



Federal Ministry  
for Economic Affairs  
and Energy



# Successful R&I in Europe 2018

9th European Networking Event

15. /16. March 2018 Düsseldorf

Presentation on ZIM – Central Innovation Program  
International Cooperation and the network IraSME  
by Georg Nagel - Coordinator International Cooperation  
AiF Projekt GmbH - Project Management Agency

[www.zim-bmwi.de](http://www.zim-bmwi.de) | [www.aif-projekt-gmbh.de](http://www.aif-projekt-gmbh.de) | [www.ira-sme.net](http://www.ira-sme.net)



## Essential characteristics of ZIM

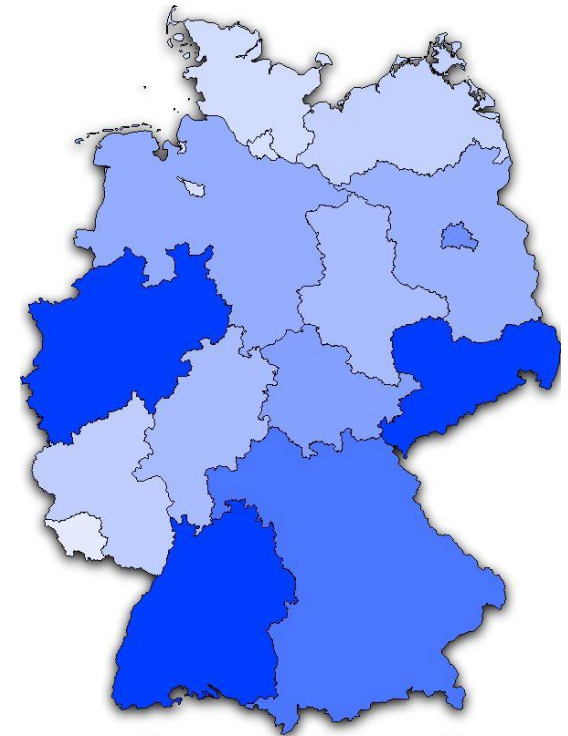
- Funding of challenging technical R&D
- Geared towards the needs of SMEs
- Open to all technologies, sectors and topics
- Straightforward application | administration
- Fast approval process (average 3 month)
- Several funding options for precise funding
- Parallel application (max. 2 year) is possible
- Fair approval rate (avoiding of „sunk costs“)
- Easy and fast procedures | Variations





## Successful Track Record

- In June it's 10 Years of ZIM
- ~ 39.000 approved R&D projects
- ~ 14.000 funded SMEs
- ~ 10,5 billion € total R&D costs
- ~ 5,5 billion € funding
- Average funding amount per beneficiary: 130,000 €
- Budget 549 million € per year
- International Cooperation focussed

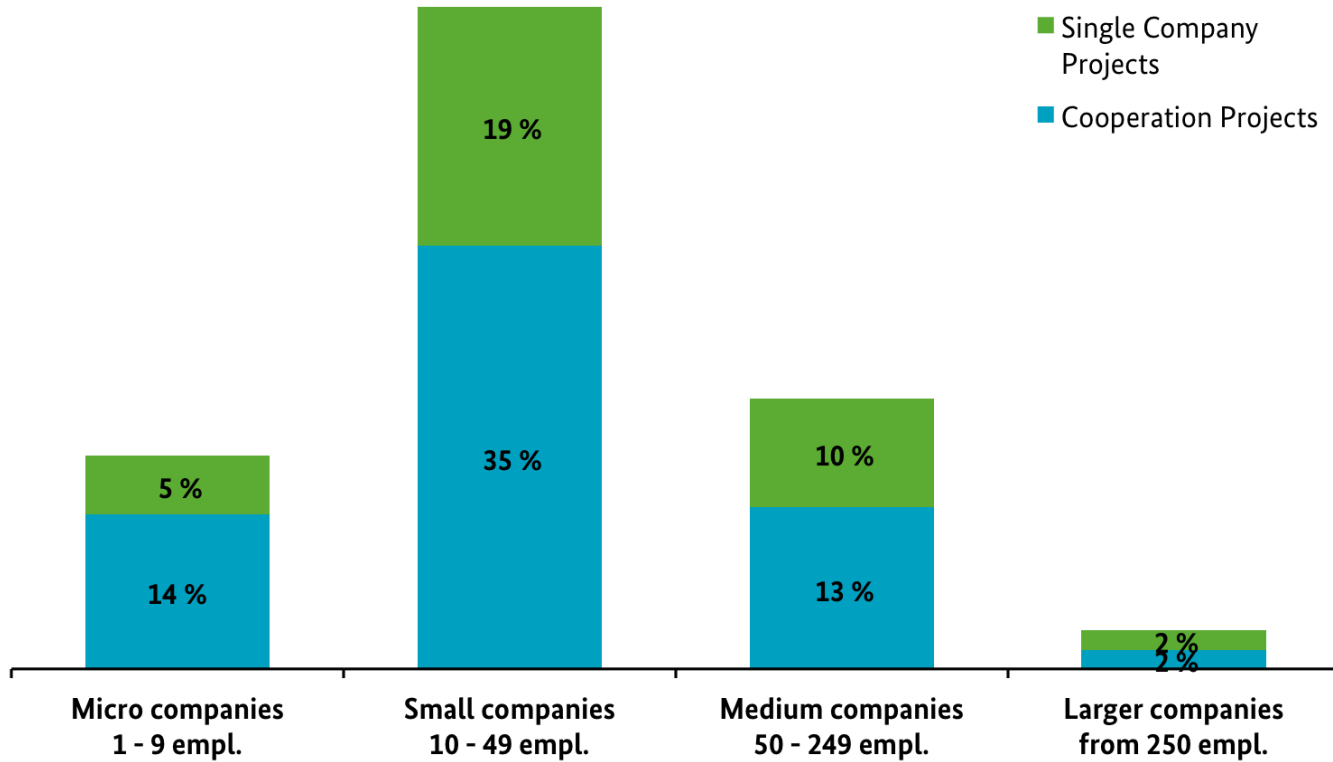


weniger als 25.08 Mio. EUR

mehr als 343.99 Mio. EUR



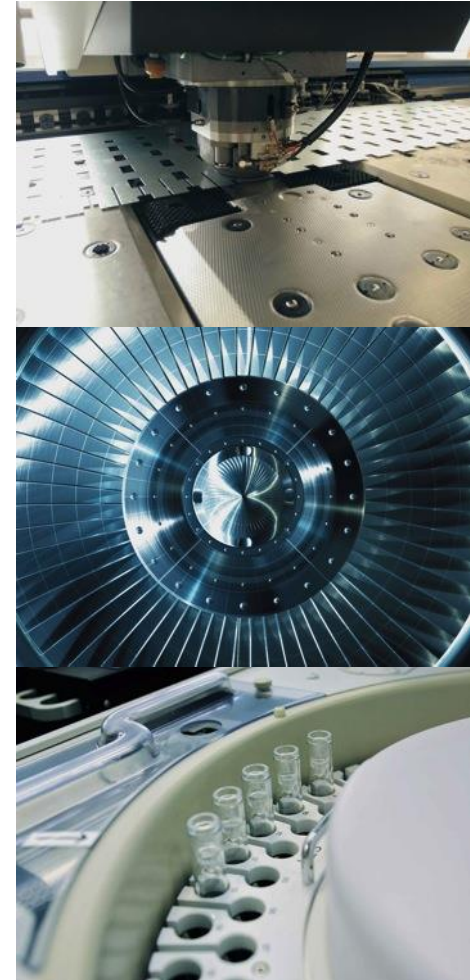
# Distribution of funding





## Funding Objectives

- Enhancement of competitiveness
- Company growth & Job creation
- Increasing investment in R&D of SMEs
- Expansion of cooperation between SMEs
- Include research technology org. (RTO)
- Technology transfer of SME and RTO
- Increase market-oriented R&D at RTO
- Improvement of innovation, cooperation and network management in SMEs





## Fundable costs

- Grants for R&D projects of SME and RTO
- Direct personnel costs (basis of gross salaries)
- Individual personal costs: max. 10,5 person month (p.P./year)
- Third party order: max. 25 % of personal costs
- Qualified R&D orders: 30 % - 70 % per project
- Other costs: max. 100 % SME | 75 % RTO
- Project costs: 380,000 SME | 190,000 RTO
- Funding level of 30% - 45%
- International cooperation bonus of 10%

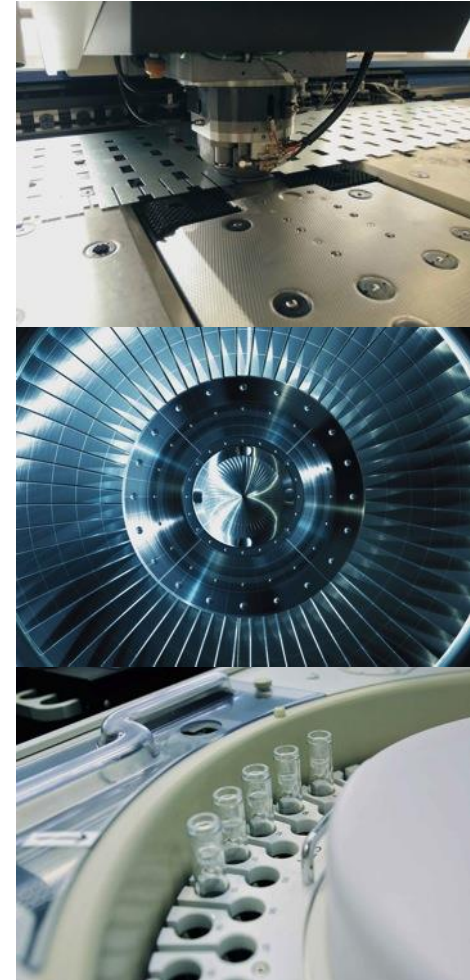






## Requirements for applicants

- All SME entities with business operations in Germany
- Public and private non profit research organisations in cooperation with SMEs
- Demanding R&D-projects, which lead to new products, processes or technical services
- Qualified scientific and technical personnel
- Own financial stake must be secured





## Requirements on the project

- New products, processes, technical services
- Significantly superior to existing parameters
- Orientated towards international state of art
- Involve a considerable technical risk
- New field of technology
- New combination of the latest technologies
- Market opportunities and new jobs

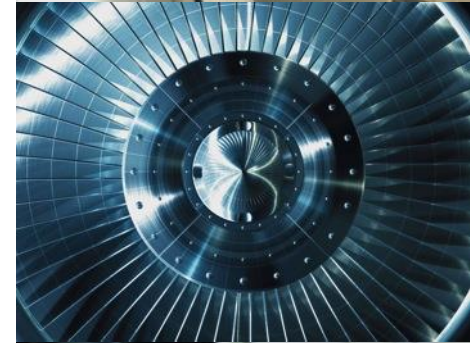
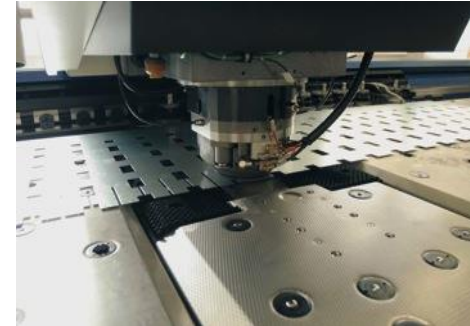






## ZIM International Cooperation

- As a subcontractor in all project forms
- Partner (not applying) all projects | any time
- No ZIM funding for international partner
  
- Documents needed (international partner):
  - Description of the subproject
  - Working plan with person month
  - Short organization profile
  - Letter of intend (LOI)
  - Consortium agreement in English
  - German translation of English documents





# ZIM International Cooperation

## ■ Collaboration agreements with:

- Alberta (GCCIR)
- Brazil (MDIC)
- Catalonia (ACCIO)
- Finland (TEKES)
- France (Bpifrance)
- Japan (NEDO)
- Kanada (NRC IRAP)
- Singapore (SPRING)
- South Korea (KIAT)
- Sveden (VINNOVA)
- Taiwan (ITRI)
- Vietnam (MOTIE)
- IraSME network (AT, BE, CZ, DE, FR, LU, RU)
- EUREKA network (all members at all times)

## ■ Annual joint calls | expansion in progress





# What is IraSME

- Network of ministries and funding agencies:



Austria



Flanders



Wallonia



Czech Rep.



Germany



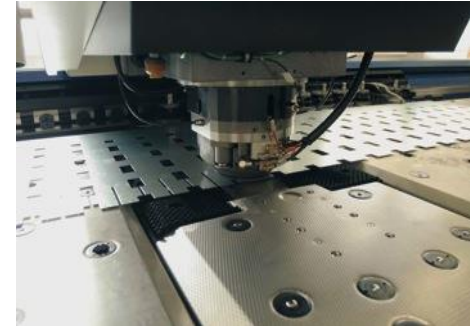
Russia






Luxembourg

Région  
**Hauts-de-France**  
Nord Pas de Calais - Picardie

- IraSME = International Research Activities by SME
- Extension to other countries is in process (also non European like Alberta)



## How is IraSME organised

-  Calls twice a year | Deadlines March & September
-  Synchronized funding for transnational projects
-  Market orientated and bottom-up approach
-  National and regional funding rules prevail
-  Partnering Events in changing locations



## A typical IraSME project



3-4 participants from network countries  
Clearly distinct subprojects for each partner



2 SMEs / 2 participating countries / regions  
RTOs as additional partners or subcontractors



average project partner cost  
€ 150.000 – 200.000



average duration  
22 months

## Requirements on IraSME projects



Development of new or significant improvement of existing products, processes, technical services



High market potential | Significant technical risks



Contact us for special rules in countries / regions



Note deadlines and evaluation periods



# Joint calls for proposals



21th call currently open  
Deadline is March 28, 2018 - noon



Austria



Flanders



Wallonia



Germany



Russia



Luxembourg



Applications upload: [www.ira-sme.net](http://www.ira-sme.net)



National Program Portraits on IraSME website



# No deadlines for submitting applications

- All modules ongoing until 12 December 2019
- Support prior to application submittal
- Free consultation by the project agency
- Additional information at [www.zim-bmwi.de/FAQ](http://www.zim-bmwi.de/FAQ).

## Further information about ZIM

- ZIM program website: [www.zim-bmwi.de](http://www.zim-bmwi.de)
- ZIM International COOP: [www.zim-bmwi.de/internationale-fue-kooperationen/ausschreibungen](http://www.zim-bmwi.de/internationale-fue-kooperationen/ausschreibungen)
- Government grant advisory: [www.foerderinfo.bund.de](http://www.foerderinfo.bund.de)
- Chambers of commerce and trade: [www.ahk.de](http://www.ahk.de)
- GTAI technology transfer / innovation advisory: [www.gtai.de](http://www.gtai.de)
- ZIM brochure in English | International Cooperation Office at AiF Projekt GmbH



# Save the Date: BMWi's Innovation Day 2018



Partnering Event | Berlin

 iraSME

 cornet

JUNE  
07  
2018

@pixelklex-foto.ia.com

- Presentation of 300 successful ZIM projects: [www.zim.de](http://www.zim.de)
- Presentation of successful IGF projects: [www.aif.de](http://www.aif.de)
- 1.800 visitors from politics, economy and research
- International Area by BMWi on networks and bilateral agreements
- Presentation of IraSME: [www.ira-sme.net](http://www.ira-sme.net) | CORNET: [www.cornet.online](http://www.cornet.online)
- Partnering Event for matchmaking: <https://irasme-cornet-berlin-2018.b2match.io/>



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# Thank you very much for your attention!

Presentation by Georg Nagel

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