

# Bavarian Research Alliance (BayFOR)

## EU funding centre in Bavaria Enterprise Europe Network

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Head of Unit SME Advisory Services

Munich, online, 14.02.2023

[www.bayfor.org](http://www.bayfor.org)

[een.ec.europa.eu](http://een.ec.europa.eu)



# BayFOR: Key figures

## Mandate

- **Tapping funding** from the EU (and federal ones)
- **Promoting Bavaria** as a location for science and innovation in Europe
- **Partnering services** – bringing together private and public organisations from science and industry

## Locations



## Partner in



[www.forschung-innovation-bayern.de](http://www.forschung-innovation-bayern.de)

## Shareholders



## Key figures 2021

**193** Supported and submitted proposals

Funding achieved **155 Mio. €**

**42 Mio. €** for Bavaria

**44** employees

Academic - Assistants **12**

## Financed by



Bayerisches Staatsministerium für  
Wissenschaft und Kunst, Bayerische  
Staatskanzlei und Gesellschafter



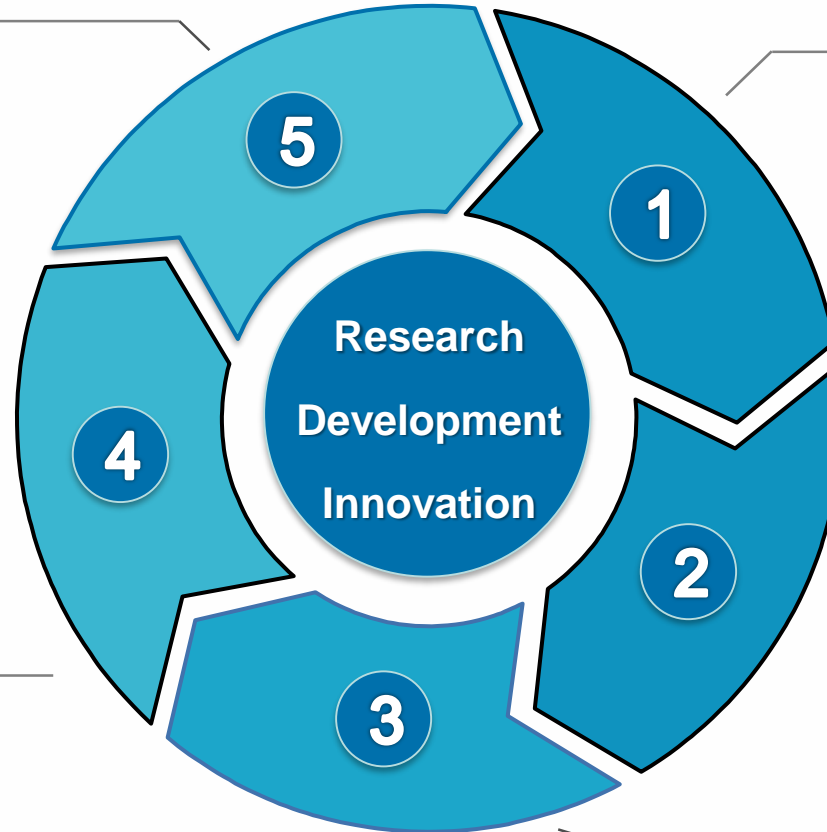
# BayFOR as a „Full Service Provider“

## Project management

- Administrative project management for EU projects
- Workshops/trainings for project participants and third-party staff
- Advice on questions related to EU project management
- Public relations for EU projects

## Project implementation

- Support for grant agreement preparation
- Assistance with financial and organizational issues



## Information

- Information on current and future EU calls for proposals and on how to write a successful application
- Lobbying activities – strategic positioning of ideas

## Advisory services

- General and call-specific expert advice on EU funding schemes
- Assistance in assigning project ideas to the appropriate funding scheme

## EU application support

- Active support for the entire application process
- Preparation of call-specific information material
- Assistance in the search for cooperation partners (European / international)

**Committee Work for  
Bavarian Research and  
Innovation Agency**  
Doris Bruckmeier



**Director/CEO**  
Martin Reichel



**Public Relations**  
Head of Unit:  
Emmanuelle Rouard



## FUNDING ADVISORY SERVICES

### Units for EU Funding Advisory Service

**Health Research & Biotechnology**  
Scientific Officer: Dr. Mikhail Antonkin



Scientific Officer: M. Sc. Janina Schneiker



**Information & Communication Technologies,  
Engineering & Natural Sciences**  
Head of Unit: Dr. Panteleïmon Panagiotou



**Socio-economic Sciences & Humanities |  
Security**

Scientific Officer: Dr. Alexander C. Widmann



**SME Advisory Services**  
Enterprise Europe Network  
Head of Unit: Dipl.-Jur. Natalia García Mozo



**Environment, Energy & Bioeconomy**  
Head of Unit: Dr. Thomas Ammerl



### Further Units

**EU Liaison Office in Brussels**  
Head of Unit: Mag. Karin Lukas-Eder



**Bavarian/National Collaborative Research**  
Liaison Office for Research Associations  
Head of Unit: Dr. Günther Weiß



**Project Management**  
Head of Unit:  
Dipl.-Wirt.-Ing. Thomas Eigner



**Scientific Coordination Office**  
*Bavaria-Québec /  
Bavaria-Alberta /  
RLS-Sciences*  
Head of Unit: Dr. Florence Gauzy Krieger



**Scientific Coordination Office**  
*Bavaria-Israel*  
Scientific Officer:  
M.A. Anna Abelmann-  
Brockmann



**Scientific Coordination Office**  
*Bavaria-Africa*  
Scientific Officer:  
M. Sc. Melanie Schulte



# BayFOR as a partner institution in the Bavarian Research and Innovation Agency (BayFIA)

Initiative of the Bavarian state government in order to improve:

- Efficiency in technology transfer within Bavaria
- Advisory services on funding possibilities at regional, national and European level
- EU fund acquisition through Bavarian stakeholders, esp. universities and SMEs
- The innovation potential of Bavarian SMEs through qualified advisory services
- The transfer of research findings into innovative products or services



[www.research-innovation-bavaria.de](http://www.research-innovation-bavaria.de)

**Synergy effects through close cooperation of four experienced partners:**



[een.ec.europa.eu](http://een.ec.europa.eu)

# Funding authority BayIntAn

## Bavarian Funding Programme for the Initiation of International Projects

- **Establishing/Increasing international network/cooperation of Bavarian universities (of applied sciences) for participation in mainly EU research projects**
  - Entitled to apply: scientists based in Bavaria
  - Partners: at least one international partner
  - Maximum grant per application: € 10,000
  - Eligible costs: travel and accommodation expenses and in exceptional cases material costs.
- Further costs: The comprehensive funding of the projects must be ensured by the partners involved
  - Contact: [internationalisierung@bayfor.org](mailto:internationalisierung@bayfor.org)
  - Information: [www.bayfor.org/internationalisation](http://www.bayfor.org/internationalisation)
  - Subsidised by: Bavarian State Ministry of Science and Arts





**enterprise  
europe  
network**

# **Enterprise Europe Network 2022-2025**



# The world's largest support Network for innovative SMEs with international ambitions



# Key achievements



**+2,5 M**

SMEs benefitted from our information services and training sessions



**+0.5 M**

SMEs received advice from our experts to help them innovate and grow internationally



**+4,2 M**

**SMEs benefitted from key Network services**

**2008 - 2021**



**+360 K**

SMEs participated in our matchmaking events where they held +700 K business meetings



**+25 K**

SMEs benefitted from our tailored innovation support packages

# The Network in figures

A light blue icon showing a network of interconnected nodes and lines, representing the Enterprise Europe Network structure.

**+470**

Organisations

A light blue icon of a globe with latitude and longitude lines, representing the network's presence across different countries.

**69**

Countries, present in  
all regions of the EU

A light blue icon of a money bag with a drawstring top, representing financial support or funding.

**€164.5**

Million for 3 years

# The Network approach

How we help SMEs



## Client-centric

We place the client's needs at the heart of the Network's mission.



## Tailored services

We can tailor our services and provide support to businesses at any stage of their growth path.



## Expertise

The Network's international advisers have the experience and resources to help your business thrive.

# Advice & support

How we help SMEs



# Innovation

Enhancing SMEs' potential to **innovate**, grow and develop new products, services and business models processes





# Research partnering

[Home](#) [About us](#) [Partnering opportunities](#) [Local contact points](#) [News](#) [Events](#) [Blog](#) [Success stories](#)

## Enterprise Europe Network Partnering Opportunities

### Type of profile (1)

- ☐ Business Offer ☐ Business request  
☐ Technology offer ☐ Technology request  
☒ Research & Development Request

### Type of partner

Select Type of partner...

### Type of partnership

Select Type of partnership...

### Stage of development

- ☐ Already on the market  
☐ Available for demonstration ☐ Concept stage  
☐ Lab tested ☐ Under development

### Technology keywords

Order by Most recent

Research & Development Request RDRRO20230203009

Romanian municipality looking for partnering opportunities to apply in EU funded projects related to research for sustainable urban development and smart city

 Romania  published Today

Research & Development Request RDRDE20230209008

Eureka Eurostars 3: A german SME which is focused on the simulation and optimization of electromechanical systems is searching for partner company with specializing developing electromechanical systems to apply for the Eurostars 3 Call

 Germany  published 3 days ago

Research & Development Request RDRPL20230202002

Partner search for HORIZON-CL4-2023-SPACE-01-31: Development of the systems for the monitoring and managing of the climate changes using space infrastructure as a tool for improvement of resilience against climate change threats on the land and maritime.

 Poland  published 4 days ago



# Digitalisation

Helping SMEs tailor digital solutions to their business needs



# Access to funding and finance

Providing advice on  
**EU funding** instruments  
and other financial  
support tools



# Start-ups and Scale-ups

Accompanying SMEs to  
scale-up and grow  
internationally through  
high-end and tailored  
support from EEN Scale-  
up Advisors



# Areas of expertise

## EEN Activities & Priorities



Sustainability



Digitalisation



Single Market



Research and innovation



Access to finance



Start-ups & scale-ups



Women Entrepreneurship



Network performance & processes



Communication Champions



Internationalisation

## Sector Groups

- 15 SGs aligned with the industrial ecosystems
- Client-oriented activities
- Connecting with ecosystem stakeholders
- Providing policy feedback



## Thematic Groups

- 10 TGs aligned with the Network activities & priorities
- Network-oriented / capacity building activities
- Connecting with thematic stakeholders
- Providing policy feedback





# EEN services in a nutshell

|  |      |            |                             |  |                      |                       |      |      |
|--|------|------------|-----------------------------|--|----------------------|-----------------------|------|------|
|  | EIB  | EUREKA     | Sustainability              | Digitalisation   | Resilience           | ECCP                  | EDIH | ERDF |
|  | EIE  | Innovation | Business partnering         |  | Scale-up             | Single Market         | EIC  | RRF  |
|  | COST | EIP Group  | Access to funding / finance | SME Feedback   | Internationalisation | Industrial Ecosystems | EYE  | EIT  |

# BayFOR services as partner in EEN

- Information and **assistance** for the SME participation in European funding programmes for research and innovation.
- From eligibility analysis to **submission of the EU proposal**.
- **Partner search services** for building up European consortia and for the bilateral technology transfer.
- **Identification** of the right EEN advisor in case of requests beyond our competences: EU-certification, trade information in other countries, Länderinformationen, deployment of employees within the EU, business contacts in third countries etc.



Foto: EASME

bayern  innovativ



**AUSSENWIRTSCHAFTSZENTRUM BAYERN**  
Eine Gemeinschaftsinitiative der Bayerischen Industrie- und  
Handelskammern und der Bayerischen Handwerkskammern



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## SME Advisory Services

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