

המינהלת הישראלית למו"פ האירופי  
**The Israel-Europe R&D Directorate**

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**Your Port to R&D in ISRAEL**

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**Uzi Bar-Sadeh**

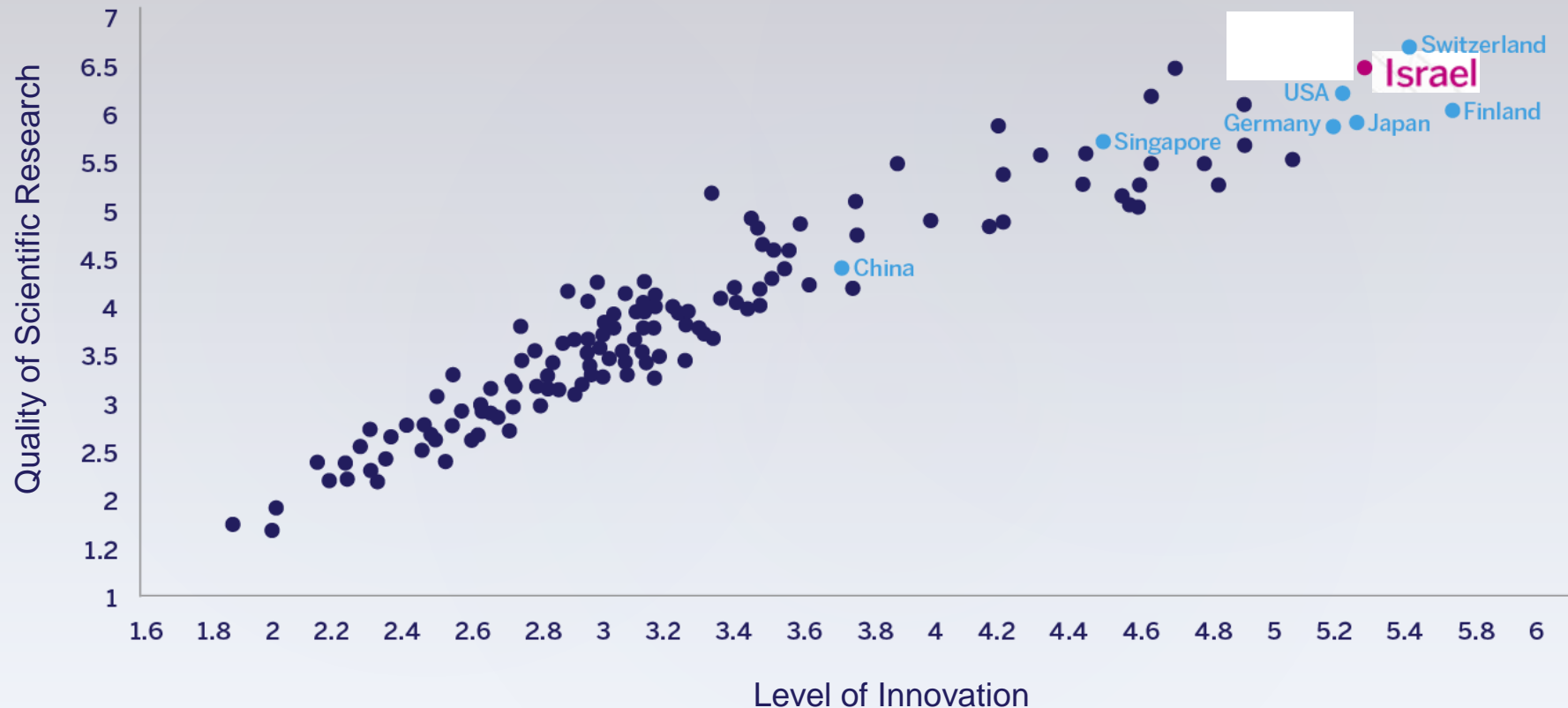
Praha  
November 2018



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# Israel – some facts and figures

# Israel is a Global Leader in Research and Innovation





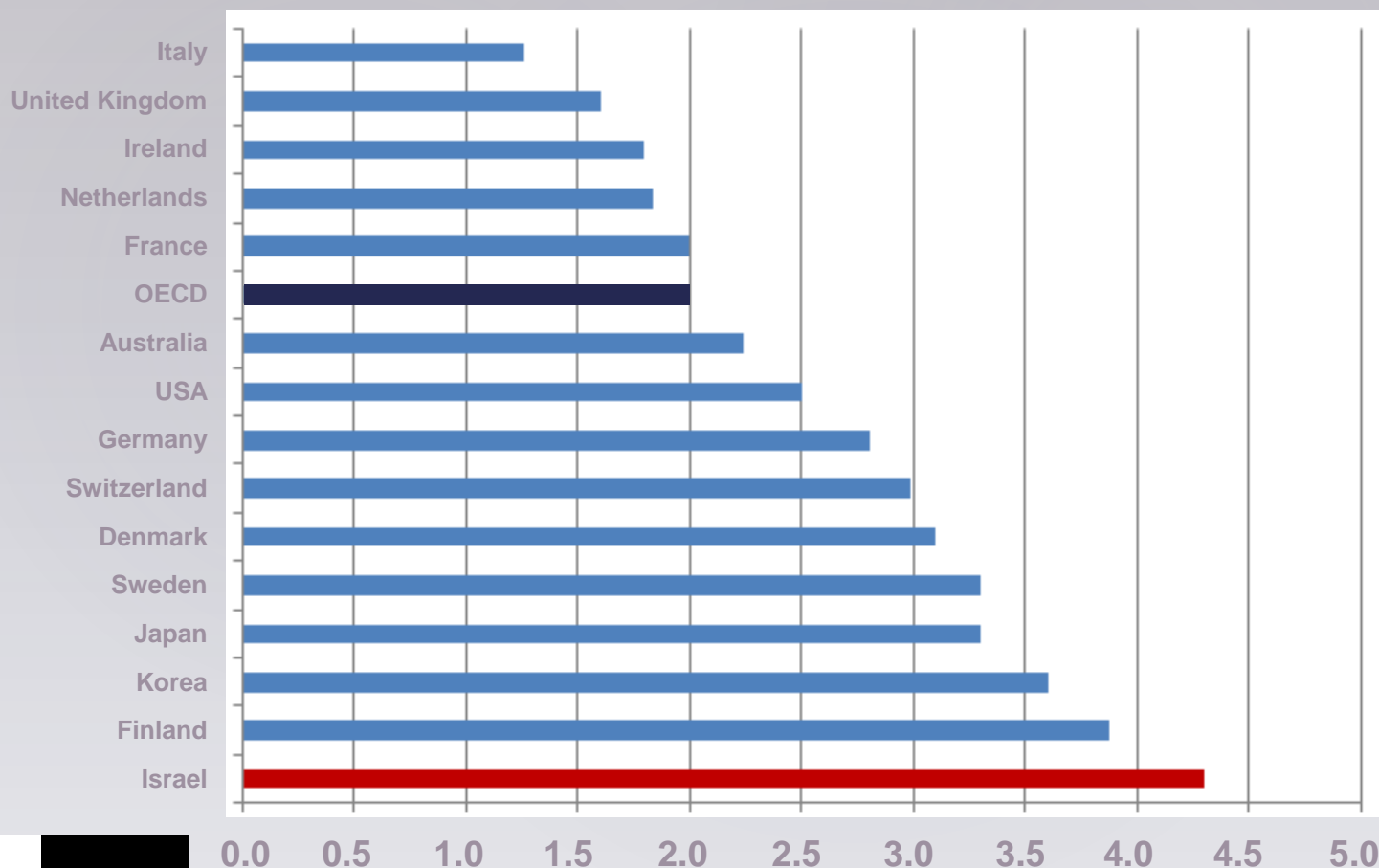
# The hi-tech sector contributes significantly to Israel's Industrial Export

Hi-Tech Export Contribution to the Total Industrial Export \$M



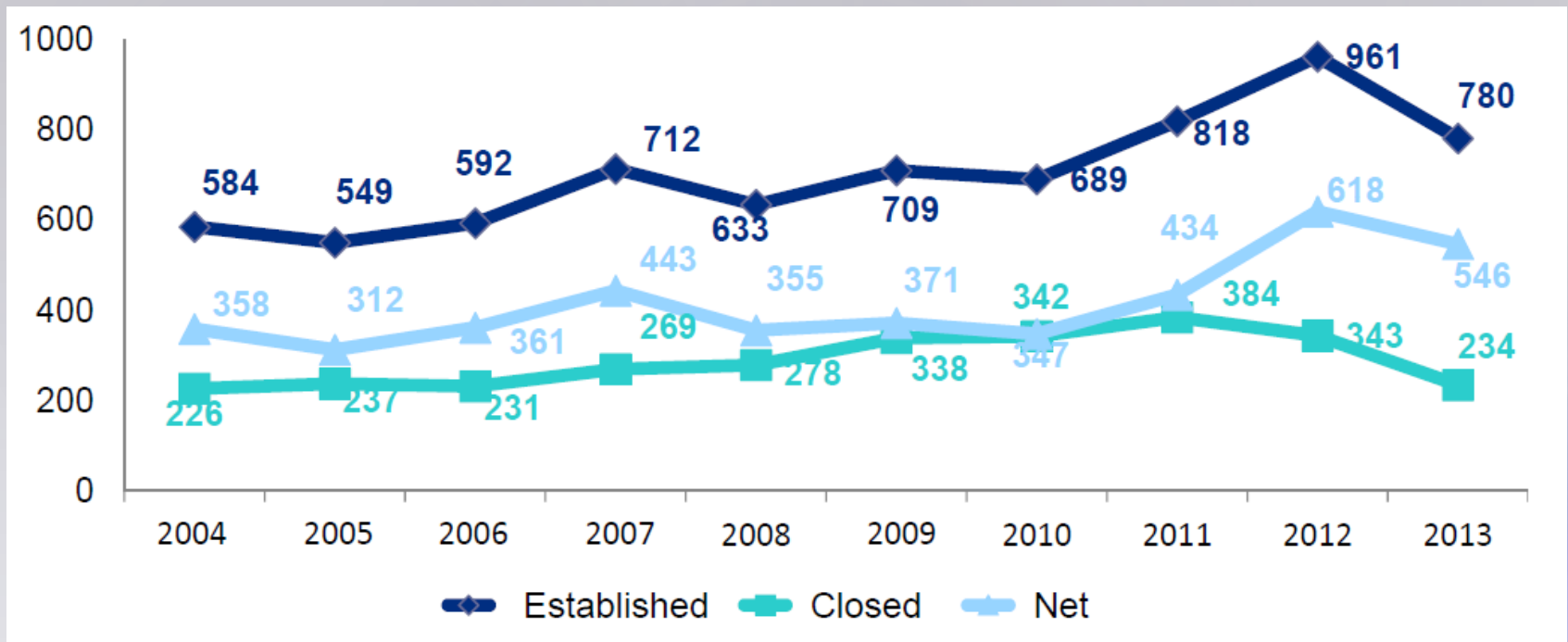
# Spend on civilian R&D is quite high

Spend on civilian R&D as a percentage of the GDP



# A few startup-related figures

10 Year Total – New: 7,027, Closed: 2,882, Net: 4,145,  
2013 – 41% of founded startups are in the internet sector



IVC Research Center, 2014



## ➤ Attracting many MNCs



➤ 300

R&D centers

➤ 50%  
of hi-tech  
workforce



# The Innovation Ecosystem is Complex

Researchers



Entrepreneurs



High skilled workers



Funds



Research  
Facilities



Industry



Government



IP Protection  
Laws





# ➤ Principles of Innovation Policy



## Neutrality

Grants based solely on technological excellence and business potential



## Risk Taking

Financing firms with conditional loans; repayment based on royalties (no equity taken)



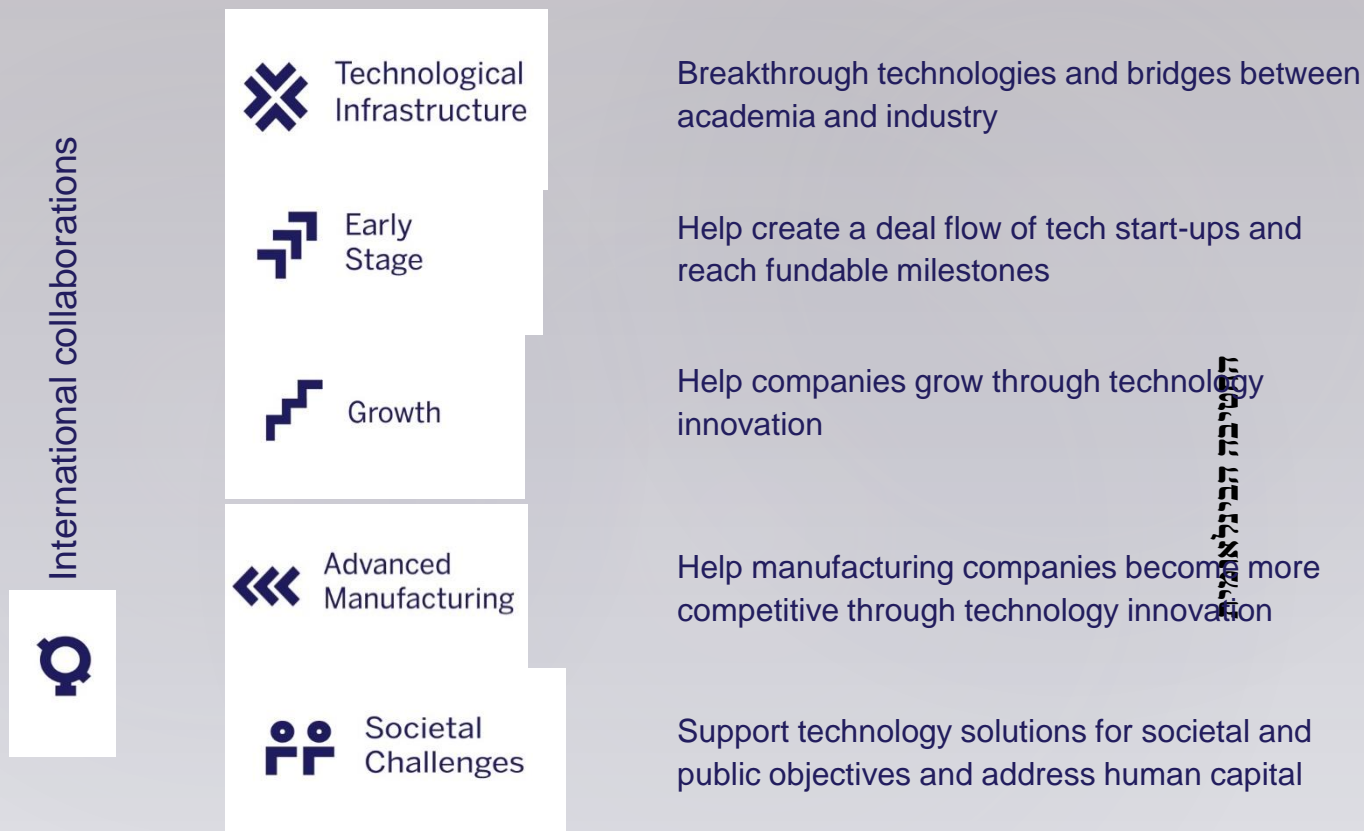
## Matching

Matching government money with private money

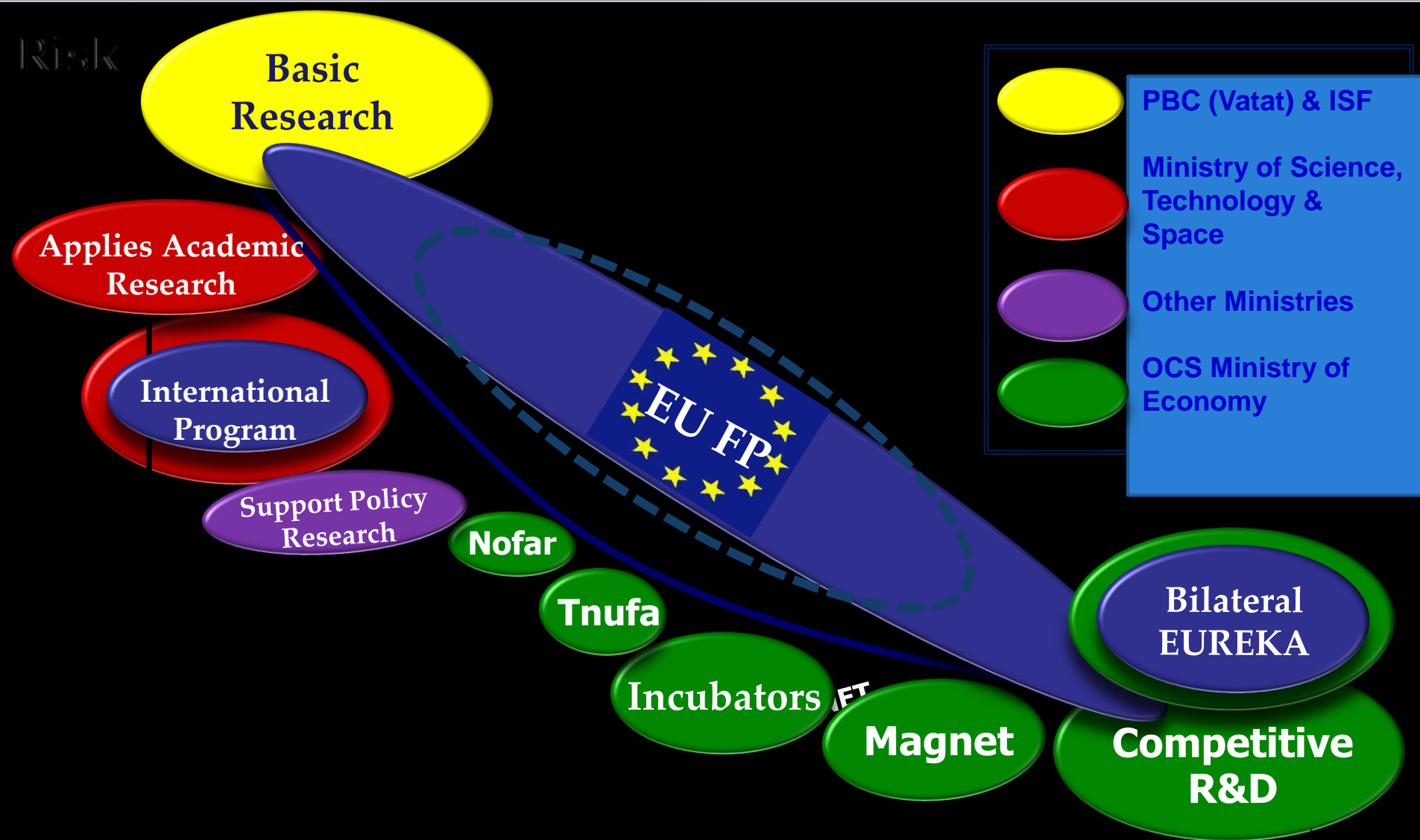
Enabling the Market-  
Not Leading It



# ➤ Organizational Structure



# Support Programs Along the R&D Chain



# ➤ Tnufa

Tnufa supports entrepreneurs in order to prove initial feasibility for innovative technological ideas

**Project Period:** 1-2 years

**Project budget:** up to ~\$60K

Government grant: 85% of budget

Private investment: 15% of budget

**Project Approvals:** 120-150 per year

**Payback:** 3%-3.5% from revenue

**Expenses:** Prototyping and proving technological feasibility, IP protection and initial business development





# 2017 By the Numbers



# ➤ The Network of International Collaboration in R&D

## North America

United States:

**BIRD**  
(Foundation)

New York  
Massachusetts  
Maryland

Oregon  
Virginia  
Wisconsin  
Colorado  
Illinois

Canada:

**CIIRDF**  
(Foundation)  
Ontario

## South America

Argentina  
Uruguay  
Brazil

## Europe\*

France  
Russia (Rusnano,  
Skolkovo)  
Italy  
Germany  
Greece  
Denmark  
Hungary  
Turkey  
Portugal  
Finland  
Sweden  
Czech Republic  
Bulgaria  
Lithuania

Slovenia  
Ireland  
Belgium (Flandria)  
Netherlands  
Cyprus

## Asia

China (Jiangsu, MOST,  
Shanghai, Shenzhen,  
Guangdong, Shandong,  
Zhejiang, Hong Kong)

Taiwan

Japan

India (i4RD – Federal,  
Karnataka)

**KORIL-RDF-Korea**  
(Foundation)

**SIIRD-Singapore**  
(Foundation)

## Australia (Victoria)

*Horizon2020*

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\* Most of the countries - through EUREKA/ Eurostars (40 countries Multilateral Initiative)

# Platforms for R&D cooperation

- Eureka track
- Eurostars
- HORIZON 2020
- Bilateral calls for proposals

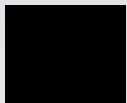
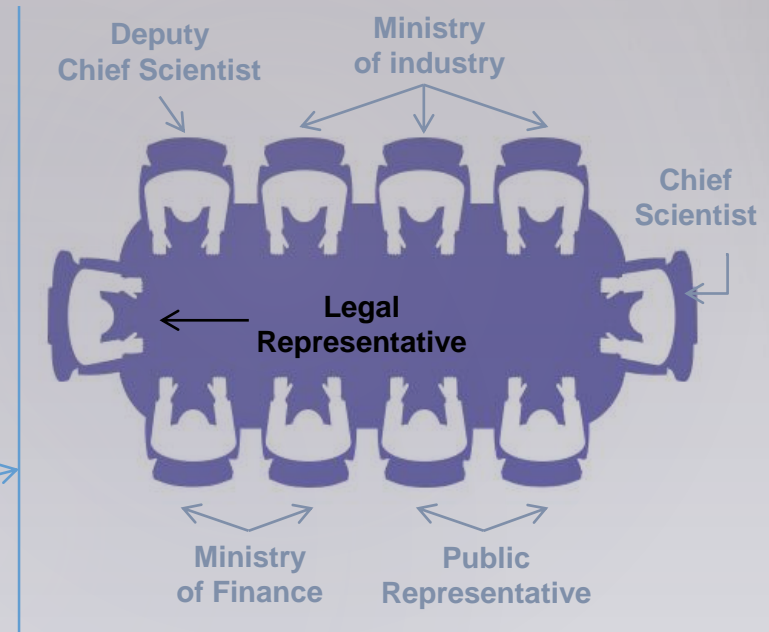
# Local Project

- Governed - by the R&D Law
- Financed - by the OCS R&D fund
- Subjected - to the regulation and procedures of the OCS
- Approval - by the R&D Committee Project
- The above applies also to the BI-National Projects



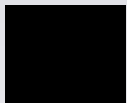
# The Evaluation Process

1. **Submission by Applicants to the OCS**
  - Through an online system
2. **Evaluation process**
  - Nominating an evaluator
  - On-site evaluation
  - Final report
3. **Decision made by the Research Committee:**
  - Approval/disapproval, budget and % support
4. **Payment:**
  - Company gets immediately partial advance money.
  - EoQ: writes final technical and financial report to receive next installment.



# Evaluation Criteria

1. The **technology** aspect (innovation, originality, risk, technological assets, IP)
2. The **commercial** aspect (potential, markets, marketing, customers, sales, margins, manufacturing, economic benefits)
3. The **capabilities and competence** of the company
4. In case of international cooperation: **the synergy**





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## Strings attached

Funding (20%-50%) is matched with private money

Financing is done through grants (no equity) – but these become loans upon success



## Examples of Approved Bilateral/Eureka Projects

- Cheaper electric driving with no precious metals: Volkswagen (DE)- CellEra (IL)

New Corrugated Carton Antimicrobial Active Packages Based  
On Anti Quorum Sensing Agents For The Conservation Of  
Foods ➤

✂ Sae De Carton Ondulado (ES)

✂ Bg Technologies (IL)



# Examples of Approved Bilateral/Eureka Projects

- Gnss Module, Gnss Antenna Module
  - ⌘ Advanced Automotive Antennas (ES)
  - ⌘ Oringgps (IL)
- Miniature Disposable Pump for Steady Supply of Therapeutic Drugs: Harro Hofliger (DE)- SteadyMed (IL)

## Examples of Approved Bilateral & Eureka Projects

- **e\*4231 Insider ( CZ, HU, IL)**- targets the need for a better inner-perimeter monitoring and security in general, where people that have access to restricted areas may use their permission for unauthorized activities.
- **Regenerative medicine product for treatment of secondary effects of T2DM. 4Medical Innovation (CZ)- Stem Cell Medicine (IL)**

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For Partner Searches:

<https://finder.startupnationcentral.org/>

Funding Agency





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Thank You