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SMEs in the



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SMEs in FP7 - why?

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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What sort of SME are you?*

- Research-performing SMEs are those who have the ability to conduct research in-house.
- Research-acquiring SMEs are those who need to outsource their research to a university or research centre, who will perform the research on their behalf.

* http://ec.europa.eu/research/sme-techweb/index_en.cfm





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Research-performing SMEs (1)

The specific programme on '**Cooperation**' supports all types of research activities carried out by different research bodies in trans-national cooperation and aims to gain or consolidate leadership in key scientific and technology areas. The Programme represents two thirds of the overall budget (\pm 32 B€ during 2007-2013). Research is carried out under ten themes, each of which has its own dedicated SME strategy.

http://cordis.europa.eu/fp7/cooperation/home_en.html



SMEs in FP7 “Cooperation”

- **Dedicated SME strategy** under each Theme
- **Identification of areas of particular interest** to SMEs in the individual work programmes
- **15% target** for SME participation (i.e. \pm 800 M€ per year)
- **Greater flexibility** in choosing the appropriate funding scheme
- **Simplified financial and administrative procedures** (e.g. 75% funding rate for SMEs, no bank guarantees)



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Research-performing SMEs (2)

The **Marie Curie Actions** ("People" Programme) are focused on training, mobility and career development of researchers. They are open to individual researchers at all stages of their career and research institutions both in the public and the private sector. One of the Actions, the "Industry-Academia Partnerships and Pathways" scheme aims specifically at establishing long-term research cooperation between the public and the private sector, including SMEs.

http://cordis.europa.eu/fp7/people/industry-academia_en.html





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SMEs in FP7 “People”

Industry-academia partnerships and pathways

are partnerships between public and private research organisations based on a common research project and aim to increase the exchange of skills between the two sectors via:

- Staff secondment between academia and industry including SMEs
- Temporary hosting of experienced researchers from outside partnership





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Research-performing SMEs (3)

- **Eurostars:** 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.
- 31 countries are involved so far (including all Member States with the exception of Malta) with an estimated budget of 400 M€.

→ bottom-up approach, no thematic focussing

<http://www.eurostars-eureka.eu>





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Research-acquiring SMEs (1)

- Through the ‘**Research for SMEs**’ scheme, research-acquiring SMEs can receive support as individual SMEs. Projects must fit into the overall business and innovation needs of the SMEs, and render clear exploitation potential and economic benefits for the SMEs involved
- ‘**Research for SME Associations**’ aims at developing technical solutions to problems common to a large number of SMEs in specific industrial sectors or segments of the value chain through research that could not be addressed under ‘Research for SMEs’





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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





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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

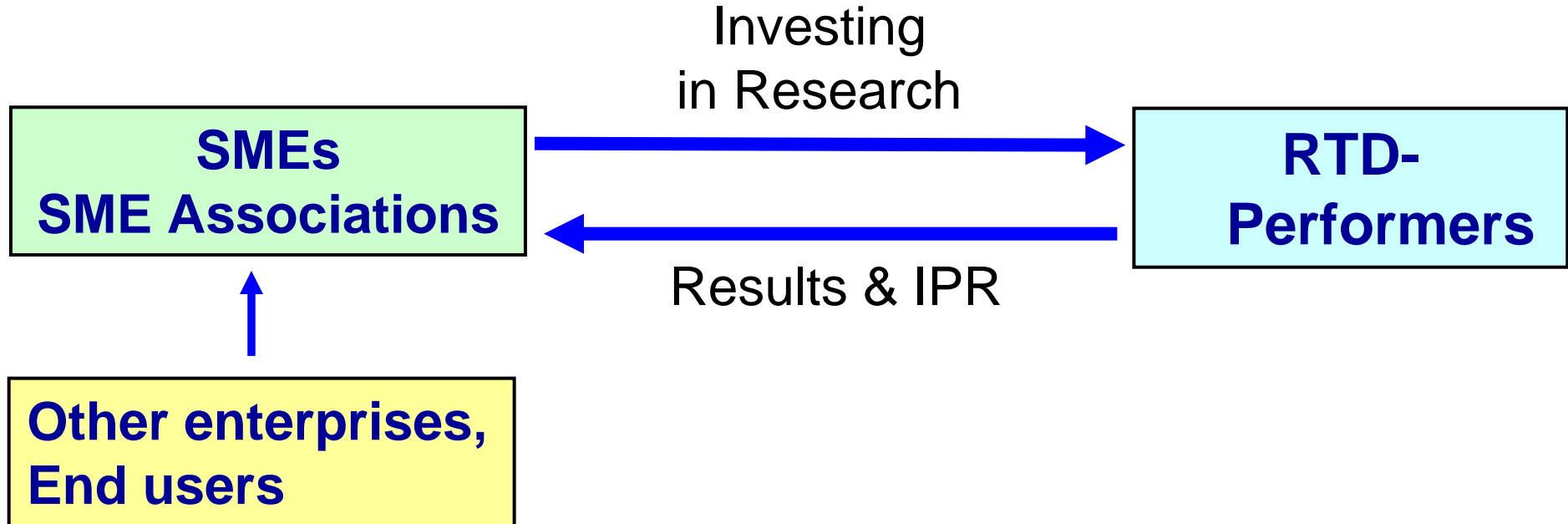




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Principle: Outsourcing scheme “customer-seller” relationship





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Research-acquiring SMEs (2)

- **ERASME** networks national and regional programme promoting co-operation between SMEs and research organisations from 19 European countries:
- **Cornet** networks programmes from 12 countries promoting co-operation between SME associations and research organisations:

<http://www.era-sme.net/public/>

<http://www.cornet-era.net/>





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Developing and coordinating support to SMEs at national level

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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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	Eurostars
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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More information

Research for the benefit of SMEs:

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

SME TechWeb:

ec.europa.eu/research/sme-techweb

National Contact Points

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

