

## Coaching:

1. After the full proposal submission, can the company receive the initial coaching if not used before?

*Coaching support is only available for a first application and will not be provided for resubmissions or postponed for later use. "If you don't use it, you lose it..."*

2. What do you expect in terms of percentage of SMEs taking advantage of the coaching service?

*Speculating: 75 % of the applicants. Over 95% of the beneficiaries.*

3. Is there a difference between the coaches that help you with improving your business plan in step 2 of the Accelerator submission, and the coaches of BAS?

*For the various target groups of coachees the purpose of coaching remains to support business development strategies. The same pool of coaches is available for all of them.*

4. Can a company select more than one coach for different topics? Not all coaches can cover all topics from the list.

*For the three days of 'applicant coaching' one coach can do the job. The large majority of coaches can definitely cover all topics, as HE coach admission is more stringent than before.*

5. Will there be a "cleaning" of the existing coaching database? There are many profiles today not updated, not responding or operational.

*Indeed, there will be a renewed database with stronger and updated profiles.*

6. Could you please confirm: 1. A tool provides a short list 2. Shortlisted coaches express their interest 3. Applicants call the coaches (if any) interested.

*Coachees will search the coach database, indicating their market and industry context and additional keywords. A thus created shortlist of coaches is invited to express availability and interest to support the coachee's indicated most acute business development issues and biggest challenge. The coachee will choose a few responders for a 'chemistry call' to make a final selection.*

7. Will EEN play any role in the coach selection? What about coaches for SoE holders?

*EEN has no role in the coach selection. The same independent process is implemented for all coaching target groups*

8. Could you elaborate on the needs assessment tool to identify coaching needs?

*To inform candidate coaches about the needs, the coachees will describe their biggest business development challenges (400 ch) and tick their most worrying business topics. They may also attach the slide deck and video to invite coaches.*

9. Is there a maximum of hours per coach per Year?

*Maximum total number of days for any coach is 139 days during Horizon Europe program.*

10. Will the coaches be evaluated (by the participants/EC)?

*Several weeks after the coaching sessions have finished, the coachee is invited to rate the coaching impact with a few simple questions.*

11. How will you deal with coaching if a company cannot find a suitable coach? How will you support then?

*We will start with 600 excellent business coaches. Any company that cannot arrive at a choice can have a mistaken perception about business coaching that we will try to correct.*

12. Do you encourage the companies to use more than one coach, as has been the case in the pilot?

*The recommendation for several coaches in the pilot was valid for a volume of twelve days of coaching. In the current volume of three days, one coach is appropriate. For the funded projects and companies, a multiplication of the 3 days coaching can be assigned with different coaches.*

## **Mentoring:**

13. When is the mentor (investor) be available to the company? In which step?

*Before submitting the full application, the company will be offered the opportunity to share certain data and information with investors who have undergone a prior EIC Fund due diligence process and who may wish to invest in the company or project and assist the company in developing its idea into a business plan. For applications including an investment component, the EIC Fund will start the negotiation process to structure the potential investment agreement. During this stage, the EIC Fund will also look for other investors and will offer assistance with reaching out to investors to the company: review of and feedback on the company's investor materials, access to a matchmaking platform for sharing the materials and introduction to the network of investors.*

14. Coach selection is detailed here. How is the mentor selected? Same process?

*Mentoring for EIC Fund investees will be generally provided by co-investors. The EIC Fund will strive to bring in professional, specialised investors with proven record of accomplishment in early stage investments in deep-tech and science-driven innovations. Otherwise, the EIC Fund will search for specific mentors on a case-by-case basis with the ability to provide guidance, expertise and networking to the innovators in specific industries, key enabling technologies and business models.*

## BAS:

15. What is your vision for the role of NCPs concerning the BAS? Can NCPs be involved in specific BASs? Will NCPs get to participate in corporate days?

*NCPs should know the EIC BAS Global offer and be able to advise beneficiaries how to access it. Moreover they are supposed to make a link between the beneficiaries and the locally available business acceleration support.*

*The EIC BAS offer is available on the [EIC Community](#). In the future all features of the Community will be publicly available.*

*EIC Corporate Days are curated events between the Corporate and EIC beneficiaries. They are hosted by the Corporate who decide who will be invited. In the past when physical events were taking place we had a networking drink where all the local stakeholders in the Corporate headquarter could connect before the event. NCPs were invited there. This is not taking place anymore as the events moved on-line.*

16. BAS for funded projects: Is it for the whole project or the individual partners in the consortium (Pathfinder, Transition)?

*The services are always provided to individuals in organisations within the project. Coaching days and topics are agreed together with PO and the coordinator to see which organisation could best benefit from this. They can also be shared between different organisations. For open application events/services through the EIC Community, depending on the target audience (companies or researchers), individuals can apply.*

17. How will you identify EIC “stars” to receive tailor made assistance to access business partners? Can a company apply to EIC scaling up? or are they selected by whom?

*In the EIC Scaling up activity the top EIC scaleups applying through an open call will be selected based on criteria foreseen in the EIC Pilot WP 2020, where the action was included, in brief: readiness for 50M€ investment, investments received so far, financial situation. The selection will be done by experts and organised through a dedicated Coordination and Support Action.*

18. Could you please elaborate more on the type of actions foreseen for the engagement of Public procurers?

We continue with the market consultation events and matching events with private and public innovation buyers. Moreover EIC WP 2020 foresees a co-creation action with public procurers, a CSA to be published in Q2. The idea is to support financially pilots between

public procurers and innovative SMEs, including EIC beneficiaries, preceding the potential procurement contracts. This is following a specific methodology, already tested in previous projects, that is in accordance with procurement rules.

19. Which entity/entities will be providing the new mentioned services: advice on how to reduce the companies' emissions?

*These will be specialised coaches/advisors contracted via the BAS GHG emissions contract.*

20. The BAS appears to be all encompassing and ambitious. Is the EIC support team capable of addressing all this?

*Management of BAS activities is spread throughout the EISMEA. Some actions are implemented by EIC FUND or Innovation Ecosystem teams, some by the dedicated BAS and Tech 2 market team. Moreover, we will be working with external service providers and will be supported by specific cooperation and support grants.*

21. How you guarantee that you will not undermine the existing market of business acceleration services? IPR, finding business partners, etc. - these already exist.

*We aim to be complementary with what is existing on the market and leverage EIC added value here: Access to Pan- European actors and expertise, that is crucial for companies with global ambition and disruptive technologies that needs push at European level.*

## **EEN/NCP:**

22. Could you pls provide the exact reference of the CSA to coordinate actions among EEN and NCP? Could you pls give more detailed info on that?

*There are two separate CSAs foreseen in the EIC 2021 WP: One for NCP and one for cooperation with EEN in support of EIC Accelerator. In both the mutual coordination between the two networks is required in the CSAs, eg. invitation to events, exchange of information on serviced/interested companies.*

23. Are you planning specific synergies with IPR helpdesk Ambassadors? (who are EEN members)?

*The specific synergies with IPR helpdesk are to be further explored. Possible option could be to include IPR helpdesk ambassadors to promote the IPR helpdesk services at the EIC Accelerator local information events.*

## **Others:**

24. Is it foreseen a connection with Startup Europe?

*BAS activities will be coordinated with Startup Europe actions, that are now included in the EIC WP.*