

## **Publishable summary report ( of the periodic report)**

### **Project context and objectives**

Many studies and projects have highlighted the problems faced by innovative, growing SMEs in developing or acquiring new technologies and exploiting them as new products and services. INTRASME addresses a central point of the European manufacturing capability offered by SMEs of different EU Regions targeting the main goal of **“how to bring more efficiently and quicker innovative products and services to the market.”** The primary objectives fall into 3 strands as described below, targeting the innovation process in 1) EU-funded Framework Programme research projects, 2) SMEs and 3) establishing a selected number of ‘Innovation Networks’ involving, in particular, regions of Europe where links between actors in the innovation chain are weak.

All 3 strands will focus on three selected cases from the Transport sector:

1. **Road Transport Sector:** Low Carbon Vehicles – Electric Vehicles and Alternative Fuel Vehicles (cars, buses, bikes, vans, trucks, etc) which need enabling and underlying new technologies such as power electronics, batteries, lightweight materials, electric motors, vehicle design, aerodynamic modelling, sensing, infotainment, grid integration.
2. **Air Transport Sector:** Light Aircraft including Personal Flying Vehicles – Low Carbon Solutions including Electric Aircraft, which need similar enabling and underlying new technologies
3. **Smart Mobility** (End-End Journey Management) for all Transport modes, helping the seamless movement of people and goods to be more efficient through integrated ticketing and shared information systems with other forms of transport, including logistics.

INTRASME aims at improving the capacity and capability of European SMEs to more rapidly develop and implement products and services in the low carbon transportation and smart mobility sectors focusing on the changing role that SMEs have on innovation mechanisms for the transport sector.

The main objectives are to:

- Identify the barriers transport SMEs meet accessing EU R&D programmes and provide guidance to help businesses transform results into products and services.
- Develop a package of guidance, case studies and support on-line to enable SMEs to take advantage of new market opportunities in technologies.
- Establish networks in and between EU regions through SME opportunity workshops to strength entrepreneurship and integration in supply chains.

INTRASME will target a sub-set of EU R&D projects with significant involvement of SMEs in the low carbon transportation and smart mobility sectors. Exploitation plans will be developed for these projects, as well as guidelines for other projects. Support mechanisms will be developed and opportunities identified allowing SMEs to rapidly bring their innovations to market in the low carbon transportation and smart mobility sectors. Three Thematic Innovation Networks will be established to create a dynamic environment for entrepreneurship and innovation in those European regions where innovation links are weak.

## Main results

### *Formation of Pan-European Networks*

The creation of Pan-European Innovation Networks aimed to gather key actors of the innovation chain, generating a prolific environment for entrepreneurship and innovation, linking regions where innovation linkages are weak. Through a set of networking actions INTRASME brought to the creation of a cluster of heterogeneous EU Regions in which SMEs and research centers collaborate to define quicker and sustainable routes to market.

With the framework of creating Pan-European Networks, two main activities took place:

- Design, development and implementation of an online support platform. An easy-to-use interactive web-based Innovation Network Support Platform and Best Practice Toolbox backed up the “clustering action”.
- Organization of regional roadshows. This supported the collaboration within and between INTRASME target regions, between European SMEs and exploitation partners through online tools, regional roadshows engage local, regional and national actors through a set of focused campaigns fostering SME-R&D collaboration within and between regions.

The **Innovation Network Platform** has been developed to provide access to the following information and allow stakeholders to exchange within the network:

- The platform gives access to projects, products and services offering opportunities with high innovation potential in the field of LCVs, Light Aircraft and Smart Mobility identified
- Good practices of innovative SMEs and key actors of regional innovation chains showcase their best practices through the platform
- A toolbox containing guidelines on certification, standards, financing and business support (including material on IPR) is available to intermediaries and SMEs for the full duration of the project. Materials are derived from previous work packages and events
- Further events, initiatives and opportunities arising during the project are published

Whilst the platform has been developed to answer transversal needs, tackling common issues, the Roadshows aimed at responding to key regional issues, including, on each occasion, an international dimension trying to foster the two levels of INTRASME networks:

- regional level, involving local stakeholders
- international level, mobilizing actors with relevant sectorial specialization and expertise

The prime purpose of INTRASME regional **Roadshows** was to raise awareness among SMEs of the opportunities offered by the EV and Smart Mobility industries, including participation in EU funded programmes. Regional roadshows, particularly for certain regions, represented

the opportunity to raise awareness and issues about the LEV (light electric vehicle) and Smart Mobility Sectors among public administration and possible exploitation partners.

Between February and September 2014 six roadshows were organized and delivered in Poland, UK, Bulgaria and Italy to build regional and trans-regional informal networks for innovation.

Warsaw, Poland	03 February 2014	<a href="http://intrasme.eu/index.php/newsevents/past-events/event/47-intrasme-polish-roadshow-1">http://intrasme.eu/index.php/newsevents/past-events/event/47-intrasme-polish-roadshow-1</a>
Turin, Italy	12 March 2014	<a href="http://intrasme.eu/index.php/newsevents/past-events/event/52-intrasme-italian-roadshow-1-turin">http://intrasme.eu/index.php/newsevents/past-events/event/52-intrasme-italian-roadshow-1-turin</a>
Warsaw, Poland	27 March 2014	<a href="http://intrasme.eu/index.php/newsevents/events-list/event/48-intrasme-polish-roadshow-2">http://intrasme.eu/index.php/newsevents/events-list/event/48-intrasme-polish-roadshow-2</a>
Ruse, Bulgaria	16 May 2014	<a href="http://intrasme.eu/index.php/newsevents/past-events/event/62-intrasme-bulgarian-roadshow">http://intrasme.eu/index.php/newsevents/past-events/event/62-intrasme-bulgarian-roadshow</a>
Milan, Italy	22 May 2014	<a href="http://intrasme.eu/index.php/newsevents/past-events/event/68-intrasme-milano-mobility-days">http://intrasme.eu/index.php/newsevents/past-events/event/68-intrasme-milano-mobility-days</a>
Nuneaton, UK	09 September 2014	<a href="http://intrasme.eu/index.php/newsevents/past-events/event/70-new-transport-technologies-and-opportunities-for-smes">http://intrasme.eu/index.php/newsevents/past-events/event/70-new-transport-technologies-and-opportunities-for-smes</a>

The INTRASME regional Roadshows proved to be an effective means to reach SMEs and potential exploitation partners in the LEV and Smart Mobility sectors.

The significant attendance at the six Roadshows showed the need for this kind of event in the target regions, and particularly for Poland and Bulgaria. The novelty of these sectors, the need for funding opportunities, and the difficulties SMEs meet in accessing the LEV and Smart Mobility markets found a first reply in these sectoral events. It successfully addressed the needs that emerged from the interviews and complimented the analysis carried out in the initial part of the project.

This tailored approach was highly appreciated by Roadshow participants. Looking at the six different events, it was clear that Polish and Bulgarian companies were particularly interested in networking opportunities with other companies and potential exploitation partners as well as obtaining an increased general understanding of EU R&D funding opportunities available at national and European level, while Italian companies in Turin and Milan were more interested in obtaining a clear understanding of “winning strategies” to apply for collaborative partnerships under Horizon 2020 calls, and UK companies were particularly attentive to the regional/national mechanisms supporting their business and technology development opportunities to advance technological and business development.

### ***Development of Policy recommendations***

A number of SME opportunity workshops have been organized in the second year of the project. The objectives can be summarized as follows:

- Primary Objective - Wide dissemination and exploitation of the best practice, recommendations and opportunities the INTRASME research, via dedicated SME workshops.
- Dissemination and exploitation of results from EU R&D projects, involving a wider SME community.
- Facilitate SMEs and project partners to meet the right partners to work with on exploiting results and bring innovative products and services to the market.
- Dissemination and validation of policy recommendations with key stakeholders on making the research and innovation area more attractive to SMEs.
- Collection of different perspectives, analysis and synthesis of the outcomes,

The SME Opportunity Workshops are part of a broader group of dissemination and exploitation activities that will serve as platforms to facilitate the exposure of European SMEs and promote networking and potential partnerships with other SMEs and/or other companies involved in the electric vehicle supply chain. The intention of these activities is to promote the formation of electric vehicle regional clusters of SMEs within the different European regions relevant for the project.

Five SME Opportunity Workshops were organised:

- **“SME Driving EV Technology Development in Europe - FP7 INTRASME”** held on 21 November 2013, Santa Clara, California USA, collocated with Supercapacitors USA 2013
- ‘Opportunities in Horizon 2020 R&D Programme’ held on 15 January 2014 at Coventry University, UK - The focus of the workshop was to disseminate results determined in the project and provide participant’s information on future EC H2020 Transport funding calls.
- **INTRASME SME Opportunity Workshop** held on 3 April 2014 in Berlin, Germany, collocated with Supercapacitors Europe 2014 focused on the marketing opportunities for SMEs in the light carbon vehicle, light aircraft and smart mobility sectors and how these companies can get their products to market in a process that does not necessarily rely on the traditional internal combustion engine vehicle supply chain. A **Policy Validation Workshop** took place in the afternoon. The validation workshop was an occasion to debate with a panel of experts the role of SMEs in emerging sectors and which support actions need to be undertaken to boost innovative European SMEs and to help them access the market according to the “fast and furious” paradigm.
- **“INTRASME Mobility Days”** – Workshop held on 22 May 2014 in Milan, Italy, collocated with RSE Mobility days event. The workshop focused on Horizon 2020 and giving participants useful tools to orient themselves when applying for Horizon2020 calls. Speakers addressed challenges and topics related to SMEs’ internationalization, product patenting, global opportunities, and European clusters.
- Workshop on **‘New Transport Technologies and Opportunities for SMEs’** on 9 September 2014 in MIRA, Nuneaton, UK. This final workshop enabled partners to present main results of INTRASME project to an international audience including SMEs and innovation stakeholders from the four project regions.

In relation to the Market Opportunity Workshops, the topics and objectives of each event were driven by the decisions made by the INTRASME consortia, partners took into account knowledge of the region, defined target groups, the regions of interest and the potential

associated benefits, as well as capabilities and related skills in order to achieve effective delivery.

Ultimately, INTRASME developed a set of recommendations that presented potential solutions to support SMEs. The recommendations covered the following main elements:

- Exploitation of EU RTD results
- Organisation of brokerage and networking events
- EU support instruments and mechanisms
- EU policies that can support shape the market
- Development of Innovation networks and clusters

## IMPACT

### **Societal and Economic Impact**

As a supporting action INTRASME supported the collation and dissemination of best practice in innovative product and service development in the transport sector of SME's across Europe. This was achieved through the provision of a European focused information platform and through the provision of roadshows, workshops and conference sessions directed at supporting SME's in the development of innovative transport products and services.

Although the main results of INTRASME targeted policy makers, they had an impact on society and economy too. SMEs are the backbone of the European economy. Developing, coordinating and supporting SME engagement is seen as key in transforming the transport sector and boosting the economy. An improved and more competitive sector was required not only to ensure that the EU meets its own energy reduction targets but also to ensure that it can become more innovatively competitive on a global scale, through the creation of a European competitive green economy. .

INTRASME supported SMEs on following levels:

- Provision of Guidelines for Exploitation (use) and dissemination plans from SME to project level
- Exploitation and dissemination plans for selected EU R&D projects
- Provided informative reports on opportunities from new forms of transport
- Help develop links between regions, i.e. develop 'Innovation Networks' in the 3 topics (LEVs, light aircraft, smart mobility).
- Provided a number of support mechanisms (roadshows, workshops, online platform)

Help to improve supply chain linkages within a region between universities, SMEs, suppliers, manufacturers, end-users - aimed at regions where innovation links are weak

### **Policy**

So far there was no centralised innovation network enabling organisations – including SMEs- to engage in knowledge sharing and best practice sharing around innovation exploitation in the transport sector and allowing new transport concepts to be quickly conceived and produced. INTRASME reviewed existing European programmes to consolidate best practice and ensure widespread dissemination and knowledge sharing across the sector.

INTRASME has studied the role and activities of SMEs in EU projects. Moreover, the project has identified how SMEs acquire new technologies in different regions. The aim of these reports was to provide policymakers with information on the status quo of SMEs in terms of innovation. This will enable the relevant authorities to direct funds to the appropriate schemes and avoid wastage of resources.

The INTRASME project has examined the role and activities of SMEs in EU R&D Projects in Low Carbon Transport and Smart Mobility, the barriers they encounter and the strategies used to exploit their technology, presented a set of recommendations to make EU R&D more accessible and more effective at exploiting the innovations of SMEs. The recommendations report included suggestions to both regional policymakers and the European Commission.

Finally, a thorough set of recommendations have been developed at the end of the project. A number of experts contributed and validated the intention of the recommendations. This report is mainly aimed at providing the European Commission with some guidance in terms of how to design initiatives that strengthen innovation links in EU regions how to make the EU RTD area more attractive to SMEs.

Three Innovation Networks were established. The impact of that was enhanced by the development of an easy-to-use, interactive and engaging Innovation Network Support and Best Practice Toolbox web based platform. The platform ensured an integrated innovation environment through the dissemination of tools, good practices, products, projects and services in the field of road transport, air transport and smart mobility. Policymakers were key stakeholders of the Innovation Networks and their contact with the rest of the stakeholders will be maintained after the end of the project. This will enable them to extract the necessary information and updates from the SMEs and from the market in general so as to be able to better design and implement support tools

**Project public website:** [www.intrasme.eu](http://www.intrasme.eu)

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