

Bavarian
Research Alliance

BayFOR : the European funding centre in Bavaria

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Head of Unit SME Advisory Services,
BayFOR

Agenda

- Bavarian Research Alliance – BayFOR
- BayFOR Advisory Services for small business
- Enterprise Europe Network



Bavarian Research Alliance BayFOR



Bavarian
Research Alliance

Bavarian Research Alliance – BayFOR

Mandate

- **Tapping funding** from the EU (and federal ones)
- **Promoting Bavaria** as a location for science and innovation in the European Research and Innovation Area
- **Partnering services** – bringing together private and public organisations from science and industry

Locations



MUNICH



BRUSSELS



NUREMBERG

Partner in



Bayerische
Forschungs- und
Innovationsagentur

www.forschung-innovation-bayern.de

Key figures 2023

189 Supported and submitted proposals

Funding achieved **187 Mio. €**

76,4 Mio. € for Bavaria

51 employees

Financed by



Bayerisches Staatsministerium für
Wissenschaft und Kunst, Bayerische
Staatskanzlei und Gesellschafter



Universität
Bayern e.V.



HOCHSCHULE
BAYERN

Bavarian Research and Innovation Agency - BayFIA

Initiative of the Bavarian state government in order to improve:

- Efficiency in technology transfer within Bavaria
- Advisory services on funding possibilities at regional, national and European level (website: www.research-innovation-bavaria.de)
- EU fund acquisition through Bavarian actors, esp. universities and SMEs
- The innovation potential of Bavarian SMEs through qualified advisory services
- The transfer of research findings into innovative products or services



Synergy effects through close cooperation of four experienced partners:



BayFOR as full services provider

Project management

- Administrative project management for EU projects
- Workshops/trainings for project participants and third-party staff
- Advice on questions related to EU project management
- Public relations for EU projects

Project implementation

- Support for grant agreement preparation
- Assistance with financial and organizational issues



Information

- EU calls for proposals and on how to write a successful application
- Lobbying activities – strategic positioning of ideas

Advisory services

- General and call-specific expert advice on EU funding schemes
- Assistance in assigning project ideas to the appropriate funding scheme

EU application support

- Active support for the application process
- Preparation of call-specific information material
- International partner search

BayFOR Organisation



Cooperation officer by the BayFIA

Doris Bruckmeier



CEO

Martin Reichel



Press and communication

Emmanuelle Rouard



EUROPEAN FUNDING CONSULTING SERVICES

SCIENTIFIC DEPARTMENTS

Health and Biotechnology

Scientific Officer:
Dr. Mikhail Antonkin



Social Sciences

Scientific Officer:
M. A. Lisa Heinrich



Information & Communication Technologies | Engineering & Natural Sciences

Head of Unit: Dr. Panteleïmon Panagiotou



Cybersecurity

Scientific Officer:
Dr. Alexander C. Widmann



Environment, Energy and Bioeconomy

Head of Unit: Dr. Thomas Ammerl



GENERAL DEPARTMENTS

Representation in Brussels

Head of Unit : Mag. Karin Lukas-Eder



Bavarian and national collaborative research

Verbindungsbüro Forschungsverbünde
Head of Unit : Dr. Günther Weiß



Project Management

Head of Unit : Dipl.-Wirt.-Ing.
Thomas Eigner



SME Advisory Services

Enterprise Europe Network
Head of Unit:
Dipl.-Jur. Natalia García Mozo



Scientific coordination

Bayern-Israel

Scientific Officer:
Dr. Anna Abelmann-Brockmann



Scientific coordination

Bayern-Afrika

Scientific Officer:
M. Sc. Melanie Schulte



Scientific coordination

Bayern-Québec / Bayern-Alberta / RLS-Sciences

Leitung:
Dr. Florence Gauzy Krieger





**BayFOR
SME Advisory Services**

Business Advisory Services

Experts in EU-funding for innovative SMEs

- **One-Stop-Shop for SME** regarding EU funding for R&D&I:
 - First consultancy services: Funding-Screening;
 - **Coaching** for the establishment of an own funding strategy: at regional, national and mainly **European level**.
 - **Long-term support**: tailor-made, flexible and personal.
 - Application Proof-reading.
 - Pitch Training.
 - International Partnering: Publication of Bavarian profiles / Identification of potential Bavarian partner
 - Preparation of specific activities and information: Workshops, Newsletter.

Institutional Statements

- Active participation as full partner in European projects (Interreg, EIE)
- Consolidated stakeholder in the regional Innovation Ecosystem

BayFOR – Business Support Services

Results 2023

- **100** received request from Start-Ups, Scale-Ups and SMEs;
- **21 EIC Accelerator** applications supported and submitted;
- **15** applications for other EU funding programmes like Innovation Fund and Eurostars;

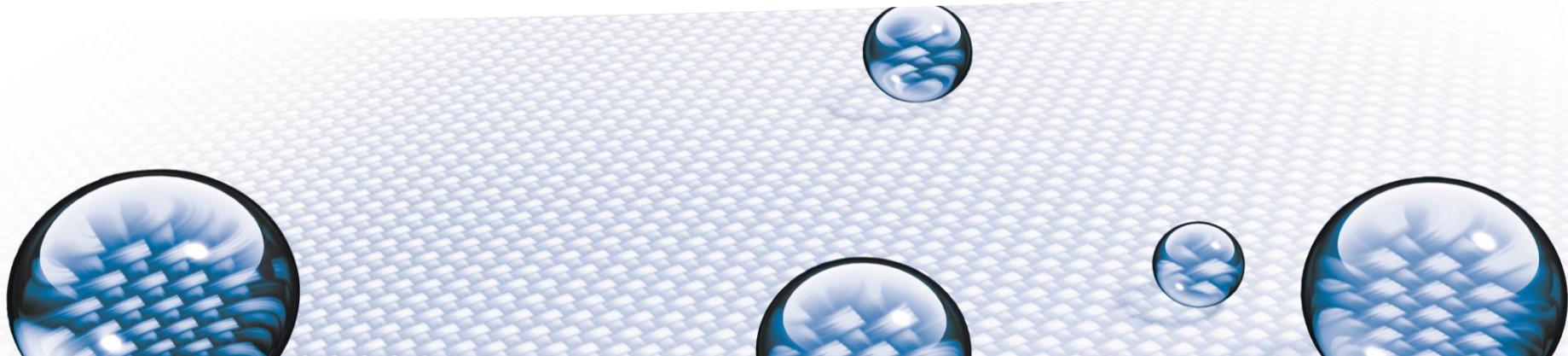
4 successful EIC Accelerator projects

Funding volumina around **10 Mio.** Euro (grants).

- **1** Workshop for EIC accelerator applicants;
- **8** presentations for Stakeholdern regarding EU funding for Start-ups & SME
- **39** editions of the SME-[Newsletter](#) (in German)

Ideal profile of a successful client

- **Highly innovative** and technology-based start-ups and scale-ups companies
(Keywords: Deep Tech, disruptive innovation);
- Potential products and applications with an **European and international impact** (societal, economic and environmental);
- Complementary, gender-balanced and high-skilled **team**.
- Growth **ambition**;
- High **market potential**;



Ideas to start partnerships

- ✓ **Homework:** Definition of the own profile as partner, knowledge, objectives, offer, capacities and relevant calls. Decide your strategy.
- ✓ **Mobilisation** is needed:
 - Active participation in HE brokerage events (EEN, NCPs, permanent and temporal);
 - Exploration of other international Events
- ✓ **Financial support:** Grants from the Bavarian Ministry of Science: [BayIntAn](#).
Financial support for the initiation of international projects.

Ideas to start partnerships

- ✓ **Timing**: Plan your search with time to avoid last minute (wrong) decisions;
- ✓ **Time**: Find the right partners is a long process, take time and start in the right moments
- ✓ **Active search**: identify the big players in European platforms like Cordis, Dat Hubs etc
- ✓ Take advantage of the **support** of EEN and other stakeholders
- ✓ and... **plant and harvest** 😊 - Once you enter in a project, it is easier to stay in the loop.

The Enterprise Europe Network (EEN)



Enterprise Europe Network

The world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions.

Learn how we can help you >

#EENCanHelp

€164.5
Million for 3 years

+470
Organisations













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Countries

The EEN in the EU & Worldwide

EU

 Austria	 Belgium	 Bulgaria	 Croatia	 Cyprus	 Czechia
 Denmark	 Estonia	 Finland	 France	 Germany	 Greece
 Hungary	 Ireland	 Italy	 Latvia	 Lithuania	 Luxembourg
 Malta	 Netherlands	 Poland	 Portugal	 Romania	 Slovakia
 Slovenia	 Spain	 Sweden			

Non-EU

 Albania	 Bosnia And Herzegovina	 Brazil	 Canada	 Chile	 Colombia
 Egypt	 Iceland	 India	 Israel	 Japan	 Kosovo
 Montenegro	 New Zealand	 North Macedonia	 Norway	 Serbia	 Singapore
 South Korea	 Switzerland	 Taiwan	 Turkey	 Ukraine	 United Kingdom
 Usa					

The network approach

How we help SMEs



Client-centric

We place the client's needs at the heart of the Network's mission.



Tailored services

We can tailor our services and provide support to businesses at any stage of their growth path.



Expertise

The Network's international advisers have the experience and resources to help your business thrive.

Research & Business partnering



Home About us Partnering opportunities Local contact points News Events Blog Success stories

Enterprise Europe Network Partnering Opportunities

Order by: Most recent

Type of profile (1)

- Business Offer
- Business request
- Technology offer
- Technology request
- Research & Development Request

Type of partner

Select Type of partner...

Type of partnership

Select Type of partnership...

Stage of development

- Already on the market
- Available for demonstration
- Concept stage
- Lab tested
- Under development

Technology keywords

1 - 1

Research & Development Request RDRRO20230203009

Romanian municipality looking for partnering opportunities to apply in EU funded projects related to research for sustainable urban development and smart city

Romania published Today

Research & Development Request RDRDE20230209008

Eureka Eurostars 3: A german SME which is focused on the simulation and optimization of electromechanical systems is searching for partner company with specializing developing electromechanical systems to apply for the Euorstars 3 Call

Germany published 3 days ago

Research & Development Request RDRPL20230202002

Partner search for HORIZON-CL4-2023-SPACE-01-31: Development of the systems for the monitoring and managing of the climate changes using space infrastructure as a tool for improvement of resilience against climate change threads on the land and maritime.

Poland published 4 days ago

EEN Partnering Database: <https://een.ec.europa.eu/partnering-opportunities>

Partner search R&D: [last publication from Finland](#)

#EENCanHelp

Thank you

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een.ec.europa.eu



Bavarian
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