


Experiences and tools

Title:	iNNcorpórate a Europa service 
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 	Practices for fostering higher participation in EU research funding programmes. It is an assessment service provided to enterprises by the Regional Development Agency (RDA) and the office of the Region of Murcia in Brussels to promote the participation of private companies in European Programmes
Country:	Spain
Geographic level (regional or national)	Regional (Region of Murcia)
Organisation (Please include here the name and some background information).	INFO – Regional Development Agency
What were the aims of the experience/tool?	Increase the participation of private enterprises in European programmes to increase their competitiveness
In which part of the decision tree is the experience (see image at the end of the document)	Applicant readiness
Who were the beneficiaries or the target group?	About 150 private companies per year. Among them, 70% belonging to the industry and 30% to services. 40 of these companies with experience in EU projects and the majority are newcomers.
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>Provide coordinated assessment, companies using local experts of the Regional Development Agency and experts of its office in Brussels. The service is provided by 4 experts (officers), 2 of them based in Brussels and the other 2 bases locally in the Region of Murcia.</p> <p>The assessment is provided along the whole life cycle of the project. The company receives advice about how to carry out the activity or solve a certain problem. The common starting point is the project idea, consequently the service helps the company to identify the most appropriate call, look for partners/consortia and the write the proposal. After the submission it is provided assessment in the evaluation follow-up, the negotiation with the European Commission and the project implementation.</p>

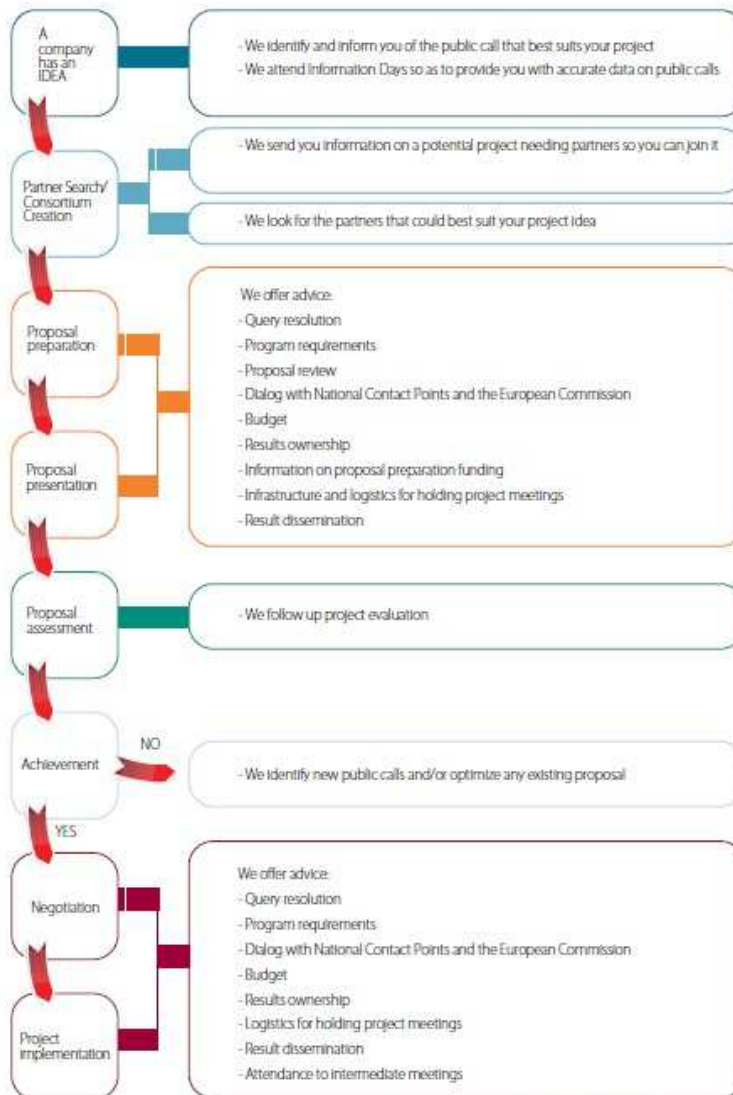
	<p>The majority of the 372 (year 2013) assessment services provided are done during the early stages of the process (idea, identification of call partner searches). The assessment provided is less relevant in number but more intensive in time for the proposal preparation, negotiation and project implementation. In any case, the main output is that companies have always an expert, permanently accompanying to resolve questions and provide assistance.</p> <p>This assessment service is complemented with the initiative "Plan Europe-SME" which coordinates the efforts of the main stakeholders of the Region of Murcia. The Plan provides awareness and capacity building. Specifically it carries out the following 3 main activities:</p> <ul style="list-style-type: none"> - <i>Preparados</i> (ready): It has been established 5 working groups with involve 21 stakeholders (clusters, technology centers, research organisations, etc.) Each group shares specialised information about EU programmes and organises a regional InfoDay for each major call. - <i>Hospitality</i>: Every quarter a project officer from a company or a regional stakeholder goes to the Brussels office during one month to receive customized training and assistance to prepare project proposals. - <i>Con-idea</i>: a yearly award to the best project idea not submitted yet by a company. The price is a free assistance from a private consultant to help the company to write the proposal for an EU call. 																		
<p>What is the period during which the experience/tool has been carried out?</p>	<p>Since 2011</p>																		
<p>What were the results of this best practice? (Please provide any charts, data, statistics, etc. showing the results of the implementation).</p>	<table border="1"> <thead> <tr> <th></th> <th style="text-align: center;"><u>2012</u></th> <th style="text-align: center;"><u>2013</u></th> </tr> </thead> <tbody> <tr> <td>Services to companies</td> <td style="text-align: center;">219</td> <td style="text-align: center;">372</td> </tr> <tr> <td>Disseminated profiles</td> <td style="text-align: center;">147</td> <td style="text-align: center;">151</td> </tr> <tr> <td>Expressions of interests</td> <td style="text-align: center;">203</td> <td style="text-align: center;">300</td> </tr> <tr> <td>Proposals submitted</td> <td style="text-align: center;">16</td> <td style="text-align: center;">24</td> </tr> <tr> <td>Brokerages in Brussels</td> <td style="text-align: center;">12</td> <td style="text-align: center;">9</td> </tr> </tbody> </table>		<u>2012</u>	<u>2013</u>	Services to companies	219	372	Disseminated profiles	147	151	Expressions of interests	203	300	Proposals submitted	16	24	Brokerages in Brussels	12	9
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<p>What is needed for the experience/tool to be successfully replicated?</p>	<ul style="list-style-type: none"> • Long term commitment to provide a valuable service to companies • At least 2 persons, one locally based and the other based in Brussels 																		
<p>Please include any references or bibliography here:</p>	<ul style="list-style-type: none"> • Nova Magazine of Research and innovation in the Region of Murcia. Number 28, page 14. Description of the iNNcorpórate a Europa Service Link • Nova Magazine of Research and innovation in the Region of Murcia. Number 29, page 14. Description of the Hospitality Service Link 																		

INNCÓRPORATE A EUROPA

Assessment during the whole life cycle of the project

PROJECT SEQUENCE

PLAN EUROPA-PYME
2014-2020
Incorpórate a Europa



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The Decision Tree for Participating in Horizon 2020



Source: EURADA