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SMEs in the



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- **Overview – Research for the benefit of SMEs**
- **Proposal preparation – what is important?**
- **Budget calculation and distribution of the EC contribution**





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What is an SME?

Commission definition (Recommendation 2003/361/EC) of Small and Medium Enterprises:

- Engaged in economic activity
- < 250 employees
- Annual turnover \leq € 50 Million or balance sheet total \leq € 43 Million
- If not autonomous; data of partner or linked enterprises has to be taken into account

http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/index_en.htm





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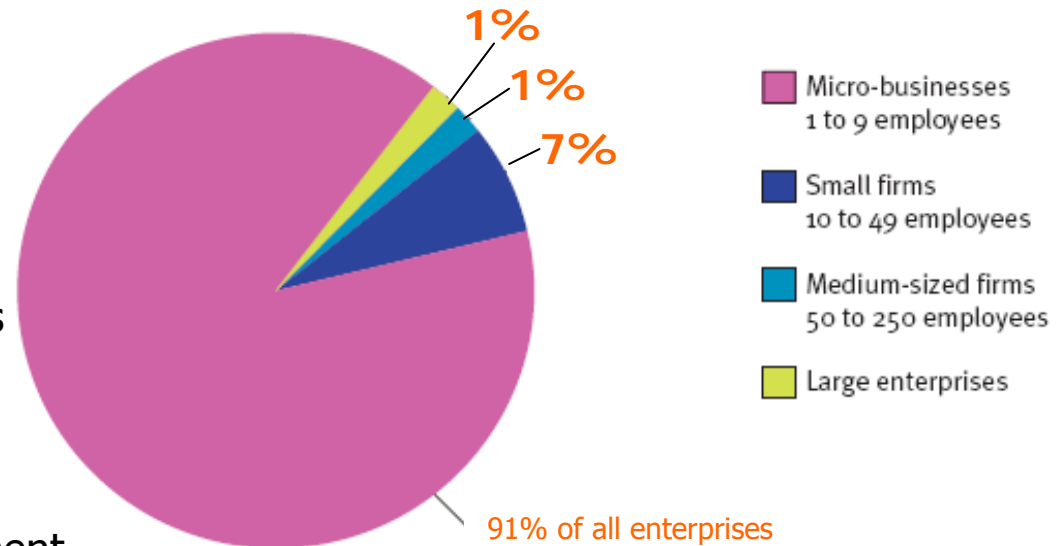
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Overview of the European SMEs

EUROPE'S ENTERPRISES ARE COMPOSED OF:

European SMEs:

- 23 Million enterprises
- 75 Million jobs
- 2/3 private jobs in Europe are in SMEs
- 99% of all European enterprises



Micro-businesses dominate employment in countries such as Italy (48%) and Greece (57%), whilst the share of large enterprises in total employment in the United Kingdom is over 45%.

“Small firms are in fact the real giants of the European economy”

Source: Eurostat (2005)



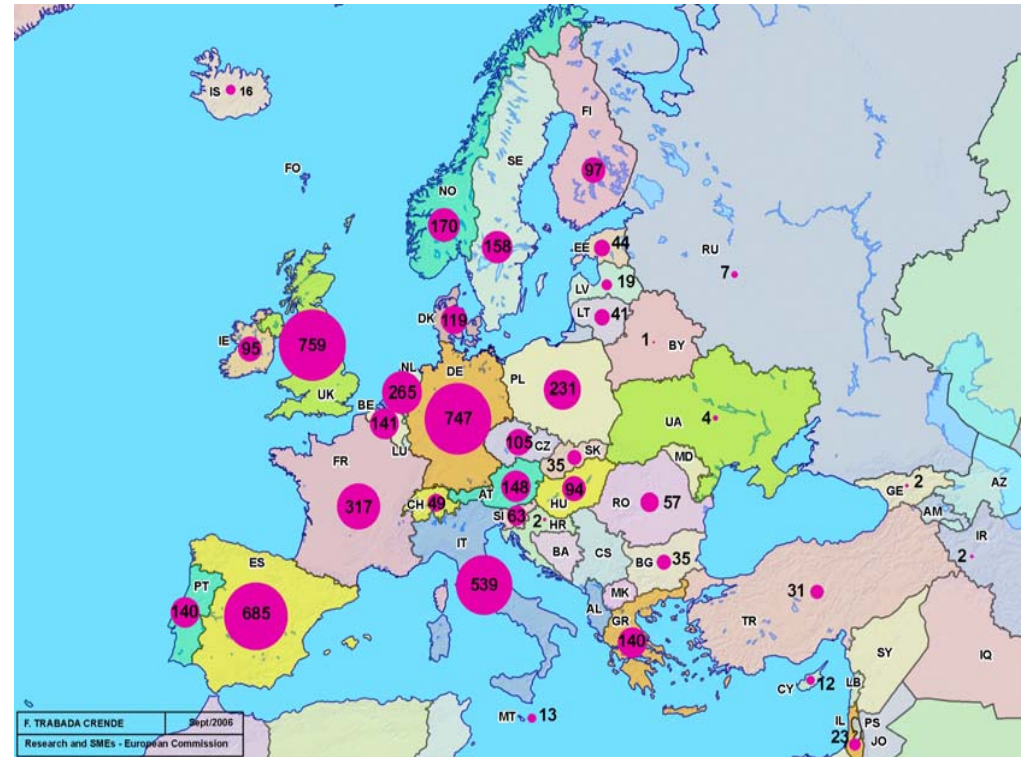


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Think Small First – The Importance of SME in the European Economy

- SME represent 99% of all enterprises throughout Europe
- account for 67% of European GDP
- provide 75 million jobs in the private sector



Distribution of participants in SME specific measures FP6

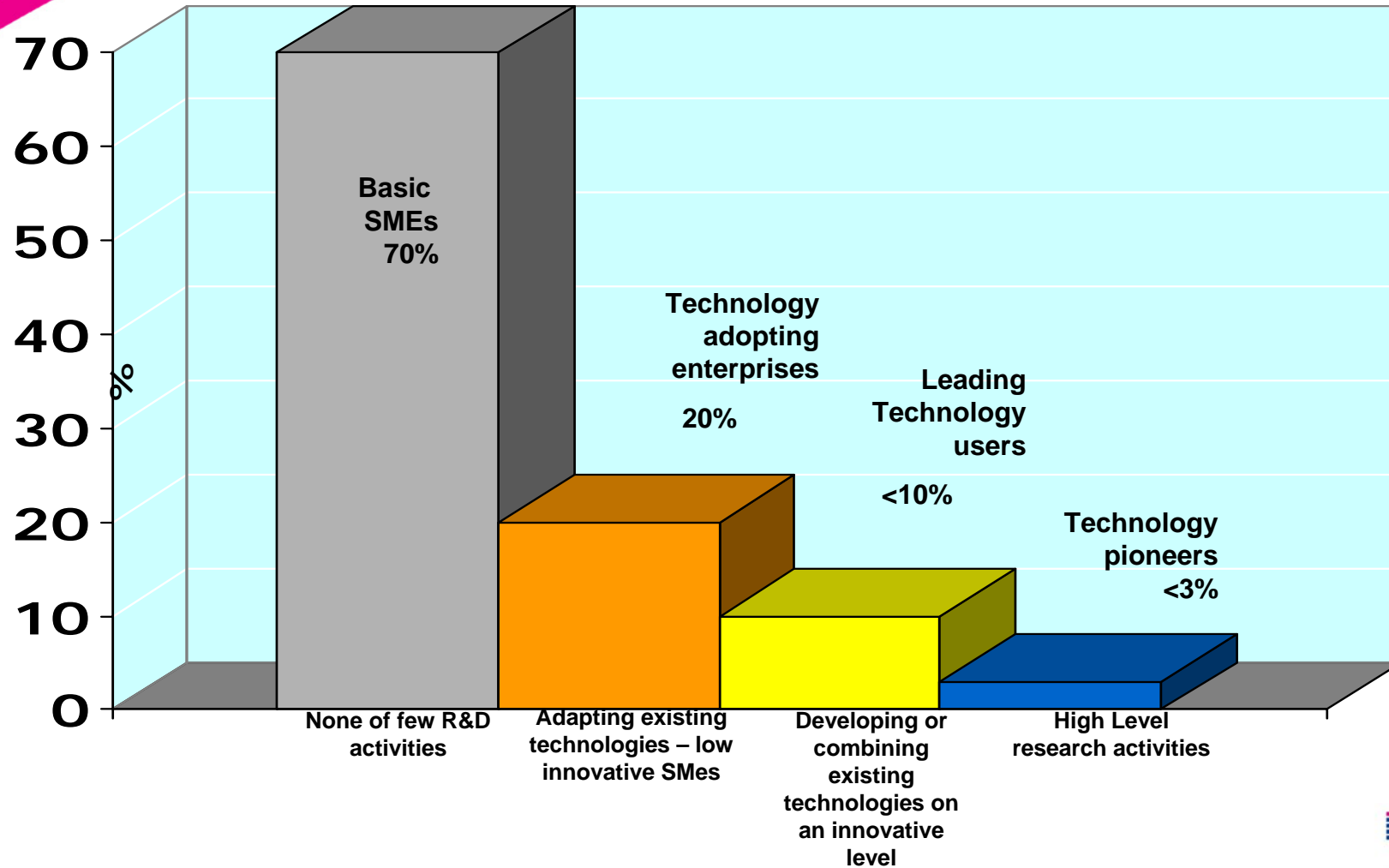




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Categories of SME



Source: EURAB's report on "SMEs and ERA"





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SMEs in FP7

SMEs are at the core of European industry and key players in the innovation system.

SMEs have to respond increasingly to a strong competition in the internal market and globally.

- Need to increase their knowledge base and their research efforts in transnational cooperations.
- Actions at EU level are necessary to complement and enhance the impact of actions taken at national and regional level.





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Framework Programme 7: Specific programmes

- **Cooperation**
 - whole range of research activities carried out in transnational cooperation, from collaborative projects and networks to the coordination of national research programmes (ERA-NET, Art. 169) and Joint Technological Initiatives (JTI) → **32.4 bn €**
- **Ideas** (→ European Research Council)
 - investigator driven “frontier research” carried out by individual teams competing at European level, in all scientific and technological fields, including engineering → **7.5 bn €**
- **People**
 - training and career development of researchers (“Marie Curie” actions) → **4.7 bn €**
- **Capacities**
 - Key aspects of European research and innovation capacities, including research infrastructures; research for the benefit of SMEs; regional research driven clusters; unlocking the full research potential in the EU’s “convergence” regions → **4.1 bn €**





SME support in FP7

Four complementary pillars of SME support in FP7			
Community Actions			Joint EU/Member States initiative
Optimized participation of SMEs	Budget increase for the two SME specific measures	Dedicated scheme with special emphasis on SMEs	Article 169 for research performing SMEs
In particular "Cooperation"	"Capacities"	"People"	"Capacities"
R&D performing SMEs	R&D acquiring SMEs	Mainly R&D performing SMEs	R&D performing SMEs
Thematic areas not SME specific	Bottom-up approach, Market oriented	Industry-academia pathways	Bottom-up approach, Market oriented





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SMEs support in FP7 “Cooperation”

- SME are encouraged to participate in collaborative research projects within the thematic programmes
- In order to form a favourable environment, a target of **15% SME** participation has been set
- This representing an amount of about **5 bn €** until 2013
- **Simplified financial and administrative procedures** (e.g. 75% funding rate for SME, reduced reporting requirements, no bank guarantees)
- **Dedicated SME strategy** under each theme. Identification of areas and specific measures of particular interest to SME in the individual work programmes
- http://cordis.europa.eu/fp7/home_en.html





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SMEs in FP7 “Cooperation”

Collaborative projects targeted to SMEs

“projects targeted to special groups such as SMEs“

- Trans-national collaborative research
- Stimulate the participation of SMEs
- Research-intensive SMEs should play a leading role in such projects
- SMEs should have a key role





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SME support in FP7 “People” programme

Industry-academia partnerships and pathways

- support cooperation between academia and industry
- encourage SME participation through
 - Staff secondments between academia and industry
 - Temporary hosting of experienced researchers from outside
 - http://cordis.europa.eu/fp7/people/industry-academia_en.html



Budget allocation to SMEs in FP6 and FP7

€million	FP6	FP7	FP6 annual average	FP7 annual average	Increase annual average
SME specific measures	473	1.336	118	191	61%
SME participation (15% target)	1.865	4.862	466	695	49%
Total	2.338	6.198	585	885	51%



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SMEs in FP7 "People"

Marie Curie Actions Industry and Academic Partnerships and Pathways (IAPP)

- Partnership between public and private research organisations based on a common research project and it aims to increase the exchange of skills between the two sectors
- Proposals from all areas of scientific and technological research
- A consortium comprises at least:
 - one research organisation from public sectorand
 - one from private sector
- Participating organisations must be from at least two different Member states or Associated countries





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SMEs in FP7 "People"

Marie Curie Actions

Initial Training Networks (ITN)

- Networks of academic and private research organisations collaborate to
 - train researchers in order to improve their research and entrepreneurial skills
 - help them join established research teams
 - enhance their career prospects in both the public and private sectors
- A network comprises at least three participants proposing a coherent research training programme
- Proposals from all research areas of scientific and technological research are welcome

<http://ec.europa.eu/research/mariecurieactions/>

<http://cordis.europa.eu/fp7/people/industry-academia-en.html>

<http://cordis.europa.eu/fp7/people/initial-training-en.html>





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SME support in FP7 “Capacities”

Research for the benefit of SME: Objectives

Strengthen the innovation capacities of SME to develop new products and markets by **outsourcing of research**:

- Increase their research effort
- Acquire technological know-how
- Extend their networks
- Improve the exploitation of research results

Available budget: 1.3 bn €





Research for the benefit of SMEs Work programme

1. Supporting SMEs outsourcing research activities

- Research for SMEs
- Research for SME associations

2. Developing and coordinating support to SMEs at national level

- Eurostars (Article 169 Initiative) in cooperation with Eureka – to promote research-intensive SMEs and their capacities for research and innovation
- ERA-NET coherence and coordination of research programmes across Europe
- Support to national and/or regional “exploratory awards”
- NCP - network

3. Support measures

- Coordination and Support Actions
- Studies



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Target group

Research for SMEs:

- Low to medium technology SMEs with little or no research capability
- Research intensive 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

➔ bottom-up approach, no thematic focussing



Impact: Economic benefit

Research for SMEs:

- Clear exploitation potential and economic benefits for the **SMEs involved**
- Strengthening the competitiveness of the SMEs

Research for SME associations:

- Clear exploitation potential and economic benefits for the **SMEs members of the associations involved**
- Improve industrial competitiveness

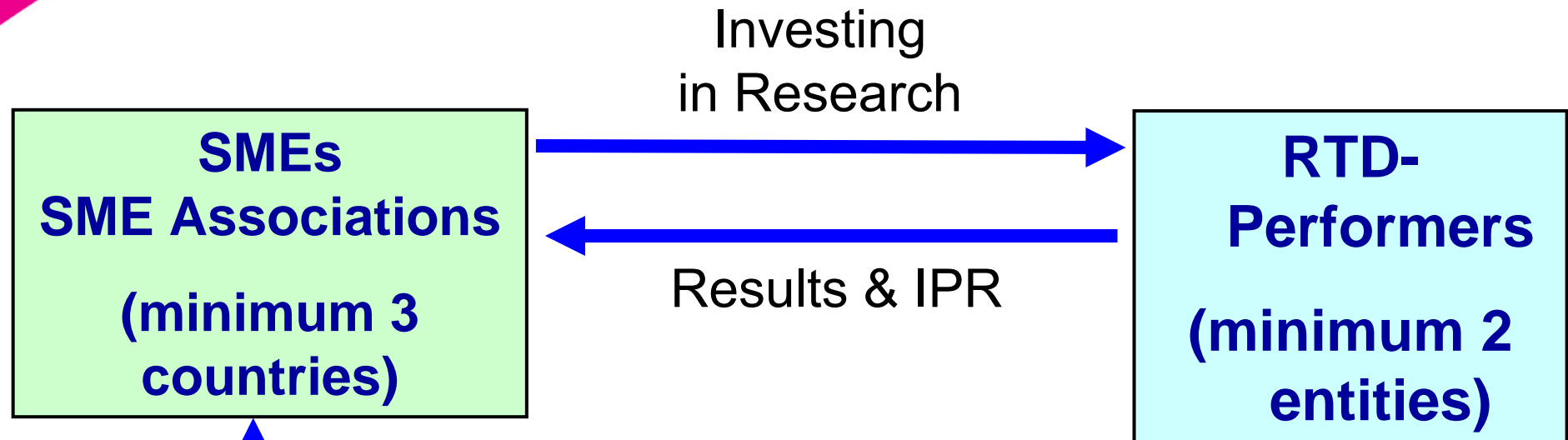


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Research for the benefit of SME

Principle: Outsourcing scheme “customer-seller” relationship



**Other enterprises,
End users**

- **SME with no or little R&D capacity
bottom-up programme: no thematic
limitations
Part of FP7 « Capacities » programme**

http://cordis.europa.eu/fp7/capacities/research-sme_en.html





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Clear principle: SMEs invest in R&D

- “Customer-seller” relationship between SMEs* and RTD-performers.
- SMEs* are direct beneficiaries of the scheme
- SMEs* invest in the RTD project and outsource part of the research activities to “RTD performers”.
- RTD performers **invoice** their services to SMEs*.
- EC contribution: Grant to the project (and not to individual participants) which covers only part of the total investment.
- SMEs* and “Other participants and end users” contribute with own resources to the project.
- Collective leadership of the SMEs* in the project.

* including SME associations



Funding Scheme

Key Indications

	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** independent from any other participants
- **Other enterprises and end-users** (optional) independent from any other participant

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** established in a Member State or Associated country which made up of a minimum of three independent legal entities established in three Member States or Associated countries
- At least **two RTD performers** independent from any other participants
- At least **two SMEs** from at least two different Member States or Associated countries must participate to ensure that the results of the projects address SME needs
- Other enterprises and end-users (including SMEs) may participate through a particular contribution

SMEs or SME associations may entrust coordination to a partner in the consortium specialised in professional project management.





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2. Developing and coordinating support to SMEs at national level



eurostars

- **EUROSTARS: Article 169 Initiative**
 - EUREKA initiative with a joint programme, based on national schemes.
 - Supporting trans-national, multi-partner R&D projects initiated and led by at least two R&D -performing SMEs (bottom-up approach).
 - Complements other SME-targeted actions at national and EU-level.





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2. Developing and coordinating support to SMEs at national level

The *Eurostars* Programme

- *Eurostars* is a Joint Programme addressing R&D performing high-tech SME with a total value of 400 million EUR over 6 years
- Currently 24 EU Member States and 5 Associated Countries are committed to the programme
- Bottom-up programme, small consortia, market-oriented research
- Front office maintained by EUREKA secretariat
- <http://www.eurostars-eureka.eu>





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2. Developing and coordinating support to SMEs at national level

■ ERA-NET

- Continuation of FP6 ERA-NET projects: ERA-SME & CORNET
- Increase integration, coverage and number/budget of common calls.

■ Support to national and/or regional “exploratory awards”

- Establish durable schemes and services to increase the number of awards provided by the national and/or regional schemes.
- A first preparatory Coordination and Support Action dedicated to the development of implementation modalities.

■ Network of National Contact Points (NCPs)

- Identifying and sharing good practices, developing common tools.
- Supporting less experienced NCPs to rapidly acquire the know-how accumulated in other countries.





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3. Support measures: Coordination and Support Activities

- Support to dissemination and exploitation of research results and exchange of good practices by e.g.:
 - a) clustering of projects on common topics to improve interaction and joint dissemination and exploitation activities and
 - b) developing and implementing strategies aiming at a reinforced exploitation of results.
- Contributing to the identification of priority research topics for SME associations, especially by establishing a dialogue with European Technology Platforms (ETP).





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IPR - principle

Specific for “Research for SMEs / SME associations”
(rules for participation).

The default regime remains full ownership of all project results ("foreground") and IPR by the SMEs or SME Associations.

The consortium may however reach a different agreement in their own best interests,
as long as the SMEs and SME associations are provided with all the rights that are required for their intended use and dissemination of the project results.





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IPR - flexibility

In practice, this can, for example, mean that:

- SMEs keep ownership, but give access to the RTD performers for further, clearly specified activities

or

- The RTD performers keep ownership of the entire foreground (or parts of it) and that the SMEs acquire licences only.

or

- ...

→ Agreement in the (economic) interest of the SMEs

→ Price should reflect the value of the IPR





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Funding Scheme - principles

- The financial support of the Community in accordance with the Rules for participation will be capped at a value **not exceeding 110% of the estimated price to be invoiced by RTD providers** to SMEs or SMEs Associations.





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Research for the benefit of SMEs Call planning

Research for SMEs Call 2

- Closure date: 11 April 2008
- Indicative budget: € 92.72 Million

Research for SMEs Associations Call 2

- Closure date: 26 September 2008 (first stage)
- Indicative budget: around € 10 Million [€ 58 Million]





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Proposal preparation Part A and B



SEVENTH FRAMEWORK
PROGRAMME



CAPACITIES





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Proposal preparation - Guide for applicants (GfA)

1. Getting started
2. About the funding scheme
3. How to apply
4. Check list
5. What happens next

Glossary

Annex 1

Timetable and specific information for the call

Annex 2

Evaluation criteria and procedures to be applied for the call

Annex 3

Instructions for completing “part A” (forms) of the proposal

Annex 4

Instructions for drafting “part B” (description of work) of the proposal





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Part A (Forms) – General

- Administrative information about the proposal and the participants
- A brief description of the work, details and characteristics of the participants
- A1 gives a snapshot of your proposal, A2 concerns your organisation and A3 deals with budgetary matters.
- The complete proposal (Part A and B) can only be submitted electronically. **Deadlines.**





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Part B – Description of Work

- Detailed in Annex 4 of the GfA, structure follows the evaluation criteria.
- Economic benefit for the individual SMEs and collective leadership among the SMEs must be clearly described.
- Consequences of the invoice-approach:
Who acquires which results?
What is the cost for the different results?



Consortium agreement only required as deliverable





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Part B - Structure

- Cover Page
- Table of contents
- **Scientific and/or technological excellence**
- **Implementation – Management, consortium, resources**
- **Impact - The potential impact through the development, dissemination and use of project**
- Ethical issues
- Consideration of gender aspects

➔ **Following explanation only relevant for Research for SMEs**





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Part B – S&T excellence

- 1.1 Sound concept and quality of objectives
- 1.2 Innovative character in relation to the state-of-the-art
- 1.3. Contribution to advancement of knowledge / technological progress
- 1.4 Quality and effectiveness of S/T methodology and associated work plan:
 - Overall strategy of the work plan and related activities
 - Timing of the WPs and their components (Gantt chart or similar)
 - Work description broken down into work packages (lists of Work packages, milestones and deliverables, description of each work package, Summary effort table)
 - Graphical presentation of the components showing their interdependencies
 - Identify significant risks and include contingency plan

→ Maximum length 15 pages plus tables





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Part B – S&T excellence

Important:

- How will the proposed work improve SMEs competitive position?
- SMEs carry out research and/or demonstration activities to validate and exploit the research results provided by the RTD performers.
- How does the project offer a solution to SMEs in need of new knowledge?
- No requirement to develop cutting edge technology at world class level!





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Part B – Implementation

- 2.1 Quality of the Consortium as a whole
 - 2.1.1 Description of project management structure and procedures (max 4 pages)
 - 2.1.2 Description of the consortium (max. 3 pages plus ½ pages per partner)
- 2.2 Appropriate allocation and justification of the resources to be committed (max 4 pages)





Part B – Implementation

Important:

- No decision against SMEs collective interest.
- SMEs in the "**driver's seat**".
- Justification required if the SMEs entrust coordination to a partner specialised in project management.
- SME participants have to take into account the remuneration ("invoices") of the RTD performers.
- Indicative breakdown of the offer from the RTD performers to the SME participants.
- Distribution of the EC contribution among partners?
- How do RTD performers co-invest in the project in case they retain ownership of IPR ("foreground")?
- **maximum page limit**



New: Table 2.2

Indicative breakdown of the offer from the RTD performers to the SMEP

Name of RTD Performer	Number of Person /Month	Personnel Costs	Durable Equipment	Consumables	Computing	Overhead Costs	Other Costs	Total by RTD	Project Results (No **)	Work package No (***)
Total Receipts(*)										

(*) This Total must be equal to the figure estimated in Form A3.1
 (**) Same Number as in table 3.2.2 (Multiple combination is possible)
 (***) Multiple combination is possible





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Part B – Impact

- Contribution, at the European [and/or international level], to the expected impacts listed in the work programme under the relevant activity
- Appropriateness of measures envisaged for the dissemination and/or exploitation of project results, and management of intellectual property
 - Project results and IPR
 - Dissemination and Use

→ Maximum length 10 pages plus tables





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Part B – Impact

Important:

- Economic justification: cost effectiveness, taking into account the overall cost of the project in relation to its potential direct economic benefits
- Impact on the SMEs: employment, economic growth, market strategy, distribution channels etc.
→ **quantitative and qualitative indicators**
- Industrial or commercial routes envisaged for the exploitation of the results
- Project Results (including knowledge) to be acquired by the SME participants



New: Table 3.2.2

Project Results (incl. Knowledge) to be acquired by the SMEP

		SMEP (Participant No)		SMEP (Participant No)	
Project Result (No)	Project Result (Description)	Type of Exploitation (*)	Remuneration (€)	Type of Exploitation (*)	Remuneration (€)

(*) Ownership, Patenting, Licensing, other IPR protection, etc





Part B – what is specific for Research for SME associations?

- Targeted at large communities of SMEs
- Impact on the SME-AG members and the respective sectors
- Need for a dedicated dissemination and exploitation strategy to ensure that a large community of SMEs can benefit
- **IPR ownership and rights for dissemination and use** should take the SMEs in the consortium and the members of the SME-AGs into account
- Transaction may be based on e.g. invoices or grant agreement between SME-AG and RTDP
- 2-stage submission (limited set of criteria for stage 1)





Evaluation criteria

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





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Budget calculation and distribution of the EC contribution



SEVENTH FRAMEWORK
PROGRAMME



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Funding Scheme - principles

- In order to achieve the aim of promoting the outsourcing of research and demonstration activities, the financial support to the project will be **limited to 110% of the total amount of subcontracting to the RTD performers** (price to be invoiced by RTD performers to SMEs)





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EC contribution

- “Value” of the project is based on the subcontracted R&D activities.
- Maximum financial contribution is 110% of the **price to be invoiced by RTD providers** to SMEs or SMEs Associations.
- The Community support has to be in accordance with the Rules for participation.





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Rules for participation

Funding rates

The EC contribution is based on upper funding limits for individual activities:

- R&D: **maximum of 50 %** of the total eligible costs
Exception: SMEs, non-profit public bodies, secondary and higher education establishments and research organisations: **maximum of 75 %**
→ **Associations may meet the criteria for SMEs**
- Demonstration activities: **maximum of 50 %**
- Management activities: **maximum of 100 %**
- Other activities: **maximum of 100 %**
(e.g. training, coordination, networking, dissemination)
- The SME participants contribute with own resources, in cash or in-kind, to the project





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Step 1: Calculation of the budget for the SMEs

Budget for the SMEs	SME 1
Activities and costs	
RTD	260.000
Own RTD	45.000
Invoice RTD performers for subcontracted RTD	215.000
DEMO	10.000
Own DEMO	10.000
Invoice RTD performers for subcontracted DEMO	0
OTHER	10.000
MANAGEMENT	60.000
TOTAL	340.000





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Step 2: Calculation of the budget for the RTD Performers

Budget for the RTD performers	RTD 1
Activities and costs	
OTHER	0
MANAGEMENT	5.000
TOTAL	5.000





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Step 3: Calculation of the budget for the Other enterprises and end-users

Budget for Other enterprises and end users	OTH 1
Activities and costs	
RTD	10.000
DEMO	40.000
OTHER	0
MANAGEMENT	0
TOTAL	50.000





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Step 4: The total budget of the project

Partners & costs	RTD	DEMO	MANAG	OTHER	TOTAL
SME 1	260.000	10.000	60.000	10.000	340.000
Own activities	45.000	10.000			
Subcontracting	215.000				
SME 2	395.000	25.000	5.000	5.000	430.000
Own activities	55.000	25.000			
Subcontracting	340.000				
SME 3	125.000	0	5.000	10.000	140.000
Own activities	20.000				
Subcontracting	105.000				
RTD 1			5.000	0	5.000
RTD 2			5.000	30.000	35.000
OTH 1	10.000	40.000	0	0	50.000
TOTAL	790.000	75.000	80.000	55.000	1.000.000





Calculation of the EC contribution

Partners & costs	RTD [50%/75%]	DEMO [50%]	MANAG [100%]	OTHER [100%]	TOTAL	Maximum EC contribution
SME 1	260.000	10.000	60.000	10.000	340.000	270.000
Own activities	45.000	10.000				
Subcontracting	215.000					
SME 2	395.000	25.000	5.000	5.000	430.000	318.750
Own activities	55.000	25.000				
Subcontracting	340.000					
SME 3	125.000	0	5.000	10.000	140.000	108.750
Own activities	20.000					
Subcontracting	105.000					
RTD 1			5.000	0	5.000	5.000
RTD 2			5.000	30.000	35.000	35.000
OTH 1	10.000	40.000	0	0	50.000	25.000
TOTAL	790.000	75.000	80.000	55.000	1.000.000	
TOTAL amount of subcontracting, excl. VAT						660.000
Maximum EC contribution = 110% of subcontracting to RTD performers excl. VAT						
Requested EC contribution is the minimum of the two:						726.000





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Distribution of the EC contribution Scenario 1

Partners & costs	Total costs	EC contribution for each participant	Own contribution (in kind)	Own contribution (in cash)
SME 1	340.000	241.000	99.000	0
Subcontracting	215.000			
SME 2	430.000	340.000	90.000	0
Subcontracting	340.000			
SME 3	140.000	105.000	35.000	0
Subcontracting	105.000			
RTD 1	5.000	5.000	0	0
RTD 2	35.000	35.000	0	0
OTH 1	50.000	0	50.000	0
TOTAL	1.000.000	726.000		





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Distribution of the EC contribution Scenario 2

Partners & costs	Total costs	EC contribution for each participant	Own contribution (in kind)	Own contribution (in cash)
SME 1	340.000	259.832	80.168	0
Subcontracting	215.000			
SME 2	430.000	328.611	90.000	11.389
Subcontracting	340.000			
SME 3	140.000	106.989	33.011	0
Subcontracting	105.000			
RTD 1	5.000	3.821	1.179	0
RTD 2	35.000	26.747	8.253	0
OTH 1	50.000	0	50.000	0
TOTAL	1.000.000	726.000		





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What is specific for SME associations?

- IPR ownership and rights for dissemination and use should reflect the needs and the role of the SMEs in the consortium and of the members of the SME-AGs.

System is flexible for tailor-made solutions:

- ➔ SME-AG may charge costs incurred by its members in carrying out the project
- ➔ Participating SMEs and SME-AG members must also invest in the project





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Important documents

- Workprogramme 2008 "Research for the benefit of SMEs"
- Guides for applicants "Research for SMEs" and "Research for SME associations"
- Guide to Intellectual Property Rules for FP7 projects
- Rules for the submission of proposals

These documents and additional information about the open calls are available on the following webpage:

http://cordis.europa.eu/fp7/dc/index.cfm?fuseaction=usersite.FP7DetailsCallPage&CAL_L_ID=105&ACT_CODE=SME#infopack

<http://cordis.europa.eu/sme/index.html>





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COMMISSION

Community research

More information

Research for the benefit of SMEs:

http://cordis.europa.eu/fp7/capacities/research-sme_en.html

CORDIS/SME TechWeb:

sme.cordis.lu/research/fp6_support.cfm

<http://cordis.europa.eu/sme/index.html>

National Contact Points

<http://cordis.europa.eu/fp6/ncp.htm>

