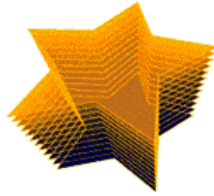


EARTO



News

N° 1, 2007
15th January 2007

EARTO promotes the interests of over 300 Research and Technology Organisations in Europe

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Announcing the Launch of the EARTO FP7 Proposal Preparation Service

In this issue:

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- FP7: The EARTO FP7 Proposal Preparation Service
- FP7: DESCA Model Consortium Agreement now available
- YEAR: Launch meeting in Udine, 16th-18th February

The Single Registration Facility

**Registering as a Non-Profit Research Organization, Public Body or SME
to Qualify for 75% Funding for R&D**

About 80% of EARTO members expect to qualify for 75% funding for R&D in FP7, because they are public, non-profit or SMEs.

In FP7 the Commission will use a single administrative database for registering and tracking all FP proposals and projects. This is useful because it means that, unlike in previous Framework Programmes, you will not have to repeat basic data about your RTO (legal name, address, etc.) each time you prepare a new proposal. Instead, you will enter your data once and will receive a registration number, which you will then use for all your future FP7 proposals.

The Single Registration Facility (SRF) is not yet available, and we do not know when exactly it will become operational – possibly not before the first round of contract negotiations in the autumn of this year.

But the SRF is more than just useful. It is also the tool that will record for all Commission departments and for the whole of FP7 whether or not you are a non-profit research organization, a public body, an SME etc.

Prepare Now!

In your first applications under FP7, your proposal writers will have to fill out the usual forms giving basic data about your organization, as in FP6.

EARTO has recently analyzed Commission data about RTO participation in FP6 and has seen that many RTOs are recorded differently for different projects in the Commission database. One EARTO member, for example, appears with four different classifications: (i) "Private (Law), Public (Ownership), Non-commercial"; (ii) "Private, Public, Commercial"; (iii) "Private Non-Profit", and (iv) "Private, Commercial"!

This happened because the proposal writers who filled out the forms, although all belonging to the same RTO, had different ideas about how to classify their organization.

In FP7, how you are classified will be important for determining whether or not you qualify for 75% R&D funding. So it seems wise to ensure now that everybody in your organization is using the same classifications. At the very least you will avoid unnecessary and perhaps difficult discussions with the Commission when your data are recorded in the Single Registration Facility.

Launch of the EARTO FP7 Proposal Preparation Service

EARTO is now launching its service to help members prepare better FP7 proposals.

The Framework Programme has become a highly competitive source of funding, and FP7 will be no exception. "Good" proposals will not be good enough; only "excellent" proposals are likely to be funded.

We know from experience that the difference between "good" and "excellent" proposals very often lies in the presentation, which makes it more or less easy for the evaluators to identify and understand the importance and quality of a proposal. The new EARTO FP7 Proposal Preparation Service is intended especially to help turn technically "good" proposals into presentationally "excellent" ones.

Through a survey of all EARTO members we have selected four specialized consultancies ("Service Providers") with a track record of excellence in helping prepare FP proposals:

- Helix Advisory Services - UK
- HLP Développement - F
- Keith Simons Associates - UK
- Uniresearch – NL

The service offers to accompany an EARTO member from the initial planning of an FP7 proposal through to submission to the Commission, including a critical review of the complete proposal prior to submission.

The service is available to EARTO members for projects in which they are, or intend to become, the Project Coordinator.

The principle focus is the presentation of a proposal, including its general structure, balance, fit with Commission priorities etc. The Service Providers are not expected to provide systematic in-depth assistance with the scientific, technical or commercial content of a proposal. Nor are they expected to write or rewrite substantial portions of a proposal.

The service is provided at a fixed-rate fee which varies according to project type and which is identical for all EARTO members. We have negotiated very favorable prices with our Service Providers which are significantly below their usual prices for assignments of this quality and duration:

- For project types SME-specific measures ("CRAFT", "Collective"), People ("Marie Curie"), European Research Council, small or medium-scale collaborative research projects ("STREPs") and Coordination and Support Actions, the fixed-rate fee is €3,000 per proposal. In the case of two-stage submission procedures, a fee of €1,000 is payable in the case of a first-stage proposal which fails to reach the second stage or which is not submitted for first-stage evaluation.
- For project types large-scale integrating collaborative research projects ("Integrated Projects") and Networks of Excellence, the fixed-rate fee is €5,000 per proposal. In the case of two-stage submission procedures, a fee of €2,000 is payable in the case of a first-stage proposal which fails to reach the second stage or which is not submitted for first-stage evaluation.

EARTO and the Service Providers have signed a written agreement which formalizes the above terms and conditions and which also contains provisions with regard to conflicts of interest, confidentiality, dispute resolution, etc. To view the agreement, please [click here](#).

EARTO members wishing to use the service are invited to contact the EARTO Secretariat, specifying the type of project envisaged and the Service Provider of their choice.

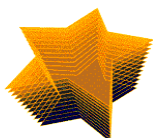
The added value of this service for EARTO members is:

- A quality service at a favourable price
- Selected Service Providers with a proven track record
- A structured service subject to a framework agreement between the Service Providers and EARTO
- Systematic follow-up and quality control by the EARTO Secretariat

On the following four pages are profiles of each of the selected Service Providers.

For further information about this service, please contact Chris Hull at the EARTO Secretariat.

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FP7 PROPOSAL REVIEW SERVICE

Helix Advisory Services Limited

<http://www.helix.eu.com/>



HELIX

HELIX European Advisory Services Limited was founded in 1995.

HELIX has highly qualified and experienced consultants specialised in European funding for: R&D, education, training, technology transfer, management of intellectual assets, and regional economic development.

Gavin Thomson is the principal HELIX consultant. He has been a European R&D consultant since 1987. He has always worked in a research and development environment - initially with Imperial Chemical Industries and then with Unilever, before returning to work in research-support in two universities. He has over 20 years experience of working with researchers in universities, research institutes and in companies.



In FP6, Gavin assisted over 200 research groups and individual researchers to develop successful proposals and integrated funding strategies using the full spectrum of European funding instruments and sources in FP6. He has worked on IPs and STREPs that have been amongst the very highest ranked proposals in several FP6 rounds of Health, Nano, ICT, Environment and Energy.

He has been working on a long-term basis with the Universities of Copenhagen, Stockholm, Uppsala, Goteborg and Lund, amongst others, and with Max Planck institutes in Germany.

The Helix team has two further senior consultants - one specializing in Biotechnology, Agriculture and Environment and the other in Nanotechnology and ICT - and two support staff working on IPR management, technology transfer and the provision of specialist information.

Helix also supports SMEs in developing STREPs and CRAFT proposals.

References - Universities: UCL, Imperial College, Manchester, Dundee, Glasgow, Heriot Watt, QUB, Lund, Goteborg, Stockholm, KTH, Malmo, Aarhus, Copenhagen, KVL, Danish Technical University, Cordoba, Zaragoza, Weizmann Institute, HUJ,

Other Research Institutes: LMC(Food Research Centre), Max Planck Institute of Developmental Biology, Max-Planck-Unit for Structural Molecular Biology at DESY, Laser Division, Max Planck Institute for Quantum Optics, Garching, Max-Planck-Institute for Terrestrial Microbiology, Marburg: Swedish Combustion Centre, CNRS, CSIC, Desert Research Institute, Interdisciplinary Centre for Neurocomputing, Institute of Petroleum Engineering

Development Agencies and Companies: Scottish Enterprise, NDC, Uppsala County, Greater Copenhagen, GSK, Unilever, TRS, Bayer, Novozyme.

Languages: English.

Main FP instruments: IPs, STREPS, CSA, Marie Curie.

Main FP thematic areas: Health, Nano, ICT, Environment, Food, Energy, NEST, FET.



FP7 PROPOSAL REVIEW SERVICE

HLP DEVELOPPEMENT S.A.

<http://www.hlpdeveloppement.fr>



HLP Développement is a Paris-based consultancy with 10 years experience of assisting large and small companies and research organisations with their FP projects.

HLP Développement assists with proposal preparation, proposal reviewing, and project management.

Nicolas Bonnet is Managing Director and principal shareholder of HLP Développement.

He has 12 years experience of the Framework Programmes, having worked with the French National Contact Point for SMEs before setting up HLP Développement in 1997.

Since 1999 he has regularly acted as an evaluator for the European Commission, in particular for the SME-specific measures (CRAFT and Collective Research).



HLP Développement currently has a staff of six, with three senior and two junior consultants.

In a typical year, HLP Développement assists with writing some 25 FP proposals, makes 20 proposal reviews and helps to administer 10 FP projects.

The company has developed a software tool, Promera, for managing FP projects.

HLP Développement has served some 300 clients over the years, including: SNECMA, Yahoo!, CEA, Pechiney, EDF, GDF, Université Pierre et Marie Curie, CSTB, CETEHOR, Ineris, COSTIC, CERIB, and many SMEs (Genewave, Novagali, Aldebaran...), also the University of Liège in Belgium and Fraunhofer in Germany. 85% of turnover is currently generated in France.

Languages: English and French, with capability in Italian and Polish.

Main FP instruments: STREPs, SME STREPs, CRAFT, Collective. SSA, CA and IP. Rarely NoE.

Main FP thematic areas: All (IST, transport, health, energy...), especially SME-driven projects.



FP7 PROPOSAL REVIEW SERVICE

KS Associates

KS Associates

Keith Simons Associates is a UK-based consultancy founded by Dr. Keith Simons, a chemist by training, who specialises in bringing emerging technologies to market.

Keith Simons has been involved in the Framework Programme since 2002.

Prior to establishing Keith Simons Associates, he was Business Manager of a team of Technology Translators for the Crystal Faraday Partnership in the United Kingdom.



Keith Simons is member of a national team of assessors and monitors that has been assembled by the Department of Trade and Industry (DTI) and Yorkshire Forward in the UK for their innovation programmes (£750M and £18M respectively). He is currently monitoring six projects (£10M) on the behalf of the DTI.

Tutor for the University of Oxford's nanotechnology course.

Internal reviewer of CRAFT proposals for Pera International.

A specialised offering is the exploitation of online web-based conferencing and collaboration tools, the use of which can greatly accelerate the success of both project development and eventual implementation.

Other references:

Reactarray (Luton, UK) - European businesses development for a robotic pharmaceutical synthesis and process optimization workstation

Bioscience for Business Knowledge Transfer Network - Interim Knowledge Transfer Manager guidingACHEMA participation of a new start-up

Glantreo (Cork, Ireland) - market consultancy for a University spin-out specializing in new materials technology

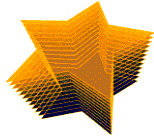
DSM (Geleen, The Netherlands) – catalyst consultancy

Languages: English (mother tongue), fair-good German and French

Main FP instruments: IPs, STREPs, CRAFT.

Main FP thematic areas: Nanotechnology, Combinatorial and High Throughput Experimentation, Industrial Chemistry and Catalysis, Environmental and Sustainable/Green Technologies, Process Intensification and Microfluidics.

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FP7 PROPOSAL REVIEW SERVICE

UNIRESEARCH

<http://www.uniresearch.nl/>



Uniresearch was founded in 1994 and is a fully independent Netherlands-based company, providing subsidy and grants consultancy and management services to national and international R&D and innovation-related partnerships.

Eric Feenstra has been a Principal of Uniresearch since 1997. He has been in the FP business since 1992, previously working for EG-Liaison (Dutch Ministry of Economic Affairs) as an FP project consultant for BRITE/EURAM, GROWTH and CRAFT. He specialized in the financial & legal aspects of the FP model contracts and reviewed FP project proposals.



Uniresearch has five qualified consultants and two back-office staff with backgrounds in processing technologies (PhD), chemical engineering (M.Sc.), mechanical engineering (M.Sc.), public administration (M.Sc.) and business administration (M.Sc.).

Special services apart from proposal writing, consortia building, lobbying and project management/administration are: proposal review & (deep) editing; in-house consultancy on subsidy and grant coordination/budgeting; feasibility and background research studies; technical problem analysis; R&D strategy definition; business development and planning.

Uniresearch has also provided management/administration support to 21 FP projects (all instruments). It deploys web-based tools specially designed and programmed for EC-funded project management and administration.

Uniresearch has an average FP success rate of 77% (89 out of 115 proposals).

References: The Netherlands: Akzo Nobel N.V., Boschman Technologies b.v., Delft University of Technology, Port of Rotterdam, Helianthos / NUON N.V., LC Packaging, Nederlandse Spoorwegen (Dutch rail operator), Organon N.V., Prorail b.v. (Dutch rail infrastructure manager), Schoenfabriek Van Bommel b.v., Shell Global Solutions International, TNO (various institutes), Utrecht University. **International:** Audi AG (D); Automotive Passive Safety Network (EC); Flensburg Schiffbau Gesellschaft (D); Fraunhofer Gesellschaft – IFAM (D); Imperial College London (UK); TRL limited (UK)

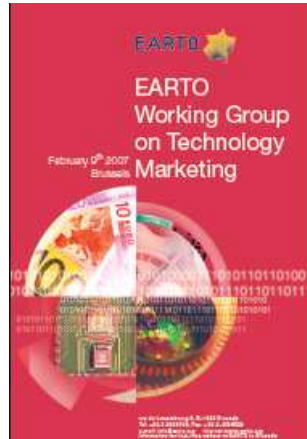
Languages: English, Dutch and German.

Main FP instruments: CRAFT, Collective, IPs, Marie-Curie, NoE's, STREPs.

Main FP thematic areas: Rail, urban and maritime transport, automotive and naval industry, industrial technologies, new materials, chemistry and environmental and energy technologies.

EARTO Working Group on Technology Marketing - Brussels, 9th February

The aim of this new EARTO Working Group is to facilitate an exchange of experience and mutual learning about the marketing of sophisticated technological expertise and hardware with multiple potential applications ("generic" technology).



Click on programme for more

The Working Group will address the following issues and related working methods:

- identifying and evaluating potential new applications for given technologies
- identifying potential new customers for given technologies and applications
- engaging with potential new customers: assessing needs, structuring offers, closing deals
- evaluating and selecting commercialization strategies: contract R&D, licensing, spin-offs
- using acquired marketing skills and market knowledge to facilitate high-value commercial technology transfer from universities and other public research institutions.

This workshop is intended especially for RTOs with a commitment to commercializing leading-edge technology, both own proprietary technology as well as in partnership with third-party technology owners (e.g. universities).

Members interested in participating are invited to signal their interest to hull@earto.org.

DESCA Model Consortium Agreement for FP7

DESCA is a comprehensive, modular consortium agreement for the Seventh Framework Programme (FP7). Initiated by key FP7 stakeholder groups, and co-developed with the FP community, it offers a reliable frame of reference which seeks to balance the interests of all of the main participant categories in FP research projects: large and small firms, universities, public research institutes and RTOs.

DESCA will be released on January 17th in Bonn at a special workshop immediately following the official German FP7 launch conference (January 15th and 16th).

Since FP6, Consortium Agreements are mandatory for most FP-funded research projects. The purpose of a consortium agreement is to regulate critical aspects of project governance not covered by the grant agreement between the Commission and the project consortium. Key aspects covered in consortium agreements are typically:

- the internal organisation of the consortium (e.g. membership of management bodies, voting rights, settlement of disputes between partners);
- the distribution of the Community financial contribution (e.g. when should the project coordinator distribute advance payments from the Commission to the other partners?);
- management of intellectual property and access rights to results (e.g. when, and on what terms, should access to results be provided to other partners and their affiliates?);
- liability and confidentiality arrangements between partners (e.g. the extent of liability of the partners to one another and towards third parties)

[More...](#)



An Invitation from the Chairman of YEAR to All Young RTO Researchers

We would like to invite you or a representative from your RTO to the YEAR formalisation meeting, to be held on February 16th 2007 in Udine, Italy, and collocated with the second InnovAction International Fair.

YEAR is the network for Young European researchers to collaborate in various ways, of which information can be found in the attachment YEAR_Udine_invitation_letter.pdf, as well as on the YEAR Web site:

<http://www.year-network.eu>

In the formalisation meeting the statutes document of YEAR will be signed by the partner RTOs. By virtue of signing the document, an RTO will obtain full access to the YEAR network, and in addition means to influence the future directions of YEAR.

YEAR board members will give a public presentation on Sunday the 18th, the closing day of the fair, at a conference on "Research and Technology Organisations Inside the European Research Area". Present at this event will be members of the EARTO board and the Industrialist Association of Udine. Information on this event is in the attachment RTOs_Inside_the_ERA_Seminar.pdf, and on the InnovAction Fair in general on the Web site:

<http://www.innovactionfair.com>

More information on YEAR and its formalisation, please contact:

santtu.toivonen@vtt.fi

Cordially on behalf of the YEAR board,

Santtu Toivonen
Chairman