



SMEs & the Framework Programmes



... the Greek experience

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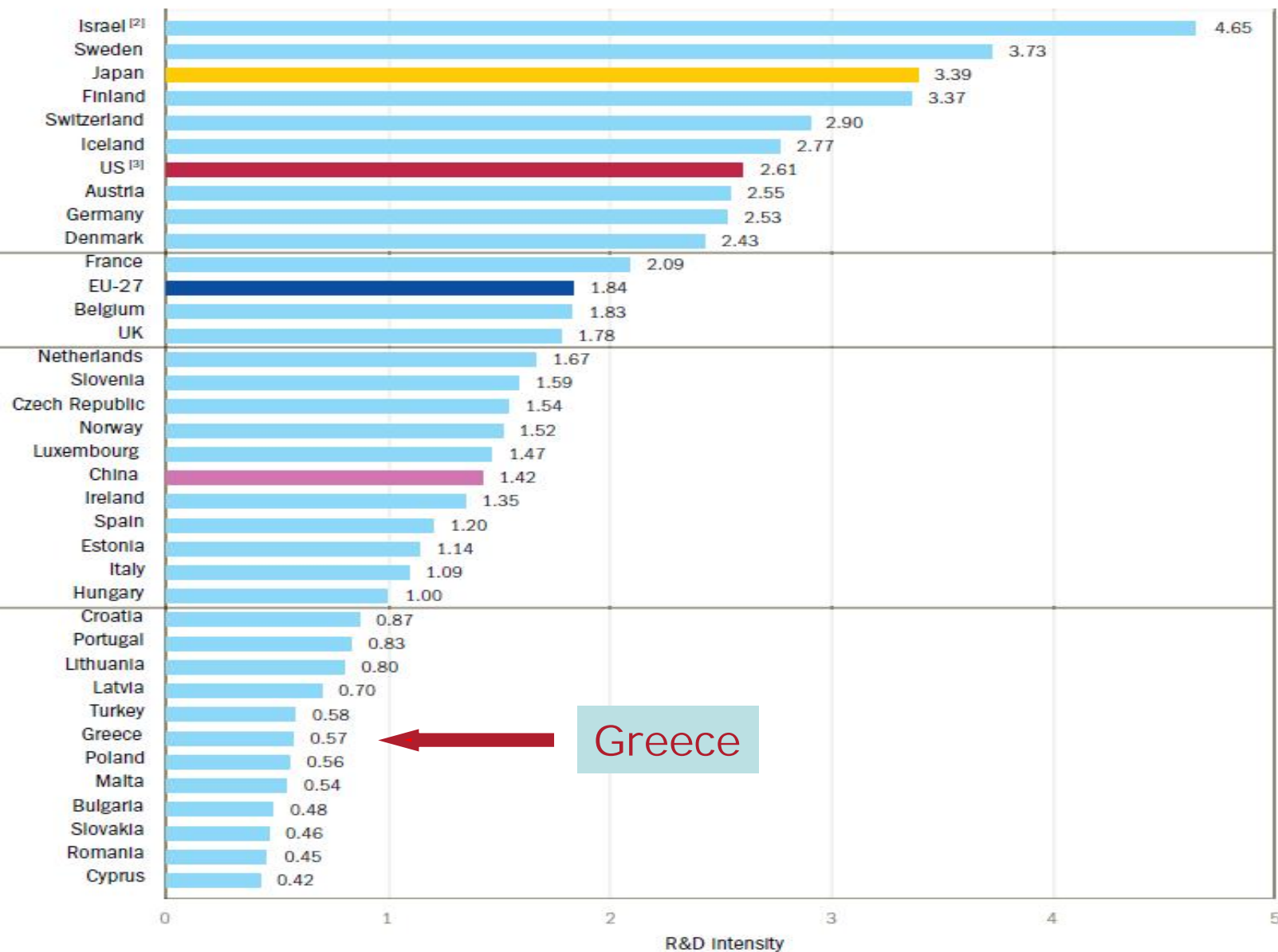
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www.help-forward.gr

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The R&D system: key figures

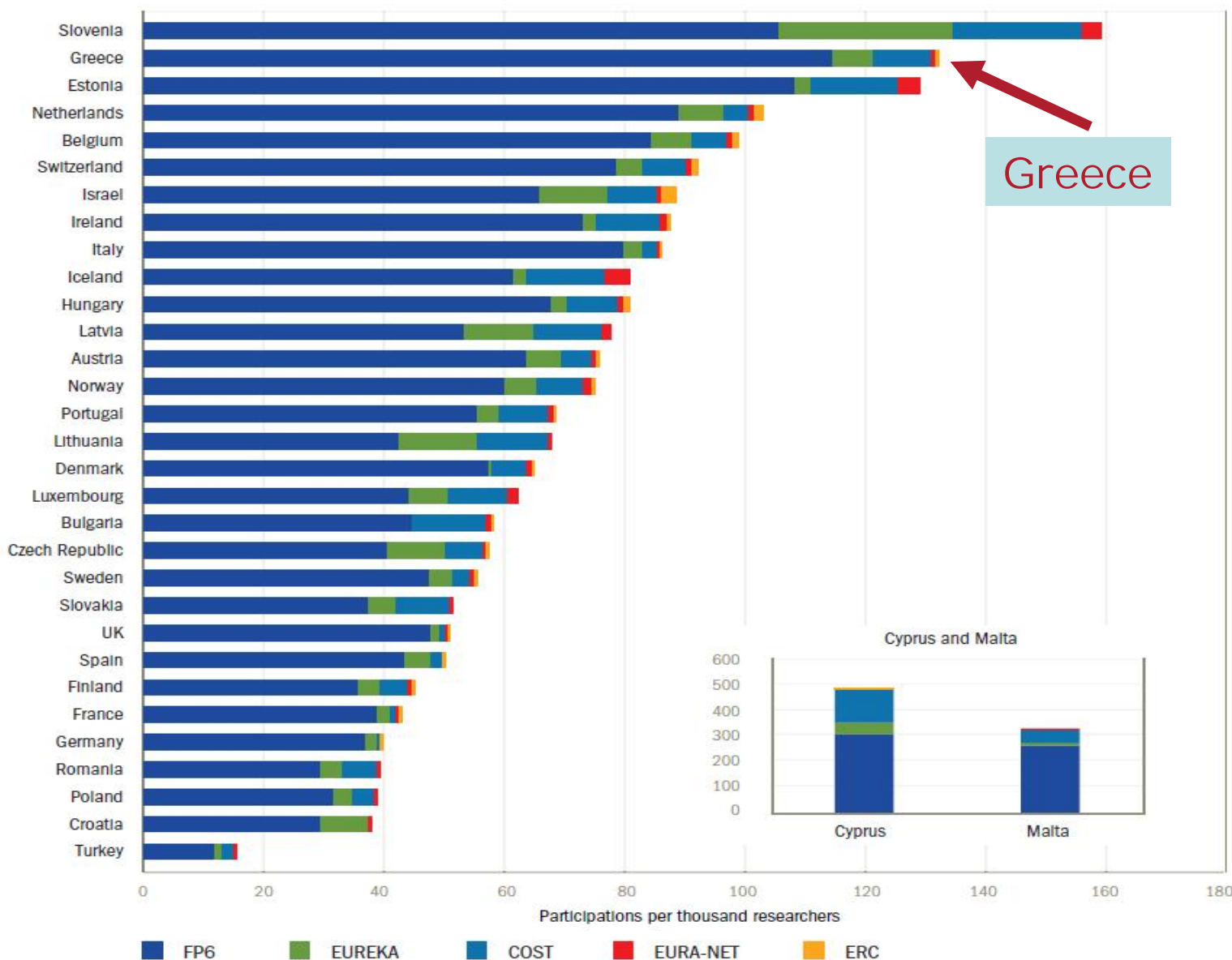


» R&D
intensity

(GERD as % of
GDP), 2006



The R&D system: key figures



» Number of participations in European programs per thousands researchers



The participation in the FPs

- » Greece has been participating since FP1 (1984)
- » In terms of funding, Greece attracted:
 - 0,4% of FP1 (1984-1987),
 - 2,5% of the FP2 (1987-1991),
 - 3,3% of the FP3 (1991-1994),
 - 3,5% of the FP4 (1994-1998) and
 - 3,5% of the FP5 (1998-2002)
- » Greece contributes with ~2% of the FP total budget
- » Greece is traditionally successful in programmes dealing with information and Communication Technologies, Environment, Energy and at a less extent Industrial Technologies, Transport and Materials



FP6: key figures of the Greek participation

Participation (in successful proposals) by activity type

» Higher Education Institutions	35%
» Research Centres	30%
» <i>Small and Medium size Enterprises</i>	25%
<i>The % of European SME's participation in FP6 was 19.5%</i>	
» Other	10%

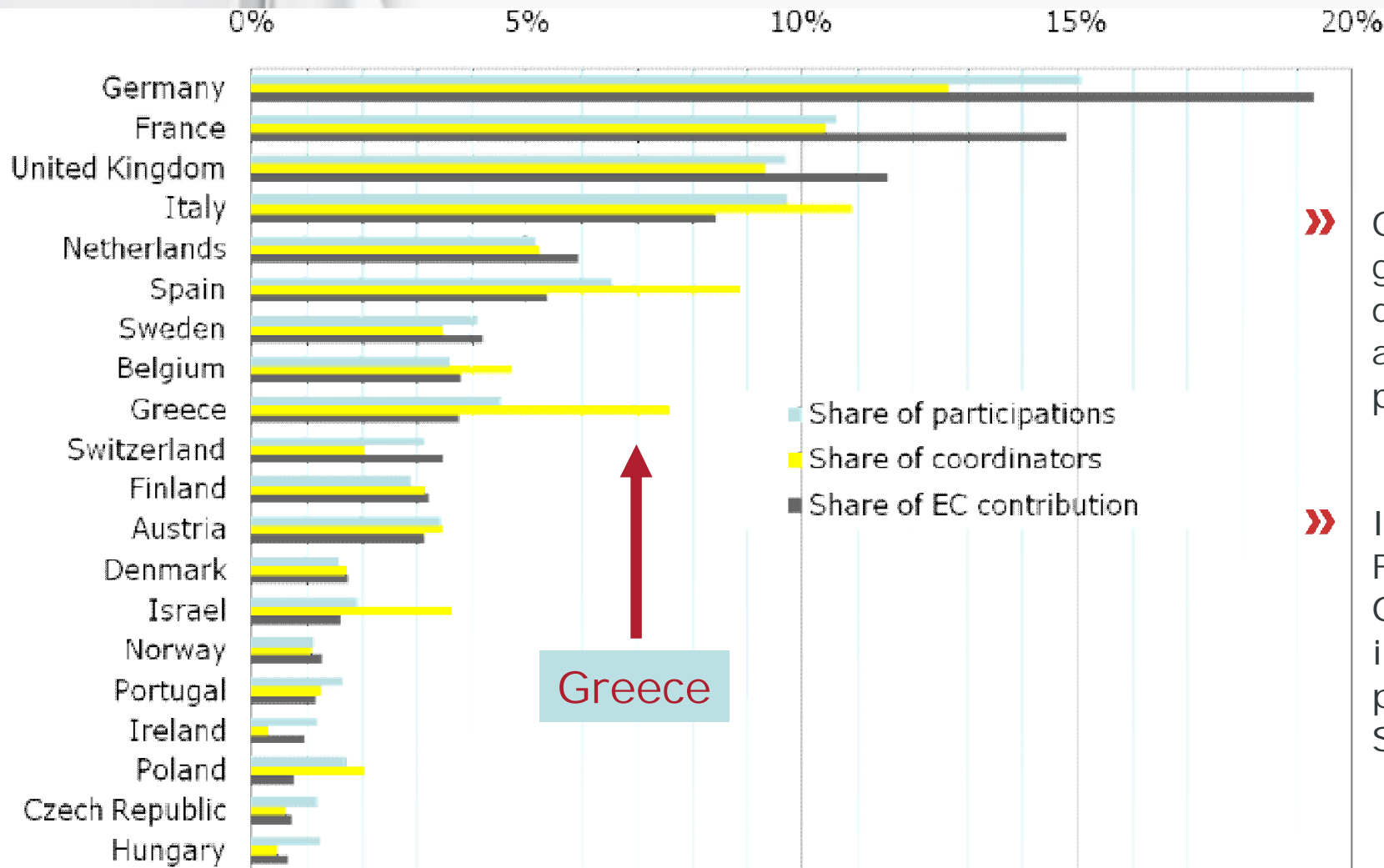
(Industrial companies) ~16%

Greek co-ordinated projects

- » 3 IPs, 3 NoEs, 19 STREPs
- » 3 CRAFT
- » 6 INCO
- » 13 SSAs
- » 19 Marie Curie actions



FP7 statistics (1st year)



» Greece succeeds to get more than double its share according to its population

» In the 1st year of FP7, 30,5% of the Greek applicants in eligible proposals where SMEs!!



1st year of FP7: How did the Greek SMEs perform?

SMEs as a % of the total Greek applicants in <u>eligible</u> proposals	30,5 (5307 SMEs)
SMEs as a % of the total Greek applicants in <u>successful</u> proposals	16,7 (528 SMEs)
Funding received by Greek SMEs as % of the total funding received from successful proposals	15,4 (European average: 12,3%)



Motives for SMEs

Percentage of SMEs that consider the following *objectives* as important or very important:

Know-how transfer	78.8
Opportunity of commercial cooperation	73.3
Preparation for the Unified European Market	71.1
Complementarity of partners in R&D activities	65.6
Source of funding	62.2
Optimisation of use of available funds	60.0
Improvement of the knowledge of foreign markets	57.8
Share the financial risk of R&D activities	42.2



Input from SMEs after participation

Percentage of SMEs that consider the following *benefits* as important or very important:

Know-how acquisition	80.0
Improvement of personnel training	75.6
Strengthening of R&D activities	74.5
Improvement of the relations with Research Centres	71.1
Improvement of competitiveness	61.1
Creation of new markets	48.9
Financial benefits	36.7



Comparative evaluation of participation in FP projects

By type of participating entity:

Evaluation of the participation in R&D projects	High cost/ low benefit	Equal cost & benefit	Low cost/ High benefit
<i>SMEs</i>	<i>11.1</i>	<i>60.0</i>	<i>23.3</i>
Research Centres	2.3	44.2	53.5
Academic Institutions	8.8	52.7	36.3



Comparative evaluation of participation in FP projects

SMEs: variations according to size:

Evaluation of the participation in R&D projects	High cost/ low benefit	Equal cost & benefit	Low cost/ High benefit
Less than 10 employees	6.7	73.3	20.0
10-99 employees	19.4	50.0	27.8
More than 100 employees	0.0	83.3	16.7



Faithfulness of the partners

How often did you continue the collaboration with the project partners after the end of the project?

	NEVER	RARELY	OFTEN	ALWAYS
Further research in the same subject	27.8	17.8	36.7	4.4
Further research in a different subject	35.6	20.0	26.7	2.2
Commercial activities	45.6	27,8	11.1	0.0



Intention to participate again

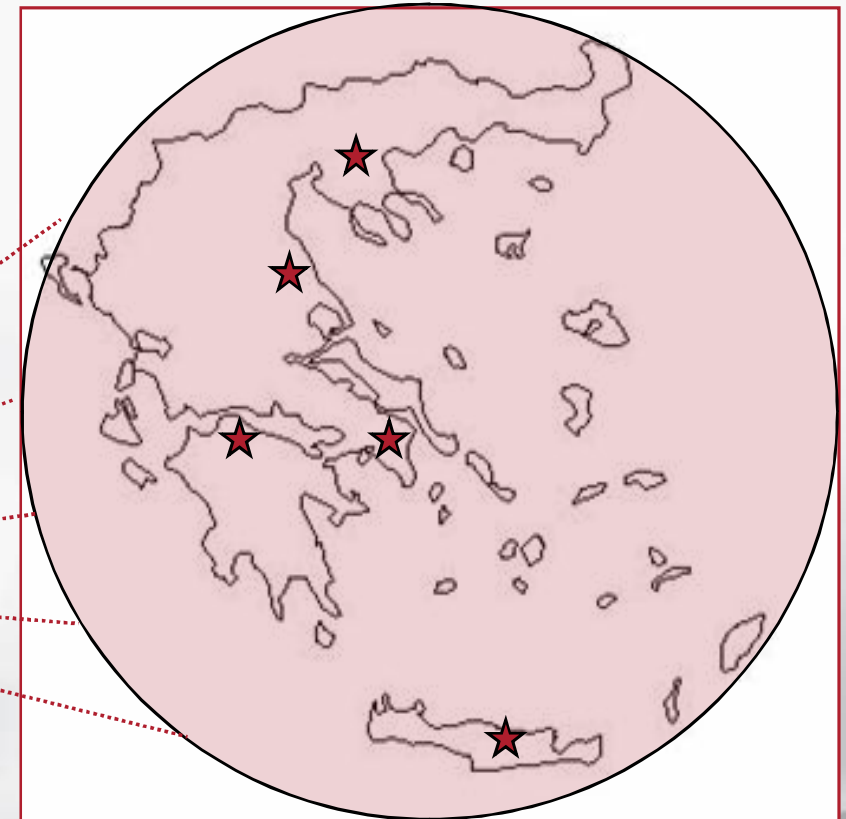
	YES	NO
Will you participate in a future call for proposals ?	83.3	11.1



Bridging the gap between research and industry



HELP-FORWARD Network Hellenic Project For Wider Application of R&D



Offices in 5 cities of Greece



Founding organizations



HELLENIC FEDERATION OF ENTERPRISES

The main industrial association in Greece



FEDERATION OF INDUSTRIES OF NORTHERN GREECE

The main regional industrial association



FOUNDATION FOR RESEARCH & TECHNOLOGY – HELLAS

The most competitive Research Centre in Greece



With continuous substantial support from

the *European Commission* &

the *General Secretariat of Research & Technology*

of the *Greek Ministry of Development*





Services & performance



- » Marketing of Greek technologies abroad and mediation with foreign business partners
- » Assistance for the commercial exploitation of research results and mediation with industrial and investment firms
- » Assistance for best use of national and European funding programs



- ✓ *Instrumental role in the creation and/ or internationalization of approximately 30% of the spin-offs created in Greece*
- ✓ *Mediation for 15-20 business deals per year*



Enterprise Europe Network: Europe's commitment to SMEs



Business Support on Your Doorstep

- » A large business support network promoting innovation, business cooperation and technology transfer
- » 550 local contact points in 44 countries (EU 27, candidate countries, European Economic Area countries, other third countries), 3.000 experienced staff
- » 18 teams of experts in different industry sectors from intelligent energy to nanotechnology
- » Duration: 1/1/2008-31/12/2013
- » 320 million € community contribution, more than 700 million € total budget
- » 1.000 technology and business cooperation agreements are expected to be carried out between 2008-2010