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Constanta, national meeting 2017 Final Report SGA1 & SGA2 proposals' evaluations

Anna Sibilla, EASME Country Officer
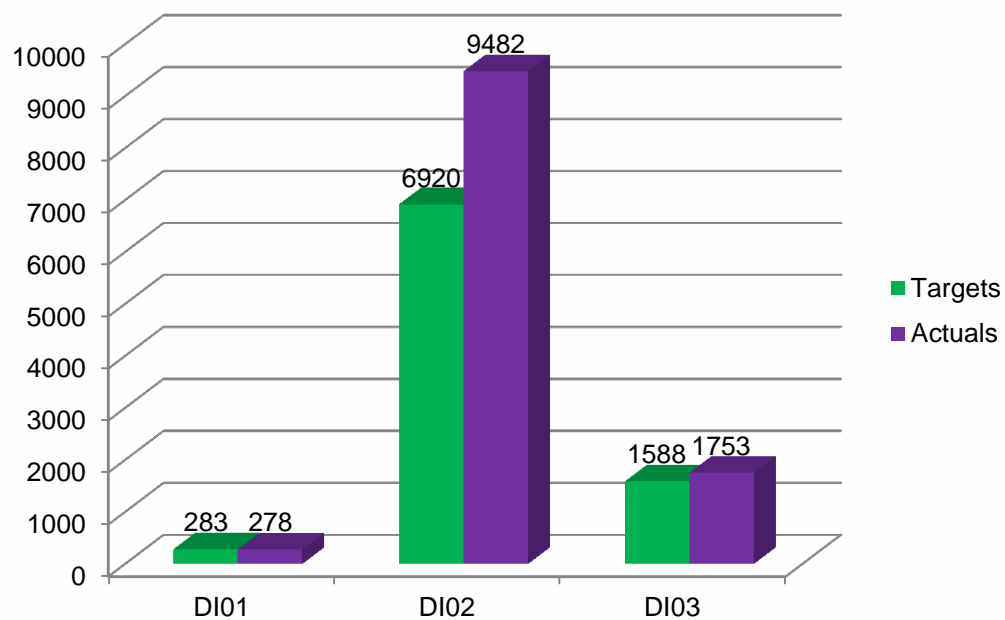
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- ✓ ***COSME SGA1 Final Report*** – first feedback
  (Couple of Feedback Note still to be prepared)

- ✓ ***H2020 SGA 1 Final Report*** – first feedback
  (Couple of Feedback Note still to be prepared)

- ✓ ***SGA2 proposals evaluation***

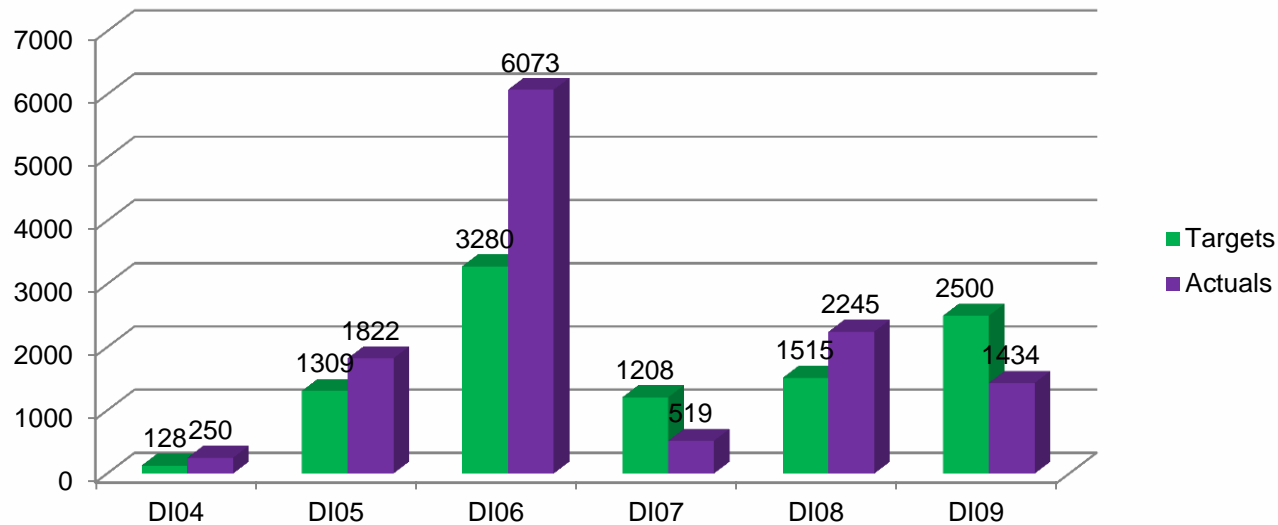- ✓ ***Scale-up pilot evaluation***

COSME Overview

ACTIVITY 1

DI01 # Regional/local events organised

DI02 # Participants in regional/local events

DI03 # SMEs/clients receiving advisory support

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ACTIVITY 2

DI04 # BE & CM organised	
DI05 # SMEs/clients in BE/CM	
DI06 # Meetings at BE/CM	
DI07 # Partnership profiles produced	
DI08 # Expression of interests received	
DI09 # Expression of interests made	

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ACTIVITY 3

700
656

600

500
483

400

300
259
211

200
198
178

100
61
28

0

DI10   DI12   PAs   ASOs
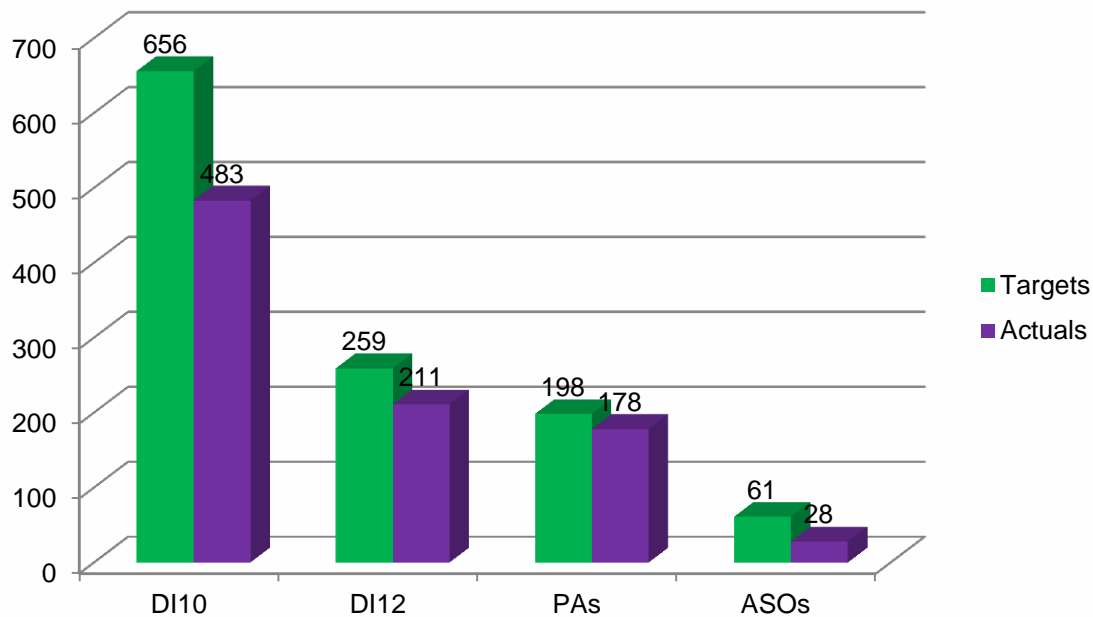
■ Targets
■ Actuals

DI10 # Clients in feed-back related actions

DI12 # Achievements

nDI12 - PA

nDI12 - ASO

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Consortia Achievements
PA & ASO
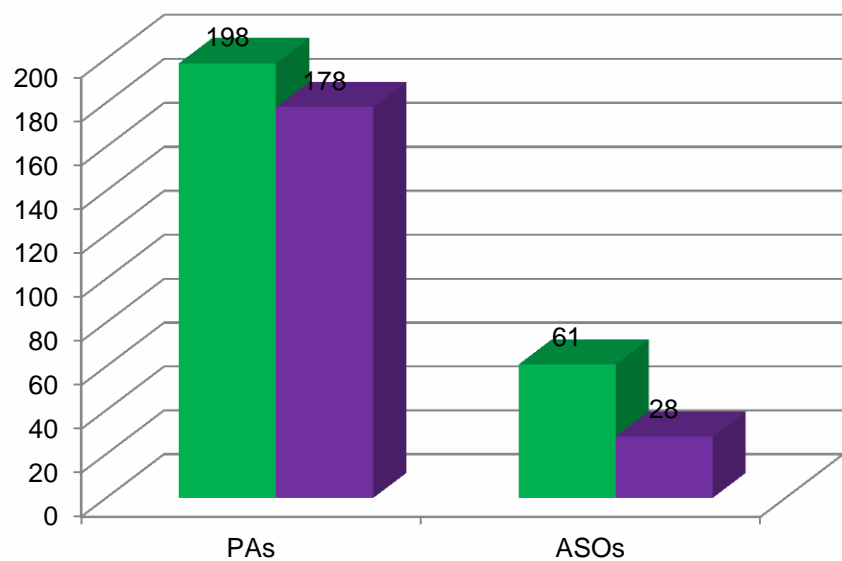
Total SGA1 Achievements		
target	**259**	**80%**
actual	**206**	
PAs		**90%**
ASOs		**46%**

PA & ASO Romania vs Network

178

2633

PAs network
PAs Romania

28

2993

ASOs network
ASOs Romania
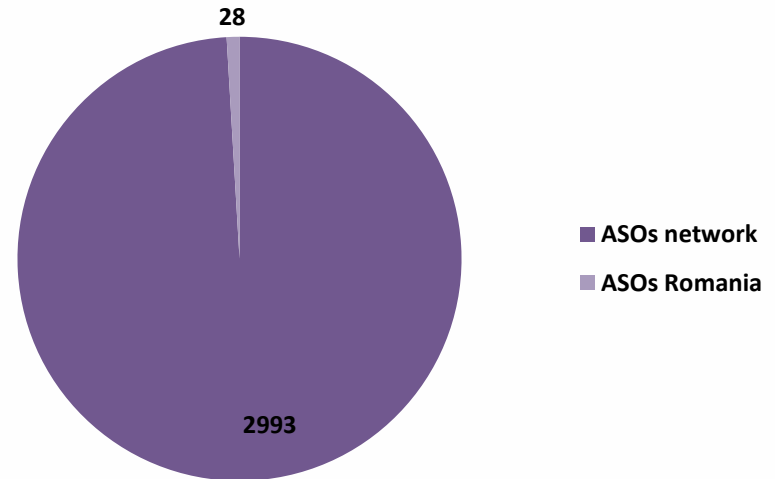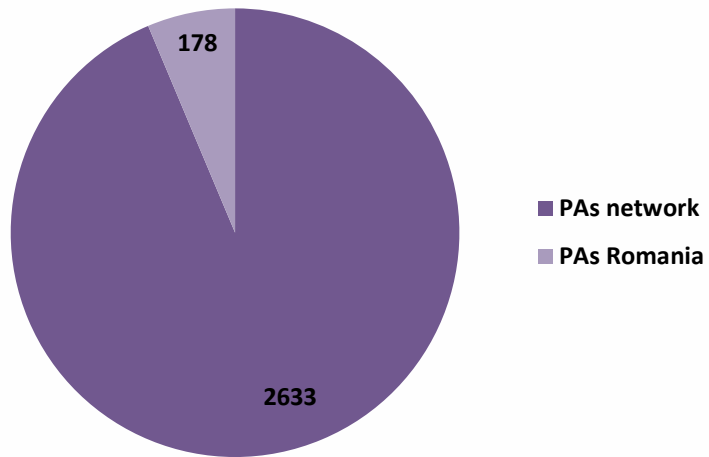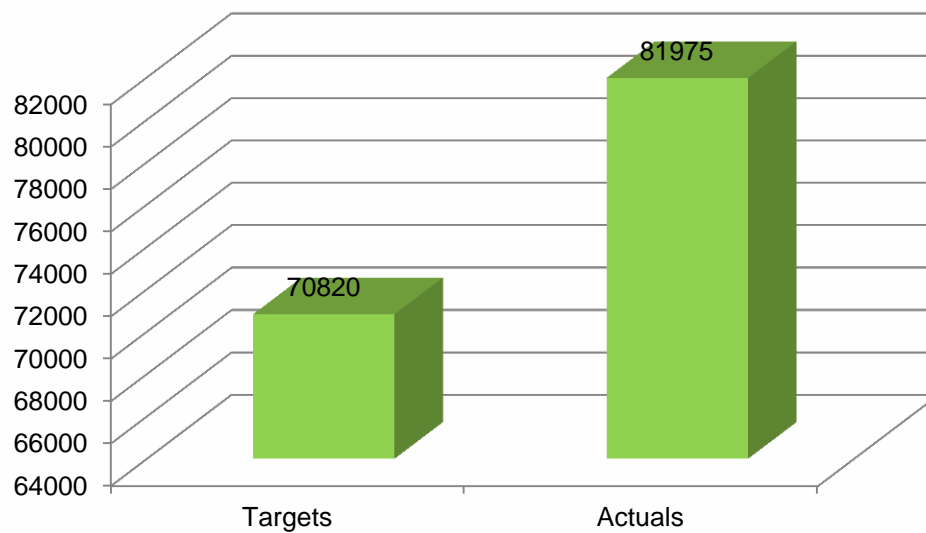
ACTIVITY 5

DI13 # SMEs/clients using digital services

ACTIVITY 6

Chart showing Targets and Actuals for DI14, DI15, DI16:
- DI14: Targets 275, Actuals 263
- DI15: Targets 765, Actuals 817
- DI16: Targets 428, Actuals 416
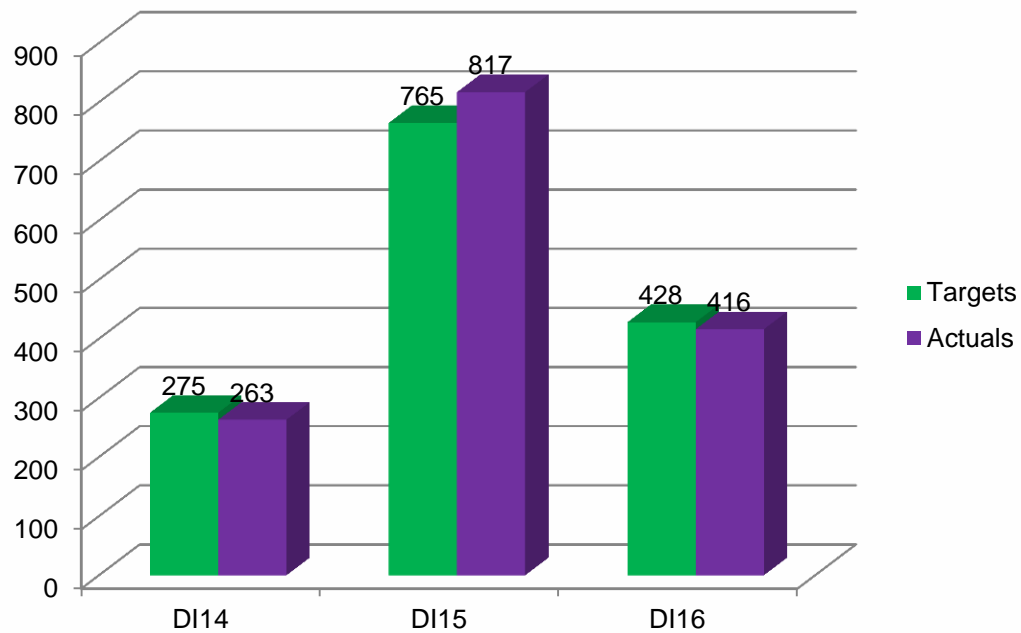
DI14 # Cooperation with local stakeholders

DI15 # Answered enquiries from Network partners

DI16 # Active contributions to Network activities

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KPR 1 – KPR2 – KPR5

Improvements are expected for BISNet and ERBSN in particular

KPR1 – KPR2

Improvements are expected for PROSME in particular

Avarage all KPRs (but KPR4 and KPR6) can be improved by Ro-Boost, none is sign of particularly critical performance.

KPR1 ASOs (DI12)/SMEs/clients receiving advisory support

KPR2 ASOs (DI12) / Number of FTE involved in Network activities in reporting period

KPR3 PAs (DI12) / Number of FTE involved in Network activities in reporting period

KPR4 Meetings at BE/CM (DI06) / SMEs/clients in BE/CM(DI05)

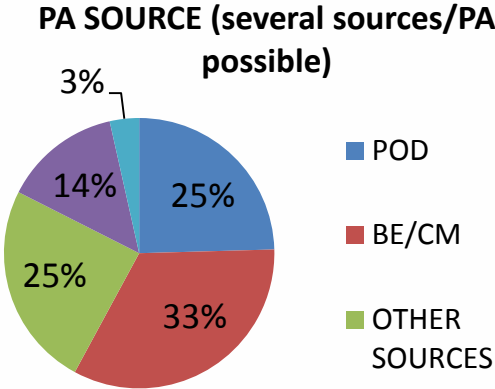**KPR5** PAs (DI12) / SMEs/clients in BE/CM (DI05)

KPR6 EoI received (DI08 /Partnership profiles produced(DI07)
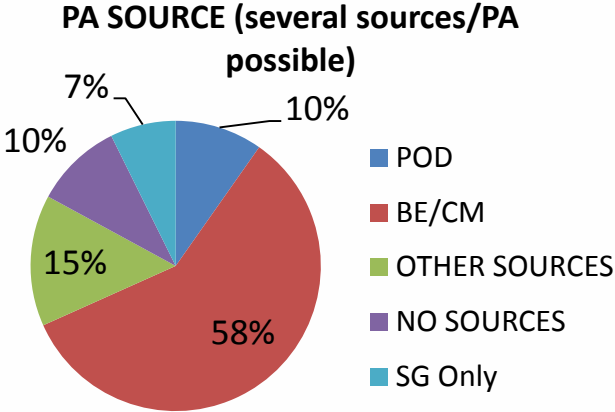
KPR7 PAs (DI12) / EoI made (DI09)

KPR8 Achievements PAs(DI12)/ Profile produced(DI07)
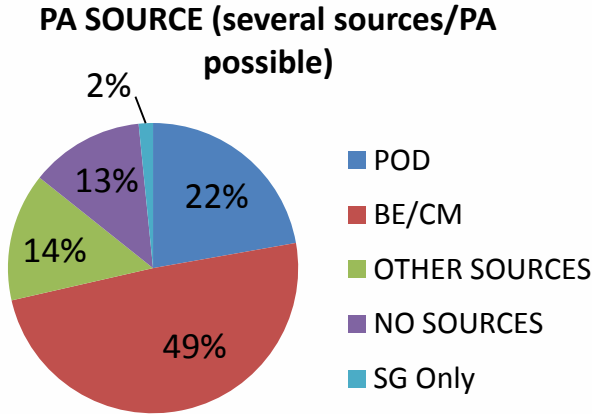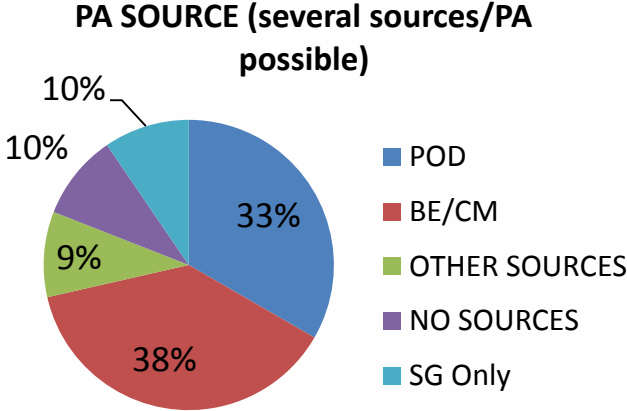
Source of PAs

BISNet Transylvania

PA SOURCE (several sources/PA possible)

- POD 25%
- BE/CM 33%
- OTHER SOURCES 25%
- 14%
- 3%

ERBSN

PA SOURCE (several sources/PA possible)

- POD 10%
- BE/CM 58%
- OTHER SOURCES 15%
- NO SOURCES 10%
- SG Only 7%

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Source of PAs

PROSME

PA SOURCE (several sources/PA possible)

- POD — 22%
- BE/CM — 49%
- OTHER SOURCES — 14%
- NO SOURCES — 13%
- SG Only — 2%

RO-Boost SMEs

PA SOURCE (several sources/PA possible)

- POD — 33%
- BE/CM — 38%
- OTHER SOURCES — 9%
- NO SOURCES — 10%
- SG Only — 10%

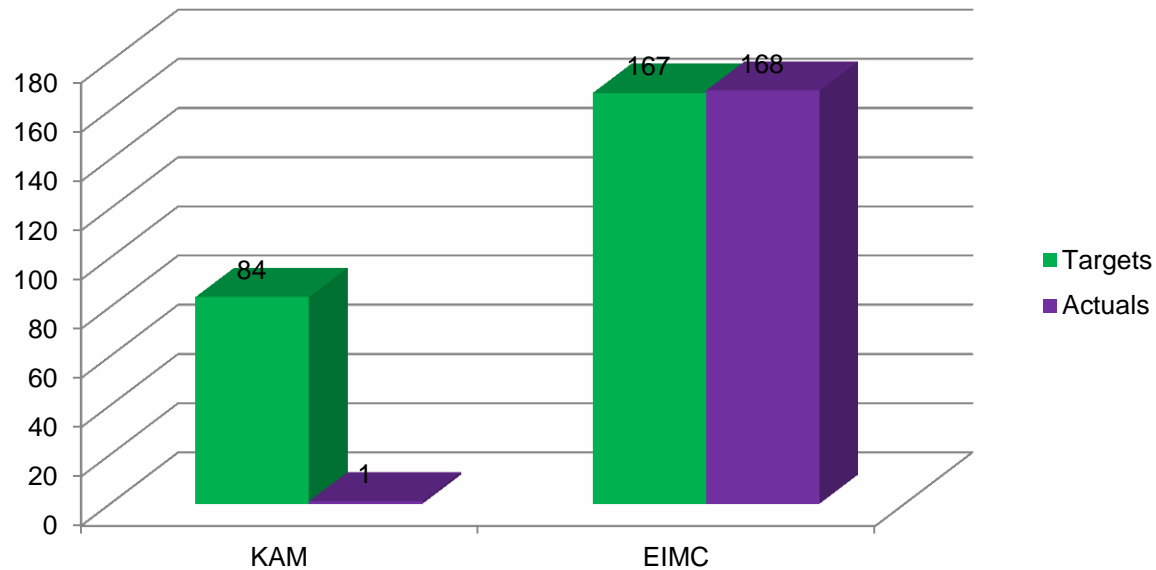enterprise europe network
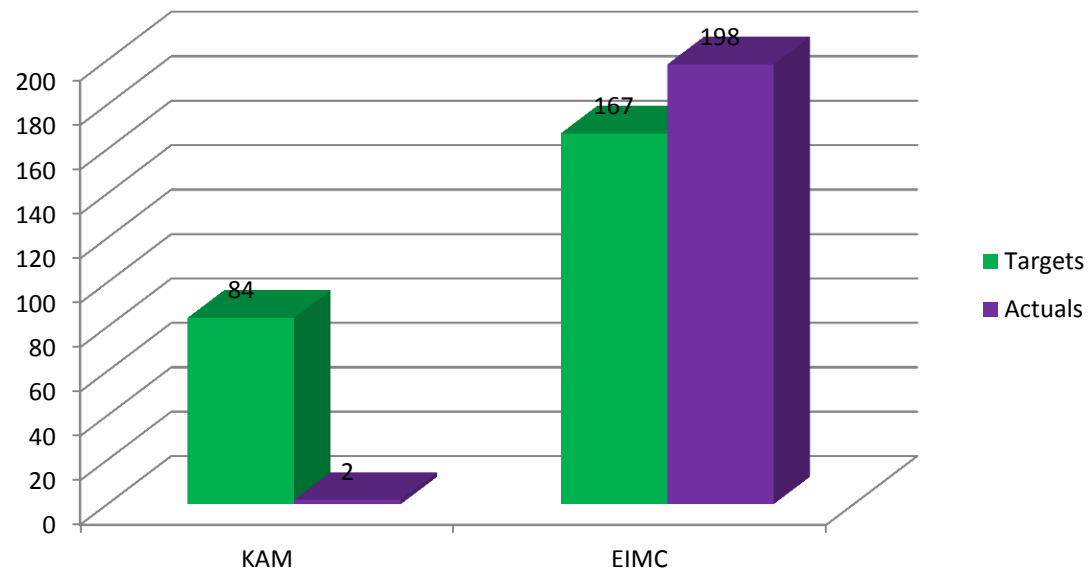Business Support on Your Doorstep

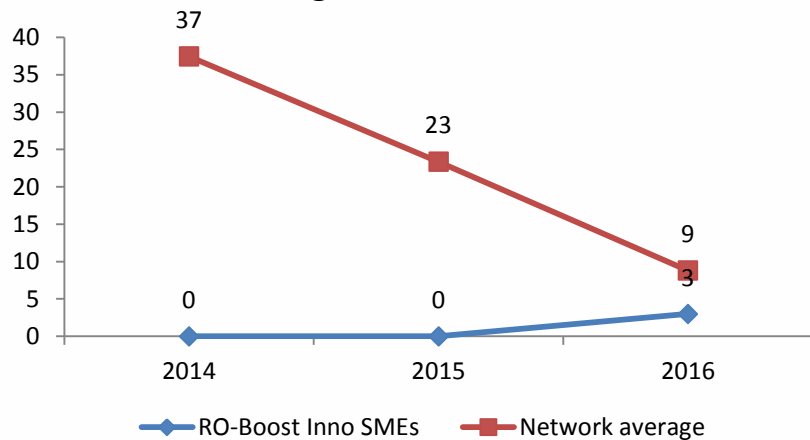European Commission

H2020 Overview

Horizon 2020 EIMC + KAM

Horizon 2020 EIMC + KAM

KAM efficiency

Average time to KAM

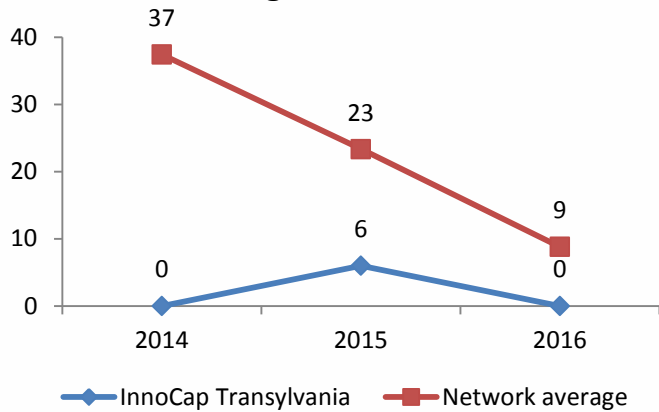| Year	RO-Boost Inno SMEs	Network average
2014	0	37
2015	0	23
2016	3	9

Average Time to Needs Analysis

Year	RO-Boost Inno SMEs	Network average
2014	0	44
2015	0	97
2016	8	75

Average time to COACH

Year	RO-Boost Inno SMEs	Network average
2014	0	100
2015	0	95
2016	26	38

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Average time to KAM

	2014	2015	2016
InnoCap Transylvania	0	6	0
Network average	37	23	9

Average Time to Needs Analysis

	2014	2015	2016
InnoCap Transylvania	0	259	0
Network average	44	97	75

Average time to COACH

	2014	2015	2016
InnoCap Transylvania	0	192	0
Network average	100	95	38

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Final Report: EIMC services

- The consortia delivered 100% of the planned EIMC (168 vs 167). This result is exceeded if one takes into consideration the on-going cases (about 118% achieved)

- consortia used **IMPR3rove** as assessment tool and all staff members are likely to be familiar with the methodology put in place by the IMPR3rove Academy. Specific courses were also followed by EIMC experts.

- Results globally are excellent.

Final Report: feedback note

- Considering the low participation to the SMEs I and the success rate of Romanian SMEs, it is suggested to slightly lowering the target of KAM services in the future.

- It is difficult to assess the overall performance at country level because not all reports have been submitted and analysed fully at the time of this meeting.

- Feedback on performance will be provided individually through a Feedback Note at the time of the final payment and via a Formal Notification.

- It is planned to deliver all Feedback notes by Mid July 2017.

- It appears that not all consortia have officially appointed "external evaluators" (PROSME & RO-Boost SMEs)

Final Report: reminder

Few elements appear to be very important, and should be kept in mind by all partners:

Steps to be followed by **all beneficiaries**:
1. Fill-in the financial statements
SUBCONTRACTING COSTS-level of details to be provided:
-descriptions of the activities
-related dates and amounts
- identification of the sub-contractor
OTHER DIRECT COSTS-level of details to be provided:
-explanation needed only if amount exceeds 15% of personnel costs
2. Complete technical part
3. Sign electronically
4. Submit to coordinator

After submission-EASME
1. Final payment within 90 days of receiving the final report
2. Payment letter

After submission-COORDINATOR
Disagreement (if any) within 30 days of receiving the payment notification

COMMUNICATION

Feed back to the Communication Strategies

BISNet Transylvania

The strategy would need to be improved, as far as the structure is concerned: hard to grasp the different parts of the document and how they interconnect; it is also quite generic from a technical point of view. Additional work should be done on defining specific tools and identifying target audiences. There is also the need to measure the impact of communication.

ERBSN

The strategy is well thought out and well organised. It suggests that there is very good cooperation and coordination between partners. It also includes measurement of impact.

PROSME

The strategy "ticks all the boxes" in terms of communication obligations and states good intentions that are fully aligned with the overall Network communication strategy. However, none of this has yet been done. The consortium is worryingly behind in terms of implementing the branding and messaging. There is also the need to measure the impact of communication.

RO-Boost SMEs

The communication tools are coherent with the overall Network communication strategy. It has a bit of a traditional approach – not much alluding to digital comms and no social media presence planned. It also mentions that all partners should interact with the consortium's social media channels, but none were found through desk research. There is also the need to measure the impact of communication.

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 implament the new Network Branding.

3. Dedicate more attention to "success stories"

Romanian proposals

BISNet Transylvania	COSME SGA2	H2020 SGA2	SCALE-UP
Scoring	76/100	12.5/15	90/100
Quality	🙁 🙂	🙂	🙂 🙂
Completeness	🙁 🙂	🙂	🙂 🙂

Romanian proposals

ERBSN	COSME SGA2	H2020 SGA2	SCALE-UP
Scoring	84/100	12.5/15	
Quality	🙂 🙂	🙂	
Completeness	🙂	🙂	

Romanian proposals

PROSME	COSME SGA2	H2020 SGA2	SCALE-UP
Scoring	81,5/100	13/15	
Quality	🙂	🙂	
Completeness	🙂	🙂	

Romanian proposals

RO-Boost SMEs	COSME SGA2	H2020 SGA2	SCALE-UP
Scoring	80/100	12.5/15	81/100
Quality	🙂	🙂	🙂
Completeness	🙂	🙂	🙂

Romanian proposals

From PA view point the following could be improved:

- Make them shorter and to the point, in particular because with the FPA you already fixed the Implementation Strategy;
- Pay attention to the work packages – make them complete, this includes deliverbles, subcontracting (if any), risks and mitigation measures, targets and use of resources;
- Plan carefully your PES DI, if there is the need to decrease PES, do it and explain in the text. If this is aligned to results (PR and FR of previous SGA) it is justified;
- Ask a colleague to read the proposal with "outsider" eyes before sumbission.

Romanian reporting

- ✓ Accuracy of information and data
- ✓ Usefulness of graphs and tables
- ✓ Balance between synthesis and details
- ✓ Timely delivering
- ✓ Respect of templates and instructions
- ✓ Meaningful of provided information

THANKS!!

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