

THE SECRETS AND PROBLEMS OF FRAMEWORK 6 PROPOSALS (AN SME's PERSPECTIVE)

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1

CONTENTS

The Secrets of Framework 6 Proposals

Problems for SMEs in Framework Programmes

The 'Needs' and 'Challenges' of SMEs

Different Categories of SMEs (and their 'needs')

Conclusions and Recommendations

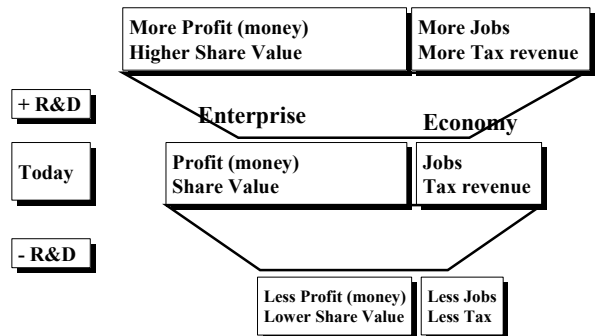
2

RULE 1

There is nothing more difficult to do in life than to write a proposal on a bad idea.

3

Why do Public Bodies fund R&D?



Owen McBreen (Enterprise Ireland)

4

SECRET 1

Aim of Proposal: To solve a problem(gap) the EC has identified

"80% of all new jobs are generated by SMEs"

"Innovative SMEs are only 4% of all SMEs, but account for 50% of new jobs, so they are a priority"

Commissioner Busquin (Innovation and Technology Transfer 1/2002)

5

SECRET 2

EDUCATE THE EVALUATOR (with 'facts' and 'figures')

Nanocomposites: The next generation of plastics

Improved Performance of Plastics with 3.5% Nanoadditive Loading

Performance Properties	Improvement
Tensile Strength	100-700%
Flexural Modulus	50-300%
Thermal Stability	30-80%
Gas Permeability Reduction	10-40%
Heat Release Rate Reduction	60-80%

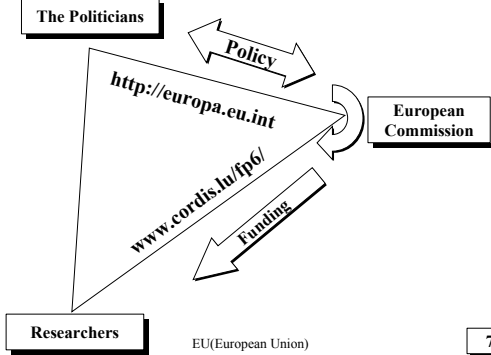
Global Market Size of Nacomposite Market (1999-2004)

(Million lbs)	1999	2004
Europe	0	97
USA	1.1	130
Japan/Asia	1.5	50

6

SECRET 3

Lobbying (US Term) = Briefing (in Europe)



7

SECRET 4

The EC love their documents. Follow guidelines in detail.

EC Guidelines tell you what they want: You must know why?

RULE 1: DO NOT LEAVE BLANKS !

RULE 2: EVERY QUESTION IS CRITICAL

SMEs need advice on the background to questions

EC (European Commission)

EU (European Union)

8

SECRET 5

Framework 4: Developing Technologies

Framework 5: Solving Problems with Technologies

Framework 6: Best Consortium to solve Strategic EU Problems

Framework 7: 'Technology Platforms'

EU (European Union)

9

Technology Platforms ('Joint Initiatives')

Hydrogen Platform

Aeronautics Platform

Steel Platform

Plant Geneomics Platform

Photovoltaics Platform

Manufacturing Platform

Optical Technologies Platform

GRID Research Platform

Mobile Communications Platform

Water Platform

Nanoelectronics Platform

??? Platform

10

SECRET 6: The BEST Strategy

Best Science

Best Partners

Best Solutions for EU Policies

Follow the European Commission's Guidelines

11

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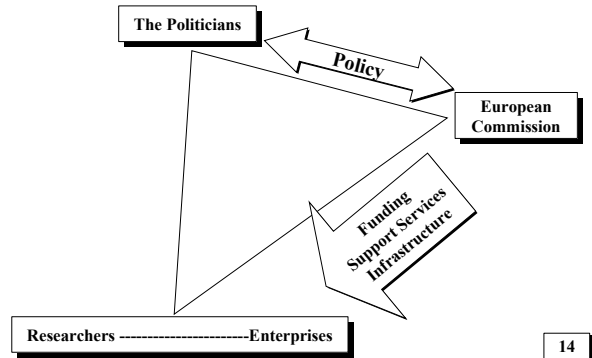
12

CRICKET



Leinster Senior League Section A (at Balrothery)
 Merrion 171 all out, 49 overs (Flegler 51, Poder 39, Murphy 3 for 30
 Amrstrong 3 for 50) North County 175 for 6, 53 overs (Armstrong 75
 no, Casey 27, Spanner 2 for 29). North County won by 4 wickets.
 Source: Report Irish Times 22nd June 2002

The Players in Framework 6



Concerns of the Different Players

	Academic Researcher	Large Enterprises	SME	Project Officer
Time Scale	5-10 Years	5-10 Years	Weeks/Months	Project Duration
General Concerns	Best Science	Best Technology Competition	Survival+ Competition	EU Policy
Immediate Concerns	Publishing Deadlines Next Contract	Best Partners Paperwork Deadlines	Cash The Client Shareholders	Paperwork Deadlines
Biggest Fear	Peer Failure	Red Flag from EC	Confidentiality	Contractual Problems

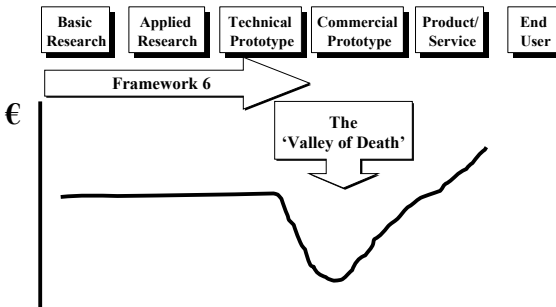
EC(European Commission) EU(European Union)

What 'Innovation' Means

SMEs	New ways of 'making money'
Large Enterprises	New products, services and processes
Basic Researchers	New scientific discovery or method.
Applied Researchers	Improvement in the state of the art
Politicians	New ways of creating jobs/wealth
Funding Agencies	Useful results from research

SME (Small and Medium Sized Enterprises)

Problems with the Exploitation of R&D Results



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The Relevance of FP6 to Different SMEs

Category of SME	Role of Framework 6
Research Intensive (Biotechnology, IT, Nanotechnology...)	Funding for R&D Activities Specialised Infrastructure
Technologically Competent (Materials, Machinery, Services to Industry)	Technology Transfer Technology Validation
Minimum Capability (Agro Industry, Textile, Some services)	Solving Technical Problems
Low Technology	Technology Awareness Training

Source: Annual Monitoring Report 2001

SME (Small and Medium Sized Enterprises)

IT (Information Technology)

19

SME's in Framework 6 (Research Performers)

Integrated Project	Research Performer
Network of Excellence	Technology Provider
Article 169	Technology Provider
STREP	?
Collective Research	Technology Provider
CRAFT	SME Association
Coordination Action	5 to 10 SME/2RTD
Specific Support Action	Partner
Marie Curie Fellowship	Workshops
	Hosting fellows

SME (Small and Medium Sized Enterprise)

20

SME's in Framework 6 (Minimum Technology)

	<i>Technology Competent</i>	<i>Minimum Technology</i>
Integrated Project	<i>User of Results</i>	<i>Training</i>
Network of Excellence	<i>User of knowledge</i>	<i>Training</i>
Article 169	?	?
STREP	<i>User of Results</i>	<i>Dissemination</i>
Collective Research	<i>SME Association</i>	<i>SME Association</i>
CRAFT	<i>Partner</i>	<i>Partner</i>
Coordination Action	<i>Partner</i>	<i>Partner?</i>
Specific Support Action	<i>Workshops</i>	<i>Workshops</i>
Marie Curie Fellowship		

SME (Small and Medium Sized Enterprise)

21

CONCLUSIONS: Message to SMEs

Framework 6 is not a 'Market'

You cannot make a profit from FP6 (illegal!)

No R&D Strategy Exists (5 years): Forget about FP6

Framework 6 funds some of the risk in R&D

FP6 is about: 1. Networks, 2. Technology and 3. Funding

Beginners: Focus on finding the best Partners

22

CONCLUSIONS: Message to Advisors

Different Categories of SMEs with different needs

Tailor advise to the category of SME

Explain cultures of the different players in FP6

Recommend 'FP6 Guru' in relevant SMEs

Be realistic. FP6 is not for all SMEs.

23

CONCLUSIONS: Message to European Commission

Promote FP6: 1. Networks, 2. Technology and 3. Funding

Priority for EU: High technology, high growth SMEs

'Valley of Death' is real. More resources/interfaces needed

Action: Improve the commercial awareness of researchers

Action: Improve the research awareness of SMEs

24