



Federal Ministry
for Economic Affairs
and Energy

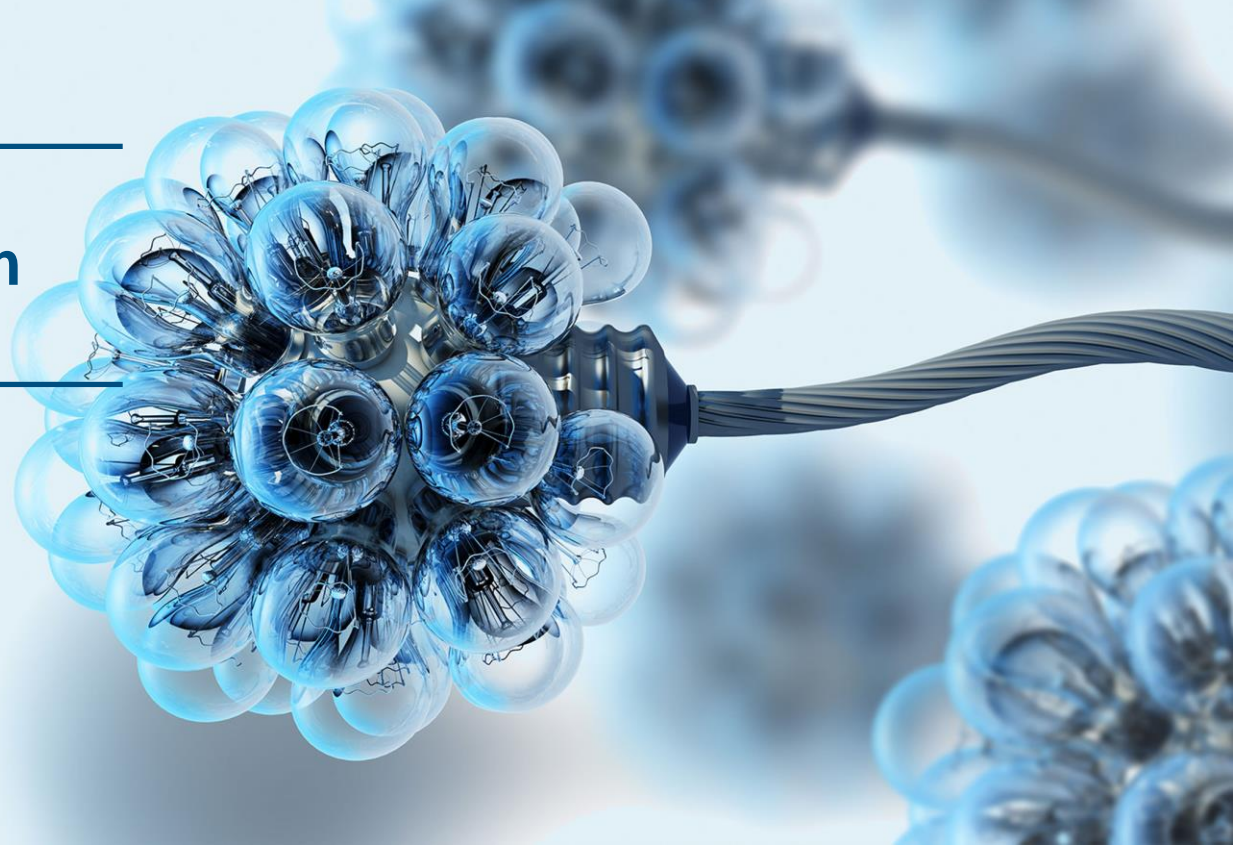


international
cooperations

Impulses for Innovation

Central Innovation Program for SME

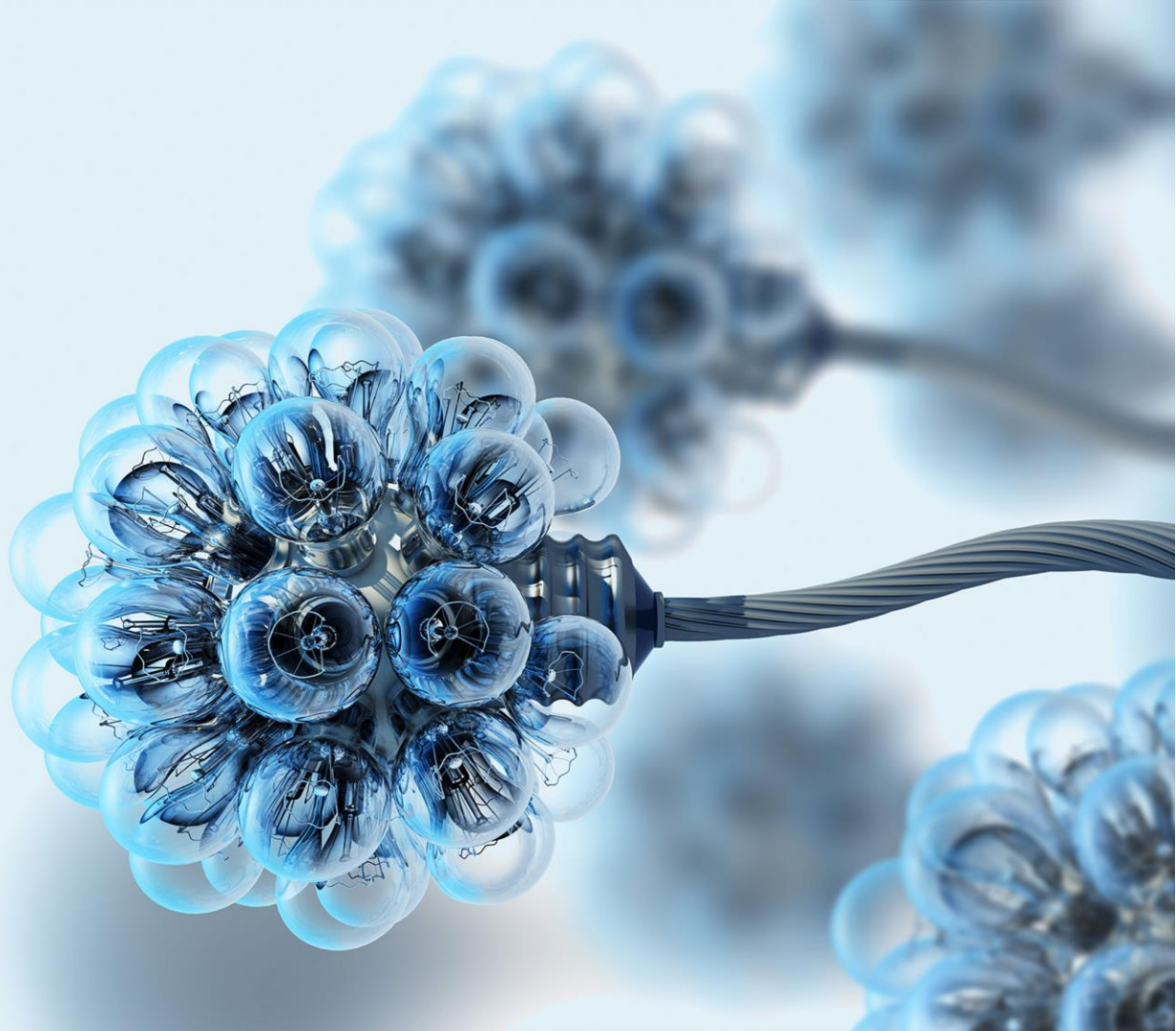
Info Meetings Canada
by Georg Nagel






Seamless Innovation Politics – From the Idea to Market Success



What is ZIM?



ZIM – all under one roof

	ZIM Individual projects	ZIM Cooperation projects	ZIM Cooperation networks
Research & Development 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"> • Network management • R&D Cooperation projects • R&D Individual projects
Market Launch	additionally: support of market entry of project results of SME		
Project Management	EuroNorm GmbH  EuroNorm	AiF Projekt GmbH  AiF Projekt GmbH	VDI/VDE Innovation + Technik GmbH  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

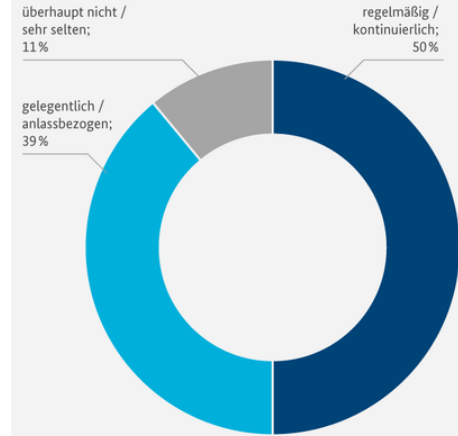
ZIM Generates turnover and creates growth

ZIM Maintains and creates jobs

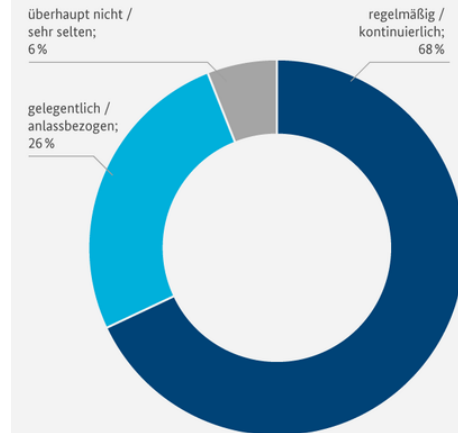
ZIM Results in additional investments in R&D

ZIM Speeds up technology transfer

FuE-Aktivitäten vor Projektbeginn



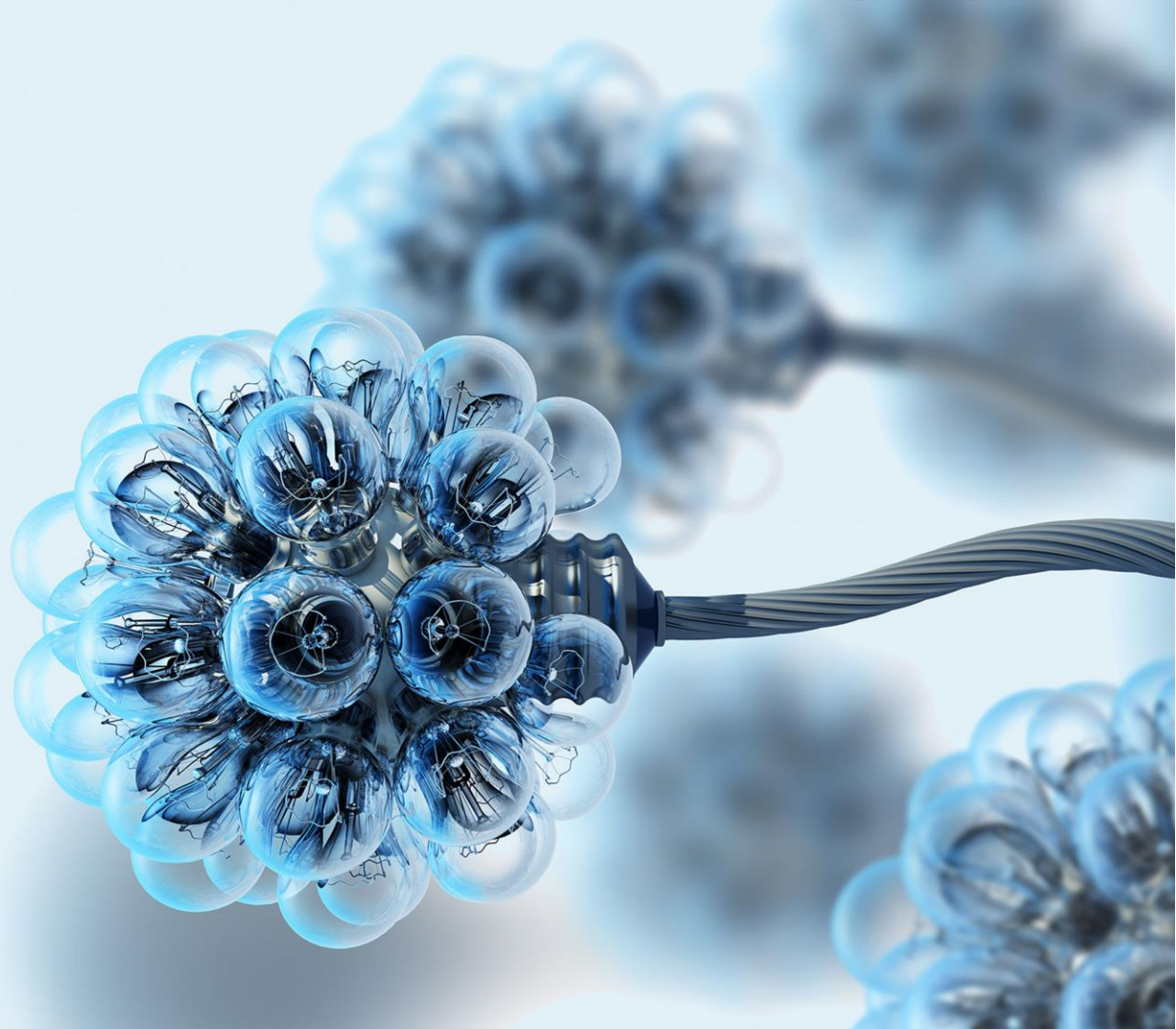
FuE-Aktivitäten nach Projektende



ZIM adjusted in 2015

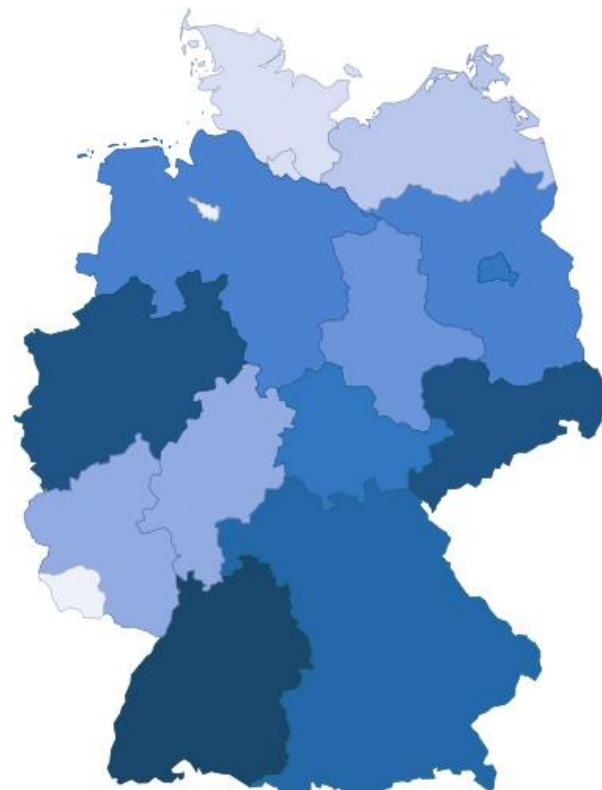
- Enhancement of budgets
- Enhancement of fundable costs
- Opening up towards companies with under 500 employees
- Strengthening internationalisation
- Simplification of the program structure
- Guideline extended till the End of 2019

**The results
since mid 2008**



Results ZIM total

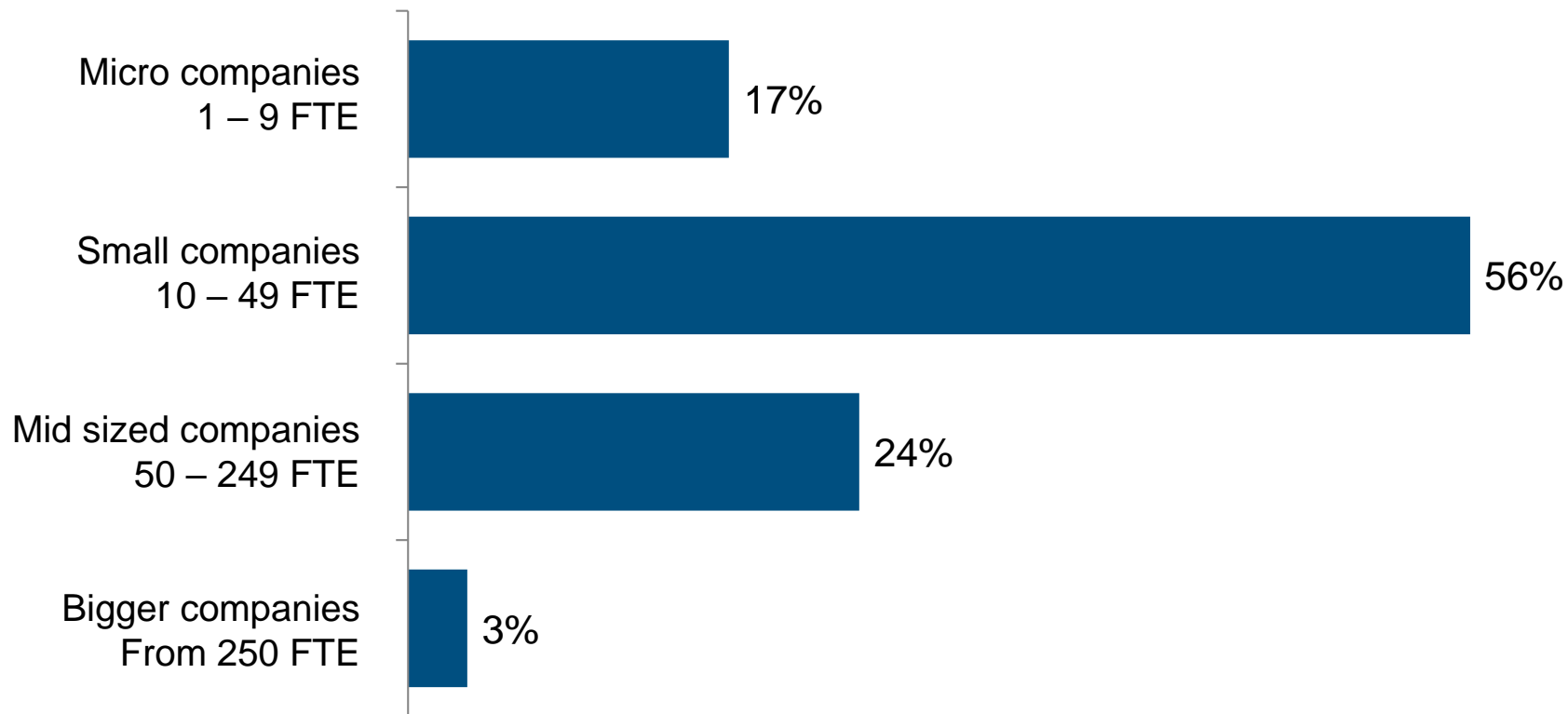
Applications	~ 73,000
Funding decisions	~ 49,500
R&D total volume	~ 11 Mrd. €
Funding distributed	~ 6 Mrd. €
Companies funded	~ 16,300
Research/Technology Organizations funded	~ 2,000



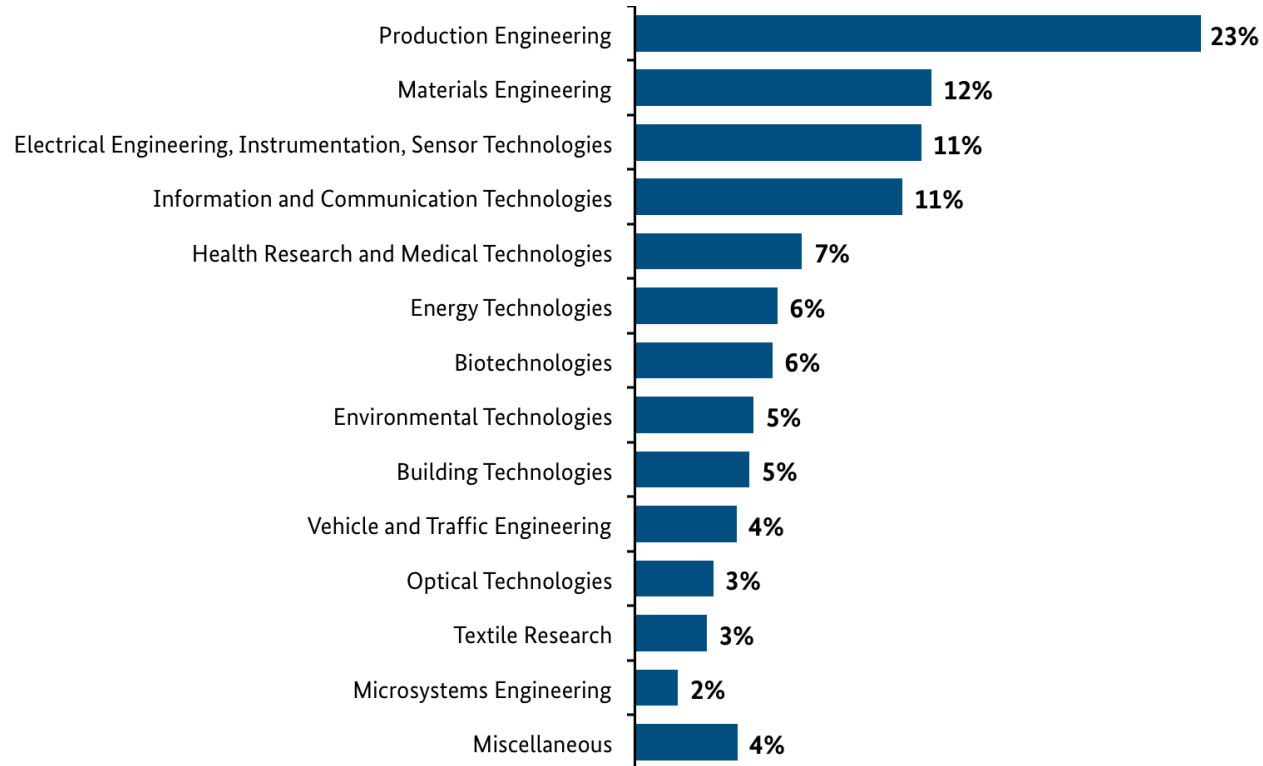
Results ZIM total

		Positive funding decisions	Funding volume [€]
ZIM Individual projects		~ 12.000	~ 1.200 million
ZIM Cooperation projects		~ 33.000	~ 4.200 million
ZIM Cooperation Networks	Networks	615	131 million
	Individual projects	230	13 million
	Cooperation projects	2,574	346 million

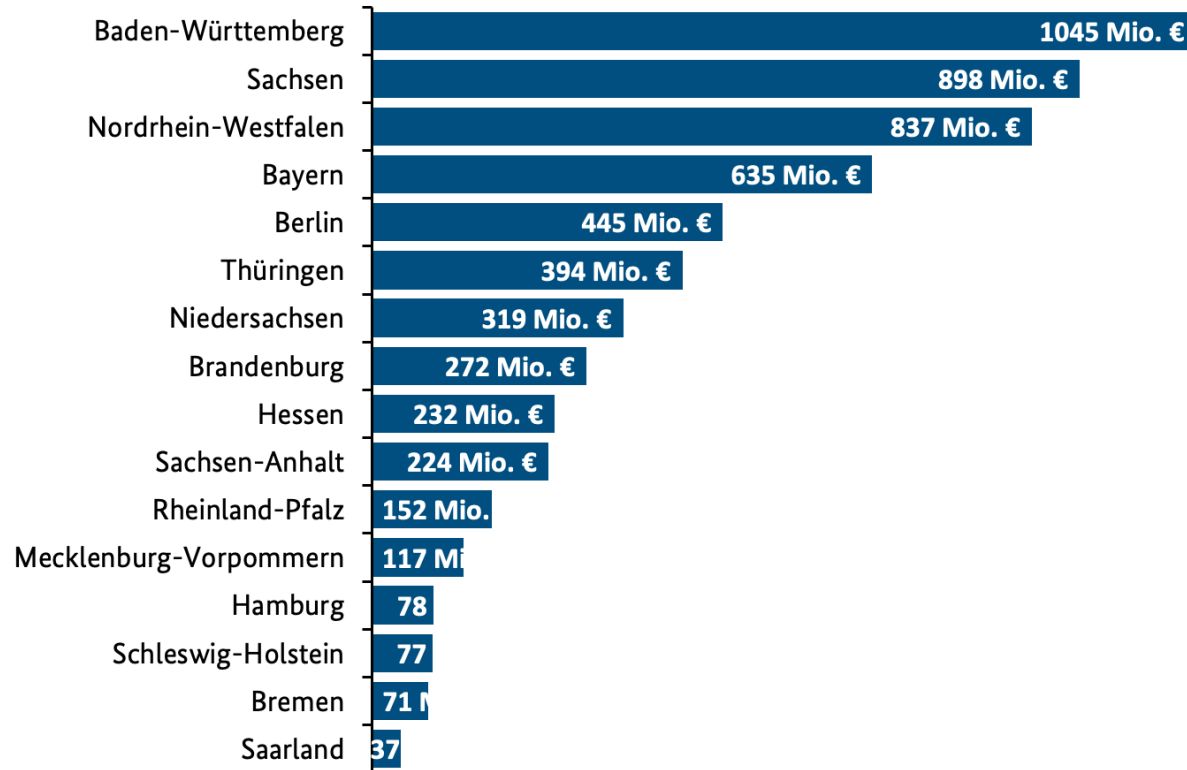
Funding by company size



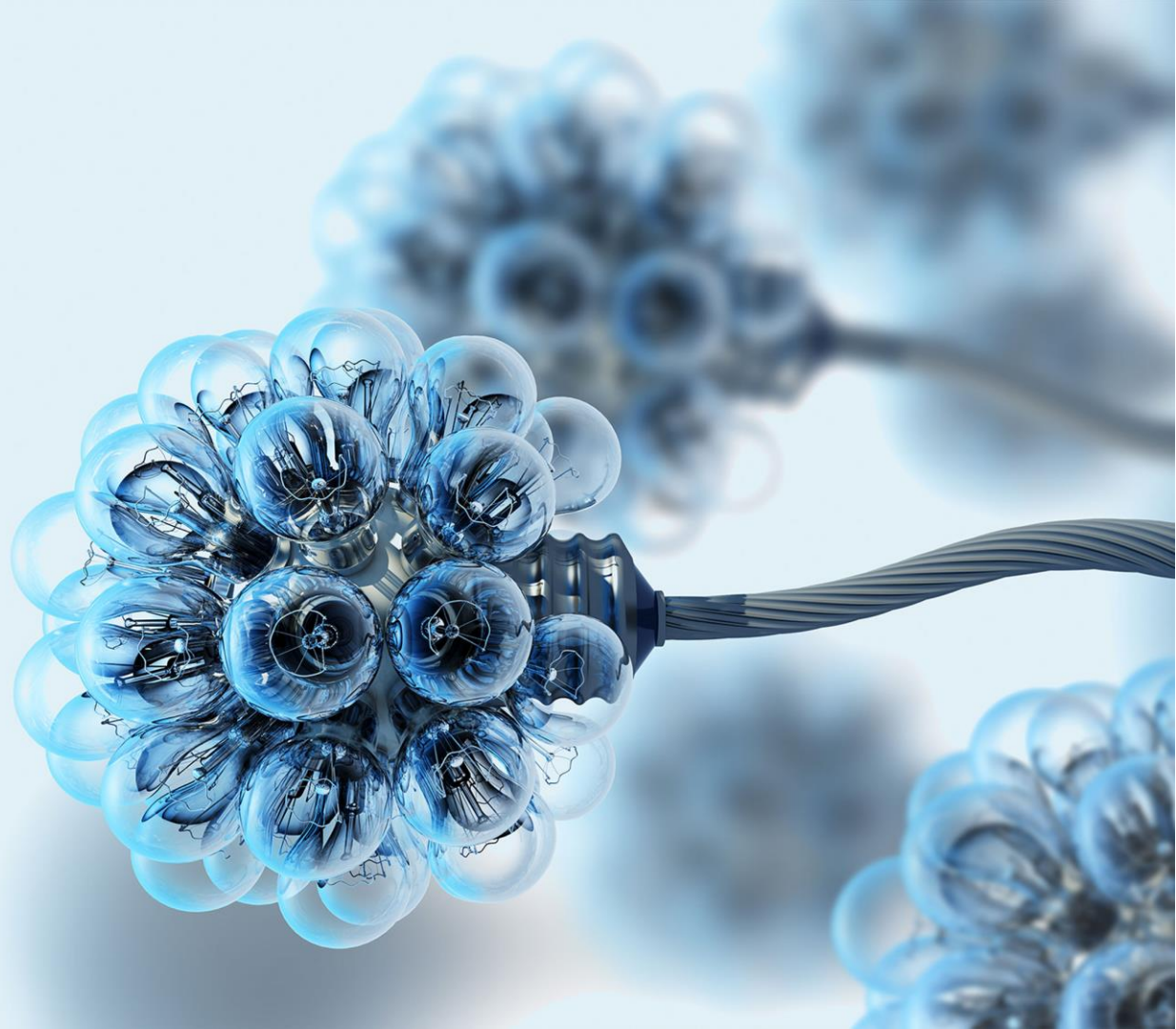
Funding by technology fields



Funding by federal states



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

Individual projects

Cooperation projects

Cooperation networks



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
Full time equivalents	less than 50	less than 250	less than 500
Annual turnover <i>or</i>	up to € 10 million	up to € 50 million	less than € 50 million
Annual Balance	up to € 10 million	up to € 43 million	up to € 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?

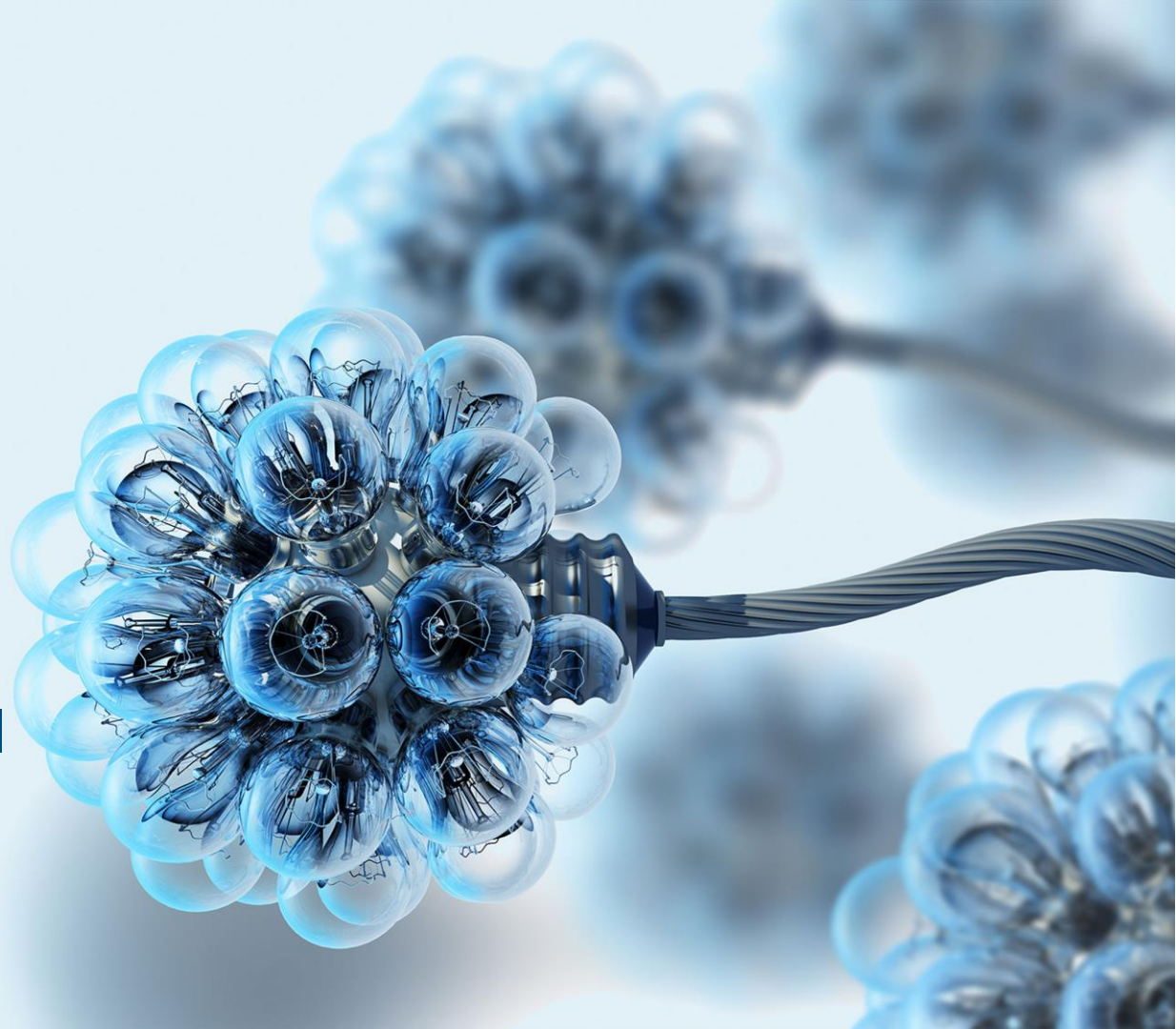
- Network management

 - 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

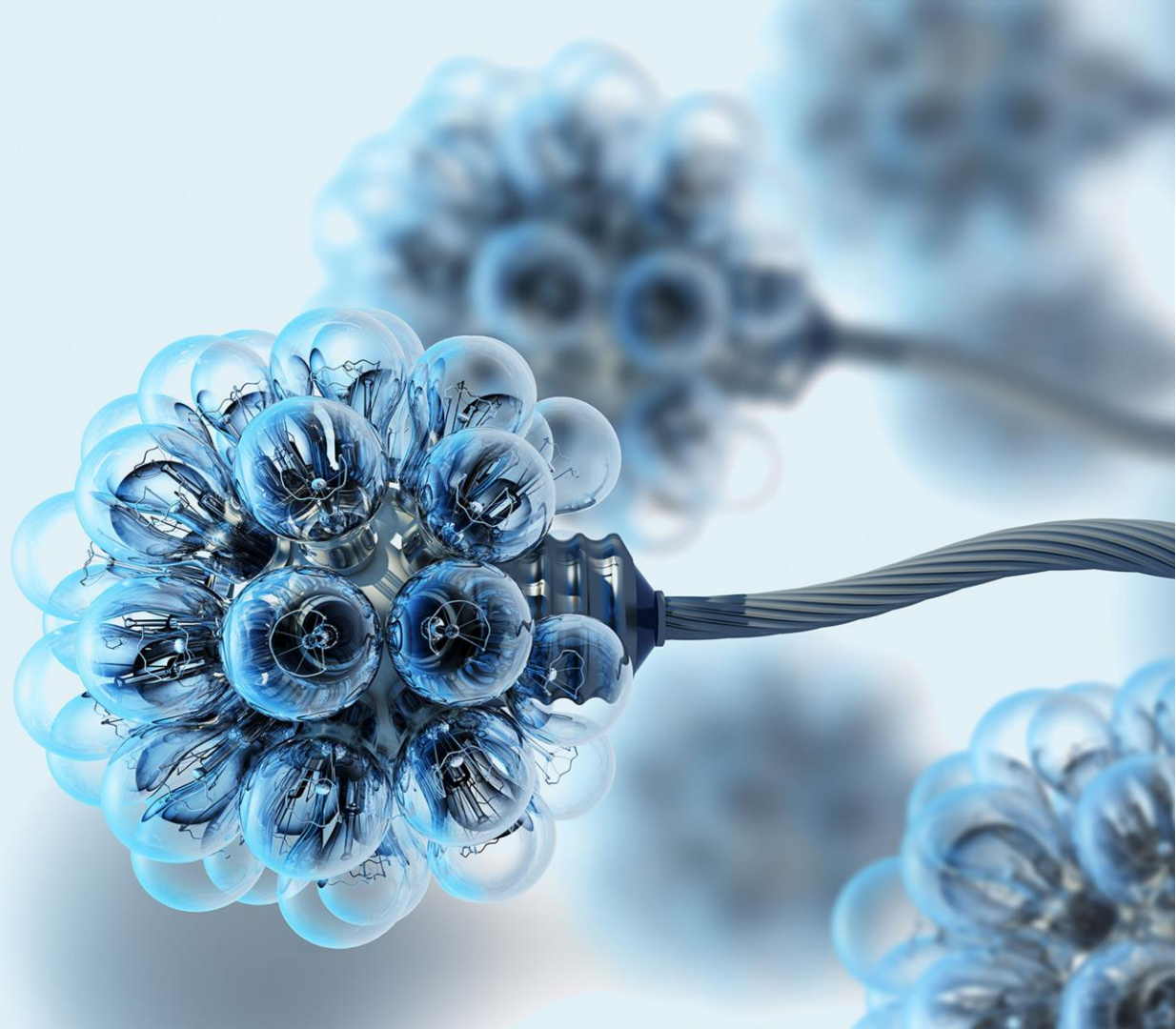
Why special funding conditions?

- 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 max. € 100,000 per person and year
Project related third party orders	max. 25% of the individual personnel costs 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 in companies and network management entities 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?

Cooperation networks

1. Network management

1st year	2nd year	3rd year	4th year (optional)
90%	70%	50%	30%

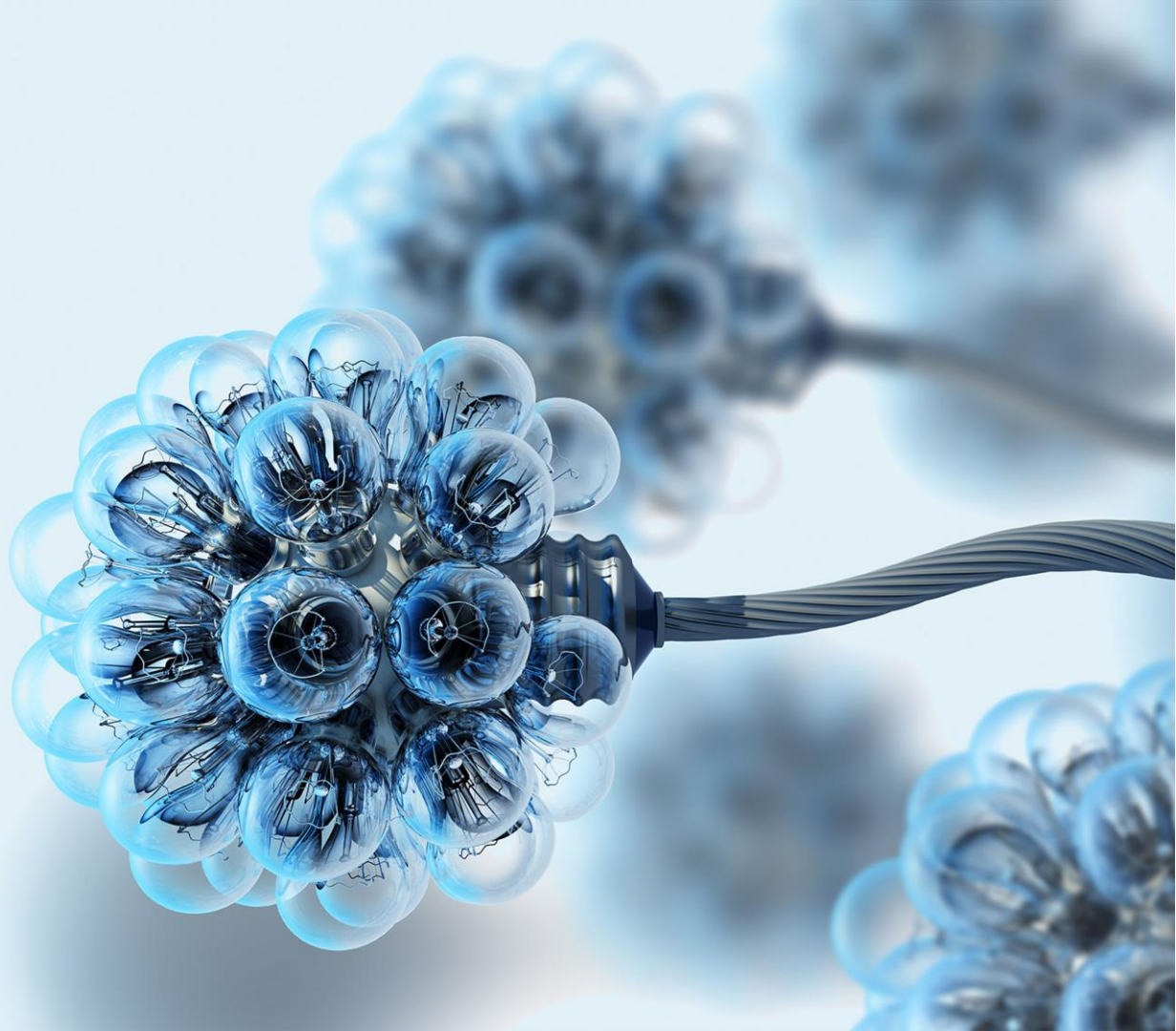
Maximum funding

Phase 1	€ 160,000
Total (Phase 1 + Phase 2)	€ 380,000

2. R&D projects resulting from a ZIM network

Similar support like in single projects and cooperation projects

**The path
towards funding
support**

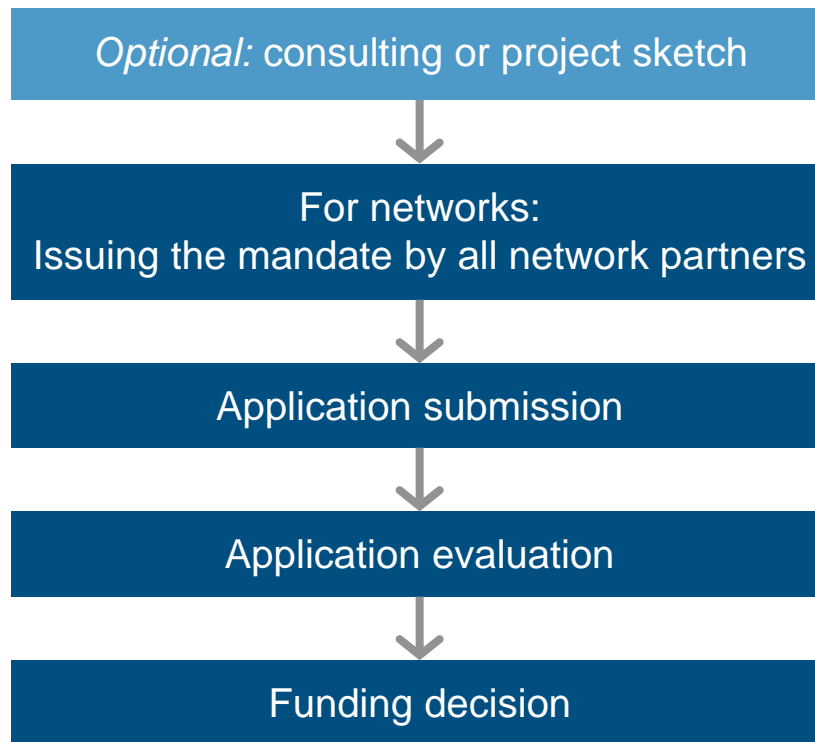


Procedures

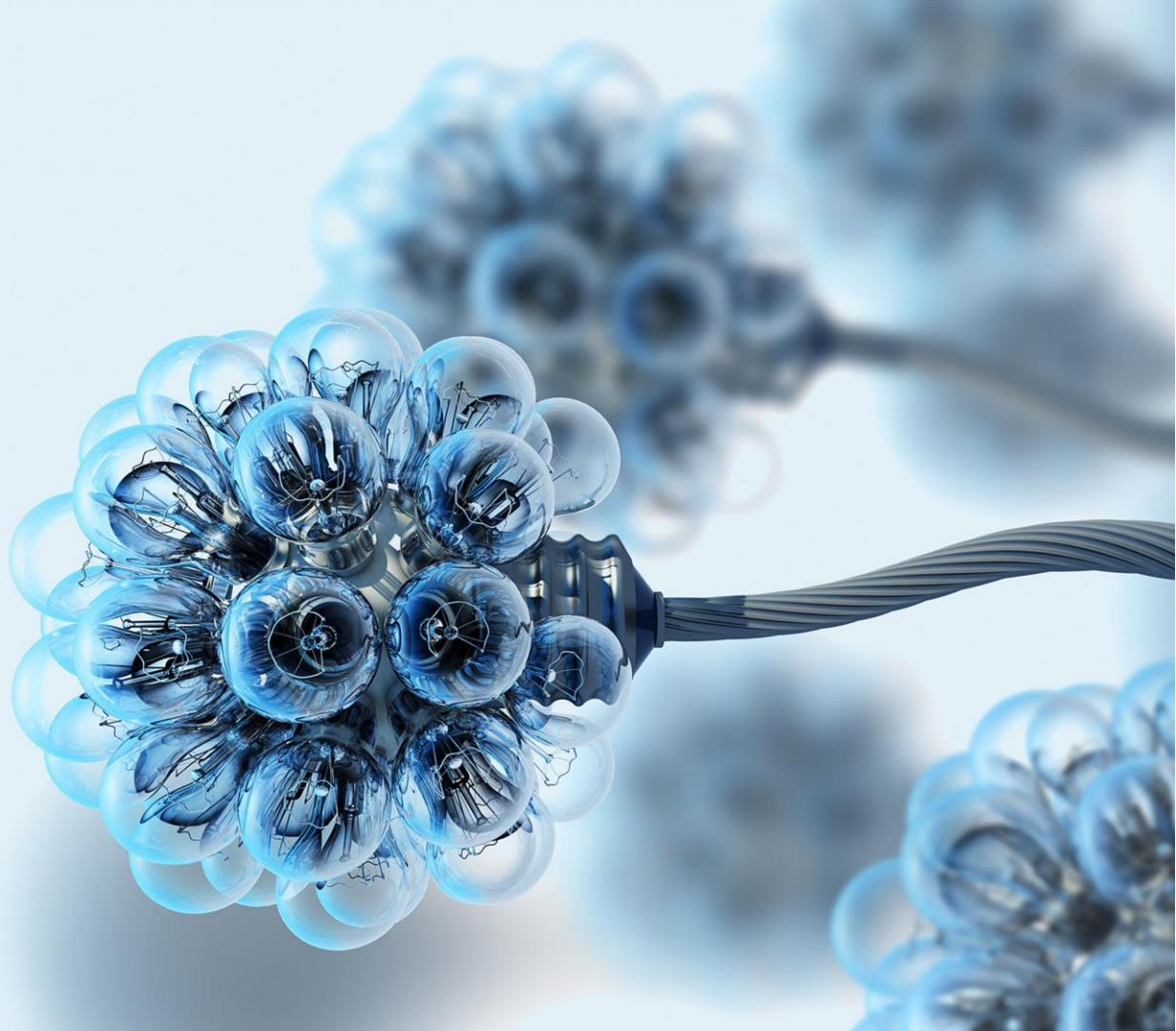
Individual projects

Cooperation projects

Cooperation networks



**Information
offered**



Information available

- Free consulting by all project management agencies
- www.zim.de
- Newsletter
- Publications
- Events and fairs





Federal Ministry
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**Thank you
for your attention**

