

# Stimulating SME involvement in FP6 in New Member States & Candidate Countries

**30<sup>TH</sup> SEPTEMBER 2004 – OPTIONAL PRE-PROGRAMME  
“BIC FUNDAMENTALS”**

**1<sup>ST</sup> OCTOBER – MAIN PROGRAMME**

**VENUE:**

**HOTEL FORUM BRATISLAVA**  
HODŽOVO NÁMESTIE 2, 816 25 BRATISLAVA, SLOVAKIA  
TEL.: +421 2 5934 8111, FAX: +421 2 5441 4645  
[HTTP://WWW.FORUMBA.SK/](http://www.forumba.sk/)

**FOR FURTHER INFORMATION, PLEASE CONTACT:**

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*This event is organized within the framework of the DETECT-IT project which is supported by the “Stepping up Economic and Technological Intelligence”(ETI) actions of the Sixth Framework Programme.*



## DRAFT PROGRAMME

### PRE-PROGRAMME (OPTIONAL) - THURSDAY 30<sup>TH</sup> SEPTEMBER

Moderator: Philippe Vanrie, CEO, EBN

14:00 – 16:00	<b>“BIC FUNDAMENTALS”</b> <ul style="list-style-type: none"><li>✓ <b>Origins of BIC concept</b></li><li>✓ <b>What is a BIC? Core services</b></li><li>✓ <b>Advanced BIC Services</b></li></ul> <p style="text-align: center;"><i>Questions &amp; answers</i></p>
16:00 – 16:30	<i>Coffee break</i>
16:30 – 18:30	<b>“GETTING INVOLVED IN NETWORK ACTIVITIES”</b> <ul style="list-style-type: none"><li>✓ <b>Communications and networking – EBN Business.Connect, technical training seminar, EBN Annual Congress etc.</b></li><li>✓ <b>Project Engineering &amp; Management – FP6, DG Enlargement</b></li><li>✓ <b>Technical Assistance and Quality Improvement</b></li></ul> <p style="text-align: center;"><i>Questions &amp; answers</i></p>
20.30	

### WELCOME NETWORKING DINNER - THURSDAY 30<sup>TH</sup> SEPTEMBER (20:30)

# MAIN PROGRAMME - FRIDAY 1<sup>ST</sup> OCTOBER

Moderator: Philippe Vanrie, CEO, EBN

9:00 – 11:00	<p><b><u>SESSION 1: “FP6 &amp; SMES – STRATEGY &amp; OPPORTUNITIES”</u></b></p> <ul style="list-style-type: none"> <li>✓ <b>“Welcome &amp; Introduction”</b> <ul style="list-style-type: none"> <li>◆ <i>Jan Hudazky, MEP &amp; Member of SME Committee (SK)</i></li> </ul> </li> <li>✓ <b>Introduction to FP6 SME Strategy</b> <ul style="list-style-type: none"> <li>◆ <i>Barend Verachtert, Head of Sector: Collective research and promoting SME participation, DG Research (EU)</i></li> </ul> </li> <li>✓ <b>DETECT-IT – A transnational clustering approach to support SME involvement in FP6</b> <ul style="list-style-type: none"> <li>◆ <i>Siobhán McQuaid, DETECT-IT Project Manager, EBN (EU)</i></li> </ul> </li> <li>✓ <b>Co-operation between EC Networks in FP6 (NCP-IRC-BIC-EIC)</b> <ul style="list-style-type: none"> <li>◆ <i>Stefan Vratny, BIC Bratislava (SK)</i></li> </ul> </li> </ul> <p style="text-align: center;"><i>Questions &amp; answers</i></p>
11:00 – 11:30	<i>Coffee break</i>
11:30 – 12:45	<p><b><u>SESSION 2: “FP6 – THE INDUSTRY PERSPECTIVE”</u></b></p> <ul style="list-style-type: none"> <li>✓ <b>Building research co-operation with Industry</b> <ul style="list-style-type: none"> <li>◆ <i>Peter Smith, Procter &amp; Gamble* (US)</i></li> </ul> </li> <li>✓ <b>Using FP6 to build relationships with multinationals</b> <ul style="list-style-type: none"> <li>◆ <i>Hana Chlebna, Managing Director of Czech Invest (CZ)*</i></li> </ul> </li> <li>✓ <b>Case Study: Challenges facing SMEs from new member states in FP6</b> <ul style="list-style-type: none"> <li>◆ <i>Edward Someus, TERRENUM (HU)</i></li> </ul> </li> </ul> <p style="text-align: center;"><i>Questions &amp; answers</i></p>
12:45 – 14:00	<i>Lunch</i>
14:00 – 16:00	<p><b><u>SESSION 3: “HOW TO SUCCEED IN FP6”</u></b></p> <ul style="list-style-type: none"> <li>✓ <b>NCP experiences in facilitating FP6 success</b> <ul style="list-style-type: none"> <li>◆ <i>Dr. Aleksander Bakowski, Polish SME-NCP (PL)</i></li> </ul> </li> <li>✓ <b>Building a successful consortium in FP6</b> <ul style="list-style-type: none"> <li>◆ <i>Balázs Bodo, Geonardo (HU)</i></li> </ul> </li> <li>✓ <b>The secrets of Framework 6 success</b> <ul style="list-style-type: none"> <li>◆ <i>Dr. Sean McCarthy, Hyperion Ltd (IRL)</i></li> </ul> </li> </ul> <p style="text-align: center;"><i>Questions &amp; answers</i></p>
16:00 – 16:30	<b><u>OFFICIAL CLOSURE</u></b>
16:30 – 17:00	<i>Coffee break</i>

17:00 – 18:30	<p><b><u>PARALLEL WORKSHOPS SESSION (OPTIONAL):</u></b>  <b><u>“PARTICIPATING IN SPECIFIC PROJECTS/CLUSTERS”</u></b></p> <p>In these workshops, the FP6 Experts who are animating transnational clusters in IST, Food Safety &amp; Quality and Environment/Energy will discuss in an interactive format the profile of SMEs involved in these clusters, activities being organized and FP6 projects submitted or under construction. Organisations who may have SME clients interested in participating in these clusters should attend the most relevant session. Also open to SMEs</p>
<p>✓ <b><u>Workshop 1:</u></b>  <b>Sustainable Energies &amp; Environment</b></p> <p><b>Food Quality &amp; Safety</b></p> <p><u>Animated by:</u></p> <p>◆ <i>Alain André, CICOM (FR) &amp; Patricia Merei, Innostart (HU)</i></p>	<p>✓ <b><u>Workshop 2:</u></b>  <b>IST</b></p> <p>◆ <i>Paolo Zupa, DETECT-it expert (IT) &amp; Christine Montagut, UBIFRANCE (FR)</i></p>

Please note that some speakers are still to be confirmed. The programme will be regularly updated on the “Events” section of DETECT-it [www.detect-it.org](http://www.detect-it.org) and EBN web sites: <http://www.ebn.be>.

## BACKGROUND TO DETECT-IT

In Europe, SMEs generate the majority of radical innovations and technological breakthroughs. Yet, several factors still tend to curb SME innovation/R&D activities and their participation in EC RTD programmes:

- SMEs do not have the necessary in-house knowledge and skills to manage the RTD process;
- They are predominantly inward looking and have short term vision;
- There is a lack of awareness-raising activities about the benefits and opportunities for SMEs in RTD and innovation;
- As a consequence there is a subsequent lack of human resources allocated to RTD activities in SMEs;
- Those SMEs who do participate in EC RTD projects are ill prepared for the administrative and financial burden relating to participation in EC programmes.

DETECT-IT is a European project which aims to tackle some of the problems faced by SMEs in participating in EC R&D projects. The project involves forty-two partners from sixteen countries and hundreds of SMEs from across Europe. A particularly innovative element of DETECT-IT is the involvement of leading corporates from the private sector. Companies like Procter&Gamble, BT and Gaz de France recognise the innovative capabilities of SMEs and through DETECT-IT, they are working to identify and establish collaborative research opportunities.

DETECT-IT is supported within the framework of the “Stepping up Economic and Technological Intelligence” actions of the Sixth Framework Programme.

## OBJECTIVES

The overall objective of the DETECT-IT project is to mobilise a network of 30 EC Business Innovation Centres (BICs) incubators to identify and encourage small and medium-sized enterprises (SMEs) to participate in FP6 (sixth framework programme) research. The BIC is the only EC-accredited model for supporting business creation and they also have a mandate to provide innovation services to existing SMEs.

Over the duration of the project over 1000 SMEs from the client base of the BICs will be audited and clustered into the three target industry sectors of **IST, Food Quality & Safety and Environment & Energy**. These clusters grouping SMEs with similar technology profiles and innovation needs will be animated by a BIC with the support and guidance of a corporate mentor, a leading industry player in each sector. A pool of early-stage financial support organisations has also been put in place to support these sub-clusters in recognition of the difficulties SMEs face in financing research activities. The involvement of academic and research institutions in clusters will be encouraged.

The success of the project is also dependent on a group of FP6 experts made up of NCPs, technology brokers and recognised EC experts in each of the three target industry sectors. Over the duration of the project this group will help in the clustering of SMEs and will identify and follow up opportunities for these SMEs in new FP6 instruments, in particular Integrated Projects.

The longer term goal of the project is to develop and refine a sustainable deal-flow mechanism to channel the SME clients of the BICs to the appropriate research opportunity using the intermediary mechanism of the relevant NCP. Stimulating corporate-SME co-operation in the R&D area is also a long term goal. Finally throughout the DETECT-IT project, a particular emphasis is placed on the development of regional networking models for RTD support in the NAC countries.

## WHO SHOULD ATTEND ON 1<sup>ST</sup> OCTOBER ?

- ↙ **NCPs, IRCs**, regional support structures with responsibility for SME involvement in RTD;
- ↙ **Incubators and BIC Managers**;
- ↙ **Research organizations**, both public and private, in particular those involved in IST, Food Safety and Quality and Environment and Energy;
- ↙ **Academic institutions** involved in research in IST, Food Safety and Quality and Environment and Energy;
- ↙ **EC, national and regional policy makers** in the area of innovation and R&TD;
- ↙ FP6 Project Leaders in particular **IP Project Leaders** in the area of IST, Food Safety and Quality and Environment and Energy;
- ↙ Other **ETI Project Leaders** in the area of IST, Food Safety and Quality and Environment and Energy;
- ↙ **EC Project Officers** responsible for co-ordination of FP6 research activities, in particular concerning SMEs and IST, Food Safety and Quality and Environment and Energy;
- ↙ **R&D Managers** of leading corporate players in IST, Food Safety and Quality and Environment and Energy sectors;
- ↙ **SME support instruments** and regional development players;
- ↙ **Chambers of Commerce**;
- ↙ **Sectoral representative associations** in IST, Food Safety and Quality and Environment and Energy;
- ↙ **Financial instruments** supporting early-stage SMEs.

## DETECT- IT PARTNERS

Group	No. of participants	Members
1. Project Co-ordination	1	<ul style="list-style-type: none"> <li>• EBN</li> </ul>
2. FP6 Expert Group	9	<ul style="list-style-type: none"> <li>• ANVAR</li> <li>• Brussels Enterprise Agency</li> <li>• BIC Bratislava</li> <li>• UBIFRANCE</li> <li>• Dr. Paolo Zupa</li> <li>• Centro Sviluppo</li> <li>• PEACRITT</li> <li>• Euroscan</li> <li>• INBIS</li> </ul>
3. Methodological Working Group	6	<ul style="list-style-type: none"> <li>• Brussels Enterprise Agency</li> <li>• BIC Bratislava</li> <li>• Dr. Paolo Zupa</li> <li>• Centro Sviluppo</li> <li>• INBIS</li> <li>• Pronovus</li> </ul>
4. BIC Participants	30	<ul style="list-style-type: none"> <li>• Innotek (BE)</li> <li>• Socran (BE)</li> <li>• BIC Brno (CZ)</li> <li>• BIC Ostrava (CZ)</li> <li>• BIC Plzen (CZ)</li> <li>• Hermia (FI)</li> <li>• Cicom (FR)</li> <li>• Thesame (FR)</li> <li>• BIC Frankfurt Oder (Ger)</li> <li>• Wista (Ger)</li> <li>• BIC of Attika (GR)</li> <li>• Innostart (Hungary)</li> <li>• BIC Dublin (Irl)</li> <li>• SEBIC (Irl)</li> <li>• BIC Lazio (It)</li> <li>• BIC Abruzzo (It)</li> <li>• Promofirenze (It)</li> <li>• Tecnopolis Csata (It)</li> <li>• BIC Twente (Neth)</li> <li>• NET (Port)</li> <li>• BIC Bratislava (Sl)</li> <li>• BIC Cassovia (Sl)</li> <li>• BIC Euronova (Sp)</li> </ul>

		<ul style="list-style-type: none"> <li>• Ciudad Real (Sp)</li> <li>• BIC Valencia (Sp)</li> <li>• CIMTEC (Switz)</li> <li>• BIC Birmingham (UK)</li> <li>• TEK (UK)</li> <li>• Pronovus (UK)</li> <li>• Culminatum (FI)</li> </ul>
5. Cluster Animators	10	<ul style="list-style-type: none"> <li>• Socran (BE)</li> <li>• Hermia (FI)</li> <li>• Cicom (FR)</li> <li>• BIC Frankfurt Oder (Ger)</li> <li>• Wista (Ger)</li> <li>• BIC of Attika (GR)</li> <li>• Innostart (Hungary)</li> <li>• Promofirenze (It)</li> <li>• BIC Valencia (Sp)</li> <li>• BIC Birmingham (UK)</li> </ul>
5. Corporate mentors	3	<ul style="list-style-type: none"> <li>• BT</li> <li>• P&amp;G European</li> <li>• GDF</li> </ul>
6. Portal development	1	<ul style="list-style-type: none"> <li>• BT</li> </ul>

Contact details available on: <http://www.detect-it.org> .



## ABOUT THE BICs & EBN

European Community Business & Innovation Centres – or EC BICs as they are officially known – are support organisations for innovative small and medium-sized businesses (SMEs) and entrepreneurs. They are recognised by the European Commission through a quality certification scheme, which enables them to obtain the European “EC-BIC” label.

### GLOBAL MISSION

BICs are business and innovation support instruments assisting regional and local economic development. Their role is to support the creation of new innovative firms and to help existing firms to modernise and innovate, throughout a complete set of incubation services within an internationalisation context.

### CORE BUSINESS SERVICES

The pillars of BICs’ services are:

- ↗ the promotion of entrepreneurship;
- ↗ the pro-active detection of innovative projects (individual and collective projects from entrepreneurs, SMEs and researchers)
- ↗ strategic guidance before, during and after start-up phase (incubation and follow-up)
  - during incubation (risk analysis, business planning support, mentoring, access to financing)
  - follow-up after creation (post incubation) with a focus on financial engineering and hands-on strategic guidance and operational support
- ↗ providing innovative firms with physical incubation facilities and related services
- ↗ supporting innovative firms in the internationalisation process
- ↗ providing innovative firms with technological and marketing assistance
- ↗ academic spin-off and industrial spin-out engineering
- ↗ organising training courses for innovative entrepreneurs
- ↗ supporting co-operation (including clustering) between innovative firms
- ↗ sign-posting towards existing service providers and other support organisations, as well as the building of an external talent pool are recommended

### THE EUROPEAN NETWORKING DIMENSION

EC BICs are collectively represented by EBN, the European BIC Network, based in Brussels whose aim is to develop, co-ordinate and promote the growth of the BIC network within and outside the European Union. Since its creation in 1984, EBN has grown substantially and there are now 160 BICs (full members) in 21 countries as well as 60 additional associate members who share the same objective of SME support and development.

## PRACTICAL INFO

↪ The seminar will take place at:

### Hotel FORUM Bratislava

Hodžovo námestie 2, 816 25 Bratislava, Slovakia  
Tel.: +421 2 5934 8111, Fax: +421 2 5441 4645

The hotel is located in the city centre (near historical and shopping districts), 60 kms from Vienna airport and 30 min. drive from Bratislava airport. Taxi fares to Forum Hotel are about 73 € from Vienna airport and about 15 € from Bratislava airport.

For further information on the venue: <http://www.forumba.sk>

For access map: <http://www.forumba.sk/vt-ext.html>

↪ As far as **accommodation** is concerned, a block booking has been made by EBN at Hotel Forum\*\*\*\*. See attached form for room rates. For reservation, please return the booking form directly to Hotel Forum before 30<sup>th</sup> August. After this date reservations are subject to availability.

The following hotels are also close by. Please visit their web-site for reservation directly.

Hotel Danube <http://www.hoteldanube.com>

Hotel Devin <http://www.hoteldevin.sk>

Hotel Tatra <http://www.hoteltrata.sk>

Hotel IBIS <http://www.bratislavahotels.com/bratislava-hotel-ibis>

(Hotel IBIS is a lower cost alternative. Double room approx. €66)

For details of other hotels, please visit the following site

<http://www.bratislavahotels.com>

↪ The training session will be held **in English**.

↪ To register for the event, please return the attached registration form to EBN by 30<sup>th</sup> August 2004. Please specify whether you will also attend the pre-programme on 30<sup>th</sup> September.

↪ Participants will be offered the possibility to attend a “**networking dinner**” on Thursday 30<sup>th</sup> September in an attractive restaurant located in the city centre (walking distance from the hotel). Please confirm your participation by ticking the appropriate box on the registration form to be returned to EBN. We will send further details on the venue by e-mail nearer the time.

## CONTACTS

### **EBN**

Avenue de Tervueren, 168 Bte 25

B – 1150 Bruxelles

Tel : + 32 2 772 89 00

Fax : + 32 2 772 95 74

E-mail : [ebn@ebn.be](mailto:ebn@ebn.be)

Web site : <http://www.ebn.be>

**Contact : Laura Delgado**



### **BIC Bratislava**

Zochova, 5

SK – 811 03 Bratislava

Tel : + 421 2 54 41 75 15

Fax : + 421 2 54 41 75 22

E-mail : [bic@bicba.sk](mailto:bic@bicba.sk)

Web site : <http://www.bicba.sk>

**Contact: Peter Kopkas**



## **Registration Form**

**“Stimulating SME involvement in FP6 in New Member States & Candidate Countries”**

*Bratislava, 30<sup>th</sup> September/1<sup>st</sup> October 2004*

**To be returned to EBN by fax ( + 32 2 772 95 74) or e-mail ([info@detect-it.org](mailto:info@detect-it.org))**

**by 17th September 2004**

ORGANISATION NAME: .....

NAME : - Participant 1 : .....

- Participant 2 : .....

ADDRESS: .....

CITY : ..... POSTAL CODE : ..... COUNTRY : .....

E-mail : -Participant 1 : ..... Participant 2 : .....

TEL. : ..... FAX : ..... V.A.T. No. ....

### **Registration details (Please tick the appropriate boxes)**

#### **Registration fee (V.A.T. not included\*) - Fee covers lunch and refreshments**

For 1 participant:  30 €      For 2 participants:  50 €

#### **Optional pre-programme (Thursday 30th September)**

I/We will attend the pre-programme on “*BIC Fundamentals*” (no charge)

#### **Optional networking dinner**

I/We will attend the networking dinner on Thursday evening (30<sup>th</sup> September)  
20 € x ..... n°. of participants = ..... €

#### **Parallel workshops session (Friday 1st October afternoon)**

I will attend the following parallel workshop:

Participant 1:  IST       Energy & Environment       Food quality & Safety  
Participant 2:  IST       Energy & Environment       Food quality & Safety

**To confirm the present registration, I agree to pay the following amount: ..... €**

by credit card (Visa or Eurocard)

Visa       Eurocard

N°:     -     -     -

Expiration date : ...../.....

To EBN's bank account N° 210-0376689-90 at Fortis Banque, 14 Place du Luxembourg, 1040 Bruxelles – Swift code: GEBABEBB 36 A – IBAN: BE 34 210 0376689 90 - Reference: “*Bratislava seminar*”

by enclosed cheque

Date : .....

Signature: .....

*\*the payment of a 21% V.A.T. is compulsory for Belgian companies, as well as for EU companies which are not liable for V.A.T.*

## **EBN SEMINAR**

**“Stimulating SME involvement in FP6 in New Member States & Candidate Countries”**

*Bratislava, 30<sup>th</sup> September/1<sup>st</sup> October 2004*

### **Hotel booking form**

(1 form per participant) **Please complete this form and**

**Return it to Hotel Forum ASAP.**

**PLEASE NOTE FOR DETAILS OF OTHER HOTELS PLEASE SEE THE SECTION PRACTICAL INFO**

by fax: + **421 2 5443 14 61** (reservation department) or e-mail: [sales@forum.sk](mailto:sales@forum.sk)

#### **HOTEL FORUM \*\*\*\***

(Venue of the seminar)

*Hodzovo Námestie, 2, SK – 816 25 Bratislava*

TEL: + 421 2 5934 81 11 / FAX: + 421 2 5441 46 45/ <http://www.forumba.sk>

**Single room : 114 €**       **Double room: 124 €**

The rates are per room and per night, including breakfast, services and taxes  
These rates are confirmed until 30<sup>th</sup> August 2004. After that date, reservation and rates will be  
subject to hotel availability

**29<sup>th</sup> September**       **30<sup>th</sup> September**       **1<sup>st</sup> October**

**Total number of nights: .....**

#### **CONTACT DETAILS**

**ORGANISATION :** .....

**NAME :** .....

**ADDRESS:** .....

**CITY :** ..... **POSTAL CODE :** ..... **COUNTRY :** .....

**E-MAIL :** .....

**TEL. :** ..... **FAX :** .....

#### **PAYMENT**

##### **By credit card**

I authorise a charge on my credit card       VISA     EUROCARD     MASTERCARD  
 Diners Card     American Express

for the amount of .....€ I attach a copy of my credit card (both sides).

##### **By bank transfer**

I am paying the sum of ..... € to: Ceskoslovenska obchodna banka a.s. - Address: ustredie Michalska 14, pob. Krizna 46-186 25 Bratislava – Account n°: 483667423/7500 – SWIFT code: CEKOSKBX – IBAN code: SK 29 7500 0000 0004 8366 7423, with the reference “EBN seminar”, name and organisation. Payment must be received by 30th August at the latest.

#### **CANCELLATION**

Cancellations should be made in writing;

**Name :**

**Date:**

**Signature :**  
(compulsory)