Common Exploitation Booster
Support services for ongoing R&I projects across the FP7 and H2020

How to help R&I projects to reach the market, stakeholders and potential users?

How to exploit the R&I results and meet expectations of different project partners?

How to communicate better internally or externally, follow market evolution, and consider competing solutions and financial opportunities?

Common Exploitation Booster services aim to bridge the gap between research results and exploitation by helping the project consortia in

- raising **awareness** on exploitation possibilities and exploitation planning;
- clarifying issues, exploring solutions and actions, anticipating possible conflicts for successful exploitation;
- setting up roadmaps for the long-term sustainability of the project results;
- creating value out of novel knowledge (recognising exploitable results, creating revenues, improving skills, standardization or patenting, finding pathways for future work).

**BASIC PRINCIPLES**

- The consultancy services are paid from the EC Horizon 2020 Common Support Centre budget. The projects cover their own logistical expenses.
- The services are implemented by external consultants under confidentiality agreement. The contractor proposes experts from their pool based on the specific needs for expertise.
- The services are available for all ongoing projects under any area of FP7 or H2020.
- Common Exploitation Booster provides four types of services, suited for projects and results in different phases of maturity.
- A project consortium can benefit from the Common Exploitation Booster only once and from one type of service.
- The services are requested by the EC project officer and confirmed with the project coordinator before starting the service.

**HOW TO APPLY?**

EC project and policy officers, or coordinators can propose projects for Common Exploitation Booster services by filling in the submission form: [https://ec.europa.eu/eusurvey/runner/CommonExploitationBooster_service_request](https://ec.europa.eu/eusurvey/runner/CommonExploitationBooster_service_request)

- Project information (project number, total budget, number of partners, coordinator email)
- Type of service
- Place and timing of ESS/BPD/BPE service (e.g. in context of project consortia or clustering meeting)

In case of BPE service, the proposals should identify a group of related projects for the service.

More information: [EC-CSC-Exploitation-Support@ec.europa.eu](mailto:EC-CSC-Exploitation-Support@ec.europa.eu)
**COMMON EXPLOITATION BOOSTER SUPPORT SERVICES**

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<th>Service</th>
<th>Description</th>
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<th>Outputs</th>
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<td><strong>Analysis of Exploitation Risks (AER)</strong></td>
<td>The service will support the partners to identify risks and potential obstacles to the future exploitation of the project's results within and outside the consortium and tackle questions like:</td>
<td>For 1 project, TRL 3 or more, 12+ months</td>
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<td><strong>Exploitation Strategy Seminar (ESS)</strong></td>
<td>The service will provide a platform (1/2 - 1 day seminar) to discuss results and design a roadmap toward exploitation. Expert will facilitate discussion and provide guidance on issues like:</td>
<td>For 1 project, TRL 5 or more, 12+ months</td>
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<td><strong>Business Plan Development (BPD)</strong></td>
<td>The service includes a virtual or face-to-face collaborative workshop, and entails support for developing a complete business plan, including issues such as</td>
<td>For 1 project, TRL 5 or more, last year of project life</td>
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<td><strong>Brokering and Pitching Event (BPE)</strong></td>
<td>The service provides assistance with the design and preparation for an event that brings together project partners and other relevant actors, with issues such as:</td>
<td>For 5-10 projects, TRL 4 or more, 12+ months</td>
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