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SMART
Services for SMEs in collAborative tRansporT research projects

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 Support actions

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D 3.2 - Report on SMEs led proposals submitted with SMART support
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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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LIST OF ABBREVIATIONS

Abbreviation	Meaning
DoW	Description of Work
ICT	Information and Communication Technologies
RTD	Research and Technological Development
SMEs	Small and Medium Enterprises
ETNA	European Transport NCP Alliance
EEN	European Enterprise Network

1. INTRODUCTION

The main objective of the SMART project is to support organisations operating in the Surface Transport sector in being involved in RTD projects at European level. The focus of this support is on small and medium size enterprises (SME), as they generally face more difficulties, in terms of lack of financial resources and/or capacities/knowledge, in promoting own projects or being involved in project promoted by other organisations.

Work Package 3 is devoted to the identification and pre-qualification of SMEs active or with interests in the surface transport area, and to the support to these entities to (i) submit EU project proposals starting from own project ideas and (ii) to join proposals led by other organisations.

The purpose of this report is to provide an overview of the activities realised and the results achieved during the first project year. This report is a merge of the two planned deliverables (D3.2 and D3.3) in the DoW.

This report will be updated by the end of the project with the definitive results of these tasks.

2. SMART PROVIDED SUPPORT TO SMEs

2.1 PROJECT EVALUATION AND IDENTIFYING TO BE SUBMITTED PROJECTS

This activity is part of a predatory action realised with the twofold objective of:

- 1) Evaluate project ideas, mainly coming from SMEs, in order to screen them and define which ones are suited for European programs funding. The outcome of such activity is to have from one hand projects that could be presented to the European Commission led by SMEs, from the other hand it allowed the proposers to be aware of competences and interests of numerous SMEs that entered in the SMART network and that were then supported also in accessing research consortia. It has to be outlined how a very minor percentage of the ideas received were suited for calls for proposals of the European Commission, nevertheless the actions allowed to “train” the SMEs on what are EU projects, creating the conditions for such SMEs to be able to propose project ideas suited for EU collaborative research in the coming years;
- 2) Identifying projects under preparation (mainly led by large organizations) where the SMART support could be provided in including SMEs within such projects.

The identification of leads has been done by means of:

- information and dissemination activities with entities (meetings, workshops, SMART cluster events, phone, e-mail), offering the SMART services to complete and/or enhance the consortium composition of proposals under preparation
- direct work with engaged or contacted entities, identifying topics of their potential interest in open calls, or building project ideas starting from business or technology needs/interest
- monitoring of the “partners seeking projects” section in the SMART portal, searching for new uploaded projects
- other networks, such as ETNA and EEN, with partners search services/functionalities

In the case of specific topics/calls of great interest, an open discussion has taken place among partners in order to build an initial core consortium around the topic/call, which could be further worked and turned into a proposal, with the opportunity for additional SMEs of joining the proposal. This task was originally planned to be performed exclusively with large entities indirectly (through their Clusters) or directly engaged to the project. However, as the interest and benefit of SMEs in being involved in transport RTD projects can be equal independently from the type of organizations promoting the initial idea, the same services and procedures have been put in place with other entities such as Universities or Research Centres.

2.2 MATCHING SME AND PROJECTS

Once a proposal under preparation (or a project idea that could be turned out into a submitted proposal) has been identified, both the SMART community and the partners’ networks have been used to connect SMEs with the project. SMART partners have uploaded project ideas to the “partners seeking projects” section in

the SMART portal in the case of projects not directly uploaded by the promoters (with authorization from the leading entity).

The project ideas are standardized in the form of project scopes, in order to easily identify the main features of potential interest. The project scope identifies the following key points:

- Call reference and topic (if known)
- Title or keywords
- General objectives
- Specific objectives
- Potential applications / sector interested
- Current consortium
- Profile, competences and role required from the sought partners
- Next steps (e.g. timing)
- Organization and contact information

These project ideas are then visible to the SMART registered organizations, that can contact the promoter with the contact data available in the project fiche.

The project idea template is provided in annex 1. Below, screenshots of a project idea uploaded to the portal and the contact functionality can be seen:




The screenshot displays the SMART portal interface. On the left, there is a navigation menu with red buttons for 'Home', 'Description', 'Partners', 'Benefits', and 'Public Results'. Below this, there are flags for the United Kingdom, Germany, Italy, and Spain. Further down, there are sections for 'SMART Searching Tools' (with buttons for 'Transport organisations', 'Grants opportunities', and 'Funded RTD projects') and 'SMART Services' (with buttons for 'Metacluster', 'Proposal building', 'Partners seeking projects', 'Projects seeking partners', and 'Training on FP7 programmes').

The main content area shows the project title 'CESH-log: Collaborative, Efficient and Sustainable Hybrid Urban Logistics' in blue. Below the title are 'View' and 'Edit' buttons. The project details include:


- Topic :** GC.SST.2011.7-4 Urban – interurban shipments
- General technology / research topic objective:** Design of an electronic platform which supports the physical operation of a multi user logistics platform which will serve as a urban distribution hub concentrating the loads of several different carriers, accessing a particular area in the city and a large number of delivery points (retail shops, restaurants, businesses, etc.). By concentrating loads, the number of delivery vehicles departing from the platform will be dramatically reduced, what will represent a reduction of the environmental impact and an improvement in the mobility of the city. All this through collaboration and interoperability between all actors involved in urban distribution (suppliers, logistics operators and retailers).
- Specific objectives of the research project:** - Ensure interoperability between such agents in the transfer of goods and information to ensure maximum efficiency, control of operations and track and trace of goods - Optimization of the loading and unloading operations by providing van drivers with information about the occupancy status of the reserved loading zones. - Build an economic model so that all the agents understand and assume the cost impact for every agent of this new logistics model

SMART Community

- Promote your Project
- NetWORKING
- Blog
- eNewsletter
- Interesting links



Are you a researcher interested in the transport sector?



This project is co-funded by the 7th Framework Programme of the EC

Possible applications / Sector interested : The electronic platform, plus the associated physical platform can be applied to different distribution environments: small cities, city areas or neighborhoods, large shopping malls. The different agents of the supply chain can be all interested in the system:

- Local authorities: Since there will be a significant reduction of highly noisy and contaminant vehicles
- Retailers: Since deliveries from different suppliers will now be concentrated in a single delivery
- Logistics operators: Since there will be an improvement of service levels due to the avoidance of poor traffic conditions which affect deliver times

Type of Partner sought:

PROFILE SOUGHT: SME(s) logistic operator(s)
Role: Validation of last-mile shipments
PROFILE SOUGHT: Research Centre(s) / University(ies) / Intermediary Organizations
Competences: Impact assessment; Socio-economic models
Role: Business model; Environmental impact assessment; Logistics efficiency assessment
PROFILE SOUGHT: Intermediary Organizations / Public Body
Role: Validation / Demonstration; Regulatory assessment
PROFILE SOUGHT: Any
Competences: Any additional competences within the scope of topic GC.SST.2011.7-4 Urban – interurban shipments
Role: to be defined

Current Consortium: CITET (non-for-profit technological association supported by large and SME companies in the fields of technology and logistics and transport operations); Distributor and logistic operator (large company); Software and System developer (large company)
Organisation: CITET
Person: [REDACTED]

To get in touch with the project idea promoter CONTACT US!

You can leave a message using the contact form below.

Your name: *

Your e-mail address: *

Subject: *

Message: *

Send yourself a copy.

Project partners alert by mail to the rest of SMART partners when they get in touch with new proposals or potential proposals, in order to quickly react for the partner searches. This can be used while the project is still not uploaded (when the promoter will do that), and also to provide further information on the origin or circumstances of the project idea if this can support a better match.

Partners may distribute alerts to registered organizations, especially Regional Clusters with access to a large number of SMEs. This way, the potentially interested organizations, sometimes overloaded by the day-by-day tasks, have more chances of being aware of the new opportunity arisen.

Project ideas are also distributed (using partners' newsletters, alerts and websites) to not registered SMEs that match the requested profiles and belong to the partners' network. Providing concrete opportunities in the form of open partners searches has resulted in an effective way of attracting the interest of new entities to the project's activities and proving the SMART added value services.

Besides the possibility of directly contacting the promoter by means of the SMART portal, the partners put both entities in contact by other means (mail, phone, conf call) and, if required or advisable, act as intermediary until a fluent communication between organisations is in place. This support can help SMEs, especially those with poor or no former experience in European RTD projects, to present themselves in an attractive way to the promoter, highlighting their RTD experience or value as validator/end user, in the frame of the specific discussed project.

SMART partners also help the SMEs to understand the involvement expected, in terms of human and financial resources, both for the proposal preparation and during the project execution.

2.3 PROJECT IDEAS, FACTS AND FIGURES

Although the SMART portal is the main tool used by entities interested in showing their interests and skills or in getting in contact with other potential partners for consortia to be built in the Surface Transport domain, a good mean for the identification of project ideas is represented also by SMART events, such as intra-cluster (arranged with clusters already belonging to the project or with new engaged clusters) and international events. Usually, the project ideas blossomed around the SMART project initiatives have been uploaded on the project's portal, giving a wide visibility to the organizations interested in participating in transport calls.

Three intra-cluster events have been arranged during 2010, two of them in Italy and one in Spain. These events represented an excellent opportunity to analyze opportunities and project ideas as well as to favour links and collaborations among participating organizations.

The **Driving Sustainability** international event held in September 2010 in Iceland, with dedicated space, slots and a whole day for the SMART project was arranged in the right time to get organizations involved in the forthcoming calls and start identifying, discussing and assessing project ideas. A specific slot was dedicated to the presentation and evaluation of project ideas, fostering also the establishment of active cooperation among participating organizations (some of them participated in submitted projects and established contacts for calls in 2011).

The SMART project launched also a **Project idea competition** (from September 2010 until the 15th of November 2010) in order to entice interested organizations in uploading proposals and receiving a full set of free services, including also a support in the writing and submission phases (not included in the standard set of services provided by the project). LOGIFREE proposal received the full support from SMART consortium in all the phases until the submission.

Even if most of the ideas were not fully developed and successfully submitted in the Transport call of December 2010, nevertheless the activities and contacts engendered were precious and significant also for future initiatives and cooperation in view of the next calls.

The following table summarizes the **29 project ideas** flourished within the SMART community as well as the related origin and promoters:

Project idea	Brief description and call addressed	Origin	Promoters	SMART provided service
AMICO	Intermodal advanced logistic system based on RF-ID technology applied to containers in port areas. FP7 - Capacities – Research for Benefit of SMEs (December 2009)	Promotion of SMART services through Awareness Campaign	Information Highway Group S.L (Spanish SME)	Support in identification of the call, consortium building, inclusion of a Large Organisation as RTD performer
ALTAIR	Advanced Logistics through Virtual reality, using augmented reality in logistic operations for remote maintenance and training FP7 - Capacities – Research for Benefit of SMEs (December 2009)	Promotion of SMART services through Awareness Campaign	NEXSOFT (Italian SME)	Support in identification of the call, consortium building, inclusion of a Large Organisation as RTD performer
MOBILIAS	Simulate in a virtual reality a new concept for the person mobility in the urban and extra urban environment. Call: FP7-SST-CIVITAS-2011-MOVE	SMART Portal	ALTALAB (Italian SME)	Contact with end users through Federmobilità (new engaged cluster in SMART). The Province of Rome interested in joining the consortium. Proposal to be submitted on April.
New Radar for advanced VTS	Development of new radar technology for Vessel Traffic Systems No EU Call – National Italian Call “PON ricerca”	SMART Awareness Campaign	SELEX SI (Italian Large Organisation)	Support the SME company “Foxbit” to enter in the project consortium
PROXIMA	Development of an info-tainment system for transport systems based on proximity wireless communication	SMART Awareness Campaign	BLUGO (Italian SME)	Evaluation of funding programs, screen of idea
SUIT	The aim of the project is to develop a system which would make available to various end users information on environmental and socio-economic impacts related to	Project idea presented during the International Driving Sustainability	University of La Laguna (Spain)	Econet and Opidi, SMART partners supported SMEs to enter in the University-driven consortium.

	<p>the activities and infrastructures for different modes of transport worldwide and their intermodal facilities, thus making more effective decisions on traffic planning and management.</p> <p>Call FP7-TPT-2011-RTD-1</p>	Event in Iceland		
ISSUES	<p>Development of a middleware ICT architecture to enhance capabilities to simulate, and manage urban mobility.</p> <p>CIP- ICT PSP 2010</p>	SMART Awareness Campaign	Engineering Ingegneria Informatica (Italy)	CTECH supported the SME "Innovation Engineering" to enter in the consortium
MOVE	<p>Development of an advanced middleware for embedded systems in the management of car-urban mobility ICT solution</p> <p>FP7 ICT call 6</p>	SMART Awareness Campaign	AKHELA (Large organisation – Italy)	CTECH supported the SME "Option" to enter in the consortium
ZEBRA	<p>Zero Emission – Bimodal - Rapid – Automatic City Transport System. A new transport system, running on existing rail network with electric traction, able to exit from it and to go by road with high capacity batteries alimentation, for waste collection or urban freight.</p>	Genoa Event	New Rail Engineering Srl (Italian SME)	Project idea evaluation provided and support in consortium building.
EUTRAMA	<p>EUTRAMA- Enhancing Urban TRaffic Management. Objective: to fully develop, test and validate a urban traffic management system to be used by public authorities as well as service providers to improve capability to manage and/or prevent traffic and congestion in European cities.</p> <p>Call: FP7-ICT-2011-7</p>	<p>Project Idea Competition spread through the Newsletter RicercaeInnovazione belonging to CTECH.</p> <p>Idea presented during the Driving Sustainability event and also during the Genoa Event.</p>	NablaQuadro Srl (Italian SME)	Project idea evaluation and structuring provided as well as support in consortium building: 6 other organizations found with SMART support.
ICONS- Intelligent Container System	<p>Integrated system for container transport supply chain management, exploiting IT Data Management and Fusion technologies, Wireless Sensor Networks and RF-ID</p>	Through CTECH network of contacts. Idea presented during the Driving	Oridao (French SME)	Support requested in the consortium building phase. 7 other organizations found by means of SMART network.

	technologies, as well as telecommunication infrastructures. Call: FP7-ICT-2011-7	Sustainability event.		
LOGIFREE	New ways of cooperation/business models to reorganize transport flows to fully exploit the transport capacity. Call: FP7-SST-2011-RTD-1 Topic addressed: GC.SST.2011.6-7. Capability of improving and exploiting capacity	Project idea competition, spread through the SMART portal.	Innovation Engineering Srl (Italian SME)	Support in all project phases provided. This idea won the Project idea competition and was submitted under the Transport call FP7-SST-2011-RTD-1. A total of 13 partners found by means of SMART support, during the event in Iceland and Genoa new organizations joined the initial idea.
URBAN Mobility	A new architecture for ad-hoc procedures to enhance the management of urban mobility and make easier the multimodal mobility for citizens. Call: FP7-SST-CIVITAS-2011-MOVE	Genoa Event	Engineering SpA (Italian Large Organization)	Support will be provided to SMEs to join the project consortium.
CARGO	The project aims to develop innovative concept of electric vehicle architecture for freight urban transport. Strong efficiency improvement is expected to be obtained designing an innovative power train and electric engines. FP7-SST-.2011-RTD-1	SMART Portal	As2Con (SME from Croatia)	Support provided in consortium set up The proposal was submitted under the call: FP7-TRANSPORT (TPT)-2011-RTD-1
CHEM	New solutions for Euro 6/7 applications- RHODIA offers its expertise as a partner performing the following tasks: - New generation Urea-SCR catalysts for coupled SCR/DPF technologies - Chemical additives to prevent urea deposits from Adblue solution - Washcoat materials for low PGM loading Diesel Oxidation Catalysts Topic : GC.SST.2011.7-9 "Efficient long distance transport – future power train	Infoday in Brussels on transport Call	RHODIA Group (French Chemical Large Organization)	Support will be provided to SMEs to join the project consortium.

	concepts			
HIGH PERFORMANCE THERMOPLASTIC COMPOSITES FOR LIGHT DUTY VEHICLES	Objective: to achieve higher energy efficiency with respect to best of class vehicles in the same category, while achieving a range adequate to the typical daily urban mission.	Infoday in Brussels on transport Call	RHODIA Group (French Chemical Large Organization)	Support will be provided to SMEs to join the project consortium.
CESH-LOG: COLLABORATIVE, EFFICIENT AND SUSTAINABLE HYBRID URBAN LOGISTICS	Design of an electronic platform which supports the physical operation of a multi user logistics platform which will serve as a urban distribution hub concentrating the loads of several different carriers, accessing a particular area in the city and a large number of delivery points. GC.SST.2011.7-4 Urban – interurban shipments	The project idea was presented during the Driving Sustainability event in Iceland and then uploaded on SMART portal.	CITET (non-for-profit Spanish technological association supported by large and SME companies in the fields of technology and logistics and transport operations)	Support provided to SMEs to join the project consortium. Proposal submitted under the Transport Call.
PROMOTING INNOVATIVE MANAGEMENT OF INTERMODAL FACILITIES FOR TRANSPORT CLUSTER COOPERATION	The overall objective of the project is create a cooperation platform and a joint action plan among regional clusters on logistics in order to maximise their capacity for better RTD investment at regional level and therefore to boost the competitiveness of their transport-related regional economies. Call: FP7- (Capacities) - REGIONS-2011-1	The contact came through the SMART portal, as CCTL is a Spanish cluster interested in participating in Transport RTD actions	Canary Cluster of Transport and Logistics (CCTL)	Support provided to SMEs to join the project consortium.
CONTROL OF ADAPTIVE RESTRAINT SYSTEMS FOR ELDERLY CAR PASSENGERS AND CHILDREN	Design of vehicle safety systems for a better protection of vulnerable road users and under-protected and less safe user groups. Call: FP7-SST-2011-RTD-1	The contact came through EEN and Innostart own Network	Austrian University of Technology	Support have been provided to SMEs to join the project consortium.
MULTIMODAL	The main objective of the project is to develop a wireless-based intelligent communication and decision support system for transporting goods. Call: ICT-2011.6.6 Low carbon multi-modal mobility and	The University contacted CTECH as coordinator of the SMART project and then uploaded the idea on the	University of Sheffield	Support provided in finding a SME cluster and end users for the project.

	freight transport	portal.		
DART -	<p>Distributed Accessibility to Railway lines through electrified and traceable shuttle Trains with stops at mini-railroad freight terminals without traction change.</p> <p>Design of rolling stock and infrastructure components and systems which will have short term impact and an intrinsic effect on boosting the competitiveness of the rail freight sector.</p> <p>Call: FP7-SST-2011-RTD-1</p>	Idea presented during the Genoa event	Elsag Datamat (Italian Large Organization, partner of SMART)	Support is provided to SMEs to join the project consortium.
MULTIMOLOS - Multimodality Logistic System	<p>Optimization of container stuffing and stripping; optimization of container stuffing and stripping; standardizing and facilitating the information exchange among the various components of a multi-leg transport.</p> <p>Call: FP7-SST-2011-RTD-1</p>	Idea presented during the Genoa event.	Elsag Datamat (Italian Large Organization, partner of SMART)	Support is provided to SMEs to join the project consortium.
SITECENT	Development of a Single Track FEV Centre for R&D, analyses, diagnostics and qualification of vehicles applicable for sustainable urban traffic.	Idea presented to Innostart through EEN and then uploaded on SMART portal	ECOTRAF Ltd (Hungarian SME)	Innostart evaluated the possible funding programme matching the idea but no available topic seemed suitable.
EU North South Corridor	<p>Testing of a new route between Pomezia (It) and Zeebrugge (NL) that could allow a modal shift from road to rail.</p> <p>Call: Marco Polo call 2010</p>	Idea presented to CTECH, as coordinator of SMART project.	GTS (Italian SME)	Support provided in structuring the project idea and clarifying budget issues.
FEVILICIT FEV In Little Cities	Development, piloting and deploy of an intermodal (embedded into the present transport methods) personal traffic system based mainly on electric driven individual single track vehicles and midi bus type vehicles and establish the operation and maintenance infrastructure in small European cities.	Idea presented to Innostart through EEN and then uploaded on SMART portal	Leier ECO Line Ltd. (Hungarian SME)	Following the evaluation of the project idea Innostart identified a possible suitable opportunity under the FP7-SST-CIVITAS-2011-MOVE for submission of a proposal with deadline in April, 2011. Innostart is in contact with the project owner establishing the basis for the development of an international consortium and the preparation of the

				project proposal.
Solar-Paint in Mobility	The objective is to study the applicability of certain nano-materials in the coatings of vehicle bodies in order to find solutions for lower energy costs and possibilities to utilize solar energy.	Transport event in Hungary where SMART has been presented.	West Pannon Regional Development Company (Hungary)	Innostart evaluated the project idea and found no present suitable calls for proposal. None the less the organization remains in contact with the project owner to identify suitable international or national research project opportunities and also to assist in the modification of the project idea to make it suitable for forthcoming calls.
Light weight door for e-vehicles	The objective is to develop, analyze and test a prototype light-weight door from non-metal materials.	The Majak is one of the clusters to be involved in SMART project officially	MAJAK cluster (Hungary)	Innostart evaluated the project idea and found no present suitable calls for proposal. None the less the organization remains in contact with the project owner to identify suitable international or national research project opportunities and also to assist in the modification of the project idea to make it suitable for forthcoming calls.
Development of a hybrid hydrogen fuel cell drivetrain	The objective is to develop a special fuel cell which can serve the extra power need during the acceleration in the first few seconds	SMART portal	ELTE University (and its spin-off company-Hungary)	Support is provided to SMEs to join the project consortium.
SAIL	Research actions in the development of advanced algorithm for intermodal logistic management in "dry" ports	SMART Awareness Campaign	TEOREMA (Italian SME)	Complete support in negotiation of project financed in the FP7-People-Marie Curie IAPP program

Table n.1 Project ideas circulating among the SMART Community

2.4 PROJECTS SUBMITTED AND PARTNERSHIPS CREATED

The preparatory actions provided a set of projects that were in the condition to be submitted to the European Commission under different call for proposals. The SMART support at that stage is related to different

support activities, tailored to the specific need of the SMEs and of the whole consortium that usually embraced:

- For projects not led by the SMEs but where SMEs were involved through SMART consortium, support included: identification of interested and interesting SMEs, discussion of project with SMEs, presentation of SMEs (competences, possible role in the project, activities) to the coordinator of the to-be submitted proposals. In the case the SME was accepted to be part of the consortium the support included also the support in administrative issues, clarification on budget and IPR issues.
- For project led by SMEs: in such case, the SMART support included the set up of project consortium, the explication to SMEs of the overall process of proposal preparation, advice on the Work Programme and/or management structure, IPR issues, help with administrative or budgetary issues, as well as EPSS procedures information.

In the following, to provide a clear outcome of the results achieved, the results have been divided in two categories, related to the Deliverables 3.2 and 3.3:

- **Support to SMEs leading proposals (deliverable D3.2)**
- **Support to SMEs in joining proposals (deliverable D3.3)**

A. Proposal led by SMEs with support of SMART

The following table provides a synthetic overview of the proposals led by SMEs that were submitted through the SMART support:

Project	Brief description	Call addressed	SME leading proposal	SMART provided service
AMICO	Intermodal advanced logistic system based on RF-ID technology applied to containers in port areas	FP7 - Capacities – Research for Benefit of SMEs - 2009	Information Highway Group SL. (Spanish SME)	Support in identification of the call, consortium building, including inclusion as RTD performer of Large Organisation, IPR issues, administrative procedures.
ALTAIR	Advanced Logistics through Virtual reality, using augmented reality in logistic operations for remote maintenance and training	FP7 - Capacities – Research for Benefit of SMEs -2009	NEXSOFT (Italian SME)	Support in identification of the call, consortium building, including inclusion as RTD performer of Large Organisation, IPR issues, administrative procedures
LOGIFREE	New ways of cooperation/business models to reorganize transport flows to fully exploit the transport capacity.	Call: FP7-SST-2011-RTD-1	Innovation Engineering Srl (Italian SME)	Support in all project phases provided. A total of 13 partners found by means of SMART support, during the event in Iceland and Genoa new organizations joined the initial idea.
CARGO	The project aims to develop innovative concept of	FP7-SST-.2011-RTD-1	As2Con (SME from Croatia)	Support provided in finding end users. Another SME belonging to

	electric vehicle architecture for freight urban transport. Strong efficiency improvement is expected to be obtained designing an innovative power train and electric engines.			the SMART network (RECINOR SA, SPAIN), the Icelandic national mail service and also CTECH joined the Consortium. The proposal was submitted under the call: FP7-TRANSPORT (TPT)-2011-RTD-1
EU North South Corridor	Testing of a new route between Pomezia (It) and Zeebrugge (NL) that could allow a modal shift from road to rail.	Call: Marco Polo call 2010	GTS (Italian SME)	Support in all project phases provided, in particular clarifying budget issues.
SAIL	Research actions in the development of advanced algorithm for intermodal logistic management in "dry" ports	Call: FP7-People-Marie Curie IAPP	TEOREMA (Italian SME)	Complete support in negotiation of project financed in the FP7-People-Marie Curie IAPP program
CESH-LOG (SUBMITTED AS "LIVES")	Design of an electronic platform which supports the physical operation of a multi user logistics platform which will serve as a urban distribution hub concentrating the loads of several different carriers, accessing a particular area in the city and a large number of delivery points.	Call: FP7-SST-2011-RTD-1	FIT Consulting srl (Italian SME)	Support provided in identification of a suitable call for the initial project idea, redefinition of the scope according to the identified topic, analysis of needed partners competences/roles, promotion of the project idea to support the portal partners search. CIFESAL (Spanish SME) also joined the Consortium.

Table n. 2 – SMEs led proposals submitted in first year of SMART

As the table above shows, **seven project proposals** led by SMEs were submitted in the first year with the support of SMART. Moreover, the following **four projects proposals** have been already identified and some support provided, for projects that will be submitted in the first months of 2011:

Project	Brief description	Call addressed	SME leading proposal	SMART provided service
MOBIAS	Simulate in a virtual reality a new concept for the person mobility in the urban and extra urban environment.	Call: FP7-SST-CIVITAS-2011-MOVE	ALTALAB (Italian SME)	Contact with end users through Federmobilità (new engaged cluster in SMART). The Province of Rome interested in joining the consortium. Proposal to be submitted on April.
EUTRAMA	EUTRAMA- Enhancing Urban TRaffic Management. Objective: to fully develop, test and validate a urban traffic management system to be used by public authorities as well as service	Call: FP7-ICT-2011-7	NablaQuadro Srl (Italian SME)	Project idea evaluation and structuring provided as well as support in consortium building: 6 other organizations found with SMART support.

	providers to improve capability to manage and/or prevent traffic and congestion in European cities.			
ICONS- Intelligent Container System	Integrated system for container transport supply chain management, exploiting IT Data Management and Fusion technologies, Wireless Sensor Networks and RF-ID technologies, as well as telecommunication infrastructures.	Call: FP7-ICT-2011-7	Oridao (French SME)	Support requested in the consortium building phase. 7 other organizations found by means of SMART network. <u>Noteworthy</u> is the amount of requests received for participating in this project. The use of LinkedIn to promote the idea among specific ITS community has to be highlighted.
FEVILICIT FEV In Little CITIES	Development, piloting and deploy of an intermodal (embedded into the present transport methods) personal traffic system based mainly on electric driven individual single track vehicles and midi bus type vehicles and establish the operation and maintenance infrastructure in small European cities.	Call FP7-SST-CIVITAS-2011-MOVE	Leier ECO Line Ltd. (Hungarian SME)	Following the evaluation of the project idea Innostart identified a possible suitable opportunity under the FP7-SST-CIVITAS-2011-MOVE for submission of a proposal with deadline in April, 2011. Innostart is in contact with the project owner establishing the basis for the development of an international consortium and the preparation of the project proposal.

Table n.3 – SMEs led proposals already identified to be submitted by April 2011

Considering that the objective of SMART is to support 15 project proposals, we can say that the project is in line with its expected objectives, as during the first year SMART had to develop its network, that can be fully exploited for the second year of project, where a relevant number of proposals is expected to be submitted also towards the end of the year for the new call for Surface Transport and Research for SMEs.

B. SMEs that joined proposals involving large organizations

The following table provides a synthetic overview of the SMEs that joined, through the SMART support, proposals involving large organizations (large companies, Universities and research centers, clusters) submitted to the European Commission in the first year of SMART activities:

Project idea	Brief description	Call addressed	Large organisations involved	SMEs that joined proposal
AMICO	Intermodal advanced logistic system based on RF-ID technology applied to containers in port areas	FP7 - Capacities – Research for Benefit of SMEs	FINMECCANICA Group	Secure and Safe Mobility (Italy), ORIDAO (France).

ECO-RADAR	Development of a new radar system to detect boats, the possible spill of oil and the backtracking of oil to the possible responsible boat, contributing to the greening of maritime transport.	Call: FP7-ENV-Eco Innovation	SELEX SISTEMI INTEGRATI (Italian Large Organization, part of the Finmeccanica Group), Ministry of Turkish Maritime Affairs	SYMPAS (Italy) NA SOFTWARE (UK) SPACEBEL SA (Belgium) IGENCE (UK) HYDS (Spain)
ALTAIR	Advanced Logistics through Virtual reality, using augmented reality in logistic operations for remote maintenance and training	FP7 - Capacities – Research for Benefit of SMEs	FINMECCANICA Group, several research centers	SESAMO (Italy), WARP Networks (Spain), GAMAX (Hungary)
New Radar for advanced VTS	Development of new radar technology for Vessel Traffic Systems No EU Call – National Italian Call “PON ricerca”	*National Program	SELEX SI (Italian Large Organisation)	FOXBIT (Italy)
SUIT	SUstainable Integrated Transport for DEcarbonized passenger mobility The aim of the project is to develop a system which would make available to various end users information on environmental and socio-economic impacts related to the activities and infrastructures for different modes of transport worldwide and their intermodal facilities, thus making more effective decisions on traffic planning and management.	Call FP7-TPT-2011-RTD-1	University of La Laguna (Spain) Dublin Institute of Technology, Ireland MOSI, Vrije Universiteit Belgium HSBA, School of Business Administration, Germany CCTL, Canary Cluster of Transport and Logistics	FACTUM (Austrian SME)
ISSUES	Development of a middleware ICT architecture to enhance capabilities to simulate, and manage urban mobility.	CIP-PSP ICT 2010	Engineering Ingegneria Informatica (Italy)	INNOVATION ENGINEERING (Italian SME)
MOVE	Development of an advanced middleware for embedded systems in the management of car-urban mobility ICT solution	FP7 ICT call 6	AKHELA (Large organisation – Italy)	OPTION (Belgian SME)
LOGIFREE	New ways of cooperation/business models to reorganize transport flows	Call: FP7-SST-2011-RTD-1	TECNALIA (coordinator.Spai	ALTEC Software (Greek SME)

	to fully exploit the transport capacity. Call: FP7-SST-2011-RTD-1		n.) ACCIONA Trasmediterranea (Shipping company, Spain) Arcelik (manufacturing industry, TK) Whirlpool (manufacturing industry, IT) Europe Navicelli (maritime transport way, IT) Eimskip (Shipping Company, IS) University of Iceland University of Sheffield (UK)	
ADAREST - CONTROL OF ADAPTIVE RESTRAINT SYSTEMS FOR ELDERLY CAR PASSENGERS AND CHILDREN	Design of vehicle safety systems for a better protection of vulnerable road users and under-protected and less safe user groups.	Call: FP7-SST-2011-RTD-1	Austrian University of Technology	MESHING (Hungarian SME)
CESH-LOG (SUBMITTED AS "LIVES")	Design of an electronic platform which supports the physical operation of a multi user logistics platform which will serve as a urban distribution hub concentrating the loads of several different carriers, accessing a particular area in the city and a large number of delivery points.	Call: FP7-SST-2011-RTD-1	CITET (cluster engaged in SMART)	CIFESAL (Spanish SME)

Table n.4 – SMEs that joined proposals submitted

As the table above shows, **16** SMEs have been supported through SMART in entering in European Consortia piloted by Large Organizations or other entities involved in research activities. One SME (FOXBIT) was supported to enter in contact with the coordinator that finally preferred submitting a National Proposal.

Moreover, the following **SMEs will join proposals** that will be submitted in the first months of 2011:

Project	Brief description and	Call addressed	Large Organisation	SMEs that will join
EUTRAMA	EUTRAMA- Enhancing Urban TRaffic Management. Objective: to fully develop, test and validate a urban traffic management system to be used by public authorities as well as service providers to improve capability to manage and/or prevent traffic and congestion in European cities.	Call: FP7-ICT-2011-7	ELSAG DATAMAT	Be-Mobile (Belgium) Rockshore (UK)
ICONS- Intelligent Container System	Integrated system for container transport supply chain management, exploiting IT Data Management and Fusion technologies, Wireless Sensor Networks and RF-ID technologies, as well as telecommunication infrastructures.	Call: FP7-ICT-2011-7	ATOS Origin	SOFTECO SISMAT (Italy) KIRANET (Italy) EQUIMODAL (Spain)
URBAN Mobility	A new architecture for ad-hoc procedures to enhance the management of urban mobility and make easier the multimodal mobility for citizens.	Call: FP7-SST-CIVITAS-2011-MOVE	Engineering SpA (Italian Large Organization)	INNOVATION ENGINEERING (Italy) New Rail Engineering (Italy)

Table n.5– SMEs that will join proposals in first months of 2011

Considering that the objective of SMART is to support 40 SMEs in joining projects, the objective reached so far could be considered positive (38% of result reached in first year, with already 7 SMEs that already joined projects to be submitted in the next months), but some more focus should be put in the next year to support SMEs in being included in projects. The expected relevant number of proposals that will flow within the SMART portal next year will favour to achievement of the final objective.

3. CONCLUSIONS

The SMART partners have put in place the mechanisms to identify proposals under preparation or stimulate the definition of projects starting from open topics and technical or operative interests/needs.

The SMART portal has proven to be an effective way of connecting projects with interested entities, and the consortium partners act in parallel, leveraging other SMART initiatives and their own networks in order to give more visibility to the open searches offering more opportunities to SMEs that could match the requested profiles.

The results of the first year are synthesised in the following table, also with benchmark to the expected results as indicated in the Description of Work:

Deliverable	Action	Result at 1 st year	Already identified and to be submitted by April 2011	SMART expected results (from DOW)
D.3.2	Projects led by SMEs	7	4	15
D.3.3	SMEs that joined proposals	16	7	40

Table n.6 – Results achieved in SMART first year

As the table n.6 shows, the results could be considered in line with the expectation, taking into consideration that:

- As far as the D.3.2, in the first year the 42% of results were achieved in first year, and considering the proposals already identified for the next months led by SMEs, such result arrive to 66% of the targets by April 2011.
- As far as D.3.3., the percentage of achieved results is a little bit lower (...% of achieved results) which should be considered as expected due to the fact that to engage large organisations, and obtain their trust and willingness to exchange project ideas in the network took some time.
- The network that was achieved through SMART (more than 160 registered entities), the **10 already engaged clusters**, the next year SMART international event that will be most likely held in Brussels, and the fact that in the first year some months have been spent on building the network as well as in setting up all the working methodology of SMART, allow to have a very positive expectation on the results of second year, and the proposers are convinced that not only all targeted will be reached, but that the final results might even be higher than the initial expectations.

Some further considerations should be made after the first 12 months of activities:

- For what concern SMEs led proposals, the experience of the first year from one hand clearly shows that only a minor percentage of the ideas evaluated was suited for European collaborative funding, and that most of SMEs ideas were more suited for bottom-up funding scheme (such as research for SME, Marie curie, marco polo), as the FP7-Cooperation (in particular Transport, but also others) most of time show priorities that had difficulties to be matched by SMEs ideas.
- For what concerns the SMEs joining others project, it took some time to get the trust and willingness of large organisations to join the network. On the other hand, several large organisations joined SMEs led proposals, and after that started using SMART more proactively.
- The two consideration above allow to consider that using SMART in the second year not only as a platform for matchmaking, but also a platform for co-creation of project ideas should lead to better results. The proposers will try to stimulate, therefore, the exchange of ideas/thoughts that could lead to proposals in a “blended” mood, meaning where it is difficult to even distinguish if the idea come from an organisation or the other, but where the idea was co-created in the network. In such sense, the proposers are willing to use SMART as a platform to promote the Open Innovation paradigm through the European surface Transport community.

4. ANNEX 1 – Description of SMEs

FACTUM

FACTUM Chaloupka & Risser OHG, Sozial- und Wirtschaftsanalysen is an Austrian consulting firm. This SME conducts both basic and applied research, and it assists various customers with the implementation of research results. The main work area of FACTUM is traffic from a social scientific and psychological point of view. With its studies, FACTUM contributes to solutions for traffic and mobility problems, with sustainability in view.

Project: FACTUM joined the SUI proposal, submitted to the Transport call FP7-TPT-2011-RTD-1 (topic *TPT.2011.2-1. "Integration of passenger transport modes and travel information services through the analysis of social behaviour, mobility patterns and business models as basis for decarbonisation of the European transport system"*). This proposal originates from the University of La Laguna (Spain). The project scope was uploaded to the SMART portal (with the name SUsustainable Integrated Transport for DEcarbonized passenger mobility - SUI Ted). Three other SMEs contacted the proposer expressing their interest in participating.

MESHINING Engineering

MESHINING is an engineering company that supports vehicles design and manufacturing, mostly in designing of passenger cars. The company is member of the MAJAK engineering Cluster, a SMART engaged Cluster.

Project: MESHINING joined the ADAREST proposal, submitted to the FP7-SST-2011-RTD-1 Call (topic *SST.2011.4.1-1. Design of vehicle safety systems for a better protection of vulnerable road users and other under-protected and less safe user groups*). The proposal deals with continuous control of an adaptive restraint system for frontal crash, beneficial for occupants, accident scenarios and standardised crash tests. The project integrates existing safety systems based on mathematical modelling. The project originates from the Technical University of Graz and was distributed through the EEN network, and then uploaded to the SMART portal (with the name "Control of Adaptive Restraint Systems for elderly car passengers and children").

CIFESAL

Centro de Investigación y Formación de Empresas, CIFESAL a private research center, specialized in the design, management and evaluation of economic development and institutional support projects. Their main areas are sustainable development, ICT, research studies and training.

Project: CIFESAL joined the LIVES Project, submitted to the FP7-SST-2011-RTD-1 Call (topic *GC.SST.2011.7-4 Urban – interurban shipments*). The project originated from their Cluster CITET, with SMART support to identify a suitable call and needed scope redefinition. The focus of LIVES is efficient

urban distribution and urban-interurban shipments. The project was initially updated with the acronym CESH-log and presented during the DS event.

Madrid Plataforma Logística, another Cluster already contacted by SMART, participates to the project as well. This core consortium is considering the submission of another proposal to the CIVITAS call. This project originated also contacts between the engaged Clusters CITET and Isfort, which could lead to collaboration in the future.

RECINOR

Recinor is a Spanish SME devoted to innovative and eco-friendly technological solutions mainly in the building sector. It built the first plant in Spain for recycling the building and demolition waste materials.

Project: Recinor Research and Innovation Department joined the CARGO proposal as end user, interested in testing and giving requirements for new environmental friendly vehicles.

ALTEC SOFTWARE SA

Altec Software is a Greek SME, a renowned software house with experience in several RTD national and European projects. ALTEC develops and provides technologically advanced systems and software applications to cover the entire spectrum of computerised and organisational demands in both the public and the private sector.

Project: In the LOGIFREE proposal, ALTEC Software is mainly involved in the definition and development of a software benchmarking tool, allowing the identification and assessment of the best business model in logistics, according to a set of defined criteria.

Nabla Quadro Srl

Nabla Quadro is an Italian Start up which developed an innovative sensor to detect efficiently vehicles flows in heavy traffic jam situations, based on the sky light where traditional systems based on magnetism are not fully reliable, in order to better manage the traffic as well as guaranteeing a speed reaction in risky situations. This solution show many benefits starting from the low costs associated to maintenance and substitution of the tool. Nabla Quadro is interested in further enhance the solution and fully develop, test and assess the performances of the sensor in relation with concrete applications such as traffic light intersections and traffic management tools/systems.

Starting from this core innovative solution and once the space for new research activities was identified with the help of CTECH, Nabla Quadro expressed its interest in participating in a research project where this idea could be integrated in a wider objective but they do not want to lead a Consortium as the company has not experience in this task.

So the Eutrama project idea was identified and uploaded on the SMART portal. It was presented during the Driving Sustainability event in Iceland as well as in Genoa, during the Transport District of Liguria Intra-cluster event. The idea raised a lot of interest among companies and research centers, attracting a good consortium, and it will be submitted under the ICT 7call on 18th of January.

Innovation Engineering Srl

Innovation Engineering S.r.l. is an Italian SME, focused on supporting organisational and technological innovation through advanced IT solutions and methodologies. It was interested in developing an IT advanced solution for the transport and logistics sector, favouring the identification of the best routes and business models benefiting the environment. Innovation Engineering asked the SMART support in order to involve the relevant actors needed for the proposed solutions. So the company launched the project idea even if during the further developments the coordinating role was assigned to Tecnalía, a Spanish private research center, with a huge experience in such projects. The project idea was presented to SMART Consortium during the Project idea Competition and it was evaluated as the best and worth of full support until the submission.

Project The **LOGIFREE** proposal was uploaded on the SMART portal and raised a lot of interest, and it widened its original technological scope according to the interests and skills of the partners, better fitting the topic requests as coordination action. The SMART support was focused on structuring the idea and shaping the methodology. As winner of the SMART Project idea competition, an overall support was provided in the writing effort, in the budgeting issues and clarifying administrative doubts to the consortium partners.

The proposal was submitted under the topic **GC.SST.2011.6-7. Capability of improving and exploiting capacity**, totalling 13 partners among universities, transport large organizations, manufacturers.

Kiranet Srl

Kiranet is an Italian SME mainly devoted to ICT research and consulting activities, with expertise in Security, advanced Internet and Automation. It has a research area focused on RFID innovative solutions for logistics.

Project: Kiranet is involved in the ICONS consortium.

Equimodal SL

It is a Spanish SME, a container manufacturer interested in innovation and technological solutions to enhance logistics as well as security.

Project: Equimodal SL is involved in the ICONS consortium as end user, providing requirements and testing the technological solutions to be developed.

Oridao

Oridao is a French SME which develops and provides RFID-based secured traceability solutions under license. These solutions, interoperable with existing RFID standards and architectures, address the growing industrial requirements for field authentication of both origin and process conformance of tracked products: anti-counterfeiting, secured maintenance tracking, supply-chain management control.

Project: Oridao proposed (but will not coordinate) the ICONS proposal, initially planned to be submitted to the transport call (topic SST.2011.2.1.-1 Efficient interfaces between transport modes) and the redefined for the ICT call (topic *ICT-2011.6.6 Low carbon multi-modal mobility and freight transport*), with deadline on 18th January 2011.

The project focuses on design, development and validation of an integrated system for container transport supply chain management, exploiting IT Data Management and Fusion technologies, Wireless Sensor Networks and RF-ID technologies, as well as telecommunication infrastructure. The project scope was uploaded to the SMART portal and presented during the Driving Sustainability event in Iceland, receiving an impressive number of expressions of interest (Universities, Research Centres, large companies, SME).

Softeco Sismat

Softeco Sismat is an Italian Software house, Medium Enterprise, with deep knowledge of Logistic challenges and experience in several EU innovative funded projects in which performs technological tasks related to system integration and data fusion and management.

Project: Softeco Sismat is involved in the ICONS consortium.

AS2CON

AS2CON is a Croatian research, development and application SME, providing engineering and marketing solutions in transport and construction industries. AS2CON initiated its activities in 2003. It was set up by a group of young engineers experienced in research and consulting.

Project: AS2CON coordinated the **CARGO** proposal submitted under the topic **GC.SST.2011.7-10. Architectures of Light Duty Vehicles for urban freight transport** and asked SMART support in optimizing the proposal structure and needed profiles as well as in finding end users among the SMART community.

The CARGO project aims to develop innovative concept of electric vehicle architecture for freight urban transport. Strong efficiency improvement is expected to be obtained designing an innovative power train and electric engines (including electric, magnetic and other alternative propulsion systems) and new light weight materials body and chassis (including aluminium and plastic) and applying them into light vehicles.

ALTEC SOFTWARE SA

Altec Software is a Greek SME, a renowned software house with experience in several RTD national and European projects. ALTEC develops and provides technologically advanced systems and software applications to cover the entire spectrum of computerised and organisational demands in both the public and the private sector.

Project In the LOGIFREE proposal, ALTEC Software is mainly involved in the definition and development of a software benchmarking tool, allowing the identification and assessment of the best business model in logistics, according to a set of defined criteria.

OPTION

Option is a Belgian SME, a global leader in wireless technology, focused on the design, development and manufacture of innovative solutions that provide businesses and consumers with high-quality wireless broadband access to the Internet.

Project In the MOVE project (Development of an advanced middleware for embedded systems in the management of car-urban mobility ICT solution) Option was in charge of the the implementation of a real usage application scenario and of the definition of the communication requirements for the system.

WARP Networks

Warp is a reference for open source technologies in Spain, specialized in Frameworks and high level applications for mobile devices and networks, Base platform and software component migration, Embedded systems & low level applications, Software testing & QA.

Project In the Altair Project, they were in charge of the definition of the remote communication requirements.

GAMAX, Hungary

Gamax Ltd. was founded in 1990 by a group of software developers working in Germany. Gamax is primarily a software company, having three main activities: implementing custom software development projects; leasing software developers to Western Europe and to Hungary; software localization, translation and related software engineering tasks.

Project In the Altair Project, they were mainly in charge of data communication software development.

SESAMO -SEcure and SAfe Mobility - Scarl

SESAMO - SEcure and SAfe Mobility - Scarl is an Italian SME, a consortium whose aim is the research on technology innovation, in the field of network management and transport services, to improve security efficiency and transport quality.

Projects: in the Altair and AMICO projects, SESAMO provides the expertise, the laboratories and know-how for the realisation of the integration system, validation in a lab environment and test of prototypes and developed systems.

5. ANNEX 2 - Project scope template

Project idea			
PROJECT SUMMARY			
<i>Call reference</i>	(if known)		
<i>Project Title:</i>	(if any, otherwise use keywords)		
<i>Topic</i>	(if known)		
<i>General technology / research topic objective</i>			
<i>Specific objectives of the research project</i>			
<i>Possible applications / Sector interested</i>			
<i>Type of Partner sought (EXAMPLES)</i>	PROFILE SOUGHT	Competences	Role
	Rail operator	Platform Knowledge and rail freight services	Supply innovative platform and process gap-analysis
	Logistic operator	Logistic handling and process Competences	Main End-User / Validator
	Research Institute	Competences on transport and logistic fields	Gap-Analysis and requirements Innovative technologies (OCR, goods handling)
<i>Current Consortium</i>	(if any)		
<i>Next Steps</i>			
<i>Organisation</i>	(describe your organisation)		
<i>Reference Person/Contact details</i>			