SME Roundtable

Moderated by Peter Connock
Board Chairman, memsstar

Organised by:
AENEAS, ARTEMIS-IA, EPoSS, ECSEL-JU & European Commission

Associated organiser:
EUREKA
SME Involvement - Why does it matter?
Arco Krijgsman
Senior Manager
Strategic Technology

Innovative technology from SME’s…

Selection of 16 different SME’s in past 5 projects out of a total of 48 participating SME’s

…has helped enable Moore’s law for over the past 20 years…

Funding program

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<th>2000’s</th>
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In all projects on average ~20% SME’s

…and 1/3rd of those initial SME’s are now Large Enterprise

Analysis of current status of project partners with initial SME status upon FPP submission
RECIF Technologies designs, manufactures, distributes and services robotic handling equipment for highly sensitive environments dedicated to end users & OEM’s of the semiconductor industry.

Customer orientated and pro-active, RECIF Technologies keeps a strong focus on highest product quality coupled with customer satisfaction.

Acknowledged as expert in wafer handling and innovative solutions, we firmly believe that building strong partnerships with companies mastering complementary core competences, will lead us together to excellence, and better serve the industry.
DAC is an IT solutions provider for mobility, transportation, and value network digitalization.

We combine expertise in IoT, data analytics, and enterprise architecture to help our clients with supply chain transparency, product traceability, and logistics optimization.
AlphaSIP's main goal is to design, develop and produce molecular diagnostic chips that allow immediate and effective illness detection, promoting better health services for patients and great advances towards personalized medicine.
➢ Electronic Components and Systems is a priority area for Germany

➢ Significant funding for research over 2016-2020
  ➢ Collaborative research projects – 400 M€
  ➢ Research Labs and Research Fab Microelectronics Germany – 400 M€

➢ Germany plans participation in IPCEI
  ➢ 1000 M€ from the Federal Ministry for Economic Affairs and Energy.
SME Survey Learnings
SME survey background

• Initiated early 2018

• Many actors jointly defining and distributing questionnaire
  • Industry associations: AENEAS, ARTEMIS-IA, EPoSS, SEMI
  • Funding programmes and organisations: EC, ECSEL, EUREKA
  • Regional clusters: ARCSIS, DSP Valley, Minalogic, SCS, Silicon Saxony, Systematic

• Online survey took place during Q2 2018
Typology of Survey Respondents

- 216 Respondents, mostly with previous participation in several proposals
  - 17% with no previous participation
- Most used funding instruments: H2020, ECSEL and FP7 – Then Eurostars
- EUREKA Clusters less known
- About half of respondents below 50 employees and 2M€ sales
- 25 countries represented
  - 60% located in a single country
- Over 75% of respondents spend 10 to 100% of sales in R&D
Do you see potential / benefit from international collaboration? Overwhelmingly “Yes”
Motivation for international collaboration

- [New research/learning]
- New Partnerships/Alliances
- [Risk reduction]
- [Value networks]
- [New products]
- [New customers]
- [Become part of a supply chain]
- [Understand customer needs]
- [Networking/Community Involvement]
- Access to key corporations
- Consortium building
- [Funding]
- [Acquire a new technology]

- No benefit
- Some benefit
- Reasonable benefit
- Good benefit
- Considerable benefit

Good or considerable benefit for over 70% of respondents

for between 60 and 70% of respondents
Preferred participation format

1. [By participating in a project led by a large Corporation]
2. [By participating in a project led by a research organisation]
3. [By participating in a project with companies of similar size]
4. [By leading your own project]

1st choice 2nd choice 3rd choice 4th choice
Assessment of proposed mechanisms to help SME engagement

Rating from 1 (useless) to 7 (quite useful)

- Trans-National calls targeted on SME's
- Trans-National calls targeted on specific areas of technology
- A large company presents its technology needs - SMEs are invited to pitch
- Online collaboration tools (such as the ECS Collaboration Tool)
- Brokerage events organised in your region
- Brokerage events organised in your country
- Presentations of funding instruments organised in your region
- Presentations of funding instruments organised in your country
- Pitching contests: SMEs present project ideas - potential monetary award

Rating from 1 (useless) to 7 (quite useful)
Rank these collaborative opportunities to help the development of your company

- **Cascading**: Within a collaborative project, a source of funding is provided, with the specific obligation to transfer that funding to SMEs who become involved in the project (the SME is not applying for funding itself).

- **Piggybacking**: SME’s can have the option to join a running project to bring additional expertise to the project team. Funding would be provided through a separate national application.

- **[Requiring a minimum SME participation in funded projects]**

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What kind of support would you need?

- Administrative support through the application cycle
- Technical and project submission expertise through an experienced mentor
- Access to technical and administrative help during the project life cycle
- Expert support from national funding agencies

Number of respondents

- Percentage
Hurdles to SME participation

Number of respondents

- Application Workload: 28
- Administrative Overhead: 25
- Partner Identification: 19
- Funding Landscape Complexity: 16
- Funding Issues (low rate / geography / delays): 13
- Low Success Rate: 12
- "Closed Club" / Bias towards LE’s / RTO’s: 10
- Miscellaneous: 22
Room for improvement

Funding instruments design
Funding opportunities knowledge
Proposal elaboration and submission
Consortium Building
Thank you!