



Hi iberia

AN SME WITH 11 RUNNING R&D PROJECTS

PYME INNOVADORA

Válido hasta el 31 de diciembre de 2018



ABOUT US

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HI iberia is a Spanish SME with more than 25 years of experience providing ICT solutions and innovating in areas such as: defence, security, health, transport or naval engineering.

Main expertise areas of the company are: Artificial intelligence, natural language processing, big data and applications developments.

The company accounts in 2020 with 110 engineers and a turnover of 5M€.





Running R&D projects

Currently 11 projects running

Projects are around main interests areas of the company

Projects are under different programmes and funding schemes

Many of them are trying to improve existing company products

These is our annual limit of projects, as our department size is limited

Running R&D projects



Artificial Intelligence



eHealth and wellbeing



Security



Embedded systems and Blockchain



What do we analyse when deciding to join a Project?



Is it aligned with our objectives?



Does the expected impact of the solution match our plans?



Which is the funding instrument associated?



How much should we invest?



Are there other kind of requirements such as bank guarantees?



What is the payment procedure?



SMEs have limited resources 🖱️

Sometimes we can not go ahead with all the proposals or approved projects. We need to decide

Domain interest + Funding

R&D is risky 🖱️ **The more funding, the more risks the company can take**


More competitive and innovative products will reach the market

SMEs have limited budget for R&D investment 🖱️ **Higher funding rates, more projects and research lines**

Important aspects

SME FRIENDLY CALL?

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- ◆ What is the most important aspect of a funding call?
 - ◆ Do the current funding instruments implement the SME specifics sufficiently?
 - ◆ Is there any no-go for your SME to participate in a funding instrument.
 - ◆ Which funding instrument is best adapted to SME participation?
 - ◆ Suggestions for the future
 - ◆ Funding scheme and payment procedure
 - ◆ Not really, currently the difference is a 10% vs Large Companies for example.
 - ◆ For sure, funding rate is crucial. But it also depends on the TRL
 - ◆ Grants of more than 50%. SMEs have higher risks in R&D projects due to their size, volume, etc.
 - ◆ Better funding rates
Initial pre-funding



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Thank you
The logo for HI iberia, featuring a stylized globe icon to the left of the text "HI iberia".