

# **SCUBE-ICT Training Session**

## **Part I: How to join a ‘competitive consortium’ preparing an FP7 ICT Proposal**

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Intelligentsia Consultants

## Agenda

- 1. Introduction**
- 2. Step 1: Background work**
- 3. Step 2: How to identify ‘successful’ European ICT partners**
- 4. Step 3: Alternative routes to identifying European ICT partners**
- 5. Step 4: How to approach successful European ICT partners**
- 6. Step 5: How to identify other ICT related calls for proposals**

## Introduction (1/2)

1. Important to have a **realistic outlook**
2. Average success rate for all FP7 ICT proposals is about 15-20%
3. Under FP6 IST, the success rate for Belarus was 11.5% (6 x NoE/CA/SSA and just 1 x STREP)
4. No one can promise you success ... but you can do a lot to reduce the risk of failure
5. Preparing a competitive ICT proposal is a challenging task even for experienced European ICT organisations
6. For ‘inexperienced’ ICT organisations from ‘third countries’ (e.g. Belarus and Ukraine), very difficult and time-consuming to form project consortia and write competitive ICT proposals

## Introduction (2/2)

6. Not put off yet?! So, what can you realistically do?
7. Identify ‘successful’ European ICT organisations who are preparing FP7 ICT proposals
8. ‘Successful’ European ICT organisations = Track record of successful EU funded project implementation
9. Persuade the ‘successful’ European ICT organisations to let you join their consortia by offering unique/specific research capabilities that they need

## Step 1: Background work (1/2)

1. Study past and current EU priorities concerning ICT research to understand if your research is relevant
  - Examine DG Information Society's webpages ([http://cordis.europa.eu/themes/home\\_en.html](http://cordis.europa.eu/themes/home_en.html))
  - Download and examine the latest FP7 ICT work programme ([http://cordis.europa.eu/fp7/wp-2009\\_en.html](http://cordis.europa.eu/fp7/wp-2009_en.html))
  - Register for ICT news on DG Information Society portal ([http://ec.europa.eu/information\\_society/newsroom/cf/userregistration.cfm?nextStep=userprofile.cfm](http://ec.europa.eu/information_society/newsroom/cf/userregistration.cfm?nextStep=userprofile.cfm))
  - Register for research\*eu – free magazine of the European research area ([http://ec.europa.eu/research/research-eu/index\\_en.html](http://ec.europa.eu/research/research-eu/index_en.html))

## Step 1: Background work (2/2)

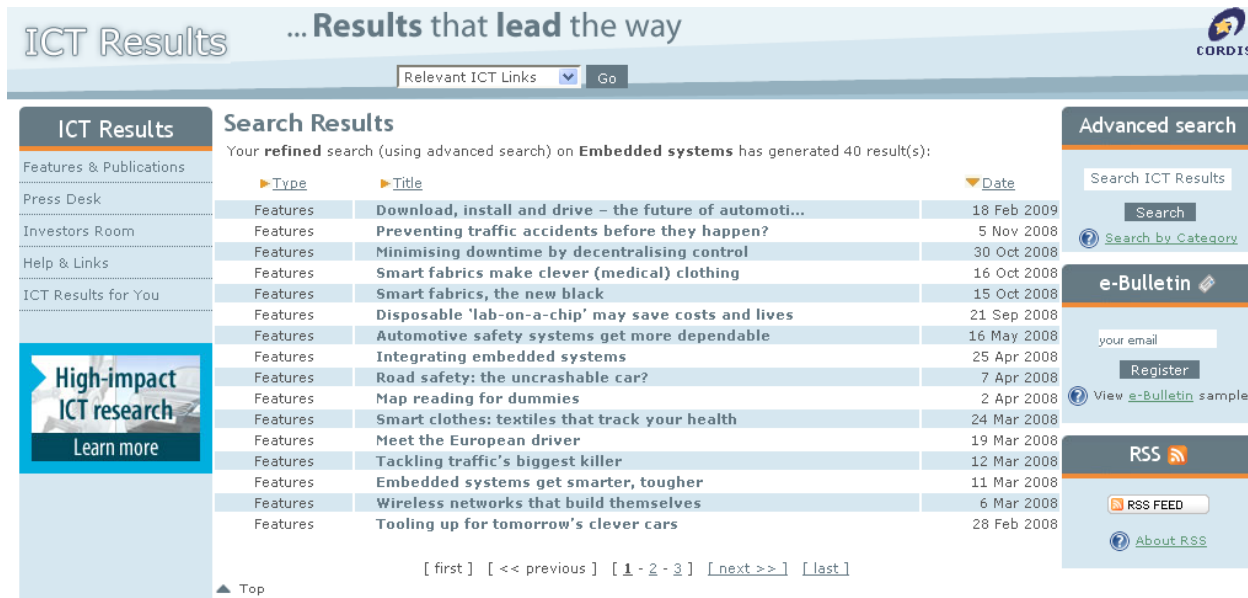
1. Investigate FP6 IST and FP7 ICT projects in your areas of interest
  - Search ICT Results news service and register for e-bulletin (<http://cordis.europa.eu/ictresults>)
  - Search ICT projects on the Cordis database (<http://cordis.europa.eu/search/index.cfm?fuseaction=proj.advSearch>)

## Step 2: How to identify ‘successful’ European ICT organisations (1/3)

### 1. European ICT organisations who have successfully implemented FP6 IST/FP7 ICT projects:

- A) Use the “Advanced Search” and/or “Search by Category” facilities on the ICT Results news service (<http://cordis.europa.eu/ictresults>)

e.g. Editorial Theme = Embedded Systems (scan the features, collect project coordinator contact details, visit project website etc)



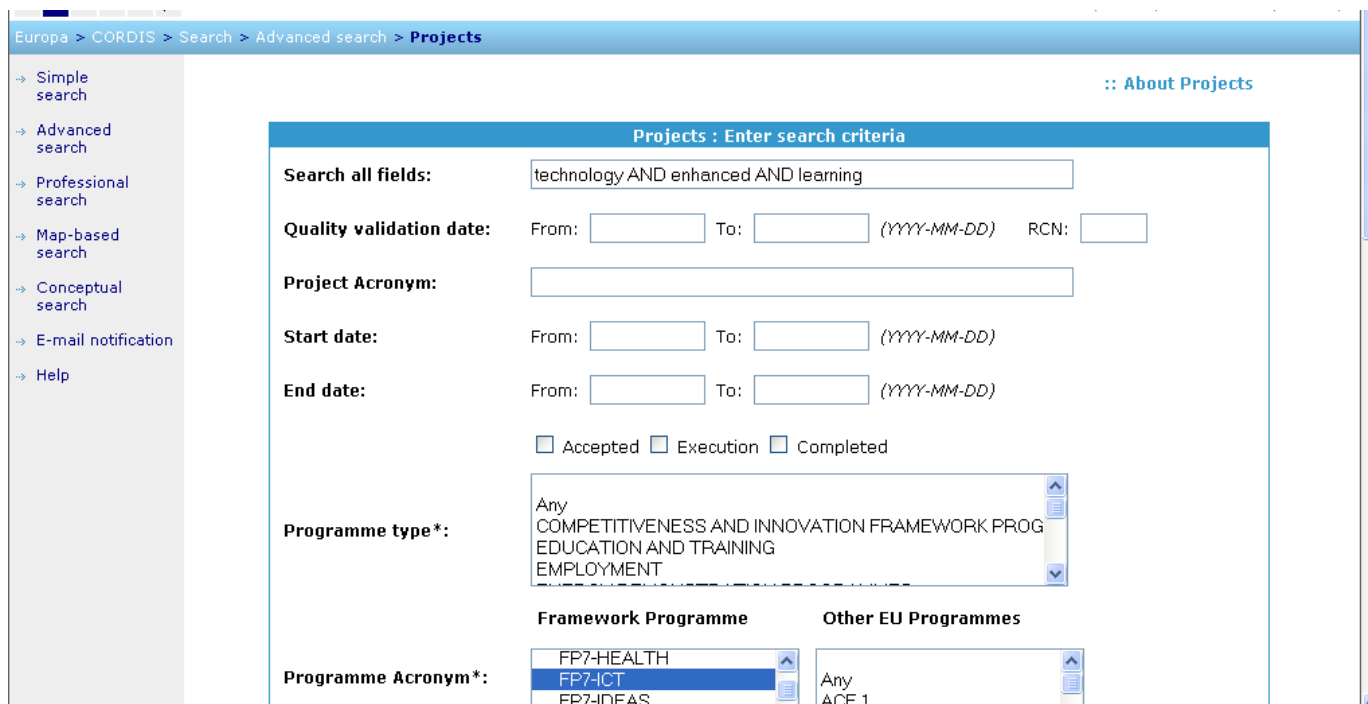
The screenshot shows the 'ICT Results' website interface. At the top, it says 'ICT Results ... Results that lead the way' with the CORDIS logo. Below this is a search bar with 'Relevant ICT Links' selected and a 'Go' button. The main content area is titled 'Search Results' and shows 'Your refined search (using advanced search) on Embedded systems has generated 40 result(s):'. A table of results is displayed with columns for Type, Title, and Date. The results list various articles related to embedded systems, such as 'Download, install and drive - the future of automoti...', 'Preventing traffic accidents before they happen?', and 'Smart fabrics make clever (medical) clothing'. On the left side, there is a navigation menu with links like 'Features & Publications', 'Press Desk', and 'Investors Room'. On the right side, there are sections for 'Advanced search', 'e-Bulletin', and 'RSS'. A 'High-impact ICT research' banner is also visible on the left.

Type	Title	Date
Features	Download, install and drive – the future of automoti...	18 Feb 2009
Features	Preventing traffic accidents before they happen?	5 Nov 2008
Features	Minimising downtime by decentralising control	30 Oct 2008
Features	Smart fabrics make clever (medical) clothing	16 Oct 2008
Features	Smart fabrics, the new black	15 Oct 2008
Features	Disposable 'lab-on-a-chip' may save costs and lives	21 Sep 2008
Features	Automotive safety systems get more dependable	16 May 2008
Features	Integrating embedded systems	25 Apr 2008
Features	Road safety: the uncrashable car?	7 Apr 2008
Features	Map reading for dummies	2 Apr 2008
Features	Smart clothes: textiles that track your health	24 Mar 2008
Features	Meet the European driver	19 Mar 2008
Features	Tackling traffic's biggest killer	12 Mar 2008
Features	Embedded systems get smarter, tougher	11 Mar 2008
Features	Wireless networks that build themselves	6 Mar 2008
Features	Tooling up for tomorrow's clever cars	28 Feb 2008

## Step 2: How to identify ‘successful’ European ICT organisations (2/3)

- B) Search ICT projects on the Cordis database  
(<http://cordis.europa.eu/search/index.cfm?fuseaction=proj.advSearch>)

B.1) e.g. “Technology Enhanced Learning” under FP7 ICT



The screenshot shows the 'Projects : Enter search criteria' form in the Cordis database. The search criteria are as follows:

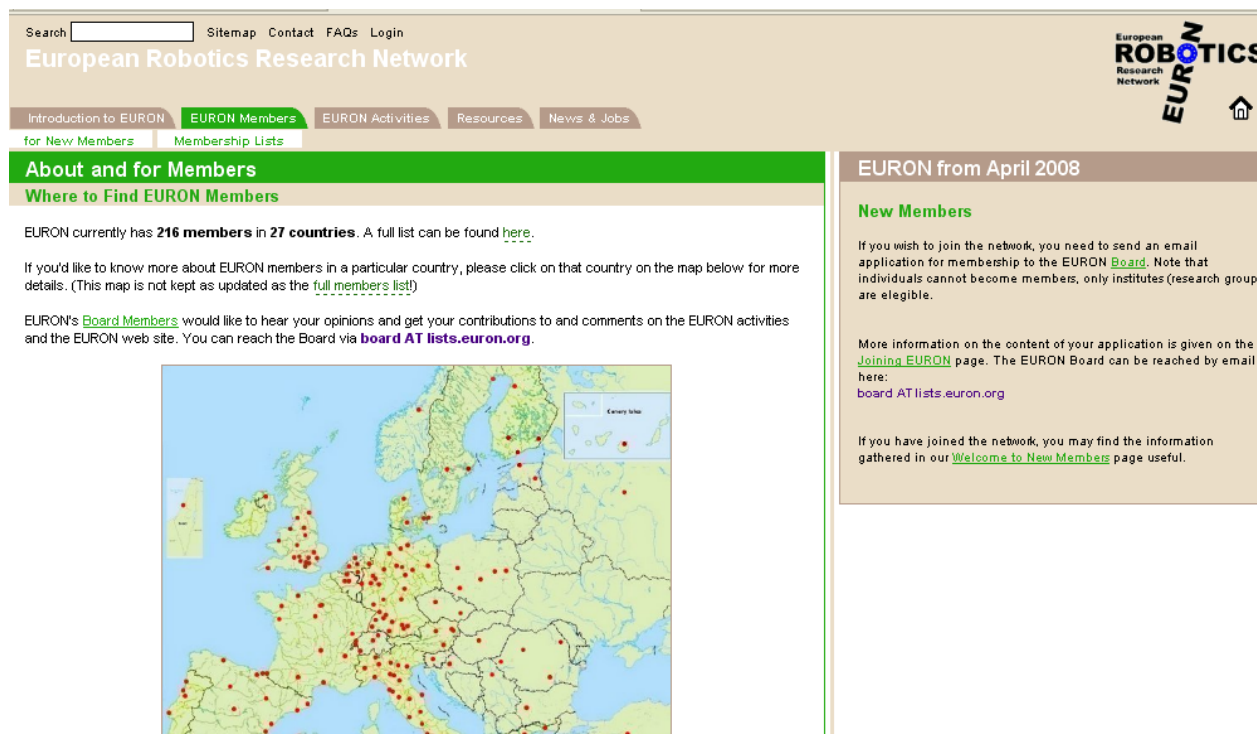
- Search all fields:** technology AND enhanced AND learning
- Quality validation date:** From: [ ] To: [ ] (YYYY-MM-DD) RCN: [ ]
- Project Acronym:** [ ]
- Start date:** From: [ ] To: [ ] (YYYY-MM-DD)
- End date:** From: [ ] To: [ ] (YYYY-MM-DD)
- Accepted  Execution  Completed
- Programme type\*:** Any, COMPETITIVENESS AND INNOVATION FRAMEWORK PROG, EDUCATION AND TRAINING, EMPLOYMENT
- Programme Acronym\*:**
  - Framework Programme: FP7-HEALTH, **FP7-ICT**, FP7-IDEAS
  - Other EU Programmes: Any, ACE 1



## Step 2: How to identify ‘successful’ European ICT organisations (3/3)

- B) Search ICT projects on the Cordis database  
(<http://cordis.europa.eu/search/index.cfm?fuseaction=proj.advSearch>)

B.2) e.g. Euron - Network of Excellence on Robotics, [www.euron.org](http://www.euron.org)



The screenshot shows the Euron website interface. At the top, there is a search bar and navigation links: Sitemap, Contact, FAQs, Login. The main header reads "European Robotics Research Network" with a logo for "European ROBOTICS Research Network" and "EURON". Below the header are tabs for "Introduction to EURON", "EURON Members", "EURON Activities", "Resources", and "News & Jobs". Under "EURON Members", there are sub-links for "for New Members" and "Membership Lists".

The main content area is titled "About and for Members" and "Where to Find EURON Members". It states: "EURON currently has **216 members** in **27 countries**. A full list can be found [here](#)." It also provides instructions on how to find more details about members in a specific country using a map. Below this text is a map of Europe with numerous red dots indicating member locations across various countries. A small inset map shows the Canary Islands.

On the right side of the page, there is a sidebar titled "EURON from April 2008" with a sub-section "New Members". It contains text about the membership application process, stating that individuals cannot become members, only institutes (research groups) are eligible. It provides a link to the "Joining EURON" page and the email address "board AT lists.euron.org".

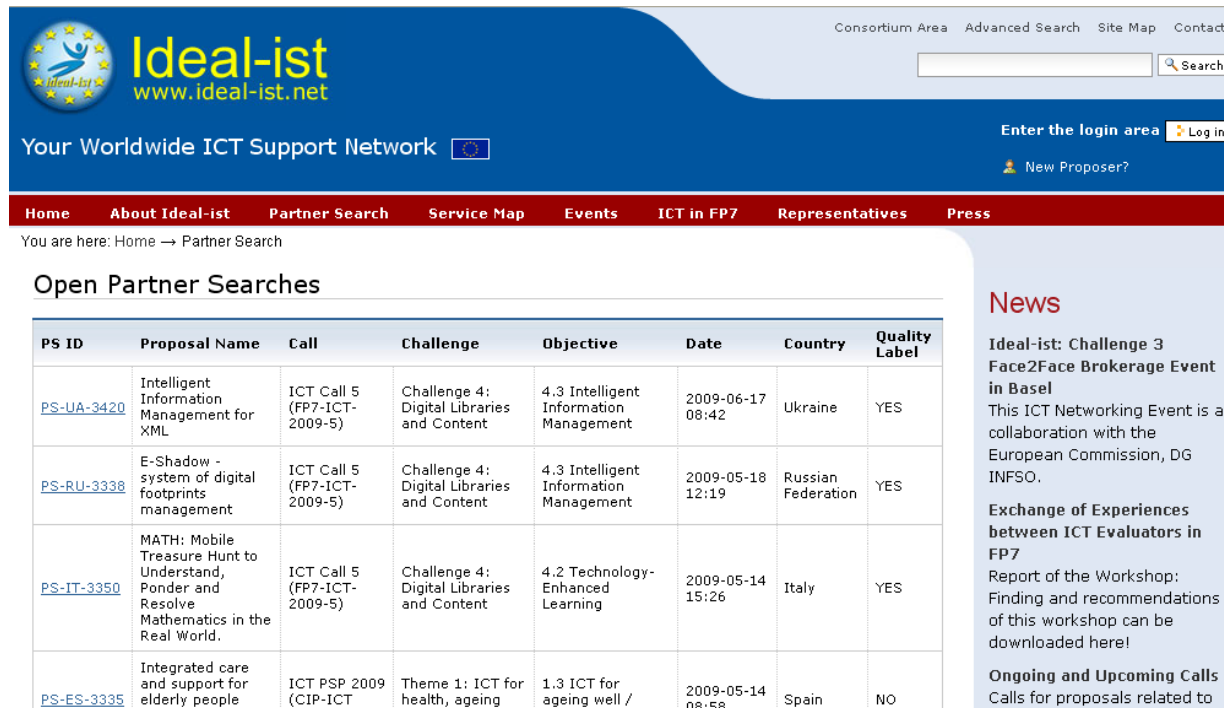
## Step 3: Alternative routes to identifying European ICT partners (1/4)

1. FP7 support actions: SCUBE-ICT ([www.scube-ict.eu](http://www.scube-ict.eu)), ISTOK-SOYUZ ([www.istok-soyuz.eu](http://www.istok-soyuz.eu)) and ([www.extend-ict.eu](http://www.extend-ict.eu))
  - Organising awareness raising and networking events
  - Organising delegation tours and helpdesk
  
2. European Commission organised FP7 ICT information-days in Brussels and Luxembourg (and elsewhere in Europe)
  - Presentations concerning call objectives
  - Networking
  - Recent events, see news on LvCSTEI website (<http://cstei.lviv.ua>)

## Step 3: Alternative routes to identifying European ICT partners (2/4)

### 1. Ideal-ist Partner Search ([www.ideal-ist.net](http://www.ideal-ist.net))

- Ideal-ist network of representatives (covering 65+ countries)
- Partner search facility



The screenshot shows the Ideal-ist website interface. At the top, there is a navigation bar with links for Consortium Area, Advanced Search, Site Map, and Contact. Below this is a search bar and a 'Log in' button. A red navigation bar contains links for Home, About Ideal-ist, Partner Search, Service Map, Events, ICT in FP7, Representatives, and Press. The main content area is titled 'Open Partner Searches' and contains a table with the following data:

PS ID	Proposal Name	Call	Challenge	Objective	Date	Country	Quality Label
<a href="#">PS-UA-3420</a>	Intelligent Information Management for XML	ICT Call 5 (FP7-ICT-2009-5)	Challenge 4: Digital Libraries and Content	4.3 Intelligent Information Management	2009-06-17 06:42	Ukraine	YES
<a href="#">PS-RU-3338</a>	E-Shadow - system of digital footprints management	ICT Call 5 (FP7-ICT-2009-5)	Challenge 4: Digital Libraries and Content	4.3 Intelligent Information Management	2009-05-18 12:19	Russian Federation	YES
<a href="#">PS-IT-3350</a>	MATH: Mobile Treasure Hunt to Understand, Ponder and Resolve Mathematics in the Real World.	ICT Call 5 (FP7-ICT-2009-5)	Challenge 4: Digital Libraries and Content	4.2 Technology-Enhanced Learning	2009-05-14 15:26	Italy	YES
<a href="#">PS-ES-3335</a>	Integrated care and support for elderly people	ICT PSP 2009 (CIP-ICT-2009-2009-2)	Theme 1: ICT for health, ageing	1.3 ICT for ageing well / ...	2009-05-14 08:58	Spain	NO

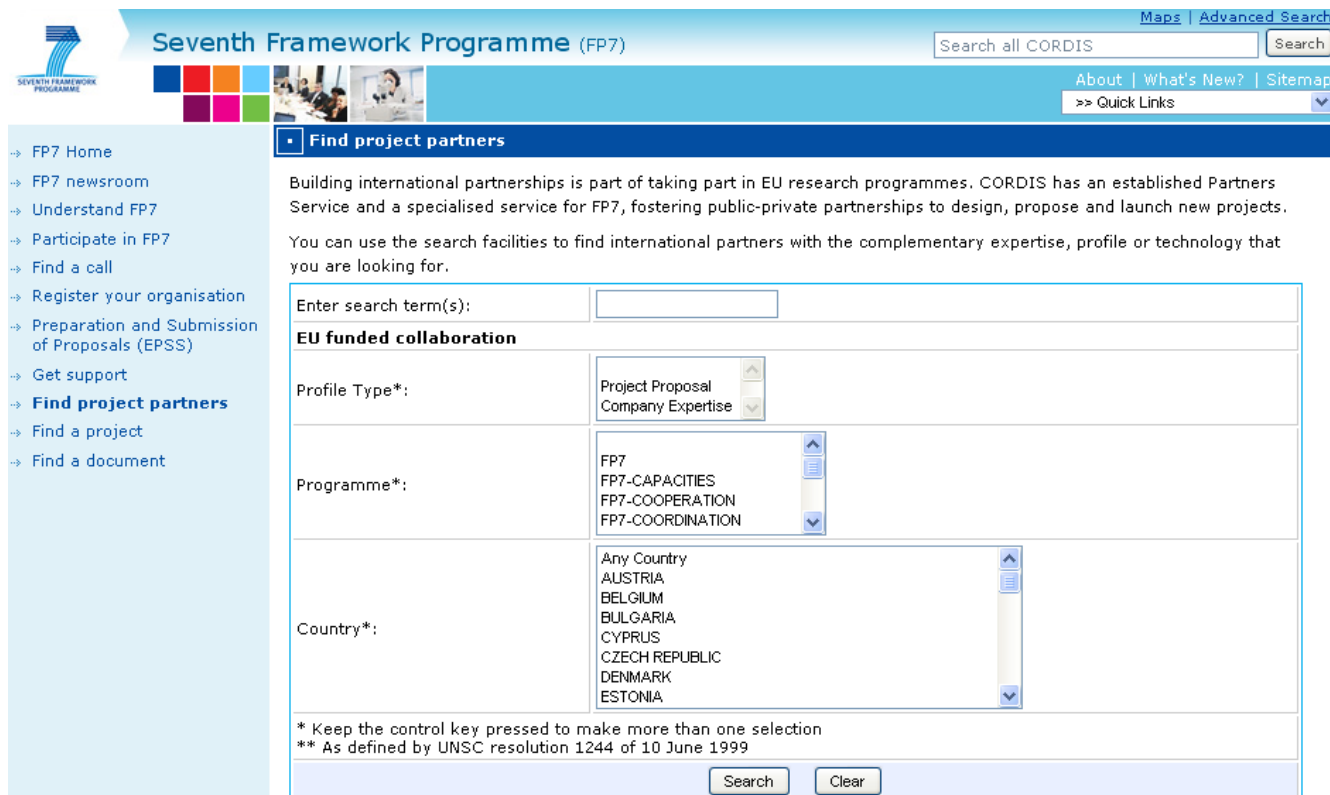
To the right of the table is a 'News' section with the following items:

- Ideal-ist: Challenge 3 Face2Face Brokerage Event in Basel**  
This ICT Networking Event is a collaboration with the European Commission, DG INFSO.
- Exchange of Experiences between ICT Evaluators in FP7**  
Report of the Workshop: Finding and recommendations of this workshop can be downloaded here!
- Ongoing and Upcoming Calls**  
Calls for proposals related to

## Step 3: Alternative routes to identifying European ICT partners (3/4)

### 1. Cordis FP7 Find Project Partners service ([http://cordis.europa.eu/fp7/partners\\_en.html](http://cordis.europa.eu/fp7/partners_en.html))

- E.g. Search on “microsystems and smart miniaturised systems”



The screenshot shows the Cordis FP7 Find Project Partners service interface. The page title is "Seventh Framework Programme (FP7)". The main navigation menu includes "Find project partners", "Find a project", and "Find a document". The search form includes a search term input field, a search button, and a "Clear" button. The search criteria are set to "EU funded collaboration", "Project Proposal" for Profile Type\*, "FP7" for Programme\*, and "Any Country" for Country\*.

**Seventh Framework Programme (FP7)** [Maps](#) | [Advanced Search](#)  
 Search all CORDIS    
[About](#) | [What's New?](#) | [Sitemap](#)  
[>> Quick Links](#)

**Find project partners**

Building international partnerships is part of taking part in EU research programmes. CORDIS has an established Partners Service and a specialised service for FP7, fostering public-private partnerships to design, propose and launch new projects. You can use the search facilities to find international partners with the complementary expertise, profile or technology that you are looking for.

Enter search term(s):

**EU funded collaboration**

Profile Type\*: Project Proposal  
Company Expertise

Programme\*: FP7  
FP7-CAPACITIES  
FP7-COOPERATION  
FP7-COORDINATION

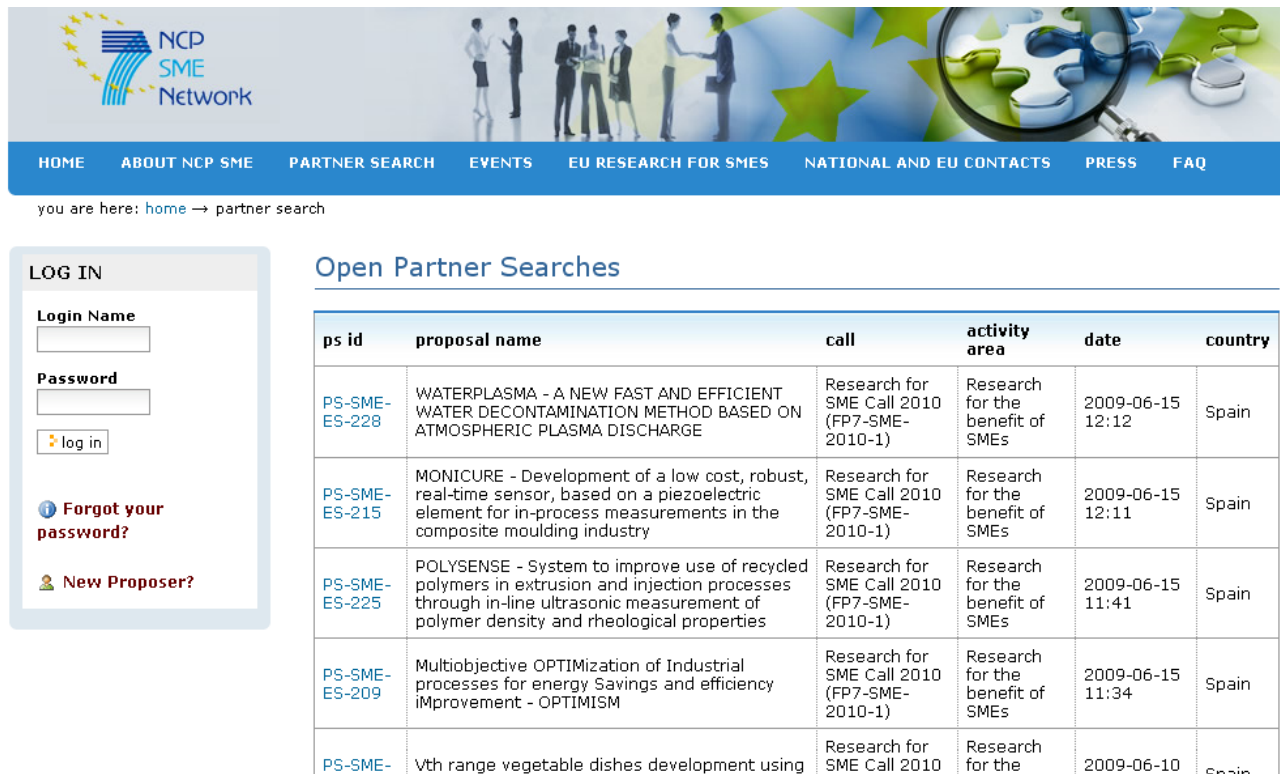
Country\*: Any Country  
AUSTRIA  
BELGIUM  
BULGARIA  
CYPRUS  
CZECH REPUBLIC  
DENMARK  
ESTONIA

\* Keep the control key pressed to make more than one selection  
 \*\* As defined by UNSC resolution 1244 of 10 June 1999

## Step 3: Alternative routes to identifying European ICT partners (4/4)

### 1. NCP SME Network ([www.ncp-sme.net](http://www.ncp-sme.net))

- Partner searches for SMEs
- Not limited to ICT



The screenshot shows the NCP SME Network website interface. At the top, there is a navigation menu with the following items: HOME, ABOUT NCP SME, PARTNER SEARCH, EVENTS, EU RESEARCH FOR SMES, NATIONAL AND EU CONTACTS, PRESS, and FAQ. Below the menu, a breadcrumb trail indicates the current location: you are here: home → partner search.

On the left side, there is a 'LOG IN' section with a 'Login Name' field, a 'Password' field, and a 'log in' button. Below the login fields, there are links for 'Forgot your password?' and 'New Proposer?'.

The main content area is titled 'Open Partner Searches' and contains a table with the following data:

ps id	proposal name	call	activity area	date	country
PS-SME-ES-228	WATERPLASMA - A NEW FAST AND EFFICIENT WATER DECONTAMINATION METHOD BASED ON ATMOSPHERIC PLASMA DISCHARGE	Research for SME Call 2010 (FP7-SME-2010-1)	Research for the benefit of SMEs	2009-06-15 12:12	Spain
PS-SME-ES-215	MONICURE - Development of a low cost, robust, real-time sensor, based on a piezoelectric element for in-process measurements in the composite moulding industry	Research for SME Call 2010 (FP7-SME-2010-1)	Research for the benefit of SMEs	2009-06-15 12:11	Spain
PS-SME-ES-225	POLYSENSE - System to improve use of recycled polymers in extrusion and injection processes through in-line ultrasonic measurement of polymer density and rheological properties	Research for SME Call 2010 (FP7-SME-2010-1)	Research for the benefit of SMEs	2009-06-15 11:41	Spain
PS-SME-ES-209	Multiobjective OPTIMization of Industrial processes for energy Savings and efficiency Improvement - OPTIMISM	Research for SME Call 2010 (FP7-SME-2010-1)	Research for the benefit of SMEs	2009-06-15 11:34	Spain
PS-SME-	Vth range vegetable dishes development using	Research for SME Call 2010	Research for the	2009-06-10	Spain

## Step 4: How to approach successful European ICT partners (1/5)

### 1. Prepare marketing material

- Even universities and research institutes need marketing material!
- But, marketing material is often too long, unclear and uninteresting!
- Prepare one page, A4 sized profile form – focused on a single research department or technology
- Highlight past international research experience
- Don't forget to mention what you look for:

e.g. “We want to join a consortium of European ICT organisations preparing a proposal for Objective 4.2 Technology Enhanced Learning under FP7 ICT Call 5”

- Good example: technology profile form used by STCU (see [http://www.stcu.int/documents/download/TPF\\_Example.pdf](http://www.stcu.int/documents/download/TPF_Example.pdf))

### A NEW PROGRAMMABLE 3-AXIS PIEZOELECTRIC NANOMANIPULATOR WITH ULTRA-LOW DRIFT FOR CELLS TECHNOLOGIES

#### Description

Robotic micromanipulators are used for demanding biotech applications such as Patch Clamp (holding and positioning a cell), IVF (in-vitro fertilization), and cell cloning, as well as in the semiconductor integrated circuits industry – all growing markets. LILEYA's PSF-3 IVF is a state-of-the-art 3-axis nanomanipulator system based on advanced piezoelectric rotary motor, integrated with a digital signal processor (DSP) multifunctional programmable controller including 46 operations. When the motor is deenergized, it provides an automatic solid brake on movement, with almost undetectable backlash and drift. It works by converting the rotary motion of an advanced piezoelectric motor (fitted onto each axis of the nanomanipulator) into linear motion. A combination of high torque, variable speed and high angular resolution enables the piezoelectric motor to be used in either continuous or stepper mode. These characteristics facilitate a smooth transition, without degradation in intrinsic performance, from an angular step of less than 5  $\mu$ rad to continuous motion, and a range of angular velocities, from 5  $\mu$ rad/sec up to 60 rev/min. This translates into a linear resolution of 0.4 nm and a linear range of velocities from 0.4 nm/sec to 500  $\mu$ m/sec for each axis of the PSF-3IVF. Additional benefits of the PSF-3 IVF design include the elimination of heat dissipation, the use of non-ferrous and nonmagnetic components, ultra-low electrical noise and low supply voltage (12 VDC), which together make the PSF-3 IVF ideal for very sensitive applications.

#### Innovative Aspect and Main Advantages

PSF-3 IVF combines extremely high resolution (0.4 nm), long term stability (drift less than 2 nm/hour @ 20°C) and long travel (10 mm). The "Stick/Slip" is one of the major factors, which limits nanometer resolution and hence the performance of traditional nanopositioners/manipulators. The PSF-3 IVF overcomes the stick/slip effect using the unique combination of the piezoelectric motor and DSP control. Any angular position of the rotor is locked by the self-decelerating torque of the motor. The same force locks the whole friction systems of the nanomanipulator. To limit the effect of any jump when initiating motion the unlocking process must occur almost instantaneously (within 10-100 $\mu$ sec). PSF-3 IVF's DSP core has been designed to implement a step formation within 2-10  $\mu$ sec/ $\mu$ rad. This tuning results in an angular step of the motor in the nanometer range, which translates immediately into an equivalent linear step eliminating measurable static friction effects.

#### Areas of Application

LILEYA's advanced Nano-Manipulator technology is designed to meet a variety of positioning needs for the scientific, biotechnology, medical, semiconductor and industrial markets. It is suitable for applications such as: patch clamp experiments on cells in culture, microinjection into cells, cell imaging, cellular and material handling, IVF fertilization and sterility treatments, DNA cloning experiments, extracellular recording, intracellular recording, cytopathology, precision robotic applications, MRI-guided robotic surgery applications, integrated circuits applications, IC mask generation and alignment, IC

lithography, IC wafer measurements, fiber optic assembly and alignment, laser production, E-beam control for IC's, ion beam control for IC's, read-write heads for recording tape and CD's, storage media applications.



Fig.1 SOFTWARE PSF-3 IVF



Fig. 2 Nanomanipulator PSF-3 IVF



Fig. 3 Nanomanipulator PSF-3 IVF-H

#### Stage of Development

LILEYA's unique designs are protected by:

- United States Patent "MICROMANIPULATOR", Application Serial No. #2005/0023950
- Russia Patent "MICROMANIPULATOR" No.2041480
- UA Patent "MICROMANIPULATOR" No.2002064866

LILEYA builds systems with superior high performance characteristics and it can produce 50-100 systems in years at a low cost.

#### Contact Details

Contact person: Serhiy Petrenko  
 Small Scientific Production Enterprise "LILEYA" Ltd  
 Address: Kiev-056, 37Pobeda avm., KPI, department 1730, PSON, 1-289  
 Tel/Fax: (380-44) 241-96-31  
 Mob.: 8(067) 918-32-68  
 E-mail: ty11@navemx.kiev.ua  
 Web-site: www.piezomotor.com.ua

#### Technology Reference

nat@lya.mykhaylovska@stc.u.int



## Department of Open Education Systems (Nikolaev State University)



### Who we are

The Department of Open Education Systems operates under the Nikolaev State University after V.O. Sukhomlinsky. It specializes in the implementation of the principles of open education, in particular, distance learning in the educational area of Southern region of Ukraine. The department is training the faculty of foreign philology (different specialties) for distance learning, and plans to cover all the institutions and faculties of the university as soon as possible.

### Cooperation interests

The Department of Open Education Systems is interested in the development of open education in Ukraine, in particular, distance learning in universities and institutions of postgraduate education. Our potential roles: coordinators, partners, scientific experts, a research center.

### Directions in research and development cooperation

- distance learning courses;
- seminar of develop distance learning courses;
- distance-learning web-system;
- learning tools in open education.

### What makes us a good partner:

- skilled, creative staff;
- own web-system of distance learning;
- experience in creating distance education courses;
- extensive use of information and communication technologies;
- introduction of innovative technologies in education.

### Our achievements

- introduction of distance learning in the state educational system at the same level as other forms of studying;
- develop our own distance-learning web-system;
- creation of 15 distance-learning courses;
- the availability of certificates of participation in the distance learning courses on the use of different systems of distance education.

#### Participation in projects:

- in collaboration with the and Southern Regional Institute of Teachers Postgraduate Education conducted a pilot distance course for teachers and principals, developed new case-distance courses and distance courses of methodical support for the learning process of pupils;
- participated in the project «New technologies in education» (the organizer is the National Technical University «Kharkiv Polytechnic Institute») to introduce Web 2.0 technologies in distance education;
- create a web-portal of the Education Management University Central Institute of Postgraduate Pedagogical Education;
- creating a methodological resource to help schoolchildren and teachers (in collaboration with Southern Regional Institute of Teachers Postgraduate Education).

### Other information

#### Name of the research department:

Dept. of Open Education

#### Name of the organization:

Nikolaev State University after V.O. Sukhomlinsky

#### Country:

Ukraine

#### Number of researchers:

12

#### Working languages:

Russian, Ukrainian, English

#### Contact person:

Samoylenko O.M.

#### E-mail:

samoylenko65@mail.ru

For more information you can visit: <http://dlearning.in.ua>





## Step 4: How to approach successful European ICT partners (4/5)

### 2. Promoting your ICT organisation

- Use personal contacts and referrals (usually best method)
- Attend networking events organised by EC (don't hide, make a presentation!)

### 3. 'Cold emailing' successful European ICT organisations (part A)

- Send short email in English (100 - 200 words)
- Attach your marketing profile form(s)
- Provide full contact details and website address

## Step 4: How to approach successful European ICT partners (5/5)

### 2. 'Cold emailing' successful European ICT organisations (part B)

- Successfully contacted someone by email ... now what?
- Be brave and follow up with a phone discussion on how to collaborate
- If phone calls are too expensive, consider using Skype or Microsoft Messenger, and using a webcam, to enrich discussions
- Stay in regular contact

### 2. 'Cold emailing' successful European ICT organisations (part C)

- Tried contacting by email but no response
- Wait 1-2 weeks then follow up with another email or phone call (better)
- Always be polite
  - maybe many unknown reasons why you get rejected
  - you may not succeed first time but later

## Step 5: How to identify other ICT related calls for proposals (1/1)

### 1. FP7 Co-operation

([http://cordis.europa.eu/fp7/cooperation/home\\_en.html](http://cordis.europa.eu/fp7/cooperation/home_en.html))

- Other FP7 programmes: Security, Space, Nanosciences, nanotechnologies, materials and new production technologies (NMP) etc
- Joint Calls e.g. ICT-Energy and ICT-Security

### 2. European Technology Platforms

([http://cordis.europa.eu/technology-platforms/individual\\_en.html](http://cordis.europa.eu/technology-platforms/individual_en.html))

- Framework for stakeholders - led by industry - to define R&D priorities and fund collaborative R&D projects
- e.g. ARTEMIS (Embedded Computing Systems), ENIAC (European Nanoelectronics Initiative Advisory Council), EUROP (Robotics), etc

### 3. Do your background research

- Download work programmes and search them for key research terms (e.g. robotics, quantum information, etc) and call deadlines

## Seventh Research Framework Programme (FP7)

Important Legal Notice

English (en) ▼






Europa > CORDIS > FP7 Home
>> Quick Links ▼

- **FP7 Home**
- FP7 newsroom
- Understand FP7
- Participate in FP7
- Find a call
- Electronic proposal submission system (EPSS)
- Get support
- Find project partners
- Find a document

<b>Cooperation</b>	<b>Ideas</b>
<b>People</b>	<b>Capacities</b>
<b>Euratom</b>	<b>JRC</b>

**What type of user are you?**

The Seventh Framework Programme (FP7) is designed to support a wide range of participants... [read more](#)

**In the spotlight**

The EU provides major support for RTDI through the Seventh Research Framework Programme, the Competitiveness and Innovation Programme and the Structural Funds. The Commission is looking for your comments and suggestions for

**Latest News**

**[Watch that heart](#)**  
 [Date: 2008-03-25]

Clothes, bed sheets and home appliances could soon help heart patients to better deal with their condition. The new EU-funded HeartCycle project sets out to create innovative telemonitoring solutions. Launched on 1 March... [read more](#)



**Highlights**

- The updated version (10 February 2008) of the [Negotiation Guidance Notes](#) is now available in the [documents' directory](#) under the "Guidance documents" section
- The updated version (19 March 2008) of the [Guidance Notes](#) is now available in the [documents' directory](#) under the "Guidance documents" section

**Be patient, persistent and polite ... Good luck!**