



Experiences and tools

Title:	ENTERPRISE COOPERATION FOR INTERNATIONAL INNOVATION
Topic: <ol style="list-style-type: none"> 1. Practices for fostering higher participation in EU research funding programmes 2. Upgrading the system of Research and Innovation 	1.-Practices for fostering higher participation in EU research funding programmes
Country:	SPAIN
Geographic level (regional or national)	REGIONAL
Organisation (Please include here the name and some background information).	CEEI ASTURIAS- BIC ASTURIAS
What were the aims of the experience/tool?	<p>As part of its mission in order to promote the modernization and diversification of the business environment in Asturias, BIC Asturias pays special attention to provide global support to innovative entrepreneurs and SMEs.</p> <p>On the other hand SMEs have serious difficulties to take part in transnational steady partnerships with high added value, innovation and joint technological development projects.</p> <p>For both reasons, BIC Asturias committed itself to promote a specific methodology, Enterprise Cooperation for International Innovation, set up in 2007. This methodology was developed to bring down the barriers SMEs usually find and support them in order to participate in international</p>

	technological proposals.
<p>In which part of the decision tree is the experience (see image at the end of the document)</p>	Applicant readiness
<p>Who were the beneficiaries or the target group?</p>	The beneficiaries are SMEs, with an special focus on new innovative and technology companies
<p>Description of the experience of using the best practice: (Describe the operating experience with particular focus on the evolution of its development, end user experience).</p>	<p>The methodology is structured in several phases clearly defined, comprising a horizontal phase which build a group of selected SME, a phase focused on technological diagnosis, that includes a complete analysis of the SME, R&D&I activities, capacities and interests ('technological offer and demand'), dissemination activities, etc. All of them make up a structured methodology for an effective process to internationalize SME innovation.</p> <p>Each phase is based on support documents, templates, check-lists, tools and other resources and outputs, such as administrative management, technical dossier of SME participant profile, standardized questionnaires for analysis, Technological Catalogues, http://www.ceei.es/doc/w09/Catalogo7PM-2fase.pdf, http://www.ceei.es/doc/w09/Catalogo7PM-1fase.pdf , data-base of technological partners identified, etc.</p> <div style="display: flex; justify-content: space-around;">   </div> <p>(Covers of catalogues: "Towards FP7" and "Enterprise Cooperation for International Innovation)</p> <p>You can see the different phases in the Annex 1</p>
<p>What is the period during which the</p>	The experience was carried out in years 2007-2008-2009 through two editions

<p>experience/tool has been carried out?</p>	
<p>What were the results of this best practice? (Please provide any charts, data, statistics, etc. showing the results of the implementation).</p>	<p>You can see the Quantitative and qualitative results, and the success stories in Annex 2</p>
<p>What is needed for the experience/tool to be successfully replicated?</p>	<p>The methodology has stirred up the interest of a lot of entities at national or even international level. Being the involvement of SME in International Programmes one of the main concerns of R&D policies and a common problem, possible solutions attract the attention of many entities all across Europe.</p> <p>The transferability is proved: BIC Galicia has already launched this project (2008). Other entities from Spain, France, Ireland, United Kingdom, Italy and some other countries are also very interested and expressed formal interest in our methodology</p> <p>The methodology in itself it has been also identified as a "best practice". Few years ago we were invited to participate in "From regional networks to International consortia" Conference, at the "Technology Innovation International/TII) 2008 Annual Conference Programme, Valencia, 23-25 April 2008, in order to present the project. Furthermore, our project was selected at the "INSME Congress" that took place in Dubai on the 20-23 April 2009, presented as a good BIC-EBN practice.</p> <p>In conclusion, given the wide experience systematizing methodologies, "Enterprise Cooperation for International Innovation" is an absolutely transferable practice. The opened approach not only to European environment but also regional context, turn out to be a practice of general interest for any SME interested in innovation.</p> <p>The transfer of our Know how might become extensive to multiple beneficiaries, not only BICs but also any entity or organism that wish to benefit from a structured innovation management methodology, especially entities that support SME cooperation for international innovation.</p> <p>BICs, Incubators...</p> <p>Entities, public and private entities interested in supporting innovation</p>

	<p>Promotion entities</p> <p>SMEs interested in innovative activity</p> <p>In any case our Know-how is flexible and adaptable both to potentially interested entities' needs and SMEs needs in the European context. This methodology permits individual actions for each SME participant, attending enterprise through the whole innovation process. Besides, our method is adaptable likewise to the possible conditions of a program financier.</p>
<p>Please include any references or bibliography here:</p>	<p>You can find more information in the following links:</p> <p>http://www.ceei.es/pgceei.asp?pg=95</p> <p>http://www.ceei.es/pgceei.asp?pg=94</p> <p>The catalogues of the companies are the following:</p> <p>http://www.ceei.es/doc/w09/Catalogo7PM-1fase.pdf</p> <p>http://www.ceei.es/doc/w09/Catalogo7PM-2fase.pdf</p>

Annex 1

Horizontal	SME candidates selection	<ul style="list-style-type: none"> ○ Prospection, information gathering, interviews, final selection
Phase 1	Start- up Setting up of R&TD Unit – multisectorial cluster	<ul style="list-style-type: none"> ○ Creation of a multisectorial cluster according a specific profile: 1st edition: several SMEs representing different sectors; 2nd edition Technology-based companies. Different sizes or sectors, but innovation vocation; ○ Setting-up of Specialist Technical Advisors Team (1 full-time BIC advisor + 2 full time private technical advisors) ○ Agreement on collaboration development ○ Advice and information about access to regional, national, European and international funding. ○ Contacts and exchanging of information between SMEs participants. Relationships development between managers
Phase 2	Diagnosis and dissemination	<ul style="list-style-type: none"> ○ Technological diagnosis: Analysis of SME R&D capacities and interests. Technological SWOT. Matrix of capacities & 7FP topics. ○ Drafting of promotional material especially conceived to promote SMEs capacities for 7FP (translated into 4 languages: English, German, French and Spanish).
Phase 3	Search and identification of potential partners	<ul style="list-style-type: none"> ○ Identification of potentially interesting partners from technological centers and platforms, universities, regional promotion entities, companies, etc. ○ Technological missions: Germany, France, United Kingdom... Negotiation with potential leaders-R&TD performers, topics
Phase 4	Participation in international, collaborative R&D&I projects	<ul style="list-style-type: none"> ○ Identification of consortia, projects, programmes, calls (opportunities) ○ Technical assistance during the negotiation & implementation process ○ Technical assessment about participation in projects, complementary subsidies, business opportunities, etc.

Annex 2

1st EDITION 2007-2008	
Quantitative results:	
SMEs and sectors involved	14 SMEs. 9 sectors: biotechnology, wood, energy, building, environment, industry, electricity, TIC, Leisure
International Network: Technology Centers and companies	420 contacted / 68 visited. Some examples of Technology Centres per country: SPAIN: CRIC - Centre de Recerca i Investigació de Catalunya, RED TECNALIA... GERMANY: FRAUNHOFER – GESELLSCHAFT DENMARK: DTI - Danish Technological Institute NETHERLANDS: TNO- Netherlands Organisation for Applied Scientific Research BELGIUM: VITO, IMEC, University of Lovain FRANCE: ARMINES ENGLAND: Cranfield University PORTUGAL: UP - Universidad de Oporto FINLAND: VTT: Technical Research Centre of Finland
Proposals and Consortia	32 proposals to join consortia 7FP accepted (5 proposals to join parallel consortia accepted) 1 proposal to join Eureka project accepted 1 project approved (El Caleyo Derivados S.A.) 5 SMEs participating in parallel consortia for disseminating 7FP projects results (El Caleyo Derivados S.A., Climastar Thermostone S.L., Juntas Industriales y Navales S.L., TEKOX S.A., TermoSalud, S.L.) Total funding: 400.000 € (7FP)
Leverage to additional R&D funding	Added funding of 283.461,40 € got through innovation and cooperation projects for SMEs involved
Qualitative results:	
<ul style="list-style-type: none"> ○ A multisectorial Cluster (R&TD Unit) with 14 SMEs representing 9 sectors, traditional sectors and emergent sectors in the same Unit. SMEs of different sizes, but innovation vocation. Effort optimization sharing resources and making profit through synergy and strategic fit. ○ Structural changes in SMEs involved: R&TD departments have been created, staff with a background in research have been contracted and new R&D&I projects have been developed in order to consolidate innovation activities ○ Opportunities for Industrial Property: a patentable product has been identified. Formalities for carrying out the protection have been started. Specific training by IPR-Helpdesk (VIPM) has been provided to the 14 companies involved. ○ New business opportunities and business cooperation both at regional and international context have been detected: participation in Eureka Forums for identifying and making commercial contacts, business opportunities for developing R&D activities in European projects (as subcontracted). ○ Leverage to additional R&D funding: specific subsidies according to company's needs have been detected; support for arranging national and regional R&D subsidies from FYCIT (Science and Technology Research Development Foundation), IDEPA (Regional Development Agency) and CDTI (The Centre for the Development of Industrial Technology) has been provided. 	

2ND EDITION: 2008-2009	
Quantitative results:	
SMEs and sectors involved	12 SMEs. 9 sectors: TIC, safety, building, capital equipment, civil engineering, electricity.
International Network: Technology Centers and companies	150 contacted / 25 visited. To entities contacted or visited in 1 st edition, stable colleague in 2 nd edition, we add other entities visited such as: BELGIUM: European Region Offices: ENTERPRISE IRELAND, IGLO SECRETARY, ENEA – ITALIAN NATIONAL AGENCY FOR NEW TECHNOLOGIES, ENERGY AND ENVIRONMENT SWEDEN: NUTEK – NCP of CIP, European Enterprise Network, SwedenBIO -SME Life Science EU Support Office, Swerea IVF – Industry Association, VINNOVA – Innovation National Agency IRELAND: Enterprise Ireland, Dublin Institute of Technology,
Proposals and Consortia	1 project approved (COASA S.A.) At this point the enterprise "Coasa S.A." is already participating in a project, 'Biosurf', financed by 7FP (Total budget: 1.453.410 €, R&TD: 136.369 €, others: 12.600 €, Total Coasa's subsidy: 114.876 €).

SUCCESS STORIES:

1.- EL CALEYO DERIVADOS S.A.

2.- TEKOX. Técnica de Conexiones S.A.

1.- EL CALEYO DERIVADOS S.A.

El Caley Derivados S.A. is a company with over thirty years' experience in the field of concrete (both with respect to plant made and pre-fabricated components). Its corporate activity is centred on the production and design of all types of concrete pre- fabricated elements, as well as the making, pursuant to client requests, of special parts.

Project "TailorCrete"
7FP NMP-2008-3.4.2 Industrialization through new integrated construction processes
Type of funding scheme: Collaborative Project - Large-scale integrating project
Proposal full title: New industrial technologies for tailor-made concrete structures at mass customised prices
Abstract: The aim of this proposal is to develop and demonstrate a radically new concept of producing unique, tailor-made concrete structures with complex geometries using an industrialised and cost effective approach based on robots, ICT and advanced concrete technology. The innovative aspect will be to produce concrete formwork directly from the architects CAD drawings, and thereby allow new and front-end architecture in normal housing with no extra costs for the citizen. This will be a valuable contribution in terms of improving the quality of life in the European urban space. The technology will contribute to improved productivity and quality of the European construction industry. Furthermore, the technology will open up prosperous export opportunities for the European construction and robotics industry.
15 partners lead by Danish Technological Institute DTI/Research

El Caleyó Results:

Participation in International Project – FP7		
Total budget: 9.100.000 €	R&TD Activities: 400.000 € Coordination Activities: 200.000 €	Subsidy: 400.000 € (Total subsidy: 6.162.500€)

Participation in parallel consortia		
Call	Acronym	Leader
FP6-SME	Fire	European Association of Innovating SMEs.

2.- TEKOX. Técnica de Conexiones S.A.

Tekox, Técnica de Conexiones S.A. was founded in 1976. It specialises in the design and manufacturing of low-voltage connection components. Its main area of corporate activity focuses on connection systems, such as terminal strips, hubs, interface units, branching blocks which it manufactures both to standard sizes, as well as to customised specification upon request.

Nanotough
FP7-NMP-2007-2.1.1. Nanostructured polymer- matrix composite
Proposal full title: Nanostructured Toughened Hybrid Nanocomposites for High Performance Applications
Type of funding scheme: Large Scale Integrating Collaborative Project
Abstract: The basic objective is to obtain a deeper understanding of the interfacial structure of nanocomposites. This knowledge will enable realization of the great performance potential of these materials through development of novel multiphase and hybrid nanocomposites. This knowledge will facilitate commercialization of polymer nanocomposite materials with superior properties that will lead to development of new products. To meet this objective, we aim to improve the stiffness of polyolefin nanocomposites while not only maintaining but also improving the toughness of the matrix considerably. The technological objective is to optimize and, through novel interface design, to develop new cost efficient hybrid (nanofiller–fiber) nanocomposites as an alternative to heavily filled and expensive engineering polymers and fulfil industry requirements for high performance materials in high tech applications.
14 participants The company is "external user"



Tekox Results:

Participation in parallel consortia		
Call	Acronym	Leader
FP7-NMP-2007-2.1.1 Nanostructured polymermatrix composite	Nanotough	Scantec (Denmark)

The Decision Tree for Participating in Horizon 2020



Source: EURADA