WELCOME!
EUREKA - Eurostar’s Call 5
Brokerage & Consortia Building Event

Housekeeping
- All participants will be muted.
- Remember to connect your audio by using the “Join Audio” icon at the bottom left of the screen.
- If you have any technical problems, use the chat to get advice from Jess Dobbyne
- Recording and slides will be distributed to delegates and available at registration page.

Creating connections
- Use the chat to introduce yourself: name, organization, interest in Eurostars
- Use the Q&A function. We will pick them up at “Q&A session”.
- Register in the Networking Platform for post-event networking: https://eureka-eurostar-call5.meeting-mojo.com
<table>
<thead>
<tr>
<th>Time (UK Timing)</th>
<th>Event Description</th>
<th>Speakers</th>
</tr>
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<tr>
<td>10:00</td>
<td>Welcome, introduction and aims of the day</td>
<td>Belen Rebollo - Innovate UK</td>
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<td>Bas Breakman - Netherlands Enterprise Agency (RVO)</td>
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<td></td>
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<td>Arnold Meijs - Netherlands Enterprise Agency (RVO)</td>
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<td>10:45</td>
<td>Eurostar call 5: Spain</td>
<td>Luis Tejera - Centre for the Development of Technology and Innovation (CDTI)</td>
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<td>11:00</td>
<td>Q&amp;A</td>
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<td>2 more rooms for aside conversations if needed.</td>
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<td>Wrap-up</td>
<td>Ben Morris &amp; Belen Rebollo - Innovate UK</td>
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</tbody>
</table>
Innovate UK KTN – European Programmes
Activity and support

Belen Rebollo-Garcia
Knowledge Transfer Manager
belen.rebollo-Garcia@iuk.ktn-uk.org
We support UK organisations in **engaging with International R&I initiatives**:

- Horizon Europe
- EUREKA
- UK-European R&I Bilateral calls

**Innovate UK KTN – European Programmes Team activities:**

- Organising consortium building activities / events in selected topics
- Offering “Travel Grants” to attend European brokerage events
- Collaborating with European initiatives: technology platforms, European working groups, etc..
- Working with our sectors teams to embed internationalization in the UK innovation networks.

We work closely with the National Contact Points (NCPs), Innovate UK EDGE and the FCDO / Science Innovation Network.
Innovate UK KTN exists to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.

Cross-Sector Expertise

Agrifood  Manufacturing
Biotechnology  Materials
Chemistry  Photonics
Creative Industries  Quantum
Design  Robotics & AI
Digital  Security & Defence
Electronics  Sensors
Energy  Space
Geospatial  Transport
Health  Water
Industrial Maths  
Infrastructure  

Cross-Sector Expertise
Our Network

- 46,229 Unique Organisations
- 72% Small
- 15% Medium
- 13% Large
- 234,478 innovators
- Every university in the UK

Our Outputs

- 66% introduced by KTN go on to collaborate
- 42% reach outcomes faster (1-2 years)
- 60% increased investment in R&D direct result from KTN engagement
- £100m per year increased investment in R&D
How to.....:

- Register and then Log in
- SEARCH for other delegates
- MESSAGE them
- SCHEDULE 1:1 Meetings

https://eureka-eurostar-call5.meeting-mojo.com/
EUREKA
Eurostars Joint Brief
UK-ESP-NL
Since 1985:

- 48.4+ billion euro public-private investment
- 7,000+ R&D projects
- 35,000+ organisations supported
47 Eureka countries
A tool for international R&D and innovation:

Projects between partners in any two (or more) Eureka countries
Project characteristics:

- A civilian purpose
- International collaboration between organisations based in two or more Eureka countries
- R&D of a new product, process or service
- Market-oriented, where participating organisations decide the focus of their research
Who is Eureka for?

- Startups and SMEs 59%
- Large companies 13%
- Universities 15%
- Research organisations 11%
- Other 2%
Benefits

- Access new markets
- Long-term business relationships
- Knowledge transfer
- Revenue growth
Top five technological fields

- Electronics, IT and telecommunications 28%
- Biological sciences/technologies 28%
- Industrial manufacturing, materials and transport 18%
- Energy technologies 7%
- Environment technologies 5%
Innovative SMEs are the main project partner
37 countries and the European Commission
1 billion euro funding dedicated
Two deadlines per year

DEADLINE: 14 SEPTEMBER Eurostars is part of the European Partnership on Innovative SMEs. The partnership is co-funded by the European Union through Horizon Europe.
Eureka programmes

**Network projects** flexibility for international partners

**Globalstars** flexibility for international partners (non-Eureka countries)

**Clusters** thematic industry-led communities

**Eurostars** innovative SMEs aim higher

**Innowwide** supports research and business ventures in new markets

**Investment readiness** drives companies towards private investment
Innovate UK will only fund SMEs, other types of organization can participate but must self-fund.

Innovate UK contribution is £2.5m per call.

Grant is €360k or 60% of costs, whichever is least.

UK subcontracting is capped at 20% of the UK partner eligible costs.

The UK entity must have at least 12 months of trading history at point of submission deadline.

Overheads are capped at 25% of Labour.

Cost Guidance – Eligible costs for UK partners

The project must be led by Innovative SME, one that:

- invests 10% or more of its turnover into research, or
- has 10% of its full-time equivalent staff working on research activities, or
- has 5 or more full-time staff working on research activities, if the SME has 100 or fewer employees, or
- has 10 or more full-time staff working on research activities, if the SME has more than 100 employees

You must follow:

- Eurostars eligibility criteria link takes you to the UK page, you can change country on the Funding Information tab.
- Innovate UK Criteria at the competition application deadline and throughout your project.
- Eureka Home Page
UK engagement in EUREKA

Ben Morris
National Project Coordinator
ben.morris@iuk.ukri.org
NATIONAL

AT LEAST 1 DUTCH COMPANY

INTERNATIONAL

LED BY INNOVATIVE SME

AT LEAST 2 EUROSTARS COUNTRIES

>50% BUDGET BY SME

MAX 3 YEAR DURATION

<70% BY 1 COUNTRY OR PARTICIPANT

CIVIL APPLICATION
Application

Mandatory
- Application form in platform
- Commitment & Signature form
- SME declaration
- Financial Annexes
  - Annual reports (>2 years)
  - Business plan

Optional
- Technical annex
- Gantt chart

No additional requirements to RVO for international application

Funding

<table>
<thead>
<tr>
<th>Organization type</th>
<th>Funding percentage NL</th>
</tr>
</thead>
<tbody>
<tr>
<td>SME</td>
<td>50 %</td>
</tr>
<tr>
<td>Research organization</td>
<td>50 %</td>
</tr>
<tr>
<td>Large company</td>
<td>40 %</td>
</tr>
<tr>
<td>Maximum grant € 500,000,- per project</td>
<td></td>
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<tr>
<td>Annual budget is € 22 million</td>
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</tr>
</tbody>
</table>

- 25-30 projects funded per call (~25%)
- 2 calls per year (~11 mln/call)
- Only **R&D related costs** can be funded
Netherlands & United Kingdom co-operation

Eurostars 1, 2 and 3:
• 2nd most picked partner country
• Very high success rate
EUREKA Eurostar's Brokerage & Consortia Building Event
Call 5

Luis Tejero Povedano
Deputy Directorate of Technology Cooperation
19th July 2023
eurostars3@cdti.es
Centre for Technology Development and Innovation (CDTI)

A Public Business Entity, which fosters the technological development and innovation of Spanish companies by funding and support applications for national and international R&D&I projects of Spanish companies.

- Clusters
- Network Projects
- Globalstars Calls
- Eurostars
Spanish participation in Eurostars

<table>
<thead>
<tr>
<th>Average submission</th>
<th>Average approval</th>
<th>Success rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>65 proposals</td>
<td>20 projects</td>
<td>30%</td>
</tr>
<tr>
<td>(80 companies)</td>
<td>(28 SMEs)</td>
<td></td>
</tr>
</tbody>
</table>

Annual commitment of €13M (€6.5M per cut-off)
Eurostars-3. National Eligibility Criteria

**Entities**

- SMEs legally established in Spain are eligible.
- Not subject to an **E.C. recall order**.
- The company is "**not undertaking difficulties**" and has the **financial capacity** to execute the Project.
- **Accounts registered** for at least the last financial year on the date of the CoD.
- **One eligible application** per company in each Eurostars call.

**Project**

- **Activities and expenses in 2024**
- The eligible activities cannot exceed **36 months** in duration.
Eurostars-3. National Funding Criteria

**Interempresas call** for direct grant addressed to Spanish SMEs in approved Eurostars-3 projects.

- **Deadline for submission:** first quarter 2024

- **Maximum grant:** No maximum or minimum budget per project or entity. Grant limited up to **€400,000**, covering 60% of the eligible budget for small companies and 50% for medium-sized companies.

- **Eligible activities:** Industrial Research or Experimental Development. “General Block Exemption Regulation”. **NON-ELEGIBLE activities:** Dissemination of results, market studies, commercialisation, patent applications, industrial scaling, production, certifications, etc.

- **The eligible budget** of each beneficiary at national level may not exceed the amount of the budget included in the approved international application by more than 1%.

- **Eligible costs** between the **start and end date of the project**, and approved in Resolution
Eurostars-3. National Funding Criteria

Eurostars Budget

- **Personnel costs**
  - **Personnel**: technical + management (< 58 hours/month)

- **Overheads**
  - **Overheads**: < 25% of staff costs

- **Travel**
  - **Travel**: < 8,000€ per project and participant

- **Materials**
  - **Materials**: (i) fungible (acquisition) + (ii) inventoriable (depreciation)

- **Other**
  - **Others Cost**: audit costs < 2,000€ per project and year

- **Subcontracting**
  - **Subcontracting**: <25% total budget, reaching 50% in the case of Public Research Centers (R&D Consultancy up to 8,000€ per Partner and Project).

“**Interempresas**” Budget application

- **Personnel**: technical + management (< 58 hours/month)
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### Recommended WP structure

**WP 1: Project Management and Ethics**

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel costs</td>
<td>Up to <strong>0.4 p/month</strong> Administrative and/or technical staff</td>
</tr>
<tr>
<td>Overheads</td>
<td>Up to 25% of project management personnel costs</td>
</tr>
<tr>
<td>Travel</td>
<td>Up to <strong>8,000€</strong> per participant along the whole project</td>
</tr>
<tr>
<td>Materials</td>
<td><strong>None</strong></td>
</tr>
<tr>
<td>Other</td>
<td>Audit costs ≤ <strong>2,000€</strong> per financial year</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>Consultancy – up to <strong>8,000€</strong></td>
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**Technical WPs: at least 2, but not more than 5**

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<tr>
<td>Personnel costs</td>
<td>Technical staff performing R&amp;D tasks only</td>
</tr>
<tr>
<td>Overheads</td>
<td>Up to 25% of technical staff personnel costs</td>
</tr>
<tr>
<td>Travel</td>
<td><strong>None (WP1)</strong></td>
</tr>
<tr>
<td>Materials</td>
<td>Consumables (purchase cost) &amp; equipment (depreciation cost)</td>
</tr>
<tr>
<td>Other</td>
<td><strong>None (WP1)</strong></td>
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<tr>
<td>Subcontracting</td>
<td>Subcontracting of technical tasks &lt; 25% total</td>
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# Most common weaknesses in evaluation (CoD1, CoD2, CoD3)

<table>
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<tr>
<th>IEP Comments</th>
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</table>
| **IMPLEMENTATION** | Unbalanced consortium with partial synergy / Limited added value through the cooperation.  
Consortium is lacking some qualifications / some expertise is missing / level of managerial  
Methodology, planning, milestones and deliverables are insufficienly described.  
Cost structure is not convincing / unbalanced. Cost breakdown needs some clarification. |
| **IMPACT** | Expected market share is overestimated.  
Commercialization plan and business model are not convincing / is lacking some detail.  
Unrealistic / too optimistic time to market  
Market entry barriers not convincingly addressed.  
Competitive advantage not fully convincing / Competition is underestimated.  
SDG-related impact as well as social and environmental risks are not fully described. |
| **EXCELLENCE** | Low-Medium innovation. Moderate incremental innovation.  
New knowledge generation is limited.  
Technical approach is not fully convincing.  
Gender dimension is not fully convincing  
IPR strategy is weak.  
Risks are defined but the mitigation plans are inadequate. |
+info sobre programas y ayudas CDTI para proyectos de I+D empresarial e innovación

Ongoing advice
eurostars3@cdti.es

@CDTI_innovacion
EUREKA - Eurostar’s Call 5
Brokerage & Consortia Building Event

BREAK
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Chemistry
Creative Industries
Design
Digital
Electronics
Energy
Geospatial
Health
Industrial Maths
Infrastructure

Manufacturing
Materials
Photonics
Quantum
Robotics & AI
Security & Defence
Sensors
Space
Transport
Water
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### Pitches presented in the Eureka – Eurostars Call 5 Brokerage Event

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<tbody>
<tr>
<td>Woodrow Scientific</td>
<td>John Cloves</td>
</tr>
<tr>
<td>Washa Africa</td>
<td>Eric Khoza</td>
</tr>
<tr>
<td>Ura</td>
<td>Alberto Garbayo</td>
</tr>
<tr>
<td>Defcon8</td>
<td>Javier Ray</td>
</tr>
<tr>
<td>Consultancy B.V.</td>
<td>Patricia Santa Cruz</td>
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ELASER – “Eye-safe” Laser Cleaning

What is “Eye-Safe” Laser Cleaning
- "Eye-safe" Laser-cleaning uses high-energy laser pulses to remove contamination / surface layers from substrates
- Green-technology – uses no water, chemicals or consumables
- Safe-technology –
  - Contact-free and abrasion free – no damage to the substrate
  - “Eye-safe” – can be used in public-access applications

WSL's Unique Capabilities and IP
- >25 Years experience manufacturing high-power
- Suite of high-power laser-cleaning tools
- Strong IP on “Eye-safe” laser-cleaning technology
- Proven commercial track-record
- Experience on Horizon and Eurostars collaboration

Scope of Projects and Partners
- Do you have or know of a surface cleaning / coating-removal problem to be solved?
- Would water-free, chemical-free, consumable-free cleaning offer advantage?
- Application can be manufacturing, heritage, restoration, automotive, aerospace, food, agricultural…….
- WSL are willing to partner or co-ordinate a Eurostars project

Who are Woodrow Scientific Limited (WSL)
UK-based SME Developer and Manufacturer of high-power Erbium-doped fiber lasers and laser-cleaning systems

John Clowes
Founder & Managing Director
Woodrow Scientific Limited
Southampton, UK

John.clowes@woodrowscientific.com
Tel – 0044 7485443375
PIC Number - 939068835

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Southampton, UK

John.clowes@woodrowscientific.com
Tel – 0044 7485443375
PIC Number - 939068835
# Proposed Approach & Experience

- According to Afrobarometer survey (December 2019), fewer than half (43%) of Africans have a reliable supply of electricity.
- Since 2019, SA Citizens had the worst loadshedding experience, with blackouts persisting for a total of 530 hours, and Stage 6 load shedding being implemented for the first time.
- Slow economic growth due to unreliable energy supply (loadshedding and load reduction)

## Organisational Capabilities

**Partnered with the University of Johannesburg to provide technical advice**

Knowledge of waste tyre pyrolysis process

## Administrative Information

**Washa Africa is a SME (Start-up).**

I am planning on being a Partner?

Contact details: Eric Khoza
- eric@avaero.co.za
- +27829099976 (WhatsApp)
- +27828990347 (Calls)

South Africa

Organisation’s PIC is 2022/790766/07
**PET | Electrospray**

**SAFE AND INERT**

Ionic liquids are inert and non-toxic propellants that can be handled with normal care. Ideal for ride share.

**MOBILE AND EVERSCALABLE**

Amount of liquid and emitter array can be modified to suit all mission needs. Even 1-PET cell modules are competitive in 100-200 Wapps.

**EQUIPMENT PRODUCED**

Enter tips and main critical components are batch produced, providing a low-cost and low lead time system. Ideas for constellation use.

**PLUG-AND-PLAY**

Thrust and impulse can be varied by varying the applied voltage. Large range of dynamic thrust.

---

**ABOUT US**

**SUSTAINABLE PROPULSION SOLUTIONS**

**URA**

**ACQUAMET**

meero water, the Basque language, the oldest living language in Europe and, perhaps, the seed of all articulate language.

At URA we transform not communication, but in-space transportation by providing green, low-cost and high-performance propulsion solutions.

**FIVE TECHNOLOGIES TO DOMINATE THE MARKET**

- AQUAMET
- AQUAMET
- AQUAMET
- AQUAMET
- PET

---

**IOD IN Q2 2024 | LUR | HYBRID (CP + EP)**

**ICE**

Water electrolysis

**ICE-100 | ICE-50 | ICE-1000**

**ICE-1000 | ICE-5000**

H₂ + O₂

**PET**

Electrospray

**PET-50 | PET-200**

**PET-400**

The first EU water electrolysis system in Q2 2024. Plug-and-play / Soft and inert IOD in Q2 2024.

---

**DISTRIBUTOR**

Contact: Customers and Partners

**WE SITE**

www.ura.com
SMART WATER FLOW MONITOR

Global challenges: GHG emissions & water scarcity facts:

According to UN water demand will outstrip it's availability by 40% in 2030. Global warming drives extreme weather: floodings and droughts.

75% of fresh water goes to agriculture, but 75% Europeans live in cities, which need to be more resilient against proof...

20% of energy requirements of a typical household are for warm water.

We can fight global warming but the math is daunting.

Empowerment & engagement

Schools, offices & households can set their own daily consumption target and see the "remaining amount of water" during every use. The target is self-imposed, so it generates engagement and empowerment.

Example: typical household of 2

Before Defcon

| NRG | 1600 kWh | 1990 |
| CO₂ | 0.7 Tn | 0.11 Tn |
| Water | 86 m³ | 9 m³ |

After Defcon

| NRG | 240 kWh | 7 |
| CO₂ | 0.29 | 0.11 Tn |
| Water | 77 | 9 m³ |

Savings /

measurement is key to achieve savings

630.000 m³ of water
24 kWh in water heating
1297 CO₂
(8,2 M€)

All 20% of households used the Smart Water Monitor.

Impacts (Smart City)

Smart urban water: how Spain's Zaragoza learned to use less

A city like Zaragoza, with 740,000 inhabitants, could save weekly:

- 630,000 m³ of water
- 24 kWh in water heating
- 1297 CO₂
- 8.2 M€

if 20% of households used the Smart Water Monitor.

Examples: 4* Hotel (100 rooms)

- Water usage: 20.000 m³ yearly
- 30% of which: in rooms
- Average: 570 m³
- Occupation: 90%
- Potential savings:
  - 1900 m³ water
  - 24 kWh in heating boilers
  - 6 Tn CO₂
- Total: 13800 m³/year

- Savings in water usage in hotel rooms: 25% without offering economic benefit to customers

Value for future generations: priceless

https://defcon8.com
info@defcon8.com

Graph showing behavior patterns

SAAS / Statistical data treatment (optional)

Tax consultancy services online for Hispanic speakers in the Netherlands

**Proposed Approach & Experience**

**Problem:** To provide services to the Hispanic community (Spanish language) in the Netherlands (>150K people), addressing the language barrier (Dutch language) is vital. Offering services in their native language ensures clear communication and accurate tax filing. Understanding their cultural nuances and unique needs is important for effective tax consultancy. Simplifying the tax administration process through a user-friendly platform enhances administrative efficiency. The platform is in Dutch, Spanish and English.

**Experience:**
- Bilingual Tax Professionals: Essential for effective communication with Hispanic clients, tax professionals should be fluent in Spanish and Dutch, with deep knowledge of Dutch tax laws.
- Cultural Competence: Understanding the unique needs and customs of the Hispanic community, and providing tailored services accordingly.

**Organisational Capabilities**
- **Tax Expertise:** CEO Founder and consultants have a strong foundation in Dutch tax laws, regulations, deductions, and reporting requirements.
- **Compliance Knowledge:** Staying updated with tax regulations for accurate and compliant tax filings.
- **Scalability:** Ability to scale operations, infrastructure, and team to accommodate a growing client base.
- **Secure Platform:** A user-friendly platform is vital for managing tax declarations, ensuring seamless input and submission while maintaining confidentiality and data security.
- **Customer Support:** Providing personalized and responsive support, including bilingual assistance, addresses client inquiries, clarifications, and guidance, enhancing overall satisfaction.

**Partners**
- We are looking for partners skilled in platform development to collaborate on improving our existing platform and automating more processes. Moreover, we are interested in partnering with investors who can help us in expanding our services to other communities within the Netherlands, including Polish, Italian, Portuguese speakers, and more. 20% of the population in the Netherlands consists of foreigners (an average of 3.5 million), this business model has the potential to expand into The Netherlands and other European Union countries as well.
- We have had up to 1000 users on our platform, and we are soon launching the app version of the platform in three languages (English, Dutch, and Spanish), with plans to add more languages in the future.

**Administrative Information**

Our organisation provide tax services to SME companies in the Netherlands.

Company: Psm consultancy BV was founded in the Netherlands in 2021.
CEO Founder PSM consultancy BV: Patricia Santa Cruz
Nationality: Peruvian - Dutch
Email: info@psmconsultancy.nl
Telephone: +31618786126

- I am planning to be the coordinator.
Breakout Rooms

-Pitchers’ Break-out rooms
1 Break-out room for each pitcher so any delegates can talk to them. After the first 15 min pitchers can move away from their room.

<table>
<thead>
<tr>
<th>Organisation</th>
<th>Speaker</th>
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<tbody>
<tr>
<td>Woodrow Scientific</td>
<td>John Cloves</td>
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EUREKA Programme Coordinators Consultation Rooms
For country specific eligibility or partner search support
- UK: Ben Morris (Innovate UK)
- Spain: Luis Tejero (CDTI)
- The Netherlands: Bas Braakman & Arnold Meijer (RVO)

Thematic Breakout rooms:
- Digital and communications
- Energy and low carbon technologies
- Industry and Bioeconomy
- Health and Life Sciences

“Plenary Room”
Jess Dobbyne (host support)
How does it work?

- About 30 minutes for Breakout room discussions.
- You select which breakout room you’d like to join
- You can move around and go to more than one breakout room
- Opportunity for networking and engaging in new collaborations
- If you drop out, you can join the webinar again in the main room and we can help you join breakout rooms of interest to you.

PLEASE NOTE: BREAKOUT ROOMS ARE NOT BEING RECORDED.
How to **JOIN** a breakout room
How to LEAVE a breakout room
Breakout Rooms

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"Plenary Room"
Jess Dobbyne (host support)
EUREKA - Eurostar’s Call 5
Brokerage & Consortia Building Event

Key Dates and messages

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UK Programme Manager
Ben.Morris@iuk.ukri.org

Belen Rebollo-Garcia
Knowledge Transfer Manager
belen.rebollo-Garcia@iuk.ktn-uk.org
https://www.eurekanetwork.org/events/

Next Eurostars deadline
14 SEPTEMBER 2023
Submit your application - deadline 14:00 CEST
Innovate UK KTN
News, events and funding opportunities

https://iuk.ktn-uk.org/knowledge-centre/events/

https://iuk.ktn-uk.org/opportunities/