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1. INSPIRALIA

- ✓ **Inspiralia** is a **New Product Development** company created in 2005 and based in Madrid, our in-house laboratories and market experts is what makes our services unique.
- ✓ By offering a complete **360-degree service** we help our clients develop new products but also their sustainability and profitability.
- ✓ From concept generation and innovation strategy through to product development and market launch, Inspiralia is with you all steps of the way and our international partner network gives access to global markets and best practices.



From idea to product launch, with the best technical and market assessment.



An international and multidisciplinary team oriented to results.



Years of experience developing successful products in our technical facilities.



Access to public and private funding sources through strategic partnerships.

MARKETS



Industry



Health and Wellbeing



Energy and Environment



18 Nationalities



10 Languages



165 Employees



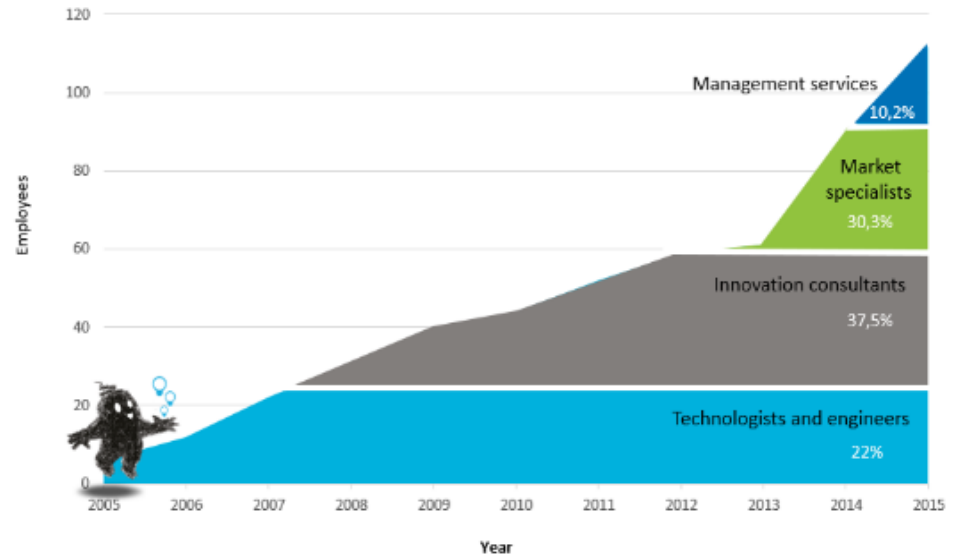
25% PhDs



50% Women



50% Men



Staff growth since 2005 and distribution of team based on 2015 roles.



Industry

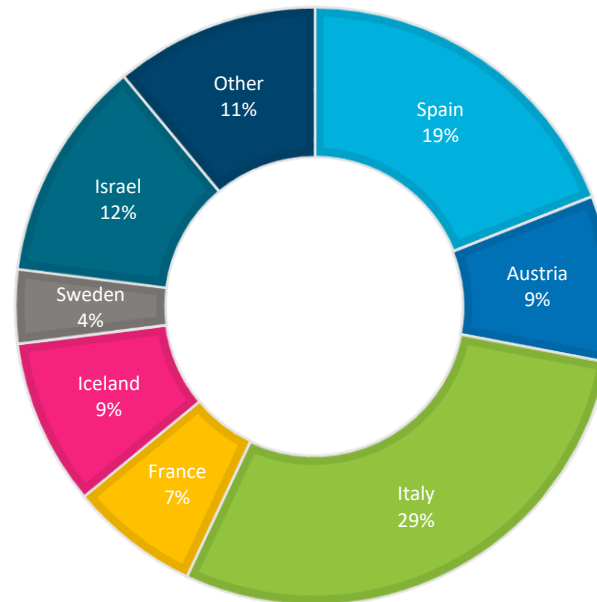


Health and Wellbeing



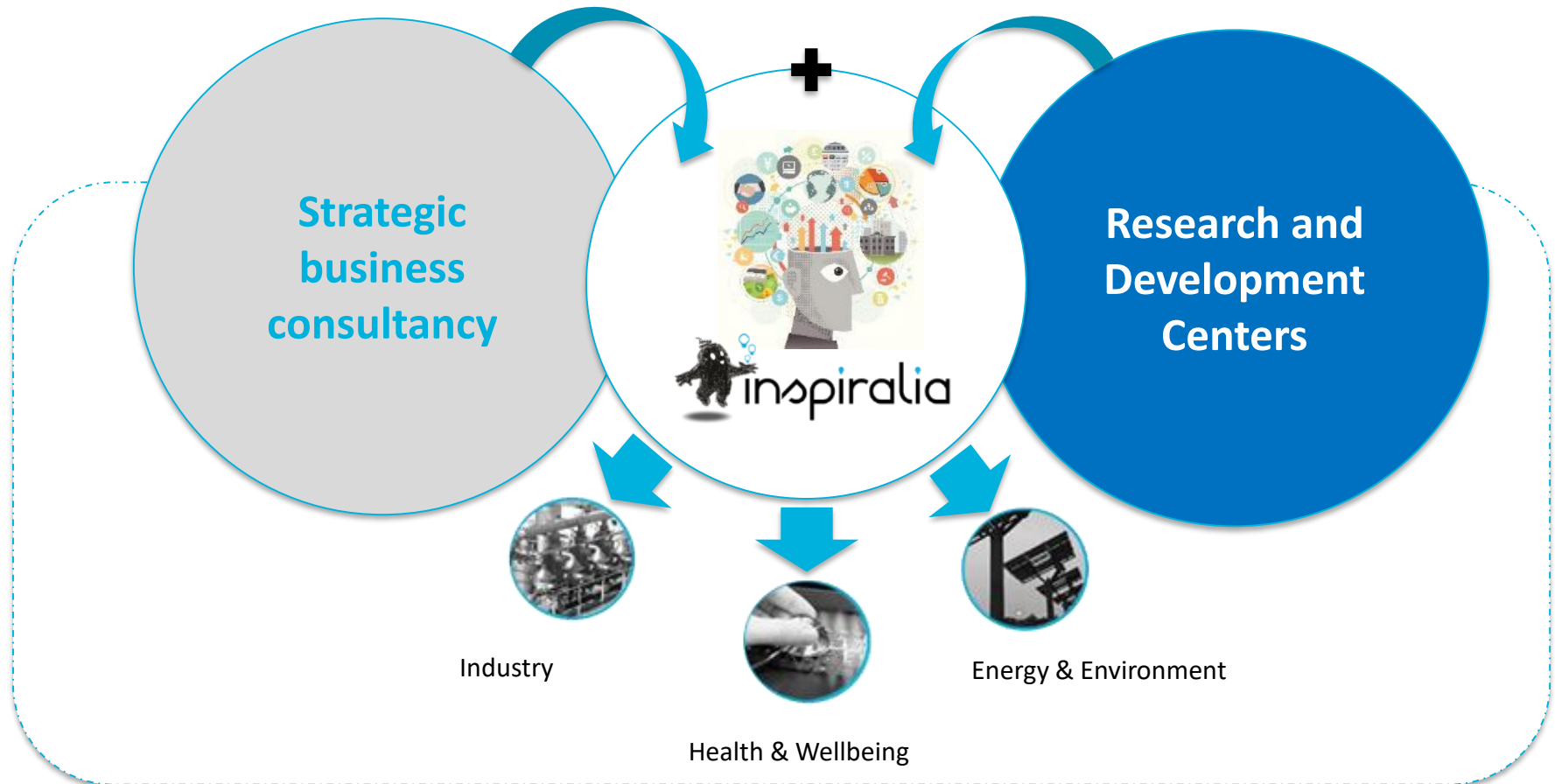
Energy and Environment

2016 Revenue by country



81% International revenues

19% National revenues



We support our customers in the development of new products from idea to its commercialization.



OUR LABORATORIES

Inspiralia has the facilities required to deliver New Product Development to our clients.

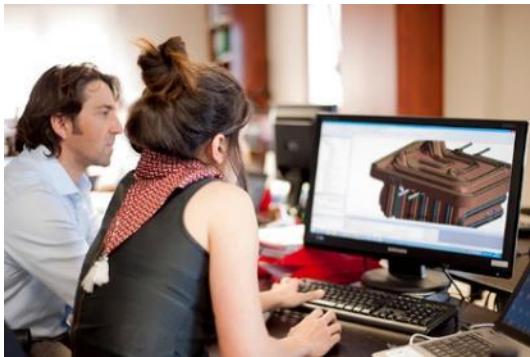
We have three laboratories with specialized focus in different areas of technical expertise.



Madrid
Simulation and Software

Cantoblanco
Materials laboratory

Logroño
Electronics laboratory





OUR EXPERT TEAMS

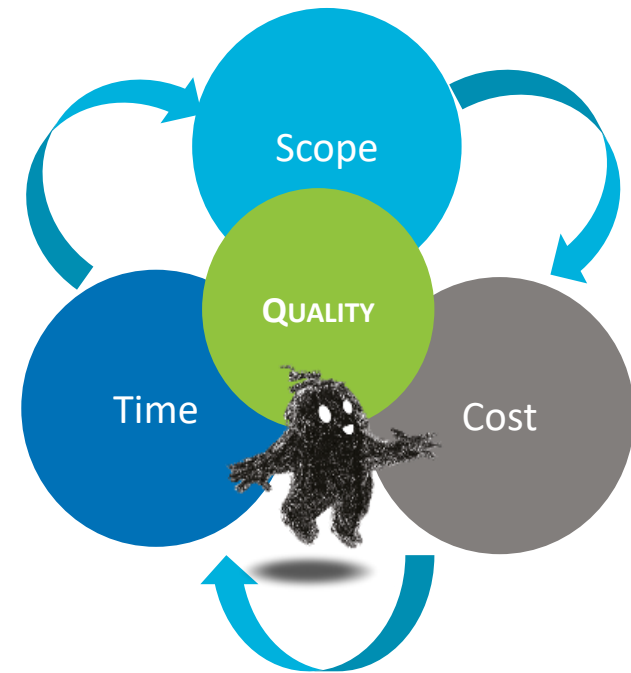
Inspiralia's is formed by international highly qualified business consultants, engineers, PhDs and technical experts.

Our great value and key for success is that our proposals are written by specialized consultants and project managers in each area.



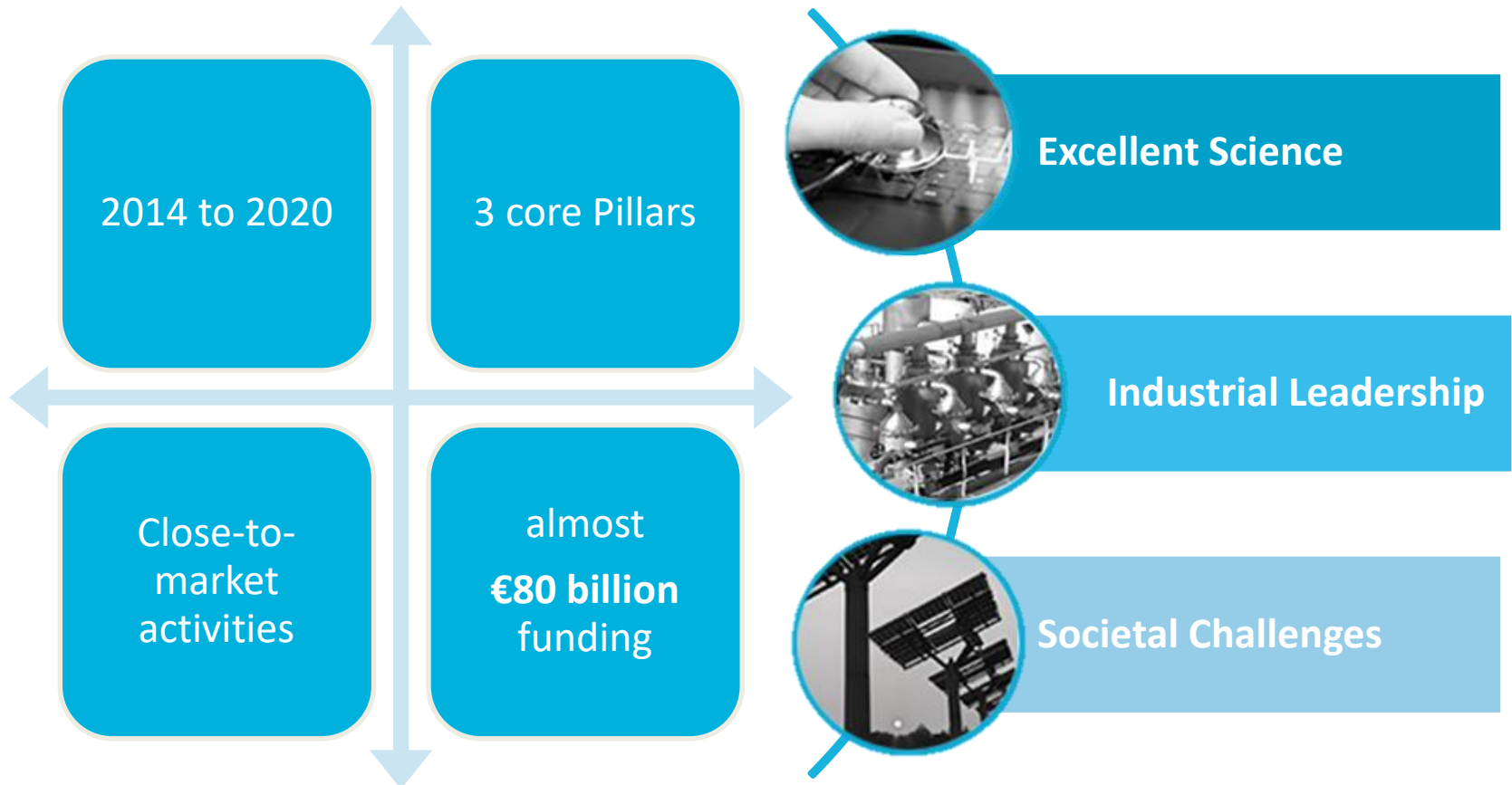
Our services include:

- ✓ Submission bureaucracy
- ✓ Contract negotiations
- ✓ Control of Phase 2 project progress
- ✓ Communication with the EC
- ✓ Financial management





2. H2020: SME INSTRUMENT

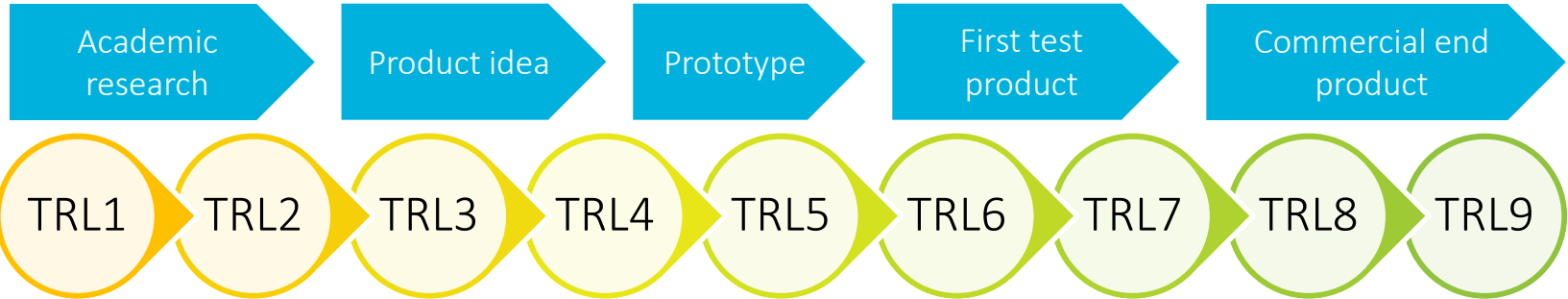


FINANCIAL SUPPORT FROM THE EC

TYPE OF FUNDING

Research and Innovation Actions 100%

Innovation Actions 70%
(100% for public entities)



INSTRUMENT

~~Fast Track To Innovation~~

SME Instrument

Thematic Priorities



Accelerator for **market introduction** of promising **technological** or non-technological innovations.



Aims to provide funding to **bridge the gap** between **research and commercialization**.

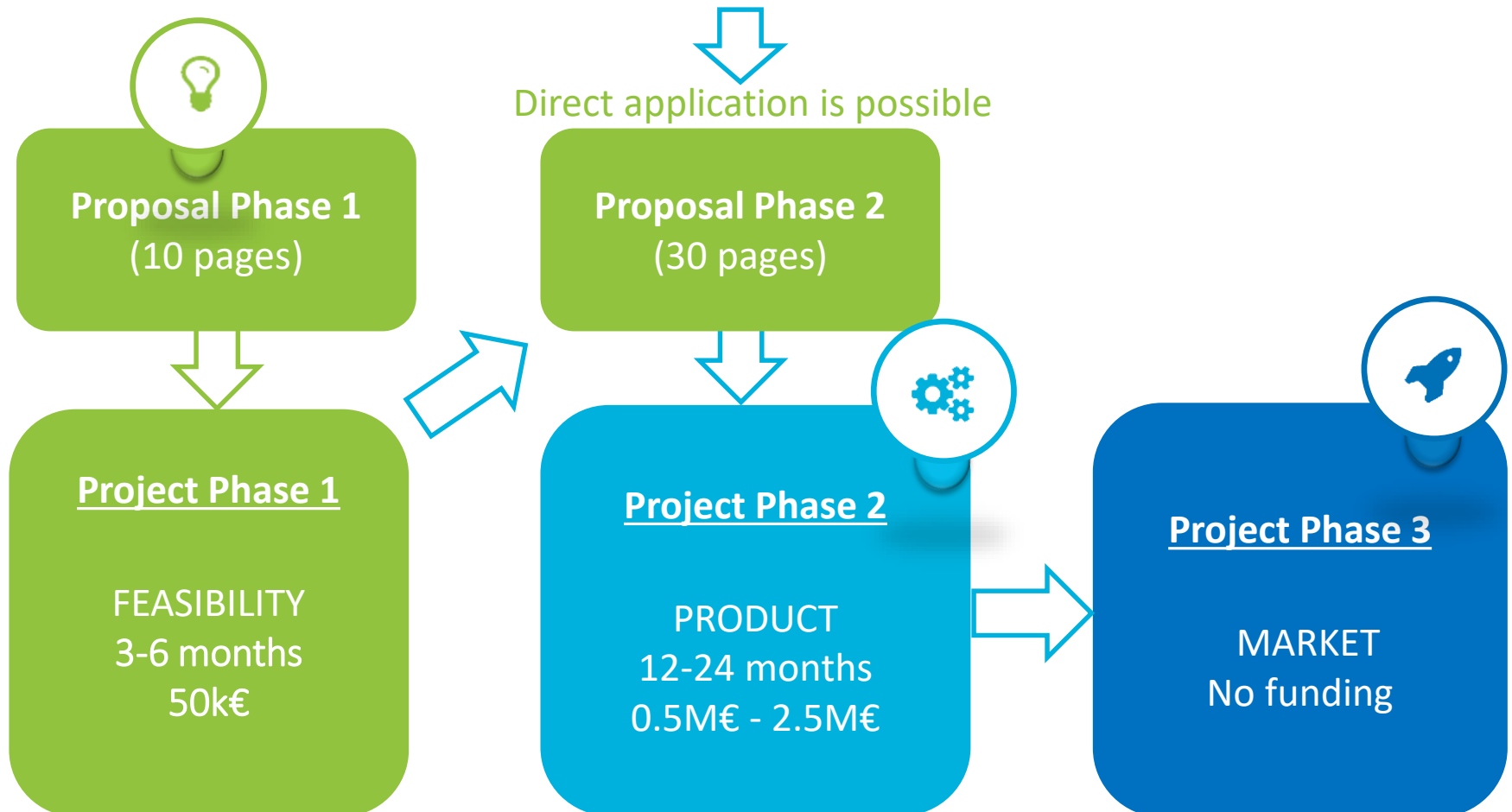
**ME
MYSELF
AND
I**



Single company applications are possible & encouraged.



TRL 6 (model or prototype demonstration in a relevant environment), with the exception in the Health call.



COSTS COVERED BY THE WORK PROGRAMME



✓ **LABOUR COSTS**



✓ **CONSUMIBLES, TESTS AND CERTIFICATIONS**

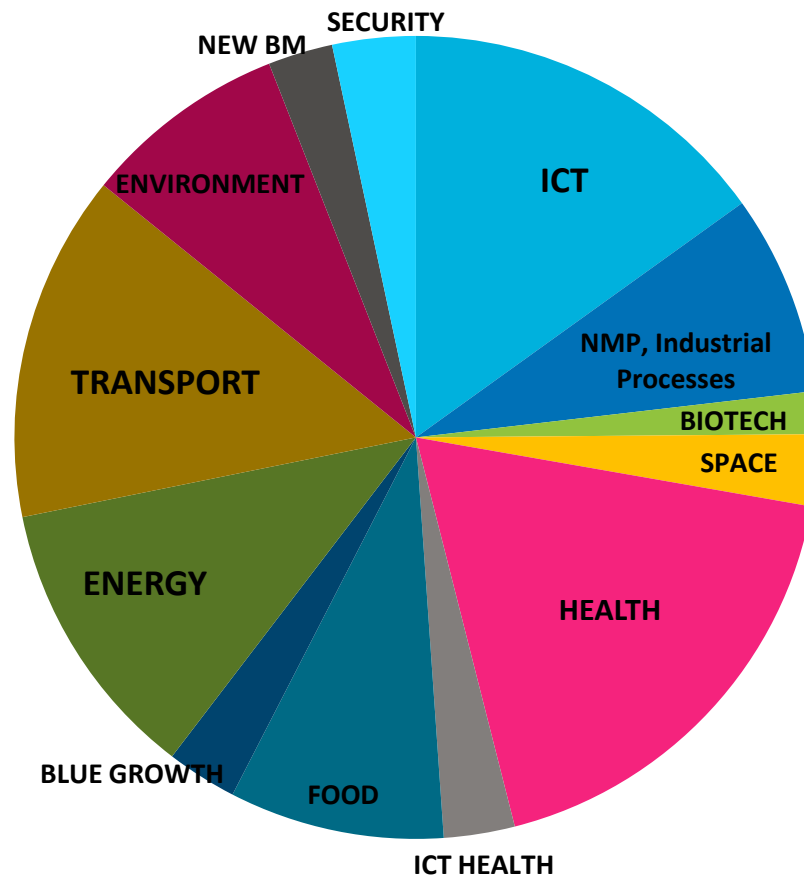


✓ **AMORTIZATIONS**
(only during project length and exclusively for the project)



✓ **DISSEMINATION COSTS**

SME INSTRUMENT: TOPICS 2016 VS. BUDGET



- SME01-Open Disruptive Innovation Scheme-(66 M€)
- SME02-NMP, Advanced materials or manufacturing & processing technologies-SME02-35 M€))
- SME03-Biotechnology-SME03-(7,5 M€)
- SME04-Space-SME04-(12,60M€)
- SME05-Healthcare and biotech-(80 M€)
- SME06-ICT for Health and Wellbeing(12,50 M€)
- SME07-Agrofood and biobase-(37,87M€)
- SME08-Blue Growth-(12M€)
- SME09-Low carbon energy systems-(50 M€)
- SME10-Transport and Smart Cities-(61,23 M€)
- SME11-Climate, environment and raw materials-(36M€)
- SME12-New business models for societies-(11,40 M€)
- SME13-Security Research and Development-(14,67 M€)

YOUR NEXT OPPORTUNITY

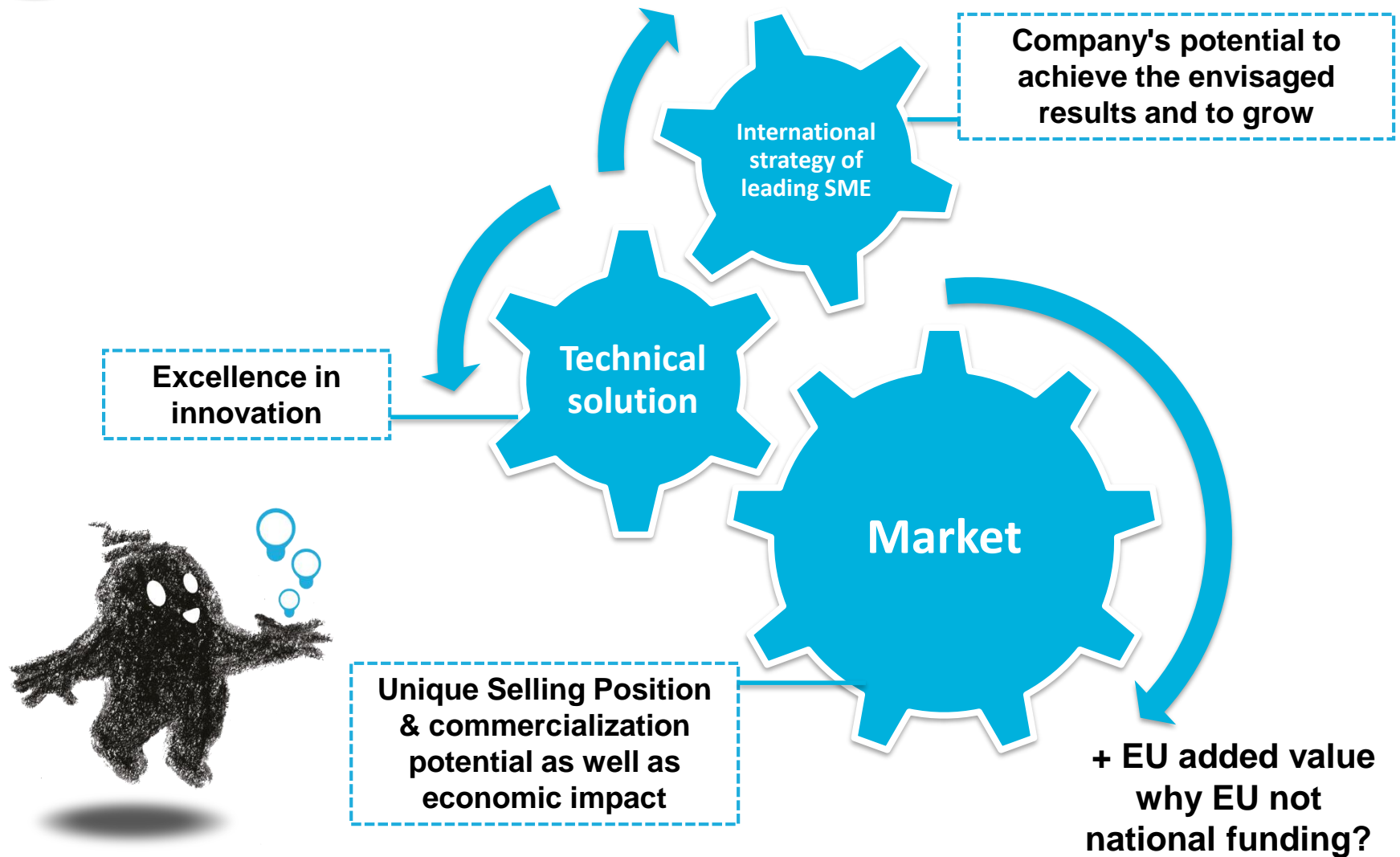


*Dates are subject to changes by the EC.



3. H2020: REQUIREMENTS TO BECOME A WINNER

KEYS TO SUCCESS: A CONVINCING BUSINESS



COMPANIES IN THE SME INSTRUMENT



We are looking for Leaders in their markets:

Innovative SMEs, capable of developing the proposed innovation and take it to the market

EXCELLENCE

What is ...

- ✓ The need ?
- ✓ The problem ?
- ✓ The opportunity ?
- ✓ The solution ?

Why your technology is...

- ✓ Innovative?
- ✓ Unique?
- ✓ Reliable?

IMPACT

Do you know your market?

- ✓ Size?
- ✓ Typology?
- ✓ Channels?

And your sales?

- ✓ Who?
- ✓ Through whom?
- ✓ How?

IMPLEMENTATION

✓ Who is in your team?

✓ Who do you know?

✓ Who do you need?

✓ How are you completing all the tasks to get to market?

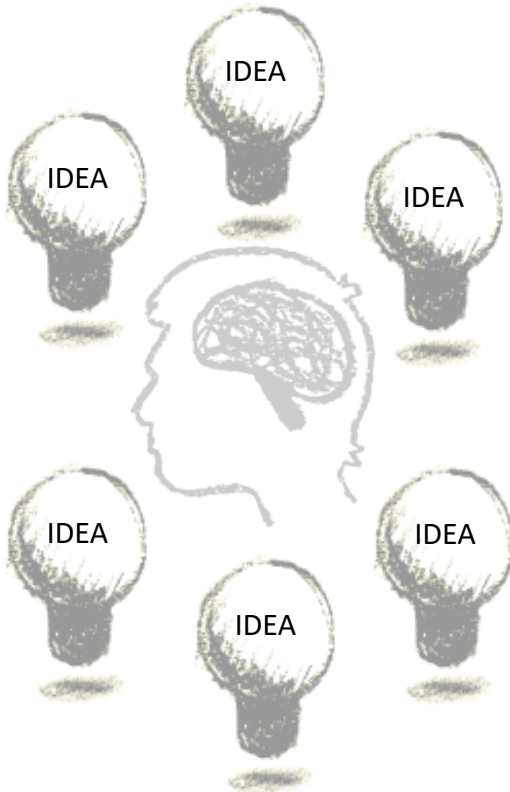


4. WHY CHOOSE US?

WHY CHOOSE US?

-  *Employees Excellence*
-  *Team Structure:
IPM/SIC/IC*
-  *Dedicated Teams:
Topic/PH1/PH2/TP/PMO*
-  *Experience and track record*
-  *In house laboratories and
market experts*
-  *Client references*

STEP 1

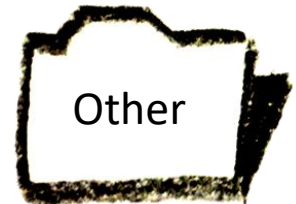
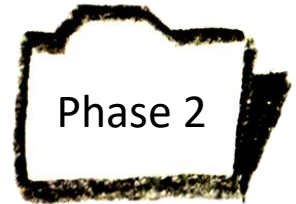
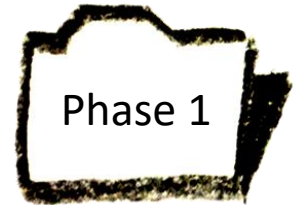


Is it innovative?

Is there a market for it?

Is the market reachable?

Is your company eligible?



STEP 2



STEP 3

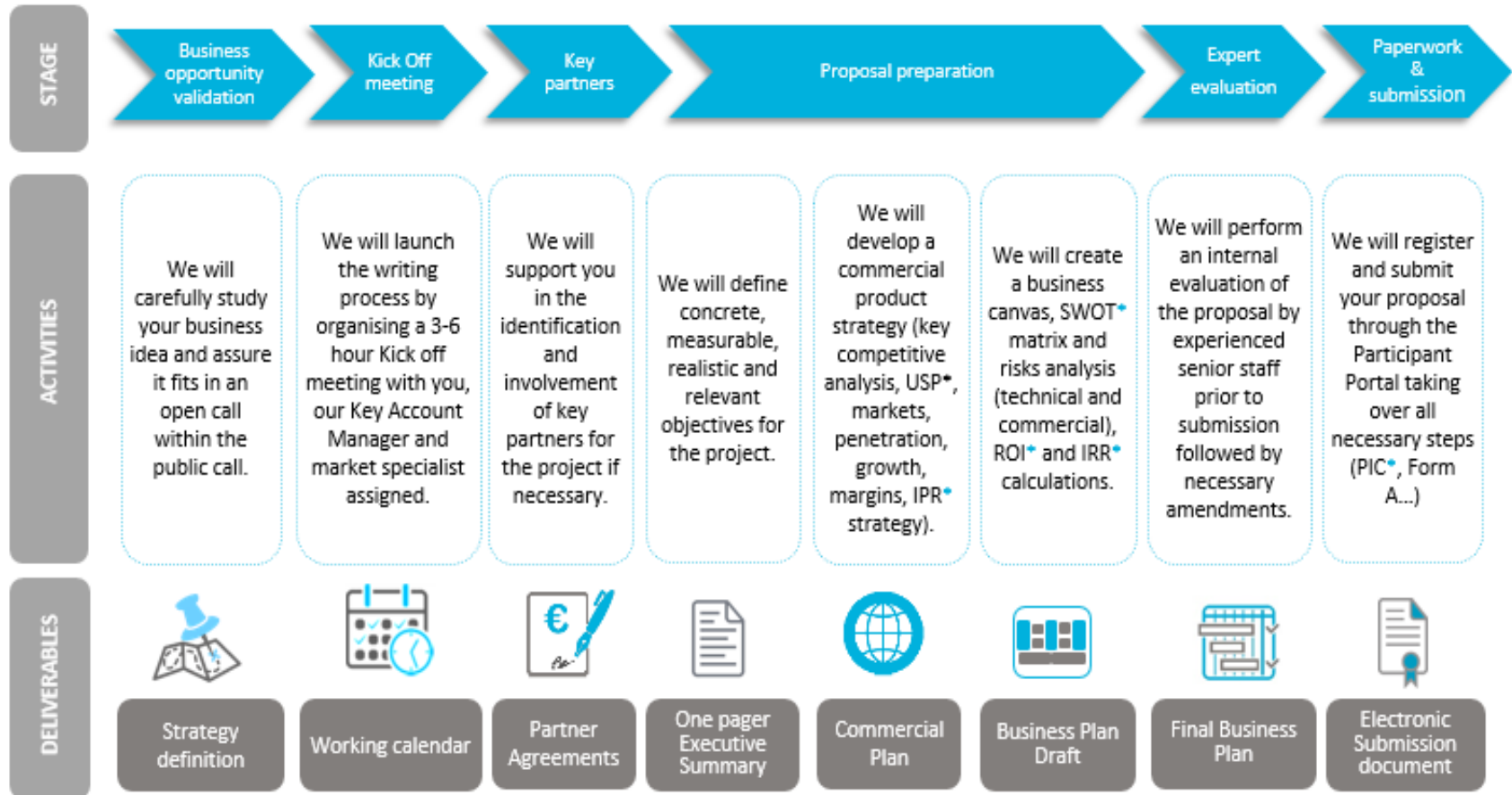


STEP 4



STAGES, ACTIVITIES AND DELIVERABLES

Stages, activities and deliverables to submit your proposal to the European Commission for H2020 SME.





5. OUR RESULTS

Over **1500** satisfied customers from all over Europe

+90M€ H2020 BUDGET
Annual Funds expected for clients

Over **90** Successful FP7 projects won, developed and successfully managed

220 H2020 projects won

80 partners and framework agreements



TheraPD

#FC21S



FOCALSTREAM



SMARTHÉ



Smartix



REFEREE



LAFORTE

EP Tender

LARGE FORMAT TEXTILE PRINTING



PRE2POS



ADAPTCONTROL



INSERTRONIC



e-FURNACE



MaxiTherm

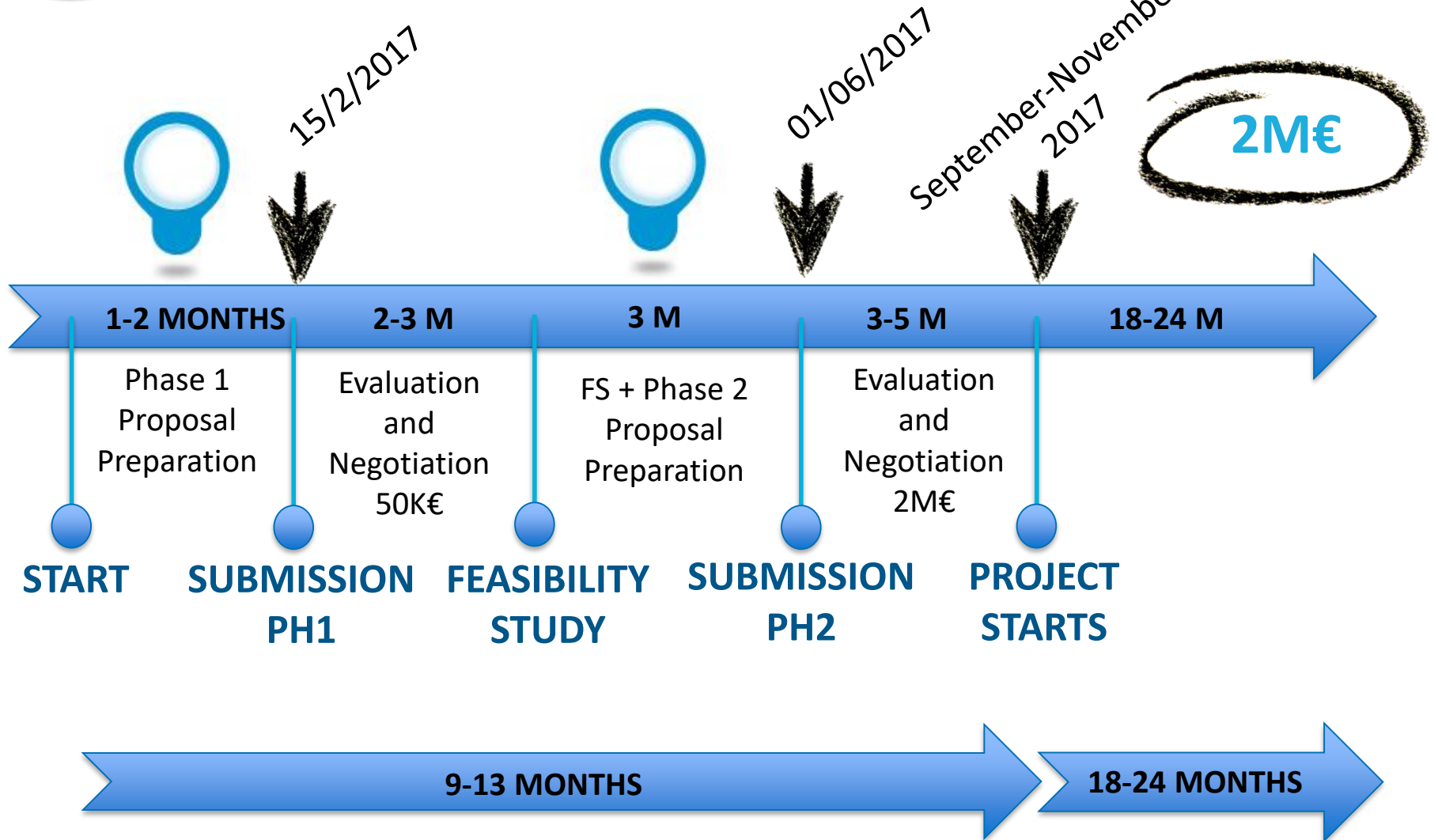


ECOVAPOR



Novel Acoustic Performance

THE TIMELINE



Thank You!



Start Small
**THINK
BIG**

We will support you





5. QUESTIONS



QUESTIONS

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