



SMEs in KBBE

Challenges and opportunities for them



Business Support on Your Doorstep



European Commission
Enterprise and Industry



Outline

- SMEs and KBBE: their roles & tasks
- SME challenges concerning technological development
- Added-value for the project: increased impact with SMEs

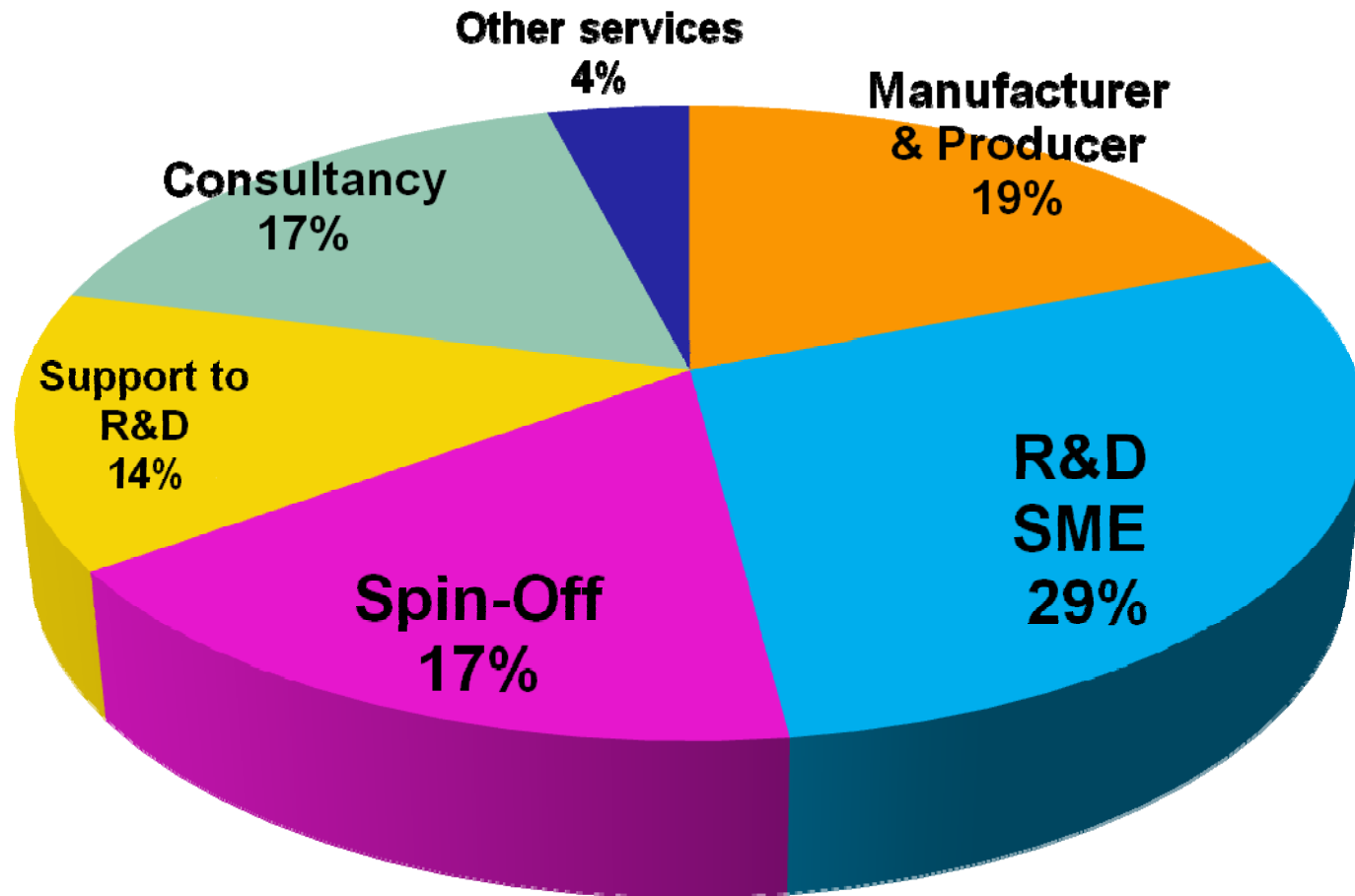
SME participation in Cooperation

- Research-performing SMEs
- Good commitment but limited coordination:
 - 42% of SME are **Work Package Leaders**
 - 10% of projects are **coordinated by SMEs**
 - 15,7% of participants are SMEs

Agro-food SMEs in Europe

- 90% of agro-food industries are SMEs
 - Quite traditional sector
 - But concerned by social and consumer trends, safety and quality rules
- ⇒ «**Bio-economy**» concept fits their needs!

SMEs Profiles in 3 KBBE Calls



KBBE and SMEs

SME participation in KBBE is below the average. Some tracks to explain it:

- favour short-term solutions
- want to benefit directly from the results
- language and management skills
- gap between development and sales
- no specific platforms for SMEs anymore

Some solutions? I

- BIONET speaks SME language:
 - Address end-users objectives:
 - How to commercialize research results?
 - Useful preparation tips & tools:
 - How to read the Work programme?
 - How to find the right partners?
 - Partner search tool and networking events
 - Clarify their strategy and help determine most suitable role

Some solutions? II

- Identify European projects supporting traditional SMEs:
 - TRUEFOOD project
 - Support dissemination of research results
 - Agrifoodresults.eu
- ⇒ Create an agro-food community/platform, specific for SMEs, sharing experiences and demystifying FP7

Read between the lines.....

Expected Impact:

“Participation of relevant industrial partners, in particular SMEs, and/or other end-users should **add to the scientific and/or technological excellence** of the project and/or is essential to **achieve the expected impact** of the research to be undertaken. »

⇒ How will the results of the project be used and by whom ?

To conclude....

- Place for them as end-users = Fit to their core business
- Crucial for results exploitation
- Work Programme could be more SME friendly
- Some EU projects encourage dissemination and exploitation in traditional food sectors

Useful links and publications

- SME Participation in FP7 report- Dec. 2009
http://ec.europa.eu/research/sme-techweb/index_en.cfm?pg=publications
- Use and Diffuse Report:
<http://www.useanddiffuse.eu/>
- AgriFoodResults.eu: dissemination of project results
- BIO-NET: services (workshops, docs.) on KBBE and FP7: <http://www.ncp-bio.net/>



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