



Driving Innovation and Commercialization of Research through EIC & EIE

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Knowledge valorisation → Commercialisation of research



**Unlocking Success in
Horizon Europe:
Strategies for Calls,
Consortia, and National
Networks**



**Leveraging Widening &
ERA Opportunities in
Horizon Europe: Pathways
to Success for 2025**

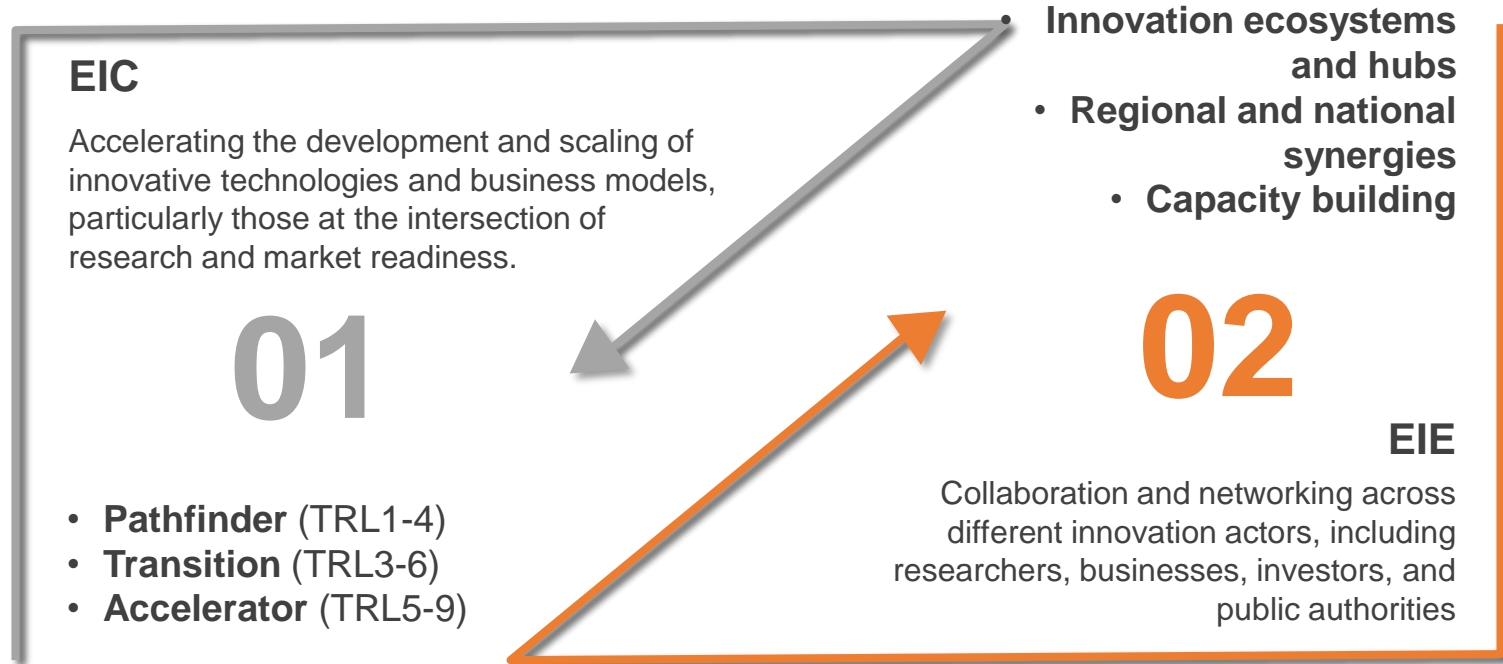


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Overview

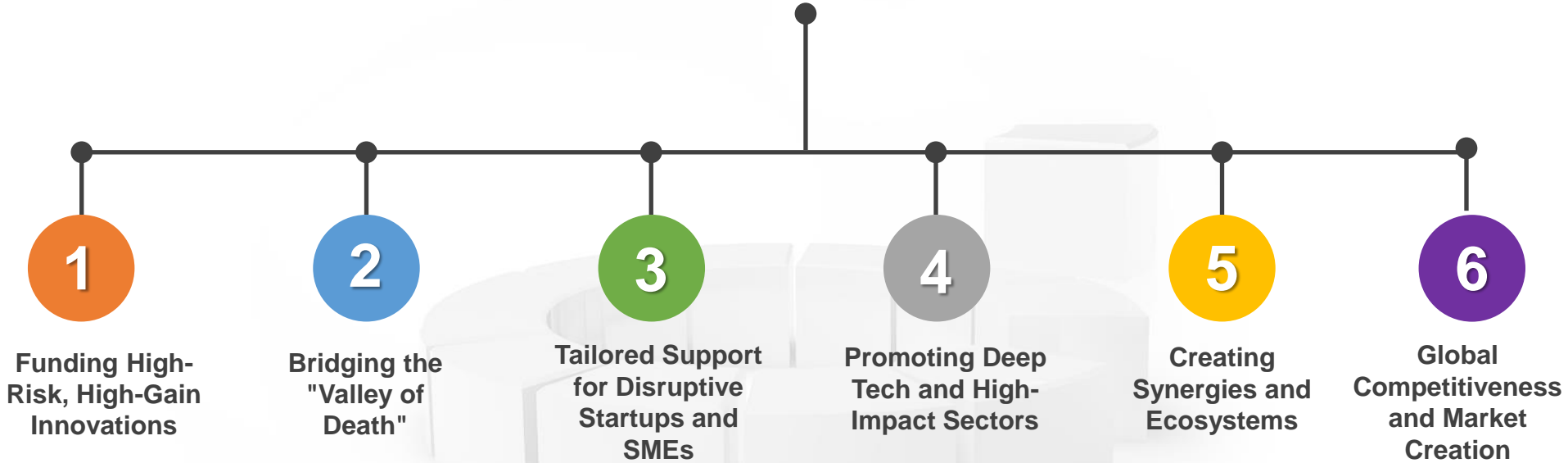


1. The European Innovation Council (EIC) and European Innovation Ecosystems (EIE) programs



2. EIC – European Innovation Council

Breakthrough technologies and innovations across Europe



Impact Beyond Funding: Business Acceleration Services (BAS)

2. EIC – European Innovation Council (contd.)

EIC's Role in Knowledge Valorisation

The link between knowledge valorisation and commercialisation is at the core of EIC, as it **bridges the gap from breakthrough research to market-ready innovations.**





3. EIE – European Innovation Ecosystems

Create interconnected innovation ecosystems across Europe

- **Fostering Synergies Between Innovation Actors**
- **Bridging the Innovation Divide**
- **Supporting Knowledge Transfer and Commercialization**
- **Encouraging Regional and National Synergies**
- **Enhancing the Capacities of Innovators**

EIE Supports Collaboration Between Research Institutions, SMEs, and Private Sector Entities:

- Facilitating Cross-Sector Collaboration
- Knowledge Transfer and Technology Commercialization
- Funding and Support Programs
- Encouraging Regional Innovation Hubs
- Capacity Building and Skill Development

Open calls *now*

Work Programme 2025 still under discussion

- [Solar-to-X devices for the decentralized prosumption of renewable fuels, chemicals and materials as climate change mitigation pathway](#) (16 October 2024)
- [Nanoelectronics for energy-efficient smart edge devices](#) (16 October 2024)
- [Towards cement and concrete as a carbon sink](#) (16 October 2024)
- [Strengthening the sustainability and resilience of EU space infrastructure](#) (16 October 2024)
- [Nature inspired alternatives for food packaging and films for agriculture](#) (16 October 2024)
- [EIC Accelerator 2024 - Short application](#) (24 December 2024)

How to position research for commercialization and scaling through EIC

- Align Your Research with EIC Priorities
- Demonstrate the Commercial Potential of Your Research
- Develop a Clear Commercialization and Go-to-Market Strategy
- Build a Strong Business Case
- Leverage Intellectual Property (IP) for Commercialization
- Form Strategic Partnerships for Scaling
- Demonstrate Market Traction and Customer Validation
- Highlight the Team's Expertise
- Prepare for EIC's Due Diligence Process
- Leverage EIC Support Services

Leveraging EIE to connect with industry, investors, and other stakeholders

- Engage in EIE-Supported Networks and Platforms
- Collaborate with Industry for Co-Development and Market Validation
- Access Investors Through EIE's Investor Networks
- Foster Collaborations with SMEs and Other Startups
- Leverage Public-Private Partnerships (PPPs)
- Capitalize on EIE's Focus on Underserved Regions and Innovation Hubs
- Use EIE to Access Expertise and Advisory Services
- Maximize Visibility Through EIE Events and Outreach

5. How to Leverage EIC & EIE for Success

- How to position research for commercialization and scaling through EIC.
- Leveraging EIE to connect with industry, investors, and other stakeholders.

6. Strategies for moving from research to commercialization

- **Define the Market Need**
- **Validate the Technology**
- **Develop a Robust Business Model**
- **Secure Intellectual Property (IP)**
- **Build a Strong Team**
- **Engage with Industry Stakeholders**
- **Access Funding and Investment**
- **Develop a Go-to-Market Strategy**
- **Monitor and Adapt**

A spin-out company that transitioned from research to market



UiPath: From Research to Global Leadership in Automation

2005 – Research foundation

2013 – Commercialization and Market Entry

2015 – Global Expansion and Scaling

2017 – Capital Raising

2021 – New York Stock Exchange





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Sources