

A vertical photograph on the left side of the slide shows a single water droplet falling into a pool of water, creating concentric ripples. The image is in shades of blue and is set against a dark blue background.

FP7 and SME's - Aspirations versus Opportunities

Claudia Rainfurth, VDMA
Cardiff, 16 January 2008

VDMA – German Engineering Industry Association

- Mechanical engineering industry
- Representation of the process chain from components to the plant
- 400 dedicated employees
- 3,000 member companies
- 80 % SMEs



Sectors, represented by VDMA

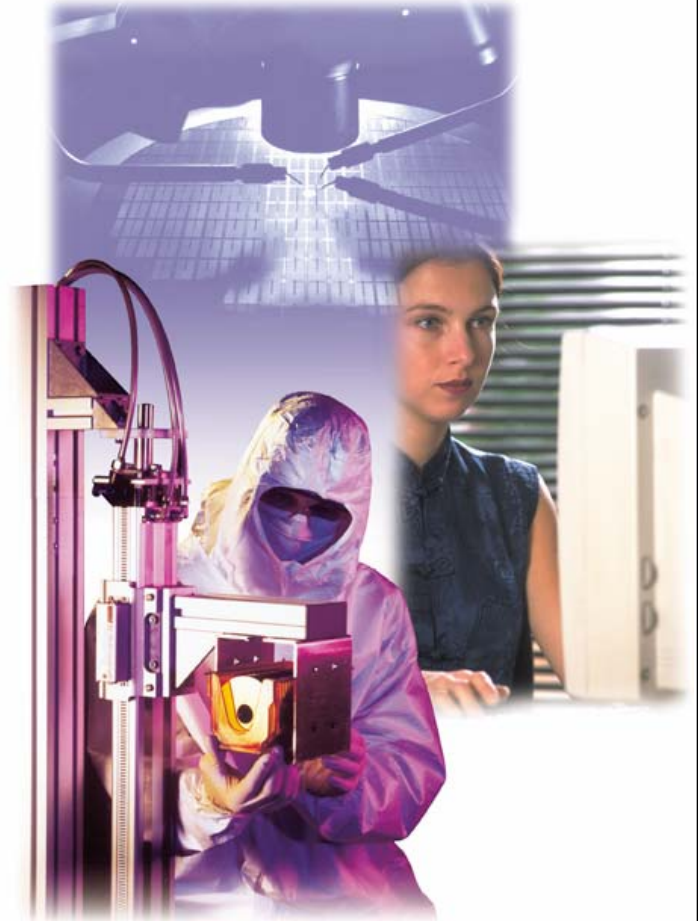


- **Agricultural technology**
- **Air-handling technology**
- **Building control and management**
- **Cleaning systems**
- **Compressors, compressed air and vacuum technology**
- **Construction equipment and building materials machines**
- **Equipment for metallurgical plants and rolling mills**
- **Fire fighting equipment**
- **Fluid power**
- **Food processing & packaging machinery**
- **Foundry machinery**
- **Garment and leather technology**
- **Industrial communication**
- **Lifts and escalators**
- **Machine tools and manufacturing systems**
- **Materials handling and logistic technology**
- **Micro technology**
- **Mining equipment**
- **Municipal Equipment**
- **Plastics and rubbers technology**
- **Power systems**
- **Power transmission engineering**
- **Precision tools**
- **Printing & paper equipment and supplies**
- **Process plant and equipment**
- **Productronics**
- **Pumps + Systems**
- **Robotics + automation**
- **Safes and strongrooms**
- **Software**
- **Testing technology**
- **Textile machinery**
- **Thermo process and waste treatment technology**
- **Valves**
- **Weighing technology**
- **Welding**
- **Woodworking machinery**

VDMA Activities with regard to FP 7



- Pro-active Part in Manufacture Europe
(High Level Group,
Support Group,
Industrial Advisory Group, Leadership)
- Secretariat Manufacture Germany
(Network of more than
200 enterprises and
40 research organisations;
Roadmap-Process with
14 Sector Workshops)
- Information on FP 7
(Info-Conferences, Presentations,
In-depth Consulting)
- ETPs such as EUROP, MINAM, etc.



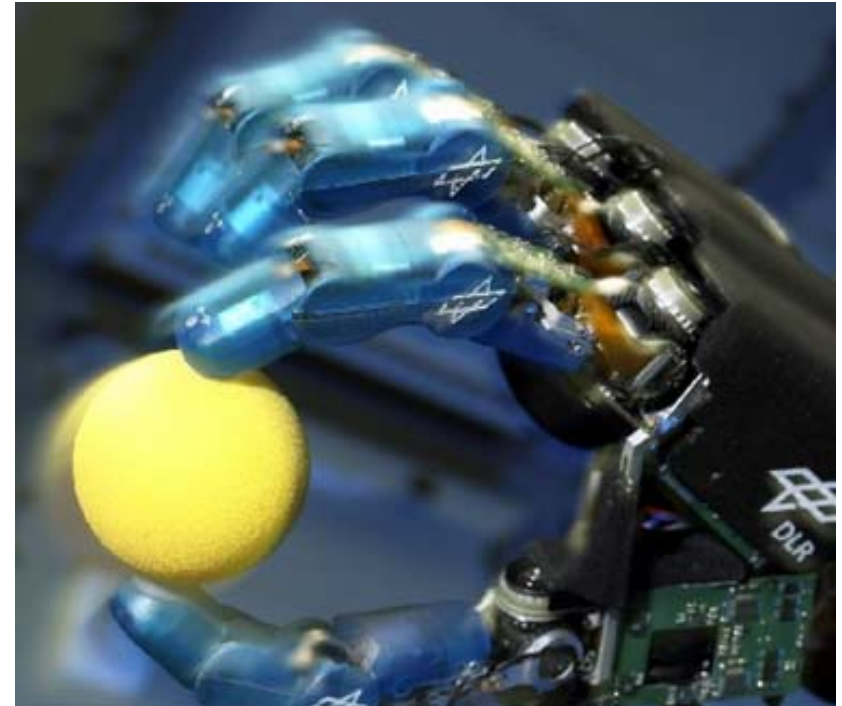
Aspirations of SMEs

- Technology Platforms continue to have an impact on future calls for proposals
- Calls reflect industry priorities
- Evaluation criteria include not only scientific excellence but also industrial innovativeness
- Higher success rates of proposals (actually 15 %)

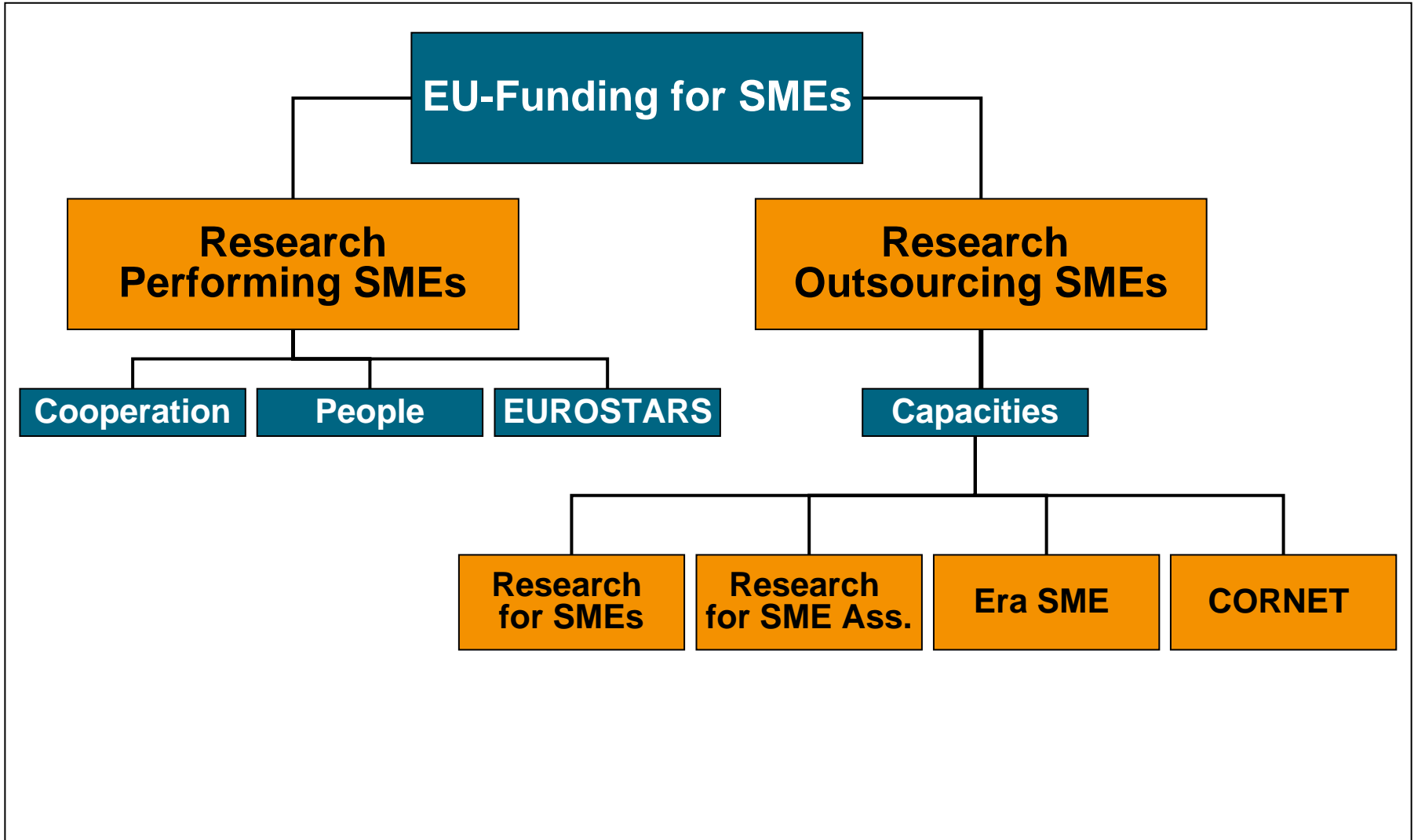


Particular Needs of SMEs

- Short period between initial project idea and start of project
- Minimum of bureaucracy and administration
- Small consortia
- Application-oriented and close to the market
- Small resources for networking, topic lobbying, monitoring research programs
- Many SMEs without internal R&D capacities



Wide Range of Opportunities for SMEs



Conclusion

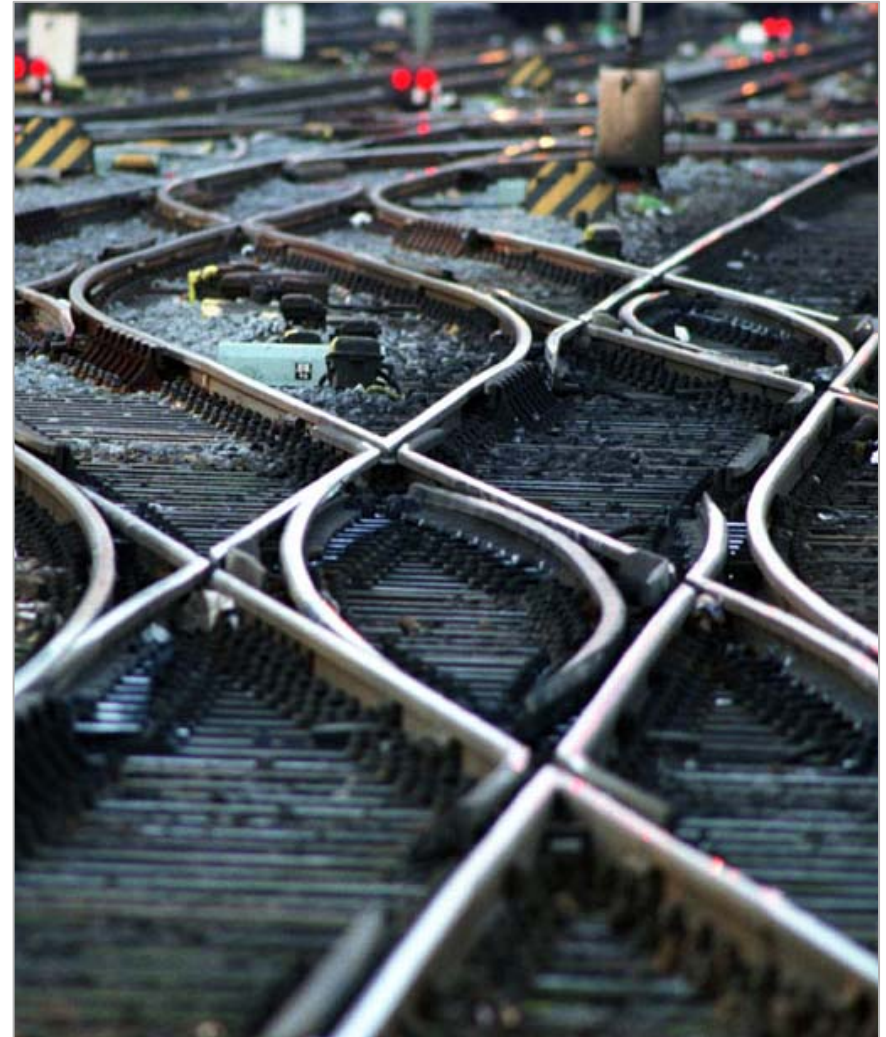
- Adequate instruments for wide range of SME needs already in place
- Thematically pre-defined calls and thematically open calls
- Calls specifically dedicated to SMEs
- High EC contribution for SMEs (up to 75 %)

But:

- SME participation should be higher
- To involve SMEs without prior cross-border research experience remains difficult

Proposals for SME Fundings

- No additional funding programs
- Fast application procedure
- Reduce bureaucracy/
administration
- Enhanced dissemination of
research results to SMEs
- Incentives for researchers to
involve SMEs and
„Newcomer“ SMEs
- Please do not forget the
Midrange Companies!



**Let's
cooperate
to
get more
SMEs
on board!**

