



Sustainable development, global change and ecosystems



Boost AUTOMotive SMEs participation IN FP7

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Revision chart and history log

Version	Date	Description
V1	01/02/2007	Index and Contents



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1. Project Execution

1.1. *Project Objectives*

In Europe 99% of the enterprises are SMEs and in particularly the automotive Industry is characterised by a high number of small and medium sized companies spread by the whole continent as component suppliers for the large internationally owned manufacturers. However, due to structural shifts in the automotive industry, the need for R&D investment for those small and medium sized suppliers has increased markedly.

“AUTO-IN- Boost AUTomotive SMEs participation IN FP7” is a Specific Support Action (SSA) funded by the European Commission within the 6th Framework Programme. This initiative, implemented within a time scale of 14 months, from May 2006 until June 2007, aimed to increment the Research and Innovation potential in automotive SMEs, by providing instruments to the SMEs to take advantage of the European Research opportunities to carry on their Research and Innovation projects.

The proposed activities focused a specific support to SMEs to assist them in its integration in the European Research Area (ERA) and have resulted in a fruitful co-operation in RTD between New, Old and Future member States and stimulate generation of innovative projects in the field of Surface Transport. As part of the supporting and dissemination activities, several events have been organized in the five participating countries. Those activities have provided practical information in how to participate in the 7th Framework Programme and how to prepare a successful proposal besides disseminating overall information about FP7 and its advantages in supporting the Research within the automotive industry to a broad audience beyond the participating organizations.



1.2. Contractors involved

The AUTO-IN consortium provides an ideal combination of the required skills, expertise, competence and experience to deliver a successful project. It perfectly combines the specialist in automotive research, EU programmes and SME support with the local participants' knowledge of the sector and of its key actors that ensures the success of the activities and events organised in the NMS and candidate countries.

The AUTO-IN consortium is composed by five organizations (CIDAUT, APIA, ACS, SEPC and IFTR) specialised in the automotive sector and in the Assistance to SMEs in their countries (Spain, Romania, Slovenia, Baltic States and Poland, respectively) that share the common objective to support the automotive industry in its country.:

- Fundacion CIDAUT is a research centre focused in the Transport sector that has assisted a large number of automotive companies in participating in the EU programme to make their research projects
- APIA is the Automotive Manufacturers and Importers Association of Romania
- ACS is a Cluster of Slovenian automotive suppliers.
- SEPC is the Social and Economic Development Centre, with an associated partner dedicated to the automotive industry-AV Automotive Research. SEPC is located in Lithuania but its activities cover all Baltic States
- IFTR is the Institute of Fundamental Technological Research of Polish Academy of Sciences, the National Contact Point for the priority 6.2 (Sustainable surface transport)



Role	No.	Participant name	Country
CO	1	Fundación CIDAUT	Spain
CR	2	APIA - Asociatia Producatorilor si Importatorilor de Automobile (<i>Automotive Manufacturers and Importers Association</i>)	Romania
CR	3	ACS - Gospodarsko interesno združenje (<i>Automotive Cluster of Slovenia</i>)	Slovenia
CR	4	SEDC- Social and Economic Development Centre	Lithuania
CR	5	IFTR- Instytut Podstawowych Problemow Techniki Polskiej Akademii Nauk (Institute of Fundamental Technological Research Polish Academy of Sciences)	Poland

1.3. Project public web site

www.auto-in-fp7.org





1.4. Project logo



1.5. Project coordinator details

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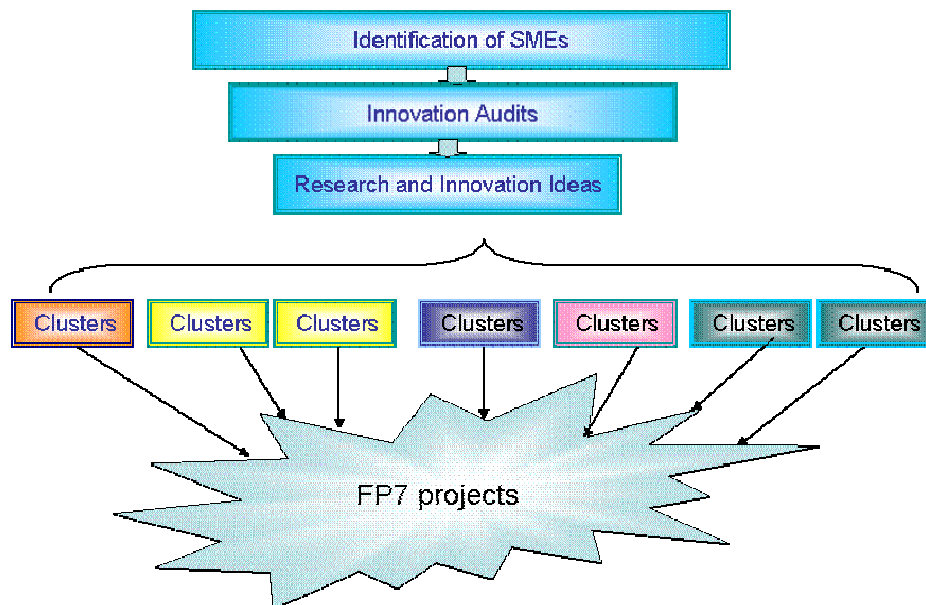
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1.6. Work performed

AUTO-IN has made use of a successful methodology to reach a larger number of SMEs multiplying its impact and help more European SMEs to increase its competitiveness in the global market through its participation in FP7. The AUTO-IN project was a “pilot” initiative which achieved very successful results thanks to this methodology based in a very close and deep contact with the SMEs.



To successfully achieve the AUTO-IN overall goal, the following support activities have been performed:

- 30 Innovation Audits has been performed to European SMEs, mostly in New member States and Candidate Country in order to assess its innovation and research needs and provide specific assistance in their potential participation in the FP7.
- AUTO-IN has promoted the organization of 5 international and technological clusters within the automotive sector and has supported



them in preparing proposals to be submitted in the first calls of the 7th Framework Programme.

- The several dissemination activities done within the project have allowed disseminating information about FP7 and AUTO-IN to more than 6.000 entities.
 - An initial kick-off meeting, 3 workshops, 4 National Seminar and 1 International event have been organized in the five participating countries and have counted with more than 300 attendants. Those activities have provided practical information in how to participate in the 7th Framework Programme and how to prepare a successful proposal besides disseminating overall information about FP7 and its advantages in supporting the Research within the automotive industry to a broad audience beyond the participating organizations.
- During the whole project several Public documents have been elaborated and published to assist the companies and the intermediaries in helping SMEs in their participation in FP7.
 - The “Manual to Assist SMEs in FP7 Participation” includes the information more relevant for the SMEs to assist in the proposal elaboration. It has been based in the different AUTO-in public deliverables elaborated within the project to help the SMEs and the partners in their assistance for the participation in FP7.
 - *Guidelines Innovation Audits and for Cluster Organization*
 - *Guidelines for the Support in Proposal Elaboration*
 - *Report in the Research Priorities of the Automotive Sector*
 - *EC research funding sources for the automotive sector*
- The Final Report summarizes the AUTO-IN methodology and describes the 10 Main lessons learned within this initiative concerning the approach to the SMEs and the main obstacles for their participation in FP7.



The AUTO-IN activities have stimulated the generation of several innovative projects in the field of Surface Transport and have contributed to the competitiveness of the SMEs of the sector by assisting them in being more innovative.

More than 60 European entities, including 30 SMEs, have been involved in the FP7 projects elaborated within the AUTO-IN project. Most of those SMEs had no information about FP7 or the EU opportunities to fund research and Innovation ideas prior being contacted by the AUTO-IN consortium. The fact that those SMEs have agreed to cooperate at international level to develop their innovation and research projects is one of the main results of the AUTO-IN project.



1.7. Potential impact of the AUTO-IN Project

The impact of the project has been much broader than the one initially expected as the AUTO-IN consortium has been able to involve more than 60 EU entities in the 5 technological clusters organized with around 50% of EU SMEs involved from 12 different European countries. These clusters have been supported by the AUTO-IN project to present 10 FP7 proposals during the first FP7 calls open.

The dissemination of the project have been broad achieved by disseminating information to more than 6.000 European entities and the events organised within the project have counted with the presence of more than 300 people.

The collaboration within the AUTO-IN Clusters will remain even after the AUTO-IN project ends as the first step to join all these organizations have been accomplished. Now these entities, many of those have had never though in cooperating at international level before having been contacted by the AUTO-IN project, are now willing to combine forces with entities from other countries to jointly develop RTD projects.

Brief overview of the Main Results of the AUTO-IN Project

⇒ Organization Of 5 Technological Clusters

- Areas:
 - Cluster 1 - Recycling issues within the automotive sector
 - Cluster 2 - ITC in transport companies
 - Cluster 3 - Plastic-Rubber automotive components
 - Cluster 4 - Silicone rubber automotive components
 - Cluster 5 - Road environment
- N° of entities involved : more than 60
 - around 50% SMES (more than 30 European SMEs)



- N° of EU countries involved: 12

⇒ *Assistance in the Elaboration of 10 FP7 proposals*

- 6 FP7 proposals have been submitted with the help of AUTO-IN Project before the end of the project
- 4 FP7 proposals will be submitted after the end of the Project

⇒ *AUTO-IN documents helpful for the European Automotive SMEs in its participation in FP7*

- Report in the Research Priorities of the Automotive Sector
- EC research funding sources for the automotive sector
- Guidelines for the Innovation Audits and for Cluster Organization
- Guidelines for the Support in Proposal Elaboration
- Report on the Support given to the Clusters
- Manual to Assist SMEs in FP7 Participation
- Final Report

⇒ *Successful Dissemination of FP7*

- 4 National Seminars for dissemination of FP7 (Spain, Lithuania, Slovenia & Poland)
 - More than 100 attendants
- 1 International Event (2 days event co-organized in Poland with other EU initiatives)
 - More than 200 attendants
- 2 Newsletters, Leaflet and a Multilingual webpage
- Dissemination through other entities and associations
 - More than 6000 entities have received information about the Project through the different dissemination tools used with AUTO-IN initiative



2. Dissemination and use

2.1. *Purpose & scope of the Dissemination Activities*

The main objectives of the dissemination activities are to establish a dissemination environment for raising public awareness, in particularly within the automotive sector, and to ensure that the project and its outcomes will be widely known. In this way, the AUTO-IN main objective that is to promote the participation of SMEs from the automotive sector in the 7th Framework programme (FP7) and in other EU available mechanisms for promoting innovation is achieved.

The associated WP deliverables with their initial month of delivery are:

- D5.1-Website
- D4.1-Seminar1 proceedings and presentation
- D4.2-Seminar2 proceedings and presentation
- D4.3-Seminar3 proceedings and presentation
- D4.4-Seminar4 proceedings and presentation
- D4.5- international event proceedings and presentation
- D5.3-Project leaflet
- D5.3.1-e-Newsletter
- D5.3.2 e-Newsletter

All these deliverables have been elaborated and delivered in its due date to the European Commission.



2.2. Target audience

Most of the dissemination activities foreseen within this Support Action focus the automotive sector in general and more specifically in its SMEs as this initiative aims to increment the Research and Innovation potential in automotive SMEs, mainly from the New Member States and Candidate Countries.

2.3. Dissemination instruments

The following instruments compose AUTO-IN dissemination strategy:

1. Project web site
2. Leaflet
3. Press releases
4. National Seminars and International Event
5. eNewsletters
6. Project Presentation in other events
7. Links to other Initiatives
8. Other Dissemination activities

2.4. Web site

A multilingual (in all partners languages and in English) website has been done with the description of project activities undertaken and relevant information about EU funding mechanisms for Innovation and Research.

At month 2, a first version of the web page in English was available

At month 4, a complete version in all partners' language was completed.

The content of the Web-site encompasses:

- Specific Information about the project and its activities and events
- Regularly updated information on the FP7 and other EU innovation programmes;
- Project public reports;
 - The following public documents have been uploaded to the webpage so it is available to the public in general :
 - D1.1-Report in the Research Priorities of the Automotive Sector
 - D1.3-Guidelines for the Innovation Audits and for Cluster Organization



- D4.1-Seminar1 proceedings and presentation
 - D4.2-Seminar2 proceedings and presentation
 - D5.3-Project leaflet (Month 4)
 - D5.3.1-e-Newsletter
- Partners contact information;
 - Seminars presentations etc.
 - For the consortium members, a private area has also been made available to facilitate the exchange of information, to secure an efficient distribution of project related items between the partners and the follow up of the work plan.



Figure 1 AUTO-IN Webpage

For the Cluster organized within AUTO-IN, it has been made available a private section for changing documentation and to improve and better develop the ideas identified within the Cluster.

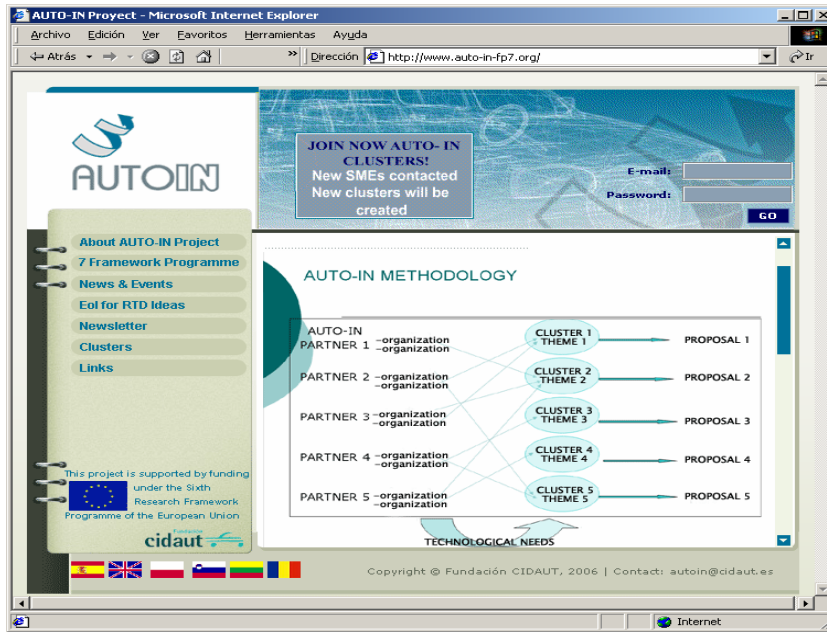


Figure 2 Cluster webpage



Figure 3 Cluster Registration and Login

2.4.1.1. AUTO-IN in other websites



Information of the project has been disseminated also by the project partner's individual website and besides it, specific Information about AUTO-IN events and the project itself has been included in several national and international websites as:

- www.madrimasd.org
- www.cordis.lu
- www.cdti.es
- www.linpra.lt
- www.vz.lt
- www.comunicatedepresa.ro
- www.newschannel.ro
- www.ist-world.org
- www.eubusiness.com
- www.businessupdated.com
- www.ebirza.lt
- <http://colab.rsnz.org/europe/>
- ...

Below, it is copied some of the above described webpages.



Figure 4: Comunicate de presa

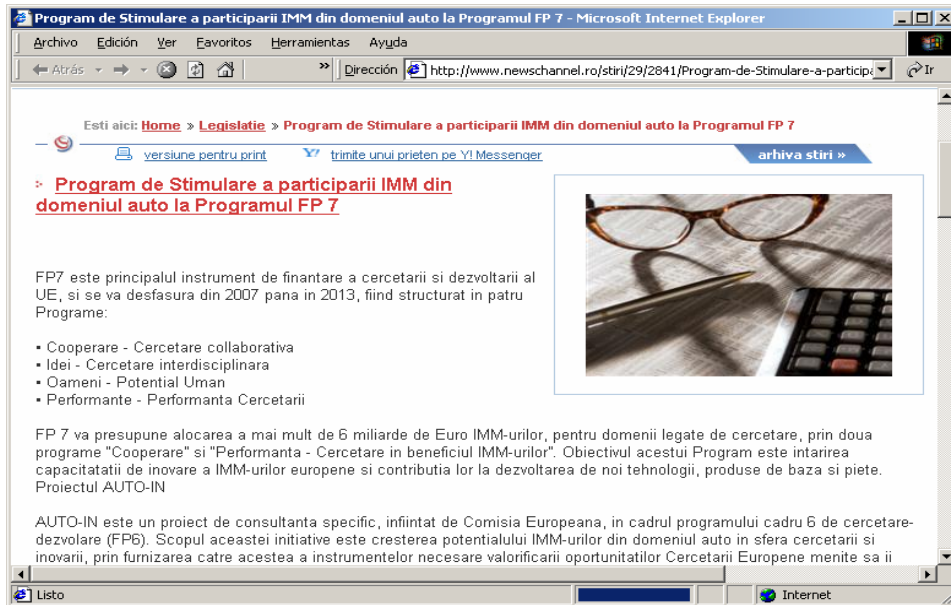


Figure 5: NewsChannel



Figure 6: IST World



The screenshot shows a Microsoft Internet Explorer browser window displaying the website 'EUbusiness'. The address bar shows 'http://www.eubusiness.com/SMEs/sme-fp7'. The page title is 'Automotive SME participation in FP7'. The article is dated '22 May 2007, 16:33 CET'. The main text states: 'A seminar on the participation of automotive small and medium sized enterprises (SMEs) in the Seventh Framework Programme (FP7) will take place on 1 June in Bucharest, Romania.' Below the text is a table with event details:

what	SMEs Romania Workshop Research & Technology Transport
when	01 June 2007, 00:00 CET 01 June 2007, 00:00 CET 2007-06-01 from 00:00 to 00:00
where	Bucharest
contact name	Marius Tudor
contact email	marius.tudor@apia.ro
contact phone	+40212115287
add event to calendar	vCal iCal

The event is organised by the EU-funded AUTO-IN project and aims to boost the participation of SMEs in FP7. The seminar will...

Other elements on the page include a 'QuickJump' section with 'Select Topic' and 'Select Country' dropdowns, and a 'Breaking News' section with headlines like 'SKorea hopes for quick FTA with EU' and 'EU still cool on entry perspective for Kyiv'.

Figure 7 EU Business

The screenshot shows a Microsoft Internet Explorer browser window displaying the website 'European Business Guide: Seminar on SMEs in FP7'. The address bar shows 'http://www.businessupdated.com/shownews.asp?news_id=1396&cat...'. The page title is 'Seminar on SMEs in FP7'. The article is dated 'Basileio De Rolia, 26/5/2006, 12:19'. The main text states: 'CIDAUT (Research and Development Center in Transport & Energy), was created in 1993 in Valladolid, with principal objective to nurture the competitiveness and the industrial development of the companies in the automotive sector, thus enabling them to develop new products and processes. In order to realize this objective, the Foundation promotes scientific investigation, technological development and innovation applicable to industry in general and to the transport and energy sectors in particular.' Below the text is a table with event details:

what	SMEs Romania Workshop Research & Technology Transport
when	01 June 2007, 00:00 CET 01 June 2007, 00:00 CET 2007-06-01 from 00:00 to 00:00
where	Bucharest
contact name	Marius Tudor
contact email	marius.tudor@apia.ro
contact phone	+40212115287
add event to calendar	vCal iCal

The event is organised by the AUTO-IN project, funded under the Sixth Framework Programme (FP6), and aims to boost participation of SMEs in FP7. The seminar will disseminate information about the project and FP7, and promote the participation of SMEs in FP7 by presenting a forum where they can present their ideas.

The page also features a sidebar with navigation links for 'EU Sectors', 'Services', 'Subscriptions', 'Join', 'Testimonials', 'Case Studies', and 'Help'. There are also 'Ads by Google' and 'EU FP7 Online tools' sections.

Figure 8 Ebirza

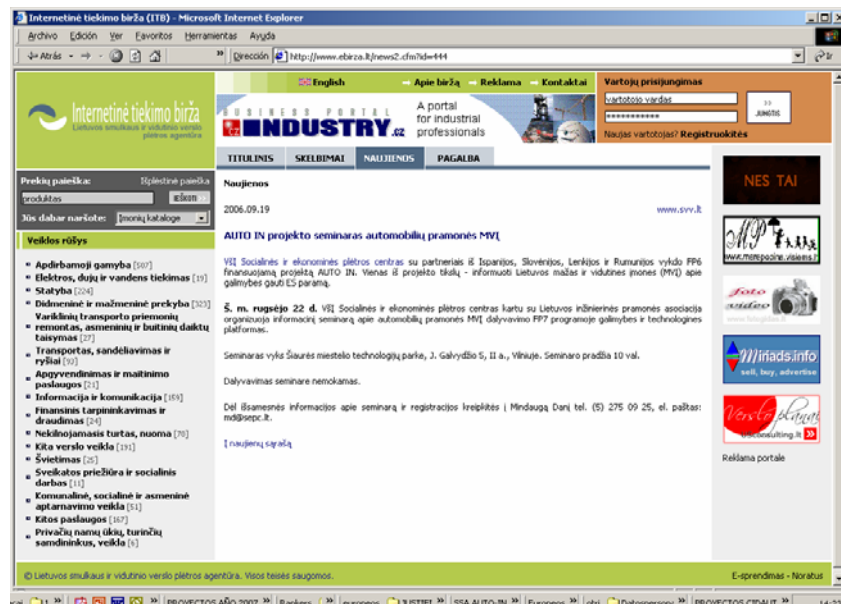


Figure 9 Business Updated

2.5. Leaflet

A project Leaflet has been elaborated on month 4 of the project as a useful tool for increasing information about the project objectives, activities and participants and will be available for download in the project website.

Small series have been printed to be distributed in the AUTO-IN organized events and in others.



Figure 10 AUTO-IN leaflet (page 1 and Page 2)



2.6. Press releases

At key stages of the project (kick-off, milestones, conferences, etc.), the AUTO-IN consortium has issued press releases presenting the project and recent results

During the first 6 months of the project, several press releases have been issued by all partners in their official language to increment the awareness of the project in their regions.

- Spain
- Romania
- Lithuania
- Slovenia
- Poland

Some of those have been already delivered to the European Commission as Annex of deliverables D4.1, D4.2, D4.3, D4.4 and D4.5.

2.7. AUTO-IN in other media

Several articles have been published in different magazines and in other media. An article about AUTO-IN has been published in the ACS magazine and a two page article have been published in CIDAUT's specialized magazine, with more than 500 issues delivered to several entities, including CIDAUT staff, Large enterprises and SMEs and other private and public entities.

Besides it, article has been published in the issue of leading Slovenian technology magazine IRT3000 (www.irt3000.si) with more than 4.000 copies.



Figure 11:CABIRO Magazine



Figure 12: ACS Magazine

2.8. National Seminars and international Event

Within, the AUTO-IN project 4 national Seminars and an international event has been organized in order to promote the project and FP7 within the automotive sector and draw the attention of its key actors and specially the SMEs to the advantages in participating in the 7th Framework programmes or other Innovation EU programme.

Events organized by the AUTO-IN project

Date	Purpose	Location
01/06/2006	National Seminar in Spain	Valladolid, Spain
23/09/2006	National Seminar in Lithuania	Vilnius, Lithuania
11 January 2007	National Seminar in Slovenia	Slovenia
1 June 2007	National Seminar in Romania	Romania

These events have been attended by more than 100 attendants in the four countries and have counted with the participation of several representatives of the technology platforms and the National Contact points.



International Event

Date	Purpose	Location
01 and 02 March 2007	International Seminar in Poland	Poland

This 2 days event co-organized with other EU initiatives have been attended by more than 200 attendants.

2.9. AUTO-IN Newsletters

An eNewsletter have been elaborated with updated information about the project and FP7 relevant information. It is available for download in the website and the partners have circulate it within their database contacts.

Boost Automotive SMEs Participation in FP7
AUTO-IN Newsletter 1 October 2006

INSIDE THIS ISSUE

- 1 Presenting AUTO-IN Project
- 2 What is FP7?
- 3 FP7 Research themes and Budget
- 4 Research themes relevant for automotive sector
- 5 European Technology Platforms
- 6 Main FP7 Instruments
- 7 EC financial Contribution and Eligible Consortia
- 8 How can a SME participate in FP7?
- 9 How can AUTO-IN project help you in participating in FP7?
- 10 Past and Upcoming Events

Presenting AUTO-IN Project

The project AUTO-IN (Boost Automotive SMEs Participation in FP7) is a Specific Support Action (SSA) funded by the European Commission within the 6th Framework Programme and will be implemented within a time scale of 12 months, from May 2006 until April 2007.

This initiative aims to **increment the Research and Innovation potential in automotive SMEs**, by providing instruments to the SMEs to take advantage of the European Research opportunities to carry on their Research and Innovation projects.

The proposed activities of the **AUTO-IN project focus on a specific support to SMEs** and will result in fruitful co-operation in RTD between New, Old and Future member States and stimulate generation of innovative projects in the field of Surface Transport.

A first stage of the project consisted in an overview of the automotive sector and in the identification of its research priorities. The result of this study can be downloaded from the project webpage as well as a support document to assist in the realization of innovation Audits and in Clusters organizations

Future actions include support activities for the automotive SMEs as:

- Assistance them in detecting their Innovation and research needs
- Support in the creation of international clusters gathering together stakeholders from the automotive sector
- Capitalization of their synergies for developing RTD and innovation proposals.

On December 2006, other document related with EC research funding sources for the automotive sector will be available and on **February 2007 a manual to assist SMEs in its participation in FP7** will be published in the project website and presented in the AUTO-IN International event to be organized in Poland.

Boost Automotive SMEs Participation in FP7
AUTO-IN Newsletter 2 March 2007

INSIDE THIS ISSUE

- 1 Current Status of AUTO-IN Project
- 2 FP7 Structure
- 3 Cooperation Programme
- 4 Relevant Themes and Topics for the Automotive SMEs in the 2007 Call
- 5 Capacities Programme
- 6 Other EU Programmes
- 7 How can AUTO-IN project help you in participating in FP7?
- 8 Past and Upcoming Events

Current Status of AUTO-IN Project

The project AUTO-IN is a Specific Support Action (SSA) funded by the European Commission within the 6th Framework Programme with a time scale of 14 months, from May 2006 until June 2007.

The proposed activities of the AUTO-IN project focus on a specific support to SMEs and to obtain a fruitful co-operation in RTD between New, Old and Future member States and stimulated generation of innovative projects in the field of Surface Transport.

Between the preliminary results obtained from the beginning of the project, it can be outlined the **innovation audits** performed to 30 automotive SMEs with different characteristics in the 5 countries involved in this initiative. Moreover, more than 50 European SMEs were involved in this list phase.

A huge importance has the different transnational events organized for the dissemination of FP7: **3 National Events** have already been carried out in Spain (1 June 2006), Lithuania (22 September 2006), Slovenia (11 January 2007) and the last one will be held in Romania (1 June, 2007).

Additionally, **one International Event** was organized in Warsaw on 1 and 2 March 2007 called "European Transport in FP7". Its main objective was to facilitate contacts between the research and the industry from the whole Europe wishing to apply for FP7 as well as to collaborate at business level. This event was supported also by other European projects with the objective to reach a broader audience.

Thanks to the achievement of the objectives, **5 International Clusters** are being organized with European Countries. These clusters become the technological reference poles which channel all technological aspects from the participants.

Some documents will soon be published in order to facilitate the different steps of AUTO-IN Project: mainly, *The Guidelines for the Support in Proposal Elaboration and the Manual to Assists SMEs in FP7 Participation*.

Finally, the website gathers all these documents and relevant information, which can be downloaded for developing RTD and innovation proposals.

www.auto-in-fp7.org

Figure 13 AUTO-IN Newsletters (page 1 - October 2006 and page 1 - March 2007)



2.9.1. AUTO-IN in other Newsletters

An article regarding the AUTO-IN project has been included in the APIA's monthly newsletter called "INFO APIA" (Romania). Information about the project has been published also in the newsletter "GRANTY EUROPEJSKIE" (Poland)



Figure 14: GRANTY EUROPEJSKIE

2.10. Project Presentations

The AUTO-IN project has been presented in several other events, besides the ones organised by the project. Those events have been:

Purpose	Date	Location
International Conference "Transport in FP7"	6-7.06.2006	Warsaw, Poland
Project presentation during Baltic Dynamics meeting.	24-26.05.2006	Vilnius, Lithuania
Aeronautics Days,	19-21. 06.2006	Vienna, Austria



EU support for transport – European projects, a way for your success (workshop)	20.06.2006	Poznan, Poland
Meeting of "Polish Chamber of Automotive Industry"	28-29.06.2006	Gliwice, Poland
Project presentation during with Commission for New Technologies CAT Aeronet-Aviation Valley,	17.08.2006	Rzeszów, Poland
Project presentation during inaugurating meeting with representatives of Polish Rubber Industry Technology Platform	25.09.2006	Piastów, Poland
Project presentation during NAoMITEC information day and brokerage event.	29.09.2006,	Besancon, France
- Meeting with SSA projects coordinators.	8.11.2006	Brussels, Belgium
- Meeting with Sustainable Transport SSA projects coordinators	26.03.2007	Brussels, Belgium
New Business Opportunities in Automotive Industry in Wielkopolska	9.05.2007	Poznań, Poland
Propositions for young scientists for supporting transport related activities,	25.05.2007	Warsaw, Poland

2.10.1. Project Presentation to stakeholders

Within the different project activities, the project has been presented individual to several stakeholders as National Technology Platforms, automotive associations and individual SMES that could have an interest to participate in the project.



2.11. Links with other relevant initiatives

The project consortium has established links with international initiatives as the network of FP6 and FP7 National Contact Points who have been invited to the National Seminars and have made presentations in it.

Also, the project has been in contact with the national relevant technology platforms and in some cases representant of them have been invited to the National seminars.

The consortium have been in contact with other complementary initiatives to join efforts and collaborate, making presentation of AUTO-IN in other public seminars. As a consequence of it, the AUTO-IN project has been presented by the coordinator in an event organized by the project HUNPOL-TRANS in its International conference "Transport in FP7", held on the 6-7th June 2006, Warsaw, Poland.

Some other EC projects have been also invited to present their results in our seminars as Surface-net in the Romanian event (partner URTP) and others.

Also, in the Slovenia event the gender issue has been one of the issues discussed in this event. It has been disseminated information about several other EU projects concerning the establishment of supportive measures and strong networks in industry for women- Female employees in technical sectors- International experiences and European opportunities in FP7

The International event organized in the framework of the AUTO-IN project has counted with the support of many other initiatives as HUNPOL Trans, EURO-TRANS Days, TransSME, DonQ Air, ECARE+, AeroSME and SCRATCH who made possible to organize a much broader event with higher impact due to close collaboration of all these EC initiatives.

Also, AUTO-IN has been invited in participation in a meeting organized by the European commission with other SSA Initiatives. AUTO-IN coordinator presented the "Main lessons learned with AUTO-IN" and has actively participated in discussion concerning the advantages and disadvantages of the different methods to assist Surface Transport SMEs in participating in FP7 projects.



2.12. Other Dissemination Activities

Information about the project and the AUTO-IN Eols was also disseminated via email databases,

- NCP email database – about 4000 email addresses
- Automotive related Polish Technology Platforms
- Transport related universities, organizations and R&D units
- Polish SME and industry databases connected to automotive sector – about 500 entries
- Automotive Cluster of Slovenia
- ERTRAC Slovenia
- Automotive Clusters of Croatia, Bosnia and Serbia
- Chamber of Commerce and Industry of Slovenia
- ACAROM (Association of Automotive Manufacturers of Romania);
- URTP - Romanian Union for Public Transportation

The emailing action was repeated several times, during the project lifetime and the project newsletters were also disseminated this way.

Furthermore information about the project was disseminated during personal, one-to-one, meetings, telephone contacts and others.