CELTIK NEXT – FRENCH FUNDING OPTIONS

07/09/2022
Bpifrance, a public investment bank, is the trusted partner for entrepreneurs

Bpifrance finances businesses from the seed phase to transfer to stock exchange listing, through loans, guarantees and equity. Bpifrance accompanies firms developing export activities and provides support for their innovation projects. Bpifrance also insures, now, their export activity through a large range of products*.

Consulting missions, training days, networking and acceleration programs have become an important part of the offer we propose to entrepreneurs.

* Bpifrance Assurance Export insures, on behalf of the State and under its control, your business overseas.

** in 2017.
Two funding options for French participants

Depending on your project size and type, Bpifrance offers two funding options:

- **i-Démo**
  - Minimum project size: 4 M€

- **Aide à l’innovation**
  - No minimum project size
APPEL À PROJETS

I-DÉMO N°2 - SOUTIEN AUX PROJETS STRUCTURANTS DE R&D&I

« i-Démo – support for structuring R&D projects »
The "i-Demo" call for projects of the France 2030 plan aims to develop industrial and service companies in buoyant markets that create value and competitiveness for our economy and contribute to energy, ecological and digital transitions.

Objectives:

- Breakthrough innovation
- Individual or collaborative R&D projects
- Companies and research actors
- Structuring of the sector

Targeted:
Direct economic benefits (including job creation, value creation) and technological benefits in the form of new products, services and technologies
Indirect benefits for the industry (in particular SMEs and ETIs)
## Expected projects

<table>
<thead>
<tr>
<th>COLLABORATIVE PROJECTS</th>
<th>INDIVIDUAL PROJECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>AT LEAST ONE SME OR ETI (LIMIT of 6 partners)</td>
<td>Carried by a single company, any size</td>
</tr>
<tr>
<td>Supported by a consortium of industrial and research partners</td>
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<tr>
<td>Include industrial research phases as well as experimental development phases, prior to marketing</td>
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<tr>
<td>MINIMUM PROJECT SIZE: 4 M€</td>
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<tr>
<td>Indicative duration: between 3 and 5 years</td>
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<tr>
<td>Projects causing significant environmental harm will be excluded</td>
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</table>
Selection criteria

Innovative character and added value of the project: relevance to the purpose of the call for proposals; maturity of the project, state of the art; degree of disruption of the innovation and characterization of the technological barriers to be overcome

The environmental performance of the project: Taking into account the ecological and energy transition

The capacity of the project leader to carry out the project: Skills of the team.

Economic impact of the project: Quality and robustness of the economic model; Potential market, analysis of the target market; Replicability of the project; Economic and social benefits of the project. Strategic character within a sector.
## Eligible expenses and applicable aid rates

### Eligible costs
- Salaries of internal staff
- Subcontracting (max. 30%)
- Amortization contributions
- Mission costs
- Related costs
- Internal re-invoicing

### Type of research

<table>
<thead>
<tr>
<th>Type of research</th>
<th>Small Business</th>
<th>Medium sized company</th>
<th>Large company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial research</td>
<td>70%</td>
<td>60%</td>
<td>50%</td>
</tr>
<tr>
<td></td>
<td>80%</td>
<td>75%</td>
<td>65%</td>
</tr>
<tr>
<td>Développement expérimental</td>
<td>45%</td>
<td>35%</td>
<td>25%</td>
</tr>
<tr>
<td></td>
<td>60%</td>
<td>50%</td>
<td>40%</td>
</tr>
</tbody>
</table>

### Type of actor

<table>
<thead>
<tr>
<th>Type of actor</th>
<th>Aid intensity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academic partners</td>
<td>100% of marginal costs</td>
</tr>
<tr>
<td></td>
<td>50% of full costs</td>
</tr>
<tr>
<td>Local authorities and similar</td>
<td>50% of full costs</td>
</tr>
</tbody>
</table>

*Between companies including at least one SME and no single company bears more than 70% of the eligible expenses;*

*Between a company and one or more research and knowledge dissemination organizations and the latter bear at least 10% of the eligible expenses and have the right to publish the results of their own research.*
NATURE OF THE GRANT
75% OF SUB FOR PROJECTS WITH A MAJORITY OF «INDUSTRIAL RESEARCH»
60% OF SUB FOR THE PROJECTS MAINLY «EXPERIMENTAL DEVELOPMENT»

IMPLEMENTATION AND FOLLOW-UP WITH BPIFRANCE
CONTRACTUALIZATION
PROJECT FOLLOW-UP
REPORTING
Selection process

Extranet Registration

Présélection

Submitting the complete file on the extranet

Hearing

1 month

Instruction

Contractualization

Jury d’audition

Calendrier :
Deadlines: 6th sept., 8th nov., 2022
3 jan., 7 march, 10 may, 20 june 2023

6 months (average time to grant notification)
The project description must be submitted to the following extranet websites:

(Accueil - Picxel | Extranet des Projets Innovants Collaboratifs (bpifrance.fr)

- The project description must be filled according to the file of documents available on the website

- A complete administrative and financial file will be requested in case of pre-selection of the project

- The full catalogue of eligibility and selection criteria can be viewed at https://www.bpifrance.fr/nos-appels-projets-concours/appel-projets-i-demo

Projets innovants collaboratifs et expertises en ligne

Bpifrance coordonne en lien avec l'Etat et les différentes directions de Bpifrance de nombreux programmes d'aide à l'innovation pour financer vos projets innovants.

Inscrivez-vous pour concourir.
Some tips to maximize your chances

- **Self-supporting specifications:** all selection criteria and conditions are explained
- **A simplified application form available**
- **An in-depth analysis of the impact criteria**
- **A contact point to answer your questions:** idemo@bpifrance.fr

https://www.bpifrance.fr/nos-appels-a-projets-concours/appel-a-projets-i-demo
« Aide à l’innovation »: funding conditions

BILATERAL AND MULTILATERAL CALLS FOR PROJECTS

- MINIMUM 1 FRENCH COMPANY AND 1 INTERNATIONAL COMPANY
- 50,000 TO 3 MILLION EUROS (IN AI & R&D INNOVATION LOAN*)
- ALL SECTORS OF ACTIVITY
- R&D PROJECT OF MAXIMUM 3 YEARS WITH COMMERCIALIZATION POTENTIAL

Within the limit of equity and quasi-equity
WHAT PROCESS FOR GETTING FUNDING?

1. YOU WANT TO DEVELOP A PRODUCT OR A SERVICE WITH A FOREIGN PARTNER

2. YOU CHECK FOR ELIGIBILITY FOR FUNDING WITH YOUR ACCOUNT MANAGER

3. YOU LAUNCH YOUR APPLICATION

4. YOUR APPLICATION IS EVALUATED

5. LET'S GO!

Any questions? Contact us!
WE SUPPORT YOUR APPLICATION

• Diagnostic Partenariat Technologique International (DIAG PTI), is a tool designed to assist the company in setting up their consortium, planning their project and preparing their application.

• You can use it for finding the right partners, securing your consortium agreement, or any other useful steps of your project.
HOW DOES IT WORK?

FUNDING OF A CONSULTANCY SERVICE

• You find an expert consultant to help you to set up your project.
• We finance 50% of the consulting service’s cost, up to €25,000 (excluding VAT) for consortium’s leader and €5000 for other participants.

HOW TO FIND AN EXPERT?

You can choose your expert, or we can recommend a list of experts who we know are suitable for this type of program.

More info here
/contact

clusters-eureka@bpifrance.fr

I-DEMO : idemo@bpifrance.fr

Aide à L’Innovation : international.innoproject@bpifrance.fr