



**Project no.:** FP6-044672

**Project acronym:** SURFACE NET

**Project full title:** Supporting surface transport SMEs in Candidate Countries preparing RTD projects for FP7

**Instrument:** Specific Support Action

**Thematic Priority:** FP6-SUSTDEV

## ACTIVITY REPORT (MONTH 18)

**Period covered:** 1<sup>st</sup> November 2006 to 30<sup>th</sup> April 2008

**Date of preparation:** 31<sup>st</sup> May 2008

**Start date of project:** 1<sup>st</sup> November 2006

**Duration:** 18 months

**Project coordinator name:** Miguel Sousa

**Organisation name of the coordinator:** INOVA+, SA

Project co-funded by the European Commission within the Sixth Framework Programme (2002- 2006)		
Dissemination level		
PU	Public	<input checked="" type="checkbox"/>
PP	Restricted to other programme participants (including the Commission Services)	<input type="checkbox"/>
RE	Restricted to a group specified by the consortium (including the Commission Services)	<input type="checkbox"/>
CO	Confidential, only for members of the consortium (including the Commission Services)	<input type="checkbox"/>

**Table of Contents**

<b>1</b>	<b>EXECUTIVE SUMMARY .....</b>	<b>3</b>
<b>2</b>	<b>OBJECTIVES AND ACHIEVEMENTS DURING THE PROJECT .....</b>	<b>4</b>
<b>3</b>	<b>WORK PACKAGES' ACTIVITIES .....</b>	<b>7</b>
<b>4</b>	<b>ASSESSMENT AND EVALUATION OF THE PROJECT'S ACTIVITIES .....</b>	<b>22</b>

## 1 EXECUTIVE SUMMARY

The SURFACE NET project was officially launched on 1st of November 2006 and was finished on the 30th of April 2008.

The SURFACE NET project was an innovative action that builds on proven methodologies and tools for developing a new approach for supporting the participation of SMEs from Candidate Countries in European Research activities in the field of SURFACE TRANSPORT. The candidate countries involved are Romania, Bulgaria and Turkey. Meanwhile, during the project implementation, two of them, Romania and Bulgaria, become full members of the EU but to keep the coherence of names throughout the entire project, the designation “Candidate Countries” was maintained in this report.

The project has the following main strategic objectives:

- To analyze the existing RDT capabilities of Surface Transport SMEs in Romania, Bulgaria and Turkey;
- To extract on a functional basis their key competence in areas relevant to the transport activity using a novel and simplified methodology Technology Assessment tool;
- Disseminate the research results and support actions of FP6 Surface Transport projects;
- Identify ideas and provide support to Surface Transport SMEs integration on research consortiums in the FP7 theme 7 “Transport”, sub-theme Surface Transport, using a simplified methodology based on an online PC based tool;
- Facilitate involvement of SMEs from Candidate Countries in a local event organized in each Candidate Country, which will attend seminars in “How to perform an internal Technology Assessment?”, “How to write a competitive proposal?” and “FP7 stepping into EU funding for innovation and competitiveness in Surface Transport”;
- Promote involvement of SMEs in the 57<sup>th</sup> UITP World Congress and Mobility & City Transport Exhibition that took place in Helsinki, Finland on 20-24 May 2007.

The SURFACE NET network was deeply committed to achieve the proposed goals and the final the results are very satisfactory.

The main activities could be summarized as follows:

- Identification of Surface Transport SMEs and their current situation;
- Awareness activities to raise attention from SMEs;
- The organisation of the proposed workshops in each participating country;
- Participation of SMEs from candidate countries, Romania, Bulgaria and Turkey, in the 57<sup>th</sup> UITP World Congress and Mobility & City Transport Exhibition.

## 2 OBJECTIVES AND ACHIEVEMENTS DURING THE PROJECT

### a) Partner identification:

<i>Partner No.</i>	<i>Partner Name</i>	<i>Participant Short Name</i>	<i>Country</i>
1	Inovamais SA (Coordinator)	INOVA+	PT
2	Romanian Union of Public Transport	URTP	RO
3	Bulgarian National Forwarders Association	NSBS	BG
4	Turkish Road Transport Association	UND	TR

**Table 1** – Partners identification

### b) Objectives:

- **Needs identified among SMEs / Technology Assessments and the company profile**
  - o Several actions led to the identification of current needs and potential capacity of the SMEs from Candidate Countries (CC) to increase their participation in the FP7 Programme. From those actions, like the questionnaire sent to the SMEs, the participation in the workshops and the interaction between partners and target SMEs resulted in the elaboration of company profiles to better address their needs.
- **Ideas for proposals identified among SMEs**
  - o The list of ideas for proposals has been continuously updated throughout the project implementation as target SMEs. A more detailed description can be found on Task 2.6 of WP2 on Point 3 - ‘Workpackages’ Activities.
- **Participation in the UITP congress**
  - o Participation of project group, composed by 14 people, on the 57th UITP World Congress and Mobility & City Transport Exhibition, held in Helsinki, Finland on 20-24 May. A more detailed description can be found on Task 2.1 of WP2 on Point 3 - ‘Workpackages’ Activities.
- **Participation in Technological platforms**
  - 14 - 17 November 2006 – Arad, Romania
    - Training course on “Modes of accessing Structural Funds”

- 23 - 24 November 2006 - Budapest, Hungary
    - KOM of SPUTNIC project
  - 15 March 2007 - Sinaia, Hotel International, Romania
    - Seminar on SUGRE project
  - 03 June 2007 - Ploiesti, Romania
    - World day for environment - exposition
  - 08 June 2007 - Medias, Romania
    - The Romanian Urban Public Transport Day
  - 29 - 31 March 2007 - Sitges, Spain
    - The first work meeting of the SPUTNIC project
  - 15 June 2007 - Bucharest, Romania
    - The third work meeting of the “2007 Working Group for electronic ticketing system
  - 04 - 05 October 2007 - Zagreb, Croatia
    - The second meeting of the SPUTNIC project
  - 22 - 23 November 2007 – Sinaia, Romania
    - Workshop – Alternative fuels for Public Transport sector; Current ecological technologies in PT industry
  - 17 December 2007 – Arad, Romania
    - The fifth meeting of the Working Group 2007 Promoting eTicketing systems
  - 15 January 2008 - Zagreb, Croatia
    - Transport system in Romania Round table debates in Bucharest, Romania, offered by Romanian Ministry of Education and Research
  - 07 - 08 April 2008 – Sibiu, Romania
    - Conference “Public transport in the context of Sustainable Urban Development”
- **Participation in FP7 projects**
- o The ideas identified have been matched with ‘Partner Search’ of projects under preparation and currently ongoing projects to help SMEs to access to future FP7 calls. As a result from these activities the project was involved in the preparation of **5 proposals** involving **7 organisations from the Candidate Countries**.

### c) Milestones

#### **M1 – List of target Surface Transport SMEs identified and contacted**

- ⇒ A total of 931 SMEs were identified,
- ⇒ 236 in Romania, 209 in Bulgaria and 486 in Turkey.
- ⇒ List of Surface Transport SMEs in Candidate Countries - Deliverable D1.1

#### **M2 – SMEs from Candidate Countries involved in the 57<sup>th</sup> “World Congress & Exhibition and City Transport Exhibition”**

- ⇒ Promotion actions near SMEs from CC and participation.
- ⇒ Active participation in the UITP event.
- ⇒ ‘UITP Participation Report’ was elaborated

**M3 – Workshop packages prepared to delivery**

- ⇒ Workshop documents on “How to perform an internal Technology Assessment” on RO, BG and TR delivered.
- ⇒ Workshop documents on “How to write a competitive proposal?” on RO, BG and TR delivered.
- ⇒ Workshop documents on “FP7 stepping into EU funding for innovation and competitiveness in Surface Transport” on RO, BG and TR delivered.

**M4 – Final version of the list of FP6 projects in the Surface Transport field**

- ⇒ The “List of the projects developed under FP6 under the theme Surface Transport” was delivered by INOVA+ to all partners on July, 17, 2007
- ⇒ The list was forwarded by email to all identified SMEs asking them to show their ‘expression of interest’ in what projects.
- ⇒ The information was published in various media.

**M5 – Proposals submitted to FP7**

- ⇒ **7 organisations** for the CC countries submit their proposals, of which.
  - **4 from Romania**
  - **2 from Bulgaria**
  - **1 from Turkey**

**M6 – Organizations involved in FP7 theme 7 “Transport”, sub-theme SST**

- ⇒ The project has successfully involved many organisations in the Surface Transport sub-theme by its main activities, namely:
  - **931 organisations** received information on FP7 opportunities (a complete list can be found on Deliverable D1.1)
  - **14 organisations** attended the 57<sup>th</sup> UITP World Congress and participate in several business meetings to identify potential ideas and partners for new proposals to the SST FP7 programs (a complete list of SMEs in the UITP event can be found on Deliverable D2.1 and the list of participants in the meetings can be found on Deliverable D2.7).
  - **94 organisations** participated in the workshops (50 in Bulgaria, 30 in Romania, 14 in Turkey) causing a remarkable impact in the transport sector on these CC countries, largely improving the knowledge and awareness of those organisations for the opportunities in FP7 for the sector (a complete list can be found on the “Workshops Reports”)
  - **30 organisations** were involved in the development of the 53 ideas for projects identified for participation in the FP7 SST s programs (a complete list can be found on Deliverable D2.11).
  - **7 organisations** for the CC countries submit their proposals.

**M7 – Rigorous marketing plan**

- ⇒ The dissemination activities were supported on a rigorous marketing plan that can be found on Deliverable D3.3.

**M8 – Final report to the EC**

- ⇒ The project’s Activity Report and of the Management Report deliver to the EC.

### 3 WORK PACKAGES' ACTIVITIES

#### WP1 – Awareness activities to raise attention from SMEs

WP1: Awareness activities to raise attention from SMEs	
Tasks	Responsible
Task 1.1 Identify and contact Surface Transport SMEs	Partners
Task 1.2 In parallel, project partners will review ongoing and finishing FP6 projects	Inova+
To do list	Responsible
A more commercial power point presentation for the project	Inova+
Leaflet for the SURFACE NET	
A formal e-mail presenting the project	
First list of FP6 projects	

The first task was to identify and contact SMEs from the Surface transport sector in Bulgaria, Romania and Turkey (including rail, road and waterborne transport and addresses the mobility of people and goods, including infrastructures, vehicles, users and all interfaces).

INOVA+ created a more commercial presentation, the leaflet and the formal email to be sent to the identified SMEs. Then gather all information from partners to elaborate the List of Target Surface Transport SMEs based on the identification work done in each country (Deliverable 1.1) and the first list of FP6 projects related to surface transport was elaborated (Deliverable 1.2)

All partners translated the commercial powerpoint presentation, the leaflet and the formal e-mail about the project sent by INOVA + and started to announce the Surface Net Project through their web sites on January 2007.

The following actions were carried out in order to raise attention of the SMEs.

- Description of EC actions within FP 7 for the transport sector
- A formal e-mail presenting the project
- Commercial Power Point presentation of the project
- “Technological profile and idea identification” was sent to identified Surface transport SMEs
- Project description on the web-site including (Commercial Power point presentation, Project short description, the first newsletter etc.)
- Information about EPSS service for online preparation and submission of FP7 proposals
- Forwarding to target SMEs partner search received from National Contact points
- Publishing detailed project information with potential benefits for SMEs
- 

#### Results

- A total of 931 SMEs were identified.
- 236 in Romania, 209 in Bulgaria and 486 in Turkey.
- The first Newsletter was sent to the identified Surface transport SMEs, followed later by Newsletter #2 and #3.

- Deliverable D1.1 – List of Surface Transport SMEs in Candidate Countries
- INOVA+ sent also comprehensive information to all partners about the UITP event held in Helsinki on May 2007.. This information was included in the dissemination of the project near the identified SMEs.

#### **URTP (Romania)**

- Identification of Romanian public transport operators in the sector of surface passenger transport; for this task, URTP contacted ARR (Romanian Road Authority) who gave a list of almost 1500 Romanian surface passenger public transport operators, with the postal addresses. This list containing the postal addresses was given to URTP under the condition not to give it to any other third party.
- URTP send by normal mail to those 1483 SMEs information about SURFACE NET project and the invitation to participate in the project. About 10% of the envelopes were returned.
- 69 SMEs expressed their interest and wanted further information. URTP send them details about the project and the workshop.
- URTP made a list of 236 Romanian SMEs took from a catalogue of transport SMEs.

#### **NSBS (Bulgaria)**

- NSBS identified 209 Bulgarian SMEs.
- All of them were also duly informed about EC actions within FP 7 for the Transport Sector. The objective of sent “Technological profile and idea identification” was by filling in their profile and ideas for submitting proposals to allow us to know their real needs.
- Project short description was included on NSBS web-site. The first Surface Net Newsletter was translated and placed on the web-site.

#### **UND (Turkey)**

- UND first identified 846 Turkish SMEs (19 rail freight transport companies, 541 road freight transport, 283 passenger road transport companies, 3 companies that operate as subsidiaries of 3 different municipalities)
- From this first list, UND identified 486 SMEs capable of receiving email information.
- The companies in the list were selected on the basis of their membership to relevant national professional associations taken into account their recognition in Turkey (RAYDER and DTD for rail transport; UATOD and TOFED for passenger transport; UND, UTIKAD and RODER for road freight transport).
- UND also announced the Surface Net project through its various media such as UND weekly newsletter published every Friday and the UND circular letter published every Tuesday. Both the weekly newsletter and the circular letter address 940 UND members (international surface transport companies that mainly consist of road transport operators) directly and reaches to other audience ( to those interested in other sectors such as freight forwarding or rail/sea transport operators) through the UND web site.

The second task on this WP was to gather information about ongoing FP6 projects. INOVA+ received the contributions from all partners and merged this work into the Deliverable 1.2-First version of the list of FP6 projects in the Surface Transport field.



## WP2 – Workshops in Candidate Countries and support to proposals preparation

WP2: Workshops in Candidate Countries and support to proposals preparation	
Tasks	Responsible
Task 2.1 Participation on the 57th UITP World Congress and Mobility & City Transport Exhibition, that will occur in Helsinki, Finland on 20-24 May.	
Task 2.2 Candidate countries workshops (Romania, Bulgaria and Turkey).	
Task 2.3 Preparation of research results and support actions of FP6 projects Surface Transport projects.	
Task 2.4 To analyse the existing RTD capabilities of Surface transport SMEs in Candidate Countries.	
Task 2.5 To extract on a functional basis their key competence in areas relevant to the Surface Transport activity using a novel and simplified methodology Technology Assessment tool.	
Task 2.6 Identification of proposals ideas from Surface Transport SMEs for FP7 theme 7 "Transport", sub-theme Surface Transport, and support for submission to the FP7.	
Task 2.7 To recommend technology exchange programs between the Surface Transport and non Transport which could bring responses to the bottlenecks pinpointed in the research roadmaps needed to face the above technology and market trends.	
To do list	Responsible
Template for the SMEs profile	Inova+
List of 15 CC SMEs that wish to participate in the UITP event	Partners
Meeting to discuss the best way to participate in the UITP event – UITP final decision about the event	Inova+
Information about the best and final participation conditions in the UITP event	Inova+
Participants final list for the UITP event	Partners
Templates for the participation in the UITP event (event participation report)	Inova+
UITP participation report	Partners
Material prepared by the coordinator for the workshop (workshop report template)	Inova+
Password to access the web tool addressed to SMEs from CC	Inova+
Ideas identification template	Inova+
First list of identified ideas	Inova+

### Task 2.1 Participation on 57th UITP World Congress and Mobility & City Transport Exhibition

To promote the UITP Congress near Romania, Bulgaria and Turkey SMEs, the coordinator, INOVA+, sent a list of the stakeholders, participating in the event. SMEs were invited to express their wish to have bilateral meetings with some of these stakeholders during the event.

The following information was translated into the languages of the candidate countries (Bulgarian, Turkish and Romanian):

- UITP event full programme (translated)
- Helsinki 2007-final version-EN.pdf
- Hotels information
- UITP event registration form
- Hotel booking form

The follow actions were carried out in order to promote SMEs participation:

- Full programme, Helsinki 2007-final version-EN.pdf and all related information was published in English and in local language; in each partners' web site.
- The SMEs that show interest in the project received a list of stakeholders in the event and ask them to express they wish to meet them during the exhibition days.
- Municipality subsidiaries were included in the list primarily with respect to their possible attendance to the UITP Event.

### Results

In spite of all above mentioned measures and actions, there interest in participating in the event varied significantly among the Candidate Countries in the project.

- In Bulgaria, the action taken NSBS drove little attention from the SMEs. The primary appointed reason was the high participation fee. After numerous contacts they explained that two years ago the target companies i.e. those operating in public transport have received an offer to attend the UITP, receiving the student discount.
- In Turkey, UND was able also to identified some difficulties to achieve the task since UITP granted to Istanbul Ulasım A.S. (the commercial company belonging to the Istanbul Metropolitan Municipality) a more advantageous price offer for the complete 4 days of the UITP Event. Since, UND was targeting the same potential participants with a less advantageous offer, the Surface Net project didn't receive any UITP participants.
- In Romania, the action was quite successful and URTP was able to gather a very relevant group of people interested in participate in the UITP event held in Helsinki on May 2007. The following group of 10 participants to the event was gathered:
  - Mr. Constantin DONEA, URTP Executive President (participating only 2 days: 22 and 23 May - with SURFACE NET project);
  - Mrs. Viorica SARMAN, URTP Chief Editor (participating only 2 days: 22 and 23 May - with SURFACE NET project);
  - Mr. Liviu NEAG, General Manager RATUC Cluj-Napoca, URTP vice president;
  - Mr. Pascu Eugen STANESCU, General Manager RAT Timisoara, URTP vice president;
  - Mr. Adrian POPA, General Manager SC TURSIB SA Sibiu, URTP vice president;
  - Mr. Augustin PULPEA, General Manager RA Transport Brasov;
  - Mr. Stefan BLIDARU, Counselor at RA Transport Timisoara;
  - Mr. Dorel Constantin Vasile BORZA, Vice Mayor in Timisoara;
  - Mrs. Claudia BORZA, Accompanying Person;
  - Mr. Ion MICU, General Manager RA Transport Ploiesti

The Surface Net project provided a useful participation on the event of the group gathered which included besides the above list, Ms. Sónia Silva and Mr. Miguel Sousa from the coordinator INOVA+ and Mrs. Polixena Krastanova from NSBS. The reporting of activities and contacts made during the event can be found in the 'UITP Participation Report'.

## Task 2.2 - Candidate countries workshops

Three workshops were organised in the following Candidate Countries: Romania, Bulgaria and Turkey.

The Workshops dates were chosen to match the first FP7 calls. This strategy helped to prepare SMEs of the Candidate Countries for proposal submission under the second FP7 calls in the field of the surface transport.

The workshop consisted of two distinct parts:

- ⇒ The first part was devoted to detailed power point presentations about the different programme themes FP7, Get-In and Innov'Check tools and training.
- ⇒ The second part was networking session, fully dedicated to explore the ideas for proposals and to build consortium for the proposals.
- ⇒ Round tables:

There were organized two round tables where were submitted a few ideas for proposals related to ensuring sustainable urban mobility and to strengthening the competitiveness of SMEs, which covered important infrastructure ideas for proposals. There were discussion topics related to creating a consortium between national and foreign transport companies, the dimension of this cooperation, the responsibilities to be assumed by each party, etc.

The Workshop on Surface net project turned out a very successful as a national level forum and contributed to the popularization of the themes upon FP7 and Competitiveness Innovation Framework Programme (CIP) among targeted SMEs and other institutions involved in activities related to the transport sector.

The overall rate of the "Evaluation Questionnaire" done at the sessions was above 4 in a scale 1 to 5, meaning an evaluation of "good/satisfied" to "excellent/very satisfied".

After the workshop all partners have sent by confirmed mail the complete dossier with all the documentation presented in the workshop to all the participants in the workshops.

1. the same mini-poster as cover,
2. SURFACE NET road map for stepping into FP7
3. FP7 Cooperation Work Programme: Transport from pages 51 till 117
4. all the presentations (eight):
  - 4.1. SURFACE NET presentation.pdf
  - 4.2. FP7 general presentation.pdf
  - 4.3. CIP presentation FP7 rules for participation and grant agreement.pdf
  - 4.4. 070316 FP7 SST 2007 Bucharest.pdf
  - 4.5. How to perform an internal technology assessment.pdf
  - 4.6. Networking event presentation.pdf
  - 4.7. How to write a competitive proposal.pdf
  - 4.8. Helsinki UITP event.pdf
5. the SURFACE NET newsletter # 1
6. SURFACE NET folder
7. the questionnaire, for revealing new ideas
8. a letter containing a "list of what to do next"

### **Workshop's Venues and dates:**

- Romania (partner URTP) – March 16, 2007
- Turkey (partner UND) – March 30, 2007
- Bulgaria (partner NSBS) – June 6, 2007

Complete reports on each workshop were elaborated by all partners with the coordination of INOVA+. By defining templates, the coordinator expected an easier comparative analysis.

All technical facilities required for the Workshop (from renting the workshop room to providing necessary equipment and simultaneous interpreters and to preparation/translation of relevant documents and files, among others) were carefully elaborated, ordered and obtained by the all partners supported through the funding provided by the Surface Net Project budget.

### **Workshop in Sinaia, Romania, March 16, 2007**

#### **Preparation**

URTP organized the Romania workshop in Sinaia, on the 16 of March 2007.

A total of 1500 invitations were made to known partners and potential participants

In the Invitation mentioned the following data:

- some important details about URTP and the web address
- a very short explanation about what means SURFACE NET, and indicate the web page available for more details,
- what will be the theme to present in the workshop, and,
- MOST IMPORTANT: why should the guest attend the event; in other words: what are his/her benefits to attend the event,
- the specification that there was no fee for participation

There were 32 participants. Most of them were public transport operators; but also from research companies and industries related with the surface transport sector.

#### **Results**

- The main results were
  - raising awareness of public transport operators on the FP7 and on the mechanism for funding the proposals
  - there were revealed 37 new ideas for project proposals
- The main difficulties were
  - to build a confidence among operators that their ideas will not be stolen,
  - to make the operators to understand how they will work

### **Workshop in Istanbul, Turkey, March 30, 2007**

#### **Preparation**

The workshop preparation started with the translation of the promotional materials, commercial presentation, leaflet and the formal e-mail, and started to announce the Surface Net Project in general and the workshop in particular. UND promoted the event in its web site from 31 January 2007 and has also announced the workshop through its various media such as UND weekly

newsletter published every Friday and the UND circular letter published every Tuesday, which addresses a total of 940 UND Members.

The Surface Net workshop was planned to be held within the framework of UND's annual General Assembly meeting, in order to attract more UND members (established outside Istanbul) to the event.

Besides the usual channels of communication such as bulletins and circulars, UND made use of the communication channels used by other organisations such as influential chambers of trade as well as near three metropolitan municipalities (Istanbul, Izmir and Ankara). These organisations published our announcement on their web sites and communicated it to their members.

UND cooperated with the Turkish NCP (TUBITAK) for the promotion of the workshop throughout the Turkish business world who already follow-up TUBITAK's activities under the FP7. UND also cooperated with a few business portals and transport news web sites, such as "Lojistik Haber" and "Tasimacilar.Com", both quite popular among Turkish business world, in order to promote the workshop to a larger target audience.

From the beginning of March 2007, UND started to compile the list of possible participants to the planned Surface Net workshop and started the identification of proposal ideas from Surface Transport SMEs for FP7 theme 7 "Transport", sub-theme Surface Transport through sending the Technological profile and idea identification questionnaire to the companies that responded to the announcements.

### **Results**

On 30 March 2007, the Surface Net workshop was held at Grand Cevahir Hotel and Congress Centre in Istanbul. There were 14 participants to the seminar, 10 of whom participated also to the round tables. The participants benefited from the unique opportunity to discuss their project ideas with the experts from INOVA + and from the EC.

Most of the participants had no prior and basic information regarding the FP7 and that was the first platform whereby they had a chance to obtain such detailed information about the funding opportunities offered for SMEs under the FP7. Therefore, our workshop played a very significant role in having Turkish transport companies (SMEs) and organisations that have links with the transport industry in Turkey, receive basic knowledge on the FP7 programme which complemented the work already carried out by the NCP throughout Turkey to this end.

### **Workshop in Sofia, Bulgaria, June 6, 2007**

#### **Preparation**

The hall in Park Hotel Moskva was rented for the event as well as all the relevant arrangements connected to this event: lunch and coffee breaks reservation, providing multimedia, screen, Internet connection, flipcharts, simultaneous translation provided by two translators, photograph, etc. there were ordered to be elaborated two wall blinds, posters, leaflets and badges for the participants. A catalogue with ideas for proposals was published as well. NSBS prepared a Certificate of participation for each participant in this event. Translation was made from English into Bulgarian to all materials of the Workshop: the invitation, the program, the presence sheet, the round tables registration, the technological company profile, the evaluation questionnaire.

## Results

The Workshop was attended by 50 participants who represented at national level institutions, representatives of State Authorities, Agencies and Associations, as follows: the the Ministry of Transport, the Railway Administration Executive Agency with the Ministry of Transport, Sofia Public Transport Company, BULFRALOG – Bulgarian French Association for Logistics, representatives of the Municipality of Sofia, the National Association of small and medium business, railway carriers of BDZ EAD, etc. Nearly 30 freight forwarding companies members of NSBS took part at this event. Thus the Workshop became a significant national level Forum.

After the workshop, a *Press Conference* took place on 7th of June to promote the project. Mrs. Luisa Prista – Head of unit STD, Ms. Susana Martins – Project officer and the Portuguese coordinators of the Project of Inovamais: Mr. Miguel Sousa and Mrs. Sonia Silva introduced the SURFACE NET project:

- ⇒ Eminent Bulgarian journalists of 27 mass media were involved in this event.
- ⇒ Leading newspapers focused on Seventh Framework Programme (FP7) and the European Technological Platforms (ETPs) and made publications in the newspapers: “Dnevnik”, “Kapital”, “Pari”, “Cash”, “Banker”, “Standard”, “Novinar”, “Faktor”, the magazine “Logistics”, etc.

## Task 2.3 - Preparation of research results and support actions of FP6 Surface Transport projects.

The following list shows the number of projects identified by theme. This list was disseminated and promoted by all partners in the CC countries. Targeting SMEs and other institutions working in the transport field help them to better understand the scope and type activities usually found on EU funded projects and to better exploit future opportunities to participate in the future calls of the FP7 Programme.

- A total of 117 projects were identified.

### **Theme 1. NEW TECHNOLOGIES AND CONCEPTS FOR ALL SURFACE TRANSPORT MODES (ROAD, RAIL AND WATERBORNE)**

- 15 projects on “1.1 Propulsion increasingly based on alternative and renewable fuels”.
- 9 projects on “1.2 Development of zero or near-zero emission propulsion”.
- 5 projects on “1.3 Development of holistic noise abatement solutions”.
- 2 projects on “1.4 Integration and validation of measurement and sensing technologies”.
- 7 projects on “1.5 More effective organisation of urban transport”.
- 2 projects on “1.6 Scenarios for the transport system and energy supply of the future”.

### **Theme 2. ADVANCED DESIGN AND PRODUCTION TECHNIQUES**

- 15 projects on “2.1 Integration and standardisation of enhanced product development tools”.
- 9 projects on “2.2 Development of advanced, low-mass material structures and systems”.
- 5 projects on “2.3 Integration of clean and economic manufacturing techniques”.
- 2 projects on “2.4 Strategies and processes for clean maintenance, dismantling and recycling of vehicles and vessels (Including post-Prestige package)”.
- 7 projects on “2.5 Design and manufacture of new construction concepts for road, rail and inter-modal infrastructures”.

- 2 projects on “2.6 Design and manufacturing technologies to improve vehicle/vessel interfaces”.

### **Theme 3. RE-BALANCING AND INTEGRATING DIFFERENT TRANSPORT MODES**

- 3 projects on “3.1 Development of vehicle and vessel concepts, characterised by interoperability and inter-connectivity”.
- 3 projects on “3.2 Development of new inter-modal vehicle/vessel concepts”.
- 5 projects on “3.3 Development of logistics systems and concepts”.
- 2 projects on “3.4 Technologies to ensure effective, clean and safe operations of vehicle vessels in terminals”.

### **Theme 4. INCREASING ROAD, RAIL AND WATERBORNE SAFETY AND AVOIDING TRAFFIC CONGESTION**

- 7 projects on “4.1 Integrating assistance and decision support tools to facilitate driving, piloting and manoeuvring”.
- 4 projects on “4.2 Developing technologies to acquire and predict information on infrastructure conditions and parameters”.
- 7 projects on “4.3 Developing integrated safety systems”.
- 2 projects on “4.4 Developing computer-based training systems ”.
- 2 projects on “4.5 Development of a platform for the intelligent transport vehicle and infrastructure of the future”.

#### **Horizontal**

- 6 horizontal projects, namely on Coordination Actions and Technology Platforms

#### **Task 2.4. To analyse the existing RTD capabilities of Surface transport SMEs in Candidate Countries.**

&

#### **Task 2.5. To extract on a functional basis their key competence in areas relevant to the Surface Transport activity using a novel and simplified methodology Technology Assessment tool.**

INOVA+ has sent a questionnaire to be filled by the previously identified SMEs

The main purpose was to profile the companies to allow us to know their real needs. The questionnaire also revealed their previous experience and knowledge, their expectation regarding the results after the participation in EU supported projects, what are the benefits for themselves and for the others, the social and economic impact of the implementation of the their ideas.

- The questionnaire was spread by URTP, UND and NSBS to all listed SMEs in their respective country.
- Resulting from these activities, the Deliverable 2.9 – “List of Surface Transport SMEs analysis in terms of RTD capabilities” will be delivered in month 18.
- there were identified 20 SME’s: 17 public transport operators, 2 SME’s coming from surface transport industry and 1 SME from research (MB TELECOM Ltd SRL)

## **Preliminary profile of the contacted companies**

### **KEY COMPETENCES**

#### **I.) NGOs**

- Research, international contacts and dissemination;
- Reduction of the emission of CO<sub>2</sub> and using of alternative fuel (bio-diesel, bio-gas, compressed gas and etc.);
- Reduction of consumption of energy by using of alternative source (hybrid cells and super caps).

#### **II.) State and municipality own carriers**

##### **1. In the sphere of the railway transport**

- providing access of licensed freight carriers to the market;
- implementation and application of the European legislation - directives and regulations, in the Bulgarian legislation, and supervision of the execution of the project.

##### **2. In the sphere of the public transport**

- Technical expertise in the area of public transport;
- Expertise in the area of procurement (under EBRD rules as well as Bulgarian procurement Act).

#### **III.) SMEs from transport and forwarding industry**

- Experienced and competent personnel in the area of international transport and logistic which will be able to co operate in the development of the project;
- Familiar with advanced transport and logistics operations;
- Network - an existing system of warehouses and transport network.

### **Task 2.6. Identification of proposals ideas from Surface Transport SMEs for FP7 theme 7 “Transport”, sub-theme Surface Transport, and support for submission to the FP7.**

- The coordinator INOVA+ has been tracking in a regular basis relevant ‘Partner Search’ for FP7 calls in the Transport area.
- Partners also track the information provided by Local National Contact Points (NCPs) on ongoing proposals or already running projects.
- This information is then sent to all partners, which in turn, disseminate it among the identified SMEs through its Surface Net Project mailing list.
- This procedure was repeated to disseminate among the identified SMEs new project ideas and match them with the ‘Partner Search’ opportunities under the FP7 Programme.
- A total of 53 ideas were identified:



In Romania,

- ⇒ 37 ideas were identified among those 20 surface transport SMEs for FP7, on theme 7 - “Transport”, sub-theme “Surface Transport”.
- ⇒ URTP was involved in the preparation of the following projects: “ADDED VALUE”, “SUGRE”, “RECODRIVE”, “LINK”, and “SPUTNIC”.
- ⇒ RAT Craiova in RECODRIVE and MODERN.
- ⇒ RAT Iasi in ARCHIMEDES
- ⇒ National Institute of Research & Development for Technical Physics in INTELSIGN

In Turkey,

- ⇒ 12 ideas were identified among Turkish SMEs. Three companies, GOKBIL, ALKILINC and TIRSAN, answer the partner search of a project called ‘Application Scenario for Mass Transportation Security’, coordinated by the German company INTERPROJECTS; UND and INOVA+ helped the companies to contact the project coordinator.
- ⇒ The company ALKILINC alone presented 5 project ideas to the Surface Net project which were later disseminated among the project partners and also within the European Commission.
- ⇒ One idea come from the largest public transporters’ association in Turkey, namely TOFED- Turkish Federation of Bus Operators
- ⇒ UND also had a project idea on ‘Establishing an international research and training centre or network of excellence in the field of transport and logistics’, and was able to use the project’s useful information to create an FP7 proposal.

In Bulgaria,

- ⇒ 4 ideas were identified among Bulgarian SMEs.
- ⇒ There was a preliminary agreement reached between Railway Administration Executive Agency, National Association of Small and Medium Business and NSBS for eventual development of consortia for the proposal idea for developing a traffic-generator of railway rolling stock - wagons, whose purpose is optimization of the movement and distribution of the available empty wagons.

**Task 2.7. To recommend technology exchange programs between the Surface Transport and non Transport which could bring responses to the bottlenecks pinpointed in the research roadmaps needed to face the above technology and market trends.**

- Based on the identified needs and ideas, several contacts have been established with relevant ongoing projects involving business associations of SMEs not directly related to the surface transport but capable of supplying a good solution for the needs and bottlenecks identified by the SURFACE NET Project .
- There was an effort to involve people from different areas in the workshops, like representatives from universities, RTD companies and business associations.
- Awareness raising among SMEs to FP7 calls opportunities, methods of submitting a proposal and technology and market trends.
- All these actions led to an exchange of ideas with other sectors capable of proving new forms of cooperation to tackle some challenges facing the future of surface transport.

### WP3 – Dissemination and future exploitation results

WP3: Dissemination and future exploitation results	
Tasks	Responsible
Task 3.1 Dissemination activities at European level	
Task 3.2 Throughout the implementation of the SURFACE NET project, its partners will promote the synergy and the exchange of experience with other SSA projects and similar initiatives at national and international level in order to continuously enrich the services offered to SMEs.	
Task 3.3 Exploitation plan	
To do list	Responsible
Project poster, leaflet	Inova+
Project description (abstract) in the partners website	Partners
Search for SSA projects in order to establish synergies	Inova+
Project description in the Star-Net project website	Inova+
Establishment of strategies to address the SURFACE NET platforms	Inova+

#### Task 3.1. Dissemination activities at European level

The main objective of this WP is to implement a continuously proactive and broader dissemination of the project goals and activities.

Type of information regularly sent to all identified SMEs:

- All partner search sent by INOVA+
- Partner search received from national contact point for transport
- EPSS service for online preparation and submissions of FP 7 proposals

The aim was to build a preliminary and basic knowledge base for the identified SMEs regarding the FP7 (as well as FP6) trying to raise their attention to the EU funding opportunities for R&D projects in the field of transport and logistics.

The following actions were carried out in order to receive the wide public circulation and distribution:

#### I. Web Actions:

Web actions taken to further disseminate the project:

- Surface Net project area integrated in all partners' web-sites in both English and the local language;
- Detailed information about the project initiatives;
- Publishing of newsletters regularly providing information about planned activities, funding opportunities, European events in the transport sector, etc.

Different aspects of the SURFACE NET project were uploaded on the following web pages:

- [http://ec.europa.eu/research/transport/news/article\\_5673\\_en.html](http://ec.europa.eu/research/transport/news/article_5673_en.html) news article in Transports area of DG Research website, in English.
- [www.inovacao.net/surfacenet](http://www.inovacao.net/surfacenet) an innovation portal from INOVA+, in English.
- [www.urtp.ro/old/engl/proiecte/surface\\_net.html](http://www.urtp.ro/old/engl/proiecte/surface_net.html) URTP site, in English.

- [www.urtp.ro/pagini/proiecte.php](http://www.urtp.ro/pagini/proiecte.php) URTP site, in Romanian.
- <http://www.nsbs.bg/> NSBS site, in English and Bulgarian.
- <http://www.und.org.tr/index.php?go=surfacenet.php> UND site, in Turkish.

## II. Publications:

### Bulgaria

- Bulgarian Chamber of Commerce and Industry newsletter INFO BUSINESS
- Bulgarian Chamber of Commerce and Industry Internet site
- On line BIA daily of Bulgarian Industrial Association
- Internet portal: [www.pr-bg.com](http://www.pr-bg.com)
- Press release in specialized Transport magazine and Logistics journal
- The project information was published in NSBS advertisement magazine
- Further publications in monthly specialized journal “Logistics”
- Permanent information on NSBS web site
- Project information is included in NSBS annual report, published on its web site.

### Turkey

- 7 times through UND weekly newsletter ( Bul. Nr: 274, 275,276,277,278,280 and 281 published between 2 February – 23 March 2007) and 8 times through the circular letter (Circ. Nr: S07-01, S07-02, S07-06, S07-07,S07-08,S07-09,S07-10,S07-11 published between 9 January 2007 – 27 March 2007 ).
- On December 2006, UND published a comprehensive, three-page article about the Seventh Framework Programme on its monthly journal called “Voice of UND”, with a description of the FP7 programme and the transport sector themes in particular.

### Romania

- Articles in URTP publications about SURFACE NET and FP7
  - in the URTP Informative Bulletin
    - October & November 2006; pages: 2 and 3
    - December 2006; pages: 1 and 2
    - March 2007; pages: 2, 3 and 4
    - July & August 2007; page: 5
    - October & November 2007; pages: 5 and 6
  - in the URTP magazine TRANSURB
    - no. 3-4/2006; page: 4
    - no 1-2/2007; pages: 10 and 11
    - no. 3-4/2007; pages: 12 and 13

## III. Press conference

On the 7th of June in Sofia, Bulgaria, with Mrs. Luisa Prista – Head of unit STD, Ms. Susana Martins – Project officer and the Portuguese coordinators of the Project of Inovamais: Mr. Miguel Sousa and Mrs. Sonia Silva introduced the SURFACE NET project. Eminent Bulgarian

journalists of 27 mass media were involved in this event. Leading newspapers focused on Seventh Framework Programme (FP7) and the European Technological Platforms (ETPs) and made publications in the newspapers: “Dnevnik”, “Kapital”, “Pari”, “Cash”, “Banker”, “Standard”, “Novinar”, “Faktor”, the magazine “Logistics”, etc.

## V. Business meetings

- Several business meetings were held with companies who appeared interest and require more detailed project information.

- Several business meetings were held with Urban transport administration and railway Infrastructure and cargo transport Administration

- Presentation of the Surface-Net project at the **Balkans Intermodal & Logistics Conference** – 2007 held in Kempinski Hotel Zografski on 8-9th November 2007
- Presentation of the Surface-Net project at the **International scientific-technical Conference “Transport Logistics, Intermodal Transport and Infrastructure”** held in Sofia on 13 of February 2008.
- UND used various platforms where transport SMEs regularly gathered together in order to address sector-specific issues, common problems and solutions, such as regular sub-branch meeting of the **Sector Assembly Nr. 64** which is a platform of transport SMEs under **Istanbul Chamber of Trade**.
- in the monthly URTP meetings, it was presented to **URTP Board of Directors** (Biroul Executiv) the opportunities offered through FP7 to access European Funds, by submitting project proposals.

**Task 3.2. Throughout the implementation of the SURFACE NET project, its partners will promote the synergy and the exchange of experience with other SSA projects and similar initiatives at national and international level in order to continuously enrich the services offered to SMEs.**

This task has been continuously carried out through:

- the identification and description of similar SSA projects already implemented; the descriptions are published in the SURFACE NET newsletters;
- through the National Contact Points (NCP) to further exploit the synergy and experience exchange with other SSA projects, promoting the search for partners trying to participate in FP7 proposals.
- through the Romanian NCP: **National Authority for Scientific Research** Department for European Affairs and International Cooperation, represented by Mrs.

Beatrice Paduroiu, URTP disseminated all the 37 proposal ideas. (for Transport - please see the Cordis webpage:

<http://cordis.europa.eu/fetch?CALLER=FP7NCP&ACTION=D&DOC=24&CAT=CONNT&QUERY=011a33eeacd7:1e5c:00a1c314&RCN=19820>

**Promotion of long-lasting partnerships were established:**

- Based on the one idea submitted on the workshop in Bulgaria, a Consultative Council at the Ministry of Transport was established, involving the Railway administration Executive Agency, the State Railway carrier BDZ EAD and other railway undertaking, Bulgarian Chamber of Commerce, NSBS and other representative of the business to improve the quality of transport services for the big suppliers, enhancing the efficiency of exploitation of the wagon park, as well as the development of ideas for proposals and seeking European financial contribution and grant. The project partner NSBS took the opportunities offered to present briefly the main goals of the Surface Net Programme and its priorities. So approximately 250 conference participants received recent information about how can directly apply for financial grant under FP7.

**WP4 – Management of the Specific Support Action**

**Kick off meeting (KoM)**

The SURFACE NET Kick-off meeting took place in Brussels on the day 9th of November of 2006. At this meeting the overall objectives and tasks of the project were discussed, including the next steps in terms of daily events, management, financial issues and the communication with the EC. The European Commission DG RTD Project Officer, Ms. Susana Martins, hosted the meeting.

On Behalf of European Commission	Ms. Susana Martins Mrs. Luisa Prista
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Company	Authorised Representative Person
INOVA+	Mr. Miguel Sousa Ms. Sónia Silva
URTP	Mrs. Viorica Sarman
NSBS	Mr. Ivan Petrov Mrs. Polixena Krastanova
UND	Ms. Evren Bingol

The KoM was divided into two parts, one session in the morning and another one in the afternoon. The first session was especially addressed to the partners and they had the opportunity to present briefly both the role of their associations and the current situation of the surface transport in their countries. The presentation of the four (4) partners involved in the project was followed by an overview of the SURFACE NET project itself highlighting the mission of the project; strategic objectives; role of the coordinator and partners in the project; SURFACE NET contribution to EU and to CC; the project communication model and the workplan divided in support and management activities.

The SURFACE NET project officer Ms. Susana Martins made a presentation about the Surface transport in the context of the EU research policy (FP6 and FP7), making reference to the following subjects: the “transport” theme in its context; why transport research; overall objectives; surface transport; implementation and budget.

In the afternoon session, all issues related to the project were discussed as well as all work to be done during the project’s first six (6) months of activity. Mr. Miguel Sousa focused on the objectives and the overall working methodology (description of the two phases of the methodology) of the project.

Also in this session the co-ordinator together with the partners defined the draft calendar regarding the one-day workshops to be organised in the addressed candidate countries (partners) in 2007.

Ms. Sónia Silva made a short presentation of the work packages of the project, and also defined together with the partners the “To do List” highlighting the actions and activities top be performed by the consortium in the next six (6) months. The last presentation of this session was led by Mr. Miguel Sousa focusing on the administrative and financial management of the SURFACE NET project. At the end of the session the partners were given copies of the Consortium Agreement and Mr. Miguel Sousa ended the SURFACE NET Kick-off Meeting at 16:30 pm.

### **Workshop’s technical meeting**

The coordinator INOVA+ promoted a technical meeting the day before the workshop with the local partner to prepare all aspects of the workshop organisation. In each meeting, the profiles of the participants were analyzed; their project ideas were classified in order to distribute them among the round tables. This activity done in cooperation with the local partners help to adjust the workshop’s agenda to better address the needs and expected results of the participants.

## **4 ASSESSMENT AND EVALUATION OF THE PROJECT’S ACTIVITIES**

### **Local Workshops**

The main activity of the SURFACE NET project was the organisation of the local workshops in each Candidate Country. As reported above, the success of the event revealed a all new attention to the project advantages and opportunities provide to the SMEs operating or related to the surface transport. The Workshop turned out a very successful as a national level forum and contributed to the popularization of the themes upon FP7 and Competitiveness Innovation Framework Programme (CIP).

The overall rate of the “Evaluation Questionnaire” done at the sessions was above 4 in a scale 1 to 5, meaning an evaluation of “good/satisfied” to “excellent/very satisfied”.

After the workshop, several follow-up activities kept the participants connected to the project activities and promote further collaboration between these actors and the SURFACE NET project partners in order to turn their ideas into concrete project proposals for FP7 calls. The following list shows some of these follow-up activities:

- ⇒ All partners have sent by confirmed mail the complete dossier with all the documentation presented during the workshop to all the participants.
- ⇒ The elaboration of the list of ideas and company profiles.
- ⇒ The identification of RTD capabilities of SMEs

Another important result from the workshops was the identification potential evaluators in the transport area .Taking advantage of the presence of the European Commission DG RTD Project Officer, Ms. Susana Martins, contacts were made during the event to identify people with the right profile to become an EC evaluator in the Theme 7 - Transports of FP7. From this activity resulted an invitation to **Dr. Nilgun Ciliz**, Associate Professor at the Bogazici University in Istanbul. Since then Dr. Nilgun Ciliz has participated in the first call on transports of 2007 as an evaluator of the proposals of Activity 7.2.6 CROSS-CUTTING ACTIVITIES in SST.

### **Dissemination and future exploitation of the results**

- Disseminated information for EPSS service for online preparation and submissions of FP 7 proposals will familiarize SMEs with tools for submission of proposals;
- Information for the project on partners' web-sites will keep informed and familiarized the web-site visitors with the project activities;
- By publishing the regular Newsletters the local awareness will rise and provide info about project news, initiatives, funding opportunities, etc.
- Further promotion of opportunities for partner search and opportunities for access to information about similar projects and initiatives at national and international level;
- Further promotion the synergy and the exchange of experience with other SSA projects and similar initiatives at national and international level through description of similar project already implemented;
- Establishment of strategies to address the SURFACE NET platforms.

Two documents were produced to support these activities beyond the project ending, namely the “Marketing Plan” and the “Self-sustainability Plan” (Deliverables D3.3 e D3.4 respectively).

### **Conclusions**

The SURFACE NET Project has been quite successful in achieving its objectives. First there were a significant number of organisations reached by the project activities They had received updated information about the “Theme” Transports in FP6 and FP7 and a set of tools to facilitate their entrance into the methodologies for submitting successful proposals. Their project ideas from the SMEs were also compiled and disseminated

among the project network in order to match these ideas with ongoing FP6 projects and with the ‘Partner Searches’ being published by the coordinators of proposals under preparation.

The resulting collaborative network of SMEs and other entities related to the transport sector from the participating countries is now capable of converting their ideas into proposals. Some of these organisations are already engaged in actual ongoing FP7 calls.

In conclusion, the project coordinator and the local partners envisages in the near future an even further participation on the next FP7 calls on the ‘Theme’ Transports and expects that the impact of the project on those countries will last beyond the ‘terminus’ of the current project.