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D 3.1 - Database of SMEs (M12)

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PP	Restricted to other programme participants (including the Commission Services)	
RE	Restricted to a group specified by the consortium (including the Commission Services)	
CO	Confidential, only for members of the consortium (including the Commission Services)	

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1. Brief introduction of the deliverable and the related tasks

Deliverable 3.1 is one of the outputs under Work Package 3 (WP3) which is implemented with the aim of developing and providing a range of services to small and medium enterprises to facilitate their involvement in FP7 transport research and development projects. In the frame of the work package the following main actions are carried out:

- **Development of a high-value database of SMEs** operating in the transport industry: emphasis is laid on the quality of the SMEs included in terms of technological and market perspectives. Involvement of SMEs in the database is preceded by direct contact for the identification of technology development needs and for gathering research/engineering competencies that can be referred to for the setting up of the database. The database was created with the possibility to establish sub-groups out of the registered companies in order to facilitate the matching process with the research interest of large organizations and the definition of support offered to SMEs as support for their involvement in European research and development projects.

Final, tangible, measurable aim: over 200 pre-classified SMEs listed in the database by the end of the project

- **Support to SMEs in being involved in projects led by Large Organisation:** the action entails intelligence activities to identify to-be-submitted research proposals, to match those with formerly produced SMEs profiles and to provide support to SMEs in the overall involvement in such projects.
- **Support in preparation of SMEs proposals:** the aim of the action is to provide tailor made support and services to the client SMEs to facilitate the preparation and submission of their research project proposals. The services offered range from the assessment of the project idea to support to the establishment of consortia or to the preparation and submission of proposals.

Deliverable 3.1 is a direct outcome of the activities carried out in **Task 3.1 – Creation of the database of SMEs**

Sub-tasks within Task 3.1

Task 3.1.1 – Definition of parameters for SMEs classification

The task was aimed at defining the parameters (used also for the SMART DB), to define and classify SMEs. At the end of the task, a taxonomy to define SMEs for transport research was developed. The final aim was to have a simple yet effective way of classifying research and engineering expertise of SMEs. The parameters were developed on the basis of experience of the proposers in similar activities, and were

directed by ELSAG that defined the interesting parameters for Large Enterprise to be used while searching for SMEs.

Actions carried out in year 1

- Following preliminary discussions about the parameters for the taxonomy CiaoTech took the initiative and prepared a draft version
- The partners provided feedback on the draft taxonomy which was finalized accordingly
- Defining the parameters for the taxonomy to be integrated into the website registration facility (made by CiaoTech)

Results achieved in year 1

- Taxonomy for the classification of registered / engaged stakeholders
- Registration facility developed at the SMART website taking into consideration the parameters defined by the taxonomy

Task 3.1.2 – Inventory action and contact with SMEs

The task was aimed at collecting primary information (scope, location, name, etc.) of SMEs active in the transport industry operating in the Regional Clusters. Such information is also matched with the information originating from task 2.2.1 (SMEs indicated by Large Organisations). Each SME identified is contacted in order to provide information on the SMART project and to verify possible need/interest of a direct meeting.

Actions carried out in year 1

- The SMART partners carried out various actions to identify potentially suitable SMEs and other stakeholders for the purposes of the project.
- Online and offline (professional events, personal meetings, etc.) search of potential SMEs
- Contact with regional transport clusters
- Identification of further regional clusters suitable for the project
- Personal contact with SMEs in order to make them aware of the services of SMART and to initiate direct meetings

Results achieved in year 1

- Hundreds of SMEs identified and contacted about the opportunities offered by SMART
- Over 150 transport stakeholders included in the SMART database, out of which 86 are SMEs
- Nearly 40 clusters were contacted by the partners, 13 registered in the database and 6 new ones signed the MoU (Memorandum of Understanding)

Task 3.1.3 – Meeting with SMEs for profiling of research/technology needs

The task is aimed at realising direct contacts with SMEs, by professionals (consultants of the proposers) with specific competences in innovations (technical background as well as deep knowledge of EU funding mechanism, state-of-the-art of the sector), which we call “Innovation Agents”. The “Innovation Agent” visits the company with the aim to collect the possible expressed technology acquisition/development needs, validate the technical and economic interests of the expressed technology acquisition/development needs. The Innovation Agent evaluates the needs of SMEs, prove that such needs are product and or/process

oriented and short/medium term aimed, and demonstrate their innovative character. Also, the Innovation Agent asks for inclusion in the DataBase (this would include the provisioning of data and the privacy issues). Only SMEs that provide their consensus to have their names, competences and contacts to be visible by registered members of SMART will be included in the database.

Actions carried out in year 1

- Direct contacts with SMEs were realized by all partners to identify their competencies and the innovative nature of their activities
- Development of a template for the interviews with SMEs
- Evaluation of SMEs capacities and needs were realized (on the basis of the template) in order to identify potential matches with available project ideas and to identify new potentially suitable project ideas

Results achieved in year 1

- Involvement of SMEs in the database
- Generation of project ideas (15 project ideas are presently uploaded onto the website)

1.1 Objectives and purpose of the DataBase

The main objective of the DataBase is to classify the involved organisations in a right and useful way for the services the SMART project provides. In direct and indirect ways the database can also facilitate the involvement of SMEs in European research and development projects, most notably within the European Union's 7th Framework Programme.

The database includes SMEs operating in regional clusters or in the supply chain of large organizations with the indication of specific data for the identification of their main expertise and interest in research and development actions. The purpose of the database is on the one hand to generate a pool of qualified SMEs operating in the transport industry, capable of being involved in European research and development projects, and to facilitate the realization of jointly developed project ideas. On the other hand the database is suitable for establishing business collaboration between the registered companies through the exploitation of the various functions of the project website and the information available within the database.

The database also facilitates the establishment of meta-clusters – pool of pre-classified SMEs operating in the specific interest area of large organizations, research centres and universities – that are formed with the purpose of being involved in research projects.

The database is hosted in the SMART website and is structured in harmony with a taxonomy defined by the project partners for determining the specific features according to companies can be involved.

2. Taxonomy for the online database

Being a crucial element in the successful realization of the objectives and for the general development of the project the consortium developed a specific Taxonomy for the definition of specifications of the registration form and for the homogeneous classification of all the organisations involved in SMART. During the 1st project meeting in Rome (Italy) the SMART consortium decided to define a common taxonomy starting from the basilar questionnaire provided by CTECH and enhanced with the collaboration of ELSAG.

Subsequently all the partners worked together on the criteria to be used to classify the organisations, the use of free text search facility, etc. and agreed on a common document, the SMART Taxonomy as well as the search criteria (for typology of organisation, Country and free text) on the defined fields. As a result of the partners' collaboration the consortium finally defined the following parameters for the classification and listing of companies in the database:

Main purpose of the taxonomy: in essence the taxonomy has two underlying purposes. One is that it defines the classification parameters for the organisations to be included in the DB. The other is that it facilitates the easy identification of SME competences (area "Business sector") by large organisations for the creation of meta-clusters.

2.1 Structure of the taxonomy

When defining the specifications for the criteria for SMEs registration, the consortium highlighted two main issues to be focused on. On the one hand it was agreed that the registration questionnaire should be detailed enough to facilitate classification in terms of technical expertise and field of interest and operation in order to enable identification of appropriate companies for collaboration or involvement in project proposals, in other words 'matching'. On the other hand it was also necessary that the registration form would not be too long and detailed as it would easily have resulted in companies losing interest in the completion of form, thus in the project in general.

Following diverse discussions and joint brainstorming the consortium came up with a questionnaire that was detailed enough to allow for classification but was also short enough for the companies to complete. The taxonomy is thus structures along the following main sections:

- account details
- organization details: contact; type of company
- business sector: area of operation; sector of activity; RTD experience
- details on the company's expertise and activity: activities, products, services; skills. competencies and technologies
- experience and interest in European R&D project opportunities

2.2 Taxonomy (as appears in the website)

Account information

Username

E-mail address

(A valid e-mail address. All e-mails from the system will be sent to this address. The e-mail address is not made public and will only be used if you wish to receive a new password or wish to receive certain news or notifications by e-mail.)

Organisation details

Name of organization

Name of Department/ Institute/ Unit

Nation

Address

Website

Organisation e-mail address

Phone number

Type of organisation

- Research organization / university
- SME
- Large company
- Public transport entity
- Local authority / government body
- Individual
- Other

Contact person details

First Name

Last Name

Phone

E-mail

Business Sector

Surface Transport area

- Road Transport
- Railway Transport
- Maritime Transport
- Other

Sector of activity

- Security
- Safety
- Energy
- ICT
- Materials
- Environment
- Logistics
- Infrastructure

RTD experience and skills – RTD interest

- Interoperability
- Intelligent mobility
- 'Greener' transport
- Improving safety and security
- Transport planning and traffic information systems in cities
- Safe, sustainable and efficient operations
- Innovative materials and production methods
- Emission reduction technologies and systems
- Co-modal IT transport solutions
- Managing and facilitating growth and changing trade patterns
- Advanced Design and Production Techniques
- Competitive industrial processes
- Integrating assistance and decision support tools to facilitate driving, piloting and manoeuvring
- Enhanced product development tools
- Clean maintenance, dismantling and recycling
- Design and manufacture of new construction concepts
- Developing computer-based training systems for drivers
- Multimodal real-time information
- Development of logistics systems and concepts
- Efficient interfaces between transport modes
- Competitive transport operations
- Technologies to ensure effective, clean and safe operations
- Integrated safety systems reliable and fault tolerant

Description of organization's activities, products and services

Free text area to describe the organisation specific activities /products / services

Describe your specific technological, research and engineering skills

Free text area to describe their skills

Describe your competences, technologies

In this box the SMEs have the possibility to choose keywords describing their competences and technologies in order to be easily identified by large organisations.

Are you interested in getting involved in RTD projects?

- Yes
- No

Do you have experience as coordinator of European RTD projects?

- Yes
- No

Participation in previous collaborative European RTD projects

- Yes
- No

3. SMEs registered and pre-classified in the database

No.	SMEs	Web site
1	Euralia	
2	OIKON - Ltd. - Institute for Applied Ecology	www.oikon.hr
3	EURO INTER	www.aero-scratch.net
4	SSP Consult Beratende Ingenieure GmbH	www.ssp-consult.de
5	PARAGON S.A.	www.paragon.gr
6	AITIA International Inc	www.aitia.ai
7	ENTAL Ltd	www.ental.hu
8	MESHINING Engineering Ltd.	www.meshining.com
9	MarkMar ehf	markmar.is
10	Vegsýn Consult	www.vegsyn.is
11	Infrasonic Ltd.	www.infrasonic.ie
12	TIS innovation park	www.tis.bz.it
13	A.E. & S. Automation Engineering & Software srl	www.aes-sistemi.it
14	Abirk Italia Srl	www.abirk.it
15	Abo Data	www.abodata.com
16	Aerosoft spa	www.aerosoft.it
17	Aitek S.p.A.	www.aitek.it
18	ALTA LAB	www.altalab.it
19	BICC di Fabio Francini	www.bicc.it
20	BK s.r.l. - Brain and Knowledge	www.b-k.it
21	CAMELOT Biomedical System S.r.l.	www.camelotbio.com
22	CAP spa	www.cap.it
23	D'ALFONSO Autotrasporti SRL	www.dalfonsoautotrasporti.com
24	DEM S.r.l.	www.dem2m.it
25	DGS S.p.a	www.dgsgroup.it
26	ELSEL srl	

27	e-voluzione srl	www.e-voluzione.it
28	Fos srl	www.gruppofos.it
29	Geomagnetic System	
30	Gruppo SIGLA S.r.l.	www.grupposigla.it
31	Hyla Soft S.p.A	www.hylasoft.com
32	I.Log Iniziative Logistiche Srl	www.ilog.it
33	IMAVIS Srl	www.imavis.com
34	Impara S.r.l.	www.impara-ai.com
35	Info Solution S.p.A.	www.infosolution.it
36	Innovation Engineering	www.innovationengineering.eu
37	Laboratori Guglielmo Marconi SpA	www.labs.it
38	Medservice.com S.r.l.	www.medservice.com
39	MerzarioTech	
40	MMG srl	www.mmgsoft.com
41	Nabla Quadro srl	www.nablaquadro.it
42	Negentis	www.negentis.com
43	New Rail Engineering Srl	www.newrail-engineering.it
44	On AIR	www.onairweb.com
45	Optisoft s.r.l.	www.optisoft.it
46	P&G Soluzioni Srl	www.pgsoluzioni.it
47	PluService srl	www.pluservice.net
48	ResilTech Srl	www.resiltech.com
49	Rossocarbon s.r.l.	
50	S.A.T.E. Systems & Advanced Technologies Engineering	www.sate-italy.com
51	Sciroidea S.p.A.	
52	Selmar srl	www.selmarsrl.it
53	Sitep Italia	www.sitepitalia.it
54	SLYWAY Projects SRL	www.slywayprojects.com

55	Softeco Sismat SpA	www.softeco.it
56	Spacesys	www.spacesys.eu
57	Studio Arkadia	www.studioarkadia.it
58	Sysman Progetti & Servizi Srl	www.sys-man.it
59	Tecnologie nelle Reti e nei Sistemi T.R.S. S.p.A.	www.trs.it
60	TENDER	www.tendenzeregionali.eu
61	Think Global	www.thinkev.com
62	AAVANZ	www.aavanz.com
63	VTM Consultores	www.vtm.pt
64	Acusttel - Acústica y Telecomunicaciones SL	www.acusttel.com
65	Advance Composite Fibers SL.	www.advancecompositefibers.com
66	Advantic	
67	Auxitec, Técnica y Control, S.A.	www.auxitec.es
68	BALIDEA Consulting & Programming	www.balidea.com
69	Cinesi SL	www.cinesi.es
70	Conceptual KLT	
71	HI-IBERIA Ingenieria y Poye SL	www.hi-iberia.es
72	Ingebaires, SLU	www.ingebaires.es
73	Inova Consultores in Excelencia e Innovacion Estrategica, S.L.	www.inovaportal.com
74	Itelnet Consulting	www.itelnetconsulting.com
75	NITAX S.A.	www.nitax.net
76	PIMEC	www.pimec.org
77	Quobis	
78	Técnicas y Servicios de Ingeniería, S.L.	www.tsisl.es
79	Tecnitest Ingenieros SL	www.tecnitest.com
80	Transportes Anibal Blanco, SL	www.anibalblanco.com
81	Treelogic	www.treelogic.com
82	Valedeme, S.L.	www.satdata.es

83	Abirk SA	www.abirk.com
84	MEET Ltd	www.meet-electronics.com
85	GISFusion	www.linkedin.com/in/mtaktas
86	NetComposites	www.netcomposites.com

Table 1 SMEs included in the SMART website database

4. Graphical depiction of SME involvement

4.1 Geographical distribution of registered SMEs

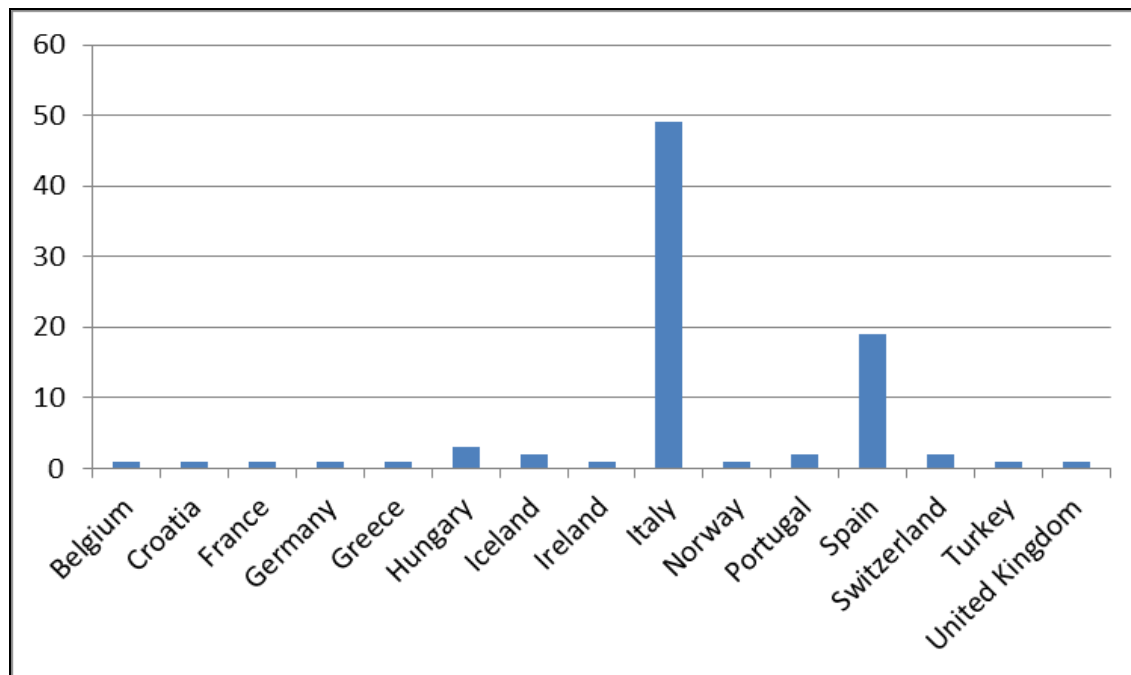


Figure 1 Geographical depiction of SME distribution

4.2 Distribution of registered SMEs in terms of surface transport area

The registration facility give opportunity to the SMEs to mark more than one answer. Based on the diagram it can be concluded that the largest number of registered SMEs are engaged in actions with relevance to road transport. At the analysis of the answers provided by the SMEs during registration it also becomes clear that most copanies carry out activities in more than one surface transport area.

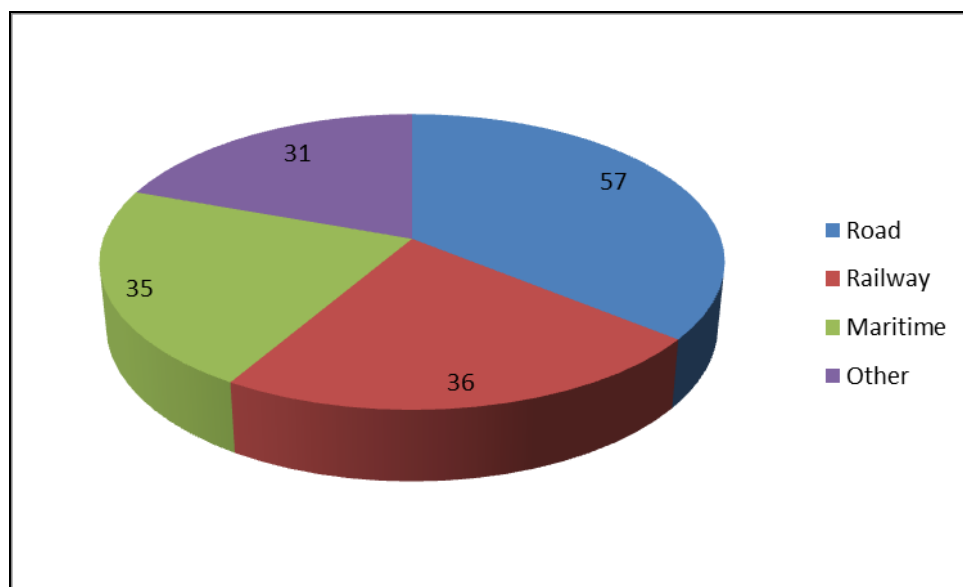


Figure 2 SME distribution by surface transport area

4.3 Distribution of registered SMEs in terms of sector of activity they operate in

When indicating their sector of activity the companies (and all stakeholders registering) were also given the opportunity to select more than one answer. Although most of the registered companies chose more than one answers as area of operation the diagram clearly depicts that most SMEs work in the ICT sector.

More than 60% of all registered SMEs are engaged in this area while less than one third of them carry out activities in any of the other major transport related areas. Nearly one third of all the registered SMEs have logistics related activities while only a little bit more than 10% of them are engaged in transport safety activities.

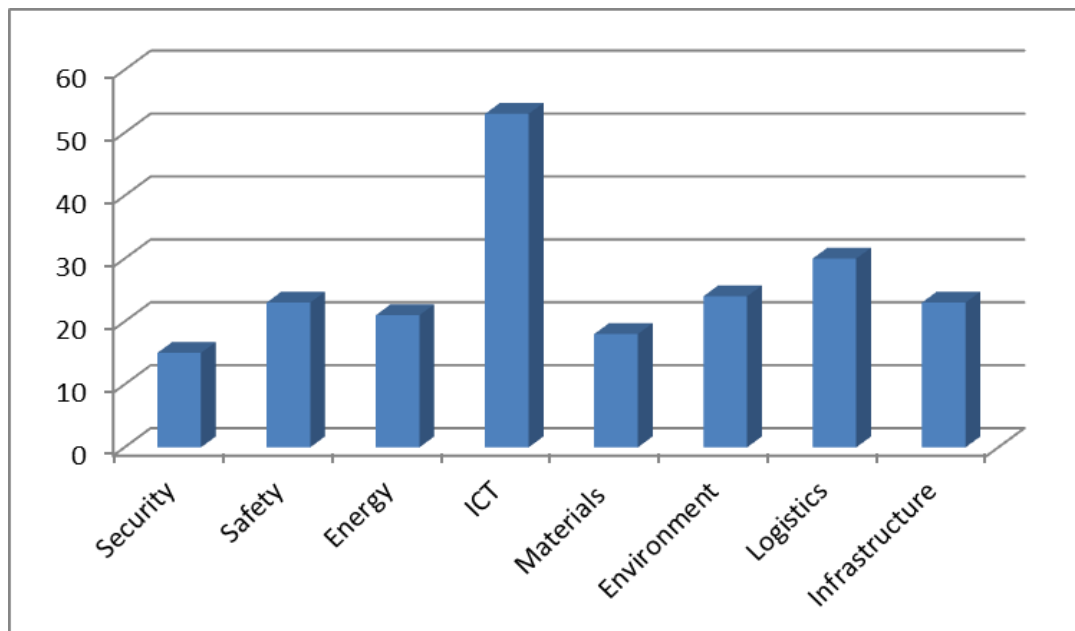


Figure 3 SME distribution by sector of activity

5. Involvement of other stakeholders

No.	Large companies	Web site
1	Dina Camiones	www.dina.com.mx
2	PNO Consultants	www.pnoconsultants.fr
3	PNO France	
4	Akhela	www.akhela.com
5	ANSALDOBREDA SpA	
6	ENGINEERING Ingegneria Informatica	www.eng.it
7	Intecs s.p.a.	www.intecs.it
8	Segula Technologies Italia srl	www.segula.it
9	Opre meccanica srl	www.opre.it
10	Acciona	www.acciona.com
11	ETRA I+D	www.grupoetra.com
12	NH HOTELES	
13	SICE (ACS)	www.sice.com

Table 2 Large organisations registered on SMART website

No.	Cluster-association	Web site
1	Hungarian Association of IT Companies	www.ivsz.hu
2	HVEC - Hungarian Vehicle Engineering Cluster	www.engineering-cluster.com
3	Pannon Business Network Association	
4	Pannon Development Foundation	www.pfa.org.hu
5	BICLAZIO SPA	www.biclazio.it
6	NITEL - Consorzio Nazionale Interuniversitario per i Trasporti e la Logistica	www.nitel.it
7	Dinalog	www.dinalog.nl
8	Clúster Canario del Transporte y la Logística	www.cctl.es
9	Ingenia AIE	www.ingenia.aero

10	Instituto Vasco de Logística	www.ivlogistica.com
11	Mazel Ingenieros, s.a.	www.mazel-ingenieros.com
12	Red Aragón 7PM	www.redaragon7pm.eu
13	Spanish National Center of Competence in Logistics	www.cnc-logistica.org

Table 3 Cluster associations registered on SMART website

No.	Research organizations	Web site
1	IN.S.T.A.L. K.M.Lo. S.A.	www.instal.aegean.gr
2	University of the Aegean	www.stt.aegean.gr
3	University of Patras	
4	KTI Institute for Transport Sciences Non-profit Ltd.	www.kti.hu
5	ASCS	www.ascs.is
6	Development Center of East Iceland	www.austur.is
7	CETENA	www.cetena.it
8	Darts Engineering Srl	www.darts.it
9	Isfort	www.isfort.it
10	KIRANET	
11	MDM srl	
12	Notari Ricerche	www.notari-ricerche.it
13	SESM scarl	www.sesm.it
14	University of Modena and Reggio Emilia	www.softlab.unimore.it
15	University of Salento	www.cerpi.it
16	Verona Science and Technology Park	www.parcoverona.it
17	MARSEC-XL Foundation	www.marsec-xl.org
18	Lemniscaat Consultants & Engineers	www.lemniscaat.eu
19	University of Oslo	www.ifi.uio.no
20	Instituto de Soldadura e Qualidade	www.isq.pt
21	IPN-Instituto Pedro Nunes, Associação Para a Inovação e Desenvolvimento em Ciência e Tecnologia	www.ipn.pt

22	ASCAMM Technology Center	www.ascamm.com
23	Centro de Innovación Tecnológica para Logística y Transporte de Mercancías por Carretera (CITET)	www.citet.es
24	CIS GALICIA	www.cisgalicia.org
25	Fundacion CIDAUT	www.cidaut.es
26	Fundación Zaragoza Logistics Center (ZLC)	www.zlc.edu.es
27	Inteco Ingeniería Avanzada, S.L.	
28	ITACA	www.itaca-ct.es
29	ITENE, packaging, transport and logistics	www.itene.com
30	ROSE Vision S.L.U.	www.rose.es
31	Spanish Railway Foundation	www.ffe.es
32	Systems Laboratory	www.labsis.usc.es/
33	Universidad Politecnica de Madrid	www.insia-upm.es
34	Scuola Universitaria Professionale della Svizzera Italiana	www.tthf.supsi.ch
35	SUPSI	www.tthf.supsi.ch/
36	Shipbuilders & Shiprepairers Association	www.ssa.org.uk
37	University of Sheffield	http://shef.ac.uk/

Table 4 Research organisations/Universities registered on SMART website

No.	Regional / local authority – Government body	Web site
1	Câmara Municipal de Coimbra	www.cm-coimbra.pt/
2	Aquitaine - Euskadi Logistic Platform	www.pl-ae.com
3	Port Authority of Gijon	www.puertogijon.es
4	Vitoria-Gasteiz City Council	

Table 5 Regional/local authority-Government Body registered on SMART website

5.1 Involvement of stakeholders by type

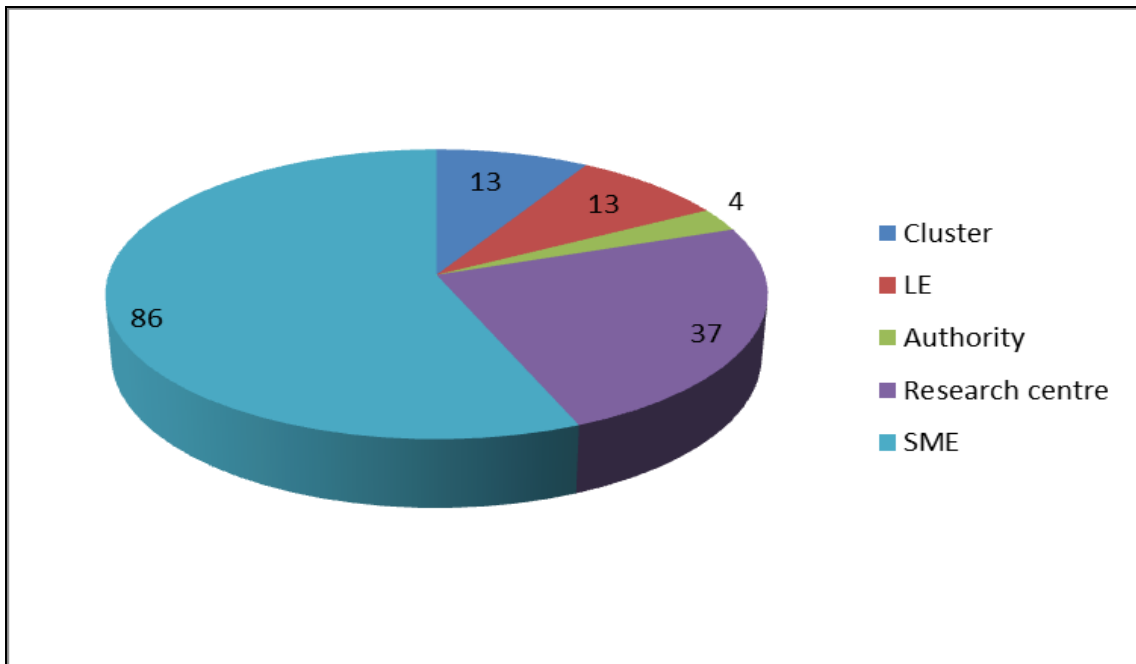


Figure 4 Typology of stakeholders registered on SMART website

5.2 Involvement of stakeholders by country

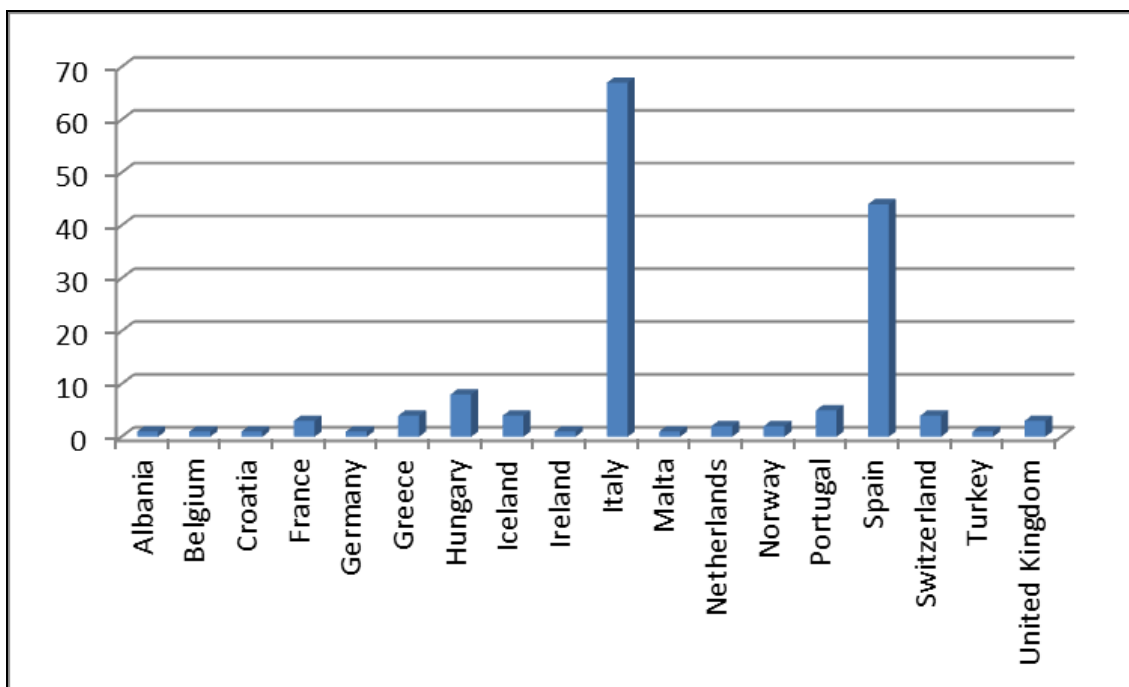


Figure 5 Geographical distribution of registered stakeholders

6. Conclusions

Involvement of SMEs

At present there are nearly 160 registrations at the SMART website. Out of this number **86 belongs to SMEs**. Taken into consideration that the online registration facility was available by beginning month 8 (in accordance with project objectives defined in the proposal) it can be concluded that the SMART consortium has made a very good progress in achieving the set goals.

As defined in the proposal the consortium strives to engage, classify and register 200 SMEs in the SMART database by the end of the project. Considering the current stage it can be safely concluded that the target number will be reached. In order to facilitate the further involvement of SMEs the SMART partners plan to implement a range of activities for the second half of the project as well:

- dissemination events: participation in conferences, workshops, information days
- organization of 2nd SMART international workshop
- organizations of intra-regional cluster events
- personal contact: support services to the target groups
- organization of further training sessions
- communication campaign: press releases, e-mail campaigns, dissemination of marketing material, etc.

Involvement of large companies and other players

SMEs	86
Research centres	37
Clusters	13
LEs	13
Authorities	4

The chart clearly depicts that the distribution of registered stakeholders are in harmony with the objectives of the SMART partnership, namely that the project lays the greatest emphasis on the involvement of SMEs. Thanks to the efforts made by the partners it can also be seen that information on the services of the project generated interest from a range of various segments within the transport industry.

As a result the consortium was successful in engaging 37 research centres, 13 transport clusters, 13 large organizations and a number of other stakeholders, regional decision making organizations, by the midterm of the project.

Continuing this progress the consortium will most likely have no difficulties in achieving the desired results and outputs in terms of involvement of the desired and defined number of SMEs and key stakeholders.