



SmartPilots
Interreg Europe



European Union
European Regional
Development Fund

Regional Action Plan

Lombardy Region

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Action 1 Development of support actions addressed to local SMEs to improve their R&D capacities and facilitating their access to high performance infrastructures (voucher schemes)

1. The background *(please describe the lessons learnt from the project that constitute the basis for the development of this particular action)*

European Shared Pilot Facilities for the bio economy represent a strategic opportunity for SMEs to avoid the “valley of death” and reducing the risk linked to the upscaling process toward the market.

In Lombardy we don't actually have such open infrastructures but only private plants developed by medium and Big companies for own purposes.

To guarantee equal opportunities to regional companies and to support their competitiveness, the Region manages funds (both regional and structural) that can cover part of the R&D projects developed locally.

2. Action *(please list and describe the actions to be implemented)*

To stimulate R&D bio economy projects developed by SMEs and start ups, the Region can enlarge the scope of the actual funding scheme including, among the project costs, those related to the use of biobased facilities.

Since there are no such infrastructures on the regional territory, the companies could use such funds to access foreign plants.

ERDF funds in fact limit the benefit of the funds to subjects based on a specific territory but doesn't prevent these subjects to use them abroad if the requested expertise is not available at local level.

The Region is planning to enlarge the actual voucher tool for R&D project (within Law 29) also to bioeconomy projects that require piloting in dedicated plants.

3. Players involved *(please indicate the organisations in the region who are involved in the development and implementation of the action and explain their role)*

- Regional Government – decision about voucher scheme and budget definition
- Regional Green Chemistry Cluster – promotion towards companies
- Entrepreneurial associations – promotion toward companies and involvement in the evaluation phase

4. Timeframe

By the end of 2018

5. Costs *(if relevant)*

Amount of singular voucher not defined yet (to be defined according to inputs provided by SmartPilots+Pilots4U partners)

Action 1

6. Funding sources *(if relevant)*

ERDF funds

7. Programme management related implications *(decision-making process, financing allocation plan, call preparation plan - terms of reference, timeframe)*

- Initialisation of the proposal (DG Innovation + other involved DGs)
- Approval from Structural Funds Managing Authority
- Integration within the existing financial plan and allocation of resources
- Definition of timing
- Design and launch of the call
- Selection of proposals
- Funding and financial reviews
- Monitoring and follow up

8. Expected impact and results of the policy improvement

Increase of local competitiveness; improvement of international collaborations among companies and R&D organisations abroad; adequate respond to companies' demand for financial measures addressed to R&D projects; support to demonstration phase (in addition to basic research)

9. How will the implementation of this action be monitored

- Analysis of proposals funded
- Implementation of projects (periodic review until projects' conclusion)
- Interviews and questionnaires to beneficiaries about financial support received
- Follow up after projects' end (i.e. marketing of the products/services developed within the projects; private investments collected from VCs, Bas, banks, etc).

Action 2 Increase awareness among PA regarding biobased opportunities for the local development through a direct commitment of enterprise associations, financial organisations and public institutions

1. The background *(please describe the lessons learnt from the project that constitute the basis for the development of this particular action)*

One of the main issue related to bioeconomy is the trust on the products developed using biomass feedstock. The customers have still to be properly informed and to reach this goal, citizens, civil society, bioeconomy innovation networks, local research centers, business and industry stakeholders and various levels of government have to explore bio economic innovation processes in open and informed dialogues.

2. Action *(please list and describe the actions to be implemented)*

To allow a further development of bio economic practices, processes and products at the regional and the EU level, it's fundamental to reduce the existing cultural barriers. The Regional Government can play a strategic role by creating synergies with local stakeholders who can contribute to reach this goal. In particular the Region can promote the creation of working groups that can stimulate the discussion and bring data and inputs to the political level, toward the elaboration of regional initiatives.

The starting point could be the annual report developed by Intesa SanPaolo on bioeconomy in Europe: this document is annually developed by Intesa to present the current situation and analyse the value of bioeconomy in the economic scenario.

The strategy is to make an insight into the Regional situation, underlying strenghts, gaps and opportunities. The output can be then discussed and evaluated by the Regional Departments operating on bioeconomy as a strategic document for future plans and initiatives.

3. Players involved *(please indicate the organisations in the region who are involved in the development and implementation of the action and explain their role)*

- Regional government – to start working group
- Regional Cluster on Green Chemistry – local stakeholder, participating to the action
- Bioeconomy industrial association (Assobiotec) - local stakeholder, participating to the action
- Intesa San Paolo (private bank) – research and data analysis, leading the working group

4. Timeframe

Within 2018

5. Costs *(if relevant)*

na

Action 2

6. Funding sources *(if relevant)*

Those available within the Regional Plan and the bioeconomy strategy

7. Programme management related implications *(decision-making process, financing allocation plan, call preparation plan - terms of reference, timeframe)*

- Identification of all relevant stakeholders within the Regional Departments involved
- Constitution of working group
- Plan of actions and timeframe
- Elaboration of analysis document
- Presentation to political subjects for future development

8. Expected impact and results of the policy improvement

Thanks to the expertise of the Study and Research Direction within Intesa SanPaolo, that has been active on bioeconomy analysis for some years, the Regional Government could collect relevant info and input that can be used for the implementation strategy.

Thanks to the indications provided, the Region could increase its impact and address its supporting measures to specific needs and subjects.

9. How will the implementation of this action be monitored

New initiatives developed and launched on the regional territory addressed to local companies to improve bioeconomy projects.

Action 3 Create training programs for skilled people in the growing global bioeconomy that respond to the central challenges of the bioeconomy.

1. The background *(please describe the lessons learnt from the project that constitute the basis for the development of this particular action)*

The promoting process of Bioeconomy, within a broader development of a circular economy model, must therefore necessarily involve not only the productive / industrial system, but also the training one, towards a paradigm of education that allows the acquisition of a series of additional and transversal skills in terms of approaches, knowledge and soft-skills, to promote the widespread growth of common ground of culture on Bioeconomy.

2. Action *(please list and describe the actions to be implemented)*

Regional Government starting from the identification and reporting of specific needs of its territory, can provide a contribution to:

1. Promote and communicate specific information, education and training activities on the topics of chemistry from renewable sources and the Bioeconomy, in a broader way as a change in the paradigm of development;
2. Support the providers of transversal training and teaching proposal (such as specific courses within second cycle degree courses, first level Master, 2nd level Master's degrees in research and industrial PhD) that integrates the professionals figures in the agronomic / chemical / biological / pharmaceutical sectors along the chemical supply chain from renewable sources.

3. Players involved *(please indicate the organisations in the region who are involved in the development and implementation of the action and explain their role)*

- Regional Government – sponsor of the training offer
- Universities – implementing organisations
- National Industrial Associations & Technology Science Parks – sponsors and implementing organisations
- Industries – sponsors, hosting students for internship programmes
- Bank groups - sponsors

4. Timeframe

2018 – 2019

The proposed format has been taken by the experience of BioCirce, the first European Master in Bioeconomy in the Circular economy which offers an extensive training program for professionals interested in working within the bio-based goods and services industry using biological resources and bio-technological processes. The program is jointly offered by 4 Universities (University of Bologna, University of Milano-Bicocca, University of Naples Federico II, and University of Turin), and by non-academic partners (Intesa Sanpaolo, Novamont SpA, GFBiochemicals SpA, and PTP Science Park di Lodi), providing skills and expertise necessary to deal with the full range of issues in this complex field.

5. Costs *(if relevant)*

N.A.

Action 3

6. Funding sources *(if relevant)*

To be defined according to sponsors collected

7. Programme management related implications *(decision-making process, financing allocation plan, call preparation plan - terms of reference, timeframe)*

- Design of education and training project on bioeconomy
- Involvement of local relevant stakeholders
- Promotion toward students and trainees
- Launch of the call to select participants
- Implementation of the programmes
- Monitoring and follow up

8. Expected impact and results of the policy improvement

To foster professional and employment opportunities within the chemistry from renewable sources supply chain, encouraging the achievement of skills (including transversal ones and soft skills), and supporting projects pilot actions in the Green Jobs sector, taking advantage of the professionalism and skills already existing in the territories, in constant relation to the actual supply basin and the measurement the needs required by businesses and the market (e.g. through internships, traineeships, experiences of alternation between school and work).

9. How will the implementation of this action be monitored

- Implementation of training projects (degree courses, masters, specialization courses)
- Interviews and questionnaires to beneficiaries about financial support received
- Follow up after training

Action 4 Contribute to post H2020 schemes, providing inputs and best practices developed at Regional Level that could contribute designing a new effective financial

1. The background *(please describe the lessons learnt from the project that constitute the basis for the development of this particular action)*

The H2020 Programme for Research and Innovation has provided a number of opportunities for supporting the bioeconomy through collaborative research and innovation projects. Within this programme a scheme that could represent an added value for the companies developing R&D projects is the Seal of Excellence: in the event of non-granting of funding, an SME-applicant to SME instrument, with score above threshold but not granted, could receive funding through ERDF for Phase 1 projects.

This scheme has been adopted by Lombardy Region that supported local companies that could not benefit of direct funding but were appointed by a Seal of Excellence. Such companies could apply to a regional call for obtaining 30.000 € to be used for a project submission in Phase 2.

This approach has demonstrated to be successful in those regions where it has been applied and could represent a basis for a future improvement.

2. Action *(please list and describe the actions to be implemented)*

According to the experience collected, the Region could develop a dedicated instrument for those companies benefitting of the Seal of Excellence in Phase 2. This Phase, which is more competitive and with a high R&D efforts for the companies involved, could be supported partially by the Region through a lump sum. Within the accepted costs, also the use of external expertise provided by dedicated infrastructures (such as shared pilot facilities) can be accepted. This could have an impact on local companies regarding the improvement of bioeconomy projects.

3. Players involved *(please indicate the organisations in the region who are involved in the development and implementation of the action and explain their role)*

- Regional government – design the measure and manage the call
- APRE (Agency for the Promotion of European Research) – collecting info and data within a dedicated working group on the use of Structural Funds so as to support local authorities, in the implementation of concrete measures for companies developing research projects.

4. Timeframe

In 2019 (and in any case, after a dialogue with EC)

5. Costs *(if relevant)*

na

Action 4

6. Funding sources *(if relevant)*

na

7. Programme management related implications *(decision-making process, financing allocation plan, call preparation plan - terms of reference, timeframe)*

- Initialization of the proposal (DG Innovation + other involved DGs)
- Approval from Structural Funds Managing Authority
- Integration within the existing financial plan and allocation of resources
- Definition of timing
- Design and launch of the call
- Selection of proposals
- Funding and financial reviews
- Monitoring and follow up

8. Expected impact and results of the policy improvement

Increase of local competitiveness; improvement of international collaborations among companies and R&D organisations abroad; adequate respond to companies' demand for financial measures addressed to R&D projects; support to demonstration phase

9. How will the implementation of this action be monitored

- Analysis of proposals funded
- Implementation of projects (periodic review until projects' conclusion)
- Interviews and questionnaires to beneficiaries about financial support received
- Follow up after projects' end (i.e. marketing of the products/services developed within the projects; private investments collected from VCs, Bas, banks, etc).

Action 5 Promote joint actions (i.e. calls) to support projects promoted within Pilot Vanguard

1. The background *(please describe the lessons learnt from the project that constitute the basis for the development of this particular action)*

The innovative use of non-food biomass represents one of the most significant emerging industries at global level, as it can provide a significant contribution in tackling some of the most important contemporary challenges, e.g. climate change, increased sustainability, switch to renewable resources, re-industrialisation. Important initiatives and investments are quickly growing in this field but the market penetration of innovative bio-based products is still in its infancy and most resources are still allocated to face the challenges of scaling up production processes. The Bioeconomy Pilot in Vanguard aims at supporting the deployment of high TRL technologies, through the setting up of transregional value chains in an industry-driven process, where public support comes into play to help bridging the valley of death. The pilot aims at identifying critical challenges beyond the capabilities of a single region to team up skills, energies and resources that can make a difference in market terms.

2. Action *(please list and describe the actions to be implemented)*

Within the Vanguard initiative, Lombardy Region has the goal to find paths for the growth of the territory by leveraging on the strengths and turning weaknesses into opportunities. Going from a bottom-up approach - based on traditional sectors – it aims at moving to an horizontal approach, with a vision structured around systems of competence and expertise. The challenge is helping the productive system intercepting and seizing new market opportunities, accompanying traditional industries in the transition and specialization towards emerging industries.

To reach this goal, Vanguard can operate as an «incubator» of new projects that could be funded by the Regional Government.

3. Players involved *(please indicate the organisations in the region who are involved in the development and implementation of the action and explain their role)*

- Innovation and R&D department – to initiate the process
- Vanguard Initiative (Vanguard board + Regional Green Chemistry Cluster)

4. Timeframe

2018 - 2019

5. Costs *(if relevant)*

Not defined yet

Action 5

6. Funding sources *(if relevant)*

Regional funds

7. Programme management related implications *(decision-making process, financing allocation plan, call preparation plan - terms of reference, timeframe)*

- Initialization of the proposal (DG Innovation + other involved DGs)
- Approval from Structural Funds Managing Authority
- Integration within the existing financial plan and allocation of resources
- Definition of timing
- Design and launch of the call
- Selection of proposals
- Funding and financial reviews
- Monitoring and follow up

8. Expected impact and results of the policy improvement

Financial support to very innovative and high level projects; adequate respond to companies' demand for financial measures addressed to R&D projects

9. How will the implementation of this action be monitored

- Analysis of proposals funded
- Implementation of projects (periodic review until projects' conclusion)
- Interviews and questionnaires to beneficiaries about financial support received
- Follow up after projects' end (i.e. marketing of the products/services developed within the projects; private investments collected from VCs, Bas, banks, etc.).

Our Regional Action Plan will be endorsed (signed) by:

- Regional Government – ERDF MA (?)
- Regional Government – R&I Dept. Director (?)
- NNN
- NNN

Questions?

Remarks?

Suggestions?



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Thank you!

Questions welcome