

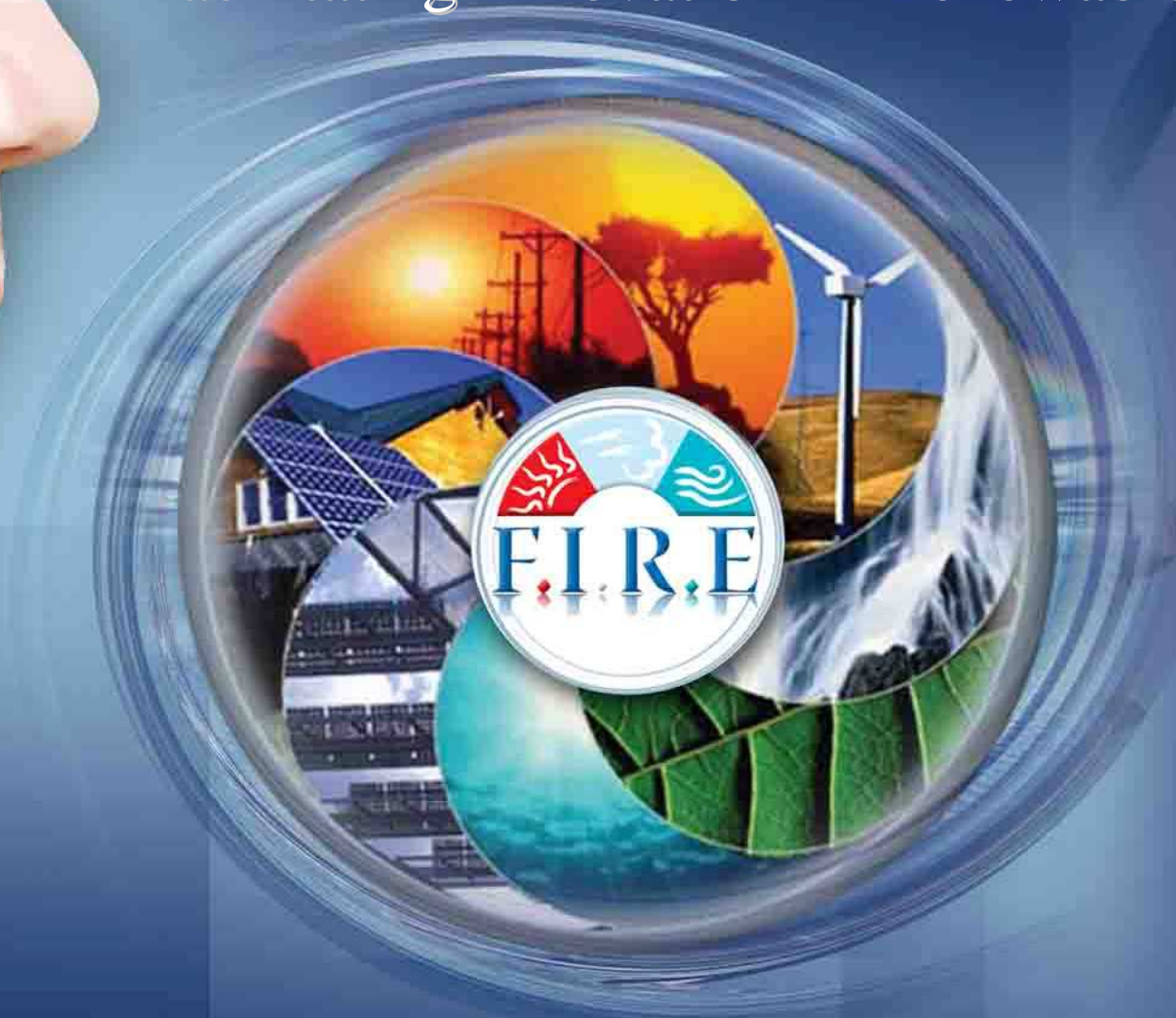
Going Green: Tapping EU Funding for Energy & the Environment

14th May 2008

Westin Dragonara Resort, St Julians



Facilitating Innovation in Renewable Energies



www.firessa.eu



Co-funded by the European Commission



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The Fire Project

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The European Unions 7th Framework Programme and the Energy Priority

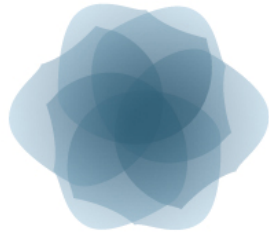
Part 3

SME participation in FP7 Projects



- MIIS is a Malta based research centre, which aims to assist Maltese SMEs to become more innovative and competitive through their active participation in strategic research and development projects.
- To date, MIIS has been instrumental in mobilising SME participation in the European Framework programme, and most especially in the Programmes oriented towards research for SMEs and research for SME collectives and association.

www.miis.com.mt



PI M
PROJECTS IN MOTION



- Projects in Motion Ltd. (PiM) is a multidisciplinary research organisation and cluster platform based in Malta.
- PiM mostly undertakes European Union (EU) funded projects and conducts research for European and local government bodies, major companies and SMEs.
- PiM blends traditional and innovative methodologies to identify breakthrough opportunities, develop growth strategies and consumer-inspired new products or services via a cluster approach.

www.pim.com.mt



Background – What is FIRE?

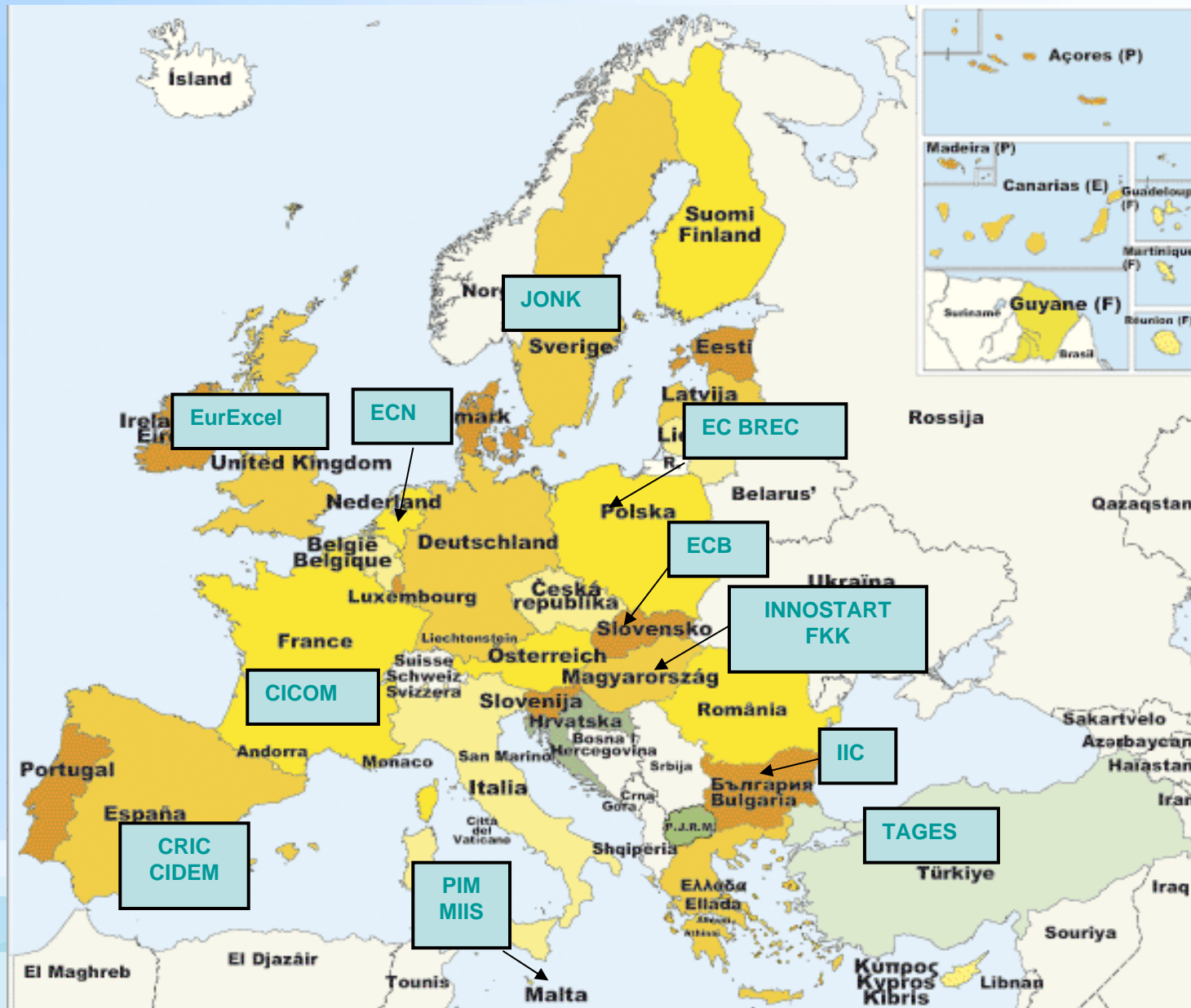
- FIRE stands for “Facilitating Innovation in Renewable Energies”
- FIRE is an FP6 Specific Support Action under the “Stepping up Economic and Technological Intelligence Unit”
- FIRE is a 3 Year project with an overall budget of 1.2 Million Euros launched December 2006
- The FIRE consortium consists of 14 Partners from 11 countries

Primary Objective

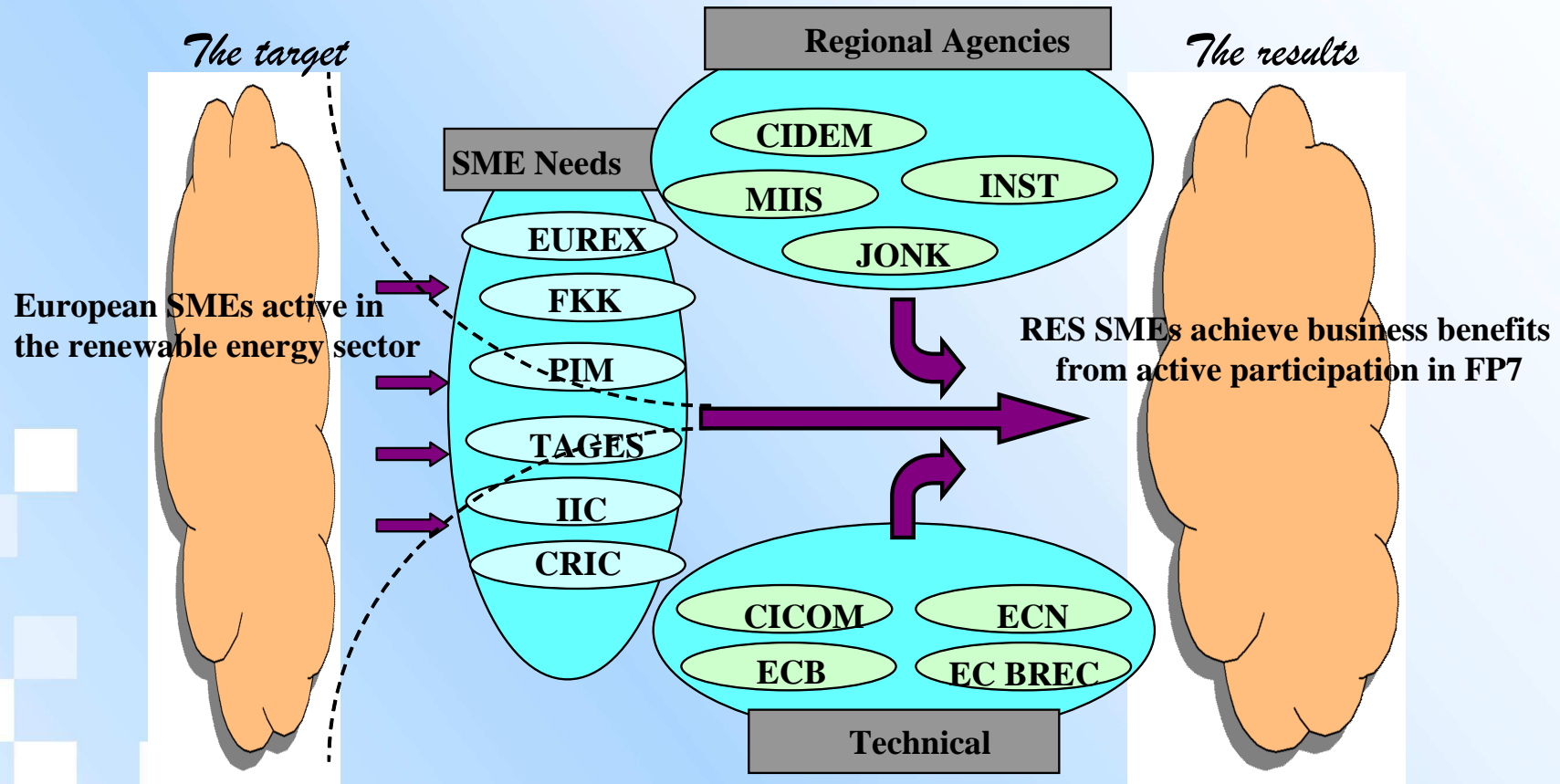
“To facilitate and foster the participation of 150 SMEs from the Renewable Energy Sector (RES SMEs) in the 7th framework programme”



The FIRE Partners



Partner Core Competencies



FIRE – Specific Project Targets



- Targeting of 4000 European companies from within RES
- Pre-screening to strategically select 300 SMEs
- **Undertake innovation audits** to finally select 200 SMEs (25% from NMS and Accession Countries)
- Organise 10 European **sectoral workshops**
- 150 FIRE SMEs included in FP7 proposals
- 5 strategic project proposals will originate from FIRE
- 100 strategic projects contacted with 40 agreements for participation
- 6 TPs and JTIs targeted with the objective of integrating 50 FIRE SMEs within the TPs and JTIs

FIRE Methodology



SME Targeting
& Selection



Build Knowledge Base

Innovation audit

- Gather Information on FP7 opportunities
- Technology & Market observation
- Interface with relative Technology Platforms etc



Workshops &
Project Road Mapping

Mentoring



The Role of the FIRE Mentor

- Meet up with SMEs participating in FIRE workshops
- Discuss project ideas and partnership needs
- Combine consortiums with partners originating from the various European Countries
- Provide support and information to partners during proposal preparation

Confidentiality guaranteed

www.firessa.eu



Facilitating Innovation in Renewable Energies



Home Support for SMEs Partners Background Links News Contact Log in

Aim of FIRE

FIRE aims to help SMEs rise to the challenges facing them as the European Renewable Energy Sector (RES) grows. Currently the RES is the fastest growing sector in Europe.

Some specific challenges facing SMEs within the Energy Sector are:

- Increased competition
- Poor support for small companies
- Widening gap between innovators and technology market
- Technical and non technical barriers to innovation and technology transfer
- SMEs are working at the micro level and are often start up companies
- RES requires higher level of research and development at these early stages.
- High cost of equipment at entry level
- SMEs in RES are fragmented and scattered

FIRE is a 3 year project. The consortium consists of 14 partners from 11 countries across Europe. They are all experts in their field of technology or SME support.

The **FIRE** project will support you as an SME, increase your research and development capability and will assist in the exploitation of that research thus helping you to turn research into real

[Register](#)

[More Information](#)

Framework Programme 7

7 Year programme 2007-13
Funding available for the energy sector of €2.35 billion

FIRE was launched on 1st December 2006 and is a 3 year project co-funded by the European Commission.

FIRE is an initiative supported within the framework of 'Stepping up Economic and Technological Intelligence' (ETI) actions of the Sixth Framework Programme.

This project is coordinated by



Please register for regular updates and further information !

Framework Programme Challenges

- FP 7 Energy Programme is a challenging environment for SMEs
- Relatively few, high value projects are accepted
- Fewer calls than other thematic areas
- 2008 work programme provides limited opportunities
- Tendency for proposer to use established supply chains
- Highly competitive

ENERGY in FP7



Objective: The objective of energy research under FP7 is to **aid the creation and establishment of** The technologies necessary to adapt the current energy system into a more sustainable, competitive and secure one. It should also **depend less on imported fuels and use a diverse mix of energy sources**, in particular renewables, energy carriers and non-polluting sources.



The ENERGY Workprogramme in FP7



What will be funded?

- Hydrogen and fuel cells
- Renewable electricity generation
- Renewable fuel production
- Renewables for heating and cooling
- CO2 capture and storage technologies for zero emission power generation
- Clean Coal Technologies
- Smart energy networks
- Energy efficiency and savings
- Knowledge for energy policy making

WORK PROGRAMME 2008

COOPERATION

THEME 5

ENERGY

(European Commission C(2007)5766 of 29 November 2007)

<http://cordis.europa.eu/fp7/energy/>

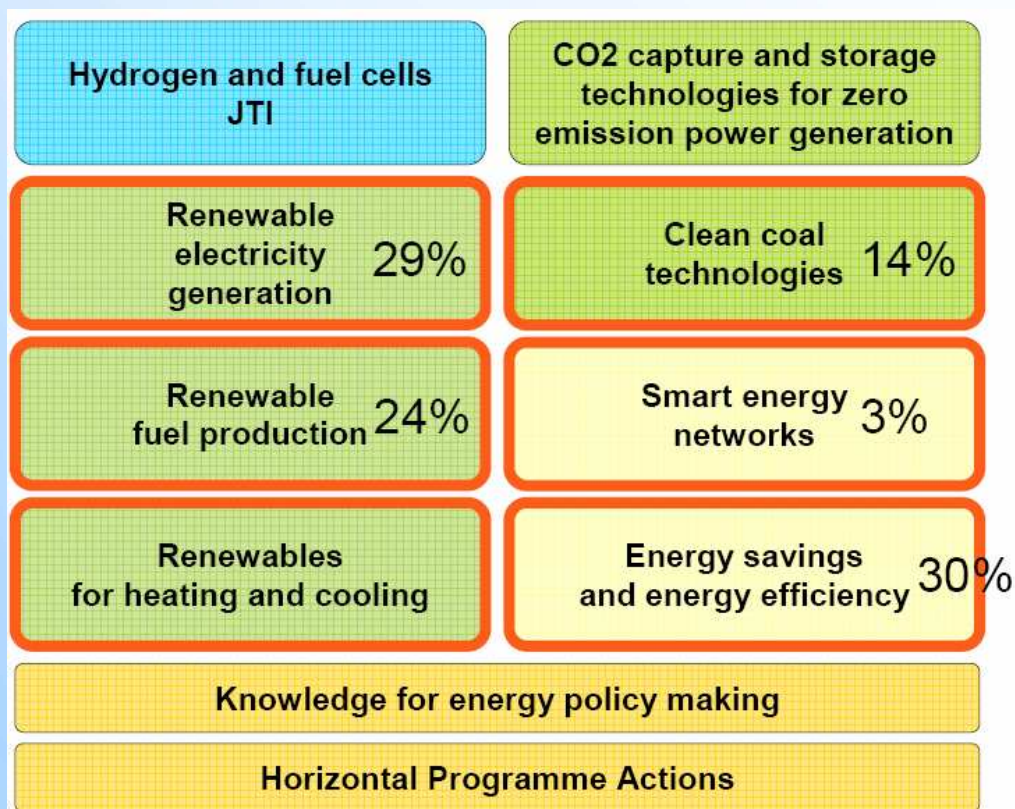
ENERGY in FP7

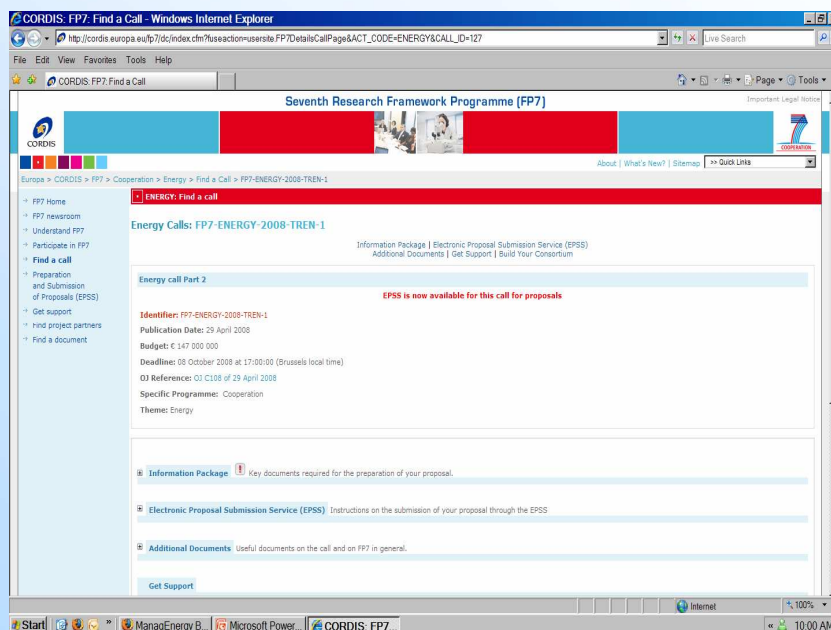


Current call

FP7-ENERGY-2008-TREN-1

- Call launch:
29 April 2008
- Info Day in Brussels:
20 June 2008
- Deadline for submission:
8 Oct 2008, 17:00
- Budget: 147M€





CORDIS is the official portal for participating in FP7 and following related developments in European science and technology. *<http://cordis.europa.eu/fp7/energy>*

managenergy ▶▶



MANAGENERGY.TV is the European Commission broadcasting homepage on energy efficiency and renewable energies. Video streams are provided on a wide range of energy info days and meetings.

<http://www.managenergy.tv>

Funding in FP7

	Non-profit public bodies, secondary and higher education establishments, research organisations and SMEs	All other organisations
Research and technological development activities	75%	50% ¹
Demonstration activities	50%	50%
Coordination and support actions	100% ²	100% ²
Management, audit certificates and other activities ³	100%	100%

Funding in FP7

Indirect Costs (Overheads)

- Actual flat rate, based on analytical accounting system
- Flat rate
 - 20% for any company or
 - Transition flat rate (60% until 2010) which applies to:
 - SMEs, Research organisations, non-profit public, sec. and high schools
 - Only if they are unable to identify real indirect costs for the project
 - Certain funding schemes (NoE, Collaborative, FP7-SME)
 - CSA (Coordination and Support Actions) have a maximum reimbursement of 7%.

Protecting my idea

When looking for partners:

- Do not provide confidential information to unknown partners
- Sign a confidential agreement before providing more information
- Keep the information that is not relevant to certain parties private



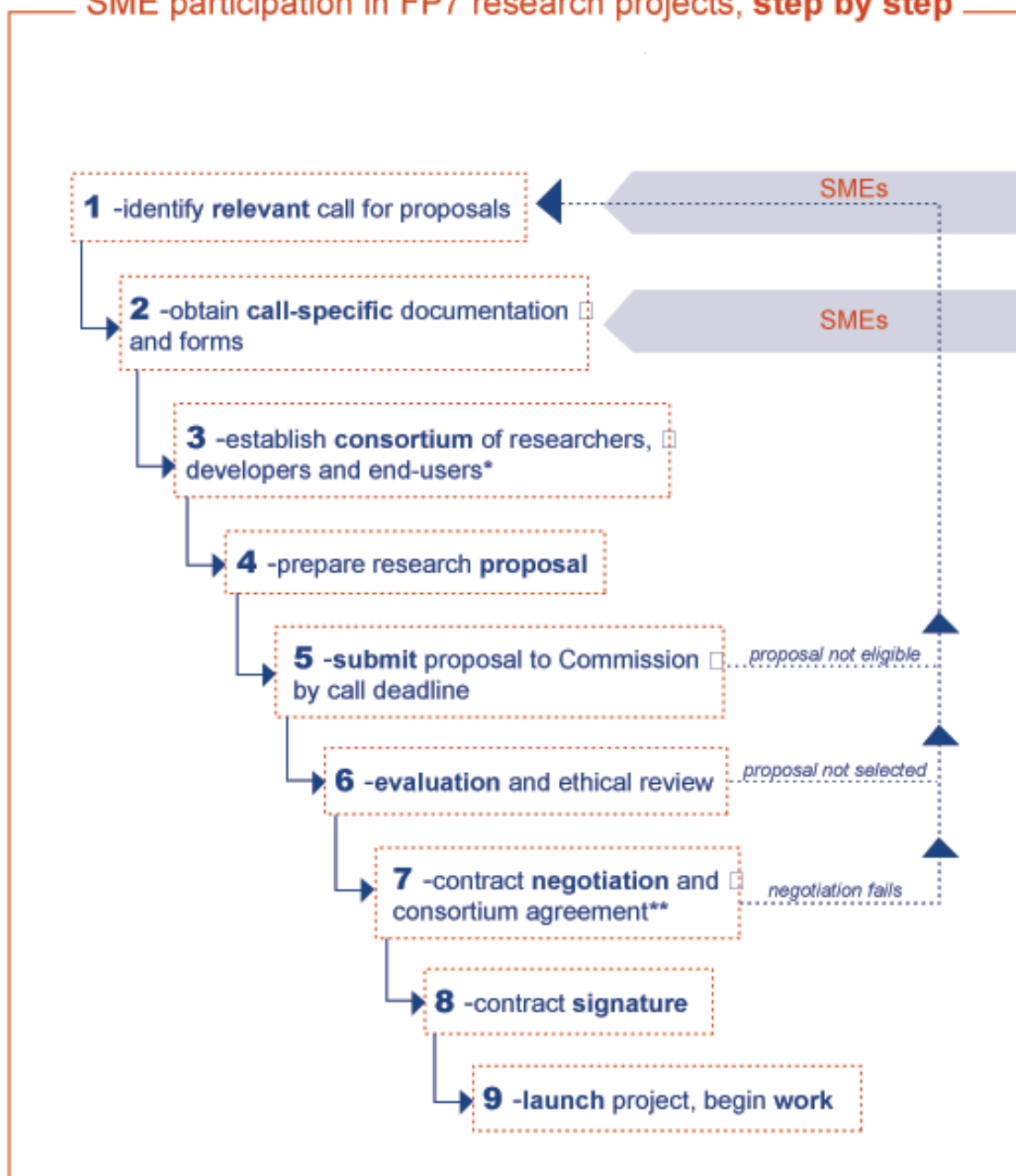
Before you start

Make sure that your idea is:

- Innovative
- Related to core business of the organisation
- Involves transnational cooperation
- Has EU-added value
- Addresses the benefits/challenges/costs
- Is doable with available resources
- Relevant to the call for proposals



SME participation in FP7 research projects, **step by step**



Proposal structure

- **Part A**

- ✓ *A1 – Project Short Description*

- ✓ *A2 (A2.1 + A2.2) – Partners administrative information*

- ✓ *A3.1 – Partners Budget*

- ✓ *A3.2 – Project Budget*

- **Part B – Technical Annex**

Preparing the proposal

- Consortium Building
- Proposal Work Plan
- Write the Technical Annex
- Define administrative management



Submitting the proposal

- Review the call eligibility criteria
 - ✓ Minimum partners and geographical distribution
 - ✓ Partners types, accordingly to the call (SMEs, public bodies, etc.)
 - ✓ Budget must be within the limits
 - ✓ The proposal must be related to the adequate topic
 - ✓ Respect pages number limits

- Use EPSS - Electronic Proposal Submission System
<http://www.epss-fp7.org/>

Proposal Evaluation – How does it work?

- At least 3 experts per proposal
- Evaluators sign a confidential agreement
- Evaluation is done remotely
- Consensus meetings
- Proposals are ordered in a ranking list, and better ones will be invited for negotiation
- The commission prepares a reservation and a rejection list
- Evaluation is sent to all proposals, except from non-eligible ones, which are also informed.

Grant Agreement negotiation

- Attend commission requirements
- Develop the Description of Work (DoW)
- Update the budget
- Provide a Consortium Agreement (at least a draft)
- Submit negotiation documentation
- Sign the Contract Preparation Forms (CPFs) and the Consortium Agreement (CA)
- Sign the Grant Agreement (contract).

Project execution

- Organise a Kick-off meeting
- Plan periodical meetings
- Produce Deliverables according to your Description of Work (DoW)
- Produce yearly reports for the Commission
- Close the project

Speak to your National Contact point

Energy National Contact Point (NCP)

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Thank you for your attention !



Malta Industrial Innovation for SMEs

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