

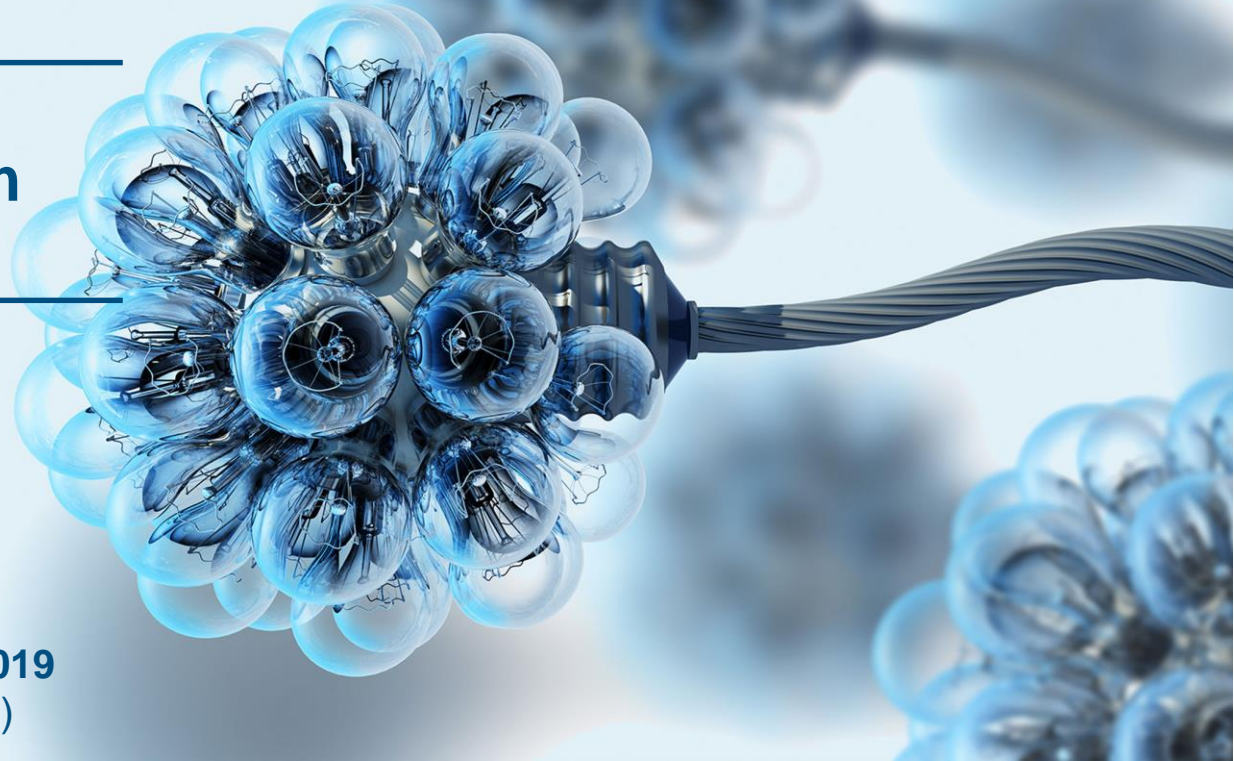
*Impulses for Innovation*

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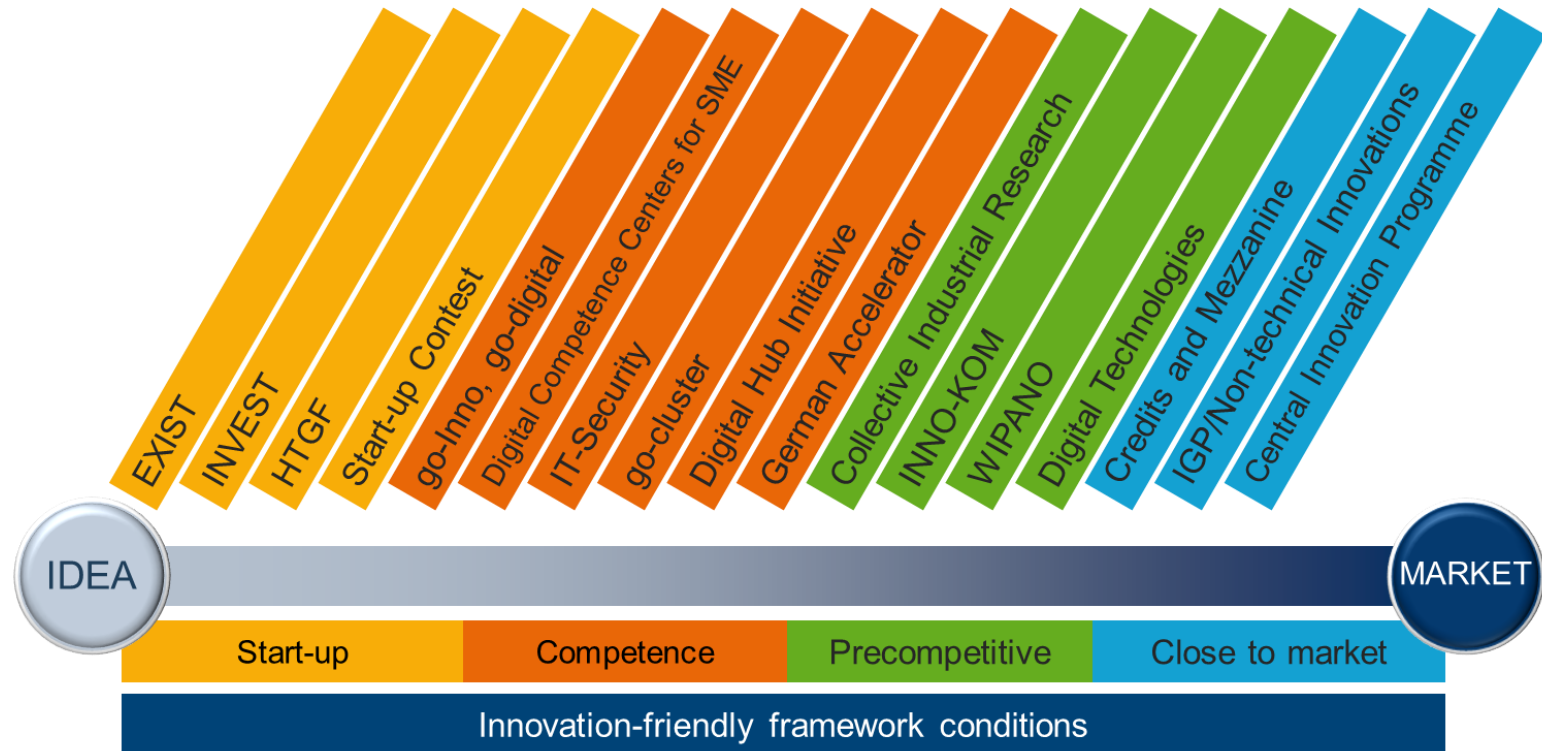
# Central Innovation Program for SME

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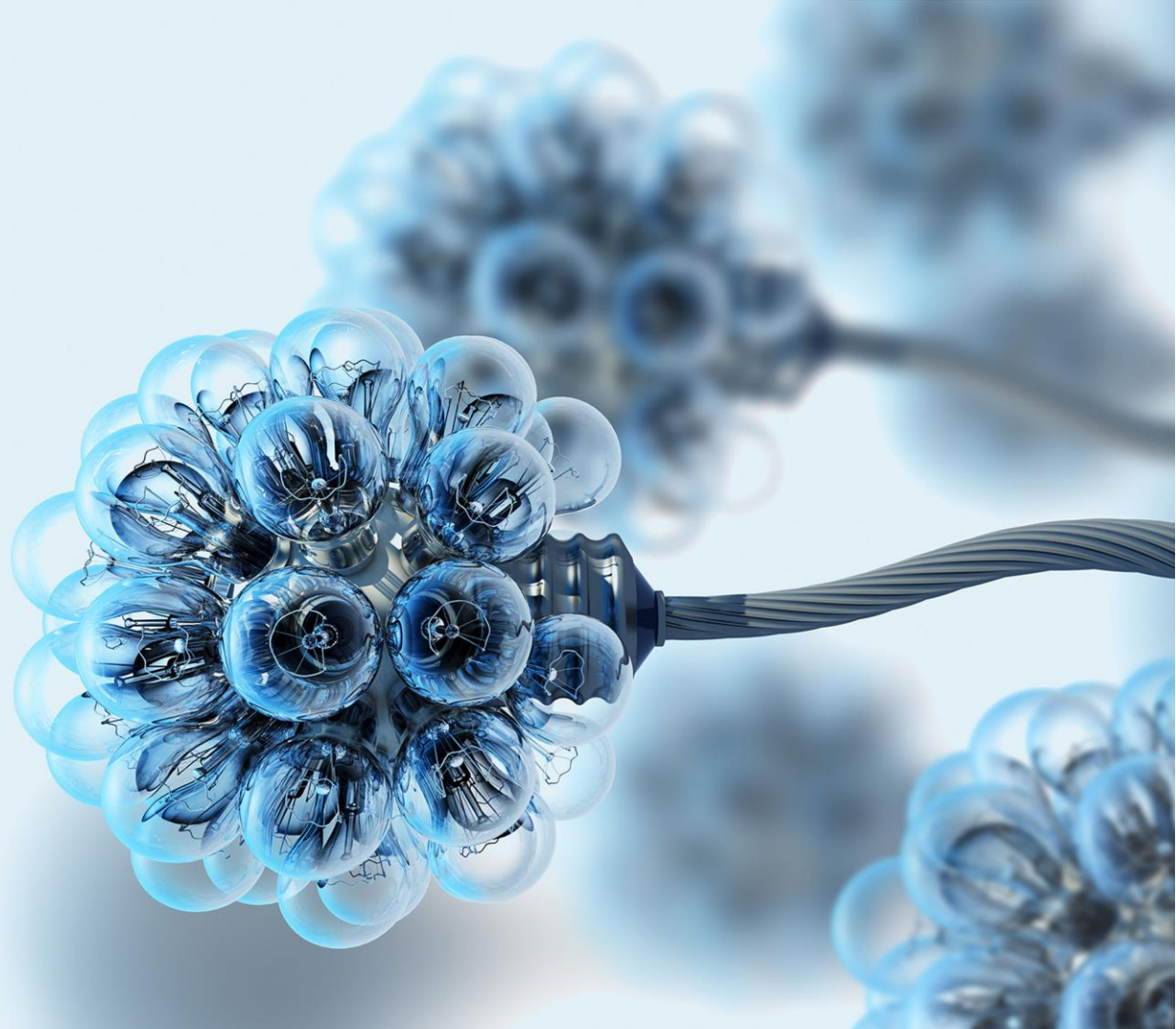
**CATALONIA INFO MEETING 2019**  
Georg Nagel (AiF Projekt GmbH)






# Seamless Innovation Politics – From the Idea to Market Success



**What is ZIM?**



# ZIM – all under one roof

|                                      | ZIM<br>Individual projects  | ZIM<br>Cooperation projects  | ZIM<br>Cooperation networks  |
|--------------------------------------|---|--|--|
| Research &<br>Development<br>funding | R&D Individual projects in companies  | R&D Cooperation projects between companies or companies and research and technology organizations                      | Cooperation networks <ul style="list-style-type: none"> <li>• Network management</li> <li>• R&amp;D Cooperation projects</li> <li>• R&amp;D Individual projects</li> </ul> |
| Market<br>Launch                     | additionally:<br>support of market entry of project results of SME  |  |  |
| Project<br>Management                | EuroNorm GmbH<br> EuroNorm | AiF Projekt GmbH<br> AiF Projekt GmbH | VDI/VDE Innovation + Technik GmbH<br> VDI VDE IT  |

# Key facts on ZIM

- Largest program supporting the innovative „Mittelstand“ (SME)
- Multiple funding variants for custom-fit funding
- Open to all technologies, topics and branches
- Easy application and quick decision processes
- Possibility for continuous application
- Support of market entry for funded project results

# Results of previous evaluations

**ZIM** Strengthens the competitiveness

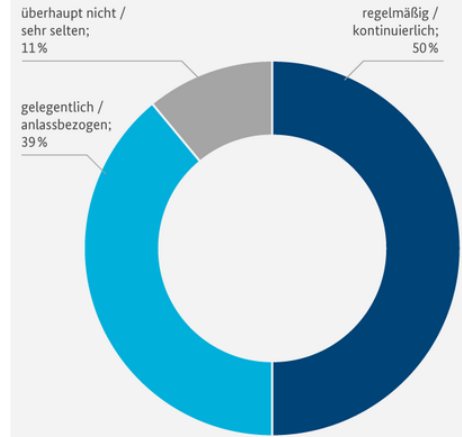
**ZIM** Generates turnover and creates growth

**ZIM** Maintains and creates jobs

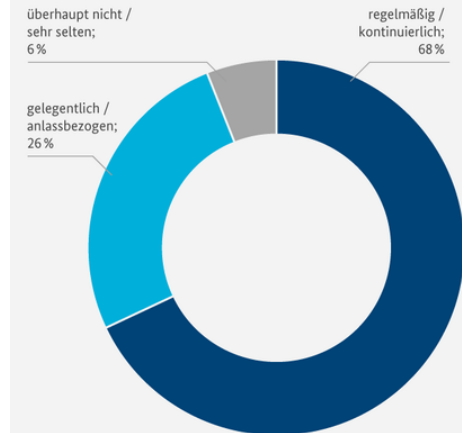
**ZIM** Results in additional investments in R&D

**ZIM** Speeds up technology transfer

FuE-Aktivitäten vor Projektbeginn

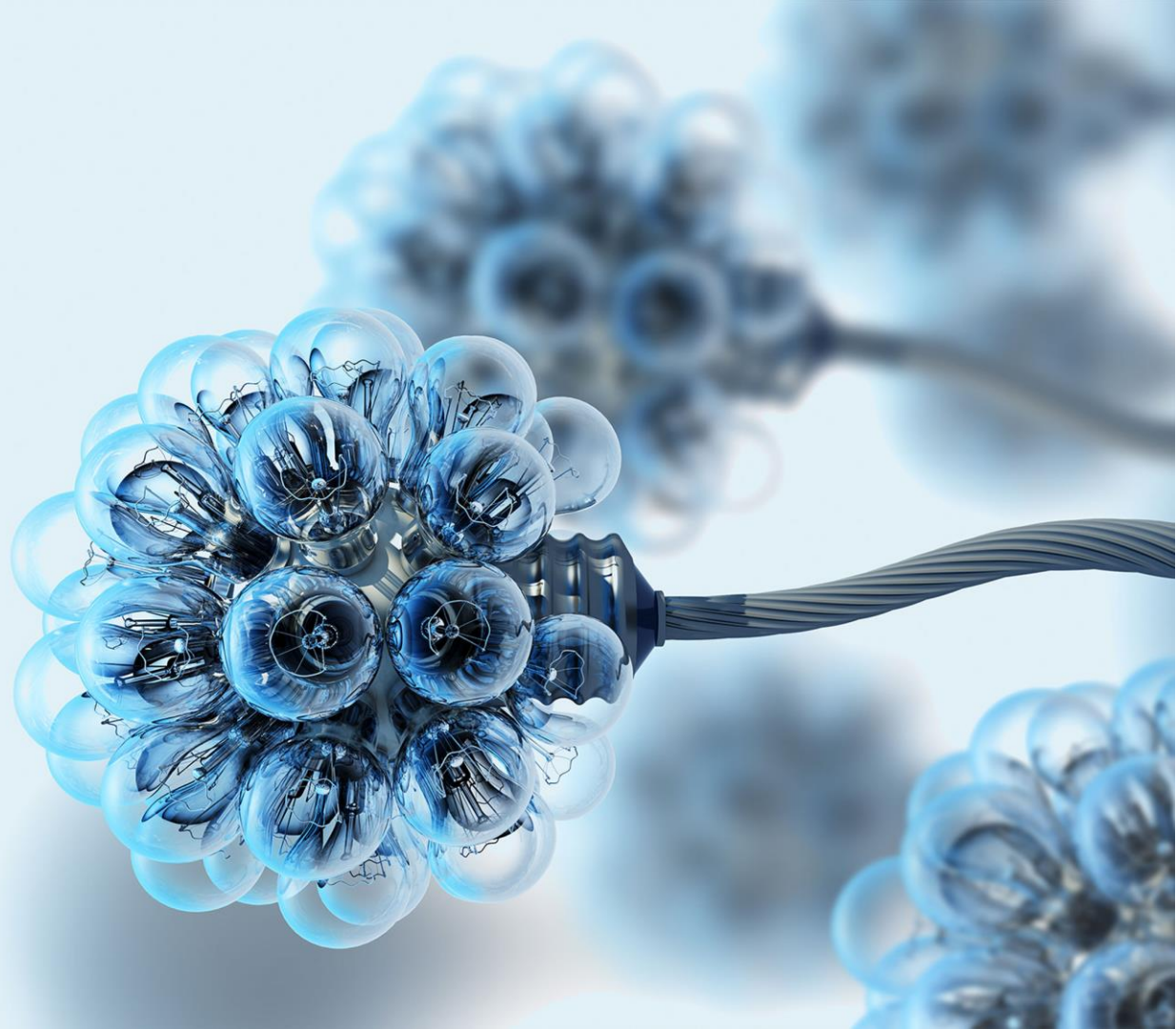


FuE-Aktivitäten nach Projektende



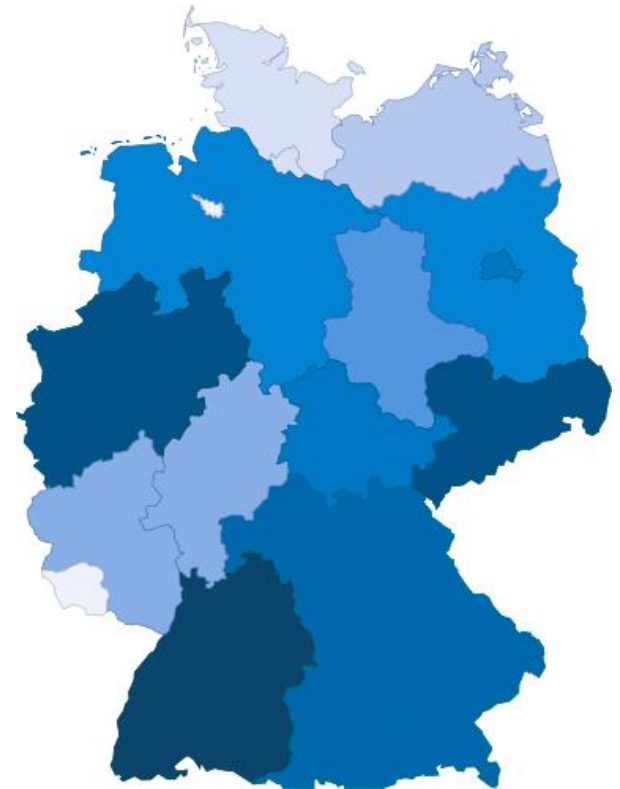


**The results  
since mid 2008**



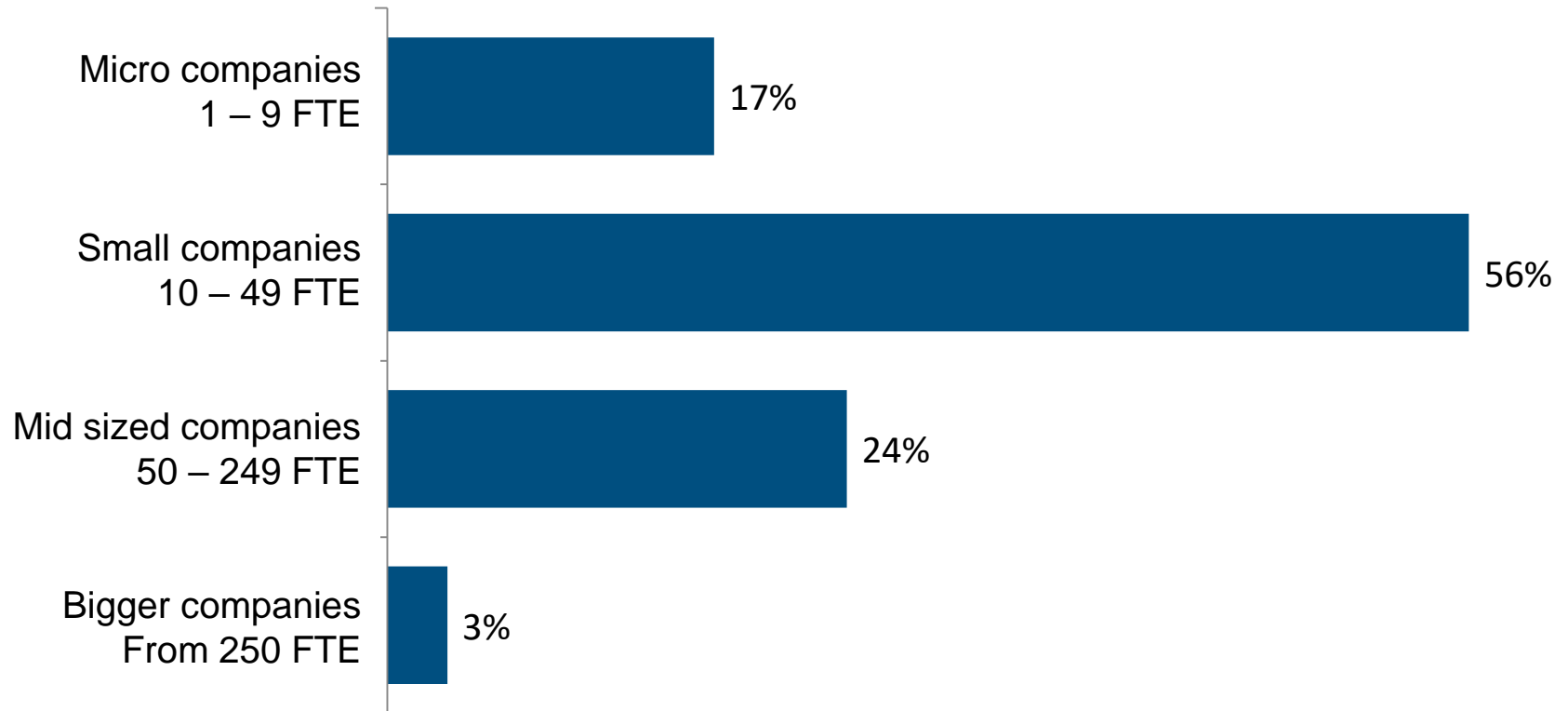
# Results ZIM total

|  |             |
|--|-------------|
| Applications                             | ~ 73,000    |
| Funding decisions                        | ~ 49,500    |
| R&D total volume                         | ~ 11 Mrd. € |
| Funding distributed                      | ~ 6 Mrd. €  |
| Companies funded                         | ~ 16,300    |
| Research/Technology Organizations funded | ~ 2,000     |





# Funding by company size

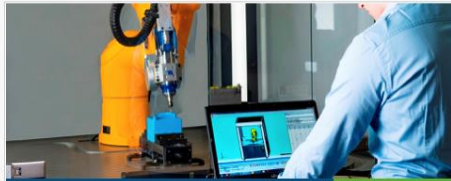


# Success stories



10 JAHRE ZIM Einzelprojekt

Catering-Serviceroboter  
im Einsatz rund um die Uhr



10 JAHRE ZIM Einzelprojekt

Sequenzieller Knickarmroboter



10 JAHRE ZIM Einzelprojekt

Saubere Wäsche für den Reinraum



10 JAHRE ZIM Einzelprojekt

Feindosierung für stabile Spülbohrungen



10 JAHRE ZIM Kooperationsprojekt

Elektromagnetisches Navigationssystem  
für mikrochirurgische Eingriffe



10 JAHRE ZIM Kooperationsprojekt

Kommunizierendes Mehrweckstuhlsystem



10 JAHRE ZIM Kooperationsprojekt

Sicher verwahrtes Kulturgut in Museums-  
vitrinen aus emissionsarmen Baustoffen



10 JAHRE ZIM Kooperationsprojekt

Hochgenaues elektrochemisches Abtragen  
mit oszillierender Elektrode



10 JAHRE ZIM Netzwerk

Hybride Werkstoffe und  
innovative Fertigung clever kombiniert



10 JAHRE ZIM Netzwerk

Hochpräzisions-Hüftersatz  
für realitätsnahe Biomechanik



10 JAHRE ZIM Netzwerk

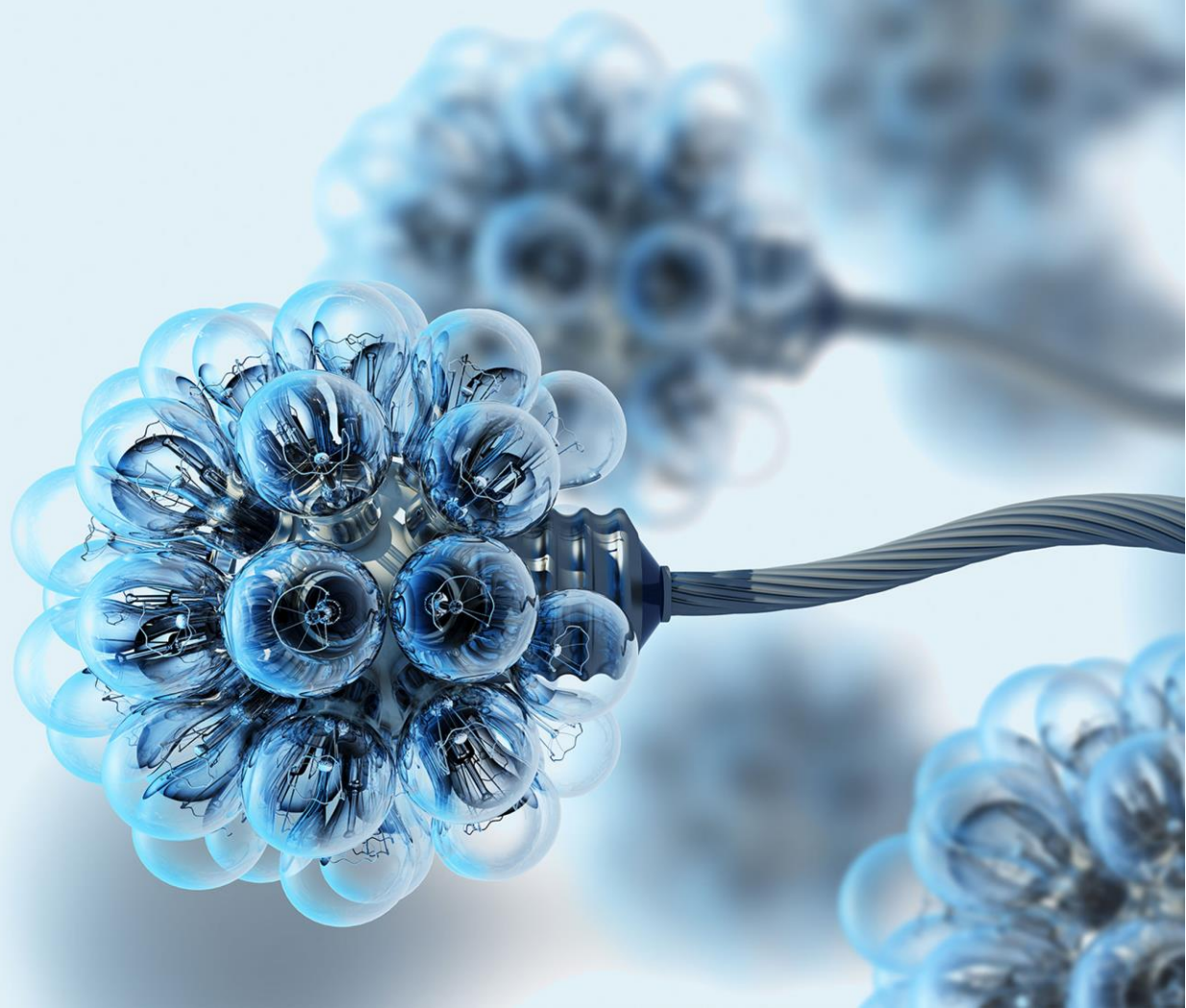
Leichter E-Lastesel  
für die Landwirtschaft



10 JAHRE ZIM Netzwerk

Garne und Stoffe aus Basaltfasern

# Conditions for funding



# Criteria for companies and establishments

- Sufficient qualified personnel
- Completed company foundation
- Secured financial stake
- Straight accountancy

# Criteria for project staff

- Scientifically & technically qualified and employment by the applicant





# Project criteria

Individual projects

Cooperation projects

- New products, processes or technical services
- International state of the art
- Major technical risk involved
- Market chances



# Network projects

- Minimum of 6 eligible companies
- Concrete product or service ideas
- Clearly sketched R&D approached
- Obvious market demand visible
- Competent network partner and manager



## **The suitable ZIM project form**

Who and what is supported  
to which extend?



# Who can receive funding?

Individual projects

Cooperation projects

|                                     | Small companies       | Medium-sized companies | Other medium-sized companies |
|-------------------------------------|-----------------------|------------------------|------------------------------|
| <b>Full time equivalents</b>        | less than 50          | less than 250          | less than 500                |
| <b>Annual turnover</b><br><i>or</i> | up to<br>€ 10 million | up to<br>€ 50 million  | less than<br>€ 50 million    |
| <b>Annual Balance</b>               | up to<br>€ 10 million | up to<br>€ 43 million  | up to<br>€ 43 million        |

In addition non-profit-making research institutes as cooperation partners to companies

Cooperation projects

# What is funded?

Individual projects

Cooperation projects

- Development of innovative products, processes or technical services
  - of a single company with own personnel also supported by third parties
  - of companies or companies in cooperation with research and technology organizations (RTO)
- Additional support for market entry of projects for SME (250 emp.)

# What is funded?

- Network management

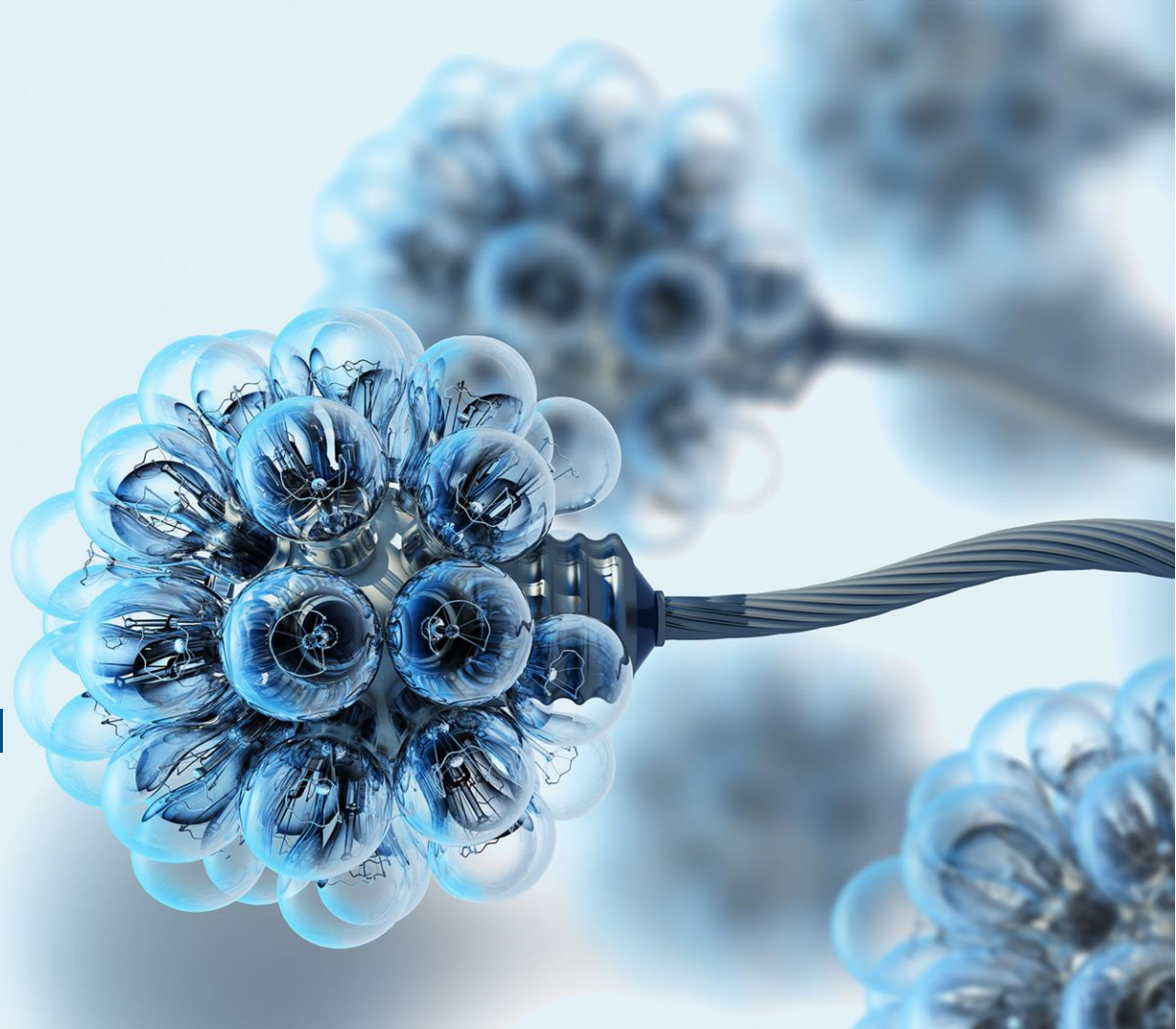
  - Phase 1: Development of a technological roadmap

  - Phase 2: Implementation of the roadmap, stabilising the network

- R&D projects resulting from a network

- Additional support for market entry of finished projects for SME

**ZIM International**



# International R&D Cooperation

- Network “IraSME” (International research activities by **SMEs**):  
2x annual calls with Alberta (Canada), Belgium (Wallonia, Flanders), Austria, Russia, Czech Republic and Luxemburg
- Agreements on bilateral cooperation:  
Argentina, Brazil, Finland, France, Japan, Canada, Singapore, Catalonia (Spain), Sweden, Korea, Vietnam, Taiwan, South Korea
- Cooperation through the EU network “EUREKA”:  
Application with partners in 40 countries possible  
Calls with Spain, Denmark und Israel



# International R&D Cooperation

## Positive effects

- Generating transnational R&D projects
- International exchange of ideas and solutions
- New commercial relations and trade markets

## Improved conditions

- Higher funding level
- New international calls

# Model experiment on ZIM international networks

## ZIM as well supports networking of international players

- Positive results on both sides
- International exchange of knowledge, ideas and solutions
- Generation of transnational cooperation and R&D projects
- New commercial relations and trade markets

The companies and RTO organized in ZIM cooperation networks shall cooperate with international innovation networks of other countries in technological innovation schemes with high market potential.

# Model experiment on ZIM international networks

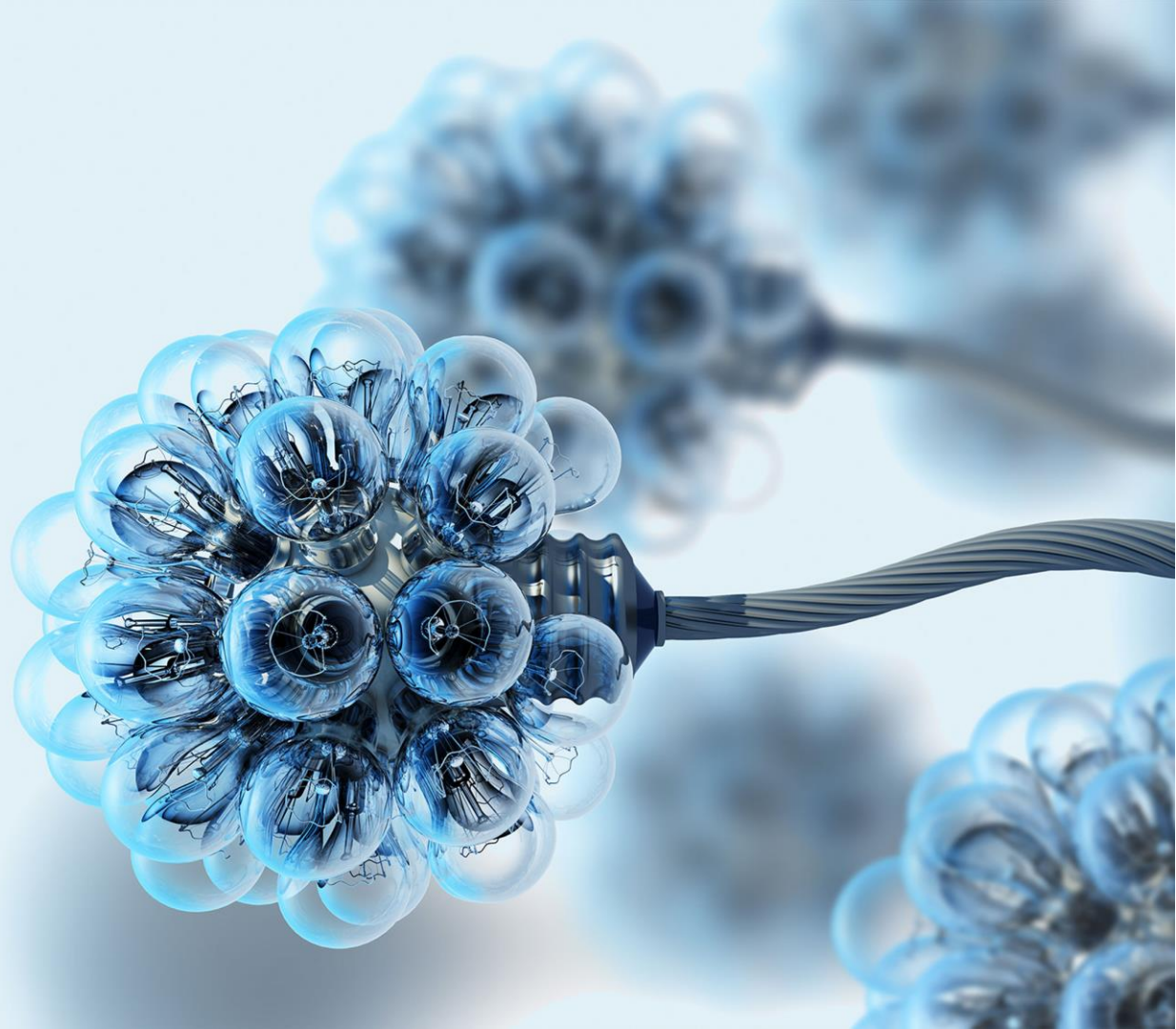
## Why special funding conditions?

- Additional efforts  
(language, mentality, culture, coordination, travels, time)
- Raise motivation
- Enhance chances

The model project will be evaluated in parallel.

If successful the support of international networks may be fully implemented in the ZIM funding guidelines.

**The way  
ZIM works**



# How ZIM supports?

Individual projects

Cooperation projects

Cooperation networks

|                                    |  |
|------------------------------------|--|
| Individual personnel costs         | max. 10.5 person month per person and year<br>max. € 100,000 per person and year   |
| Project related third party orders | max. 25% of the individual personnel costs<br>max. 25% of the total network management costs                               |
| Qualified scientific R&D orders    | 30% to 70% of the person months of a (sub)project  |
| Other costs                        | max. 100% of the personnel costs<br>in companies and network management entities<br>max. 75% of the personnel costs in RTO |

# How ZIM supports?

Individual projects

Cooperation projects

| Company size                              | Individual projects | Cooperation projects | Cooperation projects with foreign partners |
|---|---------------------|----------------------|--|
| Small companies in the new federal states | 45%                 | 50%                  | 55%  |
| Small companies in the old federal states | 40%                 | 45%                  | 55%  |
| Medium-sized companies                    | 35%                 | 40%                  | 50%  |
| Other medium-sized companies              | 25%                 | 30%                  | 40%  |

## Maximal eligible costs per project

**Company:** € 380,000 **RTO:** €190,000 funding rate 100%



# How ZIM supports?

## 1. Network management

| 1st year | 2nd year | 3rd year | 4th year<br>(optional) |
|----------|----------|----------|------------------------|
| 90%      | 70%      | 50%      | 30%                    |

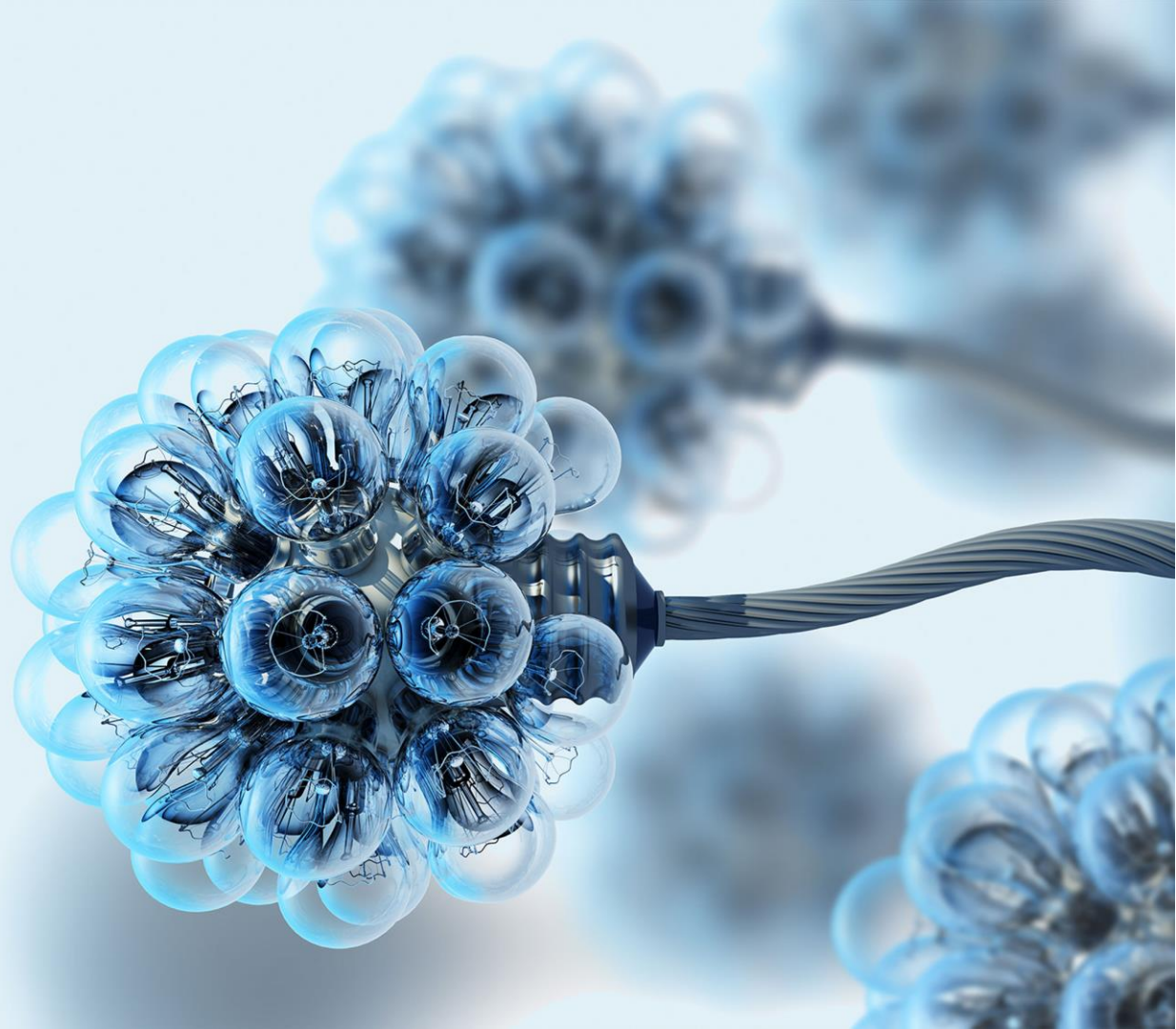
### Maximum funding

|                                  |                  |
|----------------------------------|------------------|
| Phase 1                          | € 160,000        |
| <b>Total</b> (Phase 1 + Phase 2) | <b>€ 380,000</b> |

## 2. R&D projects resulting from a ZIM network

Similar support like in single projects and cooperation projects

**The path  
towards funding  
support**

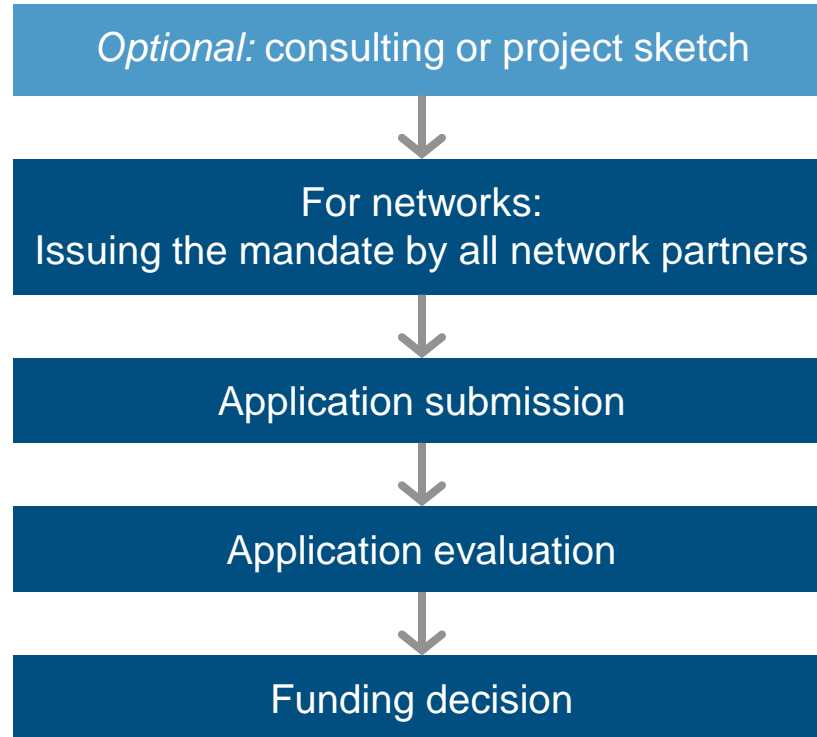


# Procedures

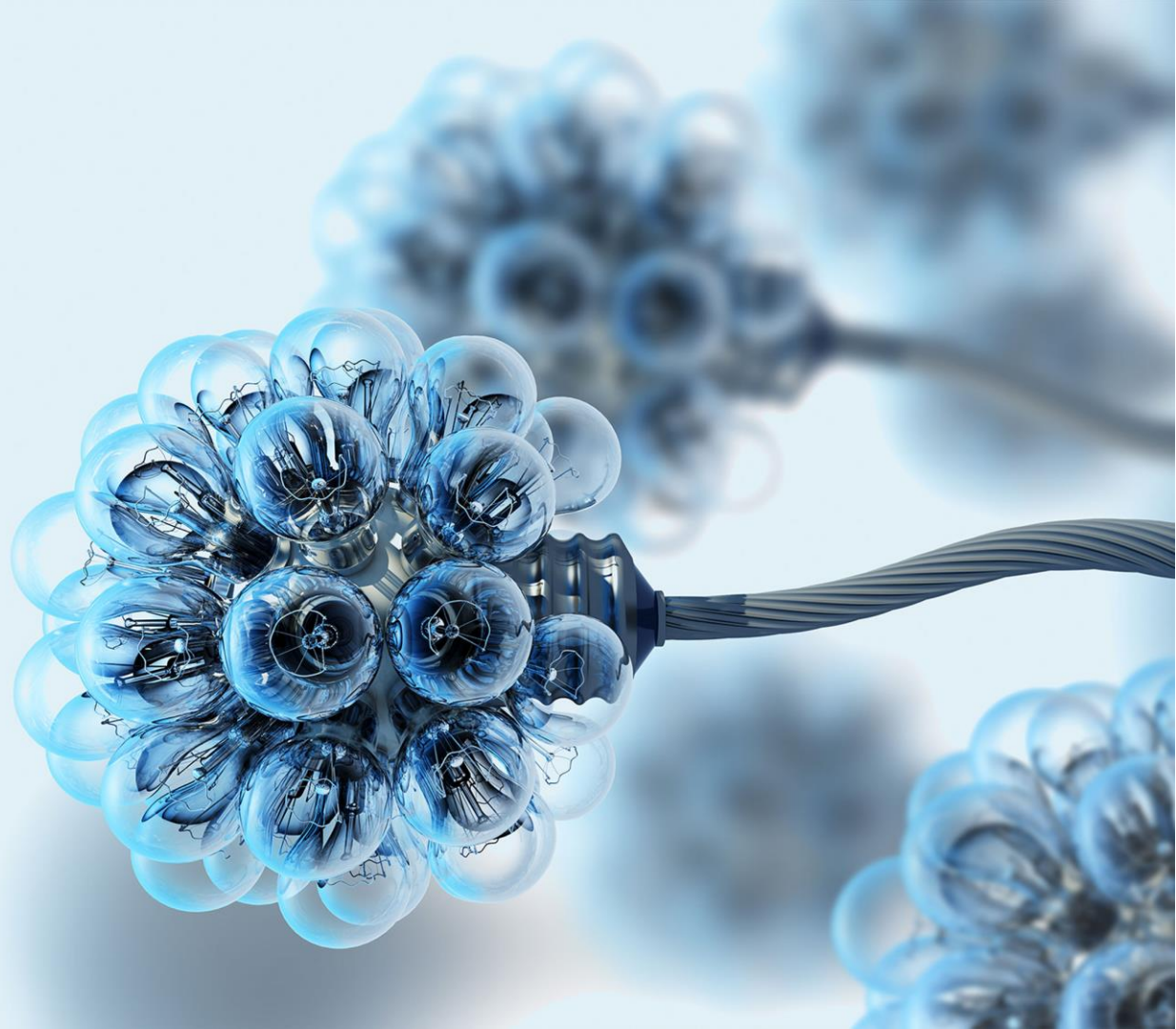
Individual projects

Cooperation projects

Cooperation networks



**Information  
offered**



# Information available

- Free consulting by all project management agencies
- [www.zim.de](http://www.zim.de)
- Newsletter
- Publications
- Events and fairs







Federal Ministry  
for Economic Affairs  
and Energy



international  
cooperations

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**Thank you  
for your attention**

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