

FP7UK

Opportunities for Portable Power
Technologies in FP7 and Related
Programmes

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National Contact Point

*Nanosciences, Nanotechnologies, Materials and new
Production Technologies - NMP*

What is FP7UK?

It is a group of National Contact Points (NCPs) funded by the DTI to provide advice and assistance to UK participants within specific areas of Framework Programme 7 (FP7).

Tying Funding to Business Development

Business Development Drivers

Funding activities must be seen as a **Business Development Tool**.

- ✓ Engagement in activities that are value added – strategically *and* operationally if possible.
- ✓ Assistance in helping to develop IP, products and people.
- ✓ Partnering with strategic customers and end-users
- ✓ Forming Supply Chain alliances

Most funding is competitive.

So – The act of applying needs to be value added!

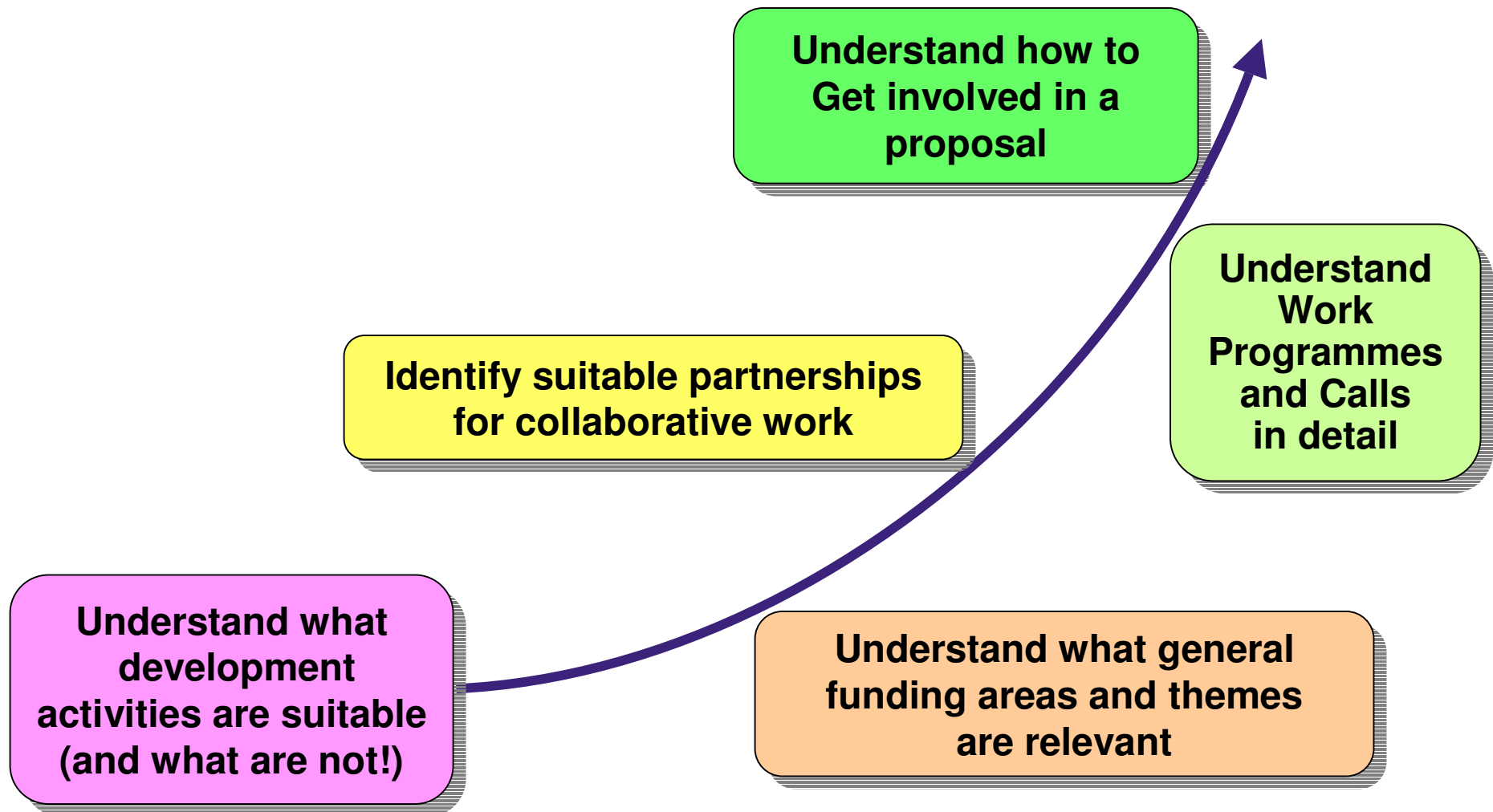
Benefits of Funding Schemes

- ✓ 25-75% of the cost of what you should be doing
- ✓ Supply chain development and security
- ✓ Product development – access to new and different technologies
- ✓ Provide access to new business markets
- ✓ Support a medium to long term view
- ✓ Raise profile
- ✓ Staff development & interest

Questions to Ask

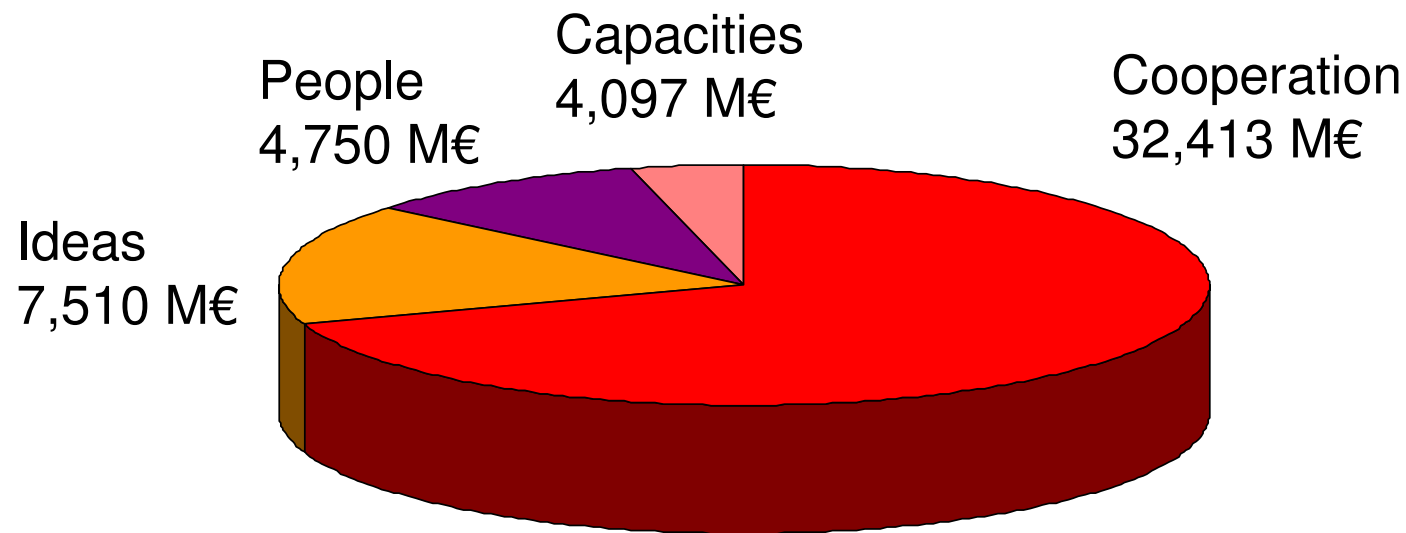
- ✓ Does it fit within our business strategy?
- ✓ Will it address our business needs?
- ✓ What are our chances of success?
- ✓ How are we going to participate?
- ✓ How much time will we need to commit?
- ✓ Who is going to do the work?
- ✓ How close am I to the market?

The Funding Learning Curve



Understanding what is available: Collaborative R&D

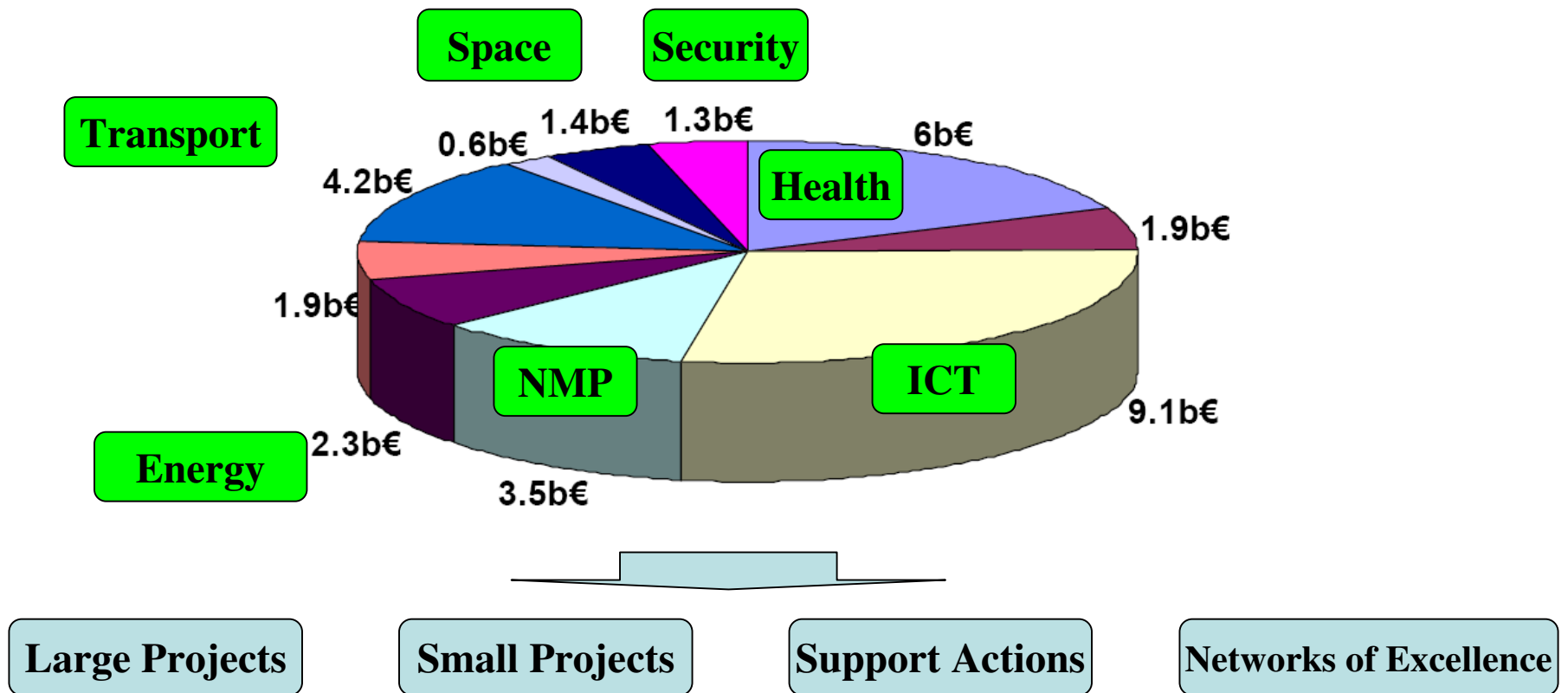
The Framework Programme



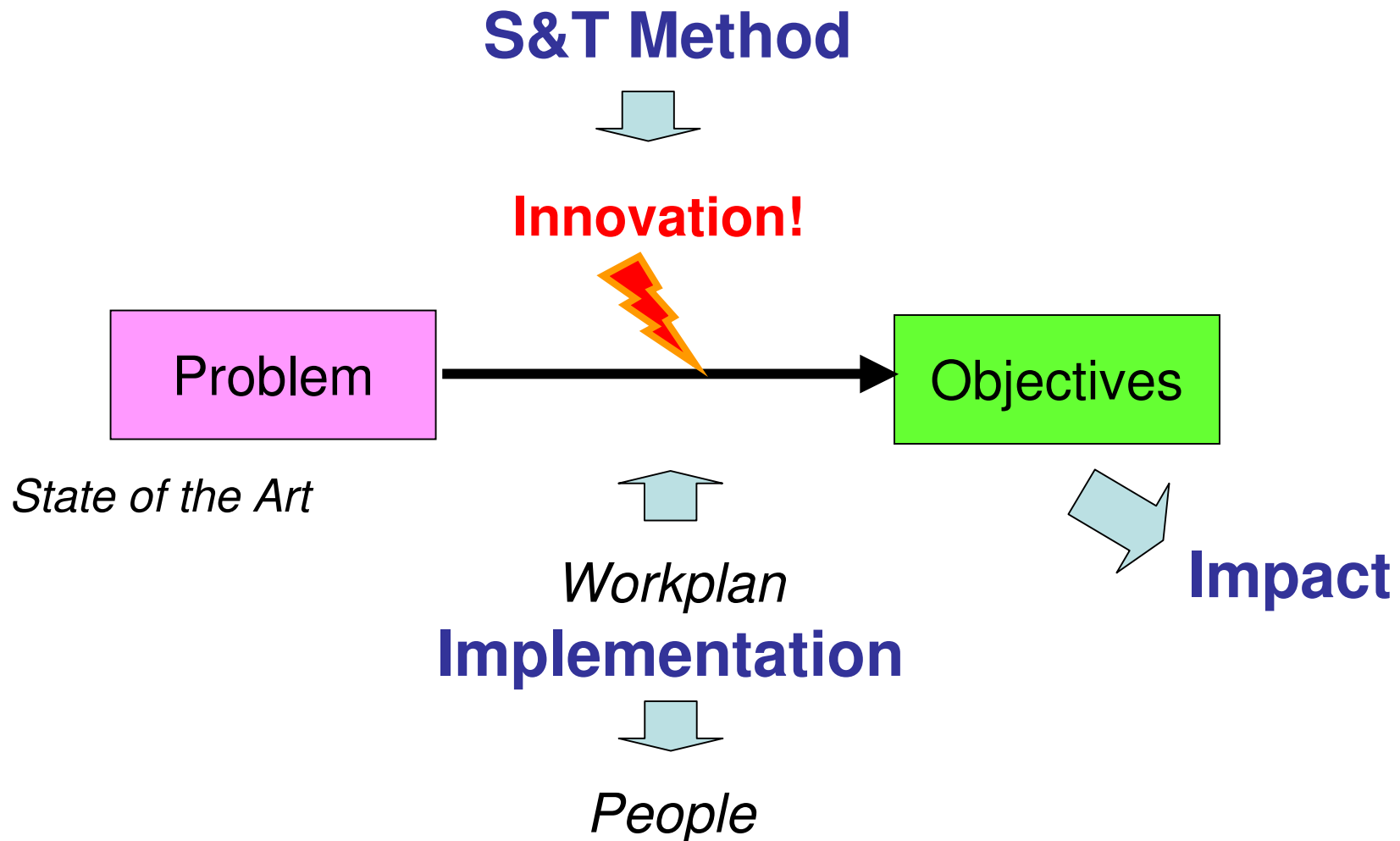
- FP7 (EC) worth approx €50bn over 7 years
- Annual spending in 2013 75% higher than 2006

FP7 Cooperation: End Market Collaborative R&D: Relevance to Portable Power

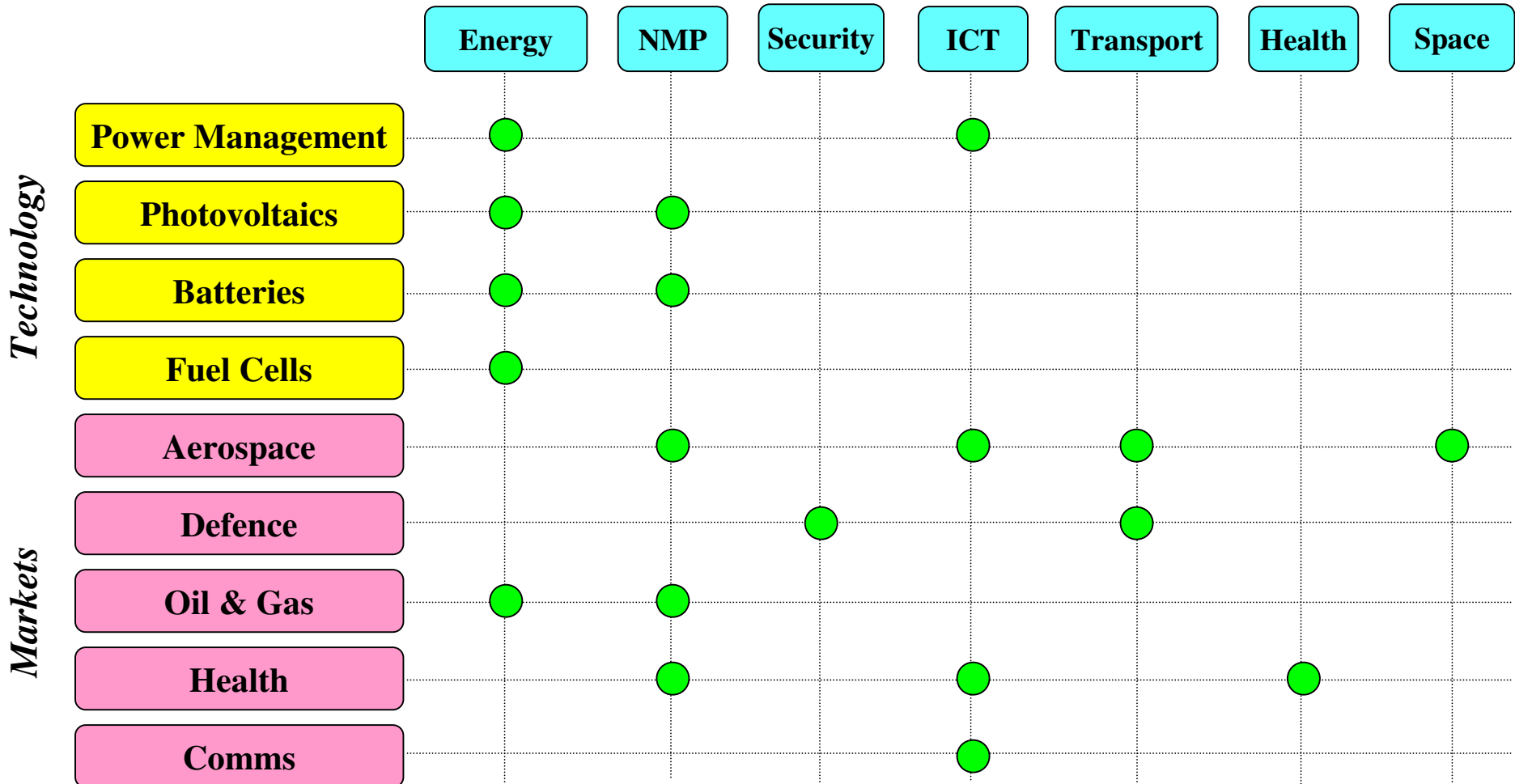
- Covers core technology and end-markets



An Innovation Project – How Funders see it

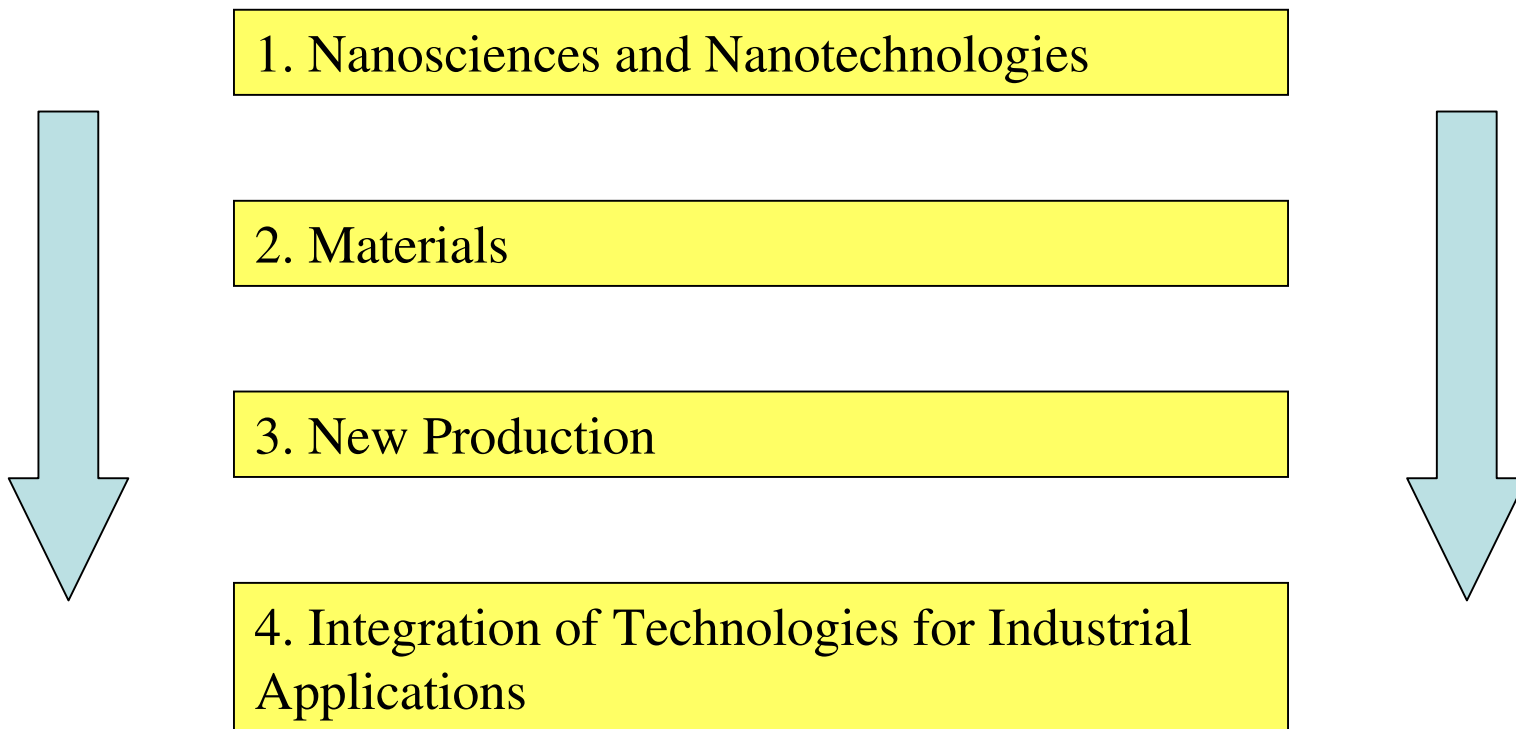


(Some) Possibilities in Portable Power.....



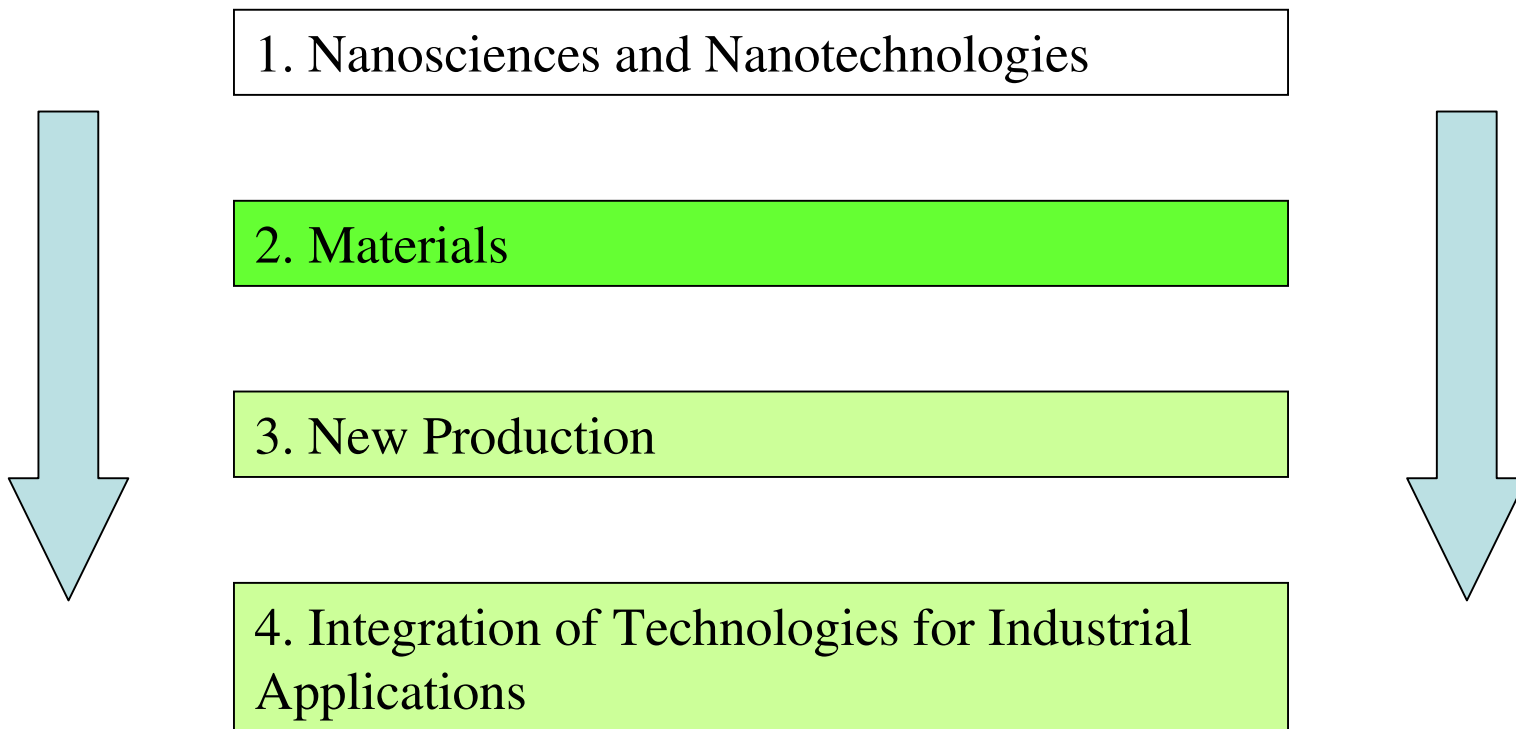
NMP

Improving industry competitiveness by developing, integrating and implementing high value-added technologies and processes



Chemicals Focus

Portable Power links primarily into materials, but also Production and integration aspects of NMP.



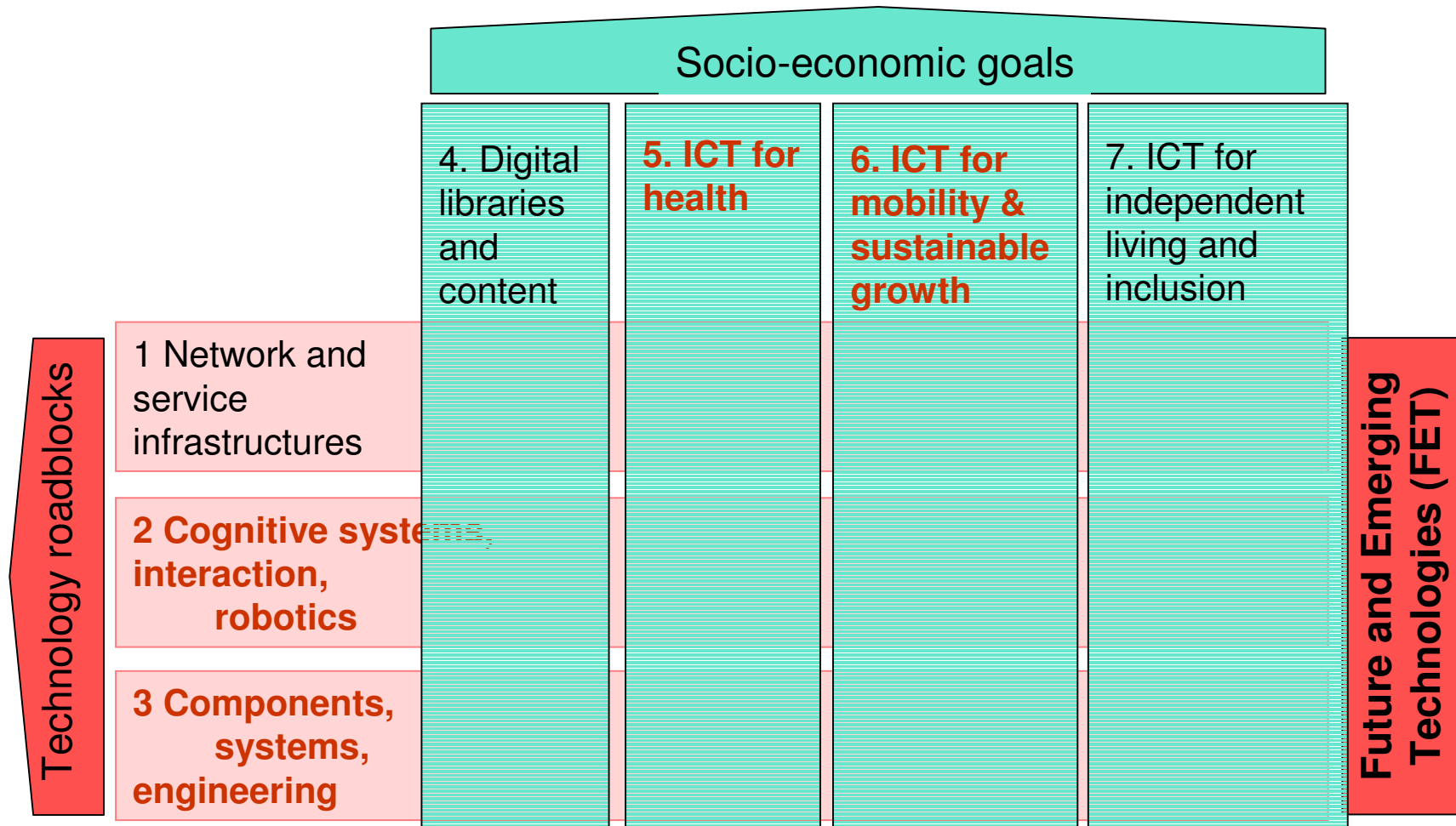
Opportunities in NMP

- 2007 Call: First Stage Complete
- Topics for next year being negotiated now include:
 - Materials for Energy Applications – Coordinated call with Energy Theme (Small)
 - Radical advances in the processing of multifunctional films & tapes (inc. photovoltaics)
- Also - possible construction end-market integration opportunities

ICT Work Programme

- A set of seven Challenges
 - overcoming technology roadblocks
 - end-to-end systems targeting socio-economic goals
- Several potential opportunities for portable power:
 - primarily in the low-power communications end, including device and circuit-level design.
 - end-market opportunities within systems integration themes.

Opportunities through the ICT challenges



Opportunities in Energy

- Primary focus on core energy technologies, with coordination into other end-market themes
- **Hydrogen and fuel cells** - includes portable and transport applications.
- **Renewables for heating and cooling** – cheap, efficient active and passive heating and cooling from renewable energy sources.
- **Energy efficiency and savings** - improve energy efficiency and consumption over the life-cycle –including transport.

Opportunities in Transport

- Main end markets are:
- Aeronautics & Air Transport
- Sustainable Surface Transport

- Strong sustainable, energy-efficient underpinning in both themes – opportunities for portable power integration
- Limited UAV applications within Framework – potentially more opportunity within UK funding schemes.

Joint Technology Initiatives: Near-Market, Industry Led

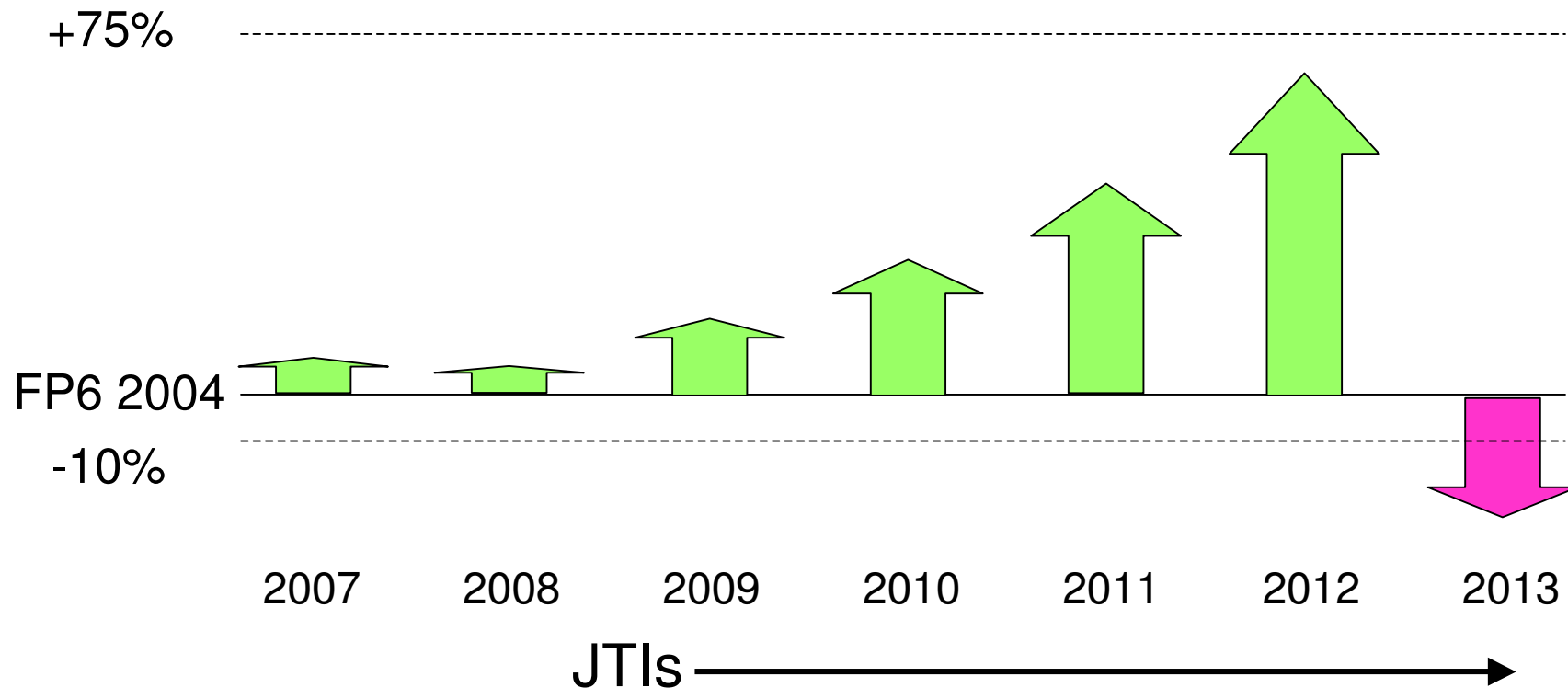
- Linked to, but not part of FP7.
- Public-Private Partnerships that can result from technology platforms
- Public Funding from National and European levels
- Primarily near-market focused and must add value over and above FP7 work programmes to be allowed
- Currently 6 **proposed** (including fuel cells) with possible opportunity for more.

UK Technology Programme

- Good Portable Power Opportunities within UK Collaborative R&D Programmes (including UAVs). Generally more near-market than Framework.
- Main relevant Themes are:
 - Emerging Energy Technologies
 - Advanced Materials
- Current Call: Lightweight Materials – Civil (including energy) and Military applications – MoD joint funding.

Timing your participation: FP7 Budget

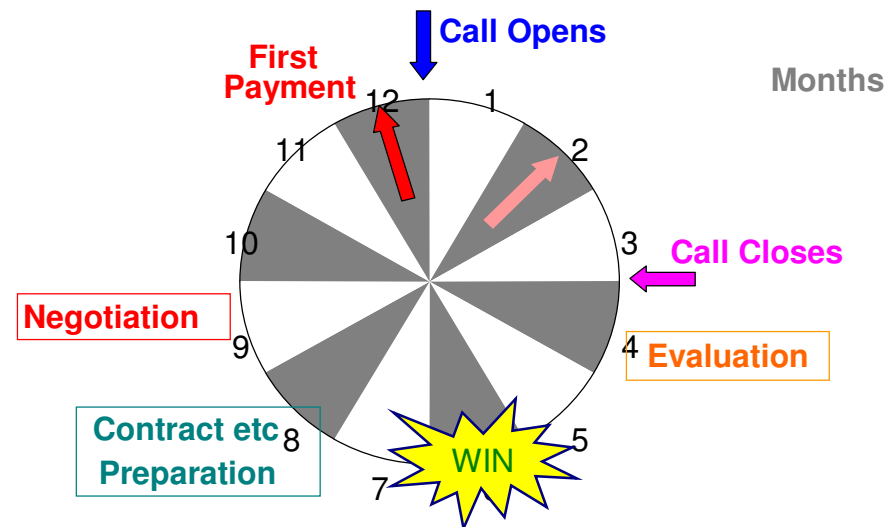
Approximate Budget spread in a given Thematic area...



Opportunity to time your involvement – be strategic!

Planning & Timing

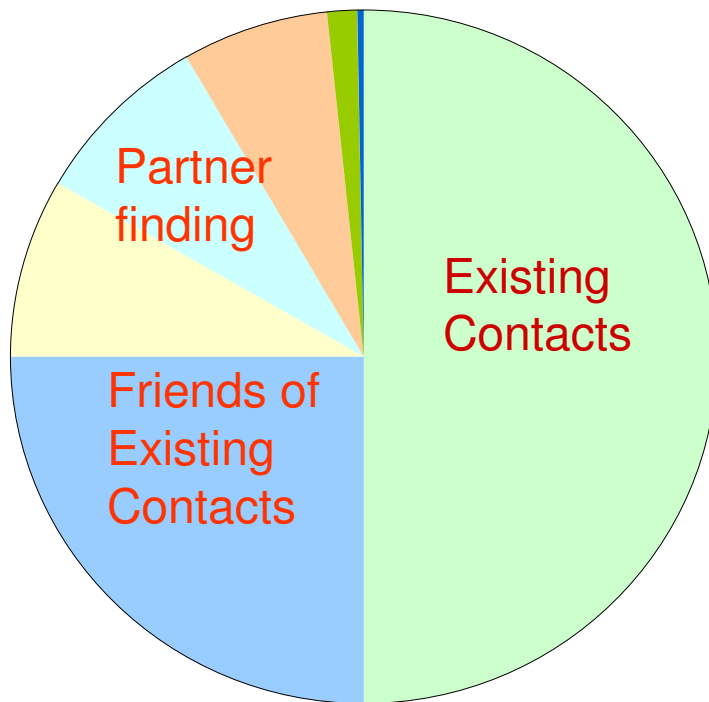
- If you are new – go in as a partner.
- Networking is the most difficult aspect of Collaborative R&D
 - Business Relationships are being developed
- A company needs to go through its own business development process
- Call open to first money is about a year.



Networking & Partnering

The difficult bit: Finding Partners

Normally....



Finding partners when a call starts is too late!

So....

- ✓ Be strategic and focused about partnering
- ✓ Network as part of your business development
- ✓ Know your target markets and areas
- ✓ Use what is available to you:

Partnering and Networking: Many options

Use them to fit your purpose as a business.

KTNs

- Knowledge Transfer Networks

IRCs

- Innovation Relay Centres



ETPs

- European Technology Platforms

TAs

- Trade Associations

Your Supply chain

European Technology Platforms

There are more than Technology Platforms, roughly divided into two types:

Sector-based:

Forest Based Sector Technology Platform
Plants for the Future
Water Supply and Sanitation Technology Platform (WSSTP)
European Technology Platform for **Global Animal Health** (GAH)
Innovative Medicines for Europe
ACARE - Advisory Council for **Aeronautics Research** in Europe
ERTRAC European **Road Transport Research** Advisory Council
ERRAC European **Rail Research** Advisory Council
The European **Space Technology** Platform (ESTP)
ESTEP - The European **Steel Technology** Platform
The European Technology Platform for the Future of **Textiles and Clothing** (ETP-FTC)
The European **Construction** Technology Platform (ECTP)
Food European Technology Platform "Food for Life"
WATERBORNE Technology Platform
The integral **Satcom** Initiative (ISI)
Zero Emission **Fossil Fuel Power Plants** (ZEP)

Cross-Cutting and Technology-based:

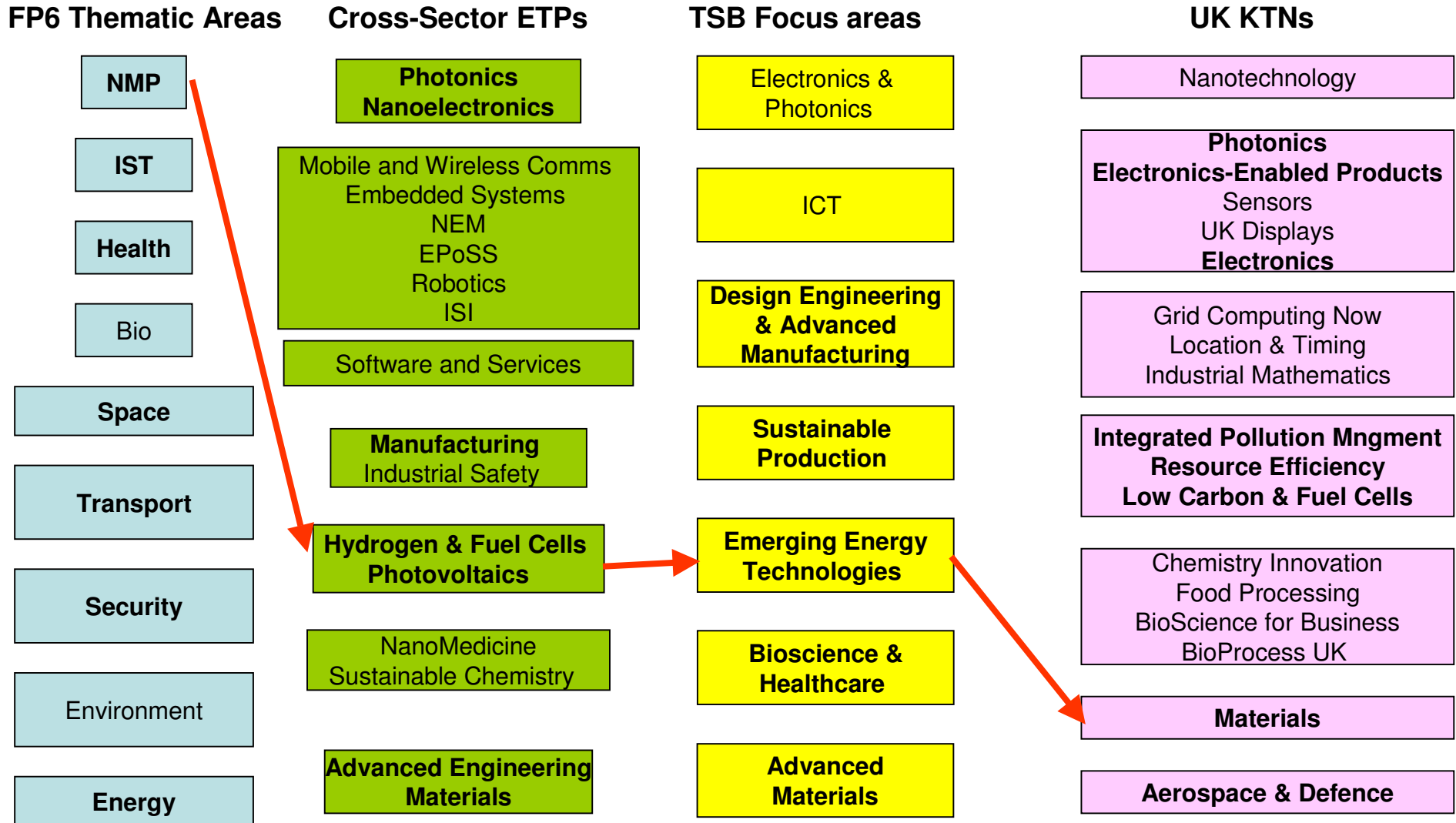
The European **Hydrogen and Fuel Cell** Technology Platform (HFP)
ENIAC - European **Nanoelectronics** Initiative Advisory Council
NanoMedicine - Nanotechnologies for Medical Applications
The European Technology Platform on **Photovoltaics**
Technology Platform on **Sustainable Chemistry**
The **Mobile and Wireless Communications** Technology Platform (eMobility)
Embedded Systems (ARTEMIS)
MANUFUTURE - Platform on Future Manufacturing Technologies
EuMaT - European Technology Platform for **Advanced Engineering Materials** and Technologies
NEM - European Initiative on **NETWORKED and ELECTRONIC MEDIA**
Networked European **Software and Services** Initiative (NESSI)
EUROP, the European **Robotics** Platform
Photonics21 - The **Photonics** Technology Platform
The European Technology Platform on **Industrial Safety**
European Technology Platform on **Smart Systems Integration (EPoSS)**

Interacting with Technology Platforms

Some questions to ask yourself....

- ✓ Does the nature of the platform fit my business needs?
- ✓ Will it welcome my company and my agenda?
- ✓ Can I network with peers or my supply chain?
- ✓ Does it have influence with the Commission and National Government in relevant areas?
- ✓ What is the UK involvement within the platforms?
- ✓ Can membership help tie in to other sources of funding?

Networking Strategy – Pick your Portable Power Route



Advanced Class

- Communicating your plans and agenda**

Communicating through intermediaries

The Commission will listen to you – they encourage it!

They want to know your plans, ideas and proposals

They listen in many and variable ways:

- ✓ Industrial Advisory Groups
- ✓ National contact Points
- ✓ Government
- ✓ Direct Representation
- ✓ Consultation meetings
- ✓ Technology Platforms
- ✓ Company Representatives
- ✓ Trade associations

The NCP can help plug you in to most of the above.

Example – ETP influence in NMP in 2008

54 topics currently proposed for NMP 2008 Call (*NCP for info*)

Platform	Approx. No. of Topics with attributed influence
Manufuture	8
SusChem	4
Minam	3
Eumat	3
Photonics	2
Forestry	2
Textiles	2
Minerals	1
Nanomedicine	1
Hydrogen	1
Photovoltaics	1
Agriculture	1

FP7UK Support

Framework Participation is all about preparation

- Get help to understand Framework and other support mechanisms
- Understand what may come in the future – beyond the current calls
- Get a clear idea of the projects you want to do.
- Start to network and influence now.

The act of preparation should be value-added!

How FP7UK can help

- Helping you decide your strategy



- The Work Programmes in Detail
- Proposal positioning & links with the commission
- Some partnering – links to NCPs from other countries
 - We encourage using IRCs, KTNs and ETPs.
- The do's and don'ts of applying

The Bottom line

- ✓ Companies that get involved in European funding tend to stay involved.
- ✓ It can be a positive experience and good for business

The important thing is to:

Go in prepared and with your eyes open!

Advice and Assistance in the UK

FP7UK National Contact Points:

- ✓ www.fp7uk.dti.gov.uk
- ✓ 0870 600 6080
- ✓ help@fp7uk.co.uk

For **NMP** – The NCP is Alastair McGibbon:

- ✓ 0870 191 0113
- ✓ nmp@fp7uk.co.uk

This service is made available through the DTI