



Transition Plan form

The Transition Plan is a roadmap for transitioning the research results toward the market.

It supports the reflection from the consortium to define a pathway to market, identifying milestones and needs to support the implementation of the plan during and beyond the project.

The Transition plan intends to provide an initial baseline for future actions by relevant stakeholders in the project, but not limited to them.

Roles:

Innovation Manager: appointed in the consortium, draft/ supervise the Transition plan.

EIC Project Officer: responsible for the monitoring of the project.

EIC Programme Manager: responsible for developing visions for technological and innovation breakthroughs and the active management of portfolios of EIC supported projects.

EIC Tech2Market Advisor: supports with and provides feedback in the production of the transition plan, advise Transition and Pathfinder projects on needs and support activities.

You are required to provide updates on your Transition Plan when significant changes in the plan are necessary, at the request of the EIC Programme Managers, the EIC T2M Advisor and/or the EIC PO.

For more support and information, please refer to the EIC Transition guide available as a background document on the right of the page.

1 Project acronym

2 Project number

3 Name of the innovation manager

4 Organisation name of the innovation manager

5 Date of drafting of the Transition Plan

1 Identify your most promising innovation, their potential solved problems and market(s)

1.1 Identify your most promising innovations and ownership

Please list up to 3 innovations, identified as most relevant ones for future exploitation.

Outputs and results listed here should (ideally) be the same ones listed in the Innovation Radar Questionnaire (if already available).

	Title	Short description	Lead owner or co-owners
Innovation 1			
Innovation 2			
Innovation 3			
Innovation 4			
If more innovations, please indicate here.			

1.2 If already identified, describe the problem / pain, value proposition addressed by the Innovation(s), markets, market size and competition

	What identified problem (hypothesis) can your innovation address?	Why is your technology/project so special when compared to others? Value proposition (if already defined)	Identified market(s)	Estimated market size (if already estimated)	Identified direct or indirect competing technologies
Innovation 1					
Innovation 2					
Innovation 3					
Innovation 4					

2 Roles in the transition to market

2.1 List the Team members charged for transition to market (if defined)

	Name	Organisation	Role in transition planning
Project coordinator			
Innovation manager			
Other key innovation roles (e.g. a partner in charge of direct exploitation not listed above)			

2.2 Are there key support roles involved in innovation management activities, external to the project team, such as technology transfer offices (TTOs), other public organisations, incubators, consulting firms? Please provide details.

2.3 Do you identify missing skills in the team in the short and/or medium term? If yes, what is the plan to fill this gap?

3 Define Pathway of the Transition to market

3.1 Describe the main identified pathway(s)

	For innovation 1	For innovation 2 (if any)	For innovation 3 (if any)	For innovation 4 (if any)
More R&D before transition to market: explain why and what has changed in relation to the proposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Spin off: the R&D team or part thereof is planning to leave the organisation and engage directly in the transition to market activities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct Exploitation by SME/mid cap: an SME /mid cap partner of the consortium is planning to directly engage in the exploitation of the result	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct Exploitation by a large corporate: a large corporate partner of the consortium is planning to directly engage in the exploitation of the result	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Joint venture: a partner of the consortium plans to form a new company, jointly owned with an industrial partner	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Through a licence to an established company (not SME): identify the company[-ies] or the type of company	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Through a licence to an SME: identify the company[-ies]	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Through a licence to a start-up: a company not formed by the research team.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Not yet a plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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3.2 Please describe in further detail

(in case of a spin-off, please indicate if a leading team and the entrepreneur is identified)

(For example any situation or condition negatively affecting the planned transition to market pathway, such as specificities from nature of the partners, time to market, specific barriers to entry, infrastructure needs, other)

3.3 Any other additional relevant information

4 Define Relevant Milestones

4.1 For each innovation, indicate the technical milestones, in the Technology Readiness Level (TRL) table below

	TRL1	TRL2	TRL3	TRL4	TRL5	TRL6	TRL7	TRL8	TRL9
For innovation 1, current status	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 1, expected at end of project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 2, current status	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 2, expected at end of project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 3, current status	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 3, expected at end of project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 4, current status	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
For innovation 4, expected at end of project	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.2 For each innovation, indicate the Go to Market milestones

To define these milestones, you can use the information provided in the guide, in section "Tools to identify activities and milestones based on maturity stage"

	Milestones (one or more per activity)	Estimated start and delivery date	Comments
Interaction with users and customers			
Interaction with other stakeholders (e.g. accelerators, investors, technical expertise)			
Conduct of market and competition analysis			
IPR management (see IPRL)			
Team development			
Next fundraising (including preparatory steps, see FRL)			
Other type of activity if any (such as certification, regulation, etc)			

5 Identify the Go to Market readiness and needs for EIC assistance

5.1 Please reply to the questions below to assess the readiness of the consortium as a whole or for one (or more) partner(s) / team(s)

	Yes	No	Not applicable	Comments
Would you benefit from the support of a coach with ample experience in specific industries and market contexts? More information on EIC Business coaching				
Can you identify gaps on entrepreneurial skills that could be addressed by EIC training activities for researchers (Innovation training Workshop and EIC Bootcamp, more information in the Transition guide)?				
Can you identify a need for access to expertise on support for exploitation plan, business plan development, other Go to Market support. For more information, please consult the Horizon Results Booster website				
Does the leading team need any further support in the near future in case of (planned) spin-off (e.g. legal, business, IPR, HR, communication, etc)?				
Can you identify in the consortium women in a position presented below who could be interested by the Women Leadership Programme ? profiles: business women in management positions, who want to strengthen their skills and expand their network; women within established companies aspiring to take over leadership positions in business development; women researchers involved in research projects aspiring to lead the transition of their research into businesses.				

Do you need to find corporate partners and are you interested by matchmaking activities such as EIC corporate days and trade fairs ?				
Do you consider that the technology is ready enough for introduction to corporates /potential users?				
Do you need to find support from incubators /accelerators? (EIC is developing partnerships with organisations such as EIT KICs)				
For funding of next steps, do you plan to apply for another EIC scheme or public funding instrument in the future?				
Do you need to find investors for additional equity investment in the future and are you interested by EIC investment matchmaking activities ?				
Do you consider that you are ready for pitching in front of investors? If not, by when and what would you need to get ready?				
Do you need IPR Management support provided by the EIC and partners (see Transition guide)?				
Do you need support on certification, standardisation and other regulatory aspects?				
Are you interested by the EIC support to assess, track and efficiently reduce the carbon footprint and co-create new green services and business (for more information, consult the EIC GHG programme)?				
Other (please provide details)				

Background Documents

[EIC Transition Guide v2.pdf](#)

Contact

[Contact Form](#)