greenSME

Driving manufacturing SME transformation

towards green, digital and social sustainability

Cascade funding opportunities in Horizon: lessons learnt from the greenSME project and the next call for proposals

Marco Mangiantini – Senior Advisor Polo Mesap

Funded by
the European Union

1 | Mesap in a nutshell

Innovation Cluster MESAP

Born in Turin in 2009 as the **mechatronic innovation cluster** Mesap is uniting different cross-sector partners today.

Its agenda focuses on **Smart Products and Smart Manufacturing**

With both strong Regional roots and National connections, Mesap works together with local Entities and National Authorities

235 Members

193 SME
34 Large companies

2 Universities
6 Research Centres

Technology Sectors

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

Co-funded project POR FESR Piemonte
On call I1b12_cluster

www.mesap.it
Segreteria@mesap.it

mesap

2 | What is greenSME

greenSME in a nutshell

greenSME aims to strengthen manufacturing SMEs' capacity to adopt advanced technologies and social innovation for sustainability through a sustainability assessment tool, an action plan, and financial support to foster projects between manufacturing SMEs and Sustainability and Technology Providers.

- Topic: Horizon- CL4 2021- RESILIENCE-01-29
- Call: HORIZON-CSA
- Budget: around 5 million of Euros
- Open calls budget: 3 million of Euros
- Duration: 36 months

- 10 partners (Coordinator – TEKNIKER)
- 6 Countries

Funded by the European Union

3 | Framework

The EU framework

A European Green Deal

European industry is a key component of Europe's economy and social welfare, but it is also a source of pollution.

The **European Green Deal** seeks to transform the EU into a modern, resource-efficient and competitive economy

Funded by the European Union

greenSME

Why greenSME Project?

- **Advanced technologies together with social science will be the driver for the required green and digital transformation.**

SMEs face different kinds of **barriers** in adopting **Advanced Technologies and sustainability principles**, such as:

- Lack of awareness about the importance of Sustainability
- No access to financial resources,
- Lack of information how to implement Sustainability
- Lack of skills
- SMEs support organizations, don´t see sustainability benefits and tend to undervalue it regarding other topics.

Funded by the European Union

greenSME

4 | GreenSME vision

greenSME

DIGITAL AND GREEN MANUFACTURING ECOSYSTEM

greenSME HUB

Sustainable Manufacturing SME Innovation Community

SME pathway to sustainability

Sustainability assessment

Advanced Sustainability Action Plan (ASAP)

Financial support

AT & Social projects for sustainability

Sustainable & Innovative SMEs

Advanced Technology expertise and Social Innovation enablers

Tekniker

Technische Universität Braunschweig

+CIM4.0

Fonden TEKNOLOGIRÅDET DANISH BOARD OF TECHNOLOGY

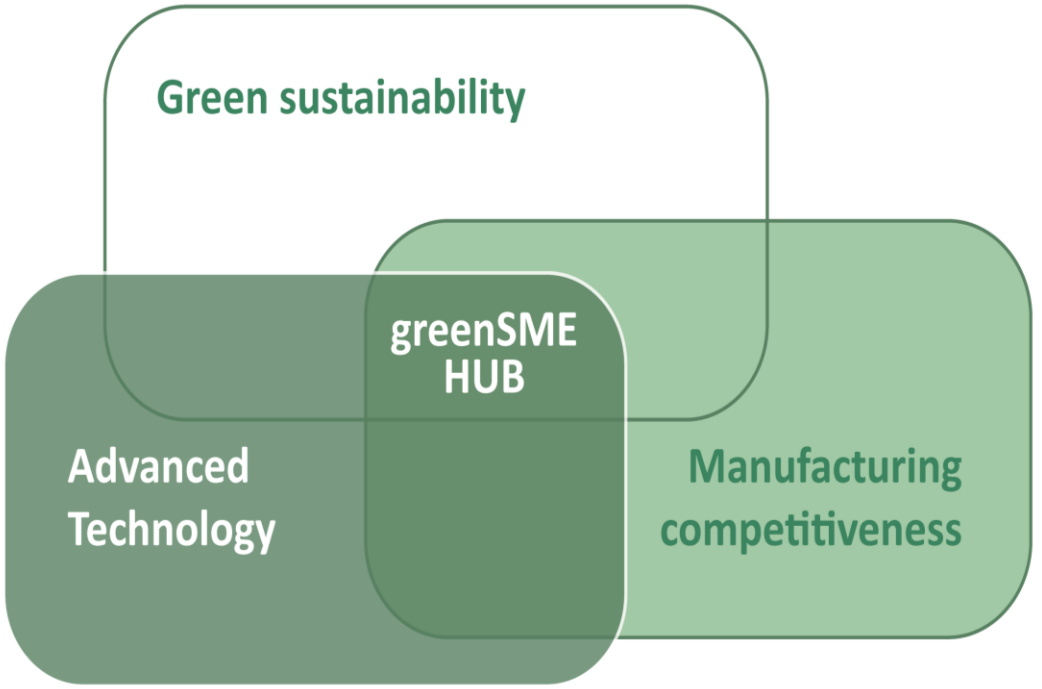
Providers Ecosystem

AT & Social Innovation

greenSME vision

MAIN GOALS

- Mentor and support advanced technology adoption by **manufacturing SMEs** for economic, social and environmental sustainability
- Strength **EU sustainable manufacturing ecosystem.** Clusters have a key role in fostering resilient, green and digital industrial ecosystems.



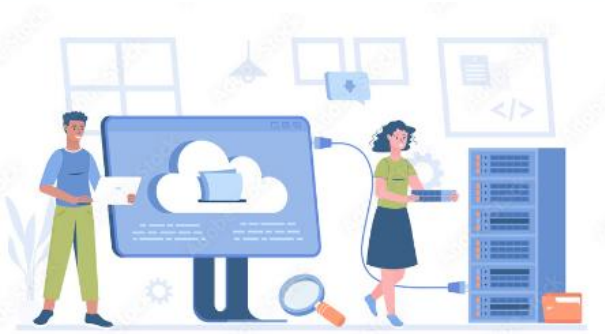
Funded by the European Union

5 | Who are the main actors?

greenSME Actors

- **Manufacturing SMEs**: willing to to become more sustainable by adopting technology and social innovations

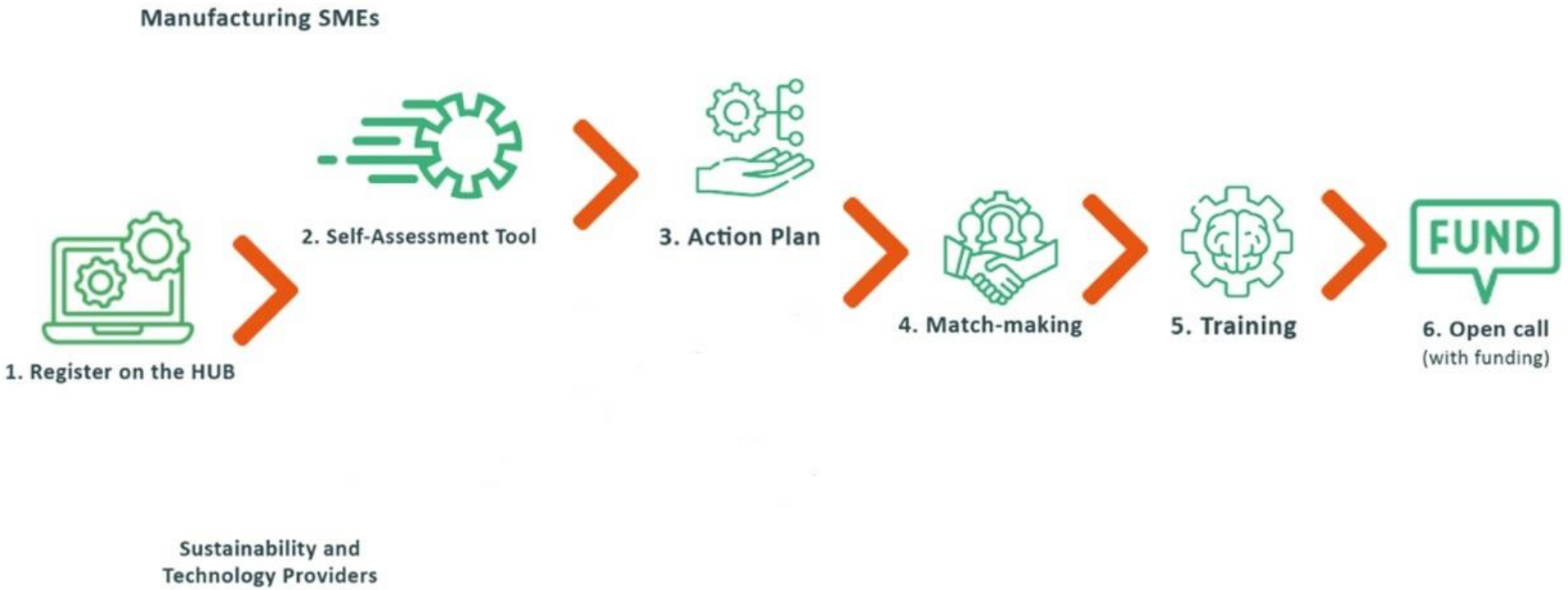
- **Sustainability and Technology Providers**: they will support manufacturing SMEs in implementing measures towards becoming more sustainable.
  The Providers will supply their services and solutions to the manufacturing SMEs in their industry fields EU sustainable manufacturing ecosystem.



Funded by the European Union

6 Manufacturing SME pathway to Sustainability

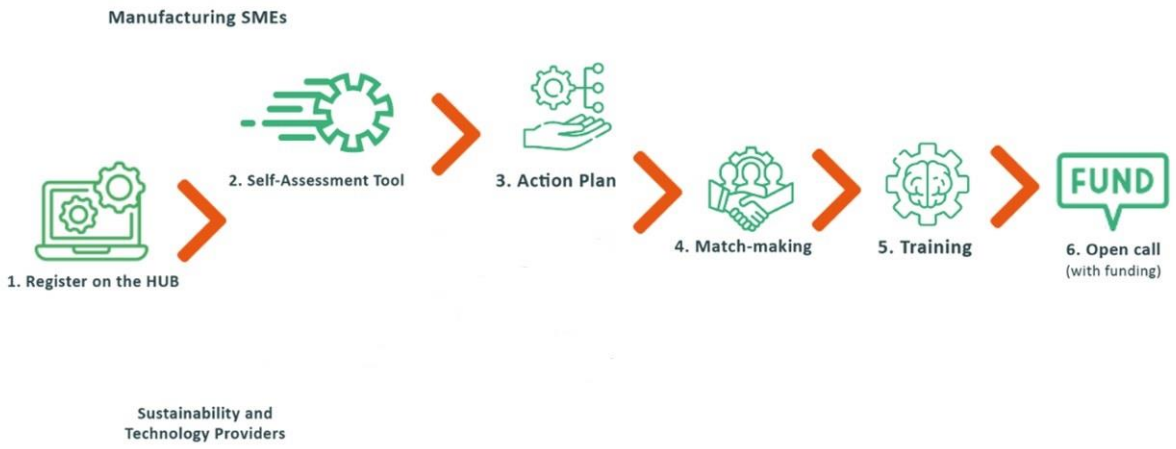
The green transition pathway



Funded by
the European Union

greenSME

MANUFACTURING SME PATHWAY TO SUSTAINABILITY



- SME sustainability transformation pathway aims to foster manufacturing SMEs sustainability shift.

- The 3 main steps are:
  1. **Sustainability Assessment**
  2. **Advanced Sustainability Action Plan**
  3. **Financial support through the Open Call.**

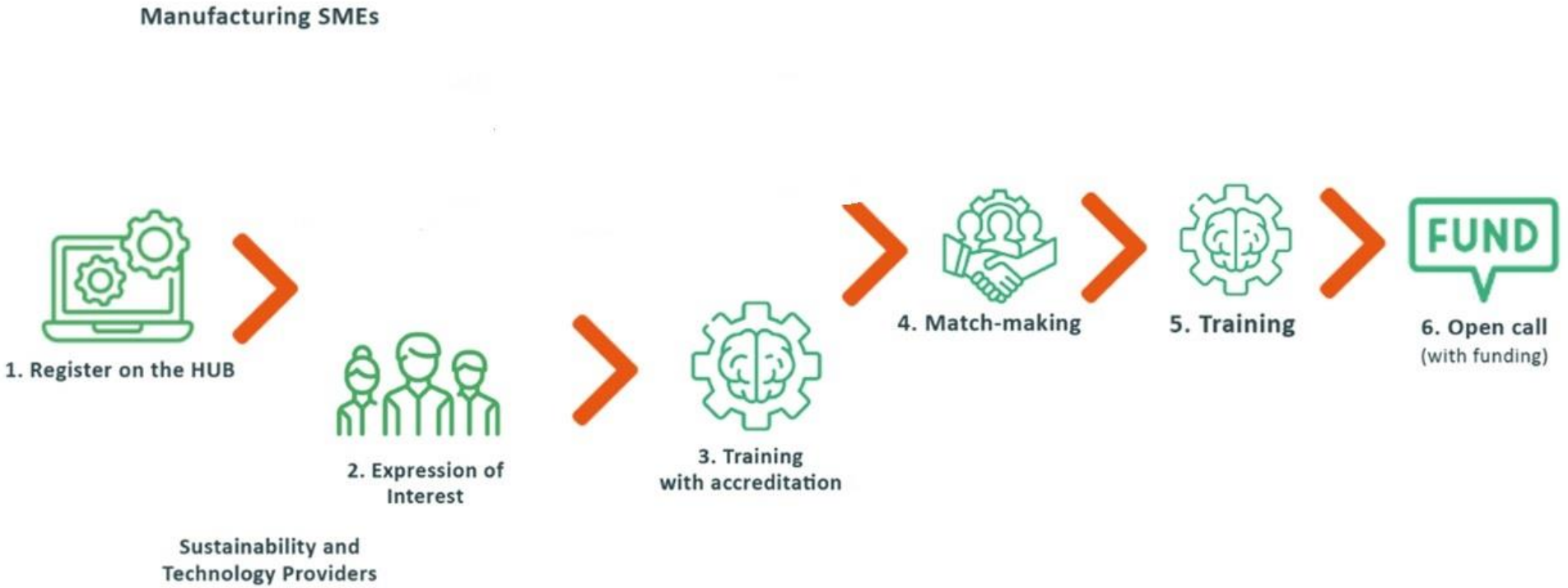
- The **Sustainability Assessment Tool** has been developed as a web-based self-assessment questionnaire, accessible through the greenSME HUB platform

Funded by the European Union

greenSME

7 | The role of the Sustainability and Technology Providers

The green transition pathway



Funded by the European Union

greenSME

Who are the Providers?

- **Legal entities**, which mean any natural or legal person created and recognised as such under national law, EU law or international law, which has a legal personality and may, acting in its name, exercise rights and be subject to obligations.

- **SMEs** (enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million and/or an annual balance sheet total not exceeding EUR 43 million)

- **Established in one of the eligible Countries** (according to Horizon Europe scheme)

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

- greenSME will launch **the second open call in 2024** to provide financial support to manufacturing SMEs in adopting advanced technologies and social innovations supplied by the providers
- The Sustainability and Technology Providers will support manufacturing SMEs in **implementing measures defined in their action plan** towards becoming more sustainable
- The Providers will supply their **services and solutions** to the manufacturing SMEs in their industry fields

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Domains

- **Advanced Technologies**
- **Social Innovation**
- **Environment**

Resources
Environmental life cycle
Carbon Footprint
Leadership
Collaborative Partnerships
Blockchain
Connectivity
Could computin
Industrial Biotechnology
Internet of Things (IoT)
Micro- and Nanoelectronics
Mobility
Nanotechnology
Photonics
Robotics
Security

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

What service portfolio should they provide?

Domain	Services
Technology	Feasibility study
	Prototyping
	Pilot testing
	Demonstrating
	Use testing facilities
	New IT solutions
Technology, Social Innovation and Environment	Consultancy
	Coaching

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

8

OC2: Timeline, Funding and Eligibility conditions

Timeline and Funding

Open Call 2	Around June 2024	The objective of the call is to financially support the manufacturing SMEs that will submit proposals with the aim of implementing the recommendations elaborated during the sustainability assessment (SAT) and Advanced Sustainability Action Plan (ASAP) in order to become more sustainable with greater adaptability and resilience
EoI Providers	Cut-out dates: 31/12/2023 31/03/2024 (to be confirmed) 31/05/2024 (tbc)	The objective of the EoI is to create a list of accredited Sustainability and Technology Providers best suited to support manufacturing SMEs in implementing the changes defined in their action plan
Funding	Financial support will be delivered through a lump sum mechanism	greenSME provides up to EUR 35 000 per project: • Sustainability and Technology Provider(s) (max 2) – EUR 25 000 • Manufacturing SME – EUR 10 000

Funded by the European Union

greenSME

Eligibility Criteria

Only SMEs can participate	• Legal entities, which mean any natural or legal person created and recognised as such under national law, EU law or international law, which has a legal personality and may, acting in its name, exercise rights and be subject to obligations. • Single legal entities classified as Micro, small and medium-sized enterprises (SMEs): "The category of micro, small and medium-sized enterprises (SMEs) is made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million and/or an annual balance sheet total not exceeding EUR 43 million."
Location	All the participants [manufacturer SMEs and Sustainability & Technology Providers] must be established in one of the eligible countries, i.e.: • the Member States of the European Union, including their outmost regions; • the Overseas Countries and Territories (OCTs) linked to the Member States; and • third countries associated with Horizon Europe Entities from Overseas Countries and Territories (OCTs) are eligible for funding under the same conditions as entities from the Member States to which the OCT in question is linked.

Funded by the European Union

greenSME

Eligibility Criteria

Manufacturing SMEs	The manufacturing company should have a **NACE code classified under the category C**
Manufacturing SMEs	The manufacturing company must have fulfilled a greenSME sustainability assessment (SAT) and developed the Action Plan (ASAP)
Sustainable and Technology Providers	The Sustainable and Technology Providers must be part of the list of accredited providers

Funded by the European Union

greenSME

Join the hub: https://greensmehub.eu/register/

greenSME

Home | About us | Opportunities | Knowledge Hub | Calendar | Sign in | Sign up

TERMS & PRIVACY

Terms of use | Privacy Policy | Cookie Policy

CONTACT US

info@greensmehub.eu

Funded by the European Union

This project has received funding from the European Union's Horizon Europe research and innovation programme under the Grant Agreement 101058613. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Health and Digital Executive Agency (HADEA). Neither the European Union nor the granting authority can be held responsible for them.

Engage with us

Copyright © 2023 greenSME. All Rights Reserved.

https://greensmehub.eu

9 | Lessons learnt after OC1

Don't put off until tomorrow what you can do today.

Funded by the European Union

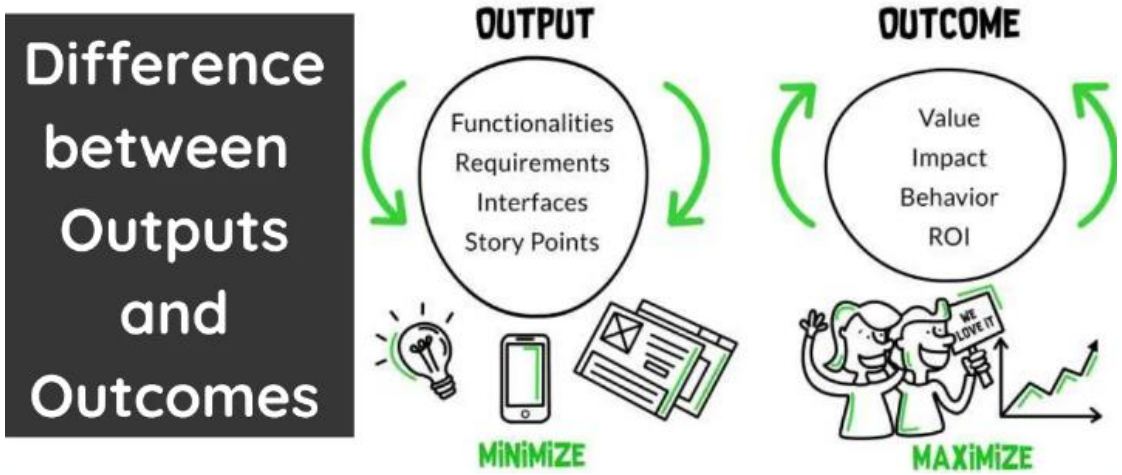
Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Use and quantify KPIs

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Propose results, outputs and outcomes



Funded by the European Union

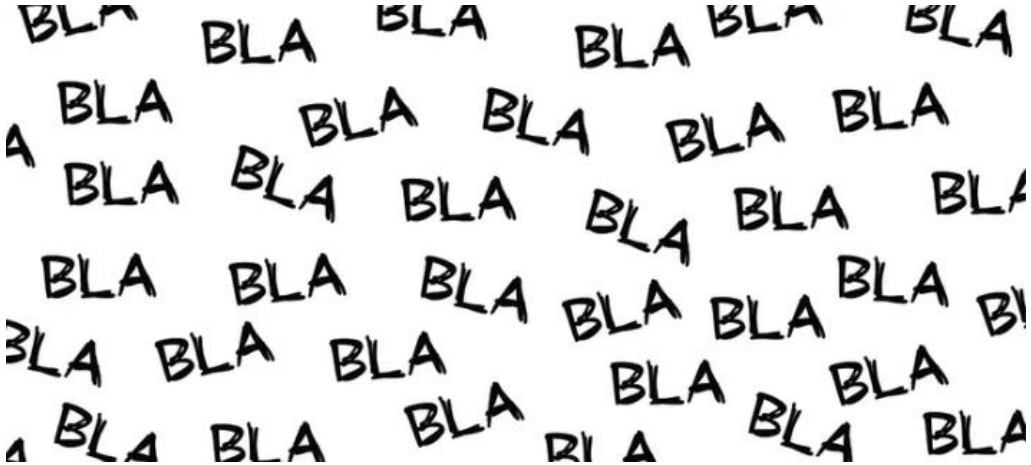
Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Sustainability: specify what you mean with it

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

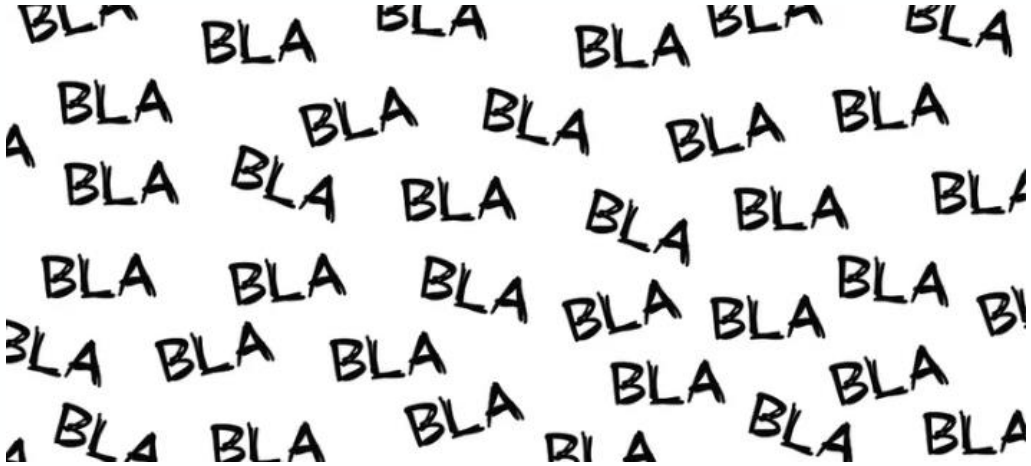
Don’t produce “statements”: always justify assumptions



Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

When writing the proposal, be effective: it is not the length that counts, but clearly detail what you want to do, and the estimated results



Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

The Impact, this unknown

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Produce good risk analysis, and mitigation measures

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Allocate appropriate skilled staff

Funded by the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the European Health and Digital Executive Agency (HADEA) can be held responsible for them.

Thank you for the attention

TEAM MESAP - greenSME
Marco Mangiantini **m.mangiantini@advisor.mesap.it**
Fabrizio Fallarini **f.fallarini@mesap.it**
Alessia Menduni a**.menduni@mesap.it**