

#6 WEBINAR



ORIENTARSI NEI CASCADE FUNDING EUROPEI: UNA BUSSOLA PER L'ACCESSO ALLE OPEN CALL EUROPEE



**MIND 4
MACHINES**

2nd OPEN CALL



28 febbraio 2023, ore 10.00



This project has received funding from the European Union's Horizon 2020 INNOVATION Programme from the Grant Agreement No 101005711



L'Europa alla portata della vostra impresa.



MESAP

Innovation Cluster

Activities overall

MESAP Innovation Cluster



- Born in Turin, Italy in 2009 as **Mechatronics Innovation Cluster**
Co-funded by the Piedmont Region
- Focus in the fields of **Smart Products & Manufacturing**

➤ **240** Members



200 SMEs

30 Large Companies



2 Universities

8 Research Institutions

➤ **Industrial Sectors**

AEROSPACE **AUTOMOTIVE** **ICT**
MANUFACTURING **equipment, machines and automation** **RAILWAY** **Healthcare**
Energy/Clean Technologies **ELECTRICAL APPLIANCES** **Nanotechnologies**
Construction and Home Automation **Textile** **Agrifood** **Chemicals** **Marine** **Printing technologies**



Innovation Catalyzer

What we do



- Technology transfer
- Innovation support and New Business Opportunities
- Antenna for funding from the Piedmont Region
- Regional and National connections



CONFININDUSTRIA
Piemonte



+ CIM4.0



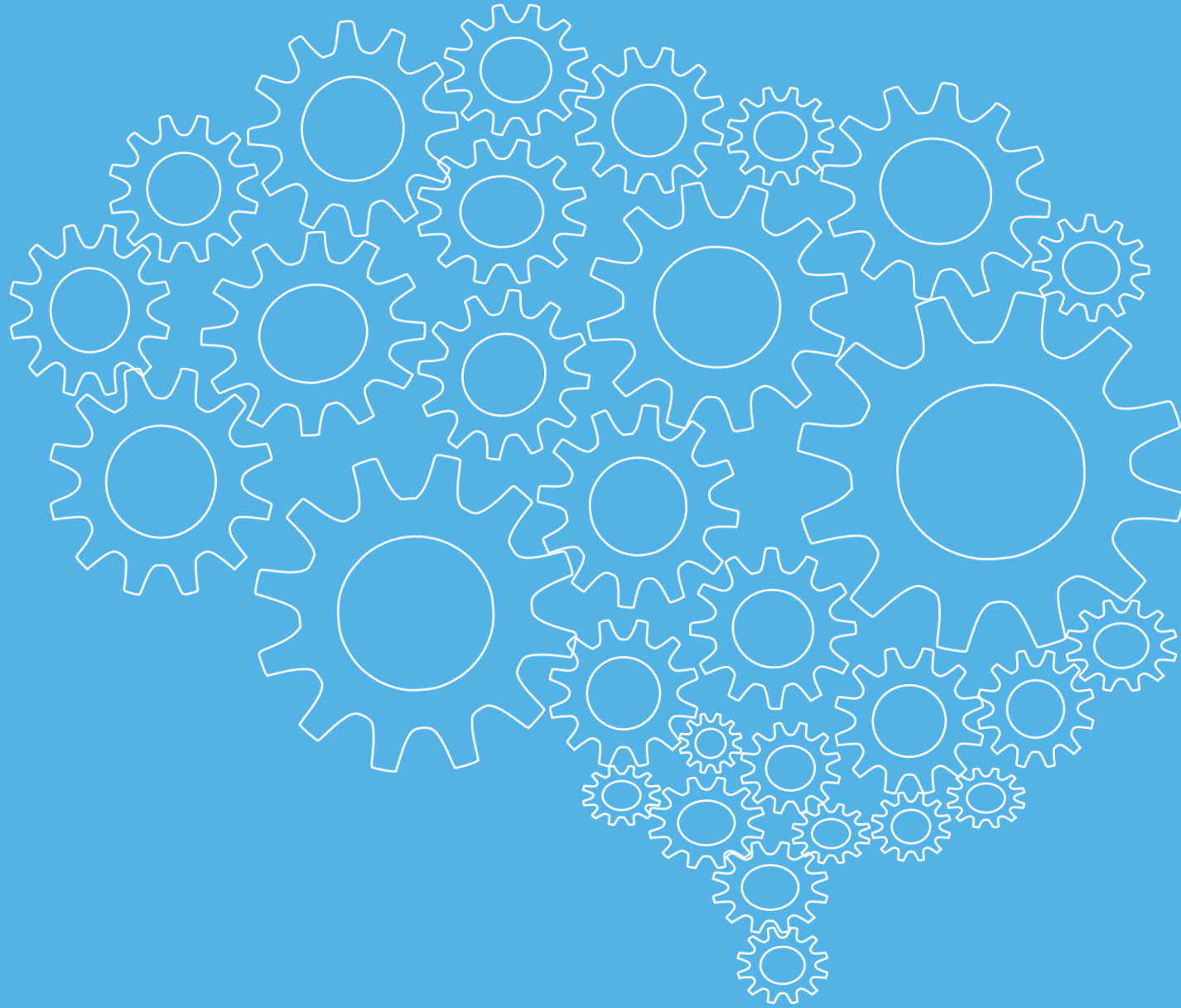
- Networking & EU projects





MIND4MACHINES

2nd OPEN CALL



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MIND4MACHINES OBJECTIVES



Facilitate cross-border and cross-sectoral Collaboration in «smart ICT Technologies for manufacturing industry»

Support the entire digitalisation value chain from IoT to Big Data, Cloud Computing, Artificial Intelligence, Blockchain, Cybersecurity, etc.

Financially support startups and SMEs developing Industry 4.0 solutions for the manufacturing sector.

Accelerate the market up-take of solutions to support sustainable, climate-neutral and intelligent manufacturing, within the context of the European Green Deal



MIND4MACHINES CONSORTIUM

MIND4MACHINES consortium, led by
Istanbul Chamber of Industry (ICI) Turkey +
11 clusters and business supporting organisations
from 8 countries



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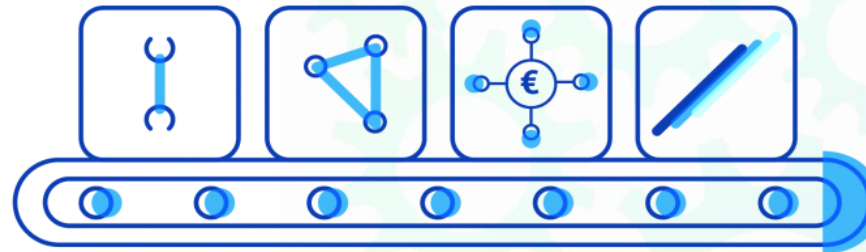
MIND4MACHINES APPROACH



Manufacturing SMEs



Technology Provider SMEs/startups



Tools ICT Solutions Funding Accelerate



Digitalised and sustainable
SMEs



M4M Support

- ✓ Investment Readiness Level (IRL) Self-Assessment
- ✓ Open Innovation Platform
- ✓ Open Calls
- ✓ Acceleration Programs



OPEN CALLS



**MIND 4
MACHINES**

3.3 M EUR as Financial Support to SMEs

Open Call 2 Budget is EUR 1 620 800

<https://mind4machines.eu/open-calls/>



OPEN CALL 2 TIMELINE



Key Dates for MIND4MACHINES 2nd Open Call of Proposals

Launch of the 2nd Open Call

14/02/2023

Deadline of the 2nd Open Call

19/04/2023, 17:00 CEST

Evaluation of the applications

20/04/2023– 10/07/2023

Announcement of the final beneficiaries

11/07/2023

Contracting procedure of the Subgrant Agreements

11/07/2022 - 31/8/2023

Tentative Start date of sub-projects

01/09/2023



OBJECTIVE OF THE MIND4MACHINES CALL



The main objective of the call is to **raise the efficiency and competitiveness of the manufacturing industry** by **adopting the latest digital technologies** for a smarter and greener transformation aligned with the latest EU policies.

Fund **development, testing, validation and market uptake of Industry 4.0 solutions**, to support **digitalisation of value chains** and raise **efficiency and competitiveness of manufacturing industry**.



SPECIFIC OBJECTIVES OF THE CALL



- **Digitalise information and integrate systems** at all stages of product development and utilization (including logistics and supply).
- Integrate **autonomous systems** into the manufacturing environment.
- **Promote excellence**, eliminating defects in processes and products.
- **Produce efficiently** by means of all resources.
- Enable **manufacturing servitisation**.
- Facilitate **mass customisation** allowing every product to be unique and custom-made.
- Enable **more agile and flexible approaches in line with Industry 4.0 and Logistics 4.0**.
- Create **energy and resource efficiency** and nurturing more **sustainable value networks**.



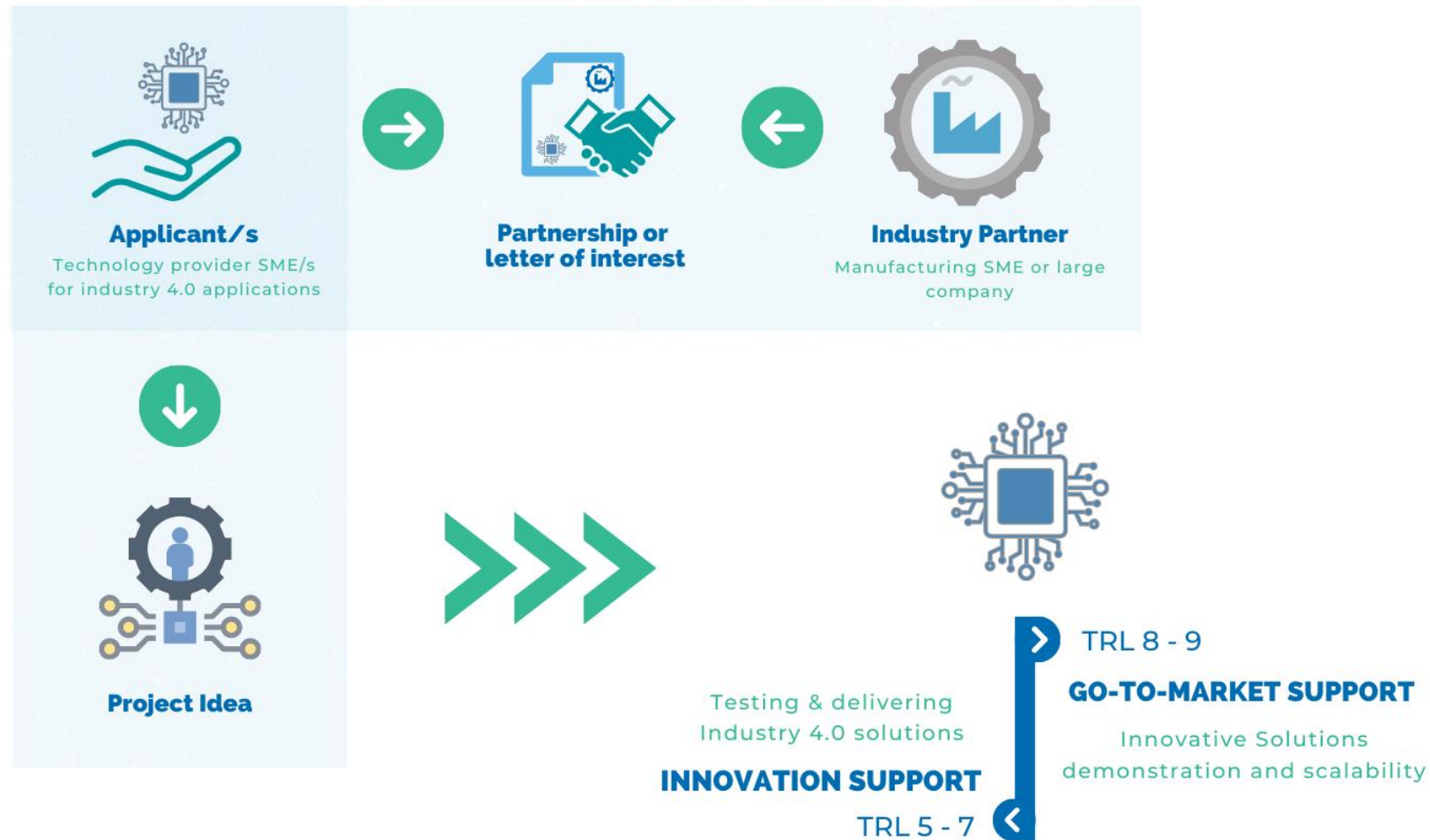
TARGET GROUP



The MIND4MACHINES Open Call is addressed **only to SME applicants** (startups included) acting as **Industry 4.0 technology providers** for an end-user partner from the **manufacturing industry**.



APPLICATION SCHEME

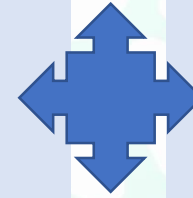


WHO CAN APPLY?



APPLICANT(S)

- **Smart digital technology developers (SMEs) from the ICT sector, working in Industry 4.0 topics (NACE Codes J620 or J631)**
- **Producers of machinery, tools, and robots for use in the manufacturing industry (NACE Codes C26, C27, C28 or C33)**



INDUSTRY PARTNER

**From the manufacturing industry -
Category C NACE Code:**

- **SME**, eligible for funding
- **Large industry**, not eligible for funding (attached Letter of Intent)

Projects can be submitted;

- ☐ Individually by a **technology provider** applicant (ICT or machinery/robotics)
- ☐ In partnership by **two technology providers** SMEs for complex solutions
for each option cooperation with one industry partner is compulsory



WHO CAN APPLY?



- ! Project applications can be submitted **only by SMEs.**
- ! All applicants [technology supplier applicant/s, industry partner] must be registered in the EU27 Member States or in Horizon2020 Associated Countries.
- ! **Cross-border partnerships are strongly encouraged.**



FUNDING SCHEMES



INNOVATION SUPPORT – [TRL 5-7] Testing & delivering Industry 4.0 solutions

GO-TO-MARKET SUPPORT – [TRL 8-9] Innovative solutions demonstration & scalability



Objective

- Development of innovative ICT based solutions for manufacturing industry
- Starting TRL minimum 4

- Validation & growth of the digital solutions on the industry market
- Starting TRL minimum 7



Budget Allocated

- **EUR 1 080 000**

- **EUR 540 800**



Budget of the proposal (Maximum Grant per proposal)

- **Project Budget**
 - **Individual applicant** up to EUR 60 000
 - **Two applicants:** up to EUR 120 000
 - **Industry partner** : up to 20% of the project budget (if SME)
 - LUMP SUM

- **Project Budget**
 - **Individual applicant** up to EUR 30 000
 - **Two applicants:** up to EUR 60 000
 - **Industry partner:** up to 20% of the project budget (if SME)
 - LUMP SUM



Duration

- **9 months**

- **6 months**



INDUSTRY CHALLENGES TO BE TACKLED



- ❖ Flexible manufacturing systems (FMS)
- ❖ Predictive maintenance
- ❖ Resource efficiency
- ❖ Energy efficiency
- ❖ Smart packaging
- ❖ Decision support systems
- ❖ Security and safety
- ❖ Smart logistics
- ❖ Supply chain management



INDUSTRY 4.0. TOPICS



The proposed solutions are expected to use technologies that generate/support **digitalization**:

- IoT (Internet of Things): including IIoT
- Sensors / Data Acquisition
- Digital Signal Processing
- Big Data and Analytics
- Advanced Analytics and artificial intelligence (AI), including Robotic Process Automation (RPA) and Digital Process Automation (DPA)
- Advanced Robotics
- Digital Twin
- Blockchain
- Cloud computing
- Cybersecurity



TRL – TECHNOLOGY READINESS LEVELS

TRL	Definition
TRL 4	Technology validated in lab
TRL 5	Technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
TRL 6	Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
TRL 7	System prototype demonstration in operational environment
TRL 8	System complete and qualified
TRL 9	Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

List of eligible costs of the APPLICANT/S

Innovation Scheme

Staff cost for the development and testing /demonstration of the solution and for training the industry partner to use it

Staff costs for the project management and reporting tasks or other associated activities, such as project promotion

Technical services such as prototyping, MVP, testing, and technical consultancy

Equipment or consumables needed for developing/testing the solution

Travel and accommodation costs between applicants or industry partner Dissemination/ promotion costs

Dissemination / Promotion costs

Go-to-market Scheme

Staff cost for pre-commercial demonstration, productization, marketing, business plan development, and training of the industry partner to use it

Staff costs for the project management and reporting tasks or other associated activities, such as project promotion

Technical services such as advanced prototyping, MVP, testing, and technical consultancy

Equipment or consumables needed for demonstration of the solution

Travel and accommodation costs between applicants or industry partner

Pre-commercial services such as internationalisation, market intelligence research, market studies, IPR, certification

Dissemination costs for promoting the product and acquiring new customers

List of eligible costs of the INDUSTRY PARTNER

Innovation Scheme

Staff cost for ensuring cooperation for the development, demonstration and implementation of the solution

Equipment or consumables needed for developing/testing/ demonstrating the solution

Utility costs triggered by the testing

Travel and accommodation costs between applicants or industry partner

Go-to-market Scheme

Staff cost for ensuring the cooperation for pre-commercial demonstration and implementation of the solution

Equipment or consumables needed for demonstration and productisation of the solution

Utility costs triggered by demonstration

Travel and accommodation costs between applicants or industry partner

HOW TO APPLY?



The proposal is submitted in a single stage through the online platform, following the indicated steps:

REGISTER on the F6S platform (if not registered before).

ACCESS the online application form and fill the questions at:

- <https://www.f6s.com/m4m-oc2-innovation-individual/apply>
- <https://www.f6s.com/m4m-oc2-innovation-collaborative/apply>
- <https://www.f6s.com/m4m-oc2-go-to-market-individual/apply>
- <https://www.f6s.com/m4m-oc2-go-to-market-collaborative/apply>

READ and ACCEPT the Terms and Conditions - Applicants will be asked to click on a link to accept the terms and conditions located in the application form, stating that they are willing to participate in the programme and that information contained within this application form has been reported truthfully will not be eligible.

UPLOAD the compulsory Annex 1 as a PDF file with a qualified electronic signature and the three sheets of Annex 2 as three separate PDF files to the corresponding questions.

UPLOAD if the case, Annex 3 as a PDF file with a qualified electronic signature.

SUBMIT - Once the Proposal is completed, click "Submit".

Registration on
F6S Platform
Contact data

Access the
corresponding
form

FILL ALL THE
QUESTIONS and
SUBMIT

! An SME (applicant or industry partner) can participate to only one proposal in one Open Call



APPLICATION FORMS



The proposal is submitted in a single stage through the online platform, following the indicated steps:

Public Information of the Proposal

Administrative, legal and financial data: Applicant-Technology Provider

In case there are two applicants: Administrative, legal and financial data: Second Applicant-Technology Provider,

Administrative, legal and financial data: Industry Partner

EXCELLENCE (9 Questions)

IMPACT (5 Questions)

Implementation (8 Questions, 3 of them asking to upload the Relevant Annex 2 Section as PDF)

DECLARATIONS

COMMUNICATION

[Annex 1](#) **SME Self-Declaration** (to be filled by all applicant and industry partner SMEs)

[Annex 2](#) **Tables with activities, budget and risks**

[Annex 3](#) **Letter of Intent (LoI)** template for a large company Industry partner

[Annex 4](#) **Application Form structure** (mirroring the electronic application form on the F6S Platform) - templates for the individual application

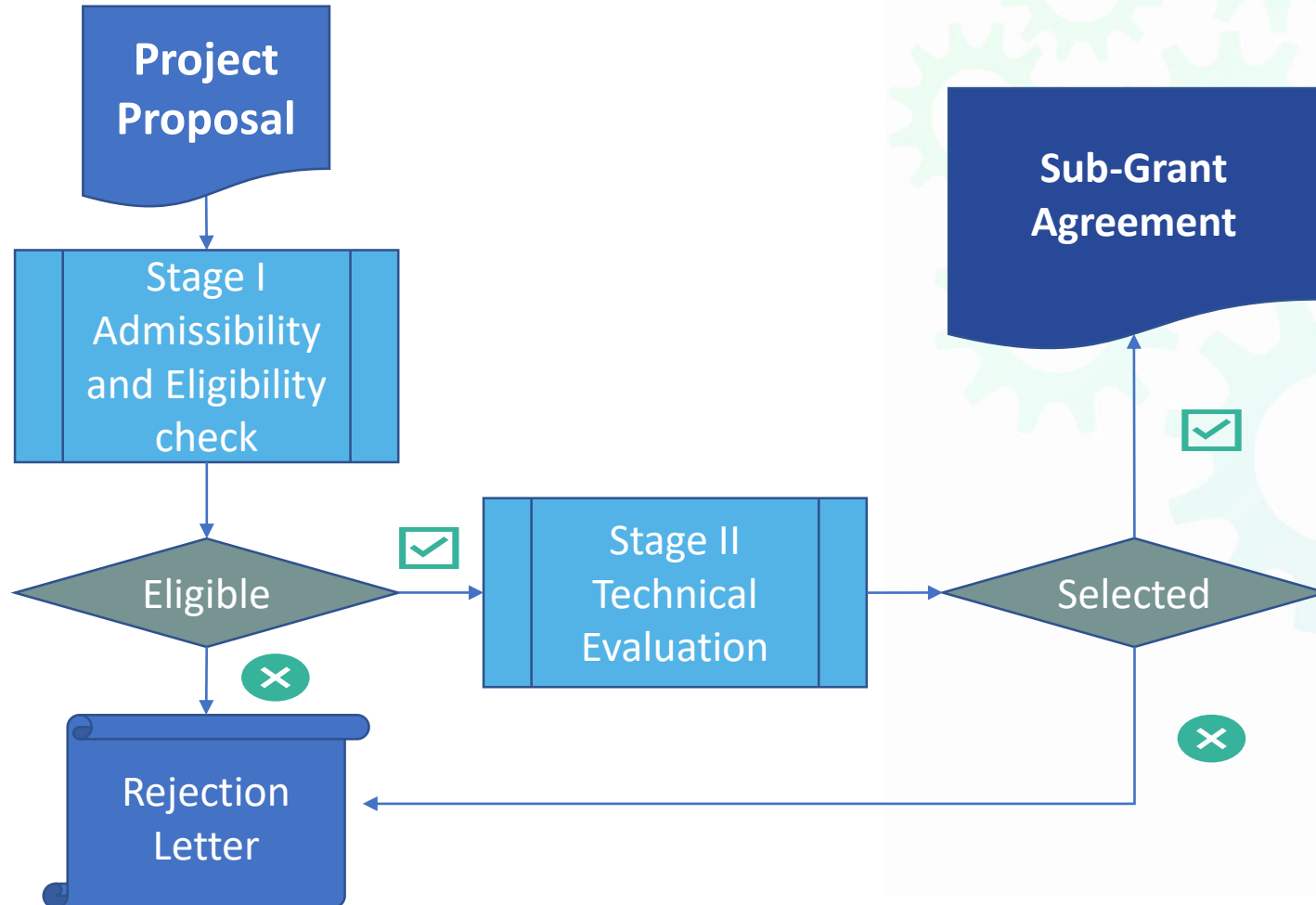
[Annex 5](#) **Final check list** for applicants (to be checked before project submission)



EVALUATION AND SELECTION



< 2 MONTHS >



STAGE I- Admissibility and Eligibility check-
Admissibility and Eligibility Panel reviews all applications received until the deadline. Failure to comply will be notified in maximum 5 days from the closing of the call.

STAGE II- Technical Evaluation- Evaluation Panel will score the proposals according to the Evaluation Grid.



STAGE 1 – ADMISSIBILITY AND ELIGIBILITY CHECK



ADMISSIBILITY CRITERIA

- Proposal submitted online on the F6S Platform. Any other means will not be accepted.
- Proposals must be written in English, the official language for MIND4MACHINES Open Calls. Submissions done in any other language will not be evaluated.
- The application must be submitted by the indicated deadline of 19/04/2023, 17:00 CEST.
- Proposal includes at least one Industry partner.
- The partners shall be separate legal entities.
- Signed Letter of Intent in case of having large company industry partner (Annex 3), completed and signed with a qualified electronic signature, uploaded as pdf on the F6S platform to the corresponding question.
- Annex 1 completed, signed with a qualified electronic signature and uploaded as pdf on the F6S platform to the corresponding question.
- The three sheets of Annex 2 uploaded as separate three pdf files as Annex 2.1, Annex 2.2 and Annex 2.3 on the F6S platform to the corresponding questions.
- An applicant can participate in only one application per Call; proposals including the same SME (applicant or industry partner) will be rejected.
- An SME cannot act as both an applicant and an industry partner in the same proposal.



STAGE 1 – ADMISSIBILITY AND ELIGIBILITY CHECK



ELIGIBILITY CRITERIA

- **Legal Status:**
 - Applicants must be SMEs
 - Industry Partners can be both SMEs and large companies. Only SME industry partners can be funded
- **Location of headquarter and subsidiaries:**
 - EU27 Member States or Horizon 2020 Associated Countries
- **Field of activity:**
 - The applicant(s): NACE CODES J620, J631, C26, C27, C28 or C33.
 - The end-user Industry partner: NACE C
- **TRL Fit:**
 - The projects must select the right **TRL starting point** as the maturity level of the solution proposed.
- **Budget Fit:**
 - The requested budget of the proposal shall not exceed the defined limits per each scheme



STAGE 2 – TECHNICAL EVALUATION



By three evaluators existing from M4M partners + external evaluators

Evaluation Criteria	Description	Score	Threshold
I. Excellence	• Define clear objectives and reasons for applying • Demonstrate alignment with MIND4MACHINES objectives • Address the sectors and technologies of MIND4MACHINES Open Call • Develop a sound and ambitious application/experiment/ prototype consisting of an end-user solution • Clearly address why it fits into the expected TRLs • Demonstrate the innovative aspect /market potential component of the solution • Provide a clear description of the challenge(s) addressed • Provide 4 clear, realistic and measurable KPIs	0 – 30	15
II. Impact	• Demonstrate clear technological, economic, environmental, and social benefits • Demonstrate the market opportunity • Map the competitors and describe competitive advantages • Geographical extent of the impact – scalability potential • Contribute to increase the digitalisation level of the industry partner or to a specific manufacturing industry	0 – 35	20
III. Implementation	• Develop a coherent and clear work plan • Explain the role of each project partner • Show financial assessment of costs necessary to achieve the solution (staff/equipment/other types of costs) based on real market costs • Potential risks are identified, and risk mitigations defined clearly and fit to the duration of the project. • Demonstrate the team capacity to carry out the project.	0 – 30	15
IV. Cross-border partnerships	1. All applicants/partners are from the same country 2. Applicant(s) and/or industry partner are from different countries	0 5	
TOTAL SCORE		0–100 points	



CONTRACTING PROCEDURE

	Tentative deadlines	
Announcement of the Beneficiaries	11.07.2023	
Deadline for Providing the Subgrant Data	26.07.2023	12 workdays
Deadline for Signature of the Subgrant Agreement	11.08.2023	12 workdays
Tentative Start date of sub-projects	01.09.2023	The first day of the following month, if not set in the SGA process differently.

CONTRACTING PROCEDURE

The awarded projects are requested to provide the following documentation before the signature of the Subgrant Agreement:

- Declaration of Honour (required from each SME partner of the proposal)
- Proof of bank accounts of all SME partners requesting grants under MIND4MACHINES.
- Legal Status and Location (Establishment/Registration Country for all project partners including large industry (if applicable), i.e. Commerce Registration Copy or equivalent).
- Field of Activity, i.e. certificate of activity or equivalent from all partners, including large industry (if applicable).
- Tax registration certificate from all partners, including large industry (if applicable).
- Letter of commitment in case the industry partner is a large company.
- The proof document for legal status and location, field of activity and tax registration can be the same document, if the official document includes the necessary information.

! IMPORTANT: The F6S account and corresponding e-mail associated with submission will be used as primary contact point for the communication via F6S and e-mailing.

IMPLEMENTATION OF SUB-PROJECTS



- Implementation of the **Working Plan** described in the winning proposal
- The payment for the services/ experiments will be linked to the accomplishment and approval by MIND4MACHINES Consortium of the **defined KPIs and deliverables**.

! IMPORTANT: Proposal must define clear KPI's : Two technical associated with the solution and 2 industrial KPIs related to the use by the industrial partner with baselines, interim and final values.

- The transfer of the awarded financial contribution will be given in two batches, based on **KPIs** (milestones & deliverables) validated after the submission of an **interim report (40% payment)** and a **final report (60% final payment)**, following the Working Plan described in the winning proposal.



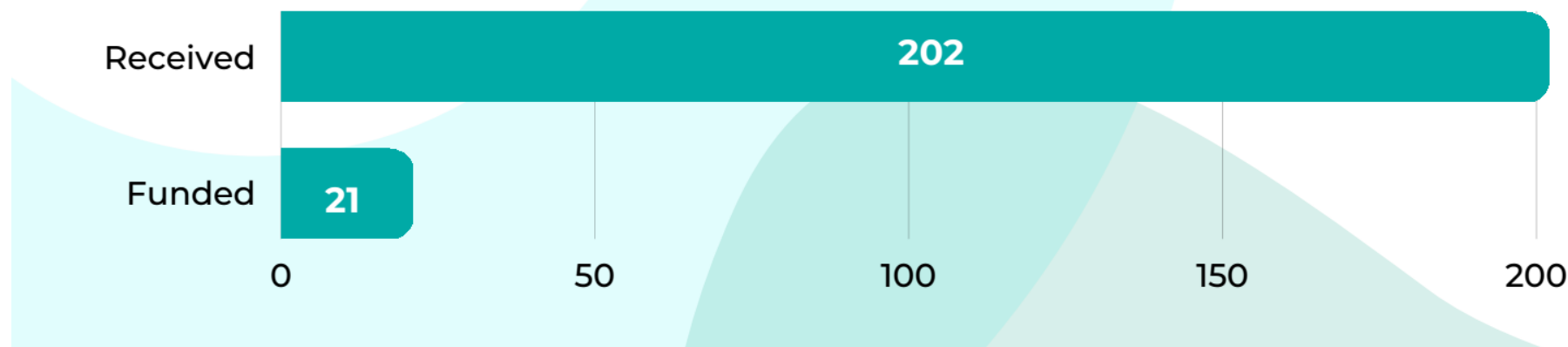
- Read the Guide for Applicants carefully, it is the only official document for the MIND4MACHINES Open Call 2. This presentation is not replacing the Guide for Applicants.
- Use Annex 5 Checklist before submission.
- Submit your application when it is complete, it can't be changed when it is submitted.
- Use Qualified Electronic Signature in all documents requiring signature.
- Use an F6S account connected to an e-mail you always check. That account will be the main contact point for the project if funded.
- Check that you answered each question and uploaded the right Annex as PDF completely to the corresponding question.
- Define the requested funding within the limitations described in Guide for Applicants and fill in the corresponding fields in the application form. The amounts submitted in the application form on F6S Platform will be taken into account.

MIND4MACHINES OPEN CALL 1



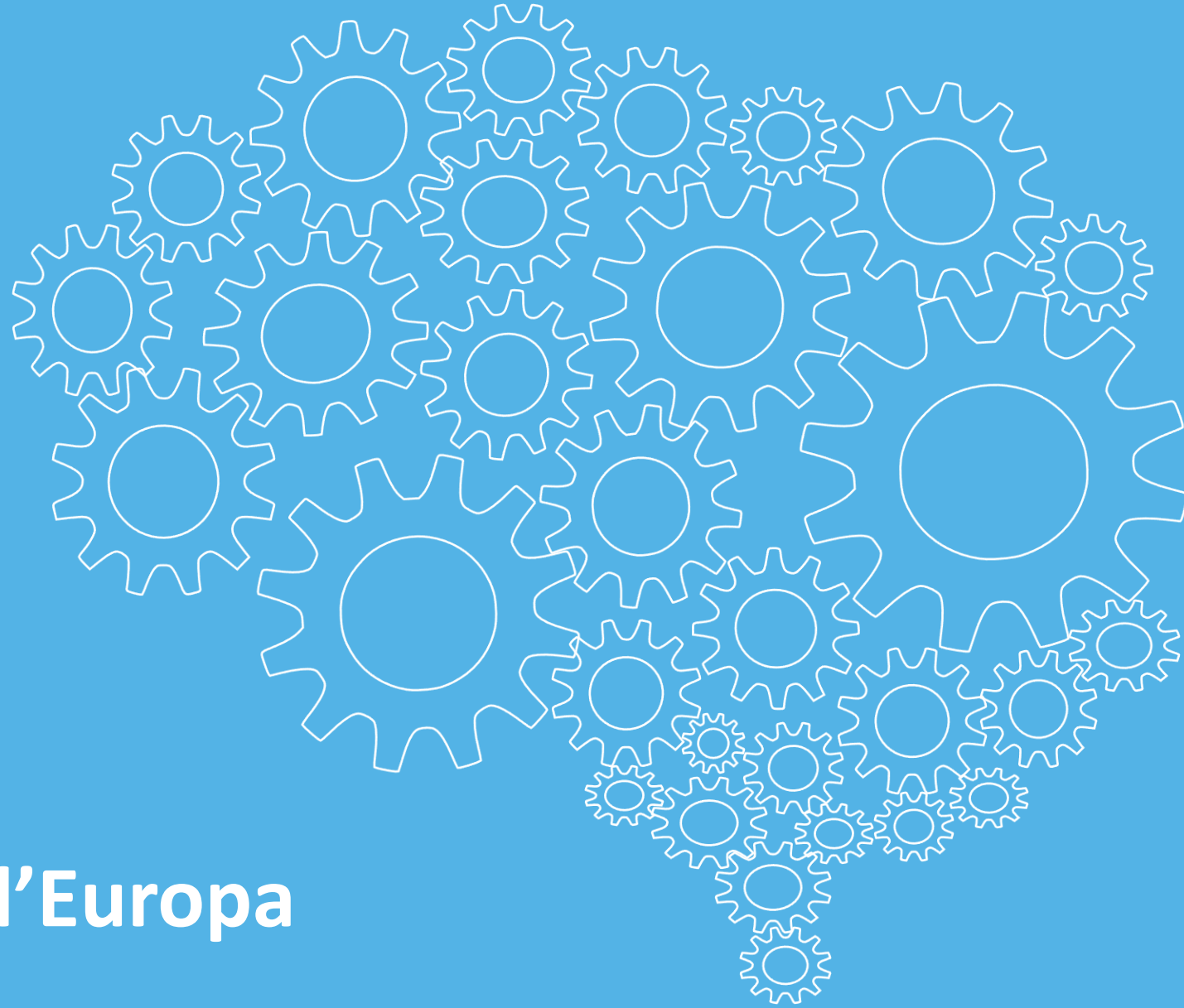
Information on <https://mind4machines.eu/open-calls/>

NUMBER OF PROPOSALS



- 21 Projects: 18 Under Innovation Support, 3 Under Go-to-Market Support
- Project Partners involved: 29 Applicants, 23 Industrial partners





Altre opportunità dall'Europa



Migliorare i processi produttivi in ottica green

GREENSME Il progetto intende rafforzare la capacità delle **PMI manifatturiere** attraverso l'uso di **tecnologie digitali**, rispettando l'ambiente e la sostenibilità sociale

- Sustainability Assessment a favore delle PMI – redazione di piani d'azione
- Call for proposal (3 M€) per aiutarle nella transizione verso i principi della sostenibilità
- **Partner italiani:** MESAP, CIM 4.0

→ **Prima Call giugno 2023**
→ <https://greensmehub.eu/>



**1. Self-Assessment
Tool**



2. Action Plan



**3. Training
opportunities**



**4. Match-making
(with AT & social
innovation experts)**



**5. Open Call (with
funding)**

I nostri Eurocluster Manifatture ed elettronica



L'Europa mette in campo una Nuova Strategia Industriale attraverso **30 EUROCLUSTER**, progetti a **sostegno delle PMI** focalizzati su 14 settori. Noi di MESAP siamo coinvolti in 2 di questi progetti, nei settori **digital** ed **electronics**.



DREAM – Digital Resilient Europe for Advanced Manufacturing che supporta le PMI nel percorso di trasformazione verde e digitale. Previsti **cascade funding** (voucher) per l'implementazione di soluzioni digital e green in PMI manifatturiere.

- 35 progetti da 40K ciascuno.
- Finanziate solo le PMI
- Min 2 PMI (consorzio)

>> Fino al 31 marzo è possibile esprimere la propria Expression of Interest per ricevere in anteprima news e supporto per ricerca partner .

SILICON EUROCLUSTER, focalizzato sui temi dell'elettronica, figlio della consolidata collaborazione di MESAP con la **Silicon Europe Alliance** – metacluster europeo con focus su micro, nanoelettronica e semiconduttori. Previsto un sostegno diretto a 50 PMI attraverso 25 green voucher e 25 voucher per progetti dimostrativi.



EDIH Expand: artificial intelligence e cybersecurity

Supporta le PMI e le Pubbliche Amministrazioni (PA) sui temi della **AI** e della **Sicurezza Informatica** in **Piemonte** e **Valle d'Aosta**.

Servizi

- Test before invest
- Skills and training
- Support to find investments
- Innovation ecosystem and networking

>> expand-edih.com



Funded by the European Union under grant agreement No 101083443. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or Directorate-General for Communications Networks, Content and Technology. Neither the European Union nor the granting authority can be held responsible for them.



Ministero delle Imprese
e del Made in Italy

EDIH European
Digital Innovation
Hubs Network





Stay connected!

- Website: <https://mind4machines.eu/>
- Social media

#mind4machines.eu



<https://twitter.com/Mind4Machines>

<https://www.linkedin.com/company/mind4machines/>

[MIND4MACHINES Youtube channel](#)

MIND4MACHINES Help Desk

<https://www.f6s.com/m4m-open-call-2/discuss>



Testimonianza aziendale

Fabrizio Impinna, Flag MS

