



PROSURF

Promotion and Support of SME Research and Innovation in the Surface Finishing and Printed Circuit Manufacturing Sectors

Anthony Walker
RTC North Ltd



EU R&D FUNDING WORKSHOP

Opportunities for YOUR Business

November 13th 2007

Productronica 2007, Munich



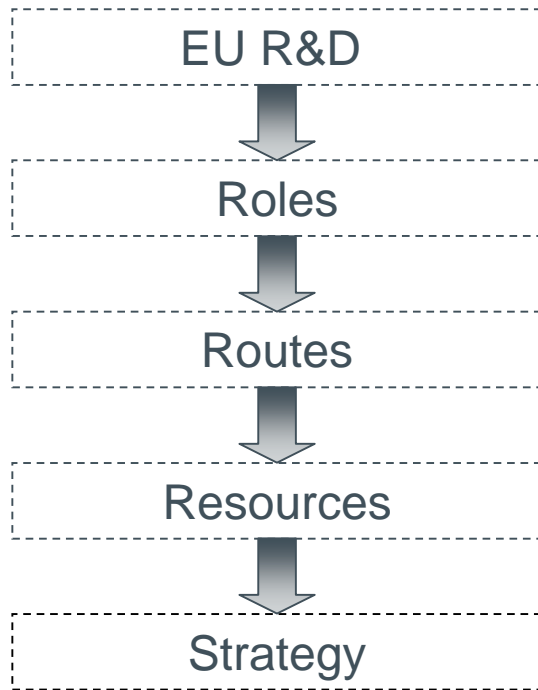
Prosurf aims

- Increase SME involvement in EU research projects
- Produce a roadmap defining future research strategies
- Provide a partnering platform to establish collaborative research proposals
- Establish a best practice methodology to get SMEs involved in research and innovation
- Implement a training workshop programme on technical topics and funding opportunities

Printed Circuit Manufacturing & Surface
Finishing Industries

<http://www.prosurf-online.eu>

Objective



Understanding of collaborative EU R&D funding

Appreciate typical responsibilities of project partner

Awareness of how to get involved in EU R&D

Know how to find key resources for support

Create a strategy for future involvement

What is FP7?

EC mechanism for funding research & technological development (RTD)

Creating 'new' knowledge
Improve competitiveness
Resolve societal issues

Developing the European Research Area



2007 – 2013

~ €50 billion

Why not get **YOUR** share?

FP7 Structure

COOPERATION

Health
Food, Agriculture & Biotechnology
ICT
NMP
Energy
Environment (inc. Climate change)
Transport (inc. Aeronautics)
Socio-econ. Science & Humanities
Security & Space

IDEAS (European Research Council)

Starting independent researcher grants
Advanced investigator grants

PEOPLE (Marie Curie)

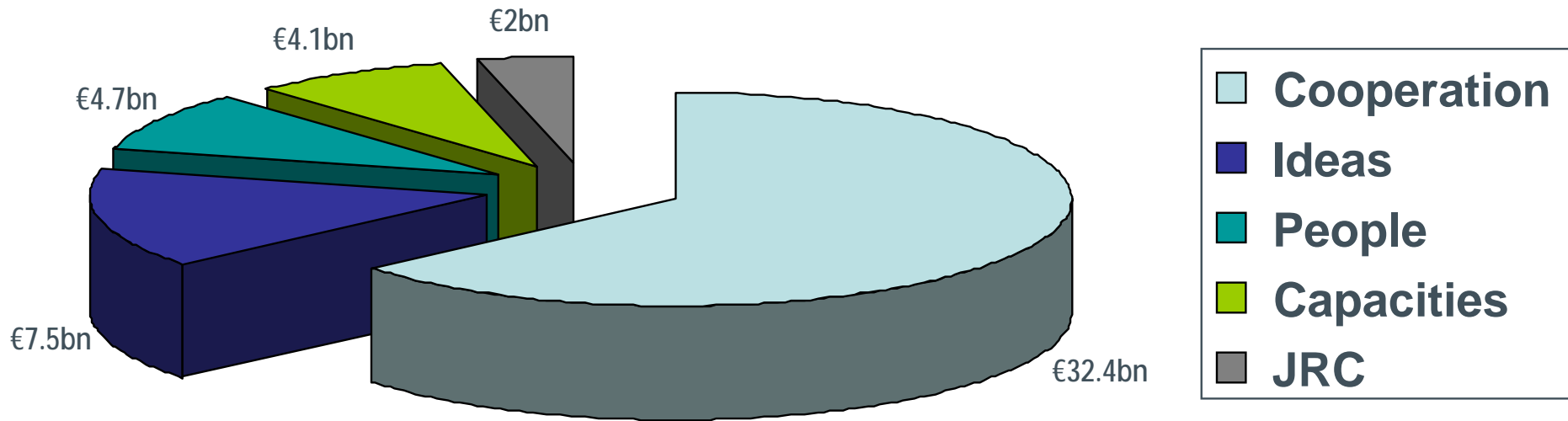
Initial training of researchers
Lifelong learning & career development
Industry-academia partnerships
International dimension
Specific actions

CAPACITIES

Research infrastructures
Research for the benefit of SMEs
Regions of knowledge
Research potential

Science in society
Activities of INCO
Coherent development of policies

FP7 Structure





How does it work?

- Collaborative R&D projects
- Topics:
 - EU identified specific field areas
 - Open topics
- Competitive
- Long term (ambitious)

- Beneficial...

Why get Involved?

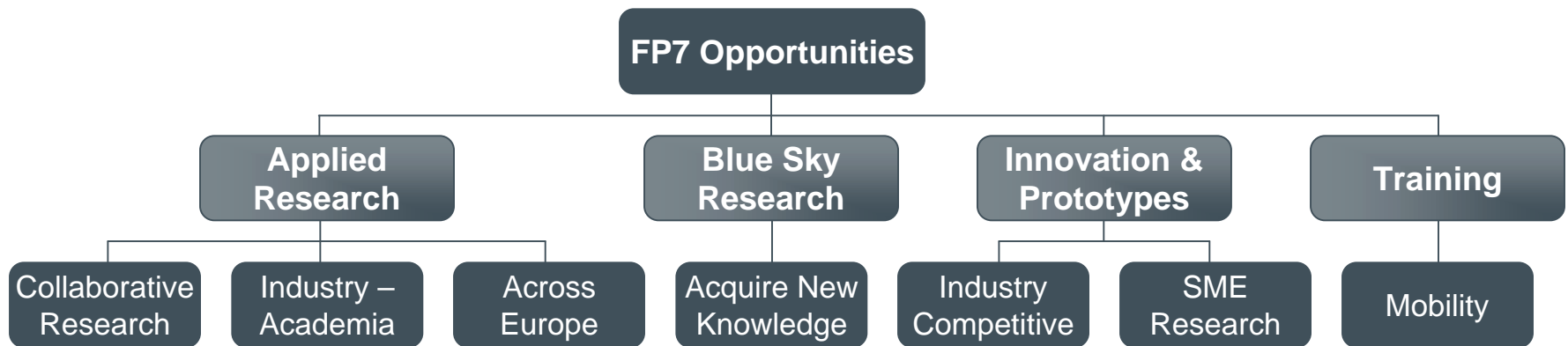


Profile...



- Funding
- Shared cost & risk of research
- Collaboration
- Network opportunities
- Industry
- Access new markets
- IP
- Share knowledge
- Access new ideas

Where are the Opportunities?



15% Target for SME Participation in FP7

Opportunities for SMEs

- Cooperation

- NMP
- ICT
- More...



- Capacities

- Research for the benefit of SMEs



- Other?

Typical Roles

Research

Implementation

Exploitation

FP7

Clear vision...

Fundamental
Research

Applied
Research

Prototyping &
Demonstration

Commercial
Product/Service

'Customer'

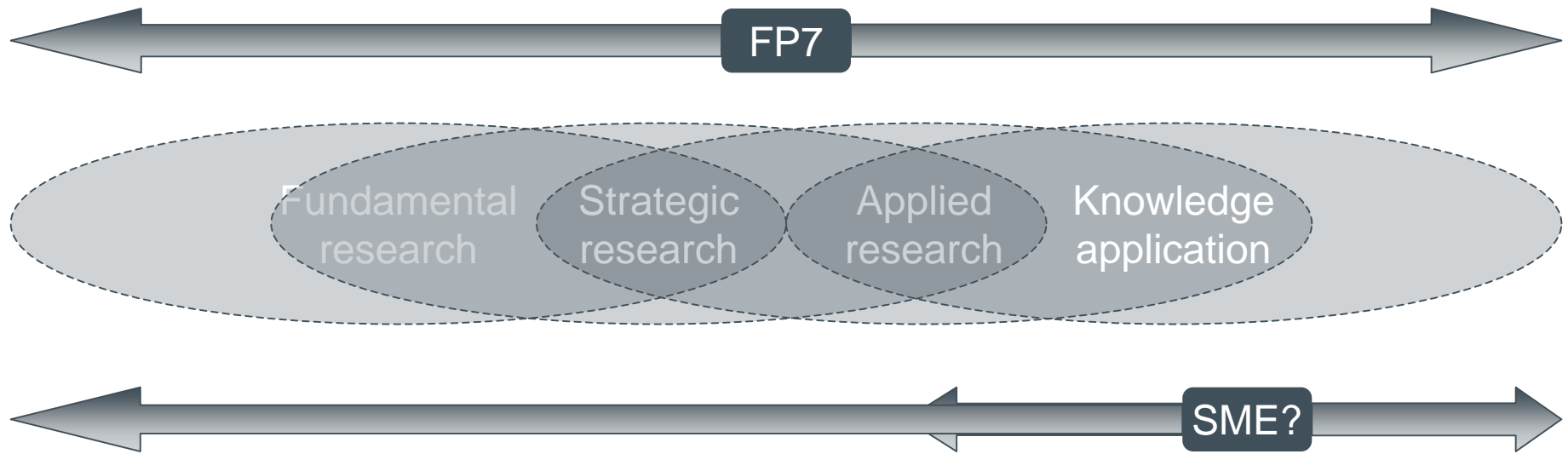
Universities

Investment

Research Org.

Company R&D

Where do I fit in?



Making good use of results!!

Typical SME Activities...

- R&D
 - Basic
 - Applied / Strategic
- End-user
- Testing
- Dissemination
- Management
- Other ...





Qualities of an Ideal Partner

- Ambitious
- Mature approach
- Financially stable
- Reliable & resourceful
- Teamwork (EU spirit!)
- Own initiative – proactive
- Responsive & supportive
- Capable & skilled

Pitfall – working with the EC!!
(its not all bad...)

...and more



An Adventure in Europe?

- Funding
- Contacts & networks
- Complementary disciplines
- Recruitment of researchers
- Public relations
- Knowledge, skills, products, markets, services etc
- Contributing to EU strategy



Suitability...

A good match between...

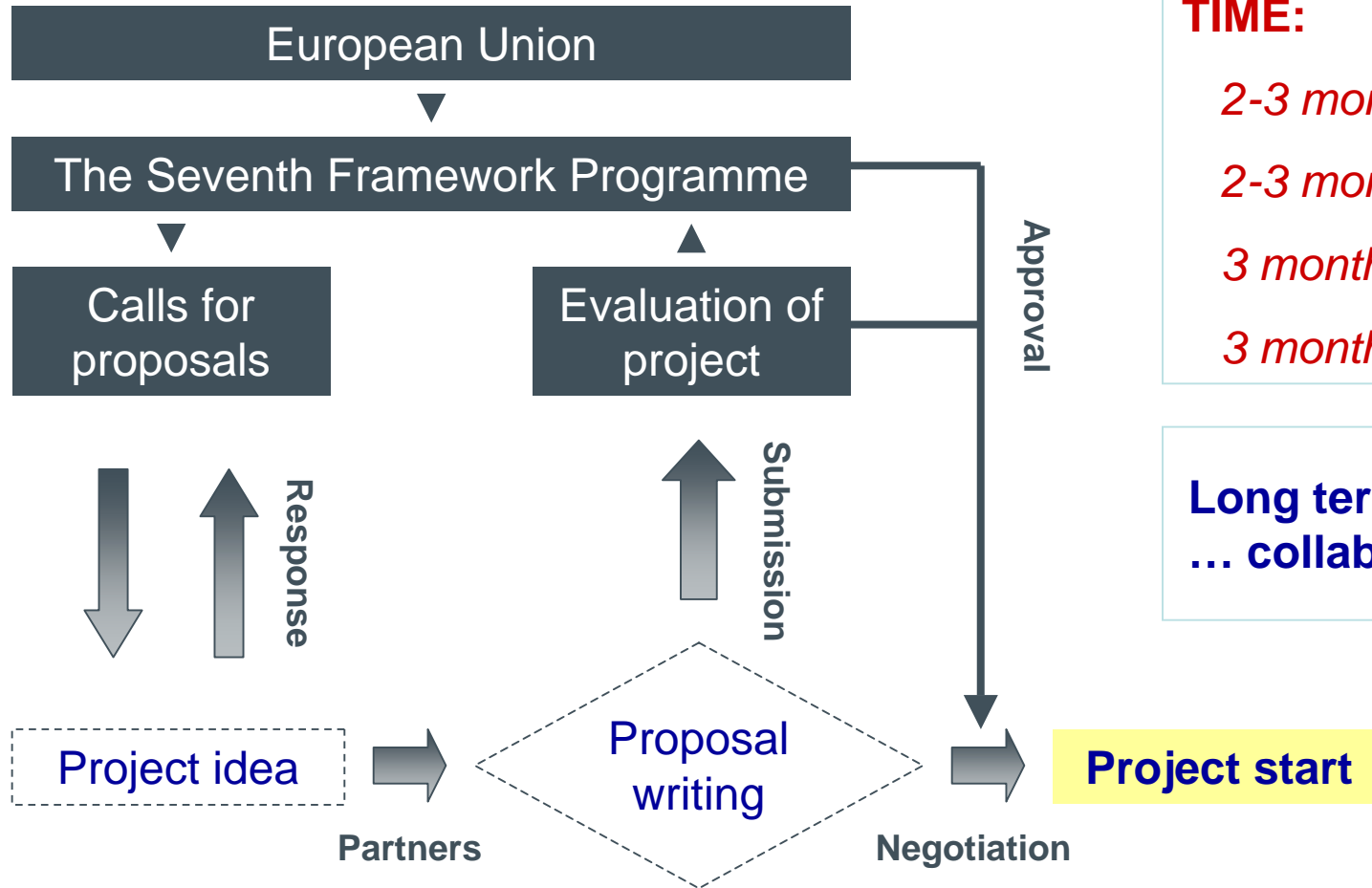
YOUR own strategy
&
FP7



How can I get Involved?

- Lead a project...
 - Idea
 - ‘Match’ to EU fields of interest
 - Resources
- Join a project
 - Opportunity
 - Skills
 - Defined role

Process...



TIME:

2-3 months preparation

2-3 months writing

3 months evaluation

3 months negotiation

**Long term ... ambitious
... collaborative ... R&D**



Key Documents...

Call Fiche

Work Programme

Guide for Applicants

Evaluators Forms

Specific (different) for different themes!!

http://cordis.europa.eu/fp7/

Find opportunities

Find documents

Seventh Research Framework Programme (FP7) Important Legal Notice

CORDIS 2007 - 2013

About | What's New? | Sitemap >> FP7 Quick Links

CORDIS: FP7 Home

- FP7 Home
- FP7 newsroom
- Understand FP7
- Participate in FP7
- Find a call
- Get support
- Find project partners
- Find a document

Cooperation **Ideas**

People **Capacities**

Euratom **JRC**

In the spotlight

Partners

[Find project partners and register your profile and interest in FP7 projects](#)

→ [Register as independent experts for FP7: Evaluation, monitoring and other assistance](#)

Last updated on: 2007-02-16

Latest News

Climate change already affecting Europe's seas, says JRC

[Date: 2007-02-15]

Climate change is already having a significant impact on Europe's seas and coasts, and any policies designed to mitigate these impacts will also ... [read more](#)

Forthcoming Events

- **FP7 evaluator training workshop** Rome, Italy [Event Date: 2007-02-26]
- **Greek socio-economic sciences and humanities launch** Athens, Greece [Event Date: 2007-02-28]

What type of user are you?

The Seventh Framework Programme (FP7) is designed to support a wide range of participants ... [read more](#)

- Private company
- Public organisation
- Individual researchers
- Outside the EU

Highlights

- **Calls for proposals under the provisional work programmes of the EC FP7 and the EURATOM FP7**
- The European Commission has published a [draft grant agreement](#) for the Seventh Framework Programme (FP7)
- Adoption of [rules for participation](#)

What's next

- **'People' calls** expected to be published next

Top | CORDIS Services | Help Desk Publications Office



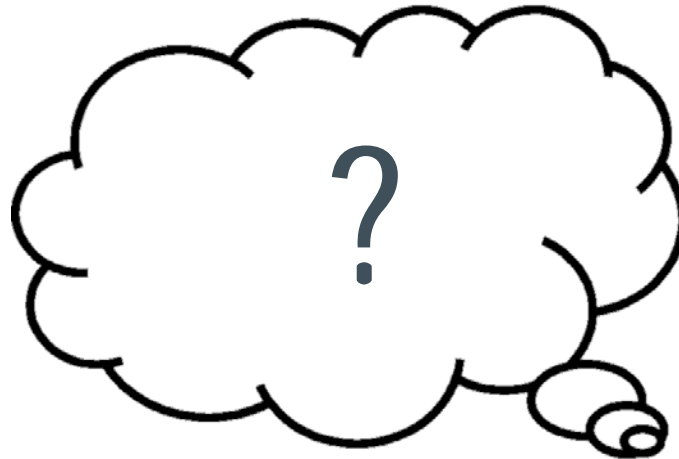
Create Awareness for Own Topics

- Contact EU scientific (project) officers
- Mobilise interest groups (science, industry...)
- Inform National colleagues (NCP)
- Dissemination (conferences etc...)
- Technology Platforms (relevant)

http://cordis.europa.eu/technology-platforms/home_en.html

Join an Existing Consortium

- Defined role
- Complement partners
- Less work (?) preparation



How?

Resources and Help!

- European
 - Cordis
 - ETI (support) Projects
 - Partner platforms
 - Technology Platforms
- National
 - NCP
- Regional
 - RCP (?)
- Help YOURself...
 - Networks
- Cordis
 - Call calendar
 - Key documents
 - NCP details
 - Past projects
 - Projects seeking partners
 - Partners seeking projects
 - Links (Tech. Plat. / Partner platforms)



Should FP7 be part of your strategy

Undertake ambitious R&D	✓
Collaborate with leading European organisations & develop European networks	✓
Improve profile, discover new suppliers & expand market	✓
Is the timescale appropriate?	✓
Do you have the ideas & resources to prepare a proposal in-house?	✓
Would you prefer to participate in a defined role within someone else's project?	

Next Steps...

Identify opportunities

- Information service (Cordis, NCP, RCP)
- Via existing links & networks (Tech. Plat, NoE, IP, Ideal-IST)

Shape ideas into project plan

- Identify sota & existing projects
- What expertise is required
- Discuss... (RCP, NCP, Brussels)

Circulate plans – build (or join) consortium

- Links & partner search facilities
- Conferences / Brussels events
- Technology Platforms

Respond to relevant opportunities (FP7 or other)

- Use support services (e.g. alerts to calls)
- Focus on call

REVIEW YOUR OBJECTIVES

PROPOSAL PREPARATION
(or join a project)



PROSURF

www.prosurf-online.eu

prosurf@prosurf-online.eu

Prosurf activities - how the project can help YOU:

- Research strategy roadmap being developed
 - Recommendations for research strategy for SMEs
- Cooperation between SMEs and research partners
 - Facilitation of specific project partnerships (platform)
- Best practice for involvement in R&D
 - Formulation of best practice strategy for R&D
- Training
 - Technical / Science-based / Innovation / R&D funding

Prosurf can help you:

- Assess **your SME needs**
- Identify relevant **partners**
- **Strengthen** your consortium
- **Maximise** the impact of your project
- **Minimise** your effort

Any Questions?



Supported by the European Commission's
6th Framework Programme

