

The **SME Instrument** funding opportunity

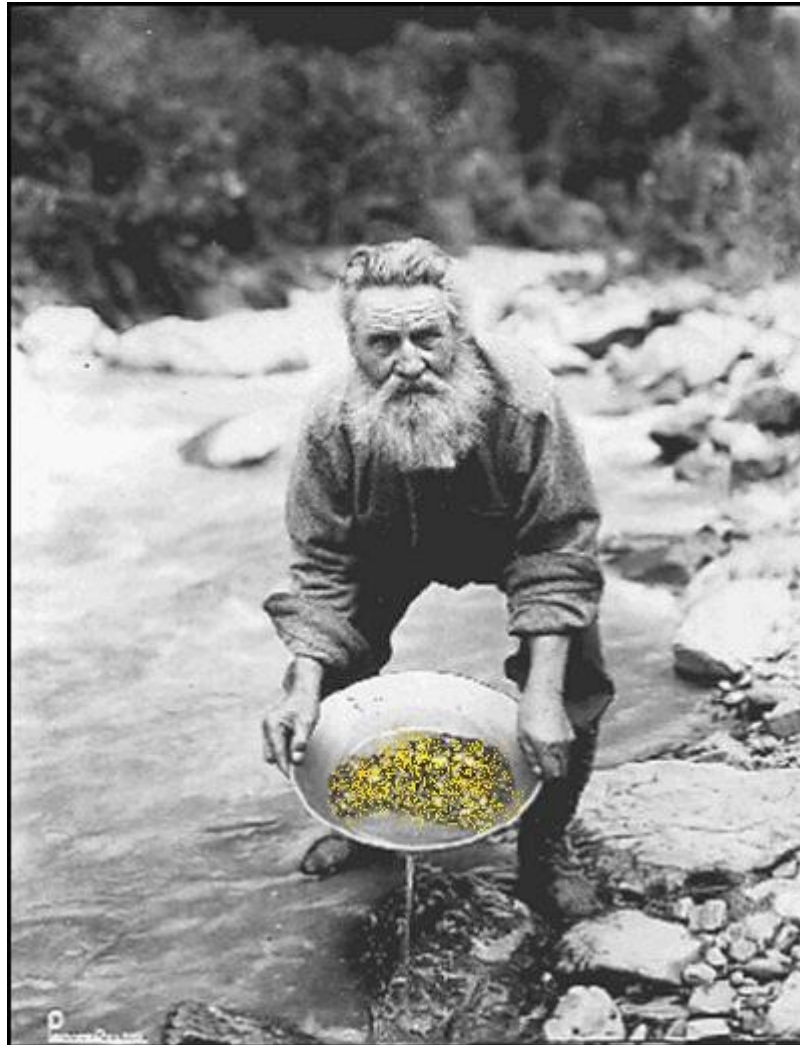
Fabio Manzi



Vision without execution is just hallucination

AWFUL IDEA	= -1	NO EXECUTION	= \$1
WEAK IDEA	= 1	WEAK EXECUTION	= \$1000
SO-SO IDEA	= 5	SO-SO EXECUTION	= \$10,000
GOOD IDEA	= 10	GOOD EXECUTION	= \$100,000
GREAT IDEA	= 15	GREAT EXECUTION	= \$1,000,000
BRILLIANT IDEA	= 20	BRILLIANT EXECUTION	= \$10,000,000

The same old question



My prototype



The SME Instrument

Phase 1



- Concept & Feasibility Assessment
- Idea to Concept and Business Plan
- Max. 6 months project
- 50k€ + coaching

Phase 2



- Demonstration and R&D
- Concept to Market Maturity
- 12-24 months project
- 0,5M€- 2,5M€ + coaching

Phase 3



- Commercialisation
- Market-Maturity to Market Launch
- Risk Finance
- Promotion, training & networking

Numbers



740M

2016-2017 budget



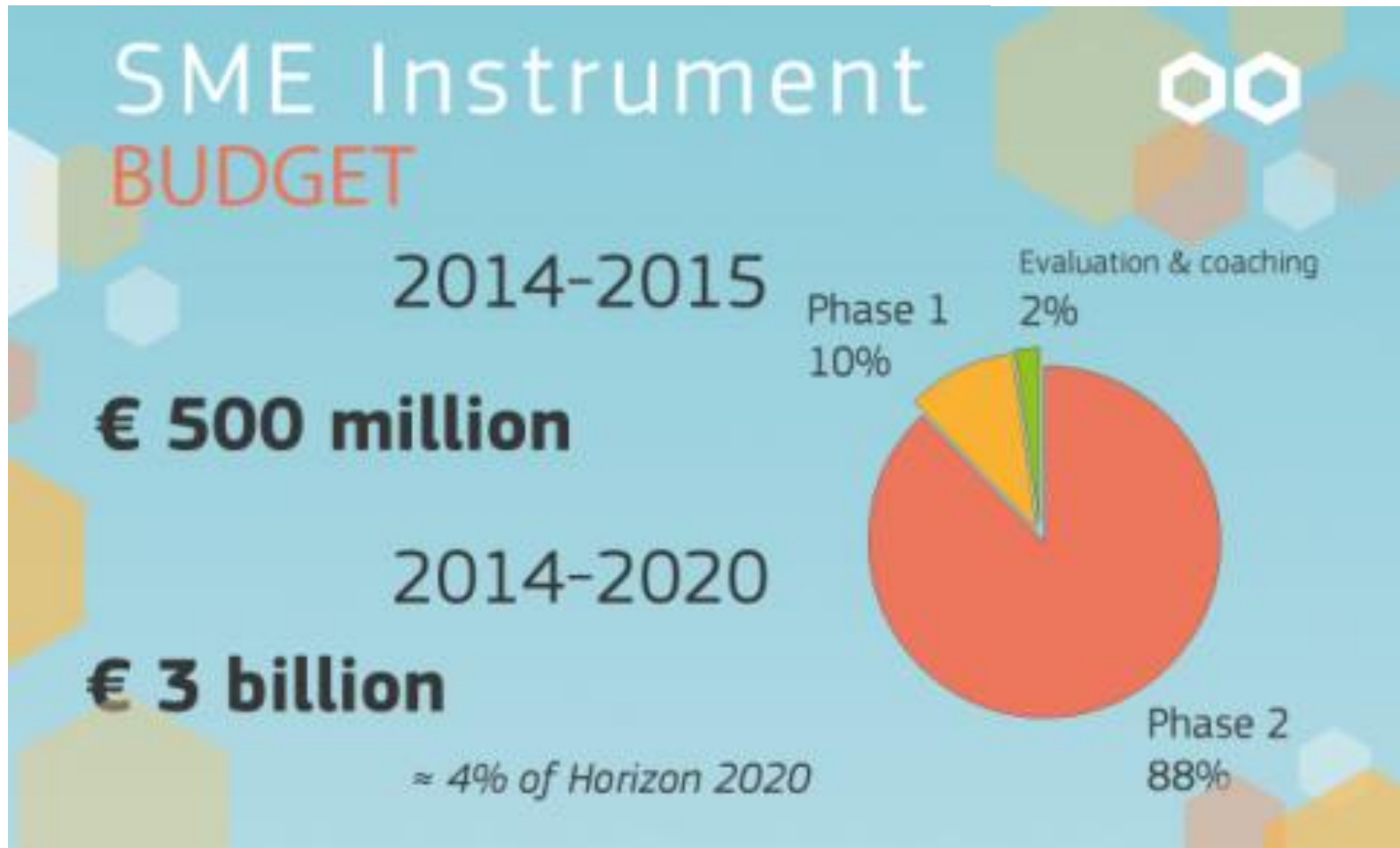
44%

budget increase compared to the previous 2-year period



2000

support innovative SMEs in 2016 and 2017



Why HERE why NOW



The agreement with Ukraine entered into force
on 17 August 2015

THANKS!

- See you at the coffee-break before I go back to the future!



info@alientt.com



www.alientt.com

Fabio Manzi