TranSMEs

Financially supported by the European Commission within of the EU 6th Framework Programme

TranSMEs

WHAT IS TRANSMES OBJECTIVE?

TranSMEs is an European initiative targeted at transport and environment sector, which objective is to inform and support accession countries (ACC) and new member states researchers and entrepreneurs in the FP6 participation. Numerous activities are planned leading to innovation and research cooperation development in Europe.

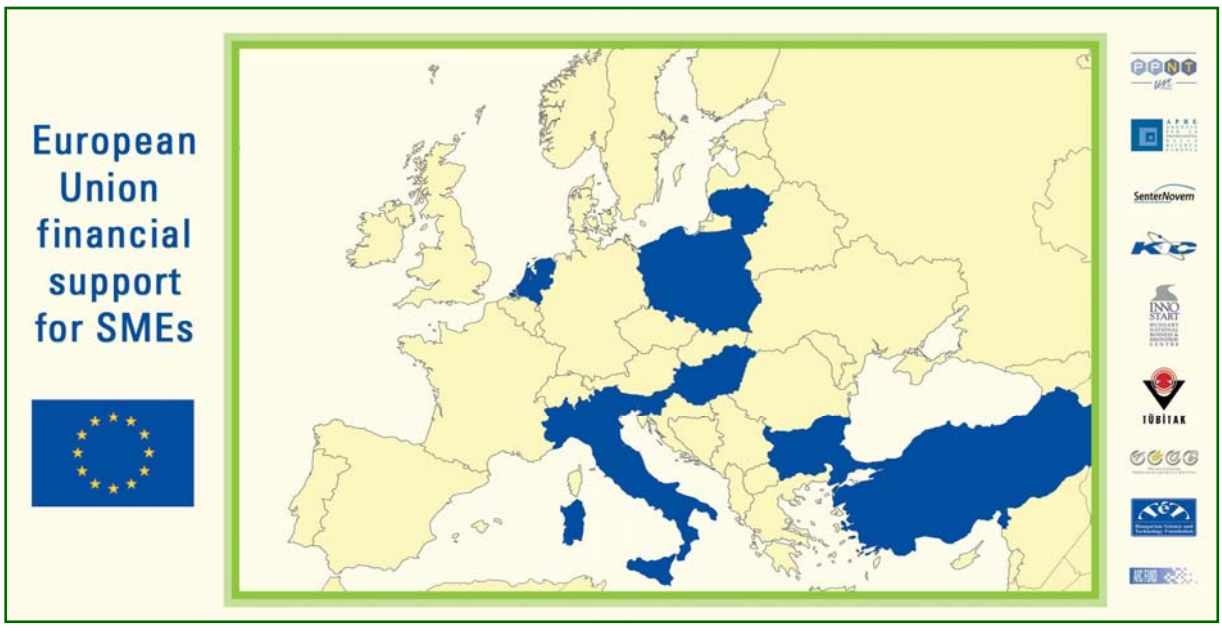
TranSMEs Coordinator - Regional Contact Point and all Project Partners, offer help in proposal writing to those institutions which after taking advantage of the Information day, workshops will decide to participate in the Sixth Framework Programme. After publishing open call for submitting draft project proposals, Project Partners will assist winners to create consortium and to fill in Part A and B of the proposal. Project Partners will help other participants to find partners or running projects to join in.

TARGET GROUPS: RESEARCH INSTITUTIONS AND ENTERPRISES, MAINLY SMALL AND MEDIUM SIZED

Researchers and entrepreneurs from New Member States and candidate countries dealing with transport and environment sector will have the opportunity to familiarize themselves with the European Commission actions in this field as well as to establish new cooperation contacts with foreign research institutions and firms with a view to successfully apply for the European funds for research and technological development.

PARTNER DATABASE

TranSMEs maintains database of collaboration offers of research and industrial institutions. The database is to help searching partners for European projects and other joint initiatives.



TranSMEs Project Partners

ADAM MICKIEWICZ UNIVERSITY FOUNDATION - POZNAŃ SCIENCE AND TECHNOLOGY PARK, Poland

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Poznan Science and Technology Park is the meeting place for representatives of science, modern industry and all aspects of entrepreneurship. The main purpose of the science park is bringing research results (and research scientists) closer to the social and economic practice in the entire Wielkopolska region. The objective of the technological park is devising new technologies and improving the existing ones through technological projects and tests conducted with the use of specialist equipment of the Park. An additional aim is promoting technology transfer process and all aspects of innovations.

The Centre for Innovation Promotion is one of the departments of PSTP

The mission of the Centre for Innovation Promotion includes:

- promoting technology transfer from the research and development sector into small and medium sized enterprises on regional, national and European level,
- promotion of innovation in all its aspects,
- facilitating the flow of information from science sector into the economy.

Regional Contact Point of EU Framework Programme in Poznań is managed by Poznań Science and Technology Park of the Adam Mickiewicz University Foundation. Our mission is the enlargement of the Polish participation (particularly participants of the Wielkopolska and Lubuskie Regions) in the 6th Framework Programme for European Research and Technological Development (2002-2006). We give information on the Framework Programme and structural funds for research and development sector as well as all documentation. We organize seminars and lectures on the possibilities of the participation and project realization, consult ideas and project proposals, verify project proposals, help to search foreign partners. Essential area - entirety of the Framework Programme and structural funds for research and development sector.

APRE AGENCY FOR THE PROMOTION OF EUROPEAN RESEARCH, Italy

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APRE is a non-profit organisation created in 1990 that provides information, assistance and training in order to promote and improve Italian participation in European research, development and technological innovation programmes (Framework Programmes).

APRE's head office is situated in Rome and can count on a network of regional helpdesks located throughout Italy. Our free of charge services include: a help line, organisation of info-days, partner search facilities, web-based information, publications and training sessions on framework programme issues.

The agency hosts all **National Contact Points** for the themes of **Framework Programme 7** and has acquired over 8 years of practical experience in support activities of DG Research and DG Enterprise as partner or coordinator in around **56 European projects** co-financed by the European Commission: **6 projects by the DG Enterprise** (IRC, 3 INNOV 7 about transnational technology transfer, one call for tender Improve, 1 SSA "TechSme Partnering") and **50 projects by DG Research**.

Since 2000, APRE is a member of the **Central Italy Innovation Relay Center IRC CIRCE** where it has developed an excellent expertise in the exploitation of research results and transnational technology transfer activities. APRE has become an active member of 4 IRC Thematic Groups Agro-food, Medical technologies, ICT and Micro-Nanotechnologies.

THE HUNGARIAN SCIENCE AND TECHNOLOGY FOUNDATION (HSTF), Hungary

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The Hungarian Science and Technology Foundation is a non-profit public foundation. It was established by the Ministry of Foreign Affairs of Hungary in 1994. HSTF's mission is to develop the international relations of the Hungarian R&D community, to participate in Hungary's EU integration efforts by promoting activities in the field of science and technology and to facilitate the access of interested Hungarian parties to EU R&D funding. The Foundation is a member of the Hungarian EU FP6 liaison office network supported by the National Office of Research and Technology.

The Foundation's aims and activity areas are to:

- support scientific and R&D activities by distributing funding to a variety of national and international cooperative research efforts
- to maintain and develop the international relations of the Hungarian R&D community
- increase international cooperation among scientific research institutions
- participate in Hungary's EU integration efforts by promoting the field of science and technology
- assist Hungarian institutes and their researchers participate in European Union S&T programs
- disseminate information related to the scientific and technological programs of the EU
- intensively participate in the EU Framework Programmes in respect to both project management and awareness/training activities
- organize national and international conferences dealing with science policy and management

HSTF has been participating actively in EU RTD Framework Programmes. During FP5, it was coordinating the HEURORA project (2000-2001) and was partner in six other projects (Detectfraud, Fellows for Industry, Freetime, Partners for Life, Train-Net, Ethnic). In FP6, it is coordinating three projects (Enwise Ethics, TrainNet Future, Hungary for FP6); furthermore, it is a partner in 17 other projects (SMEs for Food, SMEs Go LifeSciences, LINK, CEAF, Quality Meat, CERA, ERAMORE.HU, CEC-WYS, FET EEU, EU AGRI MAPPING, FOOD-N-CO, InJoy&Train, RESCUE, SME-to-LEAD, SPAS, TranSMEs, Think&Act). Additionally, the Foundation is participating in several Leonardo and Interreg projects, and has won several tenders published by DG Research.

INNOSTART, NATIONAL BUSINESS AND INNOVATION CENTRE HUNGARY, Hungary

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INNOSTART was established in 1994, with considerable support from the EU PHARE Program, on the model of Business and Innovation Centres (BICs). As part of the European enterprise development network, it has played a decisive role in the promotion and diffusion of BIC know-how and methodology in Hungary. As an accelerator of innovation, INNOSTART participated in the development of the innovation strategy of the Central Hungarian Region and is a founding member of the Regional Innovation Agency (RIA).

The **MISSION** of INNOSTART is to identify promising innovative ideas and to back the achievement and market exploitation of innovative enterprises. The primary VISION of INNOSTART is to strengthen its role as a bridging institution, relying on its proven operational methodology, to identify the key problematic areas and to define complex solutions to innovative companies and decision makers.

Networking, international connections, relations. Within the frame of national and international projects, INNOSTART builds and strengthens local, regional, national and international relations between the players of the innovation chain.

Virtual incubation, physical incubation, Innovation Park, financing. INNOSTART manages and operates a 6000 m² Innovation Park with 45-50 micro- and small enterprises. It offers effective and comprehensive services for the establishment of innovative companies and for the development of their competitiveness.

Mentoring, integrated training programs, e-learning. Consultancy, mentoring: Feasibility studies, business consultancy; Business plan preparation and business strategy development; Market research; Marketing strategy; Enterprise management, Training programs - traditional and e-Learning. Innovation management (for the realization of innovative ideas); Project management; Proposal preparation. Business Angels Network

THE SCIENTIFIC AND TECHNOLOGICAL RESEARCH COUNCIL OF TURKEY, Turkey
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www.tubitak.gov.tr email: ncptransport@tubitak.gov.tr

The Scientific and Technological Research Council of Turkey (TÜBİTAK) is the leading agency for management, funding and conduct of research in Turkey. It was established in 1963 with a mission to advance science and technology, conduct research and support Turkish researchers. The Council is an autonomous institution and is governed by a Scientific Board whose members are selected from prominent scholars from universities, industry and research institutions.

TÜBİTAK is responsible for promoting, developing, organizing, conducting and coordinating research and development in line with national targets and priorities.

TÜBİTAK reports directly to the Prime Minister and acts as an advisory agency to the Turkish Government on science and research issues, and is the secretariat of the Supreme Council for Science and Technology (SCST), the highest S&T policy making body in Turkey.

Setting its vision as to be an innovative, guiding, participating and cooperating institution in the fields of science and technology, which serves for improvement of the life standards of our society and sustainable development of our country, TÜBİTAK not only supports innovation, academic and industrial R&D studies but also in line with national priorities develops scientific and technological policies and manages R&D institutes, carrying on research, technology and development studies. Furthermore, TÜBİTAK funds research projects carried out in universities and other public and private organizations, conduct research on strategic areas, develops support programs for public and private sectors, publishes scientific journals, popular science magazines and books, organizes science and society activities and supports undergraduate and graduate students through scholarships. More than 1,500 researchers work in 15 different research institutes of TÜBİTAK where contract research as well as targeted and nation-wide research is conducted. TÜBİTAK is the national contact organisation for the EU Framework Programmes in Turkey.

REGIONAL DEVELOPMENT AGENCY OF NORTHERN PRIMORSKA Ltd. Nova Gorica, Slovenia

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REGIONAL DEVELOPMENT AGENCY OF NORTHERN PRIMORSKA Ltd. Nova Gorica has been established in order to unite all local, regional and national potentials and to realise development projects financed with home and international resources. Its task is to identify the needs in economic, social and spatial environment and to stimulate regional development.

The mission of the RDA is to stimulate permanent regional development and to become a co-ordinator of economic development in Goriška Region, with special emphasis on SME sector. The consequence is going to be permanent regional development as regards economic, social, and environmental and site view, considering also the regional development possibilities.

FIELDS OF WORK of RDA of Northern Primorska Ltd Nova Gorica:

In Agency there are 13 employees, at least graduated and trained to work in four departments:

Centre for Human Resources Development, which takes care of permanent development of human resources in order to increase the competitive position of companies and employment of inhabitants. Local Business Centre stimulates development in SMEs and promotes innovative activities, Department for Regional Development takes care for harmonised sustainable development in Goriška statistical region. Research and development centre in which there are employed young researcher and researcher that are going to develop business ideas into start-up.

PRESENTATION OF GORIŠKA REGION

Due to its geographical position on the crossroads of the routes between Austria, Italy and Slovenia, where the Alps draw closest to the sea, here is a meeting point of different cultures and nations. The Soča River flows through the entire region, all the way from the Alps to the sea. Nova Gorica is the centre of Goriška Region. It is situated on a plain surrounded by viniferous hills and Karst plateau, between the Soča and Vipava Valleys. It is one of the large regions in Slovenia with 2.325 km2 and population of 120.000.

SENTERNOVEM EG-LIAISON, The Netherlands

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The aim of SenterNovem EG-Liaison is to promote (Dutch) participation in European R&D programmes and to stimulate European co-operation in the field of innovation. The organisation provides governments and proposers (industry, universities and research institutes) independent advice and information. Under the Seventh Framework Programme SenterNovem EG-Liaison hosts all National Contact Points for the Netherlands. The activities can be subdivided under five headings: Information services, Project consultancy and guidance, Partner search, Dissemination and application of research results and Courses and workshops. SenterNovem EG-Liaison handles about 15,000 calls and written inquiries from the industry and the research community every year and advises on about 1,500 projects.

EG-Liaison was founded as an independent foundation in 1983 that integrated with Senter in 1997, an agency of the Dutch Ministry of Economic Affairs. This agency turned into SenterNovem in 2004. SenterNovem EG-Liaison takes part in the network of Euro Info Centres. Together with the Netherlands Foreign Trade Agency (EVD), EG-Liaison constitutes the Dutch Euro Info Centre.

APPLIED RESEARCH AND COMMUNICATIONS FUND (ARC Fund), Bulgaria

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ARC Fund was established in 1991 and today is one of the most influential Bulgarian research NGO active in the field of innovation and knowledge economy. The organization's mission is aimed at concerted development of knowledge-based societies in the countries of Southeast Europe. Its activities encourage competitiveness and growth of economies in the region through promotion of innovation and transfer of advanced technologies and know-how; and facilitate the cross-border networking and capacity building of NGOs, and public and private agencies, based on opportunities created by information and communications technologies (ICTs);

Since 1997 **ARC Fund** has been member of the European Innovation Relay Centres (IRCs) network and coordinator of the national IRC-Bulgaria. ARC Fund provides technology brokering, innovation counseling, training and information services to over 5000 clients, representing both leading high-tech industries (such as, for example, ICTs or biotech) and more traditional, but equally important industrial sectors such as textiles, food or furniture production. ARC Fund provides information and support services to Bulgarian industry and researchers for successfully participating in international projects, primarily EU Framework Programme projects.

ARC Fund has a solid track-record of successful international projects supported by the European Commission (FP4, FP5, FP6, Leonardo da Vinci and PHARE), the World Bank, UNDP, USAID, and German Agency for Technical Cooperation (GTZ). ARC Fund was twice awarded **Best National Performer** - in FP5 and FP6 by the Ministry of Education and Science, the national coordinator for the EU Research Framework Programmes. ARC Fund is the country correspondent for the ERA-WATCH initiative.

ARC Fund's staff has wide-range of publishing activity, including chapters of books and papers in refereed journals in the fields of innovation, knowledge economy, economics and information society. An advisory **Innovation Council,** established in 2003, advises ARC Fund's policy consultancy work on issues related to innovation and research. The Council, which is composed of leading academics and practitioners from universities, business incubators and innovative companies, adds a higher level of competence to the activities and services provided by ARC Fund.

KTU REGIONAL SCIENCE PARK (KTC), Lithuania

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KTC is a public institution with the very close links with the Kaunas University of Technology (KTU), which is one of the establishers of the KTC. KTU is the largest technical university in Lithuania and in the Baltic States, operating for more than 80 years. The University has more than 15000 students and more than 1000 members of academic and research personnel. KTC together with KTU is or was involved in many projects supported by Leonardo da Vinci, TEMPUS, INCO-COPERNICUS, Framework 4, Framework 5 and Framework 6, INTERREG, EQUAL, ESPRIT, COST and other EU programmes.

KTC is the largest science park in Lithuania, established in 1998 with an intention to increase an efficiency of research and development (R&D) activities at the KTU and Kaunas region. KTC has eight years of experience in assisting and supporting innovative and technology-oriented SMEs, start-up and spin-off companies in Kaunas region and Lithuania. KTC's services include business and technology transfer consultancy, technical-administrative services, organisation of workshops and training courses for entrepreneurs, access to laboratories of Kaunas University of Technology.

KTC provides very close contacts to over 60 SMEs on the regional level. It can also address a lot of SMEs all over Lithuania due to a membership and co-ordination of Union of Business Centres in Lithuania which deals with more than 200 SMEs.

KTC has developed an infrastructure for favourable business environment with access to high-speed internet, office equipment and conference rooms. KTC now provides more than 3000 sq. m. for innovative and technology-oriented SMEs which mainly are spin-offs from universities and start-ups.

KTC is a member of Baltic Association of Science and Technology Centres (BASTIC) which unites all Baltic countries and its science and technology parks and business incubators also for experience exchange within the member organizations and provide consulting and technical support for technology-oriented and innovative companies.

SME definition

On 6 May 2003 the Commission adopted a new Recommendation 2003/361/EC regarding the SME definition which replaced Recommendation 96/280/EC as from 1 January 2005. The revision takes account of the economic developments since 1996 and the lessons drawn from the application of the definition. It increases legal certainty, while reducing possibilities of its abuse, particularly with regard to state aid, Structural Funds and the Research and Development Framework Programme.

This Recommendation concerns all Community policies applied within the European Economic Area in favour of SMEs and is addressed to the Member States, the European Investment Bank and the European Investment Fund.

The definition will be adopted in a number of Community acts and programmes and integrated in the field of state aids where SMEs can benefit from exemption provisions including aid for R&D and vocational training.

Background:

Micro, small and medium-sized enterprises are socially and economically important, since they represent 99 % of all enterprises in the EU and provide around 65 million jobs and contribute to entrepreneurship and innovation. However, they face particular difficulties which the EU and national legislation try to redress by granting various advantages to SMEs. A legally secure and user-friendly definition is necessary in order to avoid distortions in the Single Market.

The revision ensures that enterprises which are part of a larger grouping and could therefore benefit from a stronger economic backing than genuine SMEs, do not benefit from SME support schemes.

The increase of the financial ceilings is designed to take into account subsequent price and productivity increases since 1996, however the headcount ceilings remain fixed.

Enterprise category	Headcount	Turnover		Balance sheet total
medium-sized	< 250	≤ € 50 million		≤ € 43 million
small	< 50	≤ € 10 million	**or**	≤ € 10 million
micro	< 10	≤ € 2 million		≤ € 2 million

*** A source of this information:**
http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/index_en.htm

Transport and environment in FP7

Environment (including climate change)

Objective

The main objective of environment research under FP7 is to advance our knowledge on the interactions between climate, biosphere, ecosystems and human activities and to develop new technologies, tools and services, for the sustainable development of the environment and its resources.

What's the benefit for Industry and SMEs?

Strengthening the EU position in world markets for environmental technologies will contribute to sustainable consumption, production, delivering sustainable growth through business opportunities and improved competitiveness, while protecting our cultural and natural heritage.

Special attention will be given to technologies on water supply and sanitation, on sustainable chemistry, on construction and on forestry, in association with the respective European Technology Platforms. The socio-economic dimension will influence their development and introduction to the market and their subsequent application.

What will be funded?

In FP7 emphasis will be given to the following activities:

1. Climate change, pollution and risks

- Pressures on the environment and climate
- Environment and health
- Natural hazards

2. Sustainable Management of Resources

- Conservation and sustainable management of natural and man-made resources and biodiversity
- Management of marine environments

3. Environmental Technologies

- Environmental technologies for observation, simulation, prevention, mitigation, adaptation, remediation and restoration of the natural and man-made environment
- Protection, conservation and enhancement of cultural heritage, including human habitat improved damage assessment on cultural heritage
- Technology assessment, verification and testing

4. Earth observation and assessment tools for sustainable development

- Earth and ocean observation systems and monitoring methods for the environment and sustainable development
- Forecasting methods and assessment tools for sustainable development taking into account differing scales of observation

5. Horizontal actions

- Dissemination and horizontal activities

Budget

A total of **1.8 billion euro** has been allocated for funding this theme over the duration of FP7.

Call for proposals

The European Commission will fund Environment research by selecting project proposals submitted following the publication of

Calls for proposals.
The following first calls for proposal have been published on 22nd December 2006:

FP7-ERANET-2007-RTD
(deadline: 31st July 2007)

Details on call's content and other related documents can be downloaded on CORDIS website at the following link:

http://cordis.europa.eu/fp7/dc/index.cfm?fuseaction=UserSite.CooperationCallsPage&id_activity=6.

Transport (including Aeronautics)

Objective

The main objective of transport research under FP7 is to develop 'safer', 'greener' and 'smarter' pan-European transport systems that will benefit all citizens, respect the environment, and increase the competitiveness of European industries in the global market. The European transport system has a crucial role in the transportation of people and goods and is essential to Europe's prosperity (the air transport sector contributes to 2.6% of the EU GDP with 3.1 million jobs and the surface transport field generates 11% of the EU GDP employing some 16 million persons); however ways must be also found to mitigate the negative impacts and consequences of increased mobility in relation to the environment, energy usage, safety and security and public health (transport is also responsible for 5% of all the EU emissions of CO_2).

What's the benefit for Industry and SMEs?

Investment in transport research is needed to ensure that European transport industries have a technological advantage allowing them to be competitive globally. In addition, FP7 Transport Research activities will also provide SMEs at the cutting edge of innovation with improved access to pan-European research programmes and their related benefits.

What will be funded?

The activities envisaged to be addressed during the lifetime of FP7 will be:

1. Aeronautics and air transport
- reduction of emissions, work on engines and alternative fuels,
- air traffic management, safety aspects of air transport,
- environmentally efficient aviation

2. Sustainable surface transport (rail, road and waterborne)
- development of clean and efficient engines and power trains,
- reducing the impact of transport on climate change,
- inter-modal regional and national transport,
- clean and safe vehicles,
- infrastructure construction and maintenance, integrative architectures

3. Horizontal activities for implementation of the transport programme

4. Support to the European global satellite navigation system
- GALILEO and EGNOS
- navigation and timing services,
- efficient use of satellite navigation

Budget

A total of **4.1 billion euro** has been allocated for funding this theme over the duration of FP7.

Call for proposals

The European Commission will fund Environment research by selecting project proposals submitted following the publication of Calls for proposals.
The following first calls for proposal have been published on 22nd December 2006:

1. Sustainable surface transport
deadline: postponed to 5th June 2007)
[deadline on 28th June 2007 for CIVITAS Plus topics: SST.2007.3.4.1, SST.2007.3.4.2 and SST.2007.3.4.3]
- FP7-SST-2007-RTD-1
- FP7-SST-2007-TREN-1

2. Horizontal activities for implementation of the transport programme
(deadline: 5th June 2007)
- FP7-TPT-2007-RTD-1

3. Support to the European global satellite navigation system
No calls available at the moment (to be published around September 2007)

Details on calls' content and other related documents can be downloaded on CORDIS website at the following link:
http://cordis.europa.eu/fp7/dc/index.cfm?fuseaction=UserSite.CooperationCallsPage&id_activity=7

From idea to the project

Basic considerations

Before starting to write an EU project proposal, it is important to think about some basic considerations.

First of all, one has to consider the characteristics of EU research projects, because they have specific boundary conditions. EU research projects are implemented through the Seventh Framework Programme (FP7), and for each theme the topics are detailed in the Specific Programmes and the Work Programmes. Project proposals can only be submitted after a call for proposals has been published. The legal and financial boundary conditions are detailed in the rules for participation and the model grant agreement.

Because of the precondition of transnational cooperation, the project teams often have a multi-cultural character, where many partners have to work together in a decentralised way. Within a project there is generally an equal distribution of power, but possibly an unequal distribution of interests and commitment. However, each partner shares the risks, but also the opportunities generated by the project.

One important consideration is not to participate only for the EU funding. Try to consider the EU funding as additional money on top of the funding already invested. The additional value of participating in EU projects is international cooperation and establishing a wide network to access new markets and contacts. Therefore, only participate in projects that fit exactly.

If the decision has been taken to write a project proposal, to convert the idea to a project, sit together with your partners and try to agree on clear and realistic objectives. Each partner must also assess the benefits for its own organisation, to create the necessary commitment during the execution phase of the project. Therefore it is important to ensure the flow of information between the partners and within the organisation.

Key questions

When the basic considerations are taken into account, 9 questions are listed below that can help in determining whether or not to proceed with converting the project idea into a project proposal.

1. Does the project match the Work programme for a certain call?
   Identify the most relevant topic and match the majority of its requirements.
2. Is the project idea new, and a real progress beyond the state-of-the-art?
   Explore EU-funded projects in the same area and explain differences.
3. Does the project address a problem shared by several European countries?
4. Does the project have a match with each partners strategy?
5. Does the project have an application potential?
   Estimate numbers of potential users in several European countries
6. Does the consortium intend to exploit the project results?
7. Does the consortium consist of the right partners to deliver excellent results?
8. Does the project integrate technology from partners in more than one country?
9. Is the project viable with respect to the expected start and end dates?
   Consider up to one year of time after submission before the project can start.

**If all questions can be answered positively,
a lot of basic elements are present to write
a successful project proposal.**

The toolbox

For writing of the project proposal, a 'toolbox' with the most relevant documents is very useful. This toolbox could consist of the following:

Work programme and Call Text

For each theme within FP7, a Work programme is available. This document contains general information about the EU policy, the Seventh Framework Programme and the technical content (topic descriptions). Furthermore, depending on the theme, information about the budgets per topic/instrument can be found, as well as information about the procedures, evaluation criteria and the target countries for international cooperation.

Guide for applicants

The Guide for Applicants is the most important document for proposers. It contains obligatory 'guidelines', which are recommended to be followed to the letter. Each instrument and theme has its own Guide for Applicants that can be found on the Cordis website.

The Guide for Applicants contains information about the FP7 Funding schemes, practical information about submitting and the evaluation procedures. In the annexes instructions can be for writing Part A (administrative information) and a template for Part B of the proposal. The template for Part B is directly linked to evaluation criteria and contains the following parts:

- Cover page + Summary
- S&T quality (bullet points = sections)
- Implementation (idem)
- Impact (idem)
- Ethics

For each section the number of pages is limited.

Rules for Participation

The Rules for Participation can be found on the Cordis website. It contains information about participation, the procedures, the Community financial contribution and how to deal with dissemination and use of project results, and intellectual property rights.

EU Policy documents

Besides the documents described before, the EU also publishes a wide variety of policy documents that can be useful to establish whether or not a project idea contributes to the overall EU policy objectives in a certain field. A good example of such a policy document is the EU White Paper on Transport.

Writing

When starting to write the proposal, the efforts should be divided over the evaluation criteria. Many proposers concentrate on the scientific element, but loose marks on project implementation or impact description. Furthermore, use a strong title or acronym and write an interesting project summary, shortly describing the objectives, results, R&D-approach, partnership, utility of results and the exploitation of the results.

In the main text of the proposal, attention must be paid to a convincing technology background and a clear description of the state of the art in a certain area. Include clear objectives, a well described methodology, and a list of results and deliverables, altogether in a well designed work plan. The management structures and procedures should be appropriate to control the project, and to deliver the results. Include also a convincing description of the consortium as a whole, and the roles and qualifications of each individual partner. When calculating the budget, the costs must be reasonable, realistic and within the budget of the call. And most importantly: keep it clear and simple without loosing quality!

When writing the proposal, remember that the finishing touches are contributing to the quality of work. Therefore use concise standard English and make text clear, well structured, easy to read. Add a table of contents, use short paragraphs, highlight key points in italics and use bullet points to break up lists. The proposal can be made visually attractive by using schedules, tables and illustrations (black&white).

Do not write for experts only, keep it clear and concise: Guide them through the proposal.

Getting help

There are several ways of getting assistance during the writing of the proposal. First of all the Cordis website (**www.cordis.europa.eu**) provides you with all the information needed to submit a proposal.

The European Commission has established also a network of National Contact Points (NCP) that inform and assist potential participants and contractors in ongoing projects about FP7. Each Member State has its own NCPs for the thematic areas. The NCPs can be contacted through the Cordis website.

Besides these instruments, the EU can finance projects in which a certain target group (such as SMEs) can receive assistance. An example of such project is TranSMEs.

Submission

When the proposal has been finalised, the submission must be done before the fixed deadline of the call. The only way to submit a proposal is by using the online Electronic proposal submission system (EPSS) only. EPSS can be found at the following website: **www.epss-fp7.org.**

EPSS generally is very reliable, the main reason for failing to submit a proposal is that the proposer waits till the last minute. EPSS can be congested at that time, therefore it is recommended to submit early, and also to submit draft proposals at an early stage. A new version of a proposal submitted at a later stage will overwrite the version previously submitted.

Evaluation

Proposals are normally submitted and evaluated in a single stage. The evaluation procedure has no major changes for FP7 compared to FP6. After the reception of the proposal first the eligibility checks will be done:

- Date and time of receipt of proposal on or before deadline
- Minimum number of eligible, independent partners as set out in work programme/call
- Completeness of proposal
- Presence of all requested administrative forms (Part A) and the content description (Part B)
- "Out of scope"
- Others (e.g. budget limits)

When these checks have been done, and the proposal is eligible, it will be handed to three independent evaluators. These evaluators are sourced from a wide pool, and are invited on a call-by-call basis. They will read and evaluate the proposal using three main criteria:

1. S&T Quality (relevant to the topics addressed by the call)
   (Quality of the objectives, progress beyond the state of the art, work plan)
2. Implementation
   (Individual participants and consortium as a whole, allocation of resources (budget, staff, equipment))
3. 3. Impact
   (Contribution to expected impacts listed in work programme, Plans for dissemination and exploitation)

The evaluators can give each criterion 5 points maximum, the criterion threshold is 3 out of 5 and the overall threshold is 10 out of 15. After the individual assessments, the three evaluators sit together to write a consensus report. Usually this involves a discussion that is moderated by a Commission representative until an agreement on consensus marks and comments for each of the criteria has been reached. For all proposals the ranked list will be drawn up and the Evaluation Summary Reports (ESR) will be sent to the applicants. The successful proposals will be invited by the Commission to start the contract negotiations, after which the project can start.

Ingredients for success

Finally, 8 ingredients for success are listed below:

1. Find out what the customer (EC) wants
2. Invest in proposal preparation and strategy
3. Check novelty at an early stage
4. Think European from the start
5. Ensure the project supports the strategic objectives of all partners
6. Identify measurable objectives
7. Build exploitation in from the start

Demonstrate understanding of project management issues

TranSMEs

Partner search

Introduction

Building international partnerships is part of participating to EU research programmes; partner search is therefore an extremely important aspect of assisting potential participants to submit project proposals under FP7.

Firstly, it could be useful to distinguish between organisations in the NCP/assisting organization's country looking for partners abroad (outgoing) and foreign organisations looking for a partner in the NCP/assisting organization's country (incoming).

A further distinction can be made between "proper" partner searches from entities with a more or less developed project idea and "expressions of interest" from entities who want to participate in a European research project, but do not have a precise idea about the type of research or innovation they could carry out.

Outgoing partner searches may be generated after previous contacts for project suitability checks, following the verification of the project idea's viability, or there may be also partner requests through interactive websites, in such a case it will be necessary to verify whether the research proposed is suitable for a specific kind of project.

The NCP/assisting organization will normally provide the user with a devoted template for outgoing partner searches, as a guidance in identifying all the necessary information to be provided to other potential partners.

Outgoing partner searches should be sent to the NCP networks and in some cases to the Innovation Relay Centre networks. Even if in some cases the NCP knows a foreign organisation which may be suitable, it is common practice to contact the NCP of that organisation's country.

Incoming partner searches are usually forwarded through the NCP/assisting organization's networks via an electronic mailing list. The diffusion may be done by targeted electronic mailings of organisations in the NCP/assisting organization's country, by publication on websites, by publication on magazines, by distribution during workshops, or combinations of these.

Expressions of interest

Expressions of interest (EoI's) concern companies which are interested in broadening their horizon at European level by participating in a European research project, but do not have a clear project idea, or do not dispose of the necessary resources to submit a project as prime proposer. These companies will typically provide the NCP with a brief description of their areas of interest and the expertise offered.
The NCP/assisting organization will normally provide the user with a template, in order to facilitate the identification of the requested information. The EoI would not normally be sent abroad, but kept in the office, to be consulted for a possible match when a partner search comes in. EoI's can be published on NCP/assisting organization's website, so that the other project partners in different countries can consult them as well.

The addressees of such activity could be the following:

Direct contacts – cases where a suitable partner (SME, Research Centre, etc…) immediately comes to mind are always the most successful, due to the existing relation of mutual trust between the NCP/assisting organisation and the concerned organisation, and the awareness of the FP's methodologies.

A selection of partners from a central database, using a targeted search system – if available can also produce good results, because these companies have already in some way shown interest in European RTD programmes. Moreover, the use of standardised electronic mailing lists, differentiated by technological sector or type of expertise sought, allows for a very fast re-distribution as soon as the partner search request comes in, and has the advantage that the recipients are already familiar with the FP methodology.

A network of thematic or local contact points or helpdesks or, if relevant, a network of member organisations – they already know FP methodologies, and are in touch with researchers and entrepreneurs in their territory;

Publication on the partner section of the NCP organisation's web site – useful to reach a wider audience;

Publication in newsletters published by the NCP's organisation, especially if distributed by e-mail, or "fast" paper editions;

Publication in magazines collaborating with NCP and, if relevant, in newsletters of member organisations, federations, sector organisations etc…;

Distribution of focused partner searches during workshops. This may be done in the form of a booklet or catalogue, if the information is not subject to a great deal of variation over time (e.g. EoI's of different entities, rather than project ideas), or it may be as simple as distributing photocopies or displaying poster size descriptions.

Partner Search Form

The partner search form (to be provided by NCP/assisting organization) should entail the following information:

1. Proposal Basic Information (Call Identifier, Challenge, Objective, Funding Scheme, Evaluation Scheme and Closure Date);
2. Proposal at a Glance (Acronym and Proposal Name should be provided, and a basic description of the project is to be included in the Subject field)
3. Project Description (Objectives of the project should be further explained in the Proposal Outline field, but always trying to avoid delicate or confidential information. This will be complemented with the most important Keywords related to the objectives of the proposal)
4. Partner Profile Sought (the most important information for partner search purposes, should be provided in the following field, giving an overview of the different skills and expertises required for the realization of the project and the work they will carry out in its lifetime. Finally, the type of partner sought will be indicated for each of these Profiles Sought).

The form should provide also the proposer with the possibility to search for a coordinator for the specific proposal, and ask about the previous experience of the proposer coordinating/participating in EU projects.

Partner search: Feedback

In order to keep track of partner searches, the NCP/assisting organization will normally distribute them without the name of the company; when an answer comes in, further information from the interested party may be requested before revealing the identity of the proposer. This is mainly due to the necessity of distinguishing between real interest and mere curiosity, and to create the right conditions of trust for approaching an unknown partner. The data are also useful for future partner searches, should the current one not result in a match.

After the initial check, the NCP/assisting organisation will normally inform both parties, inviting them to get into touch with each other, and asking them to keep the NCP/assisting organisation informed of the progress.

In case of a positive feedback, the evaluation and the suitability of a possible match with the partner sought depends on the proposer's purposes; the NCP/assisting organization can only guide the entire process and advise on the best approach.

Best pre-proposals

HUNGARY

Innovative biogas technology for clean urban transport

Project idea:

The project is aimed at establishing a pilot-size technology development and demonstration facility to produce biogas from sweet sorghum and other energy plants with an innovative microbiological technology and with the subsequent upgrading of the biogas to motor fuel quality by means of a new chemical absorption technology for use in city buses. The two main tasks for the use of biogas as vehicle fuel are the development of cost effective biogas production technologies, and the development of cost effective upgrading (purification) of biogas to make it useable in vehicles running on natural gas.

SME description - **First Hungarian Biogas Ltd. (FHBL)**

The company is the first company in Hungary engaged exclusively in biogas technology related activities. The two key principles of the business philosophy of the company are:

a) professional approach, commitment to the use of the most up-to-date and efficient technological solutions,
b) complex, integrated approach, covering all technical and economic aspects of the biogas technology.

The key fields of activities of the company are:

- developments in biogas technology through the application of scientific achievements by Hungarian researchers and innovations by Hungarian engineers,
- technical and economic consultancy for the preparation of biogas technology investments, preparation of feasibility studies,
- biotechnological consultancy in planning and operating biogas producing units,

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FHBL does not have its own R&D facility. The SME has a long term collaboration agreement with the Department of Biotechnology, University of Szeged, the leading biogas related R&D institution of Hungary with international reputation to carry out joint R&D activities. The SME intends to realize the project in close cooperation with the Department of Biotechnology, University of Szeged. The latter has actively participated in a number of European R&D projects in the FP5 and FP6 programmes.
FHBL does not have experience in coordinating European R&D projects and wishes to work together with a coordinator, having an experience, a positive track record and references of successfully coordinating European R&D projects during the FP5 and FP6 programmes.

HUNGARY

Properties and health effects of inhaled nano- and ultrafine aerosols.

Company expertise and area of operation

Technoorg Linda Ltd. Co. is one of the world's leading manufacturers of ion technology based instruments for extended use in specimen preparation and depth profiling. Technoorg Linda's products are fully compatible with all brands of electron microscopes and cover the entire range of the thinning process from mechanical sample pre-preparation to ion milling and endpolishing. The applications are suited for many purposes in the fields of materials research, geology, semiconductor and optical industry, like multilayer systems, semiconductors, diamond, composite materials, metals, ceramics, glasses, rocks and minerals. The Technoorg Linda brand name is recognized throughout the leading scientific community and has been synonymous with high-precision instruments and world-leading quality of endpolishing. Presently Technoorg Linda focuses on environmental challenges in the field of laser instruments and equipment. Liquid- and airborne particle counters are based on laser light scattering.

Project abstract

In the last few years, experimental investigations proved that the adverse health effects of inhaled nano- and ultrafine particles are more significant than it was earlier expected and that the accumulations and pathways of these air pollutants in the human body are quite different from that of the larger particles. The measurement of these aerosols is possible only in a few years. The objectives of the current proposal are to develop the current aerosol measuring techniques, instruments and equipments in the nano- and ultrafine particle size range, to measure the most relevant aerosol characteristics, to develop lung models to simulate aerosol deposition and clearance of the most important nano- and ultrafine aerosols, to measure deposition, clearance, transport and accumulation of these particles within the human body.

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Objectives

The overall objectives are to develop the current measuring techniques and instruments for the measurement of nano- and ultrafine aerosols, to measure the most relevant nano- and ultrafine aerosols in several countries, to further develop the current state-of-the-art lung deposition and clearance models for the characterization of deposition and clearance at the inhalation of nano- and ultrafine aerosols, to measure deposition, clearance, transport and accumulation of these particles in the human body.

POLAND
ICT RADAR for early warning and collision avoidance in road transport

Defence Communication Institute. Radom University of Technology. Faculty of Transport

The main area of activity: communication networks and systems, including defence systems, electromagnetic compatibility, ciphering devices, radio terminals, accessories.
The most outstanding achievements: Development of all kinds of ciphering devices and systems for Polish Army - two Government Awards (~1970); Electromagnetic compatibility analysis and devices – international contribution (~1980); Development of modern fully digitized communication system for Polish Army – put to practice and still in use (~1990); Development of modern broadband system according to the international requirements of TACOMSPOST-2000, NCW, TICNET, NCOIC.

Project abstract

This proposal is based upon the development of information-communication technology (ICT) in the area of Sensor Networks, RFID, WiMax etc. to enhance road transport safety. Ships and aircraft routinely use radar for safety purposes, but only a few luxury automobiles are fitted with radar. At the same time over one million people are killed or badly injured each year in vehicle accidents (representing the third highest level of human fatality). One of the main reasons for this is the lack of information available to the driver about dangerous situations developing ahead. The goal of this project is to elaborate a low cost ICT system which effectively provides drivers with information as good as that which would be provided by conventional radar or better.

The proposed system requires a road vehicle to monitor its presence via a sensor network. This network can detect: stationary vehicles (or other immobile objects on the road), traffic jams, pile-ups, breakdowns, sharp braking, airbag explosions. Signals from the sensors propagate back to approaching vehicles and provide them warning signs.

The idea of ICT radar has been verified in several thousands of computer experiments. The results, included in this proposal, show that with only 50% of vehicles having wireless sensor capability the number of collisions in a typical scenario can be reduced by as much as 80%, and multiple collisions are almost completely eliminated. These results are in line with the requirements of the EU, which calls for a two fold decrease in road accident fatalities by 2010.

The presented idea is a little similar to V2V [11] - the system developed earlier by the motor industry. The characteristic property of V2V is multi-hop, short-range, omni-directional signaling, targeted mainly on mutual communications and detection of immobile objects. I-RADAR is a single-hop, high-range, fast emergency reaction, multi-purpose system aimed at the wide scope of vehicle emergency and safety issues. It is easy to implement and very cheap. Part of design is patented [14].

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Overall objective:
Diametrical reduction of fatalities in road transport
Specific objectives:

- To exploit the information communication technology progress for making road transport more safely and comfortable
- To improve organization and economic figures of road transport.

The road transport is the last, which moves in blind. There are many moving object, e.g. on seas and oceans, which sail slowly, but have radars. The surface vehicle has no radars. Why? Because the price of radar is greater than a vehicle. The only way for the present day is ICT radar composed of wireless networks and accessories.

BULGARIA

New multifunctional smart sensor devices detecting heavy metals

Multicoats Ltd., Bulgaria

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Environment pollution is a major concern of the present IT and industrial societies. The determination and the protection from pollution of heavy and transition metals, especially by chemical industries have put the challenge to scientists in many countries.
Recently comparative studies on sensor market as for industrial segment (automation, food processing, environmental control and safety), as well as social application (health, agriculture, environmental monitoring) show very fast growing with needs for intelligent or smart sensing devices. The main research aspects are of equal importance for fundamental and applied areas.
The basic proposal idea is Research and Development (R&D), design, fabrication, evaluation and commercialization of new super sensitive, selective and fast response Smart Sensor Device for detection heavy metals for applications in the field of environmental analysis, monitoring, as well as environmental and biosphere protection.
The proposal is focused in R&D of new class photo induced electron transfer (PET) fluorescent polymers, new efficient enzymes, antibodies, selective proteins etc. and integrate of biosensor and polymer sensor into an hybrid analytical system by means of new low cost laser based technology for deposition and structuring ultra thin films and bio-nanocoatings as Smart Sensor Device.

The main and specific objectives of the proposal are:
1. The scientific and research programme will cover:
1.1. Development, construction and investigation PET polymer sensor as macro device as well as ultra thin film and nano device.
1.2. Development, construction and investigation of biosensor- immunnosensor.
1.3. R&D of new, low cost laser based technology for deposition organic/inorganic, including PET fluorescent polymers ultra thin films and bio-nanocoatings in one technological cycle with preliminary determinate properties and precisely controlled of process on to different type of substrates.
1.4. Development, construction and investigation of smart integral sensor device
2. Prototype fabrication, real samples and evaluation of a class of innovative smart sensor devices.
3. Marketing investigation and report.

LITHUANIA

BioEcoSensor Technology

Numerous studies have indicated that exposure to exogenous substances, both of natural and anthropogenic origins interfere in various levels with health. These environmental factors include numerous ecological pollutants such as Heavy Metals (HM). The analysis of the presence of these pollutants is extremely cumbersome and time consuming. To facilitate these very important labour-intensive measurements, BioEcoSensor Technology project has been designed. The aim of the project is to develop a group of multi-parameter electrochemical biosensors, made with engineered enzymatic probes, for the detection of specific heavy metals and ecological pollutants in water bodies, equipped with a wireless real-time data transferring system and interpretation software. This innovative technological tool will enable the rapid detection of hazardous chemicals and simplify the measurement of "good chemical status in water bodies" as required by the EU's Water Framework Directive (WFD). Additionally, it will provide early warning alarms for emergency action in sensitive marine or terrestrial ecosystems. The objectives and expected impacts are:

- Develop a simple and ready-to-use automatic lab-on-chip system specific for the analysis of ecological pollutants in water bodies based on biosensor and wireless network technologies;
- Use of wireless based technological infrastructure and supporting software applications for data collection and result interpretation;
- Real-time monitoring of water bodies;
- Strengthening of the European industrial competitiveness in wireless biosensor technology;
- Simple and automatic monitoring in sensitive aquatic ecosystems where emergency response should be taken;
- Rapid detection of hazardous chemicals will simplify the measurement of "good chemical status in water bodies" as required by the WFD.

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SME description:

Water Company „Kauno vandenys" is a closed joint stock water company fully owned by Kaunas Municipality. The main functions of the Company are:

1. Water extraction (24,3 Mm3/per year), purification and supply;
2. Waste water collection and treatment (23,9 Mm3/per year);

In 2006 total revenues were 60,5 MLT (17 MEUR) and operating profit 1,3 MLT (0,36 MEUR).

The main motto of our company is "**CLEAN WATER, CLEAN NATURE - THIS IS OUR HEALTH!**"

TURKEY

Smart Cloud Management Information System For Water Management

Present day weather prediction models do not include the necessary mechanisms to describe the chemical and biological processes taking place in cloud droplets initiated by the desert soil matrix and enhanced by solar light intensity. This project, is based on the theory put forward by Prof Cemal Saydam, CLOME, aims to address Group on Earth Observations (GEO) initiative by trying to understand the so far unrecognized processes taking place within the clouds and by investigating the water management and observation phenomena from the cloud level. Thus, at the end of the project achievable improvements in Earth observations can be reached by improving water resource management through better understanding of the clouds and precipitation behavior which form the basis of the water cycle and consequently improving weather information, forecasting, and warning systems. CLOME project will investigate chemical and biological transformations taking place during the course of long range transport of desert soil matrix upon contact with cloud water. Understanding the reaction mechanisms through a coordinated series of experiments will give us a possibility of successful parameterization of such processes through cloud chamber and laboratory scale experiments. This knowledge is going to form the basis on developing an information system (IS) through which, assimilation, processing and presentation of information will be carried out, capable of interfacing with Global Earth Observation System of Systems (GEOSS). Using the IS a meteorological model will be modified and an artificial neural network (ANN) based model will be developed to better address the prediction of extreme weather events. Dissemination actions with African and Caribbean partners will be carried out to demonstrate the system and forecasting mechanisms.

Thus the main objective of this project;

- Improve water resource management through better understanding of the water cycle during the investigation of the desert soil and cloud interactions
- Formulate the investigated in cloud bacteriological interactions and develop new forecasting tools by embedding the results into running meteorological models and by developing a new Artificial Neural Network (ANN) based mathematical model
- Improve weather information, forecasting, and warning capabilities through the continuous evolution of the water cycle by providing new state-of-the-art satellite based data collecting tool that will integrate with and support the GEOSS data sharing and management capabilities
- Provide the dissemination of the knowledge and improved forecasting capabilities to the developing countries, especially those suffering from extreme precipitation events
- Develop a new conceptual satellite based sensor as to predict special end products of dust and cloud mixtures that can give us information about the development of extreme weather on a global basis with this new perspective

Ekodenge is a consultancy and engineering firm founded in 1996 working in the field of environmental management. Its team of environmental experts provide specialized legal and policy advice primarily to public sector institutions, including government entities, international organizations, and NGO's. The core team of Ekodenge has the opportunity to form specific teams related to the projects.

Ekodenge, offers you consultancy, representation, market research, policy development, law analyses, drafting of environmental legislation, the institutional capacity building, lobbying, research, engineering, education in all fields of environment, in particular water, air, chemicals, and waste management.

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For training and academic researches, Ekodenge collaborates with academic institutions. Developing the collaboration with academic institutions for projects in order to integrate current implementation into academic researches that will come up with results developing and accelerating the implementations.

SLOVENIA

Road toll collection system with protection of personal data

The objective is to develop new technologies and innovative solutions for the improvement of safety and security in transport operations and for many parallel services like: interoperability of European Electronic Tolling Systems (EETS), Traffic Information Systems (TIS), Traffic Flow Controls (TFC), etc, as well. Activities will address the entire set of approaches and technologies to ensure safer operations based on design for safety, advanced protection systems, intelligent vehicles and infrastructures (including their interactions). The protection of vulnerable persons is basic objective of this project.

The specific aim of the project is protection of users' personal data in such way that vital users' personal data will not be transmitted out of his vehicle but service providers will get enough information for successfully realizing their services.

Two basic instruments will be developed to pursue the project aims; namely:

1. Define necessary measures and new operational procedures to support new standards and theirs dispersal implementation in practice and
2. A system to assist and support drivers and service providers named as »Protective Intelligent System«

PRIS INŽENIRING is a specialized company for business process reengineering and informatics planning and construction. The company has been established by the PRIS Company experts, a company for information system's projecting and engineering, which have been successfully introducing and using their own contemporary methodological starting-points and information tools in this field already since. The company's activities cover consulting and engineering, which includes business process reengineering, planning and realization of data bases and operative software solutions. The company has a long term experiences in project management and has their own software solutions and connecting them into whole information solutions.

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- Business Consulting
- Project Management
- Information consulting (strategic planning of informatics and information architecture development)
- Technological consulting and realization (selection of technological platform and solutions)
- Software development and its integration

Implementation of own software solutions

Useful websites

TranSMEs project
www.transmes.net

CORDIS service, about Framework Programmes
www.cordis.lu

European Commission service for 7th Framework Programme
www.cordis.lu/fp7/home.html

The European Commission service - DG Research, complementary to CORDIS
www.europa.eu.int/comm/research/index_en.html

European Portal for SMEs
http://ec.europa.eu/enterprise/sme/index_en.htm

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