

# HORIZON RESULTS PLATFORM

MAKING RESULTS MATTER

## Introducing the Horizon Results Platform and Horizon Results Platform TV

Written by the European Commission, Directorate-General for Research & Innovation, Directorates G and H – Common Policy Centre (CPC) and Common Implementation Centre (CIC), Unit GH.6 - Common Knowledge and Data Management Service

The [Horizon Results Platform](#) (HRP), launched in September 2019, promotes EU Research & Innovation funded results and facilitates matchmaking between:

- ✓ beneficiaries of EU-funded Research & Innovation (R&I) Framework Programmes, looking to take their research solutions to the next level, and
- ✓ potential investors, partners or policy makers, looking for specific thematic R&I research results.

As of 14 June 2021, we counted 1670 results on the platform.

*“The Horizon Results Platform is a place where EU Research project results can flourish into innovations that contribute to our society and economy, and to a sustainable future!”*



European Commissioner for Research & Innovation,  
Mariya Gabriel

A dedicated team is focused on increasing the chances of uptake of the R&I research Key Exploitable Results with investors, partners or policy makers. In order to provide a maximum of visibility for our beneficiaries

on the platform, we work closely together with a broad range of partners from the R&I ecosystem such as the European Innovation Council (EIC), the European Institute of Innovation & Technology's Knowledge and Innovation Communities (EIT KICs), DG MARE EMFF, BlueInvest, DG GROW, Enterprise Europe Network (EEN), European Business Angels Network (EBAN), National Contact Points (NCPs), the Horizon Impact Award, and others.

To achieve our mission of “Making Results Matter”, the following objectives were set for the Horizon Results Platform, which is offered free of charge:

### 1. Free tool facilitating dissemination and uptake of results

The HRP serves as a free tool for beneficiaries in disseminating their Key Exploitable Results (KERs) to targeted audiences and maximising their chances of being discovered by the right audiences for exploitation purposes.

### In a nutshell: Key Exploitable Results

A Key Exploitable Result (KER) is an identified main interesting result, which has been selected and prioritized due to its high potential to be “exploited” – meaning to make use and derive benefits- downstream the value chain of a product, process or solution, or act as an important input to policy, further research or education.

In order for you to select and prioritize your results, we would recommend that you use the following criteria: degree of innovation, exploitability and impact.

This matchmaking can encompass participants looking to continue their research at a Research and Technology Organisation (RTO) or University, find a research infrastructure to test their lab results, collaborators or partners in taking their research results to the next level. Moreover, the platform helps beneficiaries to find public funding or investment opportunities, or raise awareness on results with important implications or influence on policy-making.

### 2. Providing support service and guidance

The HRP addresses beneficiaries' specific needs and challenges in exploiting their KERs by providing appropriate free services, platforms, or guides, within or outside the Commission, such as Horizon Results Booster services (dissemination and exploitation, Business Plan development, Go2Market – pitching, IP guidance, training in innovation management, how to search for a partner, how to search for investors, how to search for funding, etc.)

### 3. Networking

The HRP offers networking opportunities to foster potential business partnerships and collaborations. It is an integral part of the Funding & Tenders (F&T) Portal inviting various stakeholder groups (e.g. policy makers, investors, researchers, entrepreneurs, etc.) to browse the results. By encouraging them to create a profile in the F&T Portal, they will get access to additional features and information, enabling them to better engage with the beneficiaries.

### 4. Giving valuable policy input

The HRP also contributes to having an impact on policy making for the Commission's strategic priorities.

### Horizon Results Platform: what are the benefits?

Publishing their research results on the HRP offers a number of concrete benefits to beneficiaries, including:

- Pitching their results to investors at a dedicated investor event or Corporate Day and participating in digital events (e.g. e-pitching events, webinars, meetings, live demos or workshops) and benefitting from dedicated support actions via the Horizon Results Booster.
- Being selected for various EC initiatives such as the BlueInvest (co-organized with DG MARE) pipeline of projects.
- Gaining visibility by having a dedicated interview on HRP TV or being featured in top media channels, focusing on success stories. Recently, Euronews Business Planet featured HRP in a story on EU R&I results valorisation, focusing on the award-winning tech company, RedZinc and their innovative solution on telemedicine. Donal Morris, CEO and Founder, mentions that HRP has been very beneficial for his business. “It has allowed us to go out and connect with investors across Europe. But more importantly, it has allowed us to get our business investor-ready.”

### HRP Benefits

FAST MATCHMAKING	FREE ACCESS	EASY TO NAVIGATE
Advanced search criteria filters allowing third parties to rapidly find the EU-funded innovations that best match their interests	Free use by both programme participants uploading results and for external users that want to discover EU-funded innovations	Quick searches, intuitive to customise, advanced filters, instant dashboards* to summarise searches (*coming soon)
INNOVATORS PROMOTION	COMMUNITY	DEDICATED SUPPORT
Tailored results profiles designed to best highlight the valorisation potential of the EU-funded solutions, focused on attracting the adequate targeted audience	Discover similar projects with which to forge partnerships  Connect with the EU-funded innovations' owners directly	Needs & innovations' readiness based boost services envisaged, Investors/Funding opportunities, Knowledge sharing ...

- Benefitting from greater visibility to and networking with third parties conducting a search on a specific theme for investment, partnership or policy-making purposes.
- Having their project results available on an EU corporate and trusted source of information; the profile created can be directly shared via HRP to other networking platforms (e.g. Twitter, LinkedIn), - third parties can contact result owners directly when in any of the result profiles on our platform.
- Having access to upcoming DG R&I Dissemination & Exploitation events relevant for result authors - communicated on the HRP News section on the HRP landing page.

HRP also offers benefits to the investor community by acting as a bridge between innovators and investors: it saves investors valuable time when conducting a targeted search or due diligence. Venture capital fund manager, Cyril Demaria, recently talked with Euronews' "Business Planet" about the benefits in using HRP as an investor: "The Horizon Results Platform is essentially a valuable meeting point to access interesting investment opportunities. The platform provides me with a much wider investment universe, but without the risk of being flooded by projects. It aims to bridge the gap between investors and entrepreneurs. It is designed for me, as I have the option to filter opportunities, assess fairly rapidly which opportunity I should explore, and use the

time and effort that I've saved to actually analyse in detail the selected opportunities." Read the [full article](#) or watch the corresponding "Business Planet" episode.

#### Why was the Horizon Results Platform TV created?

The [Horizon Results Platform TV](#) (HRP TV), launched 14 April 2021, is a source of knowledge sharing and practical insights, with a clear mission to support and inspire our R&I programme participants in their efforts to bring their research solutions to market.

#### Looking ahead: What are the future plans for HRP and HRP TV?

Many other events and initiatives will be taking place in the future to offer continued guidance and support to beneficiaries. For instance, we will be expanding the HRP with results from other EU-funded R&I programmes similar in nature (also including co-funded programmes), we will be collaborating with various communication channels such as Euronews, and much more! Please keep an eye on the news section of our [landing page](#), also for the calendar of upcoming events.

Thus, whether you are a researcher, investor, policy-maker or company, we invite you to capitalise on the Horizon Results Platform's wide range of innovative solutions and the videos available on HRP TV.

**HRP TV** Share Knowledge • Find Mentors • Seize Opportunities • Innovate  
A service provided by the Horizon Results Platform

HRP TV videos and podcasts provide guidance on diverse challenges to beneficiaries face in exploiting their results via two channels:

### 1. The experts say...

Interview-videos or podcasts of experts sharing their specific knowledge and practical insights, e.g.: how to approach business angels or venture capitalists, how to manage intellectual property, and more.

**Alessia Melasseche Germini: Introduction to HRBooster**



**Cyril De Maria: How to Approach Venture Capitalists...**



### 2. Get inspired!

Engaging testimonials on using HRP and personal stories of researchers who overcame the hurdles to becoming successful entrepreneurs.

**Symptoma: Why We Use HRP**



**SignalGeneriX, an R&D SME**



Beneficiaries that have outstanding profiles and have shown their impact on societal challenges will be invited for a live demo of their project and engage in an open discussion with HRP moderators.



To beneficiaries of FP7, Horizon 2020 and soon Horizon Europe in particular: Join our mission! Upload your Key Exploitable Results onto HRP and benefit from the diverse opportunities to showcase your R&I research results to third parties.

For any comments, questions or ideas, please contact us:

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