



# ENRICH in LAC

EOI: Call for Support in the  
Exploitation of Results

## 1. Call Description

The European Network of Research and Innovation Centres and Hubs in Latin America and Caribbean (ENRICH in LAC), is a 2021–2023 European Commission (EC) funded project under the Horizon 2020 program, aspires to develop and enhance innovation cooperation between Latin America, the Caribbean (LAC), and Europe by promoting both regions' capacities for international cooperation.

With that in mind, this document provides information on the **EOI: Call for Support in the Exploitation of Results** to provide a free-of-charge service for ten Horizon 2020 (H2020) and/or Horizon Europe (HE) projects with geographical scope in Europe and/or LAC that need assistance in developing the exploitation of their project's results. Projects with a focus on research and innovation in sustainable urbanization, bioeconomy, Information and Communication Technology (ICT) or Digitalization/Industry 4.0, through High-Performance Computing (HPC) deployment, and in Renewable Energy will be prioritized.

ENRICH in LAC will provide one online workshop and one mentoring session (one-on-one) to help in the exploitation of the results from finished and/or continuing research initiatives through three options of support services:

- I. **Project Risk Analysis – Learn to identify the risks and potential obstacles to the exploitation of project results towards Europe and in LAC.**
- II. **Business Plan Development – Learn how to support projects towards commercialisation of their products or services.**
- III. **Assistance for Patenting – Learn the different stages of protection of intellectual property rights in LAC and/or in the EU.**

## 2. Eligibility

To qualify for the above-mentioned services, projects should follow some crucial parameters:

- 1) Must be a Horizon 2020 or Horizon Europe funded project.
- 2) The selected project should ideally focus in the following priority fields (not exclusively):

- ICT - Digitalization/Industry 4.0.
  - Renewable energy.
  - Sustainable urbanization.
  - Bioeconomy.
- 3) The geographic focus should be on at least one of the two regions: Europe (i.e., European Union Member States) or LAC (i.e., Argentina, Brazil, Chile, Colombia, and Uruguay), and should promote investment, research, and/or development in at least one of the two regions.
  - 4) Any member of the consortium can be a representative for the submission of application for this call.
  - 5) Matured projects will be given priority due to the fact that their results will probably be more developed and reliable given the later stage that the projects are potentially undergoing.

### 3. Submission of Application

An [Application Form](#) is available at the ENRICH in LAC website to be downloaded and filled out with the required information.

Please send the filled form to the emails [carolinaoliveira@spi.pt](mailto:carolinaoliveira@spi.pt) with carbon copy to [franciscorocha@spi.pt](mailto:franciscorocha@spi.pt) and [ivansavieira@spi.pt](mailto:ivansavieira@spi.pt).

The deadline for applications sent by email is **07/07/2023 by 7 pm CET**.

### 4. Evaluation and Selection

A team of professionals from the ENRICH in LAC Project will get in touch with the selected applicants after the deadline, to review further information and confirm participation in the first activity.

On **12/07/2023**, the projects will be chosen and contacted for further information.

## **5. Activities Foreseen**

As before-mentioned this call aims to offer consulting services to H2020 and HE projects, which will be divided in two activities.

### **Activity 1 – Opening Session and Training Workshops**

The selected projects will participate in an opening session about marketing analysis tools for the exploitation of results, following a training workshop in the support service chosen: Project Risk Analysis, Business Plan Development, Patenting Assistance.

This activity should have a duration of three hours and shall provide a broader content for project representatives to have a clearer foundation on the projects results and how to exploit them.

### **Activity 2 – Mentoring Sessions**

A mentoring session (one-on-one) will be provided to each of the projects, accordingly to their individual need, and to discuss the potential exploitation strategy for the project's results. This session will be to deepen information given on the training workshops, and to solve further questions. This activity should have a duration of one hour, with a specialist in the selected service chosen.

### **Activity 3 - Feedback Collection**

An online sheet (Google Forms) will be provided to all projects for collection of feedback.

### **Activity 4 – Personalized Booklet on the Exploitation of Results**

Each project representative will receive, a month after the reception of the feedback on the training and mentoring sessions, a 3-page document with individual recommendations on the exploitation of results based on the activities performed.

## 6. Timetable

Activity	Date
Call opening	12/06/2023
Deadline for Submission	07/07/2023 17:00 (CET)
Results of the Projects Selected	12/07/2023
Opening Session and Training	19 to 21/07/2023
Mentoring Sessions (one-on-one)	26 to 28/07/2023
Deadline on the Online Feedback Collection	11/08/2023
Delivery of the Personalized Booklet	11/09/2023

## 7. Contact

For additional questions or information, please contact:

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