

Workshop

EU Funding opportunities and Lessons learnt

Date: 25/10/2018



Operational Programme I - European Structural and Investment Funds 2014-2020
"Fostering a competitive and sustainable economy to meet our challenges"
Aid Schemes part-financed by the European Regional Development Fund
Co-financing rate: 80% European Union; 20% National Funds



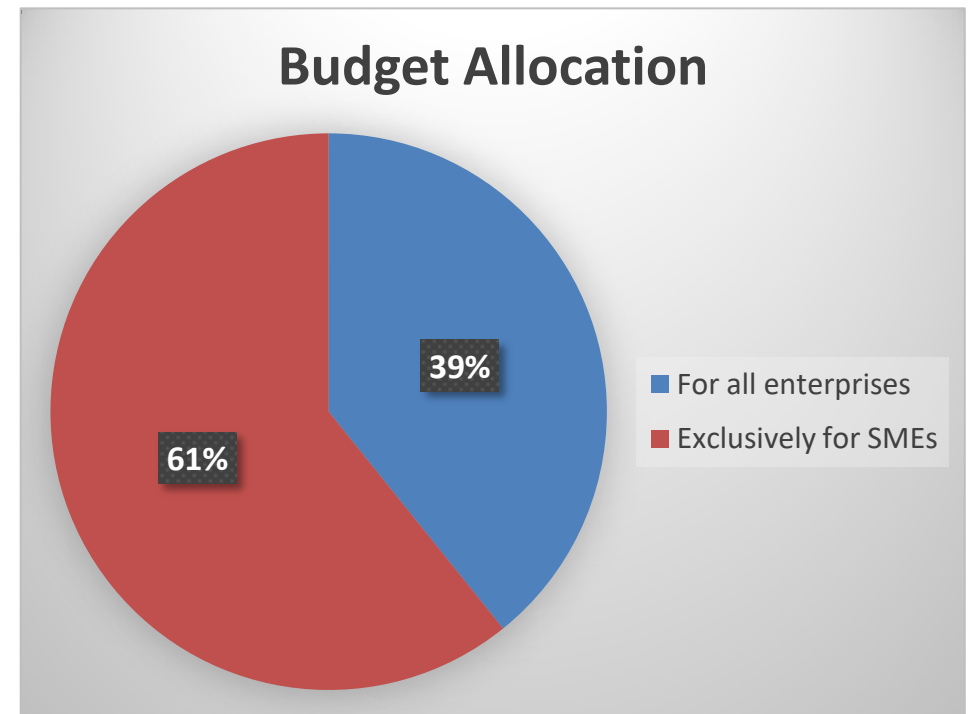
Business Enhance ERDF Grant Schemes

Budget allocation €51M under Operational Programme I

€40.8M EU Funds

€10.2M National Funds

- Priority Axis 1: *Investing in research technological development and innovation*
- Priority Axis 2: *Consolidating Investment in the ICT Sector*
- Priority Axis 3: *Enhancing Malta's Competitiveness through investment in SMEs*



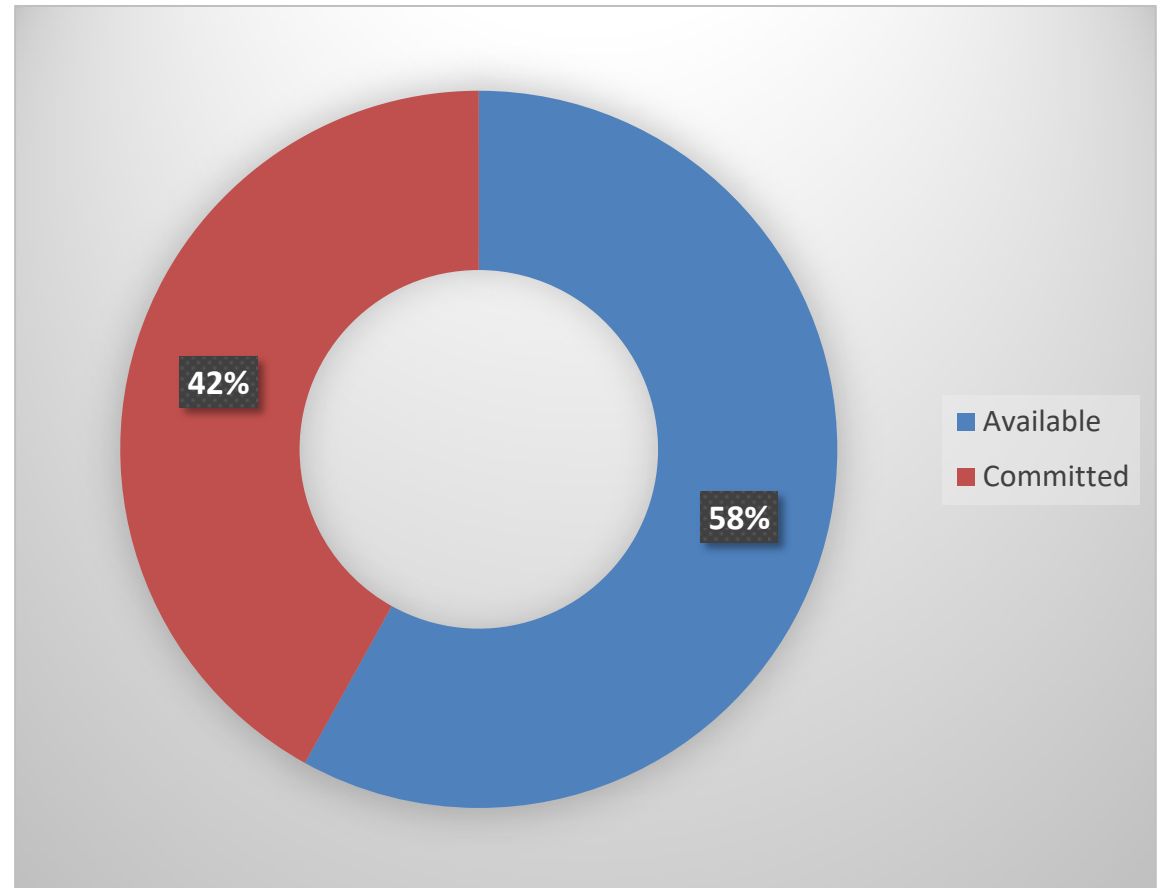
Business Enhance ERDF Grant Schemes

- Initiative launched in July 2016.
- €51 million in the form of non-repayable grants.
- To date, 7 schemes issued under Operational Programme I 2014-2020.
- 6 of these Grant Schemes, with an allocation of €31 million, exclusively address the needs of SMEs.
- At present there are 10 open rolling calls and the online application form may be accessed through the following link www.sfd.gov.mt/application

Business Enhance ERDF Grant Schemes

From the €31 million allocated exclusively for SMEs:

- €13 million are committed;
- Around 200 beneficiaries are currently implementing their projects.



Call 1 - Business Enhance RD&I Grant Scheme – Measure 1 Feasibility Studies	31 Oct		31 Dec		28 Feb		30 Apr		28 June
Call 2 - Business Enhance RD&I Grant Scheme – Measure 2 Research & Development Projects	31 Oct		31 Dec		28 Feb		30 Apr		28 June
Call 3 - Business Enhance RD&I Grant Scheme – Measure 3 Investment in Research Infrastructures	31 Oct		31 Dec		28 Feb		30 Apr		28 June
Call 4 - Business Enhance RD&I Grant Scheme – Measure 4 Process Innovation	31 Oct		31 Dec		28 Feb		30 Apr		28 June
Call 1 - e-Commerce Grant Scheme	31 Oct		31 Dec		28 Feb		30 Apr		28 June
Call 3 - SME Growth Grant Scheme		30 Nov		31 Jan		29 Mar		31 May	
Call 3 - Start-up Investment Grant Scheme		30 Nov		31 Jan		29 Mar		31 May	
Call 1 - SME Diversification and Innovation Grant Scheme		30 Nov		31 Jan		29 Mar		31 May	
Call 1 - SME Internationalisation Grant Scheme	31 Oct	30 Nov	31 Dec	31 Jan	28 Feb	29 Mar	30 Apr	31 May	28 June
Call 1 - SME Consultancy Services Grant Scheme	31 Oct	30 Nov	31 Dec	31 Jan	28 Feb	29 Mar	30 Apr	31 May	28 June

SME Consultancy Services Grant Scheme

This Grant Scheme supports SMEs to develop business plans, feasibility studies, process and systems reviews, operational and organisation reviews.

Maximum Grant capped at €4,000, part-financing eligible expenditure up to 80%.

Start-up Investment Grant Scheme

This scheme assists start-ups established for less than three years, to part-finance their initial productive investment costs.

Maximum Grant capped at €300,000 part-financing eligible expenditure up to 50%.

Support on investment in Tangible and Intangible assets.

SME Growth Grant Scheme

This scheme assists SMEs to part-finance investments towards the extension of the capacity of an existing establishment, or the setting up of a new establishment.

Maximum Grant capped at €500,000 part-financing eligible expenditure up to 30% (micro & small) 20% (medium).

Support on investment in Tangible and Intangible assets.

The investment should result in the growth of the Undertaking, and an increase in the number of employees (full-time equivalent) employed by the Undertaking.

SME Diversification and Innovation Grant Scheme

This Grant Scheme supports SMEs in investment aimed at the:

- diversification of product or economic activity
- the implementation of a fundamental change, or
- investment to bring to the market significantly improved and advanced products/services to those already offered by the Undertaking

Maximum Grant capped at €200,000 part-financing eligible expenditure up to 50%.

Support on investment in Tangible and Intangible assets.

e-Commerce Grant Scheme

The measure supports SMEs to invest in an e-commerce website/mobile app to enable online sales/bookings through the integration of an e-commerce payment gateway featuring a product/service catalogue and a shopping cart.

Maximum Grant capped at €5,000, part-financing eligible expenditure up to 50%.

SME Internationalisation Grant Scheme

This Grant Scheme supports SMEs to actively participate in International Business Promotion Fairs, aimed at the internationalisation of the Undertaking by introducing their products/services to new markets and by strengthening their international market presence.

Maximum Grant capped at €10,000, part-financing eligible expenditure up to 50%.

Cost Category	Business Enhance ERDF Grant Schemes					
	e-Commerce Grant Scheme	SME Consultancy Services Grant Scheme	Start-up Investment Grant Scheme	SME Growth Grant Scheme	SME Diversification and Innovation Grant Scheme	SME Internationalisation Grant Scheme
Services	√	√				√
Lease/Rental of operational premises			√	√	√	
Construction / Upgrading Costs			√	√	√	
Purchasing of equipment, machinery and/or plant			√	√	√	
Patents/Licences			√	√	√	
Change Manager (Wages)					√	

Business Enhance RD&I Grant Scheme

This Grant Scheme addresses the objectives of Priority Axis 1 of Operational Programme I.

Supports enterprises through investment in RD&I under four different measures with a total allocation of €20 M:

- Measure 1 – Feasibility Studies
- Measure 2 – Research and Development Projects
- Measure 3 – Investment in Research Infrastructures
- Measure 4 – Process Innovation

Eligible Costs	Feasibility Studies	R&D Projects	Process Innovation
Personnel Costs Wages of researchers, technicians and other supporting staff to the extent employed on the project.	√	√	√
Acquisition of Knowledge Contractual research, technical knowledge, patents used exclusively for the project.	√	√	√
Costs of Equipment and Instruments		√	√
Additional overheads Materials and Supplies		√	√

Application and Selection Process

Planning for your application –

- Identify the potential investment to be considered
- Determine which scheme best fits the planned investment
- Developing a sound and concrete Business Plan
- Robust Business Plan giving due consideration to the respective scheme Selection Criteria
- Obtaining the necessary Compliance Certificates
- Preparing the Financial Statements (*as applicable*)
- Obtaining Permits (*where applicable*)
- Securing evidence of private match financing
- Ensuring that application is complete and that all necessary documentation has been uploaded with application

Executive Summary

Business History, Background and Objectives

Business Environment

Business Products and/or Services

Present Market

Competition

Management and Organization

Business Resources

Business Project Proposal

Expected Outcome and impacts

Financial Plan/Data

Supporting Information

 **EU funds** | 2014
for Malta | 2020

Business Plan

Gateway Criteria

All applications are required to meet the minimum eligibility requirements set out under the Gateway Criteria to be considered for assessment and appraisal for selection for funding support.

This stage will involve an assessment and a Due Diligence process to establish that these minimum requirements are met.

Complete application form: an Undertaking must submit a fully compiled online application together with all the requested supporting documentation, by the indicated deadline.

Eligibility of Undertaking: the Undertaking is an eligible Undertaking, in line with the respective guidelines and within the state aid parameters.

Eligibility of action and activities: the action for which the applicant is asking for support is eligible and includes eligible activity/activities in line with the incentive guidelines.

Match Financing: the applicant has submitted evidence as to its capacity to match finance the project.

Selection Criteria

The Project Selection Committee will score each application against the set Selection Criteria. Applications will be assessed and evaluated against the selection criteria outlined hereunder, with a total Score of **120 points**.

Risk Assessment / Extent of Need for Support

Excellence

Impact and Sustainability

Quality and Efficiency of implementation

Applications attaining 50% of the total score or higher shall be awarded the Grant on a first-come-first served basis subject to budget availability.

Grant Scheme	Gateway Criteria	Selection Criteria					Points
		Risk Assessment	Extent of need for support	Excellence	Impact & Sustainability	Efficiency and Quality of Implementation	
Start-up Investment	√	15		30	50	25	120
SME Growth	√	15		30	50	25	120
SME Diversification and Innovation	√	15		30	50	25	120
SME Internationalisation	√		15	30	50	25	120
SME Consultancy Services	√						
E-Commerce	√		15	30	50	25	120

Excellence - 30 pts

Action is Holistic in nature – 10pts

Action seeks to maximise the potential of e-Commerce – 10 pts
(e-Commerce Grant Scheme)

Action is ambitious by proposing products and/or services that are more advanced than those present in the market – 10pts
(Start-up Investment, SME Diversification and Innovation Grant Schemes)

Action seeks to maximise the internationalisation of the Undertaking – 10pts
(SME Growth, SME Internationalisation Grant Schemes)

Action is addressing an identified gap in the market for the specific sector – 10pts

Impact and Sustainability - 50 pts

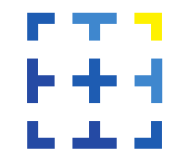
Impact in relation to the applicant's future growth and sustainable economic viability leading to long term market resilience – 10pts

Impact on employment – 10pts

Impact in relation to improvements in the Undertaking's business model – 10pts

Impact in relation to National Policies and Strategies linked to the OP – 10pts

Effective integration of the OP's horizontal priorities Environmental Sustainability, Equal Opportunities – 10pts



5.1 - National Priorities

In the box below, please indicate the contribution of the projects towards National Priorities as identified in official documents.

Describe how the project contributes towards National Priorities as identified in official documents, such as:

Small Business Act for Europe

Small Business Act for Malta

Europe 2020 Strategy with the flagship initiative being 'An integrated policy for the globalization era'

Digital Agenda for Europe

Digital Economy for Malta

National Research and Innovation Strategy 2020

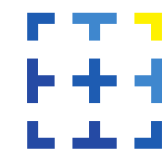
In the box below, please indicate the contribution of the project towards National Priorities as identified in official documents.

This project contributes toward various National Priorities.

Since _____ is a micro enterprise with a vision to grow, it falls under the Small Business Act both on a Maltese and European level.

The project has a huge element of internationalisation, and therefor contributes toward the European 2020 strategy which has an integrated policy for the globalisation era.

This project also contributes toward the Digital Economy for Malta and to a certain extent, the Innovation strategy for 2020.



6.1 - Horizontal Priorities

Describe how this project effectively integrates the Operational Programme's horizontal priorities: Environmental Sustainability, Equal Opportunities.

Describe how the project's design takes Environmental Sustainability issues and Equal Opportunities in its broadest sense into consideration. Reference should be made to official documents such as: 'Sustainable Development Strategy for the Maltese Islands 2007-2016', 'Sustainable Development Act' and the 'Equal Opportunities Act'.

Describe how this project effectively integrates the Operational Programme's horizontal priorities:
Environmental Sustainability, Equal Opportunities.

we do not generate waste. we provide equal opportunities since we employ a refugee. With the installation of the PV system the company will be a net contributor to the electricity grid thereby assisting the government to produce clean energy

Describe how this project effectively integrates the Operational Programme's horizontal priorities:
Environmental Sustainability, Equal Opportunities.

equal opportunities for all people to shop online form home and office

Quality and Efficiency of Implementation - 25 pts

Level of Management and Control Systems in place – 5pts

Level of private match financing and additional investment addressing complementary actions – 5pts

Level of capacity and allocation of resources towards the project – 5pts

Coherence and Clarity of work plan – 10pts

Guidelines for Implementation

Eligible expenditure:

- Incurred by the beneficiary;
- Incurred within the period and for actions and activities set out in the Grant Agreement;
- Identifiable and verifiable, recorded in the beneficiary's accounts in accordance with the applicable accounting standards;
- Must comply with the applicable national and EU legislation including laws on taxes, labour and social security; and
- Must be reasonable and comply with the principle of sound financial management.

Procurement:

- Minimum Technical Specifications should be clearly drawn-up in a request for quotations;
- All procurement of goods, works and services is to be made from sources external and unrelated to the beneficiary Undertaking;
- Beneficiaries should ensure that any situations that could present conflicts of interest when undertaking procurement are avoided;
- VAT and other any other taxes are ineligible.

Publicity:

- The IB will publish on its website the name of beneficiaries;
- The IB may request the beneficiary to collaborate in the organisation of events or promotional activities;
- Beneficiaries must ensure the visibility of the intervention assisted under Operational Programme I 2014 – 2020;
- Visibility measures should be proportionate;
- The Beneficiary is responsible to keep evidence of compliance.

Verifications

- The IB shall carry out administrative and physical verifications on the financed activities;
- The Beneficiary shall ensure that all the documentation pertinent to the financed action is kept in file;
- Documentation may be checked during an on-the-spot check;
- Additional documentation and clarifications may be requested.

Audit visits and follow-ups:

- Audit visits may be conducted without prior notice, throughout the different phases of the action including after completion of the action;
- Auditors will draft a report outlining all the findings and any pertinent recommendations;
- The Beneficiary is obliged to co-operate and provide the requested feedback if necessary.

Irregularities, Financial Recovery and Corrections:

- Irregularities may be identified in any stage of the project;
- The Undertaking is responsible to **report** any irregularity detected **without delay** to the IB;
- Irregularities may necessitate the recovery of funds.

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LATEST ANNOUNCEMENT: Open Rolling Calls - Cut-off Dates



BUSINESS ENHANCE
RD&I Grant Scheme

SME Week 2018 - Click

CONTACT INFORMATION:

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Business Enhance ERDF Grant ...

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RESOURCES

How to Apply for Funding



USEFUL LINKS

- eufunds.gov.mt
- Measures and Support Division
- Planning and Priorities Co-ordination Division
- Inland Revenue Department
- VAT Department
- gov.mt
- europa.eu



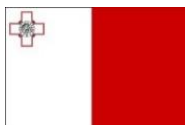
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www.businessenhance.gov.mt

Home Page

Measures and Support Division
MEAE

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