

Exploitation in H2020 projects

Within innovation projects exploitation of research results is crucial, and it is always recommended that partners are strongly involved in these activities.

Leading such impact activities is difficult, and it requires specific experience and competence that, in most cases, is not a core competence of any of the partners.

Who is META Group?

META Group is an impact service provider with extensive experience in exploitation activities in H2020 projects. META Group has on-the-ground experience in supporting researchers, start ups and SMEs in translating research into innovation. So far, META Group has:

- Assisted more than 600 EU funded projects through exploitation seminars, business planning and patenting services;
- Trained and coached researchers and start ups on business modelling, how to pitch and access to finance;
- Managed early stage investment funds across Europe and is part of the main European investors' networks.

What can META Group provide?

META Group can play a key role as an impact service provider by ensuring that EU-funded projects achieve impact in relation to exploitation activities. In particular, META Group can:

- Provide a skilled senior expert, the Support Exploitation Mentor (SEM), who assists the partner responsible for exploitation for the whole duration of the project. The SEM contributes to the coordination of all exploitation activities, and helps in the preparation of the exploitation plan, the PEDR.
- Help partners to identify all the Key Exploitable Results (KERs) of the project.
- Provide support for the analysis of exploitation risks connected to the use of KERs, taking into account internal and external factors.
- Hold seminars that pave the way towards exploitation and build competence in relation to exploitation matters, while aligning the views of the partners on the best use of the results.
- Coach key partners on "How to Pitch" in front of interested parties to increase future collaborative success
- Co-organise pitching sessions/events in front of international investors.

If selected as the impact service provider, META Group can support consortium partners to prepare a work package on exploitation and specific parts of the Impact section during the preparation of the proposal.

600+

EU FUNDED
PROJECTS
ASSISTED

3000+

RESEARCHERS &
ENTREPRENEURS
TRAINED

300+

REGIONS
SUPPORTED

