



## RESEARCH FOR THE BENEFIT OF SMEs: INCREASING PARTICIPATION


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## AGENDA

- Introduction
- NCPs
- FP7 Highlights
- RTDI Highlights
- Dissemination Techniques
- Previous Experiences


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## Appointment as NCP

- **Research for the benefit of Small and Medium Enterprises (SMEs) National Contact Point (NCP)**
- The Federation's role as NCP is mainly to:
  - Identify opportunities for Maltese SMEs under this theme
  - Identify the right areas and funding schemes for SMEs
  - Advise on joining consortia
  - Assist in finding partners for proposals
  - Disseminate information (such as partner searches) and updates on FP7
- **WHY? HOW?**

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## AIMS

- Stimulate participation in Community RTDI
- As NCP, the Federation will strive to:
  - Provide guidance,
  - Disseminate information

*... to increase SME participation in RTDI*


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## Malta Federation of Industry (MFOI)

- Represents manufacturing and service enterprises
- Represents its members at both national and international level
- Seeks to provide information, advice and various services to its members
- Has over 300 members operating in different manufacturing and services sectors, employing over 23,000 people


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## Malta Federation of Industry (MFOI)

- Sectors include:
  - foodstuffs and beverages;
  - electrical, electronics, and mechanical equipment;
  - plastics, chemicals, rubber, paper, printing;
  - pharmaceuticals;
  - wooden and metal products;
  - shipping and freight;
  - professional and consulting services;
  - information technology and communications;
  - engineering and contracting;
  - construction services;
  - financial services;
  - environment-related services.

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## Efforts on RTDI

- Assisted Government in developing the Industrial and R&I policies
- Works closely with Malta Enterprise to assist members to undertake industrial RTDI, Innovation Management Techniques, as well as eco-innovation schemes
- Board member of the Euro-Mediterranean Initiative for Technology and Innovation (EuroMedITI) – an initiative for technology transfer, innovation and economic growth in the Mediterranean region

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## Knowledge Services as National Contact Point (NCP)

- The Federation provides enterprises (both members and non-members) with up-to-date information on EU-funding available through calls for proposals under the Sub-Programme Research for the Benefit of SME's
- Federation's close links with counterpart federations and various international networks
- Active on the national, sectoral and micro levels
- Structured use of thematic and sectoral committees to resolve common obstacles

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## RTDI FP7 SME Highlights

- Co-operation Programme – SMEs are encouraged to participate in all research areas, including Joint Technology Initiatives
- Ideas Programme – Research teams from SMEs can compete on the basis of excellence
- People Programme – SMEs are encouraged to participate in long-term co-operation between academia and industry
- Capacities Programme (Research for the benefit of SMEs) – aims to strengthen SMEs innovative capacity and their contribution to the development of new technology-based products and markets – two dedicated measures:
  - Research for SMEs: to support small groups of innovative SMEs to solve common or complementary technological problems.
  - Research for SME associations: to support SME associations and SME groupings to develop technical solutions to problems common to large numbers of SMEs in specific industrial sectors or segments.

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## Website

- Aims at increasing public awareness
- Website [http://www.mcst.gov.mt/partner\\_application.aspx?aid=2](http://www.mcst.gov.mt/partner_application.aspx?aid=2)
  - Name and surname
  - Position in company/organisation
  - Company/organisation name and address
  - Email address and telephone number
  - Thematic sectors involved in
  - Company status (researcher, SME, large company)
  - Date of entry
  - Project idea

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## NCPs will then contact you through:

- E-Mail shots
- Publications – Brochures/Publicity material/newsletter
- Information days
- Presentations
- Advise on other organised events

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## Partner Search

Dear Ms. Jeanelle Catania,

Prof. Luis Ribeiro, from the CVRM - Geosystems Centre, Instituto Superior Tecnico, Portugal, an expert on **Groundwater, Water Resources, Ecosystems and Climate change**, is willing to collaborate in FP7 Environment proposals for the 2nd Call for proposals, under several areas.

For further information, kindly click here: [Partner Profile Form Portugal - FP7 ENV](#)

If you are interested and would like to collaborate, please contact:

**Prof. Luis Ribeiro**  
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## Bottom-Up Approach (1)

- Planning to go beyond information exchange through delivery of individual services
- Previous experience of one-to-one meetings with business operators through METIC Project
- Sectors of focus:
  - renewable energy sources and energy efficiency;
  - municipal waste management;
  - wastewater treatment;
  - tele-medicine;
  - e-business & e-learning;
  - industrial production processes;
  - specialized materials;
  - ICT;
  - Aquaculture

*...Interested organizations may be guided in matching their research / problem / idea with relevant EU funding Programmes and join developing Consortia.*



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## Bottom-Up Approach (2)

- Assesses the participating SME's:
  - Characteristics
  - Attitudes
  - Organization's fitness to forthcoming calls
  - Readiness to participate and
  - Follow through such initiatives.
- Provide assistance in:
  - Design an appropriate and attractive company profile,
  - Provide Information on Regulations
  - Linkage with National Stakeholders



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## Main Challenges

- Enterprises would need to match their business ideas with the Calls of Proposals
- The Calls are competitive and many times good project leaders, good network partners and consultancy support are required
- SMEs need to **invest time** during the proposal preparation and be prepared to travel to meet other project partners. Capacity to implement is crucial irrespective of business pressures
- **Financial strains** and auditing (hence records keeping) are a must: SMEs should not look at FP solely as a vehicle of funds, but rather for knowledge sharing, transfer and capacity building
- Offers the opportunity for SMEs to work with larger enterprises and knowledge- centres

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## Thank you for your attention

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