

SCUBE-ICT & SEF.BY networking event
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FP7

for small and medium enterprises

a decade of EU research

from the point of view of a

Polish SME

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Association for Regional
Development and Entrepreneurship



Vice-Chair of the AMI@Work Family of Communities

from 1998 till now...

- FP5, FP6, FP7
(ICT, Security, SSH)



- eContent
- Leonardo da Vinci



- EQUAL



- Interreg

- EFRD, EFS



EUROPEAN REGIONAL
DEVELOPMENT FUND

from 1998 till now..

iTTi

e-technologies & business

*EU funds –
the key growth driver*



rozwoj.org

*created as a result of
an EU project*

i.nnovation

*based on funds for
innovation*

*a vehicle for some
research areas*



University of Poznań

FP7 for SMEs...

a few
myths

demystifying...

1

**FP7 promotes
participation of SMEs**

1

FP7 promotes participation of
SMEs



BUTs:

- R&D character
- market orientation?
- long-term vs. short-term objectives
- cash-flow!

- contacts...
- do you have a „brand“?

2

**FP7 means
easy money**

2

FP7 means easy money



BUTs:

- competition
 - excellence
 - proposal
 - contacts...
-
- cash-flow!
 - currency exchange risk

3

**EC is a „good uncle”
that finances
all your needs**

3

EC is a „good uncle”
that finances all your needs



BUTs:

- co-financing (50-75%)
- qualified costs
- overheads (normally 20%)

- themes/challenges
- proposals
- EU-centered consortia!

4

*homo sum, humani nihil a
me alienum puto*

*everything's for
people....*

4

everything's for people....



- „EU department” development between 1998 – 2008:
 - EUR 0 EUR 1 – 1.5 million / per year
 - 1 person 25..30 persons
 - 0 projects 3-6 simultaneous projects
- ITC consulting – we were not „producers” *per se*
 - few „products” for ourselves
 - mostly knowledge and position
 - services for others

4

everything's for people....

- PSILOC World Traveller



- COMARCH – telecoms & gov sector

COMARCH

- RODAN SYSTEMS – data mining & KM management

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