

# Experiences of SME participation in FP6 and FP7

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Workshop on  
FP7 - Opportunities for SMEs  
Chişinău, 09 October 2009

# Main issues

## SMEs experiences in FPs



Some statistics



Some experience



Obstacles

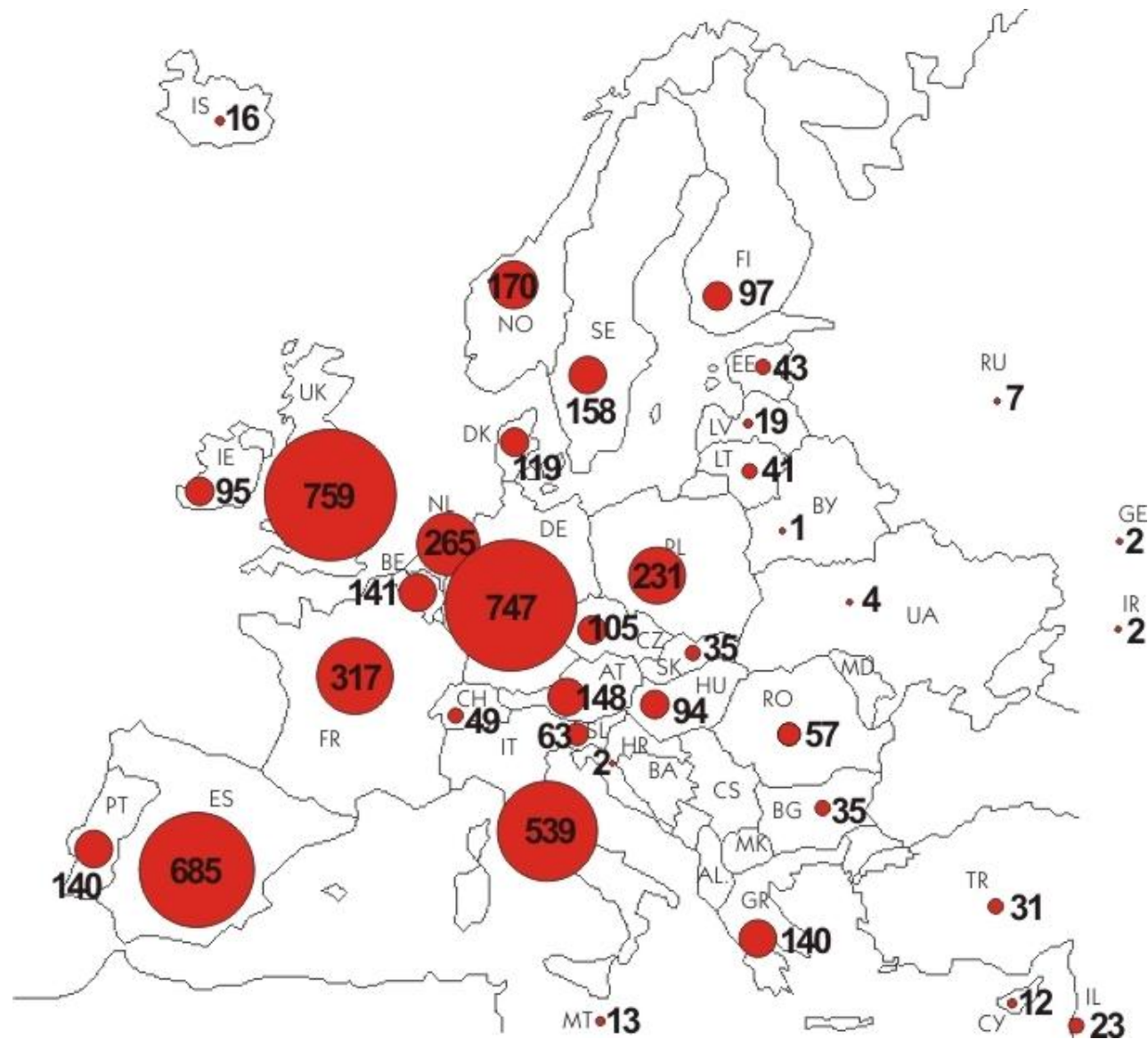


Advantages



Support for SMEs

# SMEs in FP6

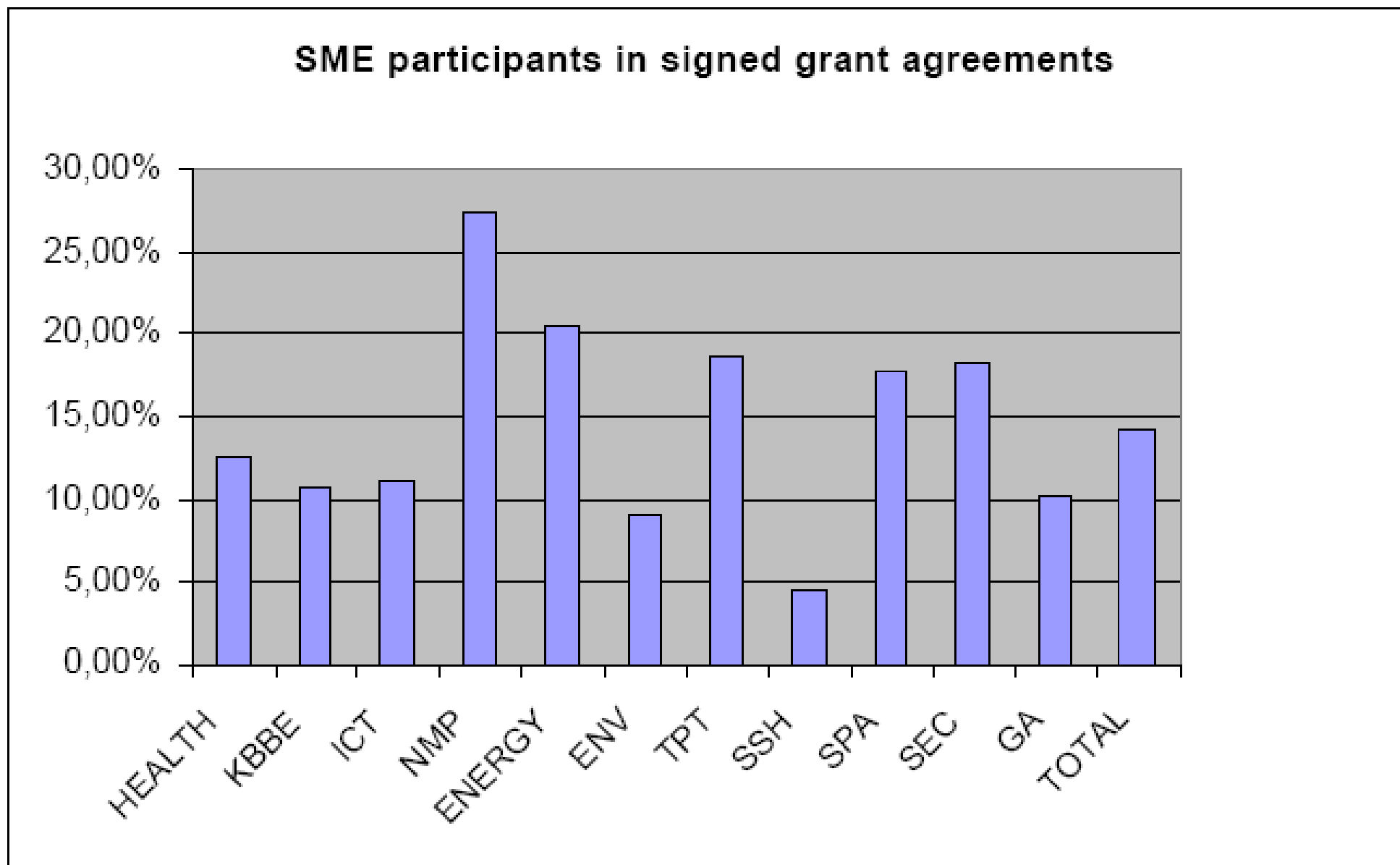


Source: NCP SME network

# SMEs in FP7 (COOPERATION)

- More than 6000 SMEs got funding in the first two years
- In COOPERATION the funding share of SME participants comes to 12.3% (15% target)
- Average EU requested contribution per SME €338.050

# SMEs in FP7 (COOPERATION)

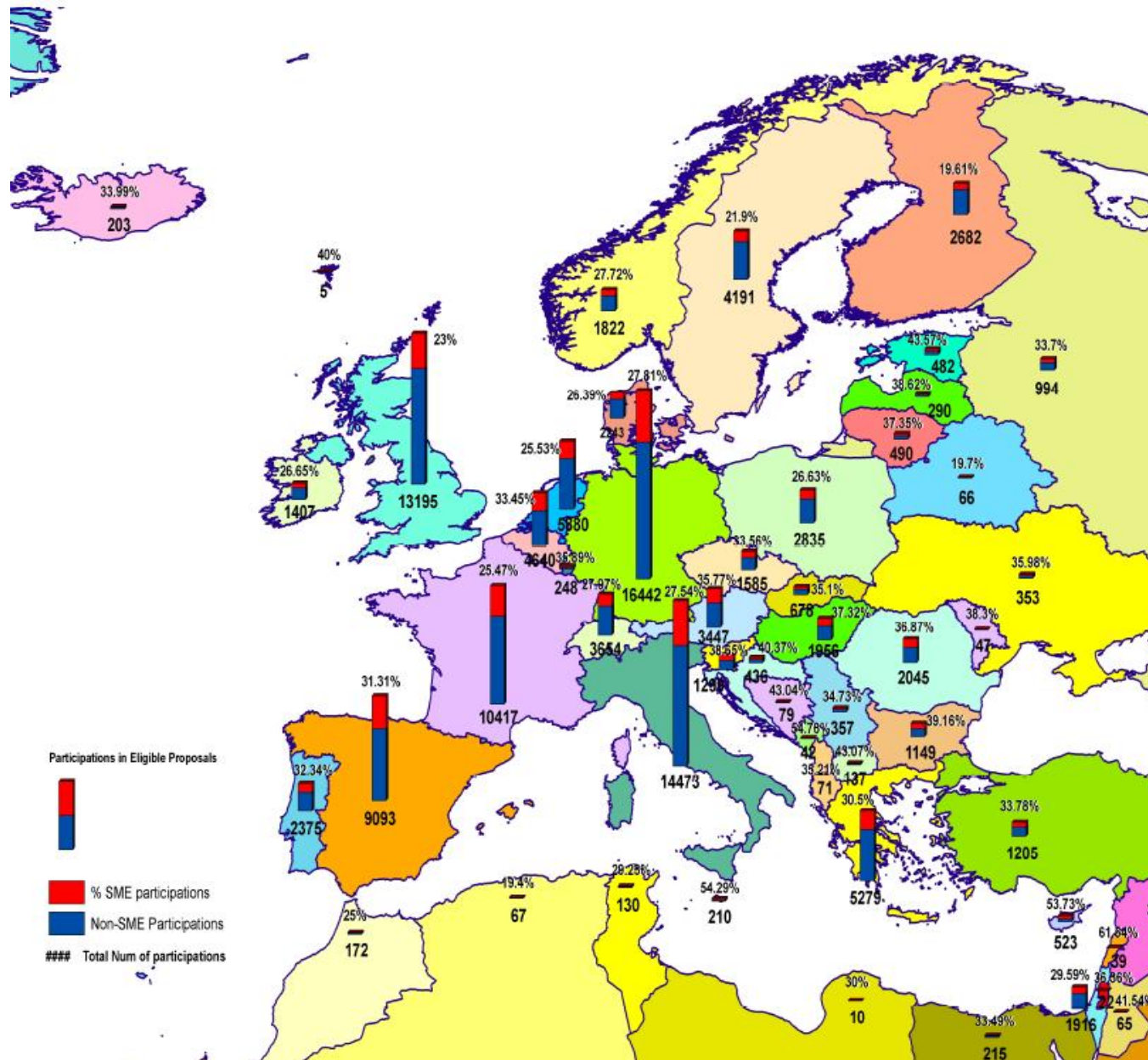


Source: 3rd Progress Report on SMEs in FP7, DG Research, June 2009

# SMEs in FP7 (COOPERATION)

- 33 %: Research based companies
- 22 %: ICT companies (comprising hardware, software and ICT service companies)
- 16 %: Consultants (split off from "service companies" as a specific category)
- 12 %: Machinery and equipment (including precision and high tech devices)
- 9 %: Service companies (all services except "consulting")
- 8 %: Materials

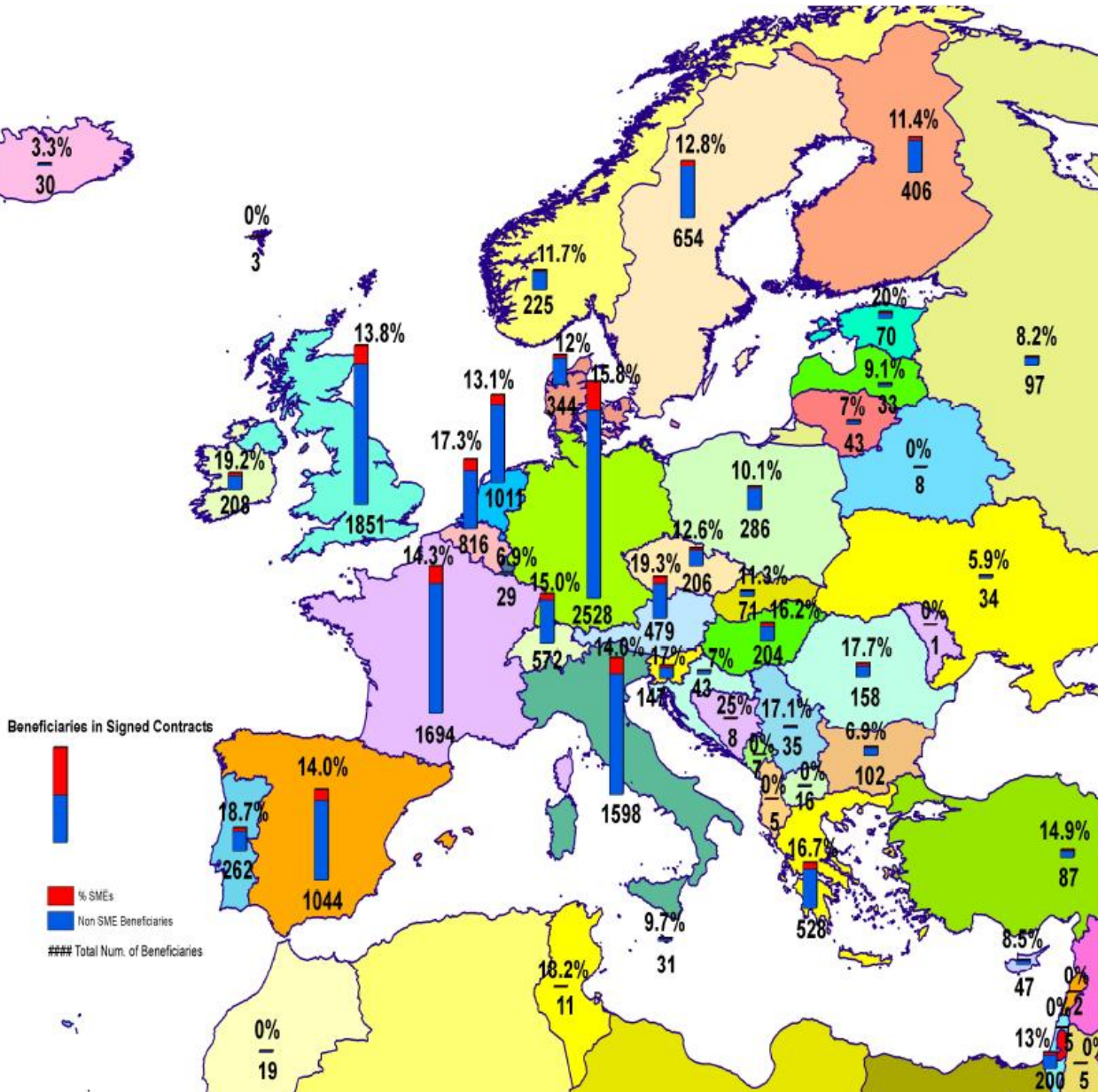
# Total participations in eligible proposals up until 31/12/2008



Source: 3rd Progress Report on SMEs in FP7, DG Research, June 2009



# Beneficiaries in signed grant agreements up until 15/5/2009

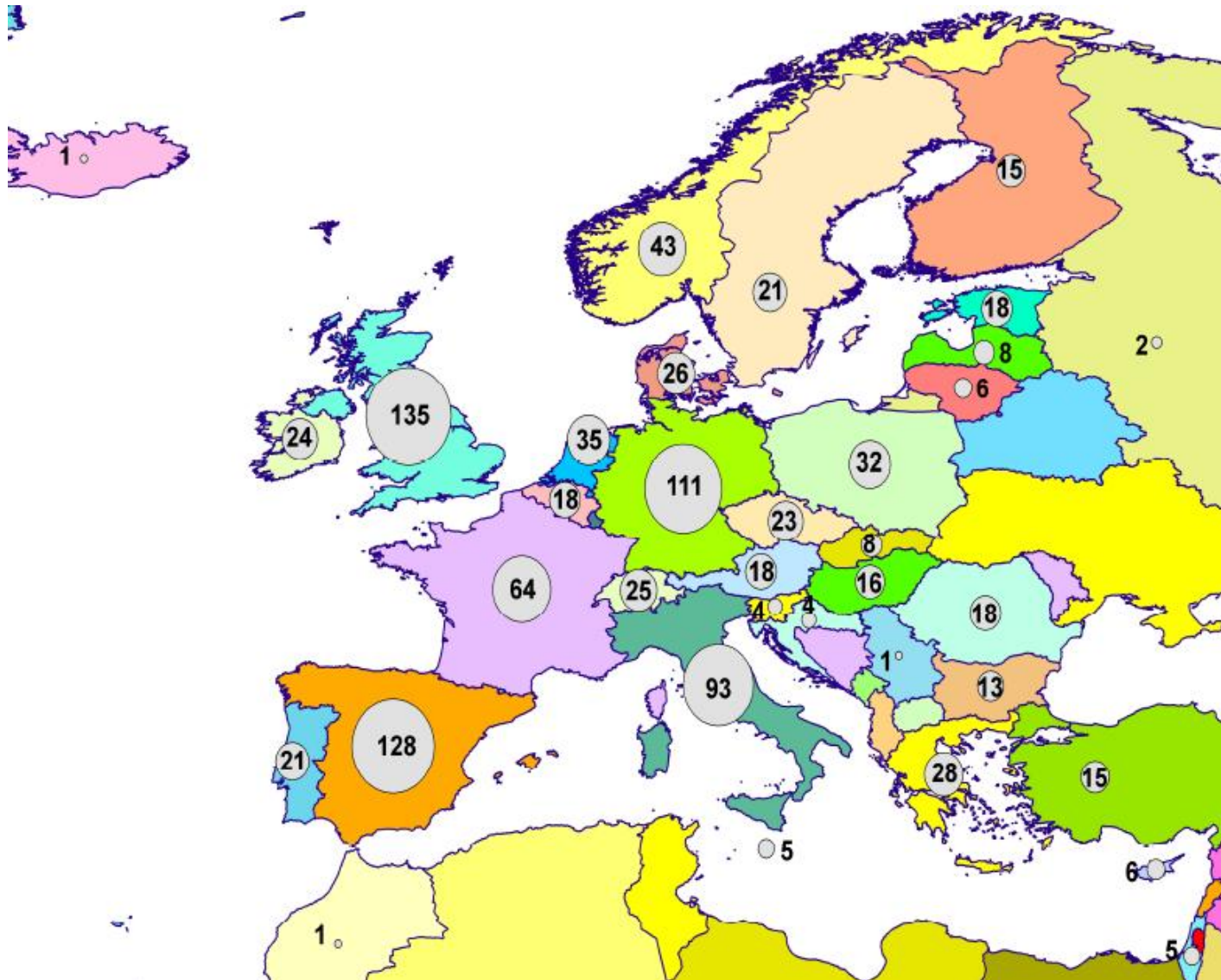


Source: 3rd Progress Report on SMEs in FP7, DG Research, June 2009



# Research for the Benefit of SMEs

## SME Beneficiaries in signed grant agreements by country up until 15/5/2009



Source: 3rd Progress Report on SMEs in FP7, DG Research, June 2009

# Typical project - REWARD

*Research on Energy, Water and Chemical Agent  
Reduction in Commercial Dishwashers*



# Typical project - REWARD

- About 32.000 commercial dishwashers in European hotels, restaurants or canteens
- Consumption of 19 mill. m<sup>3</sup> of drinking water, 2.6 TWh electrical energy, 48.000 tons cleaning agent
- Goal: reduce these figures by about 50%

# Typical project - REWARD

RTD supplier	Katholieke Universiteit Leuven, BE Fachhochschule Münster, DE
SME-partner	Seaking, PL Millenniumpore, UK Copperline, DE
Other company	Hobart, DE
End user	Studentenwerk Münster, DE

Budget: € 1.8 mill, EU contribution € 1.2 mill

# Innowacja Polska Sp. z o.o.

- Consulting and R&D company
- Mission of Innowacja Polska is to develop and transfer new technologies to the manufacturing industry
- Established in 2003 as a joint venture of the British organization Pera Group and the Kraków - based Polish company Energocontrol. In April 2007, Energocontrol became the exclusive owner of Innowacja Polska.
- [www.innowacjapolska.pl](http://www.innowacjapolska.pl)

# Innowacja Polska Sp. z o.o.

- Participation in FP initiated by foreign stakeholder
- Seven projects within the 6<sup>th</sup> European Framework Programme – Waveshift, Clearbrush, Lotpim, Flexoline@Home, SafeTalk, Nanotube and Citybee
- Participant and coordinator

# VIGO System S.A.

- R&D/Production company
- 20 years of experience in design and manufacturing of high performance uncooled IR photodetectors and accessory products
- 2nd place in the rank of 500 Polish most innovative companies (SME category)
- [www.vigo.com.pl](http://www.vigo.com.pl)



# VIGO System S.A.

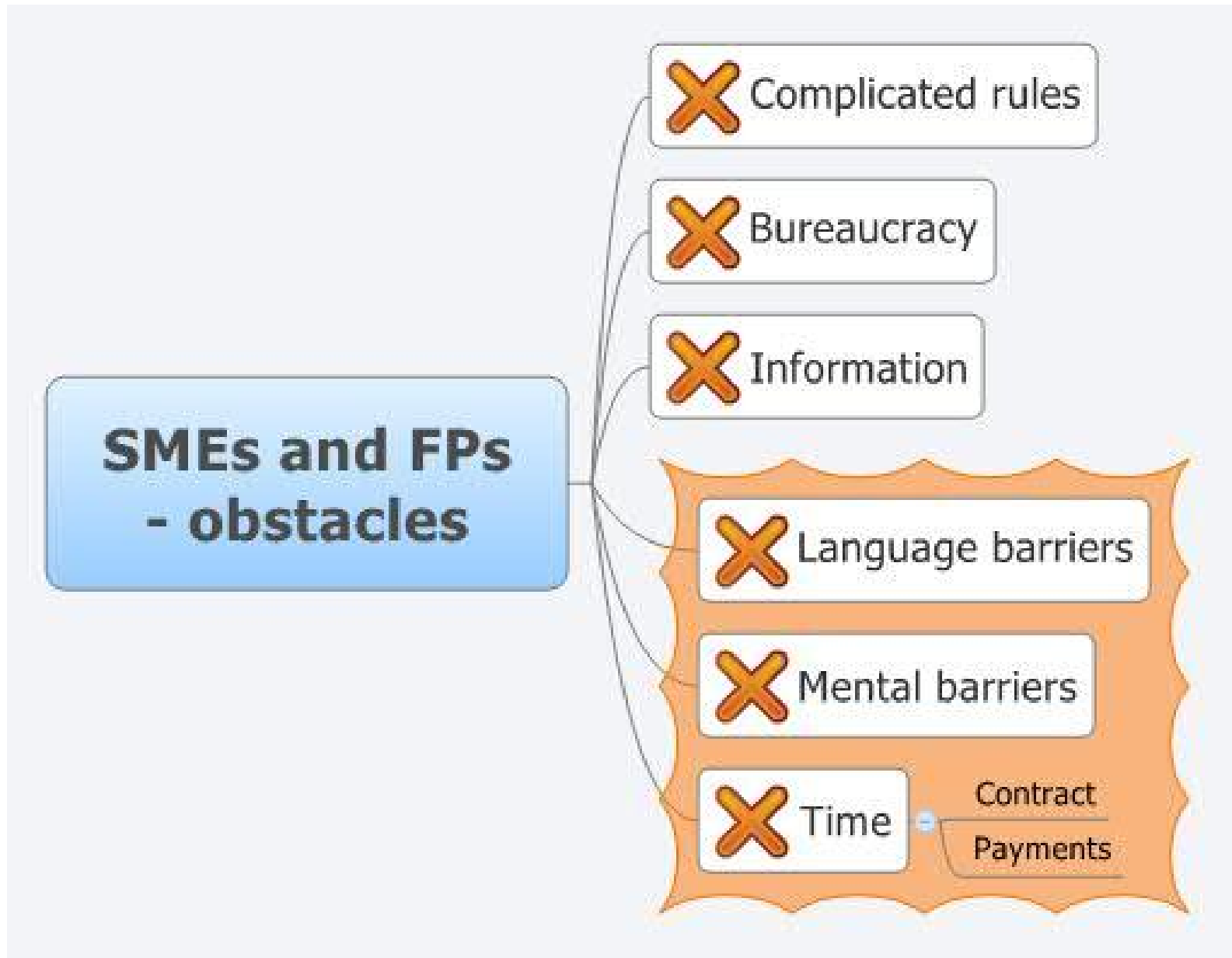
- Invited to the FP proposals by foreign partners
- 2 successful proposals (of 7 submitted) – FP7
- Pros:
  - Coollaboration of companies with diffrent types of expertise
  - Financial support
- Cons:
  - Communication problems in large consortium

# Obstacles – EC Expert Group's view

*The administrative burden of making a proposal to the FP is an especially big disincentive for SMEs. Key barriers to SME participation in the IST thematic priority, for example, were the nature of the consortia; financial issues; instrument related issues; and contract negotiations, as well as SMEs' limited knowledge of the detail of the FPs.*

*Nonetheless, the weight of evidence from existing studies suggests that participation in the FP does bring important benefits to SMEs.*

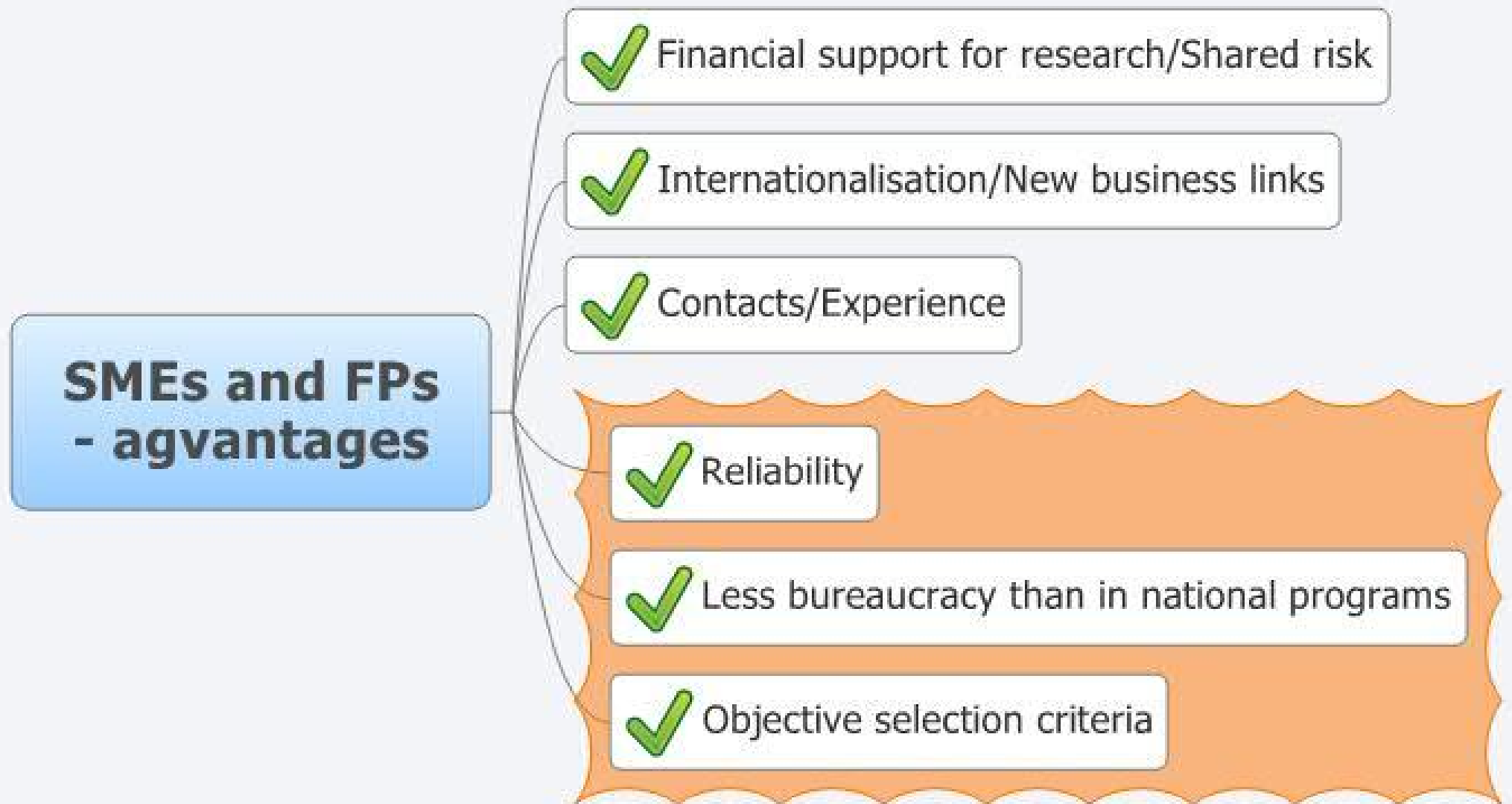
# Obstacles



# Advantages – participant's view

- Formation of new links/collaborations
- Information about technologies/process
- See how other companies work
- New supply chain partners
- Access to bigger markets through new partners
- Shared-risk development of new products

# Advantages



# Need information? Practical guide

The screenshot shows a web browser window with the URL [http://cordis.europa.eu/eu-funding-guide/checklist\\_en.html](http://cordis.europa.eu/eu-funding-guide/checklist_en.html). The browser's address bar and tabs are visible at the top. The website's navigation bar includes links for 'European Commission', 'CORDIS', 'Funding', 'EU Funding Guide', and 'Checklist'. Below this, a secondary navigation bar lists 'Home', 'News', 'Funding', 'Results', 'Themes', 'Go local', 'Look it up', 'Interact', and 'Help'. The main heading reads 'Practical Guide to EU funding opportunities for Research and Innovation', with links for 'Maps' and 'Advanced Search' on the right. A search bar labeled 'Search all CORDIS' is also present. A blue box on the right side of the main content area contains the text 'Important notice'. On the left side, a sidebar menu lists several options: 'Home guide', 'Supporting your ideas', 'Finding sources of funding', 'Combining different options', 'Understanding the roles of authorities', 'Checklist for funding' (which is highlighted), 'Annexes', 'PDF Print the whole document', and 'Related information'. The main content area features the title 'Checklist for EU innovation and research funding' followed by a paragraph explaining that 6 key questions have been identified to guide users. These questions are listed in a table with two columns: 'Step' and the question text. The questions are: 1. Am I eligible for a given programme or funding source? 2. Is my type of research, innovation or enterprise development activity eligible? 3. What about my timeframe? 4. What type of financial support can I obtain? 5. Who else is involved in the project? 6. Can I apply for funding in my location? Below the table, a paragraph states that answers to these questions vary by funding source and that the checklist provides brief answers and links to supplementary information. At the bottom of the page, it says 'Last updated on: 2009-02-11'.

European Commission CORDIS Funding EU Funding Guide Checklist

Home News Funding Results Themes Go local Look it up Interact Help

Practical Guide to EU funding opportunities for Research and Innovation [Maps](#) | [Advanced Search](#)

Search all CORDIS

Important notice

- Home guide
- Supporting your ideas
- Finding sources of funding
- Combining different options
- Understanding the roles of authorities
- **Checklist for funding**
- Annexes
- Print the whole document
- Related information

### Checklist for EU innovation and research funding

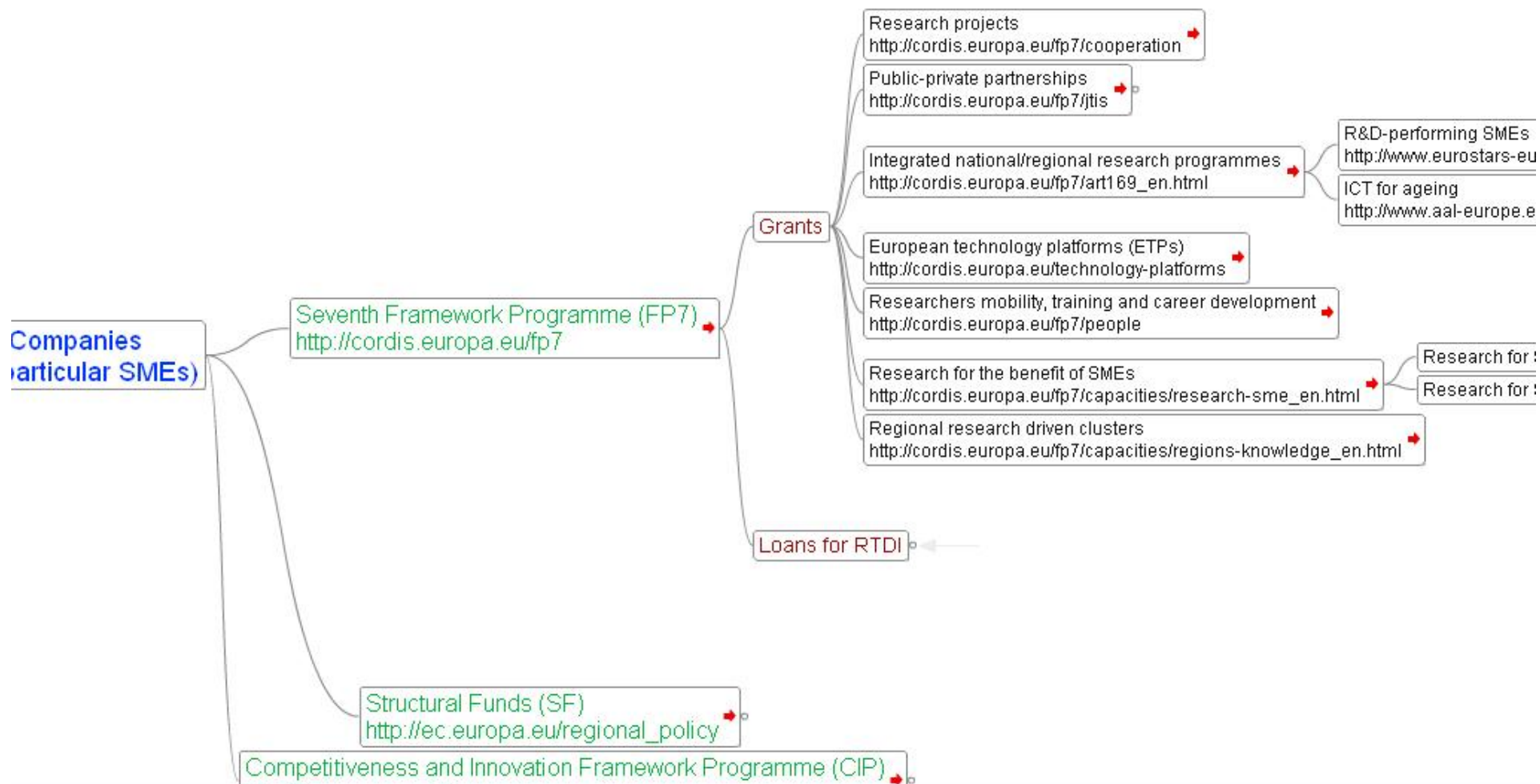
In order to determine which programme or funding source is the most relevant to support your idea, **6 key questions** have been identified that will guide you to the relevant funding opportunities:

Step	Am I eligible for a given programme or funding source?
Step	Is my type of research, innovation or enterprise development activity eligible?
Step	What about my timeframe?
Step	What type of financial support can I obtain?
Step	Who else is involved in the project?
Step	Can I apply for funding in my location?

For each of the three funding sources, the answers to these questions will vary. Therefore, we have developed the Checklist attached to this guide that provides – by funding source – both a brief answer to the question and links to numerous supplementary sources of information.

Last updated on: 2009-02-11

[http://cordis.europa.eu/eu-funding-guide/checklist\\_en.html](http://cordis.europa.eu/eu-funding-guide/checklist_en.html)





# How to get involved?

- Find a reliable partner
- Use the NCPs (National Contact Points)  
[www.ncp-sme.net](http://www.ncp-sme.net)
- Use the Commission help-desks and project officers
- Use experienced project participants
- Listen to experienced evaluators

# Conclusions

- SMEs play an important role in European economy (and in FP)
- FPs are not for everyone
- Key issues:
  - Networking
  - Information