

ARC Fund Group

Promoting innovations and entrepreneurship

‘Hidden champions’ discovery

- Daniela Tchonkova, Programme Manager
- 14 Nov, Fostering entrepreneurship and business creation



What's next?

- ARC Fund Group
- ARC's flagship
- National instrument as subject of improvement by INTERREG Europe (ESSPO)
- Good practice (ESSPO)

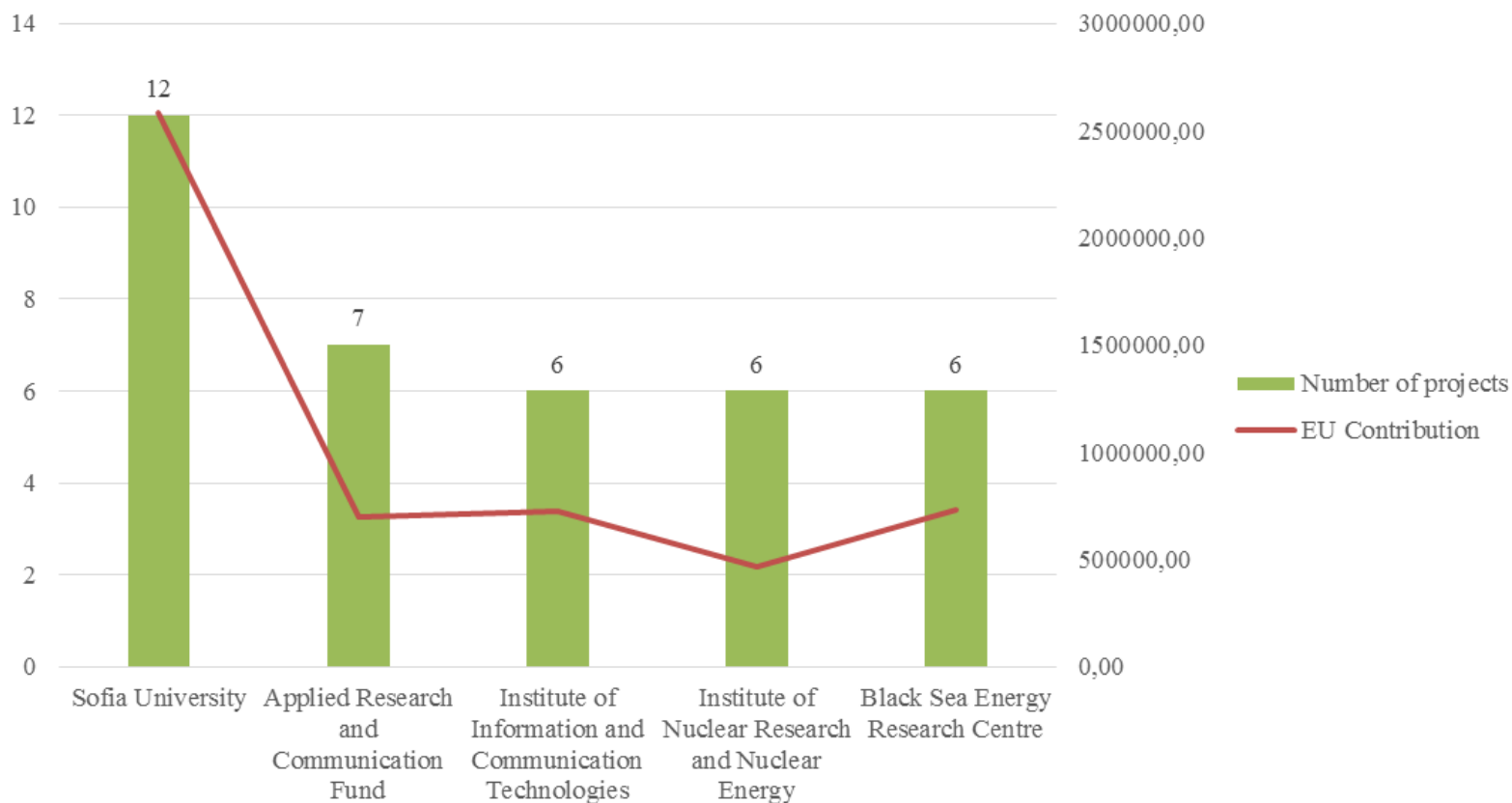
ARC Fund Group (1)

- ARCF – NGO, 1991
- ARC Consulting – Ltd, 2006
- 35 staff, 14 research fellows and analysts
- Focus on **innovations and information society**
- Coordinator of Enterprise Europe Network – Bulgaria since 2008 (successor of IRC-Bulgaria 1997-2007)
- Cofounder of the Cluster of Mechatronics and Automation
- Cofounder of the Association of Business Clusters in Bulgaria
- Awarded Best national performer in FP5, FP6 by Ministry of Education and Research

ARC Fund Group (2)

Proven capacity in policy research and innovation

Top 5 BG beneficiaries in H2020, by project number and contracted financing (EUR)



ARC Fund's Flagship (1)

Innovation.bg

- The ***Innovation.bg*** report
- National **innovation forum** – annually
- National contest **Innovative enterprise of the year**
 - under the patronage of the President of Republic of Bulgaria
 - EC-Acknowledged as good national practice for entrepreneurial discovery
 - Recognized as label for innovativeness by the Operational Programmes, SME Instrument of H2020

ARC's Flagship (2)



Award winners



‘Innovative Enterprise of the Year’ national contest



BG instrument – National Innovation Fund (ESSPO)

- Managed by the Executive Agency for SME Promotion @ Ministry of Economy
- Funded by the state budget
- Focused in the R&D and pre-commercialisation stage of the innovation
- Partnership between SMEs and RTOs
- **Main challenge – sustainability of the project results**

Good Practice BG - Green Industry Innovation, Innovation Norway (1)

- Norway Grants, 2014-2021
- Total contribution from Norway is more than MEUR 110.
- focused on business development.
- Private sector is the primary target group.
- The overall objective: greening of existing industries, green innovation and green entrepreneurship.

Good Practice BG - Green Industry Innovation, Innovation Norway (2)

IMPACT

- The grants releases additional capital from companies
- Contributing to investment in green technologies and products - Reduction of CO2 emissions - in kg/tones/per year; Reduction of other harmful emissions to air/water/soil-kg/tons/per year; Energy saved – in MWh/per year Reduction of waste produced and/or sent to landfill
- Increasing companies' productivity/efficiency
- Sustaining and creating jobs
- Enhancing bilateral relations

Good Practice BG - Green Industry Innovation, Innovation Norway (3)

Success factors

- Consistent between objectives at EU and national level (both donor and beneficiary states).
- Close work with all stakeholders, including so called Project Contract signature – practical workshops with beneficiaries and partners – very much appreciated by the project promoters.
- Differentiation between the novelty levels of submitted projects.
- Priority on partnerships both within established clusters and along the line “science-industry”.

Good Practice BG - Green Industry Innovation, Innovation Norway (4)

Success factors

- On-line submission, assessment and reporting procedure.
- Assessment of applications by internal experts (legal, technical, etc.)
- Transparent decision making process.
- Visit of short listed applications.
- Mandatory and Ad-hoc monitoring in relation to the Interim reports/and or Final reports.

Good Practice BG - Green Industry Innovation, Innovation Norway (5)

LESSONS LEARNT

- Challenges on national level - **difficult macroeconomic and political situation** affecting the **business climate**
- Partnership establishment takes more time than expected – **building trust!**
- **Assessment of project profitability** and verifying the company's reputation
- **Co-finance** – need of adequate financial instruments

Questions?

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