


Info Session on the Horizon Results Booster

HRB in practice

November 8th, 2022





Horizon Results Booster in
practice
The expert's point of view



What happens after the submission? (from the other side)

1. Experts (one senior and one junior) are appointed to the service and receive all the delivered information from the project.
2. Service execution calendar is agreed.
3. A first contact is made so the tools can be presented and shared.
4. Data is collected and feedback is shared.
5. Workshop/coaching meeting takes place.
6. Final report is submitted.

Timeline may differ depending on the services requested.



Example – Delivering Support 5 – Examining Exploitation and Business Implementation Options

1. Time to complete: 4 weeks.
2. Tasks:
 - i. Preparing Service Delivery Plan (SDP)
 - ii. Validating the Service Delivery Plan
 - iii. KERs Exploitation Form
 - iv. Closing the service

Example – Delivering Support 5 – Examining Exploitation and Business Implementation Options

| Steps | Deadline |
|--|---------------------------------------|
| Expert official appointment | Day 0 |
| Expert first contact with project | Day 1-3 |
| Collection of Beneficiary filled tools | 14 working days before Teleconference |
| Feedback Report | 7 working days before Teleconference |
| Teleconference to provide feedback | Date agreed with beneficiary |
| GtM final report due | 2 weeks after Teleconference |

Extracted from the official guidelines for experts.

Assignment:

At a glance

ID:

Title:


Specific Contract: Service Contract 3

Created: 13/05/2022

Beneficiary projects:

•

Status: Ongoing

Launched: 01/06/2022 

Deadline / EndDate: 31/10/2022 

Service pack: [Examining exploitation/business implementation options](#)

Project **Coordinator**

Created by:

Service Delivery Plan

| Date | Type | Details | Country |
|------------|---|--|---|
| 06/06/2022 | Webinar / Conference call | Preliminary presentation meeting |   |
| 06/06/2022 | Document sending from beneficiary to expert | Description of Action Consortium Agreement Exploitation deliverable (current version) |   |
| 13/06/2022 | Webinar / Conference call | First feedback meeting on business plan, KERs exploitation strategy and roadmap, commercialisation strategy. |   |
| 12/07/2022 | Document sending from beneficiary to | Pre-final version of the exploitation |   |

Your User Menu

At a glance

Service Delivery Plan

KERs

Shared files

Final Reports

Beneficiaries of this assignment

INVITE USER 

Organisations

Experts

Posts

Feedback

Example – Delivering Support 5 – Examining Exploitation and Business Implementation Options


Documents to be exchanged (templates shared from expert to beneficiary):

- i. HRB Pre-assessment template.
- ii. Project results' commercialisation plans.
- iii. KER exploitation form.
- iv. Service Final Feedback.


Pre-assessment template


Go to Market Service Quick scan

Please fill in the following questionnaire to facilitate the identification of the support needed

- 
- You **already have defined an exploitation/commercialization/funding strategy**. You would like to (*please tick the appropriate box*):
 - Create a new company (Spin-off/out)
 - Verify the feasibility of your strategy
 - Find additional funding
 - Launch on new markets
 - Other, please specify
-

For the ones who have already defined the exploitation/commercialization/funding strategy:

- 
- You **already have a Strategy** (*if not go to the next box*) and you expect this service will support you to (*please tick up to 3 boxes*):
 - Review the Business Plan
 - Review the Commercialization Strategy
 - Review the funding strategy
 - Other, please define
-

- 
- You **do not have a Strategy**, and you look for support for (*please tick up to 3 boxes*):
 - Identification of the business model
 - Characterization of the Product/service and its UVP
 - Quick Scan of the Market (current solutions)
 - Identification of roadmap for the implementation (next steps to be done right after EC grant expires)
 - Other, please define
-

- You **do not have** a clear and defined commercialization and exploitation plan that you would like to exploit on the market

For the ones who already defined their exploitation strategies:

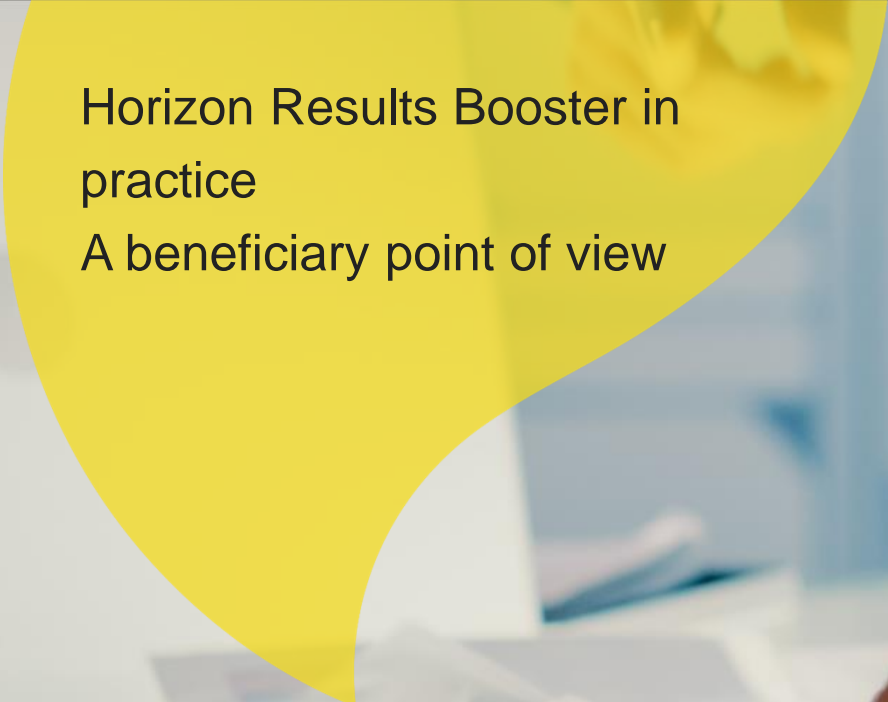
- You **already have a Strategy**, and you expect this service will support you to (*please tick up to 3 boxes*):
 - Review the position strategy
 - Review a commercial plan to support product/service launch
 - Review the consistency of the Business Plan
 - Review feasibility and profitability of the business plan
 - Review KER's exploitation strategy and roadmap
 - Review exploitation and business implementation options
 - Identify a funding strategy

Commercialisation plan

| Section | Description |
|---|-------------|
| Value of the Project, Expected Outcomes, and Impact | |
| Commercialization Team Overview | |
| Market, Customer, and Competition | |
| Intellectual Property (IP) Protection | |
| Finance Plan | |
| Production and Marketing Plan | |
| Revenue Streams | |

The KER Exploitation Form

| KER's Exploitation Form | | | |
|---|---|---------------------|--|
| (how the KER will be further exploited – Select the options you may consider) | | | |
| Selected route | | Implementing actor | |
| DIRECT USE | Commercialisation: deployment of a novel product/service (to the target markets) | One partner | |
| | | A group of partners | |
| | Contract research (signed by the research group with external clients) | A partner | |
| | | A group of partners | |
| | A new research project (application to public funded research programmes) | A partner | |
| A group of partners | | | |
| A partner | | | |
| INDIRECT USE | Implementation of a new university course (Note that a training course is a service) | A group of partners | |
| | | A new partnership | |
| | | A partner | |
| | Selling of the IPR | A group of partners | |
| | | A partner | |
| Licensing of the IPR | A group of partners | | |
| | A partner | | |
| Development of a new legislation/standard | A group of partners | | |
| | A partner | | |
| | A group of partners | | |
| Spin- off | A partner | | |
| | By assignment | | |
| | By licensing | | |
| | Other (please describe) | | |



Horizon Results Booster in
practice
A beneficiary point of view



The European chemical and building materials industry is responsible for a relevant share of the EU's greenhouse gas emissions. Moreover, the latest global developments have eroded the European market share in the sector and its competitiveness. A change is needed to reach the objective of climate neutrality while boosting the industry's competitiveness.

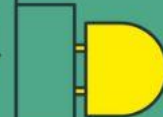
The NiChe Cluster aims to enable the transition towards a more sustainable chemical and building materials sector using non-conventional energy sources for feedstock material processing.



Using

non-conventional
energy sources

for feedstock material
processing



NiChe Cluster



Save the date

Online webinar

10 November 2022 , 10:30-11:40 CEST

CONTACT



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