

Central Innovation Programme SME (ZIM) and EraSME

Felix Richter
AiF Projekt GmbH

Towards creative rural entrepreneurship
November 21, 2013

www.zim-bmwi.de

Public perception of ZIM / Evaluation

- **„best practice“** in Innovation Funding according to German Chambers of Commerce (DIHK-Innovation report December **2009, 10, 11, 12**)
 - **„Diesel Medal“** for best innovation funding from the German institute of Inventors
 - Several external evaluations show: ZIM is successful
 - Each € funding generates 12 € turnover in the funded companies
 - Per project in average 5 jobs are created and 10 are saved
 - ZIM funds technology transfer between research organisations and companies and is a broadly used tool for that: since mid 2008 more than 11.000 companies cooperated with more than 1.400 research organisations
-

History

- In 1993 German Federal Ministry for Science and Education planned to strengthen R&D-capacities of SME and designed the program Research Cooperation for SME (FOKO)
 - Several changes of the name, change of the Ministry to Economics and Technology and evolution into ZIM mid 2008
 - ZIM ends end of 2014
-

Important factors for an SME program

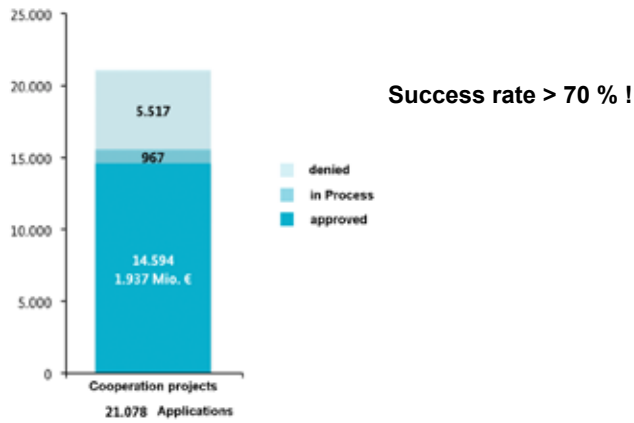
- Be easy!
 - Be open!
 - Be quick!
 - Be reliable!
 - Be flexible!
 - Be helpful!
 - Be known!
 - Do not look for excellence!
 - Have a high success rate (Have enough money)!
-

Essential characteristics of ZIM

- funding of challenging technical research and development projects in SMEs
- geared towards the needs of SMEs
- open to all technologies and sectors
- straightforward application and administration
- fast approval process
- several funding options for precise funding solutions
- parallel application possible

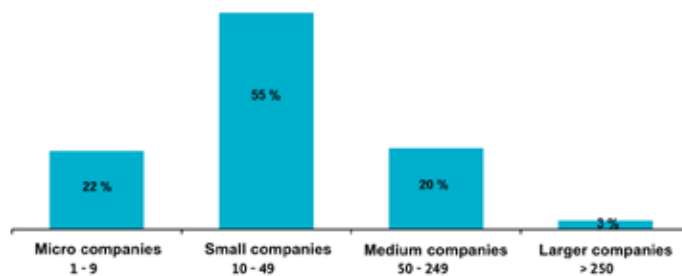
ZIM-SOLO	ZIM-KOOP	
Einzelbetriebliche FuE-Projekte	FuE-Kooperationsprojekte	Kooperationsnetzwerke als Einheit von FuE-Projekten und Netzwerkmanagement
Projektträger EuroNorm GmbH Stralauer Platz 34, 10243 Berlin in Kooperation mit VDI/VDE-IT GmbH	Projektträger AiF Projekt GmbH Tschaikowskistraße 49 13156 Berlin	Projektträger VDI/VDE Innovation + Technik GmbH Steinplatz 1 10623 Berlin
		
Ansprechpartner Harald Decker, EuroNorm GmbH Telefon 030 97003-043	Ansprechpartner Thomas Dietrich Telefon 030 48163-460	Ansprechpartner Frank Weitze Telefon 030 310078-391
Ansprechpartnerin für Süddeutschland Dr. Kerstin Röhrich, VDI/VDE-IT Telefon 030 310078-407	Die neue ZIM-Richtlinie wird unter www.zim-bmwi.de , www.foerderdatenbank.de und im Bundesanzeiger veröffentlicht. www.zim-bmwi.de	

Applications and funding volume



As of: 31 January 2013

Distribution of approved funds according to the programme users' number of employees



As of: 31 January 2013

Requirements on the project

- new products, processes or technical services, which
 - are **significantly** superior to existing parameters,
 - are orientated towards the international state of the art and
 - involve a **considerable** technical risk
 - entry into a new field of technology or a new combination of the latest technologies
 - it cannot be achieved, or only with significant delay, without the funding
 - market opportunities and new jobs
-

Fundable costs

- **Direct personnel costs**
Basis: gross salaries and productive annual work hours,
max. 80,000 € per person and year
 - **Contracts with third parties**
up to 25 % of the direct personnel costs
 - **Miscellaneous costs**
lump-sum supplement, related to direct personnel costs
 - for companies up to 100 %
(up to 10 employees: 90 %)
 - for research organisations 75 %
-

Funding levels

KU, KF, VP projects	Former West German states	New East German states and Berlin
Small-sized companies	45 %	50 %
Medium-sized companies	40 %	45 %

+ 5 % for international Projects

KF: Research organisation 90 % (100 %)

KA projects	Former West German states	New East German states and Berlin
Small-sized companies	40 %	45 %
Medium-sized companies	35 %	45 %

Fundable costs are limited to 350,000 € for each company subproject.

Funding is limited to 175,000 € for Research organisations.

Possibility for transnational Cooperation

- As a subcontractor in KA
- As „not applying partner“ in KF/KU
 - Description of the subproject
 - Working plan with person month
 - Short organization profile
 - Letter of intend
 - No funding through ZIM
 - Signing of a Consortium Agreement in English possible
 - German translation of English documents
- General information:
www.zim-bmwi.de/kooperationsprojekte
-> internationale FuE-Projekte

Bilateral Calls in cooperation with ZIM

- Israel
 - Vietnam
 - Finland
 - Alberta, Canada
 - Soon Korea
-



EraSME

EraSME

- Network of ministries and funding agencies to facilitate transnational cooperation for SMEs within national / regional funding programs
- Current partners: **Germany, Austria, Belgium, Czech Republic, Russia**
- **Partner for Wallonia DG06: Thierry Lemoine, Pierre Villers**
- Expansion to other countries in progress
- Two annual joint calls with deadlines March and September
- Visit www.era-sme.net



Partnering Event EraSME

- Twice a year
 - Last in Liège October 29th
 - Next End of January / February in Chemnitz, Germany, May in Berlin
 - „Elevator Pitch“ – 5 minutes to present your project idea or your organization as a project partner
 - Presentations will (if you agree) be published on the program website
-