

δεν παίζει ρευστό για Μύκονο;

πάμε **Ευρώπη!**

Image: AEGEE Athens

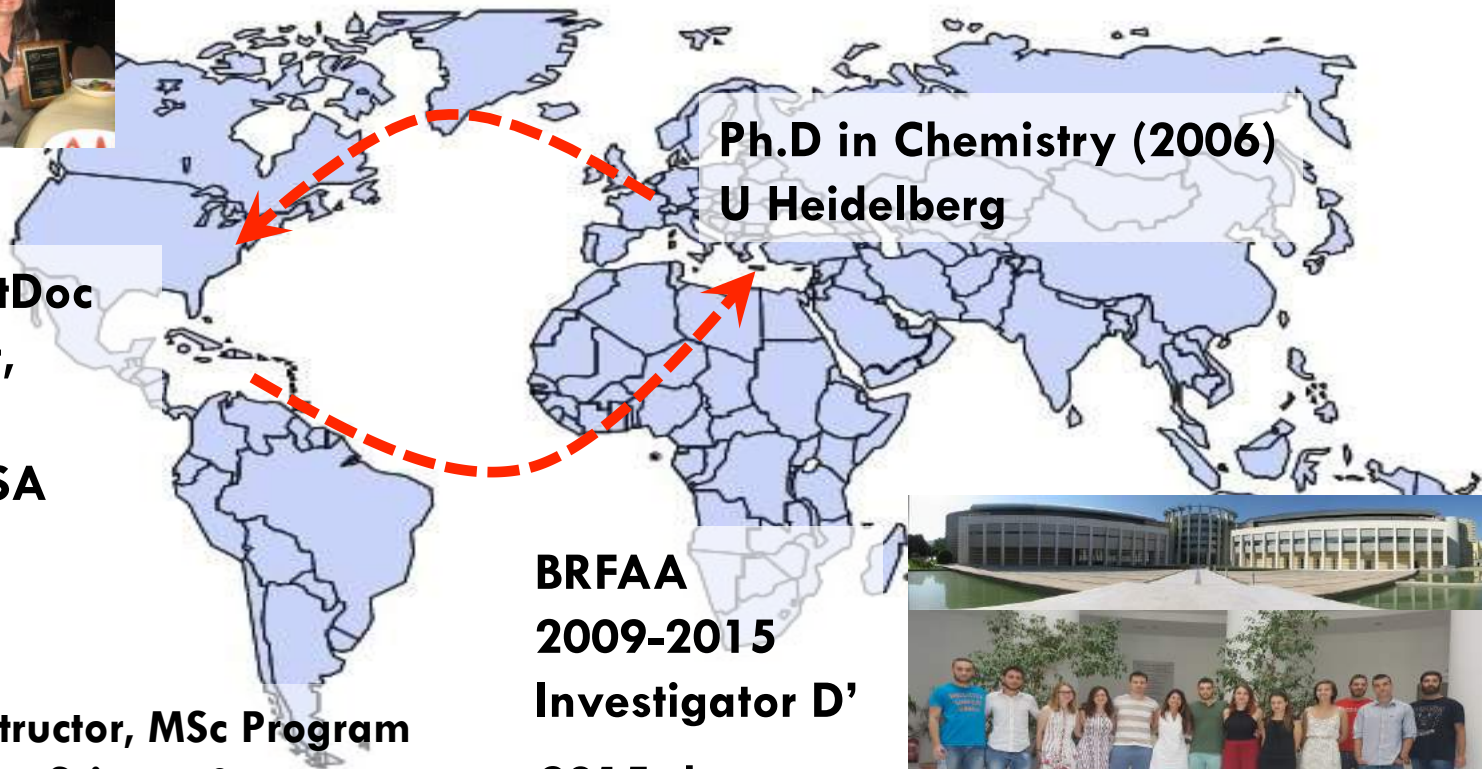
Ζωή Κούρνια, Ερευνήτρια ΙΙΒΕΑΑ
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2001-2006
Doctoral Student in Chemistry
Heidelberg University, Germany



1996-2001
Chemistry, University of Athens



**Ph.D in Chemistry (2006)
U Heidelberg**

**2006-2009 PostDoc
Chemistry Dept,
Yale University
New Haven, USA**

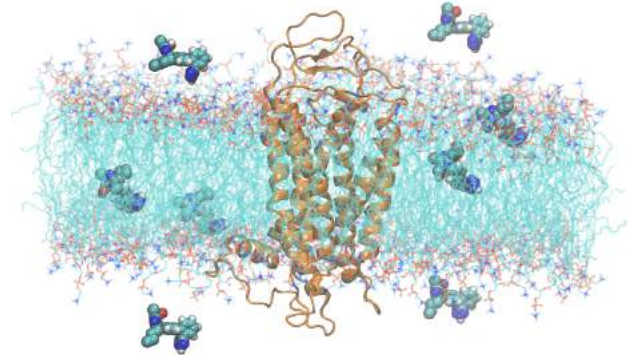
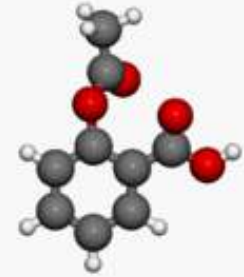
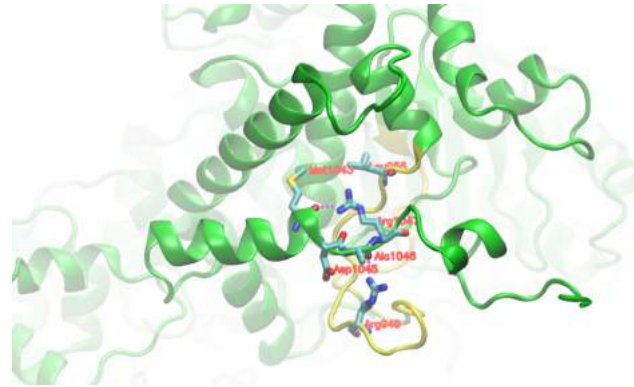
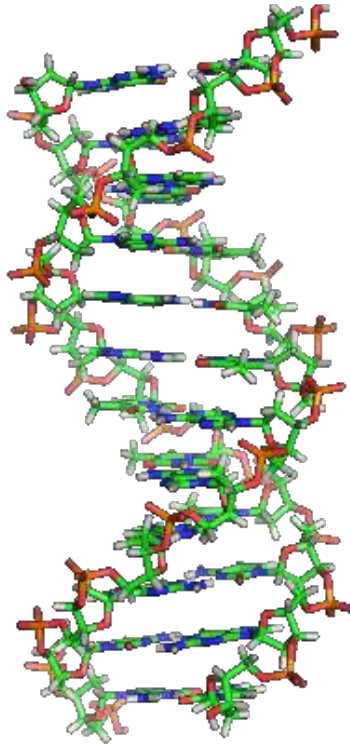
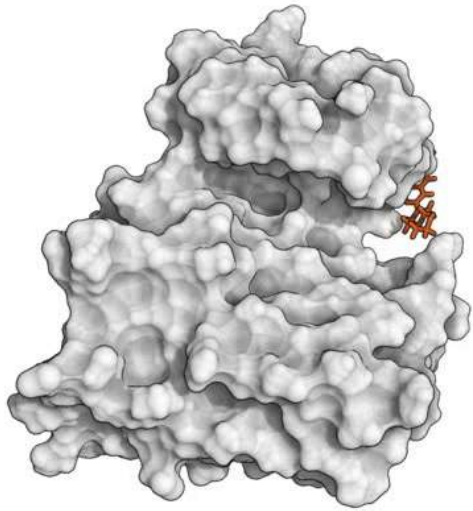
**Instructor, MSc Program
Data Science &
Information Technologies**

**BRFAA
2009-2015
Investigator D'
2015-date
Investigator C'**



Computational Drug Design

Cournia Lab



Ingredio helps consumers understand dangers from chemicals



1. Scan
2. Crop
3. Send
4. Learn



IAESTE, AIESEC, AEGEE

<http://goo.gl/LhaPVL>

- **IAESTE:**

- Opportunities for STEM undergraduates to gain work experience in Europe
- iaeste@central.ntua.gr ή Γραφείο του Τμήματος Ανταλλαγής Φοιτητών - I.A.E.S.T.E (Πολυτεχνειούπολη Ζωγράφου, Κτίριο Διοίκησης, Όροφος 2ος, Γραφείο 201)
- <https://iaeste.org/> or <https://www.facebook.com/iaesteAthens/>

- **AIESEC:**

- Exchange program in Marketing, Business Administration, Informatics
- Global Volunteer (NGOs) / Global Talent (companies) / Global Entrepreneur (startups)
- <https://aiesec.org> or <https://www.facebook.com/AIESEC.Greece/>
- <https://www.aueb.gr/el/content/πρόγραμμα-διεθνούς-πρακτικής-άσκησης-aiesec>

- **AEGEE**

- Intercultural student exchanges in Europe, <http://www.aegee-athina.gr>

European Research Council (ERC)

- Priority to support young researchers in the early career (**Starting Grants**), to make the transition to independence
- Can participate by presenting research projects during the annual calls
- Open to ALL thematic projects
- ERC Executive Agency (ERCEA) provides Job Opportunities for Young People:
 - 1,300 Blue Book Trainees (5-month in-service training for young university graduates)
 - Interim ECREA positions
 - Spontaneous applications

Marie Skłodowska-Curie Actions

- The Marie Skłodowska-Curie activities support the training, mobility and qualifications of researchers and research infrastructures.
- They offer research positions inside and outside the EU, regardless of nationality and belonging to all stages of the researcher's career.
- If you are a researcher interested in doing research in Spain you can find offers host (expressions of interest) of Spanish authorities in the Spanish Portal of the Horizon 2020 program
- The strategy LEADERSHIP INDUSTRIAL offers opportunities for SMEs and young entrepreneurs (SME Instrument)

EURAXESS Job Portal

Network of information services and support to researchers from the European Commission who wish to pursue their research careers in Europe and partner countries.

- [Job offers](#) in the Portal
- [EURAXESS Career Development Centres](#)
- [Training for Researchers](#)
- [Training to Enhance Researcher Skills](#)
- [Doctoral Training Principles](#)

European Institute of Innovation & Technology



European Institute of Innovation & Technology

Innovation Communities

- What makes a successful Innovation Community?
- EIT Innovation Hubs
- Monitoring and assessment
- EIT funding model
- Contractual relations

Education

- EIT Label
- EIT Label - Call for Applications 2018
- EIT Learning Outcomes
- EIT Learning Concept
- Innovation Community programmes
- Master's Programmes
- PhD Programmes
- EIT Migrant Initiative

Innovation

- EIT Climate-KIC Model
- EIT Digital Model
- EIT Food Model
- EIT Health Model
- EIT InnoEnergy Model
- EIT Raw Materials Model

Outreach

- EIT Regional Innovation Scheme (RIS)

Entrepreneurship

- Women Entrepreneurship
- EIT Community start-ups
- EIT Climate-KIC's offer
- EIT Digital's offer
- EIT InnoEnergy's offer
- EIT Health's offer
- EIT Raw Materials' offer
- EIT Food's offer

EIT Awards

- 2018 Awards
- 2017 Awards
- 2016 Awards
- 2015 Awards
- Winners
- INNOVEIT

<https://eit.europa.eu/activities>

European Institute of Innovation & Technology

- Innostars
- Business Idea Competition
- Starship Program

Στόχοι:

- ✓ 165 Startup & 160 νέα προϊόντα
- ✓ 1.000.000 φοιτητές
- ✓ Incubation 340 νέων ιδεών

Ελλάδα: Διαγωνισμός Innostars

- Ηλεκτρονική φόρμα
 - Μικρό video
- Τοπ 20: €7k -> Bus. Plan
- Τοπ 8: Pitch ->
- Τοπ 3: €50, 30, 10 k



Γιώργος Μέγας
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European Funding Opportunities for SMEs

- European Fund for Strategic Investments (Investment Plan for Europe): <http://www.eib.org/efsi/>
- Horizon 2020: <https://ec.europa.eu/programmes/horizon2020/>
- European Structural and Investment funds: ΕΣΠΑ
- COSME: https://ec.europa.eu/growth/smes/cosme_en
- EU Health Programme: https://ec.europa.eu/health/funding/programme_en
- Consumer Programme: <http://ec.europa.eu/chafea/consumers/>
- Customs 2020: https://ec.europa.eu/taxation_customs/business/customs-cooperation-programmes/customs-2020-programme_en

European Funding Opportunities for SMEs

- Fiscalis: https://ec.europa.eu/taxation_customs/fiscalis-programme_en
- Anti-Fraud Info System: https://ec.europa.eu/anti-fraud/home_en
- EURES: <https://ec.europa.eu/eures/public/homepage>
- Employment and Social Innovation Programme:
<http://ec.europa.eu/social/main.jsp?catId=1081>
- Implementation of single market for financial services:
https://ec.europa.eu/growth/single-market/services_en
- European statistical programme:
<http://ec.europa.eu/eurostat/web/ess/about-us/statistical-programmes>

European Funding Opportunities for SMEs

- Connecting Europe Facility (Energy – Telecom – Transport):
<https://ec.europa.eu/inea/en/connecting-europe-facility>
- Digital Single Market support programme:
https://ec.europa.eu/commission/priorities/digital-single-market_en
- EEEF (European energy efficiency fund): <https://www.eeef.eu/home.html>
- PF4EE (Private finance for energy efficiency):
<http://www.eib.org/products/blending/pf4ee/index.htm>
- ISA2 programme - modernising the public sector: https://ec.europa.eu/isa2/home_en
- [Enhancing consumers involvement in EU policy-making in the field of financial services:](#)

EASME: Executive Agency for SMEs

SME SUPPORT 

<https://ec.europa.eu/easme/en>

SME Instrument

Funding and support for innovative Small and Medium-sized Enterprises (SMEs)



COSME

COSME - the EU programme for the Competitiveness of Small and Medium-sized Enterprises (SMEs)



Your Europe Business

Practical guide to doing business in Europe



Horizon 2020 SME Innovation Associate

Matching SMEs and talented researchers!



Enterprise Europe Network

Enterprise Europe Network helps small and medium-sized enterprises (SMEs) make the most of business opportunities in the EU and beyond.



EIC Fast Track to Innovation (FTI)

Fast Track to Innovation (FTI) supports close-to-the-market innovation activities



Horizon 2020 INNOSEP

Enhancing SME innovation capacity by providing better innovation support



Intellectual property

EASME manages a number of intellectual property (IP) initiatives including IP Helpdesks for supporting SMEs



How do I get information about the calls?

National Documentation Center (EKT) & National Contact Points in Greece

General Secretariat for Research and Technology (ΓΓΕΤ)

RSS Feeds of News alerts of EU Research

<http://ec.europa.eu/research/index.cfm?pg=morepress>

Specialized clusters in Greece: Corallia, Hbio...

Newsletters from Universities/incubators/accelerators in Greece and in Europe

Epixeiro.gr

Social Media (Twitter!!!!)

Beyond funding: In-kind contributions

- Participate in start-up accelerators
- Network
- Bootcamps
- Business plan development
- Intellectual property assistance
- Exhibition/travel funding
- Developing soft skills (negotiation skills, lab management, marketing)



European Institute of
Innovation & Technology

Climate Health
Digital Energy
Food Raw Materials



INCluSilver

Personalized nutrition for the future



KATANA
CUTTING EDGE TECH IN AGRIBUSINESS

Some things money can't buy...

- Work hard, create a unique product that solves a real problem
- Know where you want to go
- Be enthusiastic and show it
- Practice soft skills (market yourself & network)
- Practice writing skills
- Develop leadership potential
- Have a high tolerance for failure and criticism
- **Don't be afraid to ask!**

Thank you!

Zoe Cournia

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<http://goo.gl/LhaPVL>

How to write the proposal

- Identifying the call
- Having a great idea that will solve a real-life problem
- Innovative but realistic – need to be at least TRL7
- Finding the right partners

1. Follow the directions of the call
2. Start early
3. Contact the program officer
4. Engage in clear and persuasive writing
5. Think like a reviewer

Some practical advice

Apply Project Management procedures during the preparation of the project

Assign clear roles and duties between partners, by focusing of related explicit know-how and expertise, per partner.

Fulfilling the corresponding requirements of the Call, with detailed, exact *-but also simple and easy-to understand-* argumentation.

Relevance to the specific objectives of the Call

Coverage of all necessary requirements by providing dedicated text for this purpose, especially to explain relevance to the EC Work Programme.

<http://bit.ly/2FtSPJT>

Some practical advice

Detailed description of the current state-of-the-art as of existing technology –
How will the project contribute to growth and via which specific methodology, per case?

Define clear and explicit objectives as well as detailed motivation.

Promote a reliable methodology and a detailed concept, by focusing on technology, market requirements, business aspects, regulation, social issues, etc.

→ Credibility of the proposed methodology

Emphasize on expected impacts with measurable KPIs

Demonstrate innovation potential

<http://bit.ly/2FtSPJT>

Some practical advice

Good exploitation policy, by all involved actors in order to:

- assure innovation capacity
- create new market opportunities
- strengthen competitiveness and growth of companies, bring benefits for the market and the end-users

Reliable dissemination and communication plans, *by all involved actors and targeting a variety of potential recipients*

Emphasis on IPRs management (knowledge management and protection), *where relevant*

<http://bit.ly/2FtSPJT>

Some practical advice

Exact Work Plan, with appropriate WPs complementing one each other – *Quality and Effectiveness*

Detailed and homogeneous analysis of each WP *with appropriate*

- *Tasks*
- *Deliverables*
- *Milestones*

Good timing for all expected Tasks

Balanced justification of all requested costs and/or resources.

<http://bit.ly/2FtSPJT>

Some practical advice



Suitable risk and innovation management – Contingency planning

Professional Project Management framework

Process and methodology for appropriate internal governing of the project consortium, *to assure achievements of all expected aims in due-time*

Clear roles for the involved partners/actors (a leader should be assigned to each WP)

Assurance for continuous and dynamic management and overview of all actions

<http://bit.ly/2FtSPJT>