

1 Publishable Summary

1.1 Project Context and Objectives Summary

SMEs/SOs are often the hotbed of innovation but harnessing the potential to drive the European Aerospace business forward in line with Framework strategy is no easy task.

This project tackles the shortfall in SME/SO participation in innovative collaborations with industry primes and FP7/H2020 projects by tailoring proven methods of improvement into the SME-AERO-POWER (SAP) project.

This section is divided into clauses that:

- Link the call to the marketplace and existing state of the art which have led to the positioning of the project to maximise on existing assets within the marketplace and from related former projects,
- Offer new activity that augments and extends what is already being undertaken,
- Accelerates and broadens the range and number of SMEs/SOs participating in collaboration projects desired by industry primes and an expanded range of calls in the Aeronautics Theme.

SME-AERO-POWER is following the designed path in achieving its objectives. The whole process is based on community building around hot topics that were defined at the proposal stage and updated by the team members using desk research and knowledge gathered from other initiatives, as well as Transformation of real industrial needs (expressed by primes) into operational objectives for SMEs/SOs.

The project's main objectives are:

1. Support SMEs & small organisations (SOs) in identifying innovation opportunities and building international teams & consortia particularly around topics significant to aerospace primes.
2. Support SMEs & SOs to recognize FP7 and H2020 call opportunities, prepare for and submit well-conceived FP7/8 proposals.
3. Identify the critical issues with respect to long term research within aerospace SMEs & SOs and resolving them where possible. In other words prepare SMEs/SOs and SOs for the next big calls.
4. Increase participation from SMEs & SOs in countries that are in deficit in terms of participation in ERA.
5. Support SMEs & SOs to participate in proposals with a centre of gravity towards SMEs, thus be initiators of proposals rather than just being followers.
6. To create a greater incidence of pan-European clusters to expand opportunity that is limited by a strong focus on Regional or National clusters.
7. Increase participation in sustainable development programmes, like the greening programme Clean Sky.

8. Creation of a sustainable project-derived organisation, to provide ongoing recommendations to the Commission on tackling the critical issues.

The main project objectives follow a strategic three level approaches and working towards the overall project vision of improving and widening the inclusion of SMEs/SOs in innovative collaborations with primes and in Framework bids.

The key three phases are:

- 1- **Mobilisation of SMEs/SOs:** attract relevant innovative and research-intensive SMEs/SOs from the sectors of Aeronautic Technologies and assist them to get involved in either self-defined research activities in the FP7/H2020 Aeronautics Theme.
- 2- **Coaching and Self-realization for SME & SOs intermediaries:** Two methodologies will be integrated, A formal structured coaching methodology plus a narrative-based self-realization process with qualitative and quantitative output of SME/prime innovation” enablers and barriers” and clearer understanding of “hot topics”.
- 3- **Competence Development:** a solid backbone of the PEER-AERO-NET that will coordinate the activities of the Learning Community to firstly achieve the quantified targets of the project and secondly lay the foundation for the self-sustainability.

1.2 Work Performed and Main Results Achieved

The table below summarises the measurable objectives that were achieved in PY2 and subsequently throughout the entire project duration:

Done	Measurable Objectives	WP
+	Raise awareness about the project & its activities	2
See WP4	Form collaborations with other initiatives	
19/12	Performed 19 Regional Awareness Workshops (Planned in DoW 12)	
8/10	Initiated 8 Specific Interest Groups based on hot topics identified	
+	Establishing the PEER-AERO-NET network and nurturing it	3
5/5	Performed 5 Training Workshops within PEER-AERO-NET	
30/30	30 PEER-to-PEER collaboration interactions have taken place	
+	Efforts to integrate within key Aerospace networks (AeroPortal and the other key networks)	4
3/5	Creation of an association within European initiatives (construction of a protocol of cooperation & memorandum of understanding with at least 5 service providers with mutual recognition)	
+	FP7/H2020 Information Center	
Done	Competence Development & Opportunity Recognition (more than 5 workshops across 5 countries have been organised)	
On-going	Development of Pan European Clusters	
+	Website Design & Maintenance	5

+	Dissemination Material & Activities	
+	Dissemination events	
Done	Produced extensive deliverable on creating sound preconditions for a Living Lab	
Planned	PEER-AERO-NET Self-Sustained Activities are planned	

1.3 Expected Final Results and their Potential Impacts and Use

SME-AERO-POWER is a support action dedicated to SMEs and SOs to get involved in the aeronautic industry. From this perspective it's one of few support actions that the EU funded in various industrial areas and sectors. The specificity of this project is definitely not in playing the role of awareness raiser but rather in creating an ecosystem that allows sustainability and realism. While the consortium put all the required resources in achieving in a realistic way the objectives we committed to, it has also invested a lot of effort in order to overcome several barriers some of which are conjectural, and other sectorial. The mechanisms that the project came up with at the proposal stage are indeed well constructed however still dependent on the open calls.

Dealing with heavy industry and fragile SMEs do not permit a kid-game. All the partners faced the issue of the call schedules against the project idea creation. The conclusion is that it's unlikely to match!

SME-AERO-POWER took the decision to reshape the paths I order to:

- Create more opportunities for SMEs, SOs and primes
- Push the involvement of SMEs by the need from the primes
- Create a professional Business Innovation Workshop concept based on the methodologies that the project has through its partners
- Amalgamate the awareness workshop and the business innovation workshops into a comprehensive and integrated scheme
- Design the processes from the sustainability perspective

This methodology has being experienced throughout the project execution. Yet it is too soon to evaluate the impact. Contributor to this conclusion is the fact that FP7 is going to be over in the end of this year, while effectively there are no open calls since 6 months. The next calls for H2020 will start only in the 1st or 2nd quarter of 2014. Therefore much of the potential impact of the project is not exploited because of the relatively long idle period.

The intentions of the project partners is to remain in close contact and collaborate again when H2020 will start, in order to exploit the project results and build on the new calls for proposals of the new

programme. For more detailed information about the future plans and potential impact please see the section describing WP5 below.

1.4 Project Public Website

The projects' public website is - <http://www.sme-aero-power.eu/>

It contains detailed information on the SME-AERO-POWER project, consortia, media updates, EU funding opportunities, and applications such as PEER-AERO-NET directory, list of SIGs, activities and more.

The website links to several virtual social networks, such as-

- an active LinkedIn group
- (http://www.linkedin.com/groups/SMEAEROPOWER-4203999?home=&gid=4203999&trk=anet_ug_hm)
- a blog (<http://paper.li/SMEAERO/1327609493>)
- and a Twitter account (<https://twitter.com/SMEAERO>).

Throughout the project and beyond its finalization, the website is continuing to update with new information.

2 Project Objectives for the Period

Following is a complete list of project objectives, as included in the in Annex I of the Grant Agreement (Dow):

- Support SMEs/SOs & small organisations (SOs) in identifying innovation opportunities and building international teams & consortia particularly around topics significant to aerospace primes
- Support SMEs/SOs & SOs to recognize FP7 and H2020 call opportunities, prepare for and submit well-conceived FP7/8 proposals
- Identify the critical issues with respect to long term research within aerospace SMEs/SOs & SOs and resolving them where possible. In other words prepare SMEs/SOs and SOs for the next big calls
- Increase participation from SMEs/SOs & SOs in countries that are in deficit in terms of participation in ERA
- Support SMEs/SOs & SOs to participate in proposals with a centre of gravity towards SMEs, thus be initiators of proposals rather than just being followers
- Create a greater incidence of pan-European clusters to expand opportunity that is limited by a strong focus on Regional or National clusters
- Increase participation in sustainable development programmes, like the greening programme Clean Sky
- Creation of a sustainable project-derived organisation, to provide ongoing recommendations to the Commission on tackling the critical issues.