

## HORIZON EUROPE

### WEBINAR «TIPS, TECHNIQUES AND GOOD PRACTICES FOR WINNING EIC ACCELERATOR APPLICATIONS»

**11<sup>TH</sup> APRIL 2023 10:00AM – 13:00PM**

**ONLINE – ZOOM PLATFORM**

#### OBJECTIVES:

To inform potential applicants to the EIC Accelerator programme on the programme's requirements, the main characteristics of a successful proposal, how to tackle the proposal's requirements and possible pitfalls.

#### TARGET GROUP:

Potential applicants to the «EIC Accelerator» programme who want to gain a better understanding of how to tackle the proposal, and acquire tools and techniques that will help them develop a successful proposal. It is desirable that participants have participated in the EIC Info days prior to attending this webinar, or are acquainted with the EIC Accelerator programme.

#### WORKING LANGUAGE:

English

#### ONLINE PLATFORM & REGISTRATION:

The webinar will take place on ZOOM. Registration is mandatory and can be carried out via the following [link](#).

#### TRAINERS:

The workshop will be delivered by Mr. Silver Toomla and Mr. Mihkel Vainu from Invent Baltics.

Invent Baltics is a consultancy firm specializing in assisting technology companies and R&D organizations to apply for EU grants. Invent Baltics are leading experts in EIC Accelerator, helping disruptive startups raise funds. They have been involved in EU funded innovation projects for more than 15 years, since the 6th Framework Programme, and helped to raise more than 300 million Euros for deep tech companies and research centers.

Invent Baltics have helped 49 companies to successfully gain the SME Instrument / Accelerator grant and will reflect on their experience in presenting these projects.

## AGENDA

<b>Welcome</b> Nedi Kaffa, Research and Innovation Foundation
<b>Services offered by the National Contact Points of Cyprus</b> Nedi Kaffa, Research and Innovation Foundation
<b>EIC Accelerator</b> Topics to be covered: <ul style="list-style-type: none"> <li>• Introduction to the Accelerator programme, evaluation process and the logic of grant and equity</li> <li>• Main characteristics of a successful projects with concrete company examples</li> <li>• Moving from Stage 1 to Stage 2 - how to present your innovation and competitive advantages and how to set up your go to market strategy and sales estimates</li> <li>• How to structure a winning pitch deck for Stage 1 and Stage 2 (what is the difference)</li> <li>• Interview – execution of the pitch and questions</li> <li>• Why do companies fail?</li> </ul> Mr. Silver Toomla and Mr. Mihkel Vainu, Invent Baltics
<b>Q &amp; A session</b>

## COMMUNICATION:

For more information please contact the National Contact Points for the Work Programme «European Innovation Council», Ms Nedi Kaffa tel: 22205039, email: [nkaffa@research.org.cy](mailto:nkaffa@research.org.cy) and Mr George Christou tel: 220205030, email: [gchristou@research.org.cy](mailto:gchristou@research.org.cy)