EUROPEAN UNION

#HorizonEU

EUROPEAN INNOVATION ECOSYSTEMS

Online Info Session:

From lab to market: Strengthening the role of Technology Transfer Offices in bringing knowledge to the market

18 June 2026, 9:30 - 11:00 CEST

THE EU RESEARCH & INNOVATION PROGRAMME 2021 - 2027

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MODERATED BY

Daniel Gassmann

Head of Sector, EISMEA Unit I.1

European Commission

AGENDA

09:30 Introduction and Opening

09:35 Policy Background

09:50 Presentation of the call ‘From Lab to market: Strengthening the role of Technology Transfer Offices in bringing knowledge to the market’

10:00 Q&A via Slido

10:30 PIC Registration and validation processes in practice, Financial Capacity Assessment

10:45 Q&A via Slido

11:00 Closing remarks

European Commission

Policy background

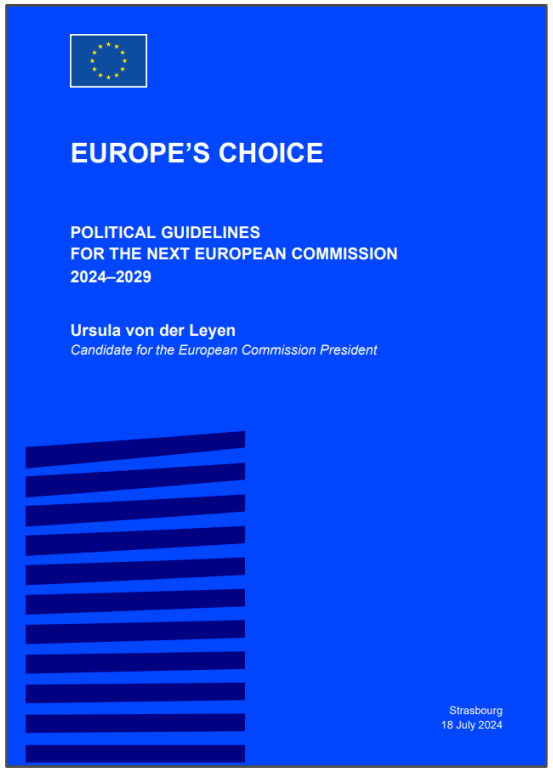
HORIZON-EIE-2026-03-CONNECT-01

CÉDRIC ADAM

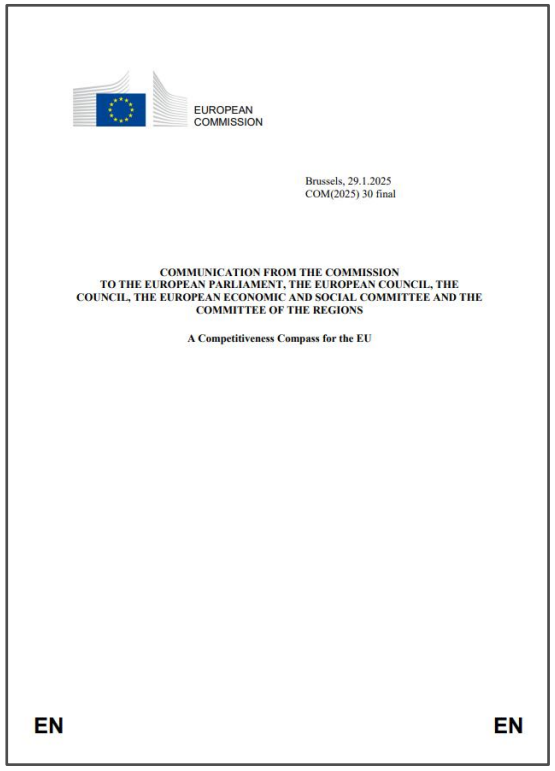
Policy Officer, RTD.A5, Innovation Policy & Access to Finance

European Commission

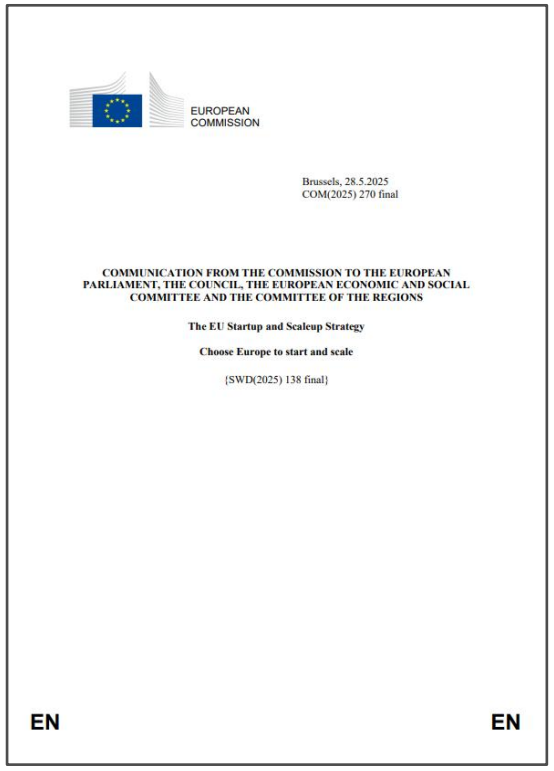
Political context



2024-2029
Commission Political
Guidelines



Competitiveness Compass



Startup and Scaleup Strategy

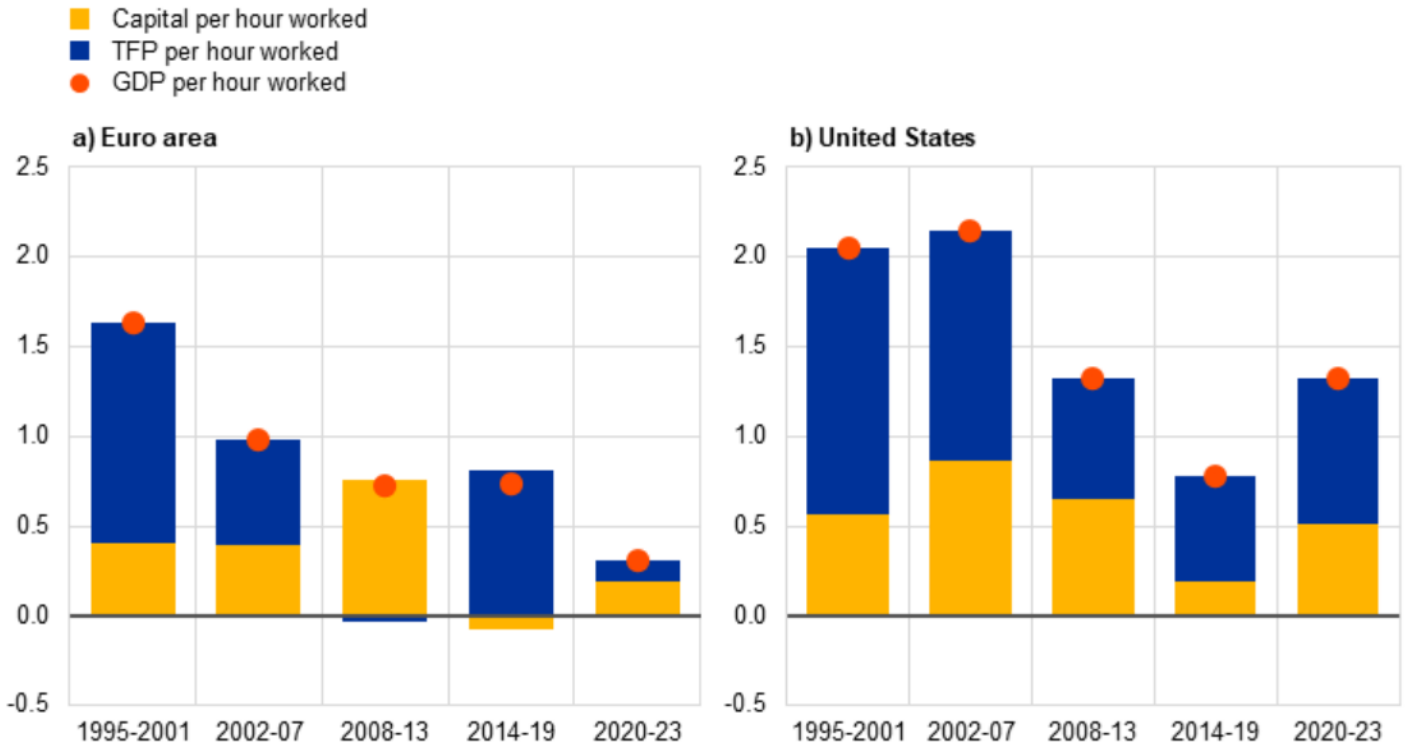
Draghi Report

Policy rationale: Europe's innovation challenge

- Compared to the US, Europe's economy was relatively static over the past 25 years leading to slow productivity growth
- Europe didn't capitalize on the digital revolution
- Europe needs to foster more innovation to stay competitive globally.

Decomposition of hourly labour productivity growth

(annual percentages)



Sources: The European Commission's AMECO database and ECB staff calculations.

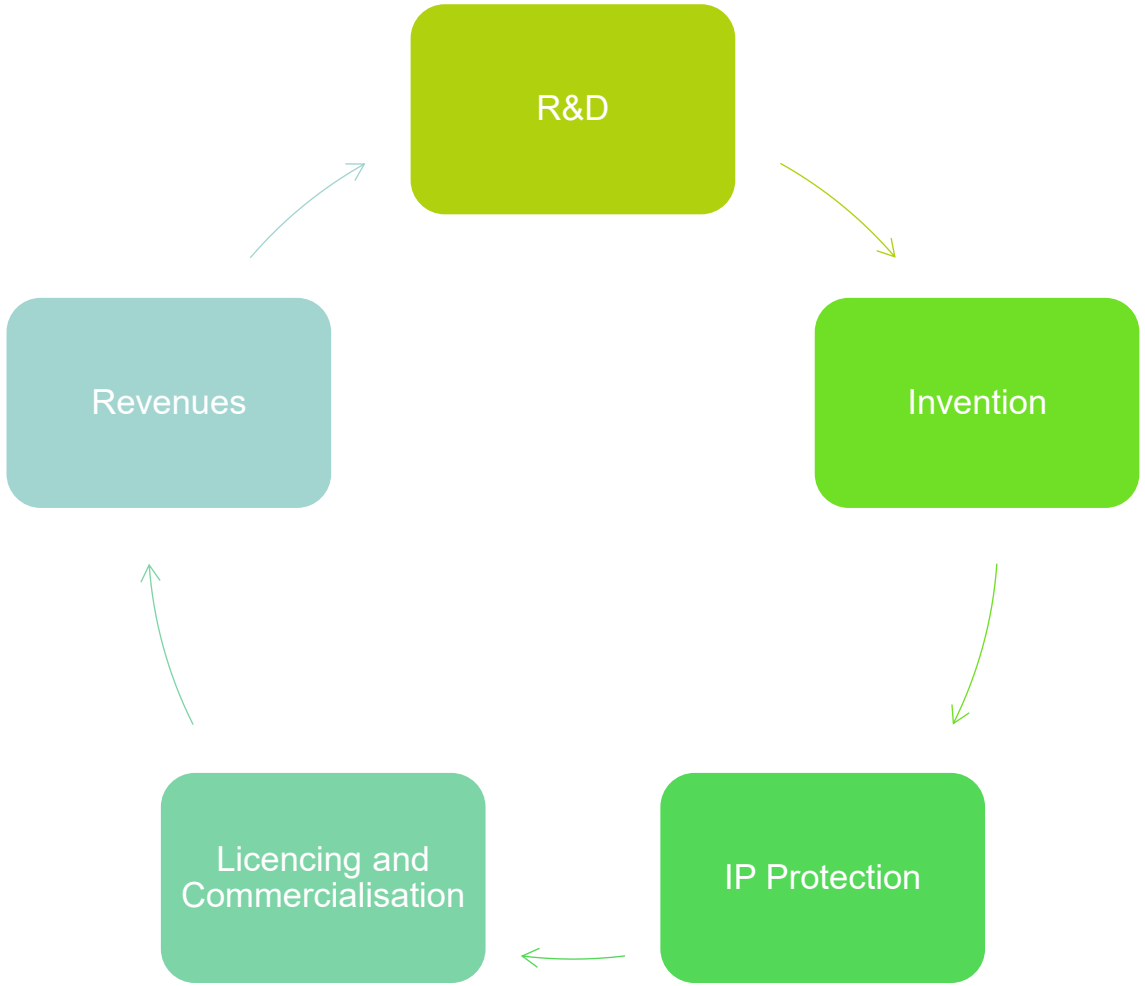
Policy rationale: Developing european startup ecosystems

	EU 27	USA	China
Total valuation of the ecosystem (in Bn € and as a share of GDP)	748.14 3,84%	3 767.22 13,1%	1 258.66 6,72%
Number of exits	576	1237	76
Number of centaurs	506	1088	249
Number of unicorns	355	1770	436

Source: European Startup and Scaleup Scoreboard 2026

Policy Rational: Fostering knowledge Transfer in the EU

- The large volume of unexploited knowledge generated by European research institutions suggests a significant untapped potential (Draghi Report, 2024).
- EU spin-offs face challenges with intellectual property negotiations and TTOs can help driving their success (Step Startups Study, 2025)



Policy Rationale: Supporting Technology Transfer in the EU

European TTOs often lack the resources, expertise, and capacity needed to effectively connect research with industry (Draghi report, 2024)

Organizational practices play an important role in the relative performance of TTOs (Siegel and al., 2003)

Policy objectives

FOSTERING INNOVATION BASED ON ACADEMIC RESEARCH RESULTS

ENSURING THAT COMPANIES INCLUDING SPINOFFS AND STARTUPS CAN USE INTELLECTUAL PROPERTY THROUGH APPROPRIATE TRANSFER AND LICENSING POLICIES

LIMITING TRANSACTION COSTS FOR ALL PARTIES INVOLVED

Expected activities

Identify and share	Identify and share best-practices
Create	Create a common toolbox for start-up friendly licensing and transfer
Develop	Develop a common incentives and benefit-sharing model
Test	Test licensing/transfer tools and benefit-sharing models with three pilot cases

What should projects aim for?

Engage in identifying and adopting appropriate intellectual asset management strategies and practices

Develop the support to researcher teams and facilitate the collaboration between researchers, startups and innovative companies

Accelerating the commercialisation of academic research and foster innovation

Some practicalities

- Possibility to involve innovation agencies and/or national and regional authorities
- Consult relevant stakeholders in particular spinoffs, startups and SMEs is mandatory
- Encouragement to leverage relevant complementary programmes such as the EIT Higher Education Initiative

‘From Lab to market: Strengthening the role of Technology Transfer Offices in bringing knowledge to the market’ – call requirements

HORIZON-EIE-2026-03-CONNECT-01

Christine Kriza

Project Adviser, EISMEA I.01

European Commission

HORIZON-EIE-2026-03-CONNECT-01
Expected Outcomes

Project results are expected to contribute to the following outcomes:

- Increased commercialisation of academic research results, by facilitating access for industry, startups and scaleups to the intellectual assets of academic research;
- Strengthened collaboration between industry and academia, reflected in an increased number of technology transfer deals and joint R&D projects resulting in market-ready innovations;
- Introduced more startup friendly intellectual asset transfer/licensing policies in universities/research and higher education institutions/RTOs;

HORIZON-EIE-2026-03-CONNECT-01
Expected Outcomes (cont.)

- Increased number of spinoffs by enabling researchers to overcome the barriers to commercialising their intellectual assets;
- Reduced transaction costs related to Intellectual Property Rights (IPR) negotiations by establishing more standardised asset transfer policies across universities/research and higher education institutions/RTOs;
- Optimised transfer/licensing processes by universities/research and higher education institutions/RTOs based on grouping intellectual assets in portfolios that can be commercialised in package deals that are more attractive for industry and investors.

HORIZON-EIE-2026-03-CONNECT-01

Scope (extract)

Participating beneficiaries should engage in the following activities:

- adopting startup-friendly intellectual asset management strategies;
- accelerating the commercialisation of academic research results under fair and transparent conditions in an attractive way for innovative companies and investors, in particular for critical technology areas related to the EU's economic security;
- reinforcing the adoption of best practices in intellectual asset management including the equitable sharing of value generated in R&I activities;
- improving the support to researchers and students in commercialising research results;
- enhancing intellectual asset management practices by establishing portfolio approaches to market intellectual assets in package deals;
- facilitating the collaboration between researchers, startups and innovative companies.

Call Format

Type of grant:

- Coordinating and Support Action (CSA)
- Lump Sum Funding

Budget:

- Budget per proposal: around €1.0
- Total budget for the call: €5.0

Indicative number of grants:

- 5 grants

Specific Eligibility Conditions

This action requires the participation, as beneficiaries, of at least three (3) legal entities from at least three (3) different Member States or Associated Countries that are universities, research and higher education institutions or research technology organisations (RTOs).

In addition, at least one (1) legal entity shall be established in a “widening country”.

Administrative requirements

Main obligatory annexes:

- Part A, Part B of proposal
- Detailed budget table (accepted in Excel format)

Page limit for part B:

- 28 pages

See the call text for specific administrative requirements.

European Commission

PIC Registration and validation processes in practice, Financial Capacity Assessment

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Konstantinos Konstantinidis

REA D.04.004

Validation and Planning Team

European Commission

REA Central Validation Service

Legal Validation & Financial Capacity Assessment

CUGNIDORO Mariadomenica– REA D.4
KONSTANTINIDIS Konstantinos– REA D.4

Presentation Outline

REA Central Validation Service

Registration of participants

Legal validation and Legal entity appointed representative (LEAR)

Communication

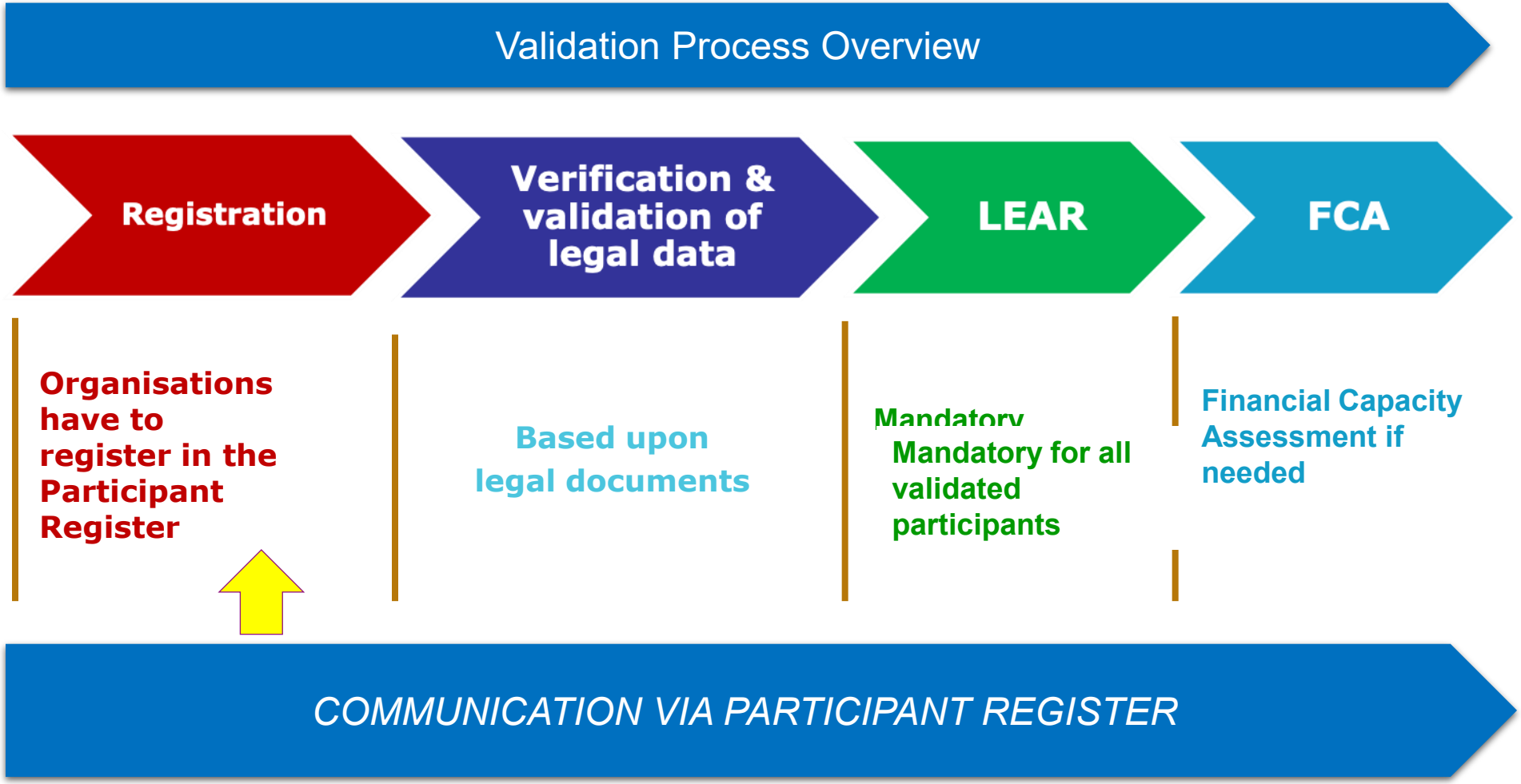
Financial capacity assessment

Guidance documents

Do you want to participate in an EU grant or tender procedure?

REA Central Validation Service
(REA CVS)

- Verifies **legal existence and legal statuses** of entities
- Validates the appointment of **Legal Entity Appointed Representatives (LEARs)**
- Validates **legal changes** of validated entities
- Assesses **universal takeovers (UTROs)** of validated entities
- Encoding **Bank Account requests**
- Prepares the **Financial Capacity Assessment**
- Performs **ownership control assessments** for specific programmes
- Performs ex-post status verifications (e.g. **SME & MID cap status checks**)


Validation Process Overview
Registration
Verification & validation of legal data
LEAR
FCA
Organisations have to register in the Participant Register
Based upon legal documents
Mandatory
Mandatory for all validated participants
Financial Capacity Assessment if needed
COMMUNICATION VIA PARTICIPANT REGISTER

European Commission | EU Funding & Tenders Portal

Sign in | EN

Home | Funding | Procurement | Projects & results | News & events | Work as an expert | Guidance & documents | Search...

Is your organisation already registered? PIC search

Please check whether your organisation has already been registered. If so, no need to register it again.

Find a registered organisation

Register your organisation

To register your organisation or as a natural person, you need to login into the Portal or, if you are a new user, create your account.

Check what information you need to register in the Online Manual - and keep it to hand during the registration procedure. To start registration, click on the button below.

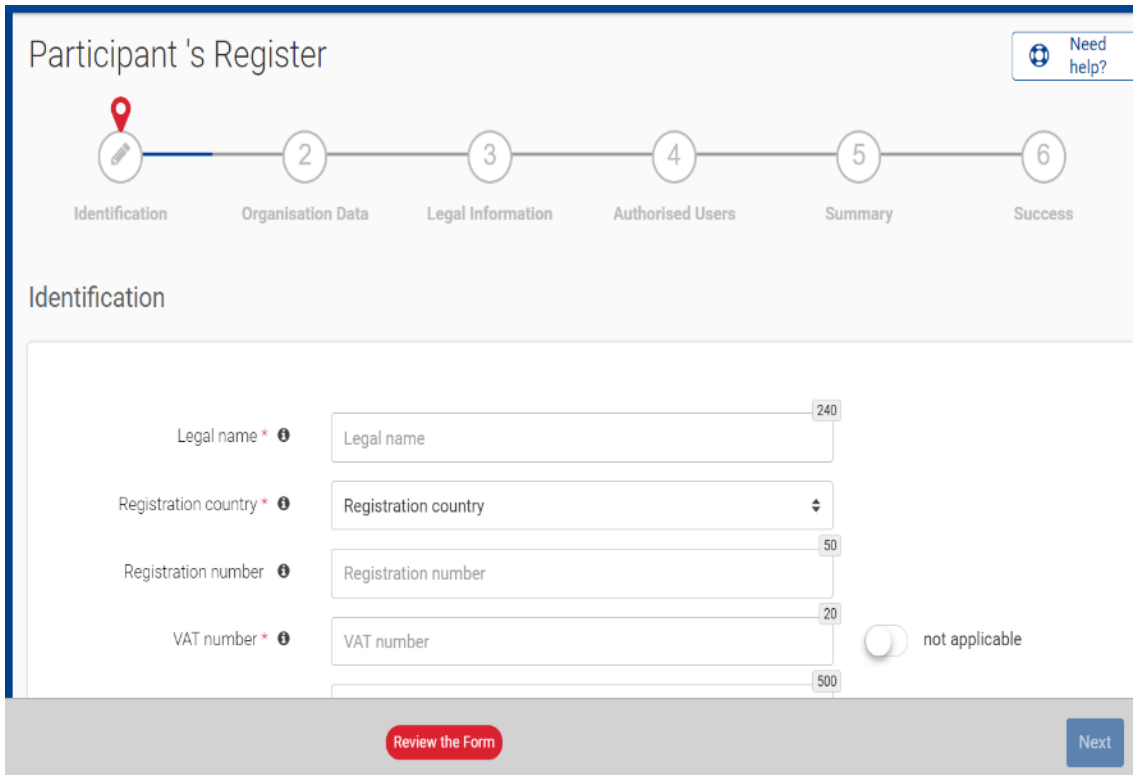
Register your organisation

You can suspend the registration process at any time: the data entered can be saved as draft and you can continue your registration later. To return to your registration, please log in and get into My Organisation(s) in the My Area section. Incomplete, draft registrations are automatically deleted after one year.

Additionally, for actions where the SME status is an eligibility criterion (like, e.g. the EIC Accelerator) you must also carry out the SME self-assessment.

Should your project or tender be successfully evaluated, the registered data will be verified by the Central Validation Service team before the signature of the Grant Agreement or of the Framework Contract.

How to register in the Participant Register



Identification

(e.g. Legal name, VAT number)

Organisation data

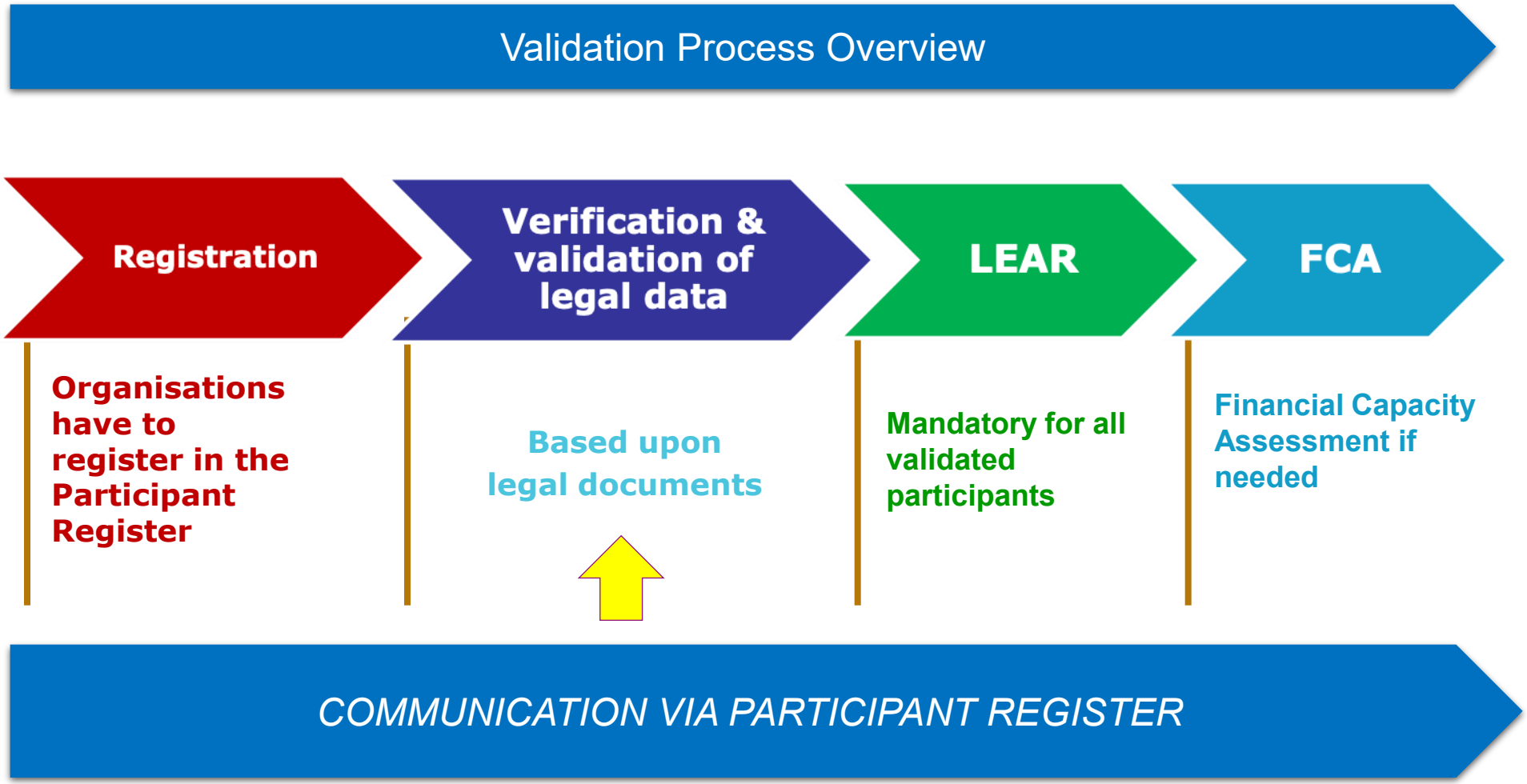
Legal information

Authorised users

(e.g. Name, e-mail address of the self-registrant and the back-up)

Registration completed

New Participant Identification Code (PIC) in a "declared" status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COMMUNICATION VIA PARTICIPANT REGISTER

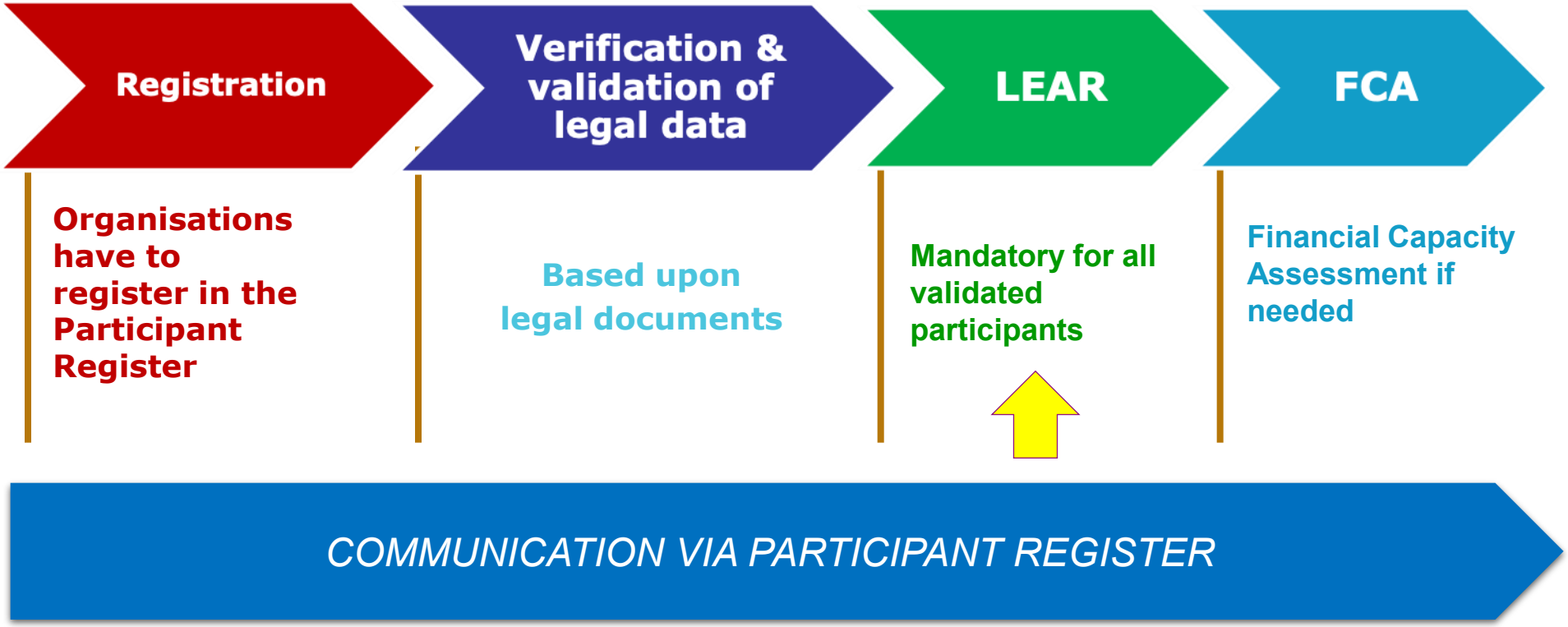
Legal validation

- Registration data is verified by REA Central Validation Service before the signature of the Grant Agreement or the Contract
- Legal validation of a participant is done **once**, and it is **reused** for future participations in EU grant and procurement actions
- Validation is performed based on the supporting documents, in accordance with EU Financial Regulation and the Rules on Legal Entity Validation, LEAR Appointment and Financial Capacity Assessment for EU Grants and Tenders

Legal validation documents

- ✓**VAT extract** (< 1 year)
  - ✓ *If not registered for VAT – proof of VAT exemption*
- ✓ **Registration extract** (< 1 year) – for private law bodies
- ✓ **Law/decree/decision** – for public law bodies
- ✓ **Treaty** – for international organisations
- ✓ **Statutes** – for non-profit organisations

Validation Process Overview



LEAR role and duties

The appointment of the Legal Entity Appointed Representative (LEAR) is mandatory:

The LEAR:

- Notifies the EU of changes in legal data/status
- Submits legal and financial documents if required
- Manages access rights of persons in the organisation (but *not* at the project level)
- Nominates 'Account Administrators' and individuals authorised to sign:
  - ✓ Contracts/grant agreements and their amendments (Legal signatories, i.e. **LSIGN**)
  - ✓ Financial statements (Financial signatories, i.e. **FSIGN**)

LEAR appointment documents

1. LEAR appointment letter (duly signed by both the legal representative and the LEAR)

2. Official proof of identity (ID-card/passport with photo and signature) of the legal representative and the LEAR

3. Proof of empowerment of the legal representative

Scanned version of these documents shall be uploaded in the Participant Register. Original of the LEAR appointment letter (1) must be kept in the entity's premises.

Communication

(e.g. request to submit legal documents or to appoint a LEAR)

Messages are notified via e-mail to the contact person
(i.e. self-registrant or the appointed LEAR)

European Commission <EC-NO-REPLY-GRANT-MANAGEMENT@nomail.ec.europa.eu>
to me

Europa / Funding & Tenders Portal notification

Dear User,

You have been granted the role of **Self Registrant** for the organisation arquicios.

In order to access your organisation data on the Funding & Tenders Portal/Supplier portal, you need to log in on the F&T Portal/Supplier Portal. If you did not have an EU Login yet, it was launched automatically for a separate e-mail with a hyperlink to finalise your account.

For more information on the Funding & Tenders Portal roles, please refer to the Online Manual if you participate in the programmes managed on the Funding & Tenders Portal.
For more information on the roles for e-Procurement, please refer to the e-Procurement wiki page, if you participate in a tender call.

With kind regards,
EU Single Electronic Data Interchange Area - F&T Portal team

This email has been auto-generated. Please do not reply to this account. Your email will not be read. For any inquiries please contact the Grants Procurement Systems Support +32 (2) 29 71063 or EC-FUNDING-TENDER-SERVICE-DESK@ec.europa.eu.

All communication is exclusively managed **through the Participant Register**

Access lost to a declared or valid PIC

Declared PIC

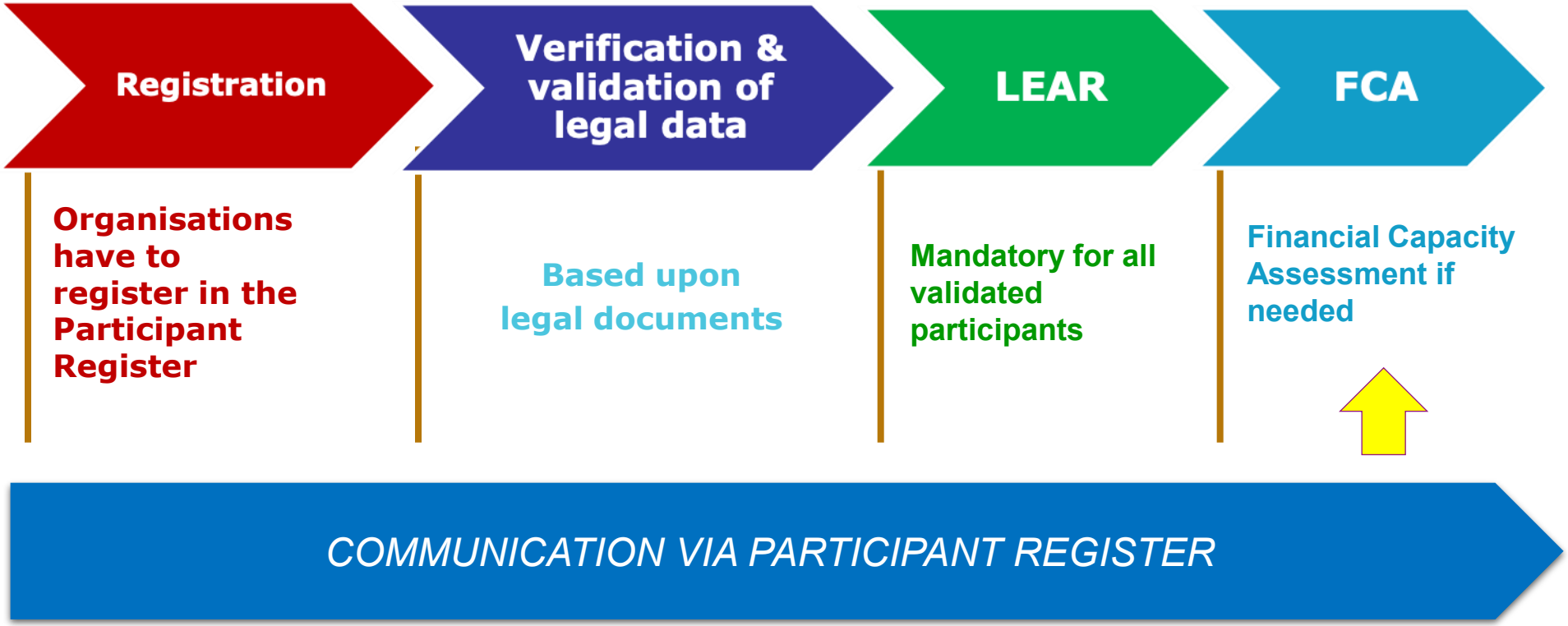
- In case the self-registrant left the organisation and no one has access to a declared PIC – a new PIC needs to be created and REA CVS informed

Valid PIC

- If the LEAR is not available anymore and there are no Account Administrators, a new LEAR needs to be appointed – LEAR recovery procedure

https://ec.europa.eu/research/participants/urf/lear-recovery/request/

Validation Process Overview



Financial Capacity Assessment (FCA)

Legal basis

Financial Regulation (2024)
(articles 199 and 201)

Rules on Legal Entity Validation, LEAR Appointment and Financial Capacity Assessment for EU Grants and Tenders.

Call for Proposals
("7. Financial & operational capacity and exclusion")

Financial Capacity Assessment (FCA)

When is the FCA needed?

- ✓ **all beneficiaries,** except for:
  - **public bodies** (including local, regional or national authorities)
  - individual grant requests of **less than 60,000 EUR**
- ✓ **may be requested** for other beneficiaries/ affiliated entities

FCA supporting documents

(via Participant Register)

- ✓ Balance sheet
- ✓ Profit and loss account
- ✓ Explanatory notes and/or annexes (if available)
- ✓ Financial audit report

…or Self Declaration on the accounts

if the requested EU-contribution exceeds EUR 750.000 (art. 199 FR2024)

Financial Audit report

Opinion
- Unqualified
- Qualified
- Adverse
- Disclaimer

Self Declaration on the accounts

I, the undersigned declare that the accounts are:
- VALID
- no audit required

Signed

Balance Sheet

Profit & Loss account

Explanatory notes

Annexes to the FS

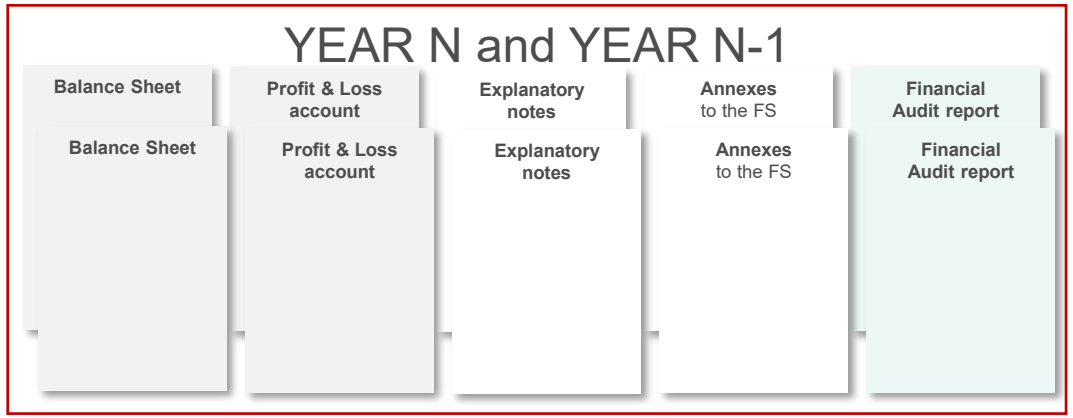
FCA supporting documents

(via Participant Register)

- ✓ Balance sheet
- ✓ Profit and loss account
- ✓ Explanatory notes and/or annexes (if available)
- ✓ Financial audit report

Newly established entities

- ✓ Business plan



For the 2 most recent closed and approved financial years

- official language (for EU languages)
- unofficial translation (for non-EU languages)
- dated
- signed

Business plan

Forecasts on:
- Sales
- Expenses

- Investments
- Financing sources
- ……

FCA supporting documents

(via Participant Register)

- ✓ Balance sheet
- ✓ Profit and loss account
- ✓ Explanatory notes and/or annexes (if available)
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For the 2 most recent closed and approved financial years

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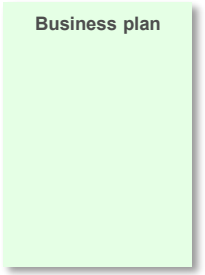
Newly established entities



- ✓ Business plan

Once completed, the assessment is valid for 18 months from the closing date

Guidance documents

Rules on Legal validation, LEAR appointment and financial capacity assessment:
https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/rules-lev-lear-fca_en.pdf

How to register in the Participant Register:
https://webgate.ec.europa.eu/funding-tenders-opportunities/display/OM/Online+Manual

Online Manual, IT How to, IT and RES Helpdesk and specific FAQs on the Funding and Tenders Portal:
https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/support

Legal notice on the Funding and Tenders Portal (terms and conditions, data protection):
https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/legalnotice

Thank you!

Got questions? Contact as at

EISMEA-EU-ECOSYSTEMS@ec.europa.eu
European Innovation Ecosystems website

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