

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

EUROPEAN ASSOCIATION OF RESEARCH AND TECHNOLOGY ORGANISATIONS

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The EARTO Secretariat wishes the staff of all member RTOs a peaceful and joyful Christmas

The photograph shows a Christmas tree in Puerta del Sol, in the centre of Madrid, scene of a famous New Year's Eve festivity involving the eating of twelve grapes as the clock strikes twelve midnight

Madrid is, of course, the location of EARTO's 2008 conference and Annual General Meeting, on May 29th and 30th



Important Institutional Developments in 2008: ERAB and EIT

ERAB, the European Research Area Board, is a high-level research policy advisory body to be convened by European Research Commissioner Janez Potočnik. It replaces the former influential EURAB

EARTO was successful in obtaining significant representation for RTOs on EURAB and used the opportunity to launch and support initiatives which helped to raise awareness of RTOs (cf. the EURAB paper on *RTOs and ERA*) as well as to promote European policy initiatives of interest to them, including Technology Platforms, the EIT, and the substantially reinforced SME measures in FP7.

EARTO is among the European associations and networks which have now been invited to propose candidates for the new ERAB. Following a consultation conducted through the EARTO Executive Board, the Association has offered a balanced list of well qualified candidates to the ERAB Identification Committee.

The membership of ERAB should be made public in late February or early March, and the new body is expected to start work shortly afterwards.

The European Institute of Innovation and Technology is another important institutional development which will be launched in 2008.

It will be of great interest to RTOs since its principal mission will be to promote major longer-term research and innovation programmes targeting critical subjects of shared socio-economic concern in Europe.

The final political decisions clearing the way for the EIT are expected to be taken in January, and the Commission will then announce an Identification Committee charged with seeking suitable candidates to fill the 18 seats on the Governing Board of the EIT.

EARTO is preparing to offer a list of well-qualified candidates to the EIT Identification Committee in order to ensure that RTOs have a strong voice in the EIT's early development.

VTT moves into the Sweden House

VTT is the latest EARTO member to establish itself in the Swedish House, alongside the EARTO Secretariat and other members including TNO and EGS as well as the sectoral RTO associations SAFE and EARPA.



Second Round of FP7 Calls for Proposals Published

The EARTO FP7 Proposal Preparation Service

Publication of the second round of FP7 Calls for Proposals – [More](#) - is the occasion to remind members of the EARTO FP7 Proposal Preparation Service.

The Framework Programme has become a highly competitive source of funding. "Good" proposals are rarely good enough. Proposals need to be "excellent" in order to be sure of receiving funding.

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 Research for SMEs and Research for SME Associations ("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](#).

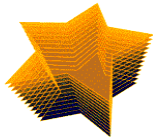
EARTO members wishing to use the service are invited to contact the EARTO Secretariat, specifying the type of project envisaged and the Service Provider of their choice.

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 taffah@earto.org

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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

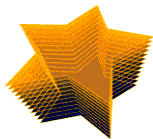
Development Agencies and Companies: Scottish Enterprise, NDC, Uppsala County, Greater Copenhagen, GSK, Unilever, TRS, Bayer, Novozyme.

Languages: English.

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

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

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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.

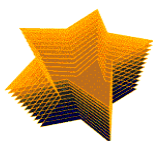
HLP Développement has served some 300 clients over the years, including: SNECMA, Yahoo!, CEA, Pechiney, EDF, GDF, Université Pierre et Marie Curie, CSTB, CETEHOR, Ineris, COSTIC, CERIB, and many SMEs (Genewave, Novagali, Aldebaran...), also the University of Liège in Belgium and Fraunhofer in Germany.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

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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

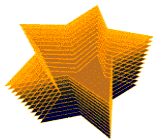
DSM (Geleen, The Netherlands) – catalyst consultancy

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 Task Forces and Other Activities

EARTO Task Force on FP6 Audits Brussels, 10th December 2007

The background to this Task Force were reports from EARTO members about recent audits of their FP6 projects. During these audits serious issues have been raised about the use of average personnel costs and the calculation of "productive hours".



The Task Force meeting on December 10th brought together over 30 participants representing more than 60 individual RTOs. The discussions at the meeting indicated that:

- the frequency of audits is increasing and is likely to increase further still in FP7 - the Commission has signaled that it soon expects to audit 40% of all FP spending and that practically every FP contractor can expect an audit in FP7;
- there appear to be some inconsistencies in the principles and definitions applied by different auditors (the Commission frequently employs external firms of auditors for this purpose);
- the Commission appears to be providing its auditors with increasingly precise and constraining definitions, sometimes with the effect of introducing new or changed rules and principles such that contractors suddenly find themselves in error through no fault of their own.

As a follow-up to the Task Force meeting, EARTO has formulated a submission to the Commission to raise the above issues and to propose that:

- average personnel costs should be permitted in FP6 projects, subject to certain safeguards, and
- the calculation of productive hours should be judged case by case in relation to the individual RTOs business and funding models.

For further information about this Task Force, please contact baumeister@earto.org.

Intellectual Property Task Force Brussels, 24h January 2008

EARTO convenes from time to time a Task Force of Intellectual Property specialists from member RTOs to analyze new European policy developments and to help prepare EARTO policy positions.

The Task Force met on November 8th at Fraunhofer headquarters in Munich. The main item of discussion was the IP Charter currently being drafted by the Commission following a proposal by the German EU Presidency.



Several changes to the current Commission draft were discussed and agreed

during the meeting, and are being presented to the Commission by the two RTO representatives on the DG Research Expert Group which is assisting the Commission in the drafting of the document.

A further meeting of the IP Task Force is provisionally planned on January 24th in Brussels, with further discussion of a revised Commission draft on the IP Charter as the principal item on the agenda. There will also be space to discuss IP issues of common interest.

Any members interested in joining the Task Force are invited to contact taffah@earto.org

How is your RTO Performing in FP7?

To help you judge how well your RTO is performing relative to other RTOs in FP7, EARTO will launch a benchmarking exercise for members in January 2008.

Data will be collected from members – but presented anonymously – on the numbers of proposals passing threshold and receiving funding. We will distinguish proposals in which members are coordinators or ordinary participants, and we will cover the main programmes within FP7: the thematic priorities, SME-specific measures, ERC, etc. The data will also be classified according to the size of each RTO, in order to permit more meaningful comparisons.

We propose to develop this benchmarking tool progressively. At the beginning, reference values in the form of percentages and averages will become robust only after we have accumulated a sufficient volume of data. Once a satisfactory threshold has been reached, however, it will be possible to offer facilities for making more refined comparisons, e.g. all proposals/projects within a specific thematic priority.

For further information about this initiative, please contact baumeister@earto.org.

Responsible Partnering Conference Lisbon, 3-4 December 2007

The purpose of this Special Conference – organized with our partners EIRMA, EUA and PROTON Europe – was to take stock of the effectiveness of R&D collaboration and knowledge and technology transfer involving research and industry; assess how well the recommended *Responsible Partnering* good practices are working; and to map out where further improvements are required and how these can be achieved.

The conference was held under the auspices of the Portuguese presidency of the European Union and confirmed the continuing relevance and usefulness of the Responsible Partnering initiative.

OTHER NEWS

ICT Drives Productivity

A new report by the United States Information Technology and Innovation Foundation examines European productivity growth. After a long period over which Europe has been catching up with the United States in terms of productivity, this trend has reversed.

In the last decade productivity growth in the United States has accelerated, from an average of 1.6 percent per year from 1980 to 1994 to 2.7 percent since then. In contrast, productivity growth in Europe has gone in the other direction, declining from 2.3 percent per year to 1.4 percent.

The ITIF report examines this reversal of trends and finds that a key driver appears to be in the lower levels and use of information and communications technology (ICT) in Europe. Lower levels of investment in ICT and less effective use of existing ICT explain a significant share of the lower rates of productivity growth in the European Union over the last decade when compared to the United States.

[More](#)

New IPR Helpdesk Booklet: Responsibility and liability in FP7

The main responsibility participants in FP7 projects have toward the Commission is to carry out the project work in accordance with the work plan detailed in Annex I and the rules established in the grant agreement. In order to ensure good performance, participants use the consortium agreement to further define their technical responsibilities and an effective collaboration within the consortium.

[More](#)

New nanoelectronics R&D programme

A new programme – called CATRENE – will follow up MEDEA+, a European-wide collaborative research programme centred on microelectronics and which is part of the EUREKA programme.

MEDEA+ supported 77 projects, involving 20,000 person-years and around 450 partner organisations. The results of the projects included innovations within areas such as automotive and traffic control, broadband communications, secure society, energy saving and healthcare.

CATRENE (Cluster for Application and Technology Research in Europe) will have two novel features: the Lighthouse Project, to address major socio-economic needs (such as transportation, healthcare, security, energy and entertainment) and a new structure that

will focus on large application markets, identified in a roadmap of required technologies.

CATRENE will start on 1 January 2008 and will last four years and may be extended for a further four years. It will operate under the EUREKA programme. Commercial participants in EUREKA projects can get half their costs paid by their national governments, while academic institutions can get up to 75 per cent of their eligible costs paid.

[More](#)

Marie Curie Industry-Academia Partnerships and Pathways

Information Event, 14th January, Brussels

This is an information event about a Call for Proposals for the Marie Curie Industry-Academia Partnerships and Pathways (IAPP) scheme.

This scheme funds partnerships between public and private research organisations based on a common research project. They aim to foster co-operation between the public and private sectors, to stimulate long-term collaboration between the sectors, and to address the perceived or real barriers which inhibit movement of researchers between the public and private research domains.

Each IAPP project involves at least one research active private sector company and at least one research active public sector organisation. The private partners may range in size from the smallest micro-companies with a research capability to very large multinational enterprises. Public sector organisations can include universities, NGOs, government research institutes.

Funding is typically for 4 years and is up to 100% of the costs of the project; no matching financing is required.

[More](#)

Final Agreement Clears Way for Launch of First JETIs

Following the Commission proposal and the Competitive Council agreement, the European Parliament has now (December 11th) formally approved the launch of the first Joint European Technology Initiatives:

- ARTEMIS, addressing microsystems applications, e.g. in vehicles or household equipment;
- ENIAC, addressing high level miniaturisation;
- The "Innovative Medicine Initiative" aimed at developing new knowledge in medicine, and
- Clean Sky, seeking ways to increase competitiveness of the European aeronautics industry.

[More](#)



Recent and Upcoming Events by and with EARTO

2008

May 28 th – 30 th	EARTO Annual Conference	Madrid
April 6 th – 7 th	EARTO-EUROTECH Special Interest Group	Dresden
February 4 th	EARTO Steering Committee	Brussels
January 24 th	IPR Task Force (to be confirmed)	Brussels

2007

December 17 th	DG Research SME Advisory Group	Brussels
December 10 th	EARTO Task Force on FP6 Audits: Average Personnel Costs, Definition of Productive Hours	Brussels
December 6 th	EARTO-EUROTECH Working Group on Energy Security	Brussels
December 3 rd – 4 th	Effective Collaborative in R&D and Technology Transfer a <i>Responsible Partnering</i> conference, under the auspices of the Portuguese EU Presidency EARTO – EIRMA – EUA - PROTON	Lisbon

The EARTO Meeting Facilities

Since December 1st the EARTO meeting facilities are available in a reconfigured format.

The EARTO first-floor meeting room is available for meetings of up to 16 participants.

Bigger meetings can be accommodated in a large, modern meeting room on the 5th floor of our building.

Members are also welcome to use a second, smaller room suitable for up to five people. This room is available free of charge to EARTO members

For further information, please contact Birgitte Malz at the EARTO Secretariat: +32-2-5028698

