Supporting internationalization of Spanish companies through technological cooperation

IMAGINENANO (Bilbao, March 13rd)

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Introduction.

Why technological cooperation?
Introduction

Why technological cooperation?

2001 - 2015, Network Projects1: 1,334 projects supported (EUR 2.4 billion, of which EUR 1 billion was financed by project participants)
EUREKA Clusters: 477 projects supported with a total project cost of EUR 8.8 billion.

All participants in projects which received the EUREKA label in the period of 2001-2015, either as a Network or as a Cluster Project, were studied. The empirical work was based on a European wide survey, an econometric analysis, and in-depth case studies.

References
Introduction

EUREKA Network and Cluster projects 2001 - 2015

CLOSE TO MARKET

- Significant increase in annual turnover of EUREKA participating firms.

15% NETWORK PROJECTS
13% CLUSTER PROJECTS

EMPLOYMENT

- Positive employment effects, especially for large companies

4% NETWORK PROJECTS
7% CLUSTER PROJECTS

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Motivation driven by lower cooperation costs & faster time to market
Introduction

EUREKA Network and Cluster projects 2001 - 2015

COMPETITIVENESS

- 69% Enter new markets
- 68% Improved market shares
- 67% Increased exports
- 69% Increase in research staff
- 64% Increase in general staff
- 62% Overall improvement in competitive position

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Objectives

Promoting competitiveness of companies through R&D market oriented international cooperation project financing

Characteristics

- Mostly Open Call for tenders all along the year
- Minimum 2 participants from 2 different countries
- Quality “label”
- Decentralized funding: NO “common pot” nor exchange of funds.
- Intellectual property agreement
- Partner searching service

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PROGRAMES:

- EUREKA-EUROSTARS
- IBEROEKA
- BILATERAL
- UNILATERAL

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PROJECTS. MAIN CHARACTERISTICS:

- Market-oriented nature
- Innovative product, process or service
- Bottom-up approach
- International cooperation
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EUREKA COUNTRIES

Leading platform for international cooperation

Intergovernmental initiative (1985)

Supporting market-oriented R&D projects

National funding Synchronization

40 Fullmember countries + 4 Associated countries
Each project / each participant can chose the more convenient instrument
EUREKA INSTRUMENTS

EUREKA NETWORK PROJECTS

- Innovative product, process or service with a civilian purpose
- Participants from at least two EUREKA countries
- No thematic restrictions but projects need to reflect market demand
- National evaluation procedures & funding

Simple & flexible
Requires coordination in the countries involved
Open Call

A GOOD PROJECT:
- Innovative result
- Technological risk
- Balanced (consortium, budget, working plan, impact)

PARTICIPANTS: COMPANIES (Large + SME)
Universities / Research Centers (subcontractors or self-funding)

DECENTRALIZED EVALUATION & FUNDING

Data for 2009–2014

2–4 participants
2–3 countries
31 months
€1.74 million

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EUREKA INSTRUMENTS

EUROSTARS

Joint programme between EUREKA and EU
Dedicated to R&D-performing SMEs
Market-oriented
Bottom-up
International cooperation

2–4 participants
2–3 countries
average duration
29 months
average project cost
€1.4 million

R&D-performing SMEs and SMEs
Research institute
SME is always the project leader

72%
12%
9%
University
Large companies

Centralized evaluation but decentralized funding

#EUREKAtaller

WHEN to submit a EUROSTARS proposal?
- Cut Off 9: 1 March 2019
- Cut Off 10: 13 September 2019
- ... 2 Cut Offs every year up to 2020

CDTI Funding for Eurostars

SPECIFIC CALL (Interempresas Internacional)
- 10 Mio Euros/year (2 CoOs) (11.8 Mio Euros in 2017)
- GRANTS depending the size of the company:
  - SMALL COMPANIES: up to 60% of the eligible costs
  - MEDIUM COMPANIES: up to 50% of the eligible costs
  - LARGE ENTERPRISES: up to 40% of the eligible costs
EUREKA INSTRUMENTS

EUREKA Clusters

Industry led initiatives
• Medium term
• Strategically significant
• International ecosystem of R&D&I actors

Large number of participants
• Major European industries
• Large SME participation (10-50% of partners)

Fostering European competitiveness
• Develop generic technologies and standards
• Address economic and societal challenges

EVALUATION BY THE CLUSTER & DECENTRALIZED FUNDING

New initiative: A NEW CLUSTER

Telecommunications

Smart electronic systems

Software intensive systems and services

New Cluster on Metallurgy

Low carbon energy technologies

Micro and Nano electronic technologies and applications

Advanced Manufacturing

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EUREKA IN THE EUROPEAN RESEARCH AREA
CONCLUSION
Conclusions

Consortium eligibility

Minimum: 2 ENTITIES from 2 COUNTRIES, one of them, full member.

INDEPENDENT entities.

Partner’s eligibility according to each country legislation.

COMPLEMENTARITY.

Effective cooperation: 30/70 budget RATE.
ReSEARCH & DEVELOPMENT.

MARKET ORIENTED. Close to the market.

INNOVATIVE RESULT: new product, process or service.

OBJECTIVES: clear & realistic.

WELL BALANCED: Workpackages, impact, budget.

Funding rules according each FUNDING BODY.
Conclusions

A final idea

... can improve companies’ competitiveness, with immediate and direct impacts on turnover and employment.
Thank you!

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