

H2020 – We can do it!

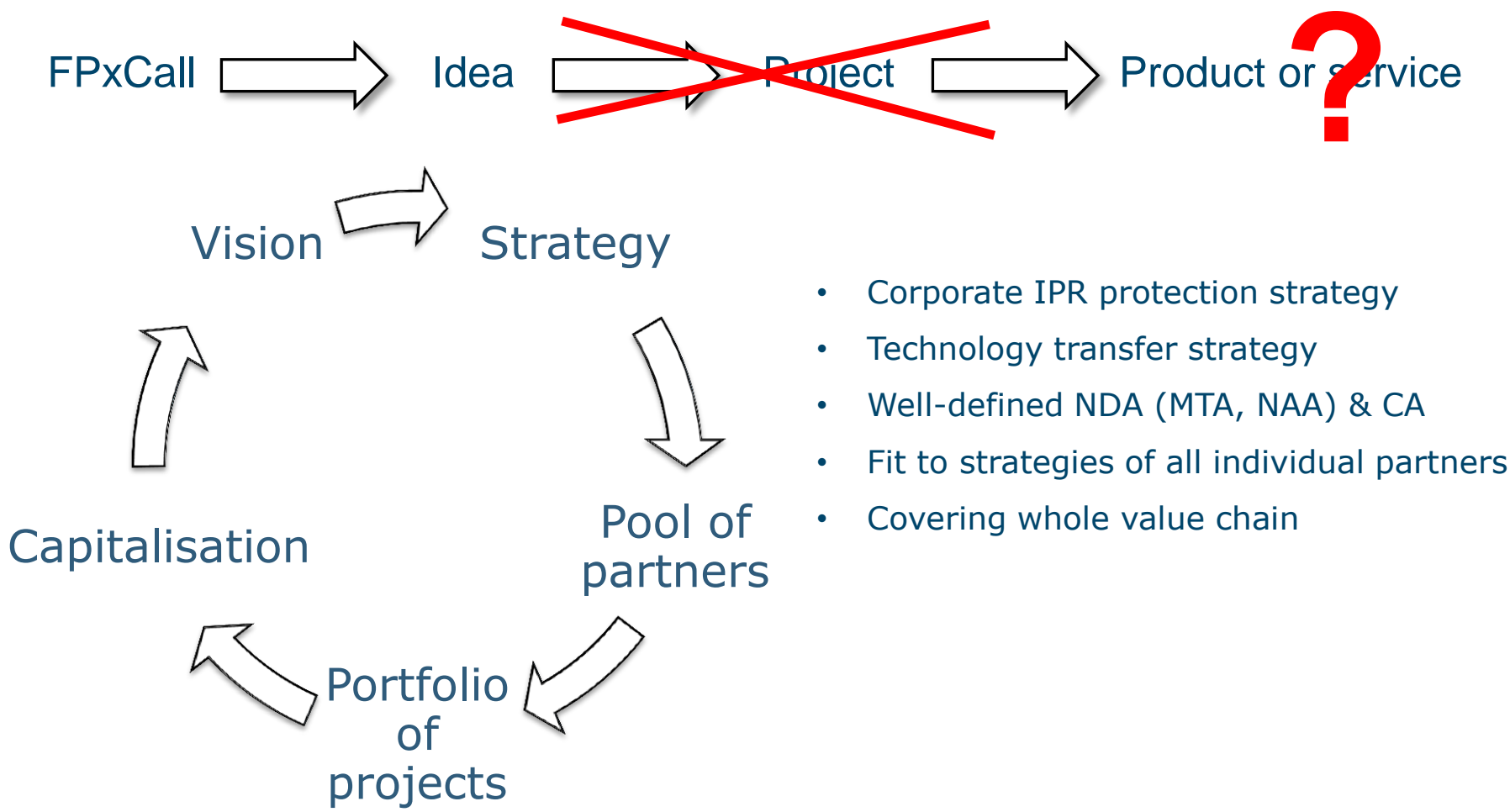
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Platinn, AMIRES

- | | |
|---|---|
| 1. Focus on innovation | Business strategy and tactics planning, tune for motivation, well aligned consortium partners |
| 1. Specialization of funding tools | Selecting the right and most fitting funding tool based on the proper project positioning |
| 1. Outsourcing of programme management (EC activities) | Dealing with multiple services over the whole lifetime of the projects, specialisation in proposal writing |
| 1. Open Access to Publications and Data | Planning in advance at the same time bearing IPR issues on your mind while not limiting the business impact |
| 1. Combined funding and synergies | Check and plan possible synergies with regional / national initiatives and programmes |
| 1. Clustering | Look for pan-European networks, be ready to advise, assist and execute the national or international measures |
| 1. Outsourcing of project management | Product oriented project management as a key element of a successful project |

FOCUS ON INNOVATION: Open to Innovation through European R&D&I



Examples of reasons for SMEs to be involved

Traditional toolbox

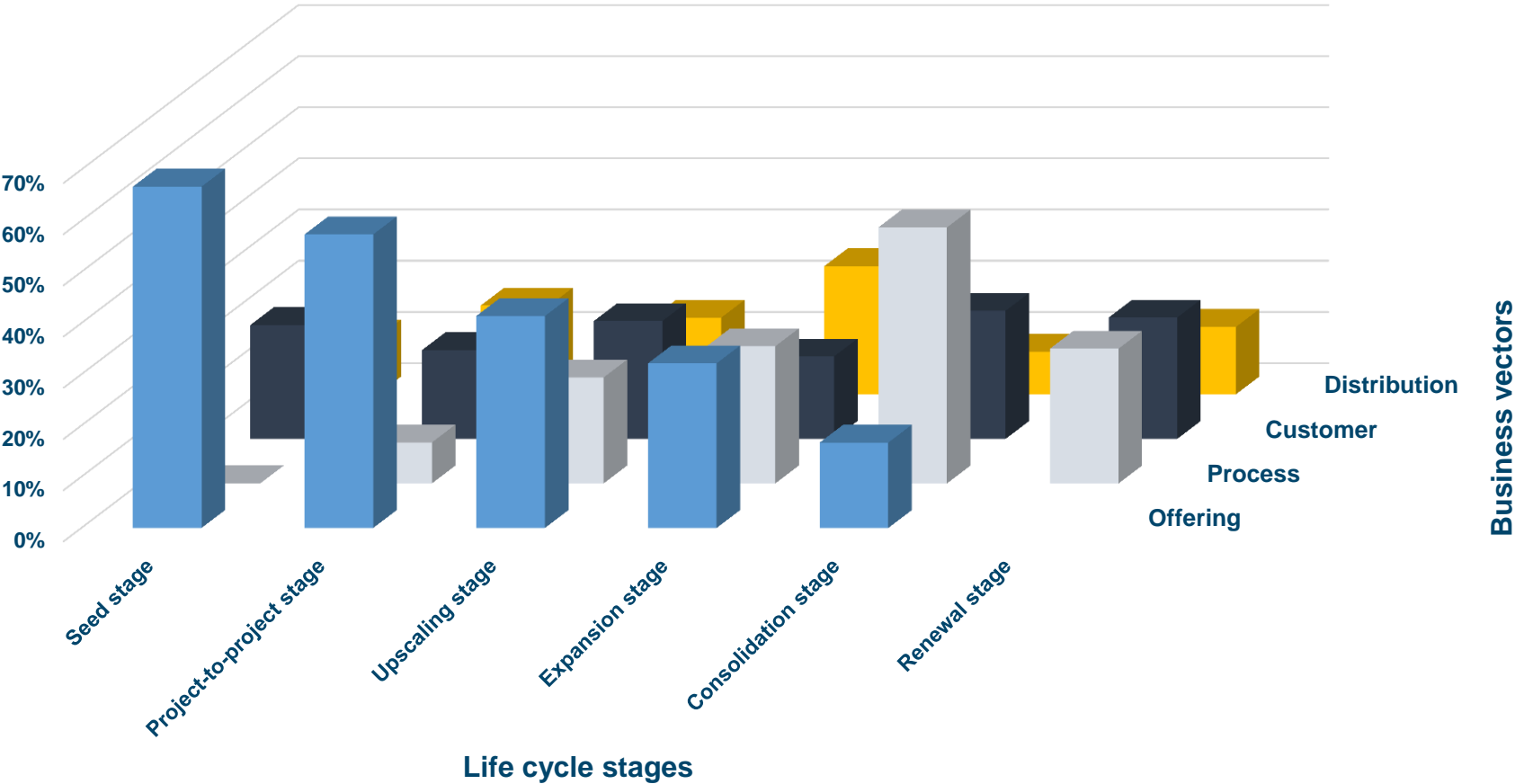
- Know-how (secret, patent, licence, design, copyright ...)
- Networks for new products (suppliers, customers, end-users, R&D partners)
- Cash-flow for R&D, Demo, Other (mkt study, mkt of company, IPR costs)

Strategic motivation (examples)

- New or improved product or service
- Resource & distribution optimization
- Novel markets segments
- Novel market region
- Customer experience (pilots, KOLs)
- New business partners (M&A)
- Improved Environmental impact
- Meeting legal requirements
- Developed tools and equipment

Business innovation vectors challenges by life cycle stages

(212 initiated cases)

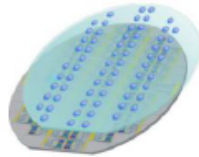


PARTICIPATION IN EUROPEAN RESEARCH PROJECTS



Benefit of WALORI

- + Wafer-Level Packaging/Wafer-Level Optics (WLO)
- + Microlens Imprint Technology
- + Long-term Research Partners FhG-IOF, IMT NE
- + SÜSS MicroTec 70 systems MA8 Gen3 (>30Mio€)



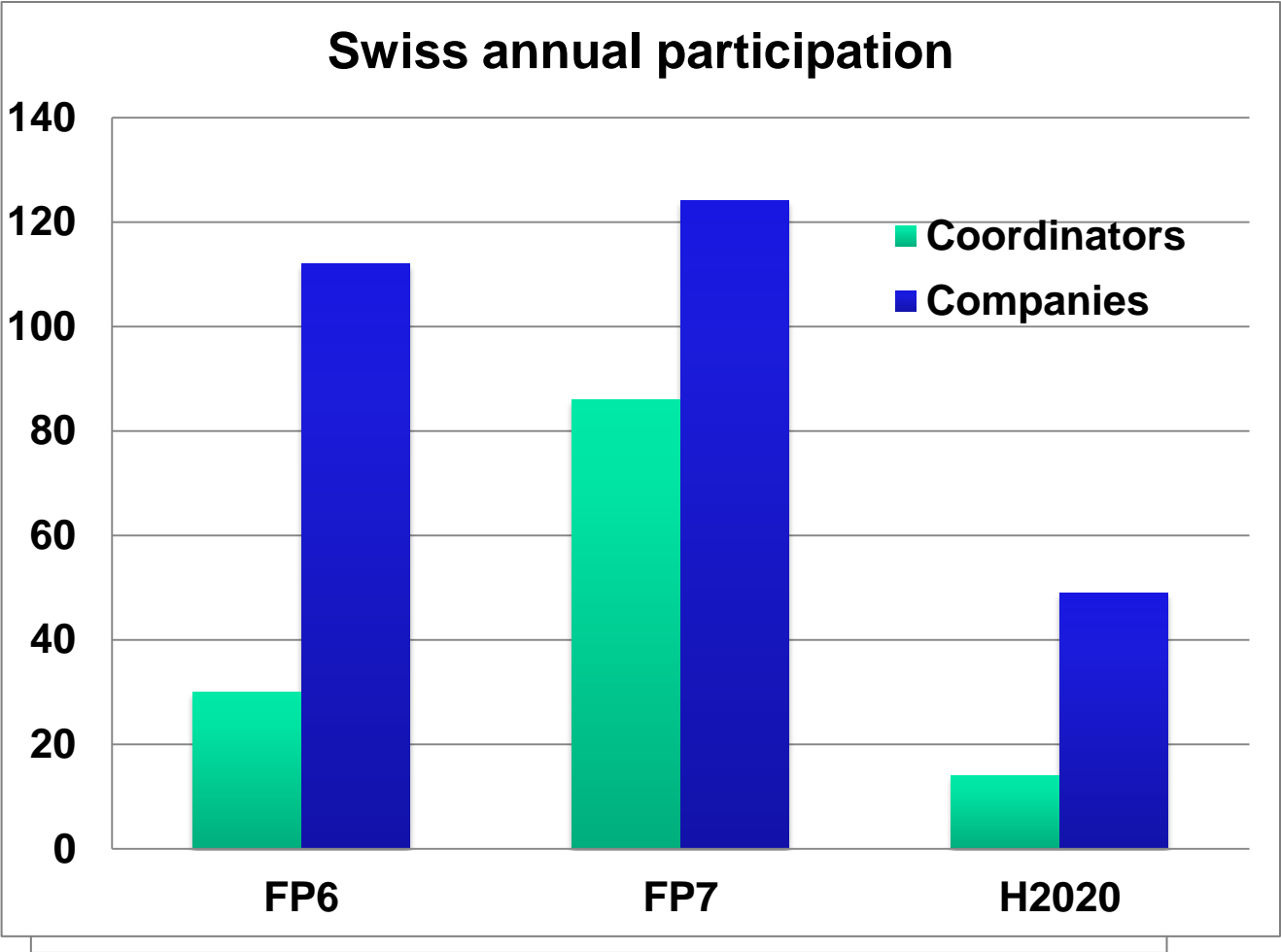
Benefit of SEAL-FISMA

- + MO Exposure Optics improved
- + Advanced Mask Aligner Lithography (AMALITH)
- + 130 MOEO systems (>2.5 MioCHF)









Expectations

- + Sapphire Micro-Optics
- + Packaging/Sealing
- + Medical Market Experience

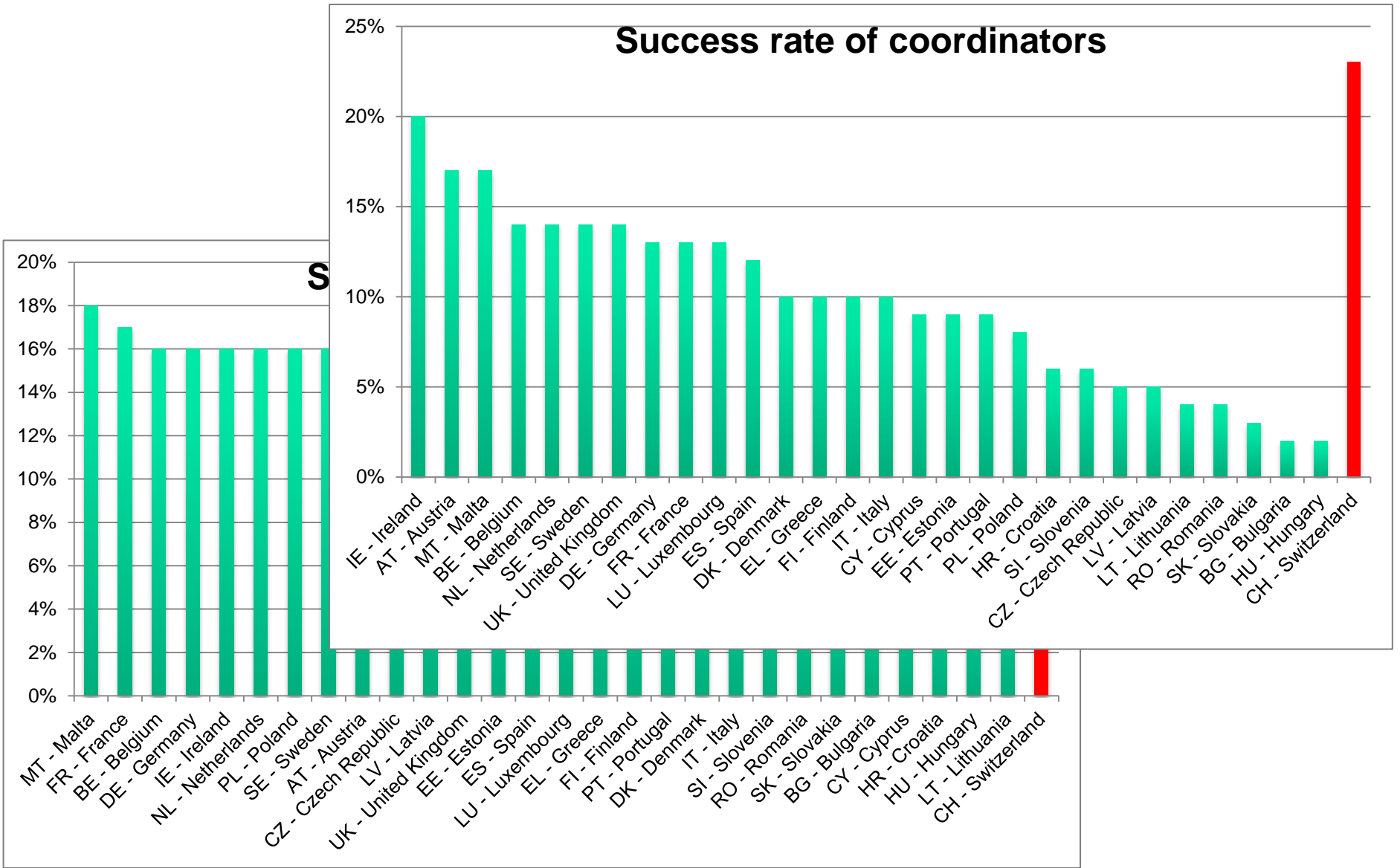


Based on data from FP6, FP7 Swiss participation report & H2020 dataset released in March 2015

Funding gap for Swiss SMEs

	Industrial leadership + Societal Challenges	SME instrument	MSCA	Eurostars II
	Small to Large projects (TRL)	1.Phase – feasibility 2.Phase – R&D	Ind.-Academia PP EID, ITN, individual, etc.	Collaboration for developed markets
	All (incl. companies)	SME outsourcing research	All (incl. companies)	Research-perform. SME + others
	Top-down	Bottom-up in broad domains	Bottom-up	Bottom-up
	3 from 3	SME alone	2-4 and many	2 from 2
	3-5 years	0.5-3 years	3-4 years	2-4 years
	280 k€	50-1500 k€	248 k€	206 k€

Swiss participation (1st calls H2020)



THANK YOU FOR YOUR ATTENTION

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Slides for further discussion (if needed)

Examples of Swiss SMEs



Cathodoluminiscence

SEM

Confocal Raman
Spectrometer

TOF-SIMS

Focused Ion
beam

Scanning
Probe
Microscopy

Tomography

UnivSEM: Novel multianalytical tool

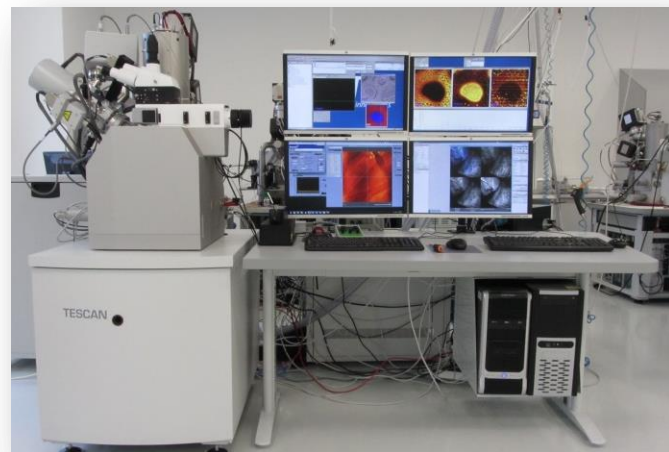
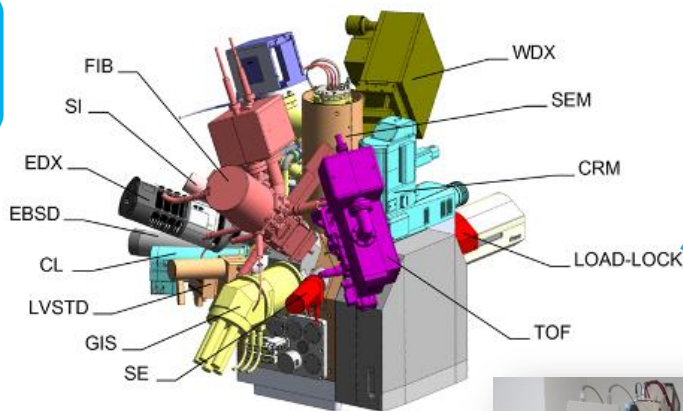
- a vision capability
- a chemical analysis
- structural characterization
- a non-destructive optical analysis
- a tomography capability
- correlation between all methods

(www.univsem.eu)

2010 - 2011

2013

2014



8 partners, 3 countries (CZ, CH, DE), 4 products, 16 exploitable results, 200 publications



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