 1 guidelines.pdf](#)

## General

**What is the total budget for this 1st call? Do you have an estimation of how many SMEs will apply?**

The available budget for the first Eureka Innowwide call is **3 million euro to fund 50 market feasibility projects.**

Our estimation is to receive around 400 to 600 applications.

**Can one SME apply for multiple partnerships in the same Innowwide call, for example submitting 2 applications, one with US and another one with South Africa?**

**Only one proposal per applicant SME per call is allowed.**

**Can an SME that was beneficiary from the Innowwide pilot phase programme, apply and be funded again?**

Yes. However, they must apply with a different project and targeting a different market.

**Do you have any strategic priorities or preferred industries?**

There are no strategic focus for this call. Innovative SMEs from any sector can apply.

**Can a Foundation apply?**

Only if it fits under the definition of an **SME** according to EU recommendation 2003/361. The main factors that determine whether a company is an SME are:

- **economic activity,**
- number of employees and
- revenue or balance sheet total.

You must complete an SME self-assessment in your application form and validate your status to receive Innowwide funding.

**Does the product have to already exist or can it be in the conception phase?**

Your innovative solution may already exist (and be commercialised in the home market) or still be in the conception phase.

Your market feasibility project may be the preliminary phase of a future international R&I project with local counterparts in the target country that you intend to carry out in the short or medium term. This future cooperation project may be oriented towards the **development, improvement or research of new applications for your proposed innovative solution** (product, process or service), including frugal innovation.

### **How will the “high impact in the target country” be measured? By sales?**

As part of the impact section of your proposal, you need to describe how your innovative solution is relevant for the target market, not only in terms of sales, but also societal, environmental, ethical and gender relevance, in particular, within the frame of Sustainable Development Goals (SDGs).

Independent experts will take this into account when evaluating the impact criteria (threshold: 50/80; weight: 40%).

### **What is meant by ‘civil applications’?**

Intended for non-military purposes.

### **Will there be available a structure for the workplan?**

No template is provided for the workplan.

### **Is it mandatory to start the project after the funding decision?**

Successful market feasibility projects must start soon after the funding decision has been made and Grant Agreement has been signed by both parties.

### **How long is the evaluation period from proposal sent to grant decision?**

Call opening: 5 September 2022

Call deadline: 15 November 2022, 17:00 CET

Evaluation results (indicative): March 2023

Grant signature (indicative): April 2023

### **If the result of the project is positive, is the SME obliged to bring the product or service into the market in the target country?**

The goal of a market feasibility project is to check whether your product-, process- or service-market combination might be commercialised in a target market. You are not obliged to commercialise it.

### **If a future R&D project results from the feasibility study, is it mandatory to have a co-financing source identified?**

No.

**We are a start-up company and have not yet reached our break-even, but we are steadily growing and have been contacted by interested potential clients in South-America. Could we also apply?**

Startups are also eligible applicants for this call. Instead of the self-financial viability check, the financial assessment of start-ups or SMEs without two years of financial records will be based on a two-year business plan.

## Subcontracting

**Can I target two different countries in my proposal?**

**Market feasibility projects must target only one pilot market (country)** where you intend to develop and validate your innovative business solution in cooperation with a local counterpart (main subcontractor for the market feasibility project).

**Can there be more than one subcontractor in the market feasibility project? Can these subcontractors be based in a country different than the target country?**

**Having one local counterpart (main subcontractor), based in the target country is an essential requirement to apply.** The main subcontractor must accept a commitment in the platform before you apply. If selected for funding, you must submit a signed contract with your main subcontractor.

**Other minor subcontractors – in the target country or in a different country** (including EU or associated countries' SMEs, suppliers, research providers, large companies, interface and facilitating organisations, etc.), **are allowed if duly justified and only if dealing with minor tasks** (i.e., publishing, preparation of promotional material, trade fair participation support, basic matchmaking support, clerical support, etc.).

**Can the subcontracting costs be 0? Is there a maximum expected subcontracting amount?**

Subcontracting costs may vary from country to country, therefore, **no minimum nor specific limit to the sub-contracting budget applies.**

The weight of subcontracting is to be decided by the applicant. **However, since cooperation with the main subcontractor is a main aspect of a market feasibility project, a reasonable budget allocation to the subcontractor is expected.**

**Can subsidiaries/affiliated companies of EU Member States or Horizon Europe Associated Countries or non- EU Member States non-Horizon Europe Associated Countries parent firms qualify as main subcontractor?**

They may qualify as main subcontractor **only if they meet all the following requirements:**

- (1) they are independent from the applicant SME,
- (2) they are based in the potential, eligible target country,
- (3) they are validated legal entities according to EU definition and
- (4) they have local competences to collaborate at project implementation stage with the applicant SME.

### **What can be the legal form of the subcontractor?**

They can be any type of legal organisation. Except for the case of African companies targeting EU Member States or Horizon Europe Associated Countries and the EU/HEU applying on behalf of the African company, when the African company must also be an SME.

### **How is the subcontract payment made?**

The beneficiary who has awarded the subcontract is responsible for the work of the subcontractor (quality of work, timely completion etc.) and for the payment to them. The payments mean will be defined in the contract that you sign with your subcontractor.

### **Can you explain more of how to contact a counterpart in another country?**

Finding a counterpart can be time consuming. Please take this into account before starting your application for this call (deadline on 15 November 2022).

On our website you can find a (non-exhaustive) list of organisations that can help you find a relevant partner : [partner search](#) (Please note that the success of such a search is not guaranteed). It is convenient that you clearly state: the details of your company (type of company, sector of activity, previous engagement in transnational cooperation...), the type of partnership considered (cooperation description, type of partner sought, country, etc.) and your contact information before approaching one of these organisations.

### **If the local partner is a company that is working under state concessions, does that represent a problem?**

That's not a problem.

### **Is UK eligible?**

If UK would finally not associate to Horizon Europe by the call deadline (15 November 2022), it would be excluded from participating in this first call, both as beneficiary (not EU member states nor Horizon Europe associated country) and as target country (not part of one of the target regions for this call (Africa, Asia-Pacific, North or South America, the Middle East)).

Same applies to (in alphabetical order): Andorra, Holy See, Liechtenstein, Monaco, San Marino and Switzerland.

## Budget/Funding

### Is this program under the De Minimis rules?

Innowwide funding is Horizon Europe funding and therefore exempt from calculation under the *de minimis* regime.

### Is Innowwide compatible with other funding mechanisms?

EC financial regulation prevents accumulation of more than one EC fund into the same activity and expense. Consequently, **any activity included in an Innowwide market feasibility project cannot be financed by any other EU-based funding scheme.**

### Are there specific rules for calculation of personnel cost? Will timesheets need to be submitted after finishing the project? Will flight tickets, etc. need to be submitted?

Innowwide follows up a lump sum scheme. If everything is OK from the technical point of view at project finalization, there is no need to report actual costs and resources, just keep usual bookkeeping rules in case there were some underperformances during the project implementation.

The beneficiary SME must commit to establish specific financial accounts and to report details of the execution and results of the market feasibility project.

The Eureka Association reserves the right to carry out at any moment checks, reviews, audits or investigations.

### Innowwide is mono-beneficiary. How does the financing work if an African company targets an EU country? I assume that costs will be distributed among the partner and the counterpart. What about the funding repartition? Is a transfer possible?

It is the company in the EU member state or Associated Country applying and eventually receiving the funding on behalf of the African company, and then carrying out the market feasibility project in the EU/Horizon Europe Associated Country for the innovative African company.

In this case, the African company also acts as “main subcontractor”. The beneficiary who has awarded the subcontract is responsible for the payment to them, as defined in the contract between the beneficiary and the main subcontractor that must be submitted upon signature of the Grant Agreement.

### Is it possible to fund more than €60k?

The Innowwide financial support rate is up to 70% of minimum eligible costs (personnel, subcontracting, purchasing costs – travel and subsistence, equipment depreciation, other goods, works and services ) of 86,000 euro. Each successful market feasibility project will receive a **fixed grant of 60,000 euro.**

**Must we present the EU member budget + the local partner budget in the application form?**

Only one budget must be presented (the applicant budget): Subcontracting costs of the local partner in the target country is one of the budget categories included in the overall applicant budget.