



The **SME instrument** has been designed specifically for single or groups of highly innovative SMEs with international ambitions, determined to turn strong, innovative business ideas into winners on the market.

The SME instrument provides full-cycle business innovation support from the stage of business idea conception and planning (phase I) over business plan execution and demonstration (phase II) to commercialisation (phase III). Participants will be able to call on business innovation coaching for the duration of their project.

Phase I (proof-of-concept): Exploration of the scientific or technical feasibility and commercial potential of the new idea in order to develop an innovation project, with the help of a € 50,000 grant.

Phase II (development & demonstration): Development of a sound, ground-breaking business idea further with the help of a grant in the order of € 500,000 to 3 million into a market-ready product, service or process!

Phase III (go-to-market): Additional EU support to enter the market successfully (no grants). Climate-KIC is one of the Knowledge and Innovation Communities (KICs) created in 2010 by the European Institute of Innovation and Technology (EIT), the EU body tasked with creating sustainable European growth while dealing with the global challenges of our time. Climate-KIC consists of an international network of companies, academic institutions and the public sector.

Mater Dynamics got SME Instrument Phase 1 business grant in 2017.



<http://ec.europa.eu/programmes/horizon2020/en/h2020-section/sme-instrument>

Go big or go home! That was our mindset when we applied for the Phase One SME Instrument grant. We were aware that the acceptance rate was 8.4%, and Mater Dynamics would be competing with other top-of-notch European SMEs and spin-offs from prestigious academic institutions. However, we also knew that our product was solving major problems regarding food safety and traceability, where data from current pilots at that time have proven QStamp® with a Technology Readiness



Level 6. It was time to prepare our internationalization and address clients with challenging problems for QStamp®. After getting the grant, we took the opportunity to complete our feasibility study and hire new team members. From that moment, Mater Dynamics is recognized as one of the most innovative European start-ups.