

Supporting recovery and business transformation of
lighting & furniture SMEs for the Europe Industry of
Tomorrow

SILEO

2nd Open Call for Advanced Technology Uptake Projects

Online info webinar for SME Applicants

12th September 2024

11:00 – 12:00 CEST



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SILEO Eurocluster project mission & Consortium

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SILEO Eurocluster project is co-funded by the EU Single Market Programme – COSME Pillar.

It concretely supports the **EU SMEs from the lighting & furniture sector** to recover from the COVID-19 crisis, **become more resilient to future shocks, be better prepared for disruptions in supply and value chains, more sustainable in their business operations and stronger connected to industrial and advanced technologies ecosystems.**

SILEO Consortium is composed of 7 key industrial lighting and furniture clusters from Italy, France, Spain, Austria and Romania



LIGHTING & FURNITURE SMEs

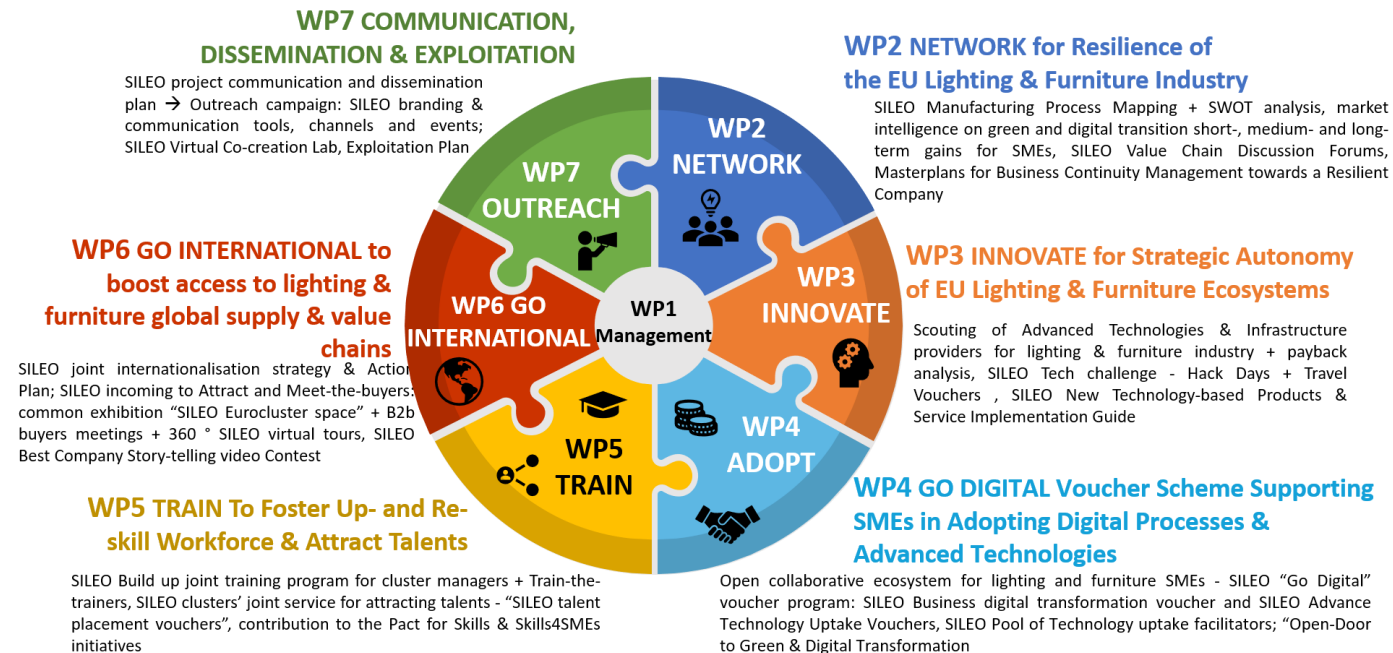


SILEO business support actions



SILEO supports SMEs with a set of wide-ranging but well-crafted direct financial and non-financial support measures, helping them to answer the digital and circular transition challenges.

SILEO offers strategic **market intelligence analysis** of the lighting & furniture sector to help SMEs start green and digital transition, tailored business expert consultancy, **training and talent placement programs**, support in capturing new international market opportunities, and setting **resilience preparedness masterplans for SMEs**, and much more 😊



SILEO Financial support to lighting & furniture SMEs envisages “Voucher programme” (cascade funding) including as follows:

GO DIGITAL Voucher scheme supporting adoption of digital processes & advanced technologies:

✓ 1° and 2° Call for Business Digital Transformation Projects (*calls closed*)

✓ 1° Call for Advanced Technology Uptake Projects (*call closed*)

→ 2° CALL FOR ADVANCED TECHNOLOGY UPTAKE PROJECTS IS OPEN!

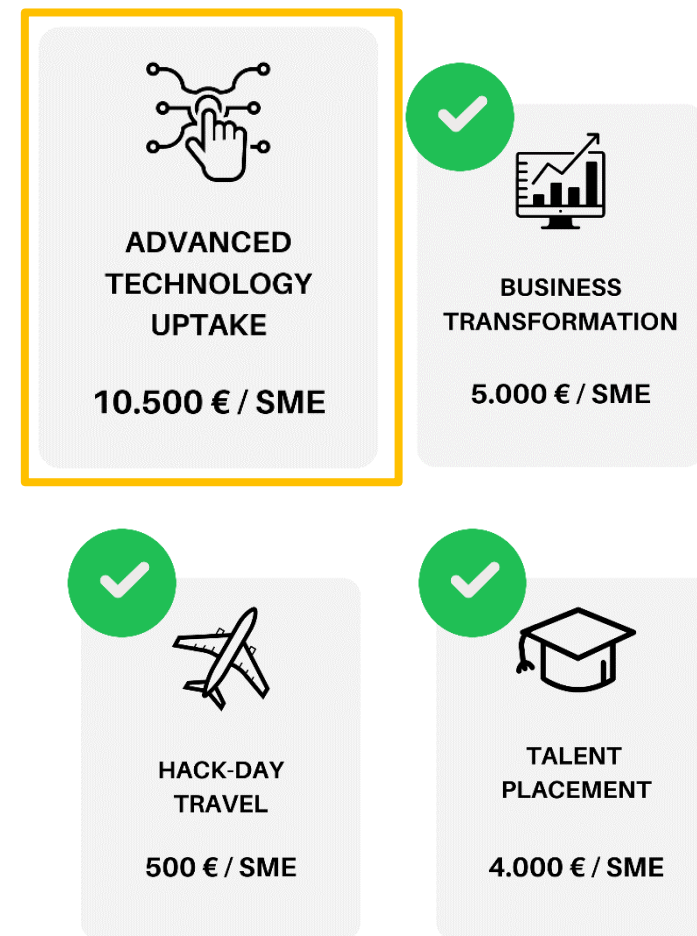
SILEO Hack Days to drive innovation in lighting & furniture - n°2 1-day international business and technological events for SMEs:

✓ Call for Travel Vouchers - Cluj-Napoca, Romania (event held on 13-14.06.2024 – call closed)

✓ Call for Travel vouchers - Padua, Italy (event scheduled on 16.10.2024 – call closed)

SILEO joint service for SMEs to attract talents:

✓ Call for Talent Placement Projects (*call closed*)



A grid of four voucher cards, each with a green checkmark icon in the top left corner. The top-left card is highlighted with a yellow border. Each card contains an icon, a title, and a value per SME.

Voucher Type	Value / SME
Advanced Technology Uptake	10.500 € / SME
Business Transformation	5.000 € / SME
Hack-Day Travel	500 € / SME
Talent Placement	4.000 € / SME

2nd Open Call for Advanced Technology Uptake Projects

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Financial support to SMEs to support the **development of strategic products and services, prototype new solutions, improvement of existing processes and methodologies and uncovering new growth opportunities**, from the digital and circular viewpoint, in collaboration with validated technology providers.

- ✓ Voucher amount: **max. 10.500 EUR / manufacturing SME** in the form of *lump sum*
- ✓ Applications from single manufacturing SME (no partnerships needed) from the lighting and furniture ecosystems and located in **EU 27 Member States or SMP program associated countries**
- ✓ Total Call budget: 262,500 EUR (about **25 SMEs will be funded**)
- ✓ **Prototyping of new products or services, pilot application, or both (services A, B, C)**

Call opening: 26.08.2024 at 10:00 CEST
Call closing: 25.10.2024 at 17:00 CEST



2° Open Call for Advanced Technology Uptake Projects



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An opportunity for **lighting and furniture SMEs** to effectively uptake the advanced technologies or digital/circular solutions into their business through the following activities:

- ✓ Prototyping
- ✓ Pilot application

in collaboration with validated **Technology Providers**

DEADLINE **25.10.2024 17:00 CEST**

Financial support for SME/project **EUR 10.500**

To apply visit www.clustersubmissionplatform.eu

Objectives of the Advanced Tech Uptake Projects

A) Prototyping of new products or services

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A) Prototyping of new products or services

Support lighting/furniture SMEs in the prototyping of new product(s) or service(s) using advanced technology(ies) or digital solution(s) considered strategic for business development.

The technology provider(s) shall support the SME to bridge the gap between the concept and reality, as prototyping is a vital step in transforming the idea into a functional product or service design.

The following aspects must be respected:

- ✓ The prototyping process must be executed using advanced technology(ies) and/or digital innovations (i.e. 3D printing-enabled rapid prototyping, the Internet of Things, generative design, augmented and virtual reality platforms, interactive prototyping, other) AND/OR must be focused on development/design of a new product/service prototype with embedded advanced technologies or digital solutions not present in the company current product portfolio.
- ✓ The prototyping processes shall include the development of the proof of concept to test the idea and then creating a model of the product/service to test functionality and desirability.
- ✓ The background qualitative and quantitative research should have already been executed, in order to have an idea of consumer desirability, manufacturability, marketability, competition, pricing sweet spots, margin opportunities, etc.
- ✓ The prototyping project can start both from the development of initial specifications and drawings or from detailed designs if the preliminary activities have already been executed.
- ✓ It shall include specific evaluation phases to gather feedback and assess the prototype product or service functionality, appearance and other features and the subsequent improvement phase.
- ✓ The prototyping project shall end with the final phase of the prototype product or service. It shall include the specifications for its pilot testing, application or demonstration, i.e. for setting a pilot production line or pilot service activities (test bed).



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B) Pilot application

C) Prototyping+Pilot application

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B) Pilot application

Pilot application project shall be aimed at testing whether the new prototyped product/service AND/OR selected advanced technology/digital solution for business operations is working as it was designed and can meet a given set of business requirements in terms of advanced technology uptake. Pilot application project shall identify whether the prototype or technology to be integrated is a viable option for the SME path forward towards more digital and green business growth.

Pilot application project can consider the following activities:

- ✓ Testing, validation and demonstration of the new prototyped product(s) or service(s), developed with the use of advanced technologies or digital solutions, in an industry-relevant (operational) environment, including test beds and small pilot production lines;
and/or
- ✓ Integration, testing and validation of the selected advanced technology(ies) and/or digital solution(s) application within a specific production, manufacturing, commercial, or operations management process/phases in order to significantly renew, upgrade and /or make them more sustainable and circular.

C) Prototyping + Pilot application

This type of project combines prototyping and pilot application phases (A + B, as described above) in one project. All the specifications and requirements described in the above-listed project typologies (A and B) must be observed.

Please note that if an SME applicant chooses this type of combined project, the maximum project duration of 6 months must be respected.

Open Call for Advanced Technology Uptake Projects

→ **Expert services**

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- ✓ An SME can apply only to one of the 3 expert services – A), B), or C) described before.
- ✓ Application must be submitted by an individual SME with **specified technology expert (one or more) selected from the SILEO Pool of Technology Uptake Facilitators**.
- ✓ Projects (*understood as the **activities** implemented by the SME applicant with the technology provider(s)*) must have a duration of min. 3 months and max. 6 months (planned project start date in December 2024). *All projects awarded under this Open Call must be completed by 30 June 2025.*
- ✓ **The selected advanced technology and/or digital solution for one of the 3 technology uptake services (A, B or C) must be known and have a TRL (Technology Readiness Level) of at least 4 (the technology should be at least validated in the laboratory).**

The non-exhaustive list of advanced technologies and digital solutions considered as strategic for the lighting and furniture sector is available in the Guide for Applicants in Section 1.1 “Advanced technologies and digital solutions”.



Open Call for Advanced Technology Uptake Projects

→ Pool of Technology Uptake Facilitators

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The **SME applicant must select technology provider(s) from the SILEO Pool of Technology Uptake Facilitators to develop their advanced technology uptake project.**

The Pool is a database that includes all the organisations who have expressed their interest and willingness to support SMEs in their digital & green transition pathway and answered the specific **Call for Expression of Interest** (<https://elcacluster.eu/our-projects/sileo/#ExpressionOfInterest/>) launched by SILEO Consortium partners, and open until two weeks before the Open Call closure (11/10/2024).



The updated version of the SILEO Pool of Technology Uptake Facilitators is available on the **SILEO Submission Platform**.

The SME Applicant and the selected technology provider(s) must be two independent legal entities to avoid any conflict of interest.

A graphic for the SILEO Pool of Technology Providers. It features the SILEO logo at the top left, the EURO CLUSTERS logo at the top right, and a globe in the background. The main text reads 'SILEO POOL OF TECHNOLOGY PROVIDERS'. Below this, it states: 'SILEO Consortium is looking for **technology providers and green transition experts** to assist lighting and furniture SMEs in implementing specified measures for their digitalization and sustainability initiatives as part of the 2nd Open Call for Advanced Technology Uptake Projects!'. A red warning icon with a clock and exclamation mark is next to the text 'Deadline for applications 11.10.2024 | 16:00 CEST'. At the bottom, there is a globe icon and the URL 'www.elcacluster.eu/our-projects/sileo/#ExpressionOfInterest.com', and the European Union flag with the text 'Co-funded by the European Union'.

Open Call for Advanced Technology Uptake Projects

→ **Application portal & documents**

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Lighting and furniture SMEs shall submit their application form online through the [Clusters Submission Platform - SILEO portal](#) before the deadline, **25 October 2024 – 17:00 CEST**.



EUROCLUSTER CALLS CONTACT

Clusters Submission Platform

Welcome to the Cluster Submission Platform webpage!

Here you will learn about funding calls and other activities developed by several Euroclusters, and have the opportunity to participate in them, when active.

If you want to learn more about Euroclusters, visit the [main Euroclusters webpage on the European Cluster Collaboration Platform](#).

Explore our funding calls



→ Call guidelines and supporting documents are available on the online platform:

- Call main information
- Eligibility criteria
- Evaluation criteria
- Contracting process
- Rights & obligations of Applicants and SILEO Consortium
- Mandatory annexes – Declaration of Honour
- Contact persons
- FAQ



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Open Call for Advanced Technology Uptake Projects

→ Application process

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The screenshot shows the homepage of the Clusters Submission Platform. At the top left is the "Cluster Submission Platform" logo. The main heading is "Clusters Submission Platform". Below it, a welcome message states: "Welcome to the Cluster Submission Platform webpage! Here you will learn about funding calls and other activities developed by several Euroclusters, and have the opportunity to participate in them, when active. If you want to learn more about Euroclusters, visit the main Euroclusters webpage on the European Cluster Collaboration Platform." A blue button labeled "Explore our funding calls" is positioned below the text. To the right is a circular graphic with "SMP · Single Market Programme" around the top edge and the "EURO CLUSTERS" logo in the center. At the bottom, a section titled "BEHIND THE PROJECT" features the heading "Our partners" and three logos: "EURO CLUSTERS", "Friend CCI Create - Connect - Innovate", and a stylized purple and pink geometric shape.



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Open Call for Advanced Technology Uptake Projects

→ Application process

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SME applicants must register/log in to the [Submission Platform](#) and start the application process:

STEP 1.

Fill in the online fields with the applicant's information.

STEP 2.

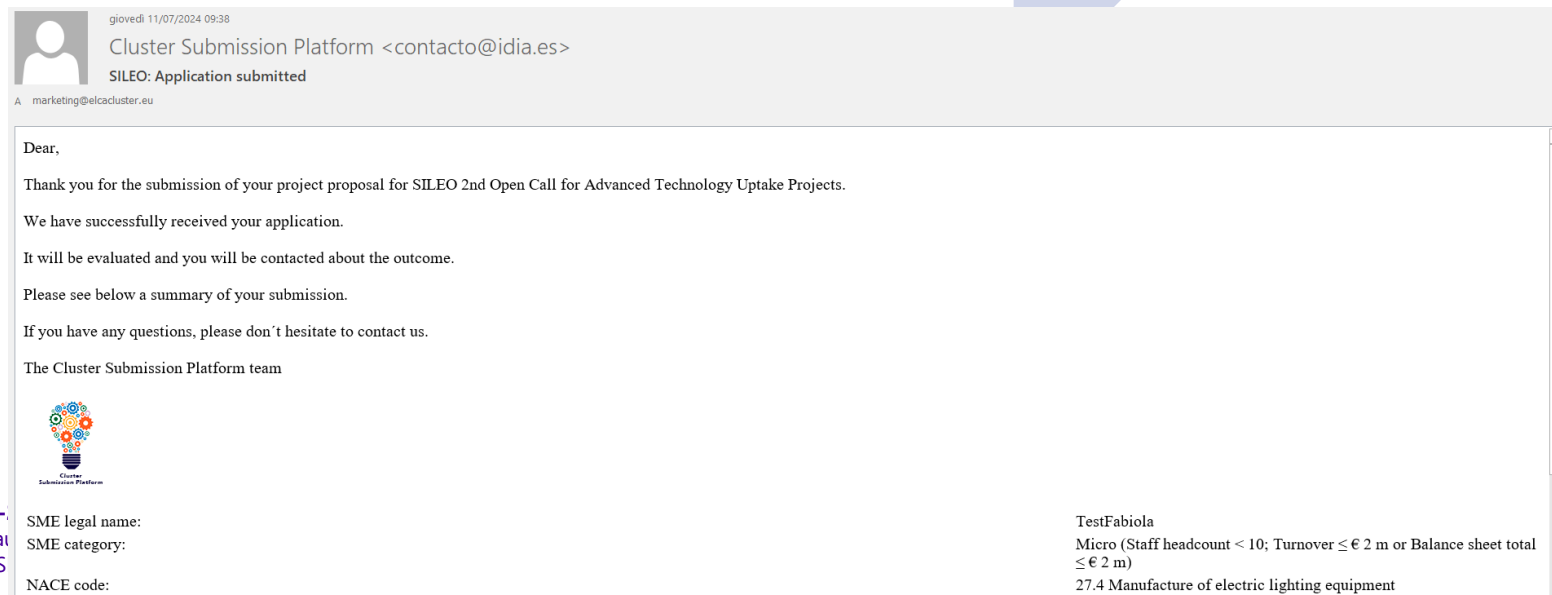
Upload the completed **SILEO Advanced Technology Uptake Project – technical part** (in PDF format).

STEP 3.

Upload the **signed Declaration of Honour** (in PDF format).

SUBMIT YOUR PROPOSAL!

- After the submission, all applicants will receive a confirmation email from <*Cluster Submission Platform contacto@idia.es*> with the registered date and time of the submission, along with all the uploaded documentation.



Open Call for Advanced Technology Uptake Projects

→ Final remarks



- ❖ An SME can choose **one or more technology providers** from the SILEO Pool of Technology Uptake Facilitators. The SME applicant and the technology provider(s) must be **independent legal entities** to avoid any conflict of interest.
- ❖ The application **must be completed in all its parts in English and submitted through the Submission Platform before the deadline.** An SME can submit one project idea. If more than one proposal submitted by the same applicant is identified, only the last proposal, which has been submitted, will be evaluated. Remember to sign and submit the *Declaration of Honour* (enter the requested information: name/surname, date, stamp, etc).
- ❖ **Payment scheme:** the requested lump sum amount will be transferred to the SME Beneficiary, as reimbursement, upon the presentation and approval of the **Final Technical Report** including the project performance description with results and documentation proving the project activities, list of incurred expenditures (technology provider(s)' invoices – proof of payment) and feedback section.
- ❖ **SME beneficiaries must set up internal agreements regulating their cooperation with the technology provider(s)** and the related payments (SME beneficiaries are responsible for paying the selected expert(s)). The collaboration contract between the SME and the expert(s) must be sent to the SILEO Consortium as a mandatory annex to the Sub-Grant Agreement, before the project start.

SILEO Open Call for Advanced Technology Uptake Projects

→ **HELPDESK / Contact persons**

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Country	SILEO Partner	Contact person
EU & SMP Associated countries	ELCA European Lighting Cluster Alliance	Marta Krakowiak marta.krakowiak@elcacluster.eu
France	Cluster Lumière	Mary Hadidi m.hadidi@cluster-lumiere.com
Spain	CICAT Lighting Cluster	Andrea Padré apadre@cicat.cat
Italy – Veneto Region	Rete di Imprese Luce in Veneto	Antonella Venza antonella.venza@luceinveneto.com
Austria	Business Upper Austria - OÖ. Wirtschaftsagentur GmbH (BIZUP) - Building Innovation Cluster (BIC)	Isabella Mantello isabella.mantello@biz-up.at
Romania	TFC Transylvanian Furniture Cluster	Andreea Toma andreea.toma@hygia.ro
Italy – FVG Region	Cluster Legno, Arredo e Sistema Casa FVG	Stefania Silvestri stefania.silvestri@clusterarredo.com



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Thank you for your attention!

Any questions?