

MINUTE
National Meeting Enterprise Europe Network
COSME – H2020
26 -27 June 2017, Constanta

Participants:

58 persons participated at the National Meeting of the Network, representatives of the 4 Romanian Enterprise Europe Network consortia.
From EASME participated Anna Sibilla – project advisor – EASME responsible for Romanian EEN Consortia.
The Agenda of the meeting is attached.

26.07.2017 – Day 1

Irina Gaitanaru (Coordinator of ERBSN Consortia and organiser of the National meeting) – Welcome speech

Ion Danut Juganaru (General Manager CCINA Constanta – ERBSN Consortia)– Welcome speech

Liviu Musat (General Manager ADR Sud-Muntenia) and Anna Sibilla (country officer EASME) said a few words about the goals and expected outcomes of the meeting

The coordinators (Raluca Cibu Buzac - **RO-Boost SMEs** , Ioana Pavel - **BISNet Transylvania**, Gilda Niculescu - **PROSME**, Daniela Traian - **PROSME**) presented themselves.

Participants presentation – each presented themselves and said a few words about their activity in the Network

Irina Gaitanaru (ERBSN) made a presentation about the ERBSN Consortia

Anna Sibilla made a presentation on **Final Report SGA1 & SGA2 proposals' evaluations**

Overall the results are good for Romania, some activities can be improved. If the situation requires, you can decrease the indicators. 2016 was quite a good year, targets were touched.

Three **main recommendations:**

1. A training should be organised, under the lead of ERBSN and Romanian Communication Champion, in order to transfer good practice and boost mutual learning. It is suggested to dedicate an ad hoc training during next national Meeting. The PA and Communication Sector in EASME are available to support the definition of the programme, if needed.
2. Coordinate the updating of the consortia communication materials and channels in order to implement the new Network Branding.
3. Dedicate more attention to "success stories"

Raluca Cibu Buzac presented the ASPYRE project – pilot for scale-ups in Macro Region 4 Interventions from Anna – be realistic with targets. She is curious about the results that the pilot project will have. She also recommends a common facebook account at national level.

Ioana Pavel presented the Scale ups project – it was Cluj University's proposal to apply – 31.000 Euro budget. They will have a meeting in July to prepare actions for project, they may have some changes in methodology.

Raluca Cibu Buzac – at the last SAG it was announced that in autumn will be the TG for Scale Ups plus training in Brussels.

Gilda Niculescu – asked Raluca and Ioana to tell us the steps in the methodology (when ready) to see how it works.

Cristi Ormindean (PROSME) made a presentation of TG Research meeting in Amsterdam

- The scale-up project started with a report from a lady in UK. Britain is committed to support Scale-ups. It seems that there is a confusion between scale ups and start ups. Scale ups should not be start ups, because scale up is a company that has a replicable business model. They are setting up scale up labs. CCI Amsterdam is trying to find the data base of companies in order to identify a business model. Iti is a test for SP9.

Anna Sibilla told Cristi that he should inform further the consortia involved in scale ups with the information from TG Research.

Cristina Balgradean (CENTI Cluj) presented **The role and activities of the OSH Ambassador for the Enterprise Europe Network organisations from Romania** (presentation from Simona Barsan, who was not able to join the meeting)

Objectives of the OSH Ambassadors (1)

1. Participate in the Annual EEN OSH Ambassadors meeting in Bilbao.
2. Contact and exchange information with the national FOP about respective annual activity plan.
3. Invite FOP to at least 1 Network national meeting a year allowing sharing information to Network partners and/or SMEs.
4. Dissemination of free OSH Campaign promotional materials to national Network partners and SMEs (on the occasion of company visits and organised events).
5. Include the EEN OSH Ambassador logo on the host organisation's webpage.
6. Include at least 4 pieces of news provided by EU-OSHA and/or FOP in the weekly or monthly newsletter sent to SMEs and other stakeholders.
7. **Promote for further dissemination** OSHmail and OSH information received from EU-OSHA to national Network consortia.
8. **Promote the EEN OSH Award** among national Network partners.
9. **Fill-in the EU-OSHA annual online survey**, on the basis of information received from national Network partners that carried out OSH related activities.

10. **Promote pan-European and national public consultation about OSH.** Collection of feedback for consultations at EU level can be reported as SME feedback result in PES.

The Romanian Consortia Coordinators are kindly asked to support the activity of the OSH Ambassador by actively:

- **Dissemination to their consortium partners of the information received from the OSH Ambassador** (free order of Campaign materials, the monthly OSHmail, etc.)
- **Supporting of the OSH Ambassador, when requested, with info for the annual report to EU-OSHA** regarding the OSH activities carried out by the Romanian Network consortia.

Anna Sibilla - Presentation – **Reinforcing the cooperation in the Aeronautic, the MoU signed with Clean Sky Joint Undertaking**

A few inputs from the presentation:

General objectives are:

- Improve the environmental impact of European aeronautical technologies in order to: Contribute to the achievement of Europe's 20/20/20 targets.
- Secure the future international competitiveness of the European aeronautical industry.

Specific objectives are:

- Integrate, demonstrate and validate technologies capable of:
- Increasing aircraft fuel efficiency thus reducing CO2 emissions by 30%.

reducing aircraft NOx and noise emissions by 20 to 30 %

CS2 at a glance :

EU funding from H2020: €1755 M

Duration of the initiative: up to 2024

Calls publication: in general several/year (30% of the total budget allocated to call for partners)

Evaluation: 1 step

Typology of projects: rather small; topics are precise and often demand "monobeneficiary" applicants. Technical procurement may be launched for limited topics. 16 large companies are members of the JU. Core partners, will be funded with a further 30% of budget following the launching of calls for proposals

The MoU with Romania :

MoU signed between the Ministry for Research and Innovation from Romania and Clean Sky JU (CSJU)

- The Ministry for Research and Innovation from Romania launched a dedicated action (through call for proposals) for supporting synergies between ESIF and Horizon 2020 and other international R&D programmes, including CSJU.

- The action is called „COMPLEMENT”, gives financial support by Structural Funds to RTD&I projects to complement projects undertaken at the level of the Joint Undertaking (in the case of Clean Sky JU).
- "COMPLEMENT projects" are complementary to the activities in the Work Plan and contribute to achieve the JTI's objectives.
- Selected for funding projects have undergone formal verification and eligibility and are funded within the allocated budget,
- The scoring is attributed taking into consideration both ESIF and the associated Horizon 2020/JTIs proposals. The ranking list is made in decreasing order to the consumption of the allocated budget
- Participants from Romania to CLEAN SKY2 as well as to other Joint Technology Initiatives (JTIs) funded by Horizon 2020 may apply to the COMPLEMENT action provided that requirements are respected. (*)
- In order to be eligible for funding under COMPLEMENT, the complementary RDI package must receive from the JTI evaluators a Synergy Label (CLEAN SKY2) or equivalent (others)

Are synergies with the Romanian EEN possible?

- Participating to the Transport Sector Group,
- Promotion of Clean Sky calls during local/regional/national events,
- Promotion of the "COMPLEMENT action" of your Ministry during local/regional/national events,
- Contact with the referents at the Ministry and at Clean Sky to establish connections and get a better understanding of opportunities,
- October 2017: Clean Sky plans a major event to launch its call in Bucharest, there is the availability of the JU to organise this with Network partners.

Cristi Gotia (West RDA - Ro-Boost SMEs) – Presentation NICHE Synergies with EEN

Gilda Niculescu (Muntenia RDA - PROSME) – UpGrade SME Project presentation

- ✓ Project financed through Interreg EUROPE Program
- ✓ General objective: Improving policies in the field of SME competitiveness development
- ✓ Project value: 1.534.775 Euro, SMRDA - 170.900 Euro
- ✓ Implementation period - 5 years, 1st April 2016 – 31st March 2021

Advice from Anna Sibilla – pay attention to parallel activities, not to overlap activities

- Find a way to transmit the knowledge – it is a good period between two programs
- It was a good idea to include synergies
- Organise small groups and different kind of events

Bianca Tataru (West RDA - Ro-Boost SMEs) – Common aspects – our experience/
communication Plan 2017-2018/ upcoming events 2017

Daniel Cosnita (INPULSE - PROSME) presented WG Clusters:

- Clusters as port of entry towards SMEs

- Horizontal vs. vertical approach (relation to the Sector Groups)
- Positioning EEN against other European initiatives regarding clusters (ECCP).

Cornelia Muraru Ionel (INMA – PROSME)

- They have experience in Thematic Group Innovation

27.06.2017 – DAY 2 – parallel discussions on COSME and H2020

Session 1: COSME - Experience exchange

Brokerage events – follow up – which methods are efficient? (Discussions)

SG colleagues – how is the collaboration made?

- SG Automotive , they have one client, follow up is the next step
- For Agrofood clients – they search for events and ask them if they want to participate to fairs and brokerages. Basically, searching for interesting events. There was a fair in Arad – DEMO PLAST – they usually organise a big fair, with multiple fields, but this time it was made only on plastics. They use b2match platform, which is good also for promotion; the costs vary on the number of participants.
- SG participants must have at least one PA per year
- RDA Center make online forms and promote events on website and facebook and then send email to clients
- When you participate to a SG you should have a group of clients in the field, to promote them, you must have experience.

Diana Cojocaru Belteu (CCINA Constanta – ERBSN) – POD training presentation

- Profiles must be the last instrument used for clients, we should help them with other services

Writing profiles tips:

- When we have 2,3 types of cooperation , you can put only the main one in the title.
- Advantages and innovation is very important
- You need a motivation for the choice of the countries
- If we don't select any countries, when a partner searches for profiles targeting his country, our profile will not be found through that search
- Don't use pictures taken from the internet (these can be found with google search images)

Jenny Lawson (ER) said that there are 95 ER now, they still need more

- Their role is to revise the quality of the profile, not the opportunity
- Titles should be free of mistakes
- Acronyms – not in the title. If you are not sure that everybody knows it – explain it
- They are trying to make a messaging system with the ER, with codes
- When exchanging messages for a profile, with an ER, it is preferable that the profile creator mentions what changes have been made

- The role of the IR is as important as the ER – they prefer that IRs make changes, not just write ,profile is ok’
- For a business request, the advantages are the most important
- The summary should be no longer than 3-4 sentences

Martin Taslakov asked us to write to him if we see major mistakes in profiles from the data base.

They all recommend discussions about profiles inside the consortia, during consortia meetings.

Session 2 : H2020 - Meeting KAMs and EIMC experts: how the services are organised in Romania?

Participantii la această intalnire au fost reprezentantii organizatiilor partenerie in cadrul proiectului, respectiv:

- Anna Sibilla - EASME
- ADR Nord-Vest
- ADR Centru
- Tehnopolis SRL Iași
- ADR Nord-Est
- ADR Sud – Muntenia
- ADR SV Oltenia
- SC IPA SA Sucursala Galati
- UPB Bucuresti
- INMA Bucuresti
- IPA SA Bucuresti
- ADR Vest
- CRIMM
- ARIES

The meeting was opened by Anna Sibilla, who asked all the partners in the H2020 project to talk about problems occurred in the implementation phase and activities organisation. She mentioned that all problems can be announced to the Commission directly on email, with her address in cc.

Ioana Pavel explained how they proceeded in KAM activities and mentioned that they are discussing with a company in Baia Mare for KAM services. For now they just analysed the needs of the company. She said that in her organisation there are 3 KAM consultants.

Anna Sibilla asked how they contact companies for this services. The answer was through e-mail or telephone.

Cristian Ormindean explained how they offered KAM services to a company. Their client is in IT and they contacted CRIMM organisation through e-mail. The organisation made the analysis of the needs, searched a coach from the database and chose one from Ireland, who agreed to offer support to this company. The coach and the IT company had discussions

through skype. Cristian Ormindean said a few words about the project proposed by this company. CRIMM has only one KAM and 8 specialists for EIMC services.

Anna Sibilla said that one colleague from EASME, Mr. Erwan, offers access to case tracker (a good and easy to use tool for KAM services) and that it is necessary to have more coaches for finance and asked to identify this kind of specialised persons to register as coaches.

Anna Sibilla mentioned that in SAG there was a discussion about broadening the coach list, and that all the people on the list will be part of the European Innovation Council.

Liliana Baicu from NE RDA presented how they select companies and how many EIMC services they offered.

Gabriela Coman from Tehnopolis Iasi presented the situation in her organisation.

Gilda Niculescu exposed the problems they have been confronted to, when offering EIMC and KAM services.

Marin Alexandru from UPB presented shortly the University, underlining that most of their clients are companies that are already collaborating with the University. He also mentioned problems that appeared and solutions that might be applied.

Cornelia Muraru-Ionel from INMA made an analysis of the situation of this organisation connected to EIMC services.

Anna Sibilla mentioned that during the Annual Conference digitalisation will be one of the topics.

Gabriel Spiridon from IPA SA Bucharest told also about some problems they are facing regarding EIMC services.

Also about problems and solutions was talking Elisabeta Butoi from UTCN.

In the end, Borcea Alexandru from ARIES presented the general situation underlining that these services are about competitiveness more than about innovation.

Raluca Cibu Buzac presented also their EIMC services, how they delivered them and their own problems and solutions.

Anna Sibilla insisted on the participation at specific courses for this project, selecting carefully eligible clients for EIMC and KAM and on the quality offered by all the partners involved in the project for delivering the services.

Common Session:

Conclusions Anna Sibilla:

- It was a good job for the last 2 years, things can be improved.
- She wants to propose to the Commission to get rid of the Progress report
- If we have big future events, he wants to know in order to put them in the country profile

- Staff exchange is not a big issue, they just want to be informed

Raluca Cibu Buzac shared some inputs from the SAG meeting:

- It will be one contract for 2019 and one contract for 2020-2021
- For POD - Muriel de Grande said that now the medium time to publication is 14 days, they want one ER per consortia.
- In TG POD there were some discussions about introducing new demands for Internal Reviewers
- Policy Actions for Social Enterprises – it will be selected one consortia (call for tender) to make training on social issues
- SME instrument – it was discussed for phase 3 – private suppliers have been selected for the instruments
- The last week of August/ first of September – it will be organised a Summer School for coordinators in Athens – the registration is already open
- SG Impact – 588PA; 142ASO; 15000 companies involved; most active are Creative/ ICT, Nano and Micro technologies
- TALIN – next Annual Conference – 30 June was deadline for presentations proposals
- 2019-2020 – 6%budgetary excedent