SME Roundtable

Moderated by Peter Connock

Board Chairman, memsstar

ECS Our digital future 2018

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

Associated organiser:
EUREKA

SME roundtable panelists

TECHINNOVA
Innovate with Us

ASML

Federal Ministry of Education and Research

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RECIF Technologies

alphaSIP

Aeneas

DAC

memsstar

ECSEL Joint Undertaking
Electronic Components and Systems for European Leadership

SME Involvement - Why does it matter?

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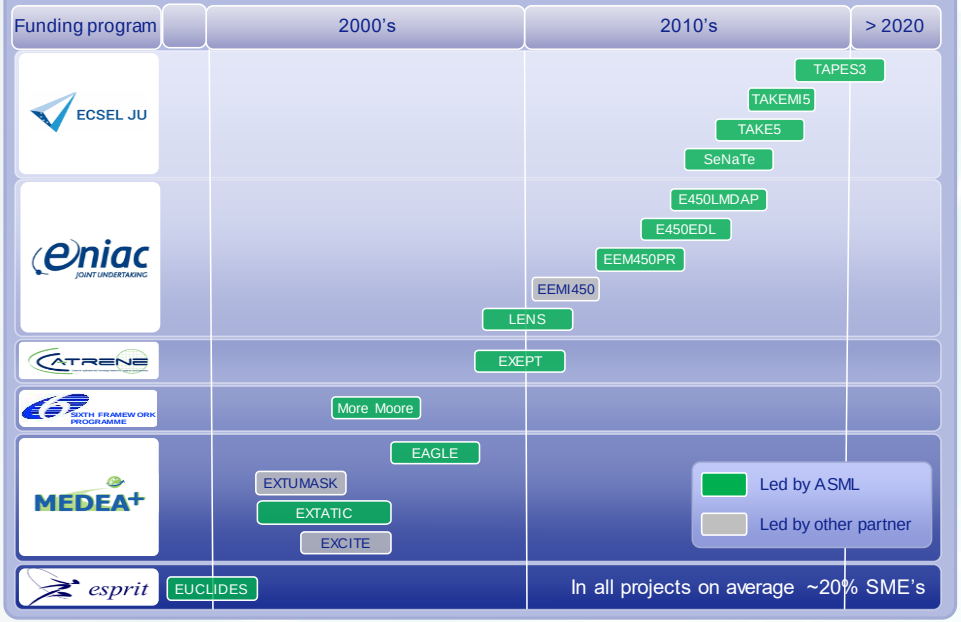
Arco Krijgsman
Senior Manager
Strategic
Technology

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…



…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

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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

Alain Jarre
CEO

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DAC

Mateusz Bonecki PhD
CIO

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

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Miguel Roncales
Founder and CEO

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

Federal Ministry of Education and Research

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Dr Stefan Mengel
Head of Division
“Electronics; Autonomous Electrical Driving”
BMBF

- 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

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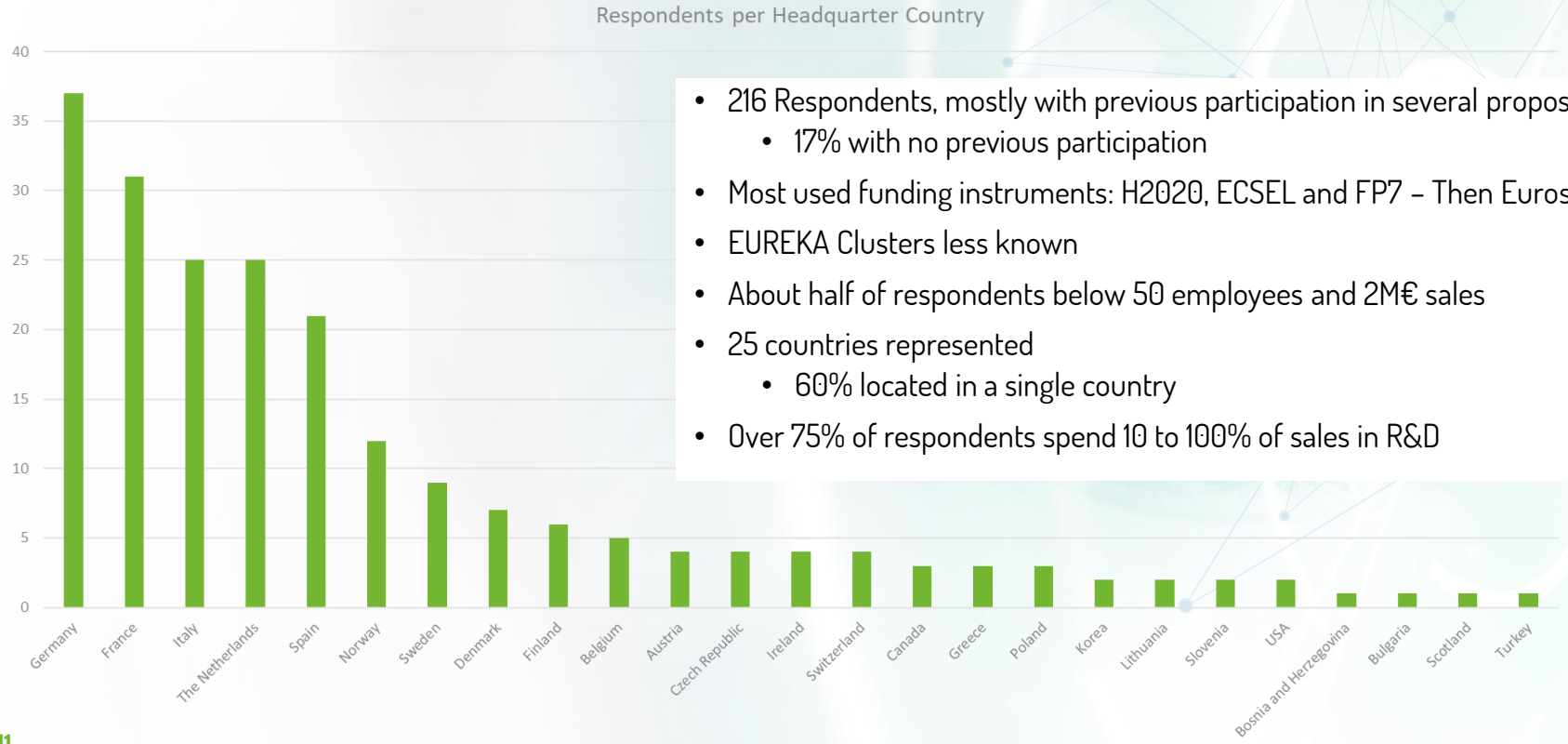
SME survey background

- 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

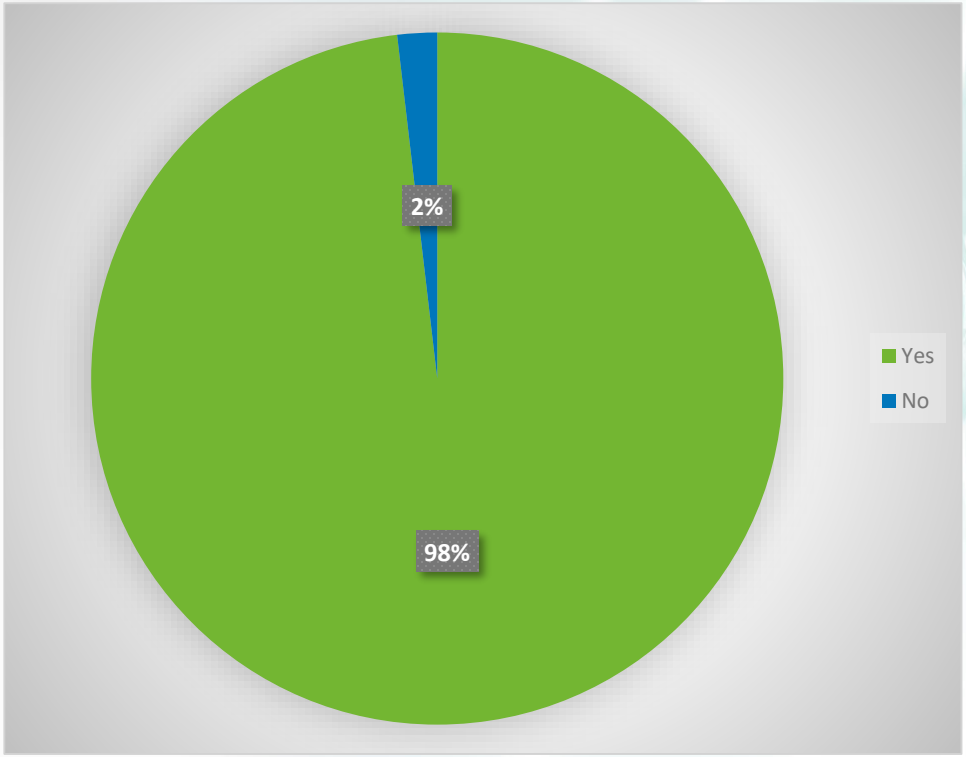
- Online survey took place during Q2 2018

Typology of Survey Respondents

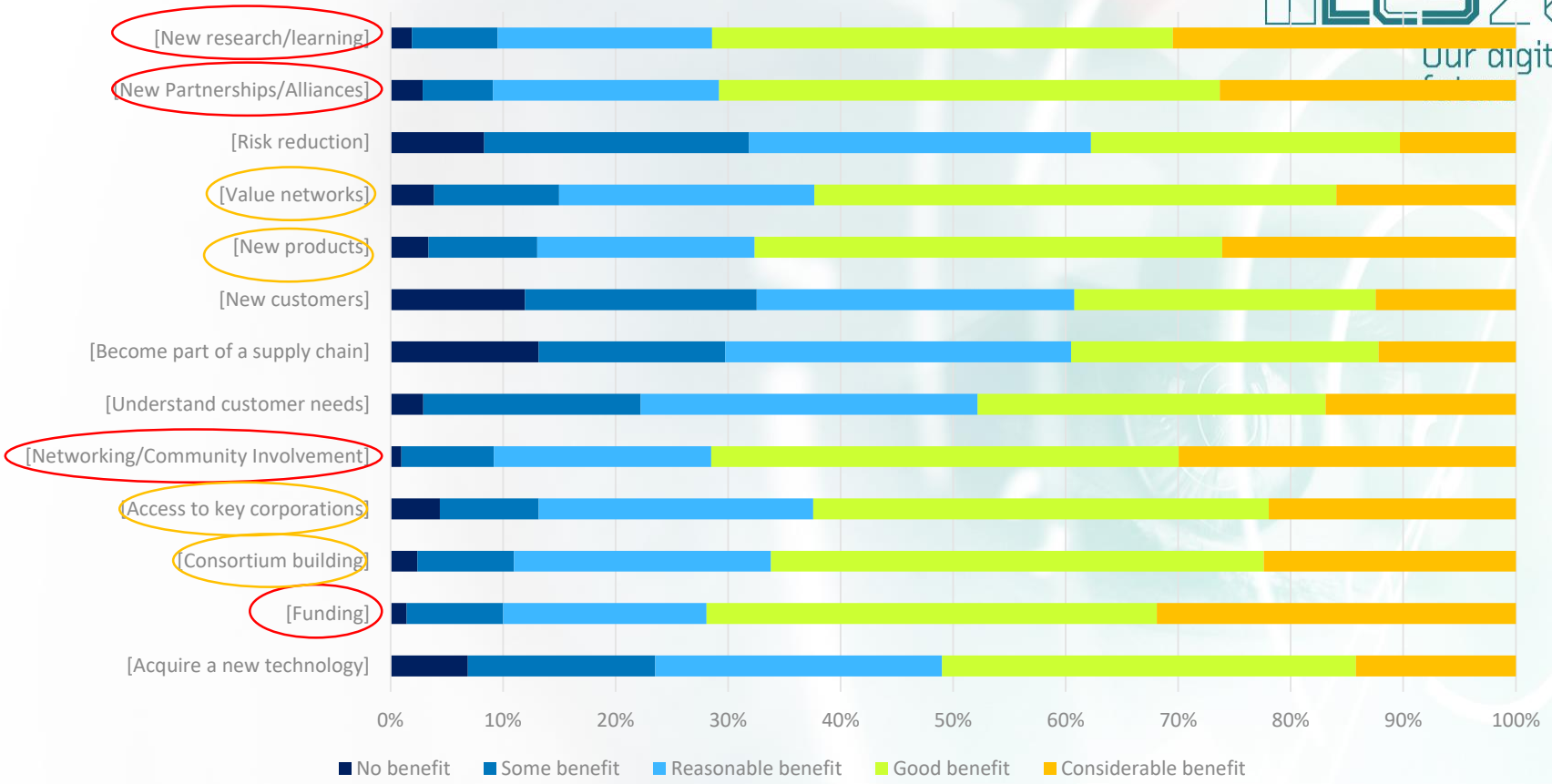


- 216 Respondents, mostly with previous participation in several proposals
  - 17% with no previous participation
- Most used funding instruments: H2020, ECSEL and FP7 – Then Eurostars
- EUREKA Clusters less known
- About half of respondents below 50 employees and 2M€ sales
- 25 countries represented
  - 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

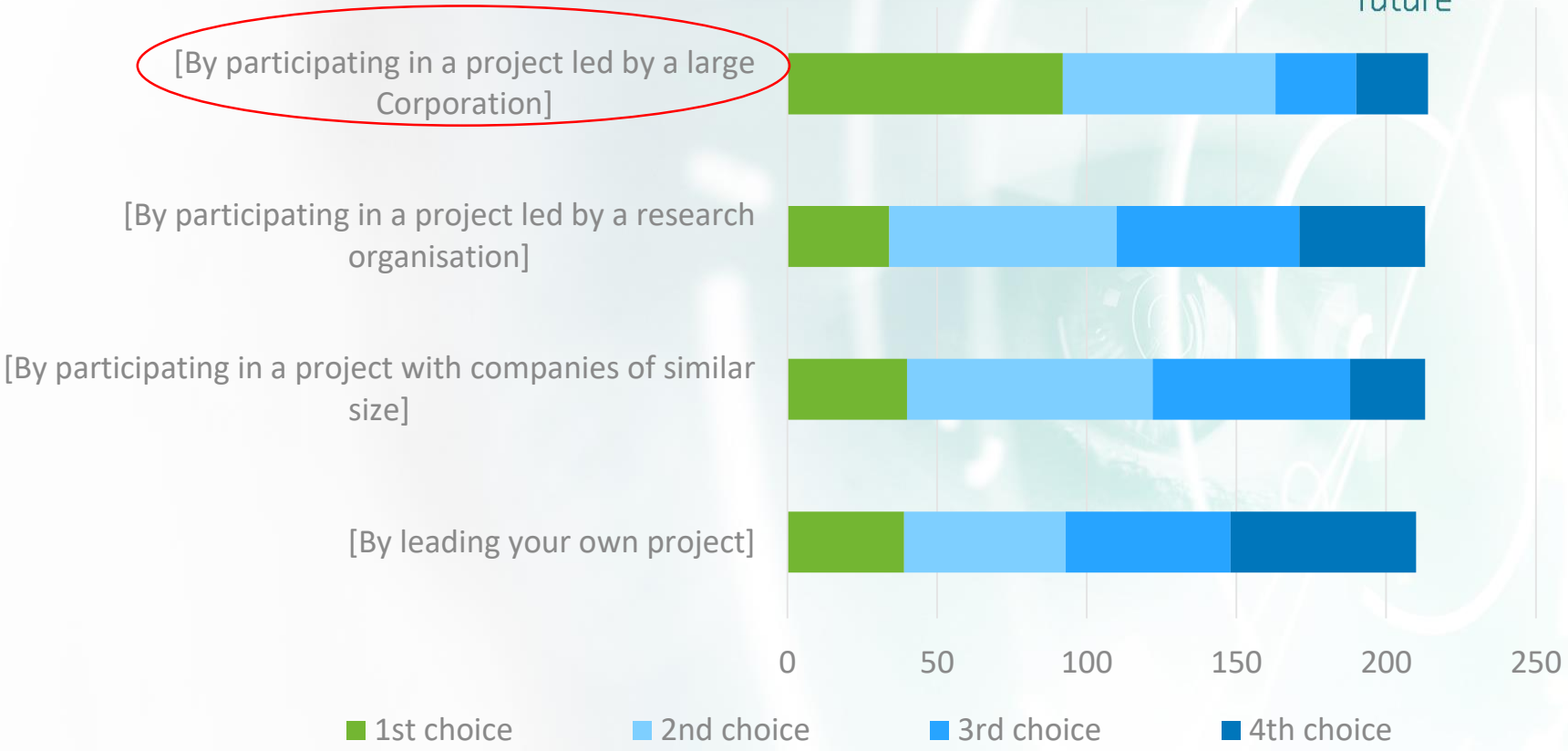


Good or considerable benefit

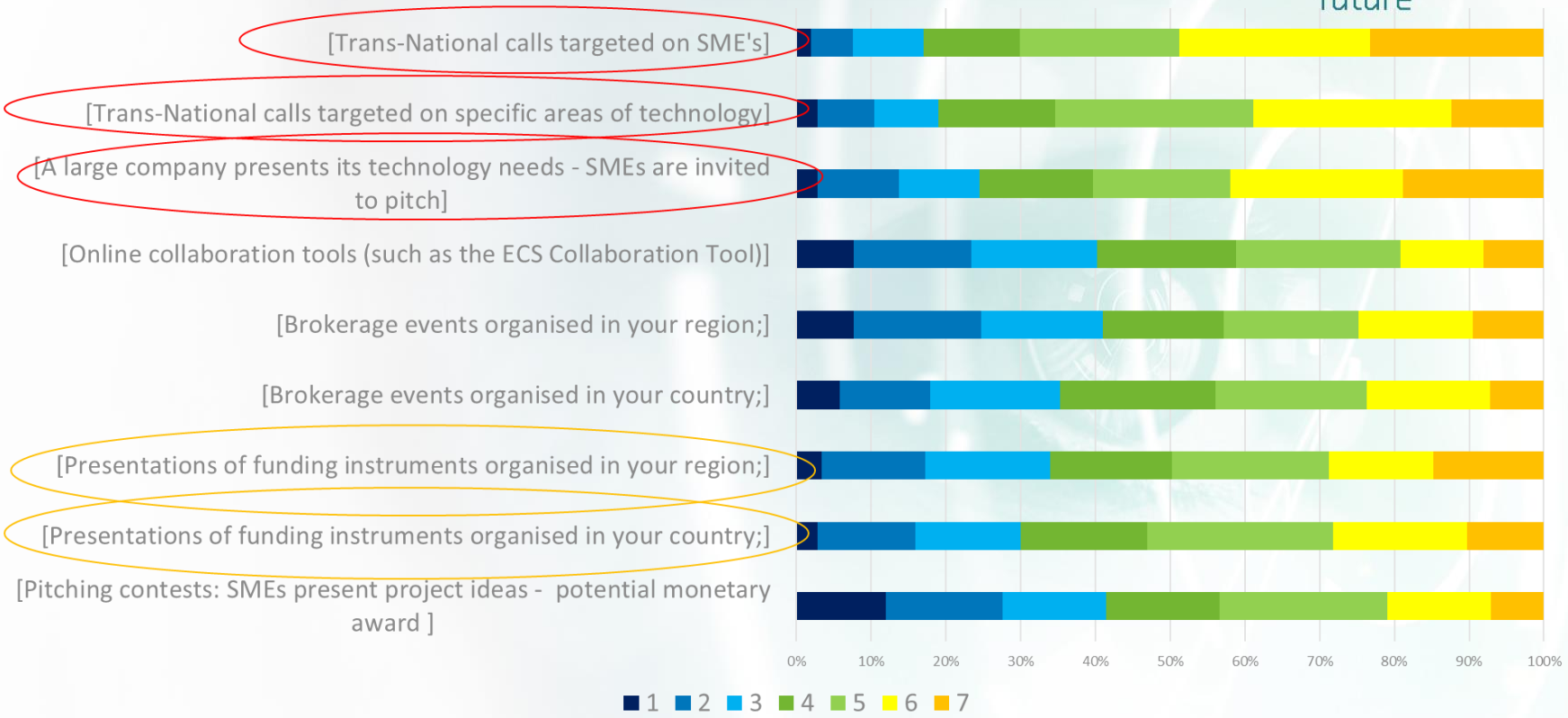
for over 70% of respondents

for between 60 and 70% of respondents

Preferred participation format

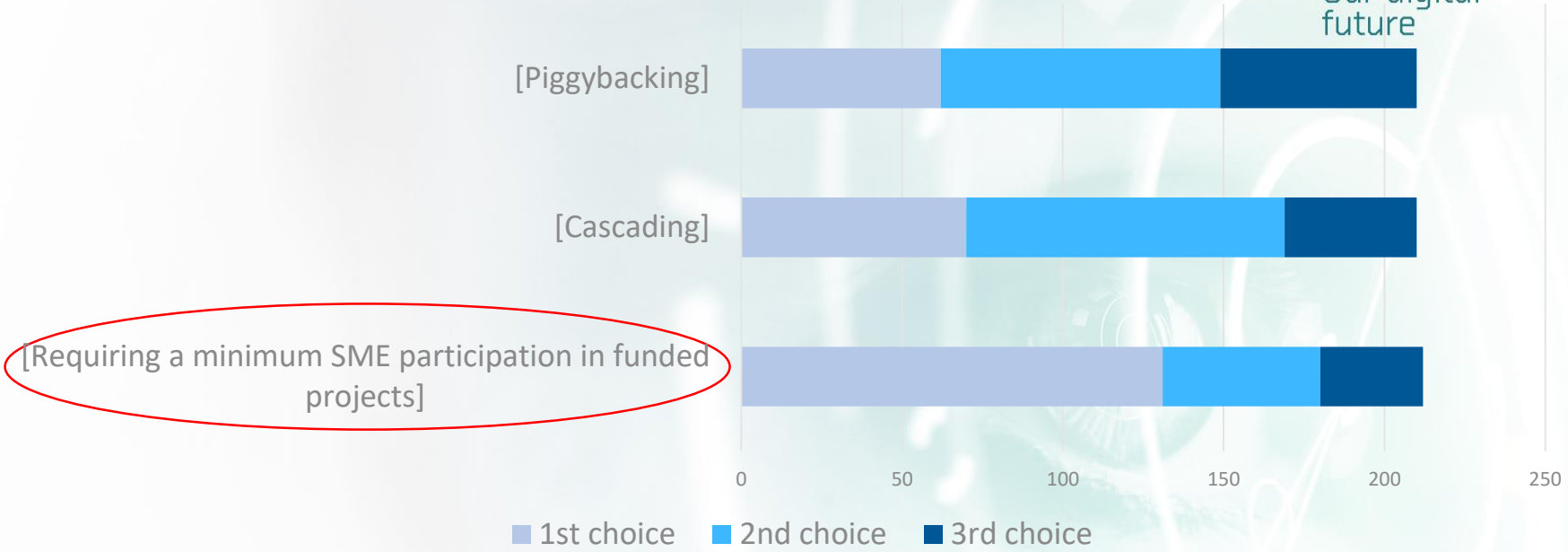


Assessment of proposed mechanisms to help SME engagement



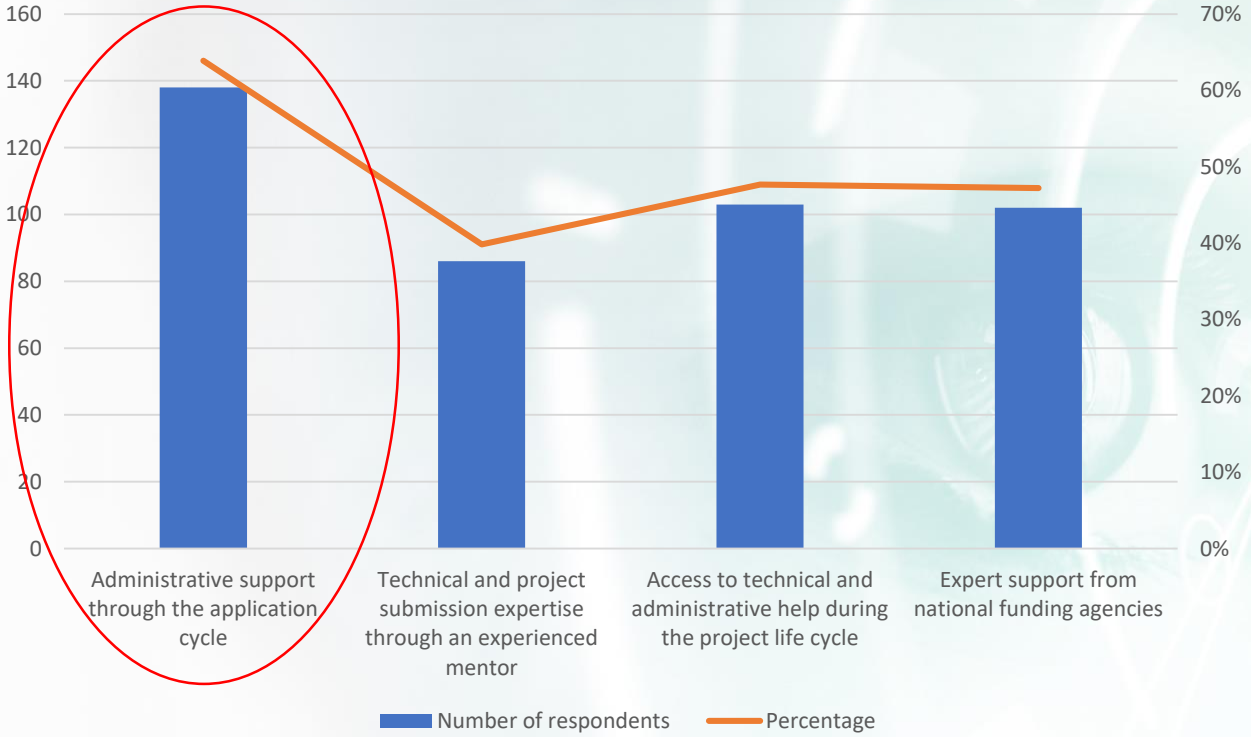
Rating from 1 (useless) to 7 (quite useful)

Rank these collaborative opportunities to help the development of your company

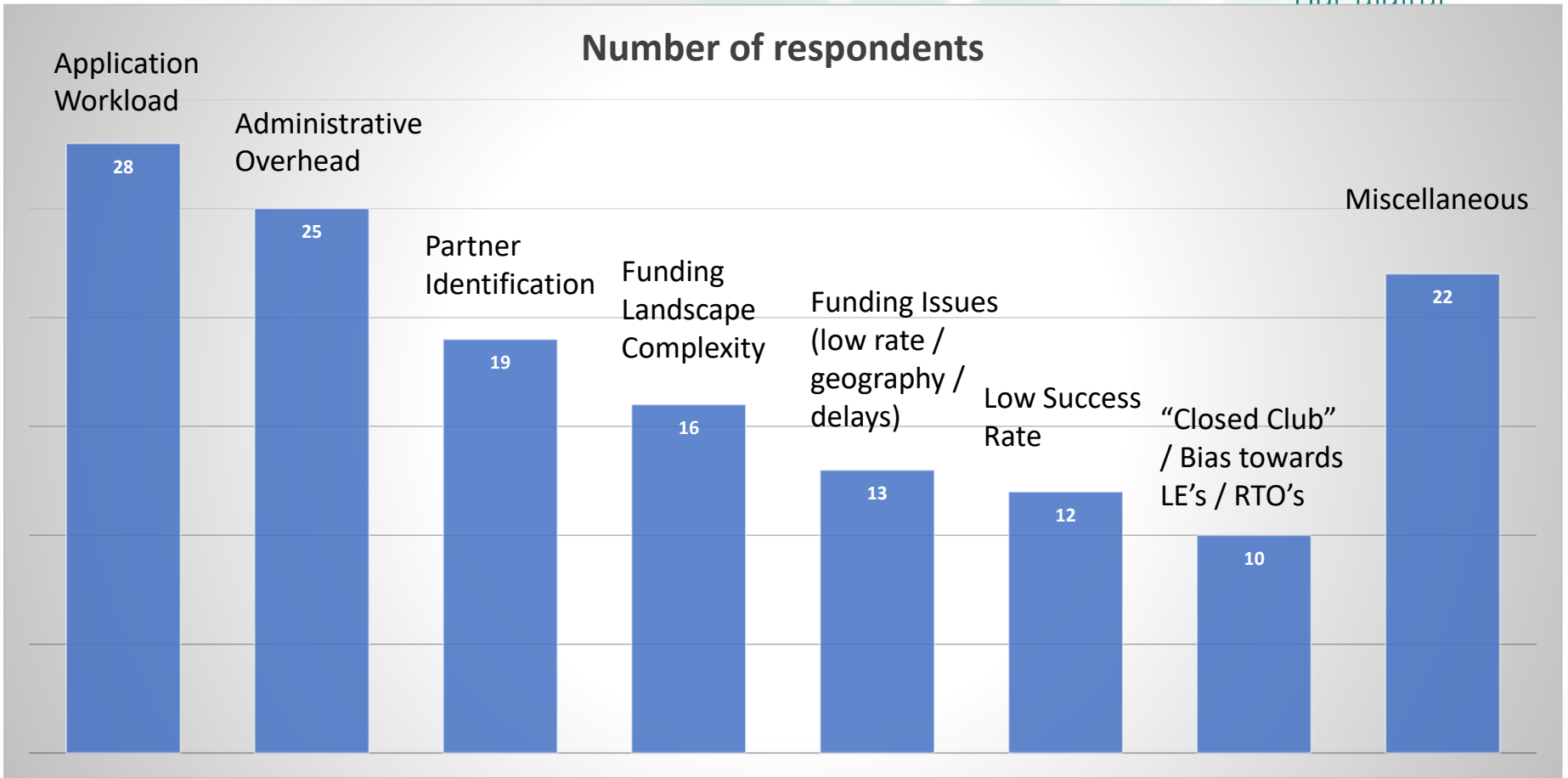


Cascading: Within a collaborative project, a source of funding is provided funding, with the specific obligation to transfer that funding to SMEs who become involved in the project (the SME is not applying for funding itself)
Piggybacking: SME's can have the option to join a running project to bring additional expertise to the project team. Funding would be provided through a separate national application

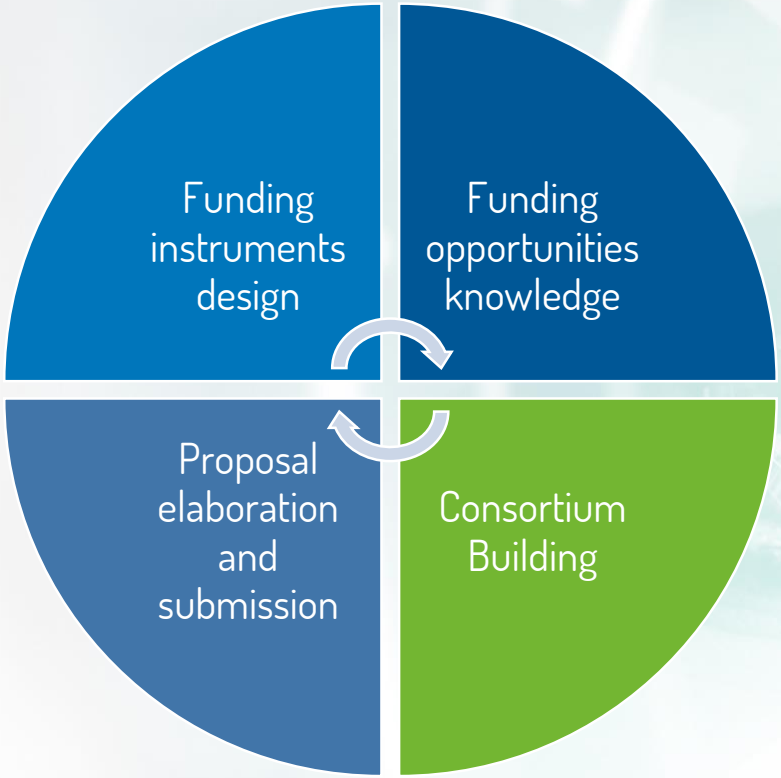
What kind of support would you need?



Hurdles to SME participation



Room for improvement



Thank you!

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