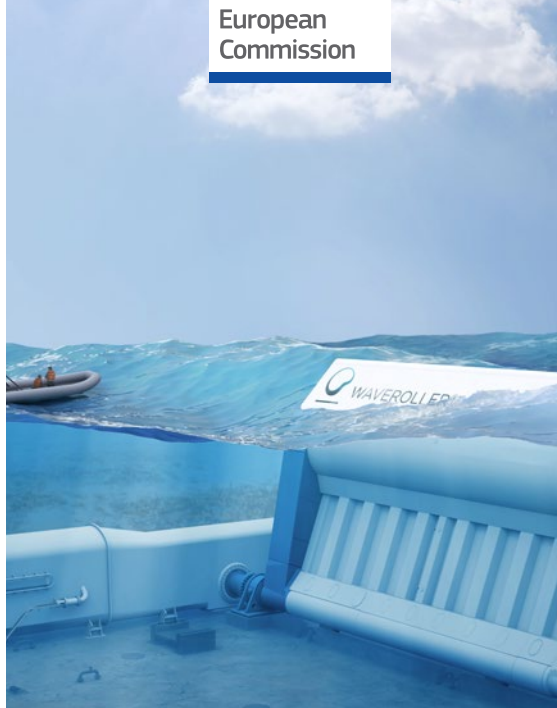




European
Commission



Fostering Synergies from Research to Deployment: Success Stories from INEA

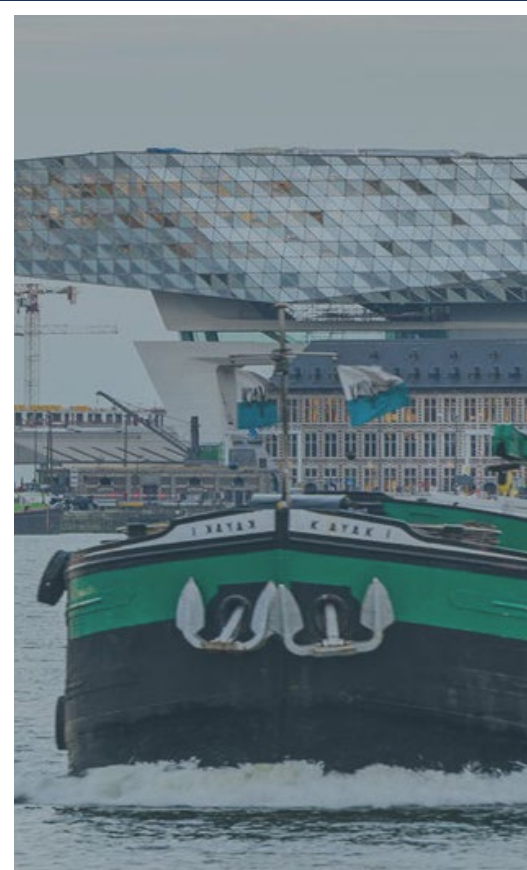


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FOREWORD

Between 2014 and 2020 INEA has implemented more than 750 projects under the Horizon 2020 programme. Horizon 2020 is the largest EU Research and Innovation programme with nearly €80 billion of funding.

These projects are diverse in nature but they all share the objective to make research progress, and to develop innovations that might find their way to deployment. Experience shows, however, that going from a novel idea to the full deployment of a mature solution is time and resource-intensive, which normally goes beyond the lifespan and scope of a typical project implemented by INEA.

INEA has the advantage of managing two complementary programmes (Horizon 2020 and the Connecting Europe Facility, CEF) and can count on experienced professionals that can help guide projects and participants through the long road towards deployment and, ultimately, into the market.

The Agency has been engaged in supporting project beneficiaries by raising awareness of the importance to deploy Horizon 2020 innovation, the existing instruments, services and potential

synergies to support this objective and ultimately in promoting these success stories for a greater valorisation of the EU added value.

This brochure illustrates success stories of projects that started in Horizon 2020 and found their way through various steps to reach a high level of market maturity.

These projects navigated the different funding instruments available to the Research & Innovation community and have found the most suited ones for the successful exploitation of their innovation and technologies.

We hope that these stories will inspire the R&I community, and provide advice on how to take ideas and innovation to the next level in order to reach full potential to the benefit of the whole EU community.

Dirk Beckers,
Director - INEA



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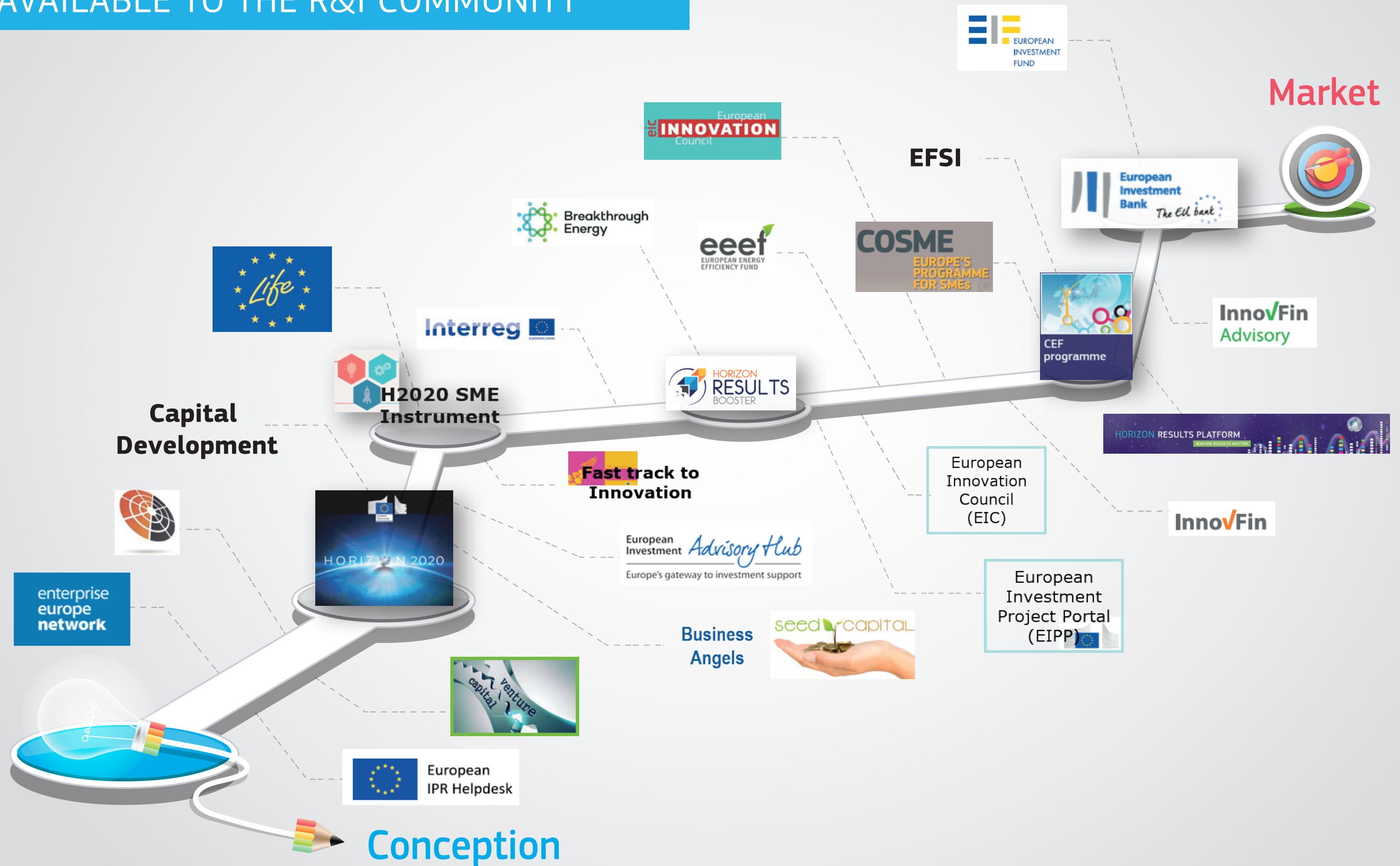
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ADVISORY, GRANTS AND FINANCING TOOLS

AVAILABLE TO THE R&I COMMUNITY





Horizon 2020 programme

Horizon 2020 is the biggest EU Research and Innovation programme ever with nearly €80 billion of funding available over 7 years (2014 to 2020) – in addition to the private investment that this money leverages. It creates breakthroughs, discoveries and world-firsts by taking great ideas from the lab to the market.

<https://ec.europa.eu/programmes/horizon2020/>



CEF programme

The Connecting Europe Facility (CEF) is a key EU funding instrument to promote growth, jobs and competitiveness through targeted infrastructure investment at European level. It supports the development of high performing, sustainable and efficiently interconnected trans-European networks in the fields of transport, energy and digital services. CEF investments fill the missing links in Europe's energy, transport and digital backbone.

<https://ec.europa.eu/inea/en/connecting-europe-facility>



Horizon Results Booster

The Horizon Results Booster provides specialised services to maximise the impact of R&I public investment and the added value of the Framework Programmes. It is a set of supporting services to help bring a continual stream of innovation to the market. It builds on the experience of the predecessors Common Exploitation Booster and the Support Services for Exploitation of Research Results (SSERR).

<https://www.horizonresultsbooster.eu/>



Horizon Results Platform

The Horizon Results Platform allows H2020 Participants to present their projects' results for increased visibility towards investors. External actors can search projects, contact their owners, and hopefully form fruitful partnerships that will eventually generate the innovation deployment.

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/horizon-results-platform>



Interreg Europe

The Interreg Europe programme supports regional and local governments across Europe in developing better policy. It aims to ensure government investment, innovation and implementation efforts lead to integrated and sustainable impact for citizens and regions.

<https://www.interregeurope.eu/about-us/>



European Innovation Council

The European Innovation Council supports close-to-market activities, with the aim to support SMEs and their breakthrough innovation. Via a series of business acceleration services and instruments, the EIC accelerator pilot intends to facilitate the commercial exploitation of innovation developed by SMEs.

<https://ec.europa.eu/research/eic/>



EDP Facility – InnovFin Energy

InnovFin Energy Demonstration Projects provides loans, loan guarantees or equity-type financing typically between EUR 7.5 million and EUR 75 million to innovative demonstration projects in the fields of energy system transformation. The product is deployed directly by the EIB.

<https://www.eib.org/en/products/blending/innovfin/products/energy-demo-projects.htm>



European Investment Bank

The European Investment Bank is the biggest multilateral financial institution in the world and one of the largest providers of climate finance. EIB provides several financial instruments and advisory services to bankable projects from different sectors.

<https://www.eib.org/en/index.htm>



InnovFin Advisory

The InnovFin Advisory financing tools cover a wide range of loans, guarantees and equity-type funding, which can be tailored to innovators' needs. Financing is either provided directly or via a financial intermediary, most usually a bank or a fund.

InnovFin Advisory is available across all eligible sectors in EU Member States and Associated Countries, under the EU Research and Innovation programme Horizon 2020.

<https://www.eib.org/en/products/blending/innovfin/index.htm>



Innovation Fund

The Innovation Fund is one of the world's largest funding programmes for demonstration of innovative low-carbon technologies. It is a key funding instruments for delivering the EU's economy-wide commitments under the Paris Agreement and towards the objective of a climate neutral Europe by 2050, as recognised also in the European Green Deal Investment Plan.

<https://ec.europa.eu/inea/en/innovation-fund>



LIFE programme

The LIFE programme is the EU's funding instrument for the environment and climate action. The general objective of LIFE is to contribute to the implementation, updating and development of EU environmental and climate policy and legislation by co-financing projects with European added value.

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

PROJECTS COMBINING

ADVISORY SERVICES WITH GRANTS

This section presents projects that have successfully benefited from traditional European Commission grants in combination with advisory services offered by the European Commission. This shows that projects which are already funded can find adequate help to find their way forward in terms of market plans, development strategy or research continuation.

PVSITES, BIPVBOOST, ADVANCED-BIPV, Onyx solar:

Combining several traditional grants with SSERR advisory

SECTOR:

Building integrated Photovoltaics (BIPV)



© PVSITES



SUCCESS STORY:

The PVSITES project has successfully demonstrated several Building integrated Photovoltaics (BIPV) installations across the EU. The BIPVBOOST project, builds on the results of PVSITES addressing the efficient manufacturing of BIPV modules. Both projects have used the advisory services of the SSERR, a predecessor of the Horizon Results Booster.

The company Onyx, leading the project was also the beneficiary of an SME instrument stage-two project, ADVANCED BIPV. It is a good example of using EU for developing new technologies and de-risking their introduction into the market.

Onyx developed the BIPV glass-glass modules with the EU funding support of three H2020 projects, two managed by INEA and one from the SME Instrument.

EXPLOITATION STATE OF PLAY:

The company Onyx solar is currently commercialising one of the largest BIPV glass façade modules in the world.

REFERENCES

<http://advancedbipv.com/>

<https://www.onyx-solar.com/30-r-d/116-advanced-bipv>

<https://bipvboost.eu/>

Lynceus2market

Pushing maritime innovation to the market with the exploitation booster

SECTOR:

Maritime transport/cruise passenger safety



© LYNCEUS2MARKET



SUCCESS STORY:

The Lynceus2market project is an H2020-supported project, which builds on the successful completion of the LYNCEUS project, its predecessor under the European Commission's 7th Framework Programme for Research and Innovation. It created several innovative solutions in the field of maritime safety for cruise vessels and their passengers. It benefited from one of the initial versions of the current Horizon Results Booster (the Common Exploitation Booster - CEB). The project used the advisory services offered by the CEB to learn how to push its innovation as close to the market as possible.

EXPLOITATION STATE OF PLAY:

The project had one major end-user involved in the project (RCL CRUISES), which is using the on-board localisation system (localisation of passengers in emergency in real time on board the ship) developed during the project on one of their cruise ships after the end of the project. They are currently considering the installation of this system on other cruise ships.

REFERENCES:

<http://www.lynceus-project.eu/>

A PROJECT COMBINING SEVERAL GRANTS

This section presents projects which have successfully combined several grants from similar or from different programmes. This shows how concepts and solutions can be supported over a longer period of time needed to fully mature them.

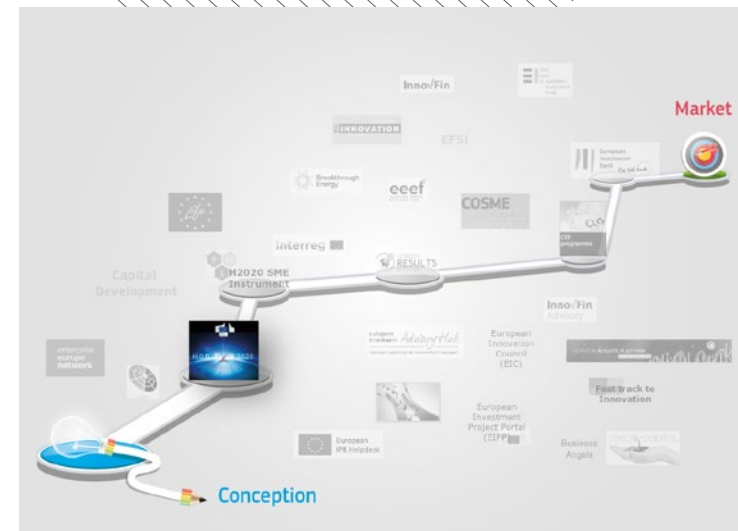
GEOtecCH, Cheap-GSHPs, GEO4CIVHIC:

Building a pipeline of projects for developing innovation

SECTOR:
Geothermal energy



© GEO4CIVHIC



REFERENCES:

GEOteCH

<http://www.geotech-project.eu/>

Cheap-GSHPs

<https://cheap-gshp.eu/>

GEO4CIVHIC

<https://geo4civhic.eu/>

SUCCESS STORY:

The GEOtecCH and Cheap-GSHPs consortia successfully brought to the market innovations that reduced the cost and environmental impact of shallow geothermal for heating and cooling, while increasing their performance and safety. The two projects merged into a new Horizon 2020 project called GEO4CIVHIC, which started in 2018. This new project is taking ahead the advancements of its two predecessors and is a good example of using EU funding to exploit research results in order to develop new technologies and bring them to demonstration.

EXPLOITATION STATE OF PLAY:

The GEO4CIVHIC project is developing and demonstrating easy, efficient and low-cost geothermal systems for retrofitting civil and historical buildings, including some UNESCO world heritage sites.

It provides more easy to install and more efficient ground source geothermal heat exchangers, novel drilling techniques tailored to built environments, innovative plug&play heat pumps and building management system for retrofits through a holistic engineering, construction and controls approach.

SYNERGIES BETWEEN

HORIZON 2020 AND OTHER EU PROGRAMMES:

A strong asset to the project's progress

Synergies between EU funded programmes are an important mechanism to exploit research results and valorise EU contribution. For the particular case of INEA, the Agency is managing three EU-funded programmes which can be very complementary in some sectors. In the particular case of Horizon 2020 and Connecting Europe Facility, many collaborations have happened along the years between projects funded under

these two programmes, particularly in the field of innovation support and deployment.

Synergies can happen at different levels: "at a beneficiaries' level" with involvement in two different programmes; at the level of a project that will liaise with another project in a different programme; or at the level of a group of projects that decide to team up in order to achieve the highest impact.



FENIX, AEOLIX and SELIS:

Picking up break-through collaborative practices from H2020 and implementing them in the logistic sector through a CEF grant

SECTOR:

Logistics/transport/IT



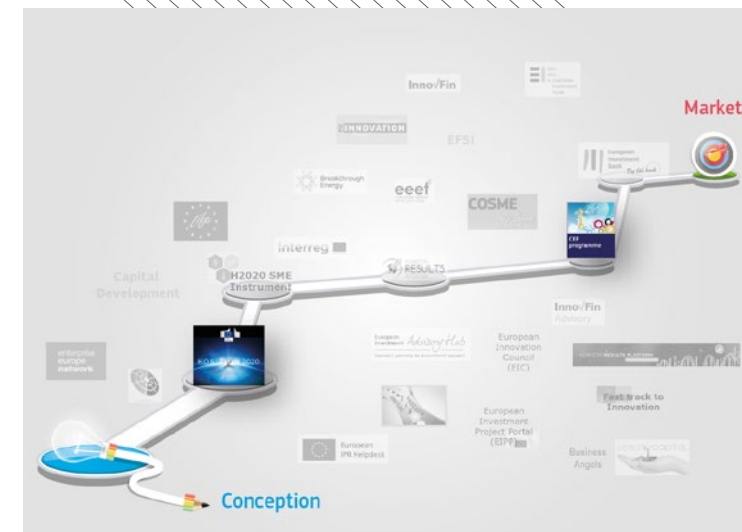
© FENIX

SUCCESS STORY:

The FENIX project funded under the Connecting Europe Facility is deploying technology designed in two previously funded Horizon 2020 projects, which investigated how horizontal collaboration through data processing can be improved in the logistic sector. FENIX is based on the IT collaborative logistics platforms developed by the projects AEOLIX and SELIS, as well as associated technologies and tools that have improved corridor management and information optimisation.

EXPLOITATION STATE OF PLAY:

In general, the logistic sector has difficulty in taking up innovation. FENIX is an attempt to do a real-life deployment of an IT architecture able to boost data sharing among the different logistics stakeholders and thus deploy a digital corridor information systems serving the whole European logistics community and beyond.



REFERENCES:

<https://fenix-network.eu/>

<http://aeolix.eu/>

<https://www.selisproject.eu/>

NordicWay 2 and NordicWay 3:

H2020 C-ITS solutions deployed in CEF

SECTOR:

Cooperative Intelligent Transport Systems (C-ITS)



© NORDICWAY

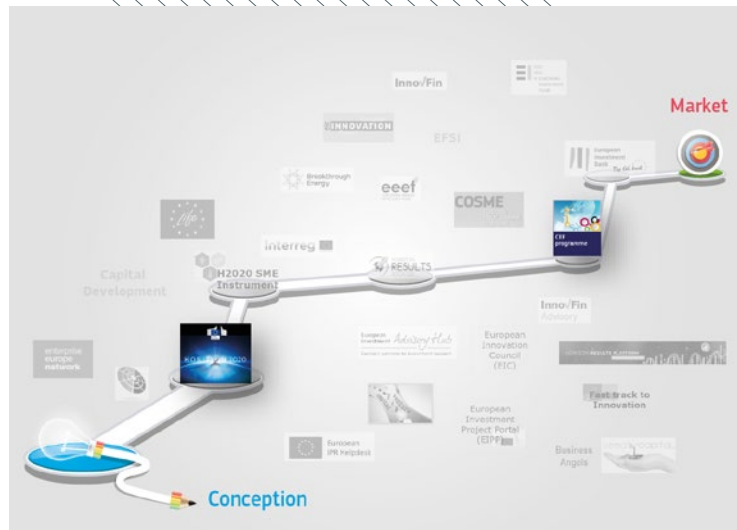
SUCCESS STORY:

The two Connecting Europe Facility projects are building on results from several Horizon 2020 projects on developing tools and solutions for data exchange and interoperability of information for road transport.

Technical solutions developed under research projects are screened through and implemented in the two large demonstrator projects which have a specific geographical area and a number of industrial partner and users participating (infrastructure managers; car manufacturers, etc.)

EXPLOITATION STATE OF PLAY:

Pilot deployment of interoperable Cooperative Intelligent Transport Systems (C-ITS) solutions has been completed. Connected and Automated Driving (CAD) infrastructures are being tested under the two Connecting Europe Facility projects.



REFERENCES:

<https://www.nordicway.net/>

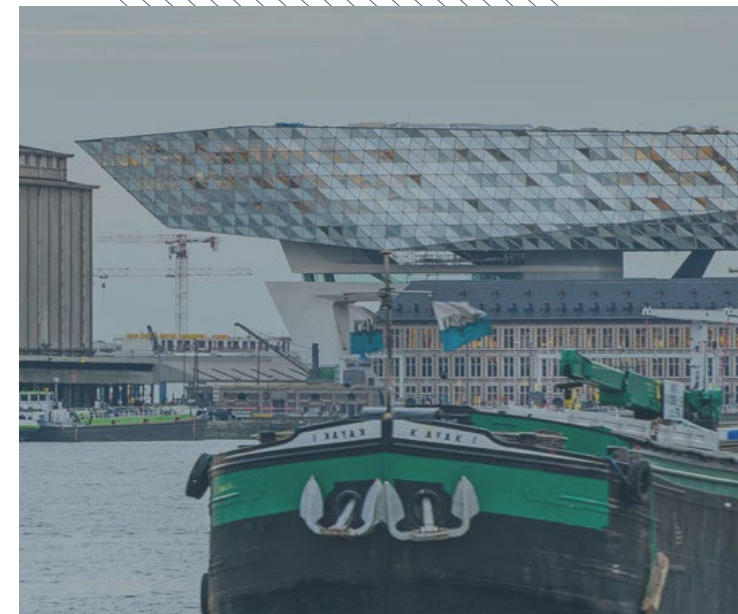
<https://www.youtube.com/watch?v=d9Et7NvWqLk>

Watertruck and Watertruck+:

From Interreg to CEF, optimising cargo transport in inland waterways by introducing a new navigational concept

SECTOR:

Waterborne transport



© WATERTRUCK

SUCCESS STORY:

The Watertuck and Watertuck+ projects are consecutive projects which aim at developing and deploying a freight transport concept for inland shipping, based on transport units (different types of barges) that can be coupled and decoupled in a fast and flexible way in view of lowering costs and contribute to the reduction of congestion, greenhouse gases and noxious emissions.

The exploitation success of these projects is to have developed a concept under an Interreg funded project which is now being tested and further deployed under a Connecting Europe Facility project.

EXPLOITATION STATE OF PLAY:

The project has built eight unpropelled barges and ten self-propelled barges which are now put into real life tests by two operators in order to collect data for the upscaling of Watertruck+.



REFERENCES:

<http://www.watertruckplus.eu/>

Citivas Satellite, CoEXist, MaaS4EU and Civitas Sumps-Up and Dynaxibiliy4CE:

Synergies with Interreg Central Europe
Deployment of Research & Innovation solutions via Interreg Central Europe programme

SECTOR:
Urban mobility



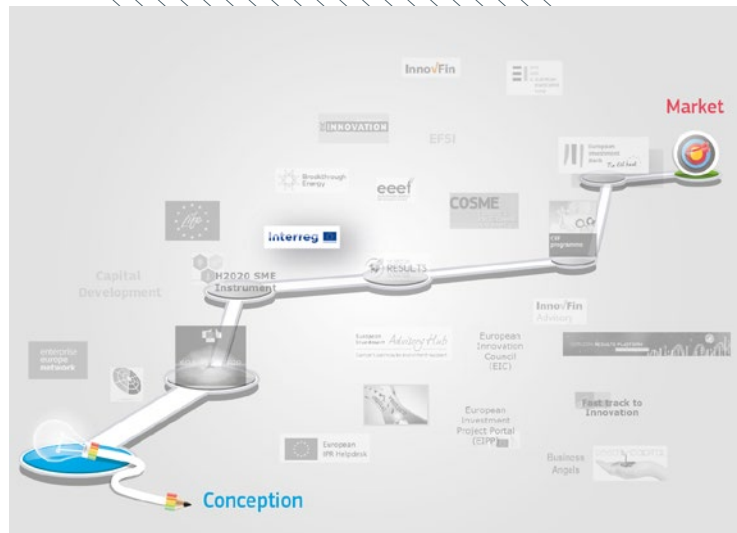
© SUMPS-UP

SUCCESS STORY:

Polis Network and other beneficiaries from Horizon 2020 urban mobility projects Citivas Satellite, CoEXist, MaaS4EU and Civitas Sumps-Up received funds from the Interreg Central Europe programme to further develop and combine their urban solutions to expand their potential and apply them in other cities.

EXPLOITATION STATE OF PLAY:

Dynaxibiliy4CE project started in January 2020 and is further developing some of the solutions from the previous Horizon 2020 projects to support public transport authorities in strengthening their mobility planning capabilities to create low carbon and low pollution mobility systems.



REFERENCES

- <https://civitas.eu/projects/support>
- <https://www.h2020-coexist.eu/>
- <http://www.maas4eu.eu/>
- <https://sumps-up.eu>
- <https://www.interreg-central.eu/Content.Node/Dynaxibility4CE.html>

JIVE, MEHRLIN and Zero Emission LIFE IP

Combining H2020, CEF and LIFE funding for large scale deployment

SECTOR:
Alternative fuels



SUCCESS STORY:

The JIVE, JIVE 2 projects (funded under the Horizon 2020 programme) and the MEHRLIN (funded under the Connecting Europe Facility programme) are three actions cooperating to promote the hydrogen technologies in transport.

The global project will deploy emission fuel cell buses and respective infrastructure in different cities in Europe. This synergy will result in the largest deployment in Europe to date of hydrogen technology.

Moreover, the project is also receiving, in the north of Italy, a co-financing from the LIFE programme under the project the Zero Emission LIFE IP for the deployment of hydrogen cars. This synergy is a success story that demonstrates the use of different funding sources for the development and deployment of fleet and respective infrastructure in urban environments for a contribution to zero emission road transport in Europe.

EXPLOITATION STATE OF PLAY:

The implementation and cooperation of these actions will allow the deployment of nearly 300 emissions fuel cell buses, 28 hydrogen fuel cell cars and associated infrastructure in 22 cities across Europe by the early 2020.



REFERENCES

- <https://www.fuelcellbuses.eu/projects/jive>
- <https://www.fuelcellbuses.eu/projects/jive-2>
- <https://www.fuelcellbuses.eu/projects/mehrlin>
- <https://europa.eu/ltB86YB>

PROJECTS COMBINING

GRANTS AND FINANCING INSTRUMENTS

This section presents projects which have successfully combined traditional grants with finance instruments and in particular loans from public or private institutions. This shows how mature technologies can find their way to the market through banking support which allow them to be scaled up and deployed in real conditions.

AVENUE and NAVYA:

From H2020 collaboration to EIB industrial loan

SECTOR:

Automated electric mobility



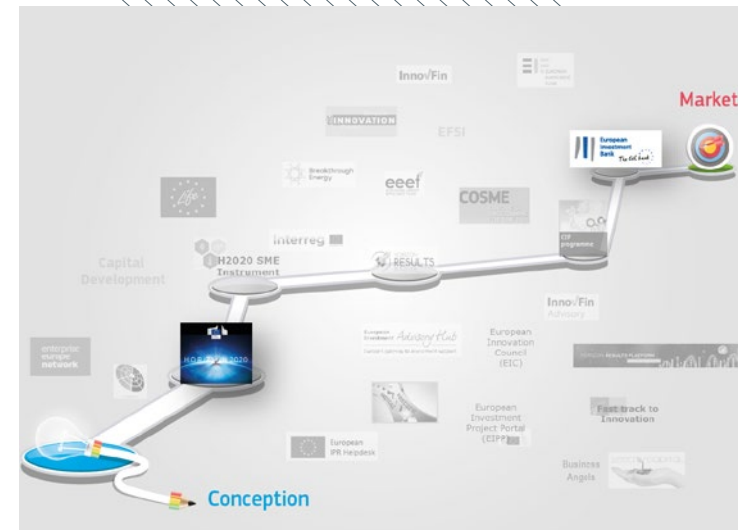
© NAVYA

SUCCESS STORY:

The company NAVYA combined the collaborative support from a Horizon 2020 grant for piloting automated electric shuttles with additional loan support from the European Investment Bank to ramp up the industrial deployment of its vehicles.

EXPLOITATION STATE OF PLAY:

NAVYA is collaborating with the project AVENUE to develop automated mobility solutions while at the same time developing the commercialization of electric automated vehicles and automated mobility systems across more than 20 countries worldwide.



REFERENCES:

<https://h2020-avenue.eu/>

<https://navya.tech/en/>

Windfloat:

From FP7 to EIB deployment loan

SECTOR:

Renewable energy production; offshore floating wind



© WINDFLOAT

SUCCESS STORY:

The project Windfloat developed a new solution for offshore floating wind. This solution was researched under the EU 7th Framework Programme for Research and Innovation and is now deployed at an industrial scale by the companies EDPR and ENGIE with the support of the InnovFin Energy Demonstration Projects facility financed by Horizon 2020 and managed by the European Investment Bank. The technology has been developed, tested in small scale and then absorbed by major business to make the last major step of real-life full scale industrial deployment. The EIB granted a loan of €60M to EDPR in 2018.

EXPLOITATION STATE OF PLAY:

The Windfloat technology is now being installed off the coast of Portugal with three wind turbines of 8,5MW rating each to be put on the floating structure.



REFERENCES:

<https://www.edp.com/en/windfloat>

<https://www.edpr.com/en/news/2019/07/17/turbine-assembly-begins-windfloat-atlantic-project>

Greenway:

blending finances from CEF and Energy Demonstration Project facility (H2020).

SECTOR:

electro mobility; e-vehicles charging stations



© GREENWAY

SUCCESS STORY:

GreenWay successfully used grant support from Connecting Europe Facility Innovation and financial instrument support from the InnovFin Energy Demonstration Projects but with a budget line from Horizon 2020, consecutively.

EXPLOITATION STATE OF PLAY:

The company is currently deploying e-vehicle charging network in central Europe and selling the charging service.



REFERENCES:

<https://greenway.sk/en/>

<https://europa.eu/hg39DU>

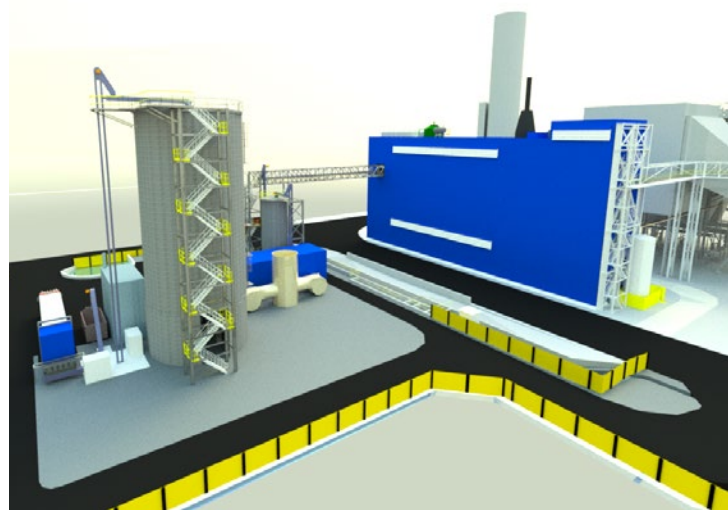
<https://europa.eu/qW97xN>

STEELANOL and TORERO:

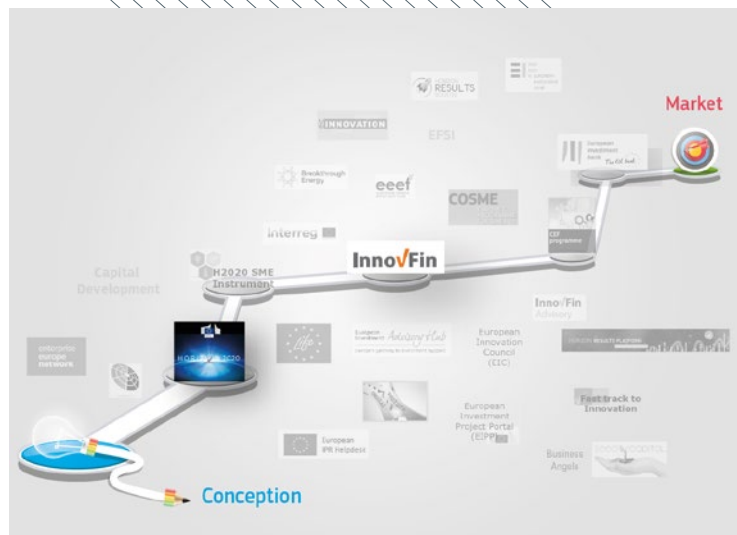
From H2020 to EIB InnovFin Energy Demonstration Projects

SECTOR:

Carbon capture and use in the steel sector



© STEELANOL



REFERENCES:

TORERO <http://www.torero.eu/>

Steelanol <http://www.steelanol.eu/>

STEELANOL (EIB) <https://www.eib.org/en/projects/pipelines/all/20170622>

SUCCESS STORY:

The projects STEELANOL and TORERO seek to recycle carbon emitted in the steel industry into sustainable, advanced bio-ethanol.

The technology has been developed and tested by the company LanzaTech with the support of a Horizon 2020 grant, and funds from the InnovFin Energy Demonstration Projects (EDP) will be used to build the actual plant.

EXPLOITATION STATE OF PLAY:

The companies are building and scaling up a technology that enables conversion of CO₂ emitted in the steelmaking process into biofuels. They have secured further funding from the European Investment Bank in order to complete the construction of the plant.

Megaroller:

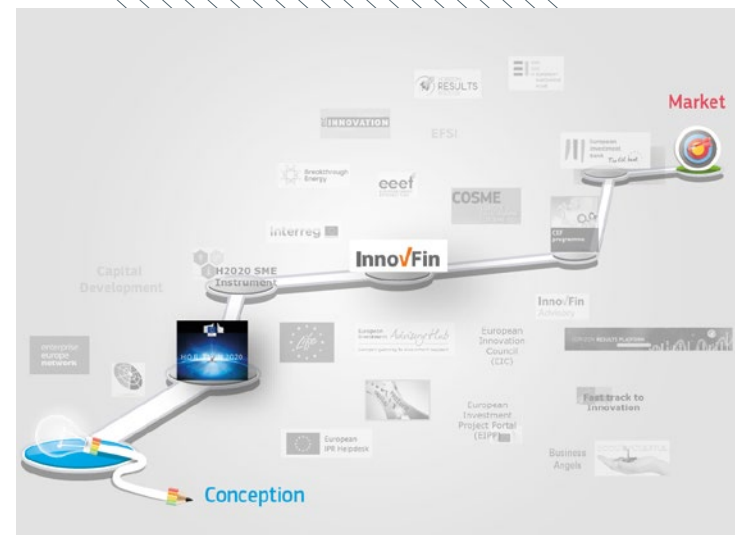
From H2020 to EIB InnovFin Energy Demonstration Projects

SECTOR:

Marine/wave energy



© MEGAROLLER



REFERENCES:

Megaroller <https://www.sintef.no/MegaRoller>

Waveroller <https://aw-energy.com/waveroller/>

Financing <https://europa.eu/Cn76cu/>

SUCCESS STORY:

The projects Megaroller is scaling up a technology which is currently being demonstrated by the company AW Energy in Portugal with the help of the InnovFin Energy Demonstration Projects budget.

EXPLOITATION STATE OF PLAY:

The technology has been developed and tested in previous Horizon 2020 projects. Its scaling up is still supported by Horizon 2020 but a first full scale demonstrator is put in place with the support of the EIB's InnovFin Energy Demonstration Projects with a budget of €10M.

PROJECT FAST-TRACKED TO THE MARKET

This section shows a project that have gone directly to the market after having benefited from a grant support. This shows that it is possible for promising and mature innovation to find their way directly to the market without further support from the European Commission.

TILOS:

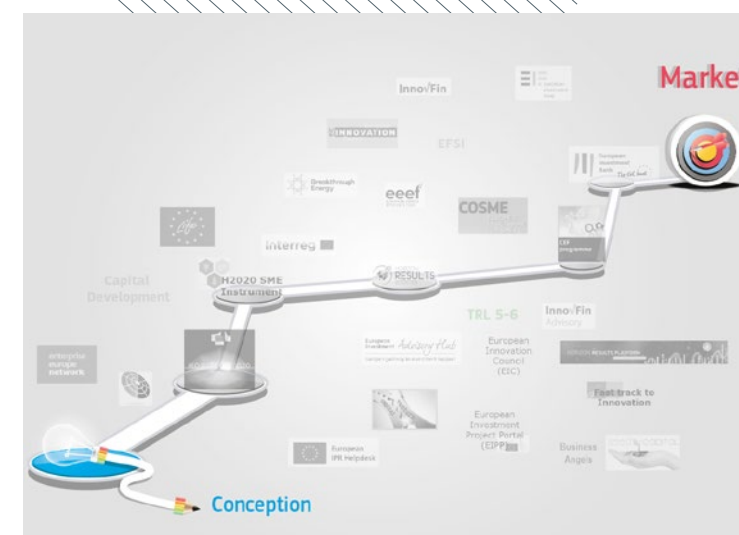
Demonstrating full scale energy solutions

SECTOR:

Energy generation and grid optimisation on an island



© TILOS



SUCCESS STORY:

The TILOS project, funded under H2020 made it possible to create at real scale a full energy network with generation and management of renewable energy on a Greek island. The different energy sources balance each other, and the system is independent and stable.

EXPLOITATION STATE OF PLAY:

The full-scale demonstrator TILOS Hybrid Power Station which consists of hardware (RES of around 1MW and Battery Energy Storage System having a useful capacity of 2,8 MWh and nominal power of 800kW) and software components is now fully exploited through the first ever Power Purchase Agreement (PPA) for a battery-based hybrid power station (HPS) in Greece, signed in January 2016 between the partner Eunice and Hellenic Electricity Distribution Network Operator (HEDNO). The partner EUNICE plans the replication of the hybrid power station (HPS) on other Greek islands on the basis of commercial applications submitted to the Greek Regulatory Authority for Energy.

REFERENCES:

TILOS <https://www.tiloshorizon.eu/>

LOOKING

AHEAD

In 2014-2020 INEA will have managed about 11 000 projects in total, funded under the Horizon 2020 Societal Challenges 'Smart, green and integrated transport' and 'Secure, Clean and Efficient Energy' with a total budget of more than 5 billion euro, and under the Connecting Europe Facility (CEF) with a total budget exceeding 28 billion euro.

The Agency is actively promoting synergies and links between the different EU funding programmes and instruments, and in particular between H2020 and CEF by supporting Horizon 2020 Transport and Energy projects that obtained significant mature results towards further deploying their solutions under the CEF programme. Similarly, infrastructure funded under CEF are encouraged to benefit from the latest research results in the energy and transport fields supported by the EU.

This brochure materialises part of the work being developed by INEA with this regard and intends to inspire project promoters in pushing their innovations to a step closer to deployment.

Synergies between projects can indeed develop either as a progression from research to deployment, or through complementarity with technologies and infrastructure being developed in parallel whilst working in the same thematic area. These are the keys to successful market uptake.

In addition and in the current context where innovation and implementation are taking centre stage, it is crucial to build up on these projects and programmes, and explore new approaches that can leverage all available financial instruments and involve other market players.

In addition to the two existing programmes mentioned above, since 15 June 2020, INEA is managing the Innovation Fund programme, one of the world's largest funding programmes for demonstration of innovative low-carbon technologies with a budget of €10 billion up to 2030 funded by the EU Emissions Trading System. The Innovation Fund is an important test bed for fast-forwarding innovative technologies towards the market, with the involvement of financial actors and industry stakeholders. It will also be an additional opportunity for stakeholders to be supported in the best possible way, and for the EU to support a real progression of projects from research to market with a view of implementing promising solutions and technologies.

With the Horizon 2020 programme coming to an end and a new Multiannual Financial Framework being currently finalised for the period 2021-2027, reflecting on the lessons learnt on synergies and how to further exploit project results on their way to deployment, can make a major contribution towards bringing effective and timely solutions to the societal challenges faced at the European and global levels, and on the path towards the overarching goal of a climate-neutral Europe by 2050.

Further guidance and examples on exploitation are available at:

- <https://ec.europa.eu/inea/en/synergies>
- <https://www.iprhelpdesk.eu/sites/default/files/EU-IPR-Brochure-Boosting-Impact-C-D-E.pdf>
- https://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/grant-management/dissemination-of-results_en.htm

INEA

IN BRIEF

INEA has a multinational team, including specialists in project management, financial management, legal affairs and communication, covering the fields of transport, energy and telecommunications.

Five European Commission's Directorates-General oversee INEA's activities:

- DG Mobility & Transport (MOVE)
- DG Energy (ENER)
- DG Communications Networks, Content and Technology (CNECT)
- DG Research & Innovation (RTD)
- DG Climate Action (CLIMA)

Providing added value to beneficiaries

INEA's long-standing experience in programme management provides the beneficiaries with:

- Simplified access to EU funding opportunities
- Promotion of project results and achievements for increased visibility of EU actions and promotion of the programmes
- Guidance and technical support in project management, financial engineering, public procurement, and environmental legislation in close collaboration with beneficiaries
- Streamlined and harmonised procedures for a better use of EU funds and maximised programme efficiency, such as shorter payment times and faster response rate
- Efficient evaluation procedures, user friendly and transparent call documentation, and customised IT tools to support applicants

Supporting the European Commission

The Agency is also supporting the policy makers and the European Commission with:

- Relevant feedback on programme implementation as input to policymaking
- Developing synergies between programmes to bridge the gap between R&I results and infrastructure development
- Bringing innovative ideas, concepts and products to implementation
- Building significant economies of scale

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