ep BULGARIA

EUROPROJECT

**Successful
proposals in FP6**

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www.europroject.bg

Successful proposals

Examples of FP6 successful proposals:

- ➢ SSA «ISOPTT»
- ➢ SSA «Open TTT»
- ➢ SSA «istBonus»

ISOPTT is a project that enables and facilitates small and micro enterprises to perform effective technology transfer and establish national and international partnerships.

General Information…

- Project partly funded by the European Commission

- Title: **I**ncreasing the **S**mall and micro enterprises' **O**wn **P**otential for **TTT**

- Duration: 2 years (June 1, 2006 – May 31, 2008)

- Countries of pilot implementation: Germany, United Kingdom, Italy, Sweden, Greece, Bulgaria

ISOPTT aims at improving the capacity of small and micro enterprises to engage in efficient Transnational Technology Transfer (TTT) activities.

HOW

…by transferring directly to the small and micro enterprises the specific **knowledge** required for effective transnational technology transfer (TTT).

Knowledge required

ISOPTT seminars will focus on the following thematic areas as these are considered to provide a holistic approach to effective TTT…

1. Clustering

2. Globalisation - Internationalisation

3. Intellectual Property

4. Financing

5. Competitive Intelligence - Information retrieval

Activities - Services

1. A series of 5 seminars for small and micro enterprises will be organised between December 2006 and May 2007, each dedicated to a fundamental topic of technological collaboration.

2. Identification of a group of interested, as well as committed companies

3. Close cooperation with those companies, and effort for the identification of their needs and priorities

4. One member of the staff will be assigned for the whole duration as responsible for supporting the company, handling and monitoring all interaction and collaboration

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5. Produce together with the company's staff an "action plan" with advice and guidelines on the topics of interest

6. Provide services and continuous mentoring on the topic of their interest
   - Information
   - Advice
   - Signposting
   - Mediation
   - Search for partners

7. Monitor and evaluate the results

Who will benefit

Small and micro sized enterprises that seek to:

- *expand their business*
- *enter new markets*
- *establish new partnerships*
- *promote their products*
- *commercialise technological innovation*
- *assimilate new technologies*
- *enhance their position against competition, or*
- *simply identify their competences and needs*

No restriction in the <u>field</u> of operation, <u>size</u>, <u>turnover</u>, <u>resources</u>, or the <u>technological level</u> of the company.

Expected outcome

The participating enterprises will be able to handle effectively various aspects of the technology transfer process:

- *access financial resources*
- *manage and promote the intellectual property of their company*
- *negotiate technology transfer deals*
- *identify opportunities and threats from internationalisation*
- *form strategic partnerships and benefit from networking*
- *retrieve and evaluate information on technologies, markets and competition*

What can you do

Express interest to the local Bulgarian partner:

ARC FUND - www.arcfund.net

Mr Nikolay Badinski

Nikolay.badinski@online.bg

Tel: +359 2 971 3000

Monitor the ISOPTT web-site for updates and upcoming events
www.isoptt.gr

What can you do

- Don't miss out - Register for the seminars which are provided free of charge

- Declare a suitable contact person in your company for permanent collaboration

- Request support by IRC Help-Forward in any of the topics of your interest

- Collaborate with IRC Help-Forward for maximisation of your OWN benefit

- Disseminate the project idea – get people interested

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Different types of OS solutions

Simple tools installed on existing configuration

Gantt Project (planning)

myWMS (stock management)

Open Workbench (project management)

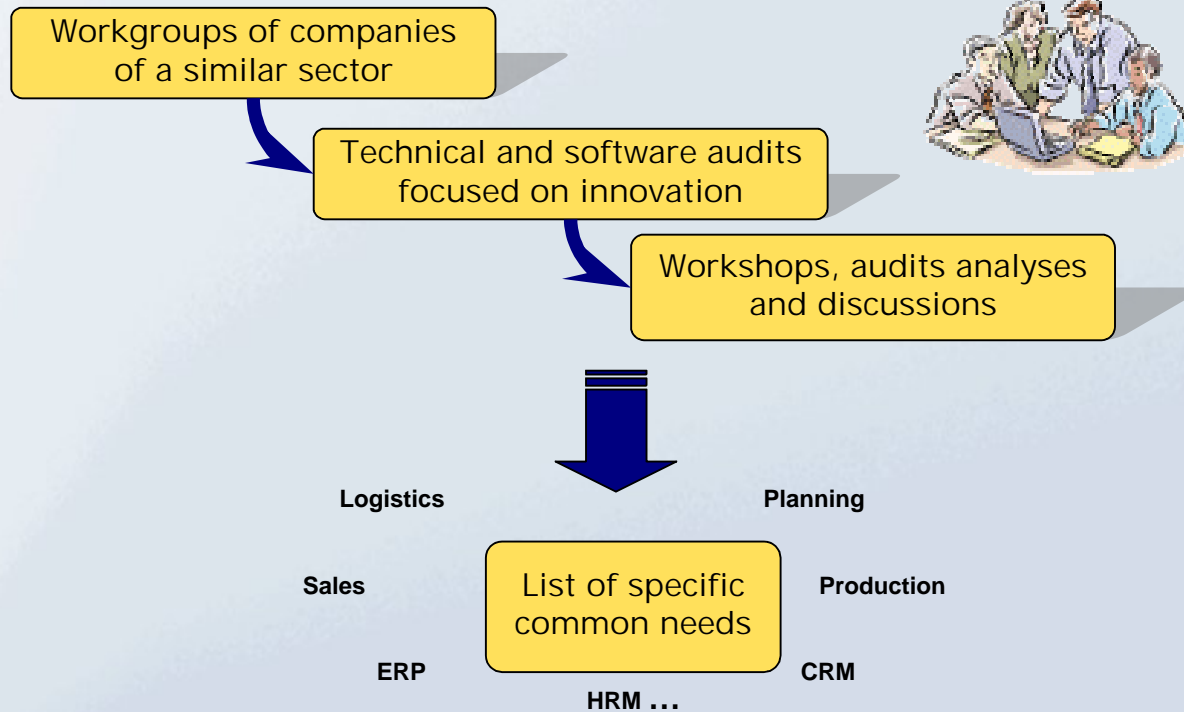**Open Aguila** (commercial management of SMEs)

More complex tools

Tiny ERP (entreprise ressource planning)

The Open TTT project

- Experimental project supported by the European Commission.

- Goal : Extend the exchange spirit that exists among Open Source developers to the final users and evaluate its feasibility.

- Experiment made in several European countries

- Among the partners:

  - an OS service provider as council

  - the LE2I (Université de Bourgogne) as interface

  - ARIST and its European counterparts

- Services free of charge for companies

OPEN TTT

The Open TTT actions

OPEN TTT

Workgroups of companies of a similar sector

Technical and software audits focused on innovation

Workshops, audits analyses and discussions

Logistics   Planning

Sales   List of specific common needs   Production

ERP   CRM

HRM …

The Open TTT actions

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┌─────────────┐      ┌──────────────────┐        ╔═══════════════════════╗
│  Companies  │══════│  Study of needs  │═══════▶║ Collaborative tailoring ║
│   groups    │      └──────────────────┘        ║     of Open Source      ║
└─────────────┘              ↕                    ║  solutions fulfilling the ║
┌─────────────┐      ┌──────────────────┐        ║     specific common      ║
│  Developers │══════│  State  of the art │═════▶║          needs          ║
│    lists    │      └──────────────────┘        ╚═══════════════════════╝
└─────────────┘
```
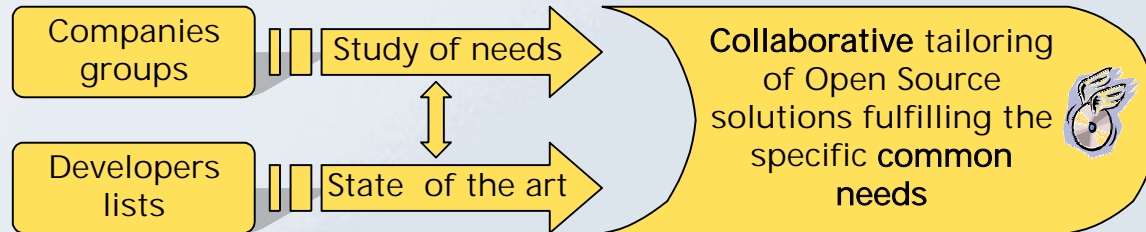
- Participation and access free of charge for companies

- Sharing of knowledge and results

Contact Bulgarian partner

Nikolay Badinski

Tel.: +359 2 971 3000

@ : nikolay.badinski@online.bg

www.arcfund.net

URL : http://www.openttt.eu

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istBonus

Supporting Research Excellence in
ICT for business

"*Identify and Support Research and Business Excellence to Enhance NMS - ACC Participation in the Development and Pilot Implementation – Demonstration of ICT Business Applications and Services*"

Project Overview

istB⏻nus

AIM

… To **UPGRADE** *the participation from the* **NMS & ACC** *in the IST Priority regarding two wide areas:* **e-business & e-working.**

- **In Quantitative terms:** *No of partners in STREP, CA, SSA or new instruments (IPs and NoE).*

- **In Qualitative terms:** *highly networked (i) coordinators and (ii) major research partners from the NMS & ACC concerning both the old but primarily the new instruments.*

✓**IST-BONUS is a SSA funded by the EC**

istBⓞnus

IST-BONUS

Finds the BEST (research) organisations in NMS & ACC and

helps them to EXCEL

in European research

with respect to their specific areas of expertise.

istBonus

Scope

Geographical scope: NMS & ACC

Targeted areas: e-business & e-work

Targeted organisations / research teams:

✓ *Competent research organizations (universities labs / dpt, institutes, centers, etc.)*

✓ *Innovative SMEs and mid range & large enterprises research dpt.*

Duration: March 2005 – February 2007

Sixth Framework Programme

e-Business

"Conducting of business on the Internet"

- e-commerce (buying and selling online) and
- the restructuring of business processes to make the best use of digital technologies (source 'eEurope'[1]).

e-Work

- Any normal business activity carried out from a remote location by using modern computing and communication technology (source: Europa, Economy and work[2]).

[1] http://europa.eu.int/information_society/eeurope/2005/all_about/ebusiness/index_en.htm

[2] http://europa.eu.int/information_society/ecowor/ework/index_en.htm

Conventional Activities - Events

Stimulatory events

- **Promotion / publicity campaign**

- **Info-days / workshops**

- **Tutorials / training sessions – seminars**

Networking activities

- **Networking – partnership events**

- **Support concrete collaboration cases**

istB**Ö**nus

Innovation Aspects

Research Bonus Services:

- *(PR) Research Profiles*

(…demonstrating your research focus and competence)

- *Research Action Plans*

(…formulate your research strategy and create your roadmap to success in IST)

- *Monitoring and support*

(…implement effectively your action plans)

Dissemination Workshop in Brussels

(…networking with EU-15 research leaders and EC Officials)

Work Plan

IST-BONUS includes 8 Work Packages:

- **WP1: Project Management and coordination**
- **WP2: Assessment of Collaboration Potential**
- **WP3: Technological Trend Analysis**
- **WP4: Material Development**
- **WP5: Stimulatory – Preparatory Activities**
- **WP6: Brokerage – Networking Events & Follow-up**
- **WP7: 'Research Bonus' services**
- **WP8: Review – Assessment - Dissemination**

istB⊙nus

Our approach towards IST 5ᵗʰ Call

We offer support to proposals under development :

✓ *Assess research competences – expertise that may be needed.*

✓*Identify and suggest competent partners from the NMS & ACC.*

✓*Bring into contact (networking) organisations from the NMS & ACC with EU-15 organisations.*

We do NOT offer :

✗ *Support for proposal preparation.*

istB⊙nus

Our approach towards IPs & NoE in FP6

Based on the needs of IPs & NoE …

We offer :

✓ *Support to identify new competent partners from the NMS & ACC.*

✓ *Training to existing partners from the NMS & ACC so as to improve their performance in the projects they participate in.*

Our approach towards FP7

1. Research Bonus Services to NMS & ACC organisations / research teams:

- **(PR) Research Profiles**
  (… demonstrating your research focus and competence)
- **Research Action Plans**
  (…create your roadmap to success in IST)
- **Monitoring and support**
  (…implement effectively your action plans)

2. Networking with EU-15 organisations

3. Dissemination Workshop in Brussels
(…networking with EU-15 research leaders and EC Officials)

Consortium

	Partner	Country
1.	Q-PLAN N.G.	Greece
2.	Uni Bremen (BIBA)	Germany
3.	METU	Turkey
4.	UU (NIKEL)	United Kindom
5.	ALTEC	Greece
6.	ARC FUND	Bulgaria
7.	BIC Bratislava	Slovakia
8.	BUTE	Hungary
9.	WCTT PWR	Poland
10.	ARIES	Romania
11.	H&K	Estonia
12.	SABI	Malta

✓**4 partners from 3 EU-15 countries**

✓**8 partners from 8 NMS & ACC**

Learn more – Contact us

ARC Fund
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Our site :
www.ist-bonus.net