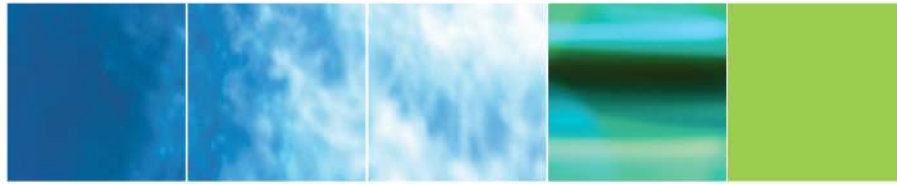


Strengthening Ireland's FP7 Involvement

Sean Burke, NCP / ND for SME's in Framework 7
Research For The Benefit of SME's



SME Call for proposals

http://cordis.europa.eu/fp7/dc/index.cfm?fuseaction=UserSite.FP7ActivityCallsPage&id_activity=14

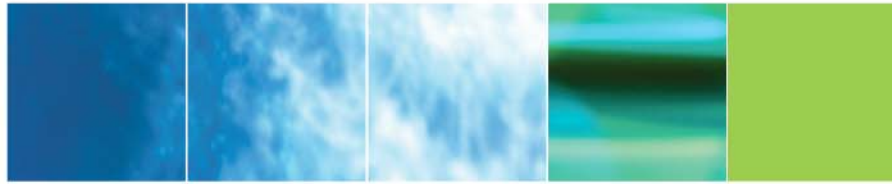
There will be two calls of relevance

- Research for the Benefit of SMEs (FP7-SME-2011-1)
- Research for the Benefit of SME Associations (FP7-SME-2011-2)

These will be published End of July 2010

Partner Search Website

<http://www.ncp-sme.net>



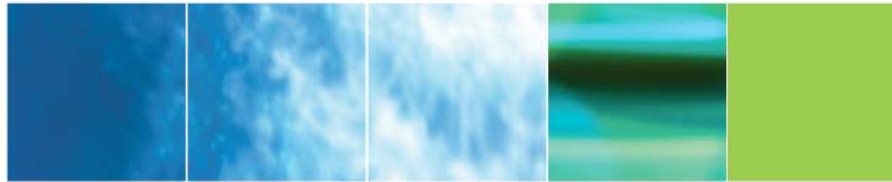
Why do Irish SMEs get involved in “FP7-Research for the Benefit of SMEs” Programme?

Benefits for SMEs by taking part in EU R&D projects







- Productivity
- Skills and know how
- Quality of products/services
- New to company products/services
- New to market products/services
- Exports

In addition to the benefits listed above, SMEs have also reported the following:

- **Closer collaboration with partners**
- **Intensification of international contacts**
- **Additional know-how to design own products /file future patents/manage large projects**
- **Faster development of subsequent standards**
- **Extension of markets**
- **Additional funding to that initially anticipated by taking on additional roles**



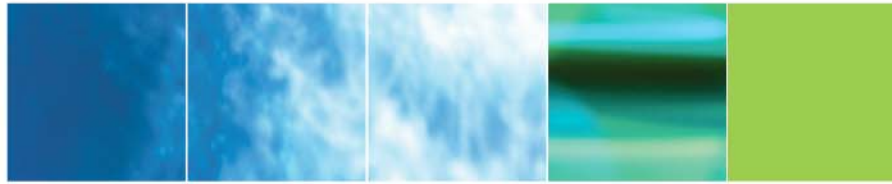
When is FP7 most relevant to use ?

-  When SMEs have project ideas that require more funding than their revenue can afford.
-  When the project idea has strong IP and needs to be held by the SME.
-  When new European markets need to be addressed and where strategic European partners are needed.
-  When outsourcing of leading R&D performers is required from around the world.
-  Where strong tight collaboration is needed in the value chain from concept to commercialisation.
-  Internationalisation of contacts and markets via external funding mechanisms.

In Summary-

Where else can you get funding of approximately 75% of project costs with European collaborative partners to bring a concept to the European / World market and where the bulk of the money is prepaid to the collaborators at the start of the project.

Due to the collaborative nature of these projects, the cost to the SME is approximately 8% of total cost and can be paid as benefit in kind. This in turn equates to approximately €120k cost to an SME for a project costing €1.5 million (these approximations are based on 3 SMEs in the project). Why would SMEs NOT do it?



Who are the target groups?

Research for SMEs:

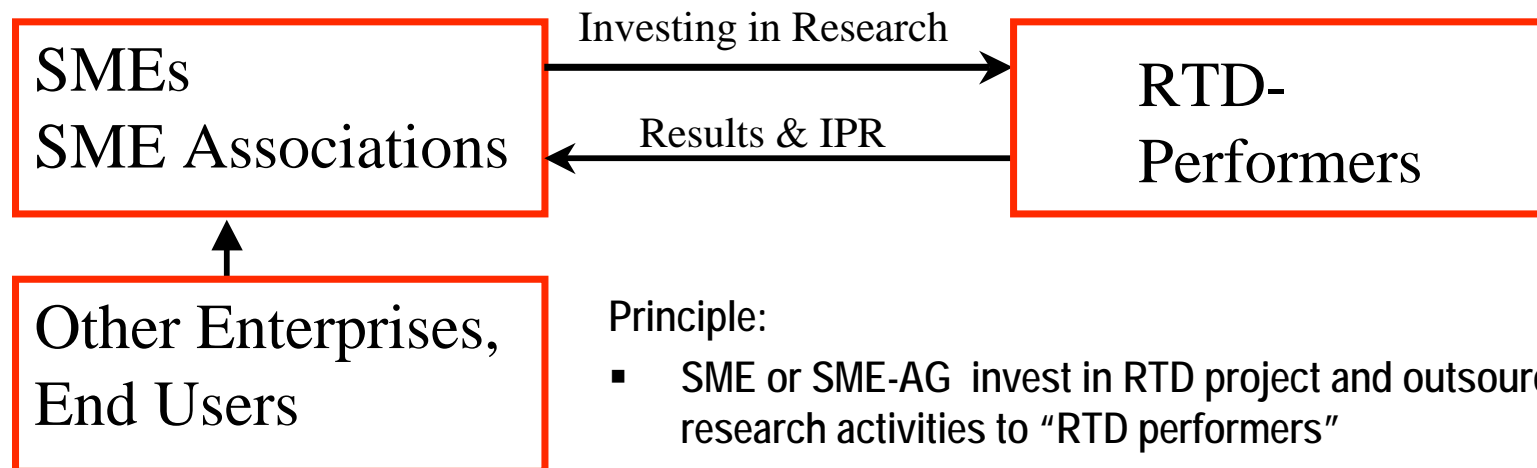
- ◆ Low to medium technology SMEs with little or no research capability.
- Research performing SMEs that need to outsource research to complement their core research capability.

Research for SME Associations:

- ◆ SME associations representing their members and their common technical problems

→ Both schemes will follow a bottom-up approach, no thematic focussing

Customer – Seller Relationship



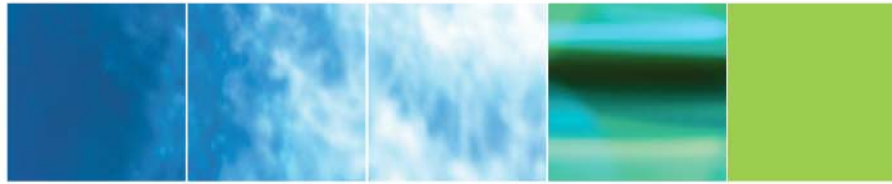
Principle:

- SME or SME-AG invest in RTD project and outsource part of the research activities to “RTD performers”
- RTD performers **INVOICE** their services to SMEs or SME-AGs.
- EC Contribution: Grant to the project (not to individual participants) which covers only part of the total investment.
- SMEs or SME-AGs and “Other participants and end users” contribute with their own resources to the project.
- SMEs or SME-AGs will take up and exploit the research results to their own best advantage.
- Collective leadership of the SMEs or SME-AGs in the project



Key Features of the two Schemes

	Research for SMEs	Research for SME Associations
Duration	1 – 2 Years	2 – 3 Years
Number of Partners	5 - 10	10 – 15
Total Budget	€0.5 – 1.5 million	€1.5 – 4 million
Activities	R&D, demonstration, management, other activities.	R&D, demonstration, management, other activities.



Number of Partners Minimum requirements, coordination

Research for SMEs

- ◆ At least **three independent SME** participants, established in three different Member States or Associated countries.
- ◆ At least **two RTD performers**.
- ◆ Other enterprises and end-users **optional**.

Research for SME associations

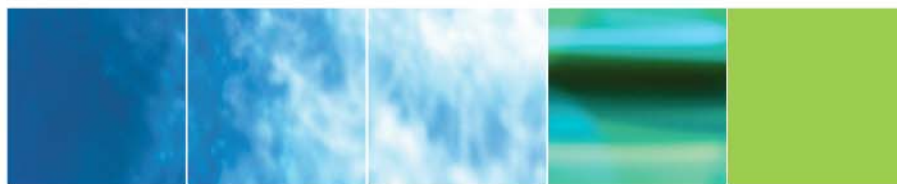
- ◆ At least **three independent SME association/groupings**, established in three different Member States or Associated countries, **or one European SME association/grouping**.
- ◆ At least **two RTD performers**.
- ◆ Other enterprises and end-users with at least **two SMEs**.

☺ **SMEs or SME associations may entrust coordination to organisations specialised in professional project management.**



Proposal Evaluation- SMEs

S/T QUALITY “Scientific and/or technological excellence (relevant to the topics / activities addressed by the call)”	IMPLEMENTATION “Quality and efficiency of the implementation and the management”	IMPACT “Potential impact through the development, dissemination and use of project results”
<ul style="list-style-type: none"> ▪ Sound concept, and quality of objectives ▪ Innovative character in relation to the state-of-the art ▪ Contribution to advancement of knowledge / technological progress ▪ Quality and effectiveness of S/T methodology and associated work plan 	<ul style="list-style-type: none"> ▪ Quality of the consortium as a whole (including complementarity and balance) ▪ Appropriate allocation and justification of the resources to be committed (budget, staff, equipment) 	<ul style="list-style-type: none"> ▪ Contribution, at the European [and/or international] level, to the expected impacts listed in the work programme under the relevant topic/activity ▪ Appropriateness of measures envisaged for the dissemination and/or exploitation of project results, and management of intellectual property
Threshold = 3	Threshold = 3	Threshold = 4
Overall threshold = 11		



EU Publication on FP7



SME programme explained



FP6 projects



SME Publications website

http://ec.europa.eu/research/sme-techweb/index_en.cfm?pg=publications

