



**Mission Innovation: supporting organisations
in achieving their full potential**

zabala
INNOVATION

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*We turn innovation into a key driver
of competitiveness for our clients.*

Since 1986, we are a leading international consultancy firm in the area of Research, Development and Innovation strategies and financing.

We support our clients (companies, universities, technology centres and public administrations) in their innovation activities:

- ✓ **Identification of suitable funding opportunities: Calls for public subsidies (grants, loans, tax relief) in R&D&I and investment aid**
- ✓ **Management and development of R&D&I**
- ✓ **Positioning in EU programmes**



Together, Innovation Works.

We are a highly qualified, multidisciplinary team, with more than 370 professionals (over 60 PhD holders).

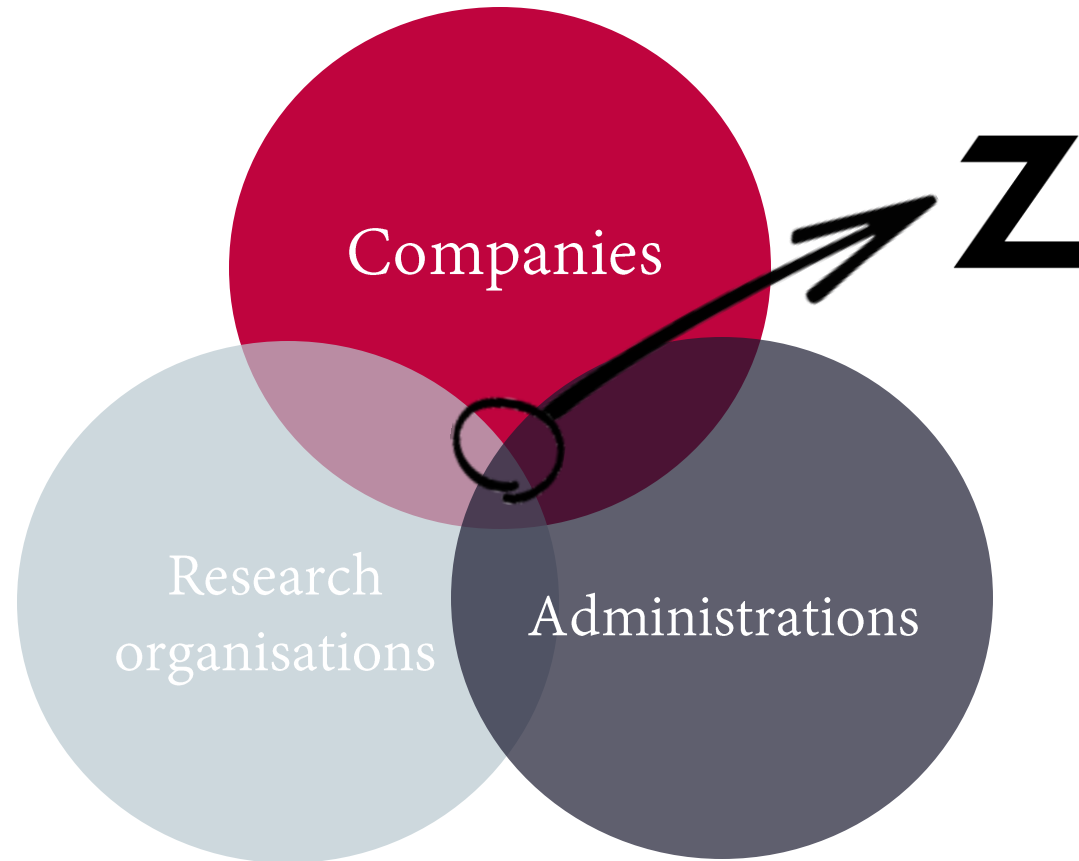
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INNOVATION

Collaboration

Companies, Research Organisations and Universities

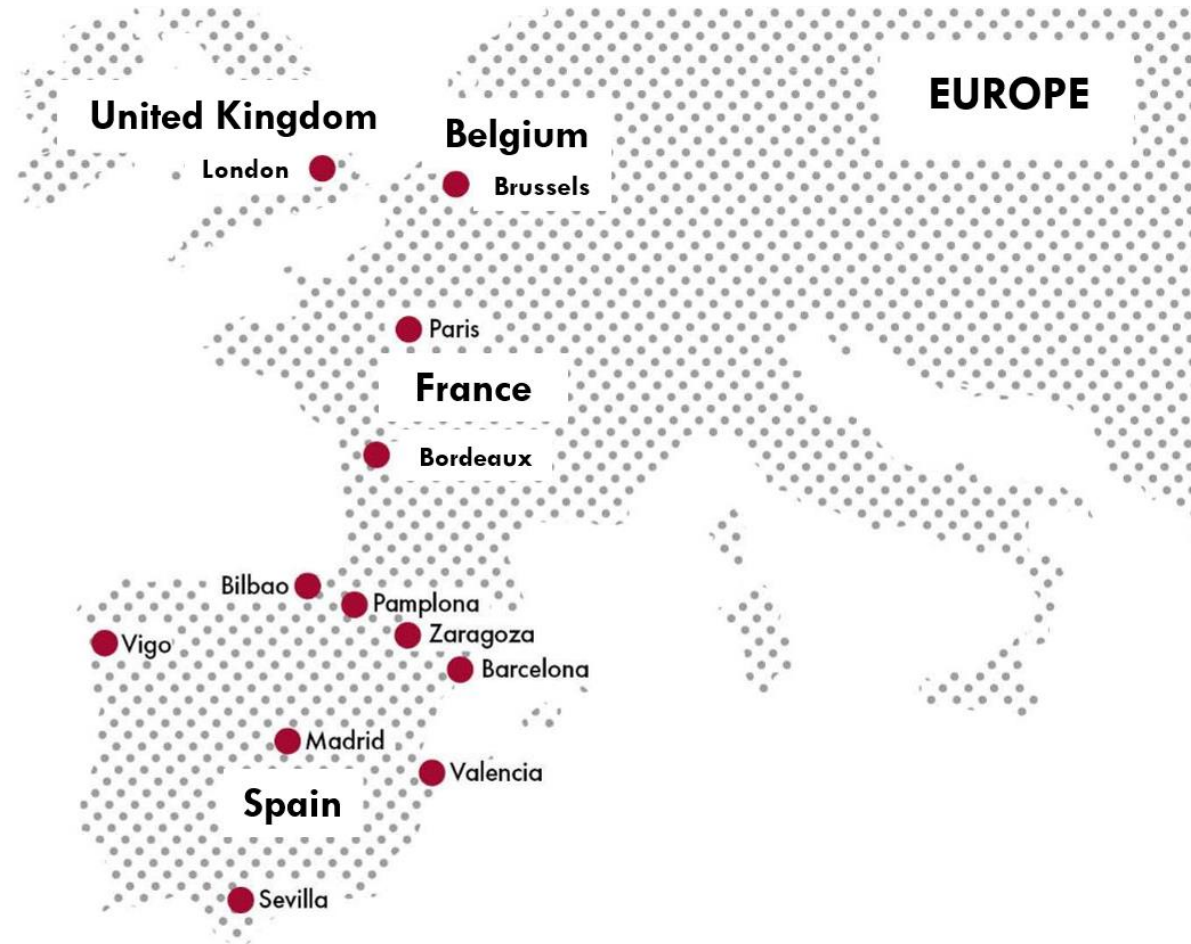
+8,000

Clients



ZABALA around the world

12 own offices



ZABALA around the world

+30 partners



- Countries with their own offices
- Partners and collaborators

Our services

An effective methodology

Public funding for projects

Proposal writing and project management

We are experts in European programmes, which provide the opportunity to finance the development and market access of your company's innovative projects.

Positioning

We help our clients position their business in strategic sectors of interest and involve them in EU projects with the most active stakeholders.

Project support activities

To maximise the success and impact of a project, we manage the communication and dissemination activities, as well as define a social innovation strategy and tools to measure the impact.

Cascade Funding

We can help you with Cascade Funding, an EC mechanism that distributes public funding to help SMEs develop digital innovations.

Innovation Consulting

EU platforms and initiatives

We provide advice to activities that encourage innovation, aimed at promoting the development of new innovative markets from the demand side, through public procurement

Studies and diagnostics

We collaborate with public administrations to promote innovation and assist companies in integrating innovation into their overall strategy.

Innovation strategy

We guide companies through the implementation of a customised and integrated innovation strategy, which allows them to tackle any transformation challenge in a coordinated and effective manner.

Integrated Innovation Management, our model:

*Maximise funding for your activities
and investments while minimising
your own commitment.*



Financial Aid

Loans and grants

- R&D&I projects
- Investment, digitalisation and competitiveness
- Energy efficiency and environment
- Recruitment of research personnel
- Internationalisation

Tax Incentives

- Tax relief for R&D&I
- R&D&I allowances
- Transfer of reliefs
- Patent box
- Other reliefs (environmental)

Integrated Innovation Management

Our methodology:

Guidance throughout the whole Project life-cycle: from INCEPTION to COMPLETION.



Strategic Planning

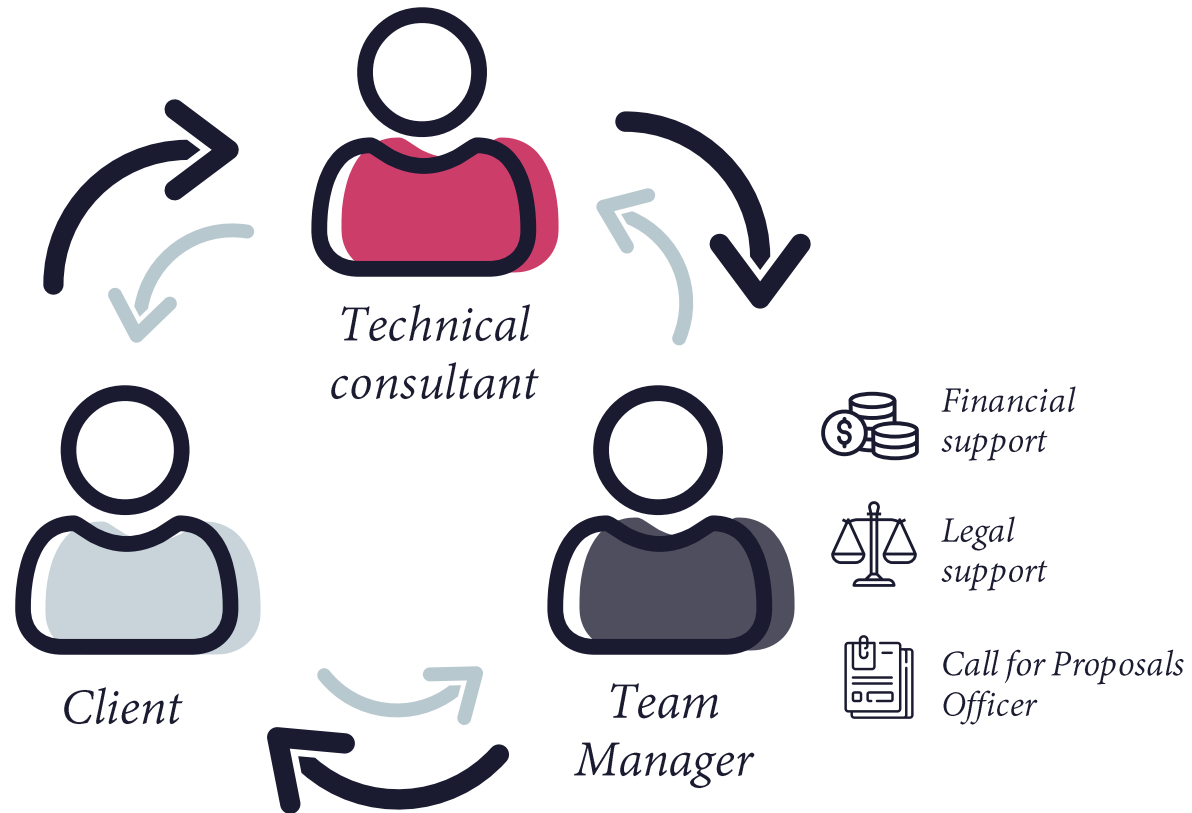
- Strategic definition of public funding and fiscal incentives
- Planning of proposals, processed annually

Technical, economic and administrative management and coordination

- Continuous updates on funding opportunities
- Continuous analyses of the relevance of project ideas
- Search for partners
- Complete drafting of proposals
- Processing of the application: technical-economic-administrative aspects
- Management until the end of the project
- Liaising with Public Administrations until collection of payment or tax savings
- Assistance with any Public Administration requirements

Integrated Innovation Management

A multidisciplinary team



Some figures

Number of entities that have participated in projects managed by Zabala Innovation: **+ 5,500**

Number of **dossiers** submitted in 2021: **+3,600**

- Europe: 250
- Tax relief : +1,300

Number of consultancy services provided per year: **+ 180**

ZABALA in figures

Highlights

Public funding for projects

European Projects

+900

Proposals
submitted (2014-
2020)

+750M€

Return for Clients
(2014-2020)

33%

Success
rate

Tax Incentives

+40

Transactions transfer
reliefs
(2018-2020)

+1100

Binding Reasoned
Reports / year

+200

Companies apply SS
rebate

Cascade Funding

+30M€

Spread through support
programmes

12

Projects in which we
participate (5 coordinated)

+900

Organisations supported by
ZABALA through these
programmes

Consultancy Services

Innovation Strategy

15

Support Contracts for
Public Admin. in the
initial phases of NGEU

Public Procurement of Innovation

20

Company and Public
Admin. Support

Social Innovation

+50

European Project Work

Digital Transformation

+50

Work with public
bodies

Who we are

Credentials and expertise

With over 38,000 managed projects since the First Framework Programme, we have a proven track record in the successful management of national and international grants for individual and cooperative R&D&I projects. We have accumulated substantial technical and business experience over the years, that allows us to provide optimal support to our clients.

20 M€

invoiced

Areas of expertise

We organise ourselves in areas of expertise. In this way, we place specific importance on each project, rather than focusing solely on the sector.



Health, Agri-Food and Bioeconomy

A good European and national strategy in this area will help establish innovations to prevent future diseases or develop healthier diets related to the Farm to Fork strategy.



Industry and Aerospace

Industrial progress transforms the way industry develops and produces new products and services, as well as the way we live, work and learn, and are fundamental to any sustainable future.



Climate, Natural Resources and Environment

Combating climate change and better understanding its causes, evolving risks, impacts and opportunities are some of the most important objectives in this area. We strive for a clean and zero-emission environment.



Energy and Mobility

We have worked on projects in the energy sector since the First Framework Programme, with an expert team that has grown to achieve a 60% success rate in energy calls for our clients.



Digital Transformation

The digital transformation will strengthen capabilities and secure Europe's sovereignty in key enabling technologies for digitalisation and production to build a competitive, digital, low-carbon and circular industry.



Social Challenges

Social innovation involves developing new ideas, services and models to better address the challenges of our society. We align with the Sustainable Development Goals (SDGs) to implement this vision in our clients' projects.

Organisations and programmes

We work closely with EU institutions and Programme managers.

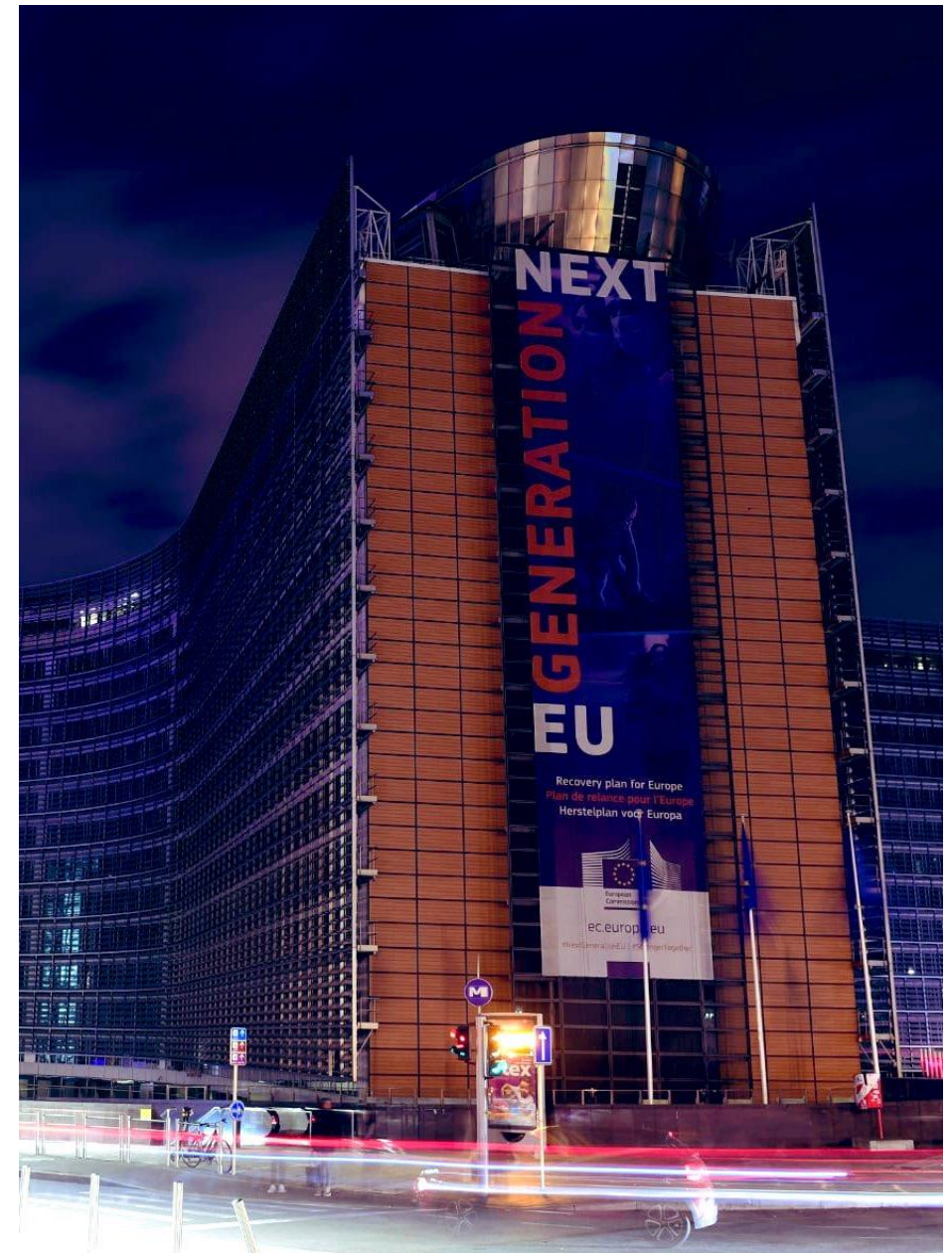


Next Generation EU

Current Positioning

We provide specific services, based on our skills and experience, for Next Generation EU funding:

1. **Updated** and screened information on NGEU funds and its calls for grants for all types of beneficiaries: companies, entrepreneurs, freelancers, technology centres, universities, public administrations, town councils...
2. Organisation and participation in **events and webinars** to disseminate information related to NGEU.
3. Advice on the **identification of projects and initiatives** eligible for NGEU funding.
4. Promotion and dynamisation of collaborative projects and the subsequent preparation of reports, structuring of consortia, submission of grant applications and project management in case of approval.
5. **Management and processing of all types of public aid linked to NGEU** for all types of beneficiary entities.



Our DNA

1. *European spirit: 55 own projects*
2. *Digital transformation and ecosystems: Kaila*
3. *Sustainability and SDGs*
4. *Mission, vision and shared values*
5. *Clients, our compass*



1. European Spirit: 55 own projects

We play an active role in 55 major European collaborative projects.

- Project led by ZABALA Innovation (others as partners)
- Currently active project

Digital Transformation (5)

- ALTFINATOR ● REACH
- DAPSI ● DIGIFED
- DMS ACCELERATOR

Climate, Natural Resources and Environment (11)

- BUTANEXT PROBIO
- GO-GRASS ● RUBIZMO
- PRE-HLB SLIM
- WASTE4THINK ● URBAN KLIMA
- INNEON BIORESCUE
- NADAPTA

Industry and Aerospace (4)

- IIT EFFECT
- FETFX SPIRE

Health, Agri-Food and Bioeconomy (4)

- HIVACAR ● DOCTIS
- VES4US ● BOW

Social Challenges (5)

- IMMERSE SLIM
- START IN WASTE4THINK
- SENATOR

Energy and Mobility (26)

- ATELIER ● OPENGELA
- BELENUS REPLICATE
- CIRCUSOL ● REZBUILD
- CL-WINDCON ● ROMEO
- BATTERIES EUROPE SCO2-FLEX
- ETIP SNET SINFONIA
- EU-GUGLE EIP
- EU-SYSFLEX ● SMARTSPEND
- EUNIVERSAL ● STARDUST
- FLOATGEN ● SUNROAD
- HYDROPOWER EU ● XFLEX HYDRO
- NAIMA S4ALLCITIES
- NESOI ● FLAGSHIP

2. Digital Transformation and Ecosystems

www.kaila.eu |  

Our intelligent platform



Kaila is a smart platform developed by Zabala to boost innovation ecosystems in Europe. It is a collaborative hub that changes the paradigm in innovation management, thanks to the use of advanced recommendation algorithms. It also integrates the main EU open data sources and facilitates the exploitation of data from innovation projects approved in Europe.

Sign up - IT'S FREE

+170,000

Innovators

13,300

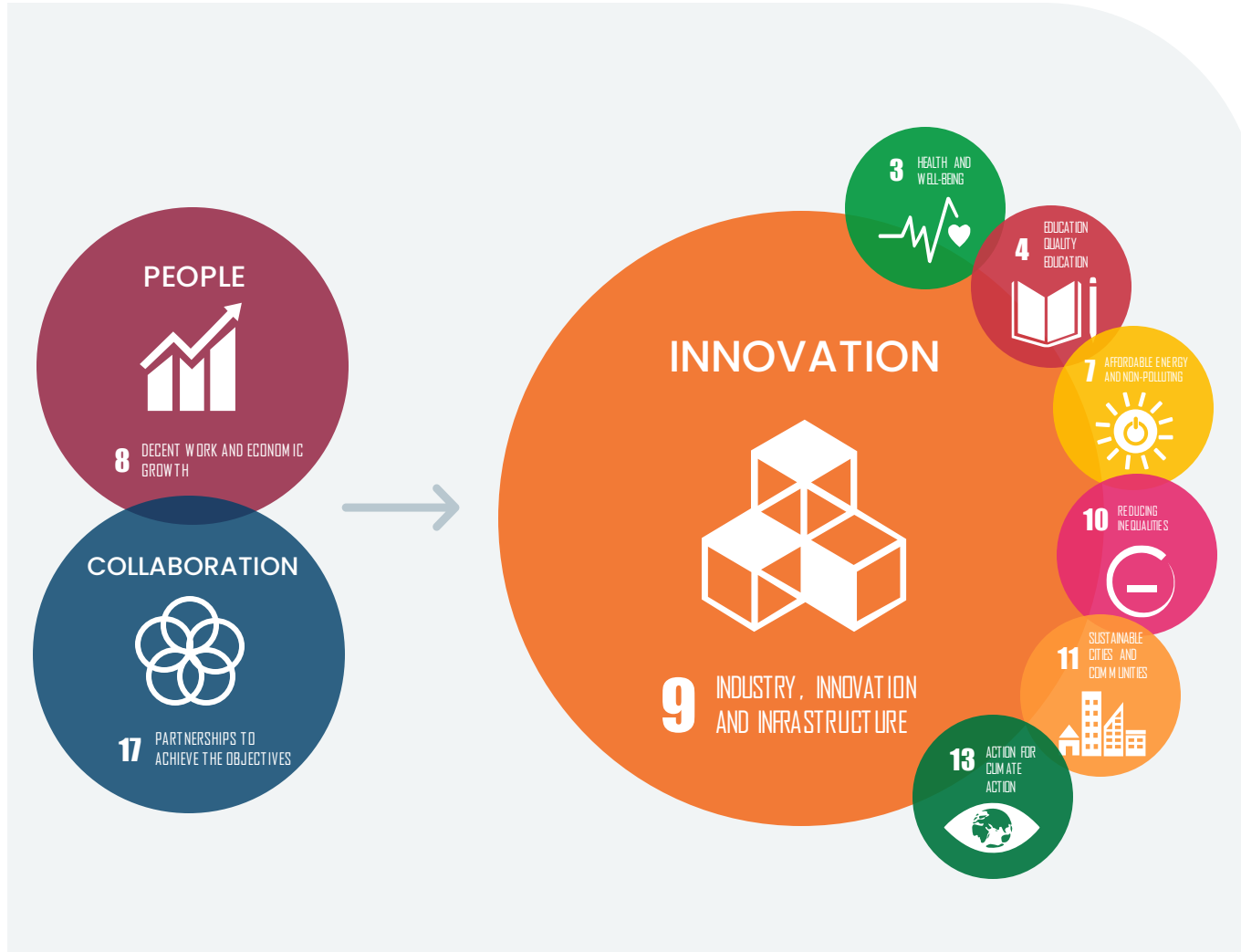
Funding opportunities

100,000

Projects

3. Sustainability and SDG

Zabala Innovation, member of the Global Compact



As a member of the Global Compact, ZABALA supports the United Nations' 2030 Agenda and uses the Sustainable Development Goals (SDGs) as a reference to define our priorities and work on sustainability. Our commitment to sustainable development is a commitment to economic growth through innovation (SDG 9) and the creation of alliances with different entities (SDG 17), always with respect for and protection of the environment and human rights (SDG 8). In addition, we help organisations that wish to better align themselves with the SDGs:



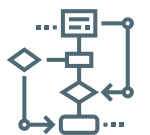
Analysis of the company's actions and regulatory documents



Identification of those actions that are related to SDG 9



Exhaustive general analysis of the entire entity: teams, sites, suppliers, products and services, etc.



Creation of a plan for integrating SDGs into the organisation's strategy

4. Mission, Vision and Values (1/2)

Mission

We are committed to our CLIENTS, we help them INNOVATE in a GLOBAL market, we anticipate their needs with loyalty and efficiency. We are a benchmark in the MANAGEMENT and PUBLIC FINANCING of RD&I projects. Thanks to our experience, we stand out in the INNOVATION ECOSYSTEMS: innovative companies, Universities, Technology and Research Centres, R&D Units, Investment companies, Public Administrations... We promote STRATEGIC ALLIANCES among the agents of our NETWORKS to create VALUE. We believe that there is a historic opportunity for Europe to lead the transformation towards a more SOCIAL and SUSTAINABLE world, with more EQUALITY, at the service of all citizens. The Sustainable Development Goals are the beacon of this journey which is led by PEOPLE. At Zabala, we grow as professionals and serve society.



Values

TRUST

Trust others and be deserving of others' trust.

INTEGRITY

Respect and be ethical towards clients, suppliers, the social context and the environment.

COOPERATION

Work as part of a team, contributing with ideas that benefit the company, clients and suppliers.

INNOVATION

Encourage and manage change by taking initiatives and risks in moderation. Acquire and share knowledge with each other.

COMMITMENT

Comply with all commitments and agreements into which the company has freely entered.

FREEDOM & RESPONSIBILITY

Live in freedom, accepting responsibility, as well as the results and consequences of one's actions.

4. Mission, Vision and Values (2/2)

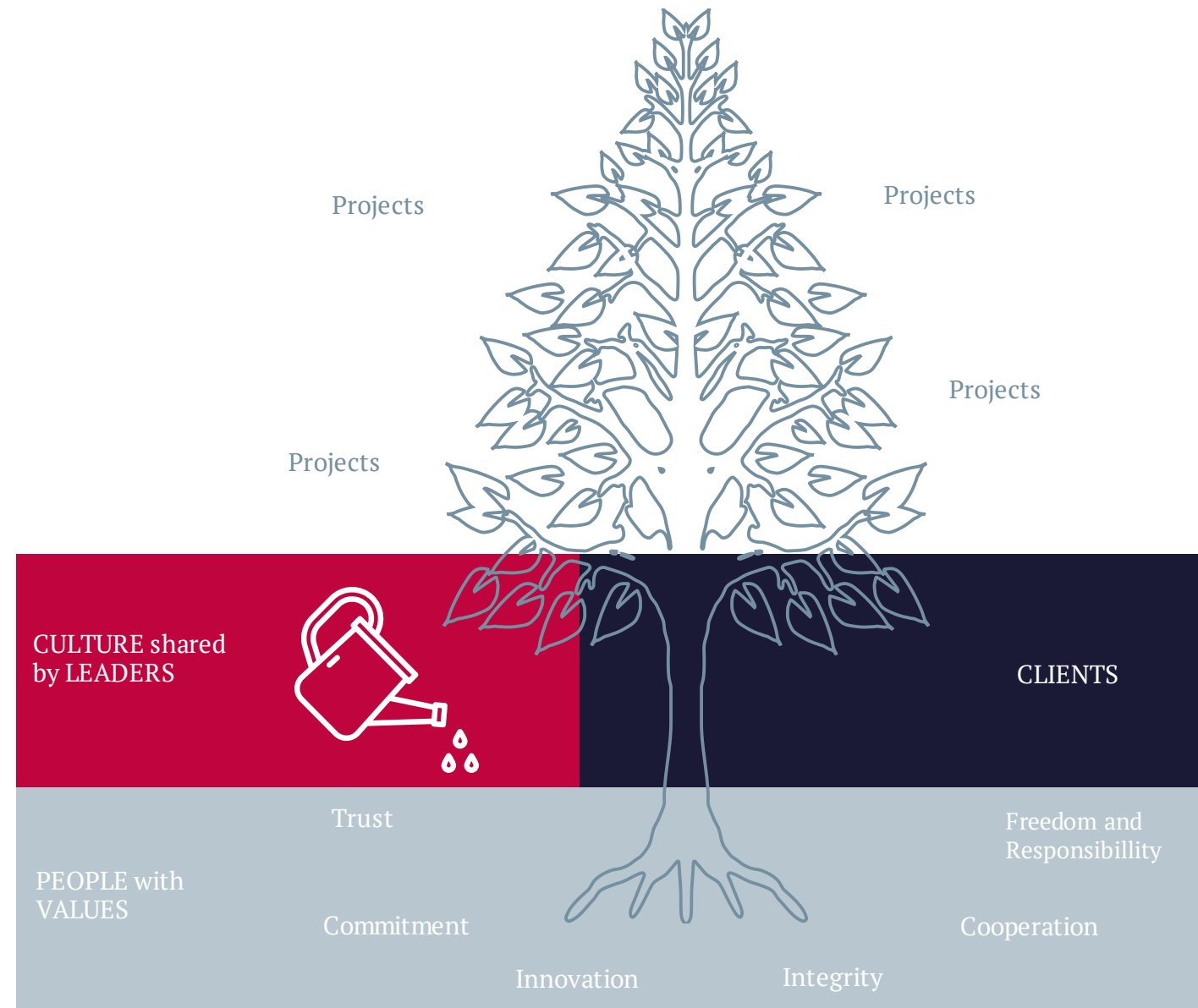
Vision

Our roots are our CULTURE and VALUES, our COMMITMENT to the needs of our CLIENTS.

We have become LEADERS, and we will continue to GROW in a SUSTAINABLE way, if we take care of those ROOTS.

To do so, we have to face new challenges: the increasingly GLOBALISED world, the impact of new TECHNOLOGIES in a society that demands SUSTAINABILITY, EQUALITY and harmony with NATURE. The Zabala tree takes care of its consolidated branches; others have emerged more recently, and we will generate new ones in the future.

We have learned to take care of each project, now it is our turn to take care of the whole ECOSYSTEM.



5. Clients, our compass

+8.000 organisations trust us

Big companies



SMEs



Start-ups



Public Administrations



Universities



Technological centres



Associations





Europe

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ZABALA Innovation Consulting

SEDES: PAMPLONA,
MADRID Y BARCELONA

ISO 9001

BUREAU VERITAS
Certification



SEDE CENTRAL

UNE 166.002

BUREAU VERITAS
Certification



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