

EBN EU Projects Seminar

In the framework of the EBN 25th Anniversary



JOÃO CARVALHO (General Manager) - BIC Beira Interior - Portugal



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Golfo da Biscaia

Mar das Baleares

Mar de Alborão

Castilla y León

Madrid

Castilla-La Mancha

Porto

Portugal

Andalucía

(Lisboa) Lisboa

(Cádiz) Cádiz

Gibraltar

(Orão) Oran

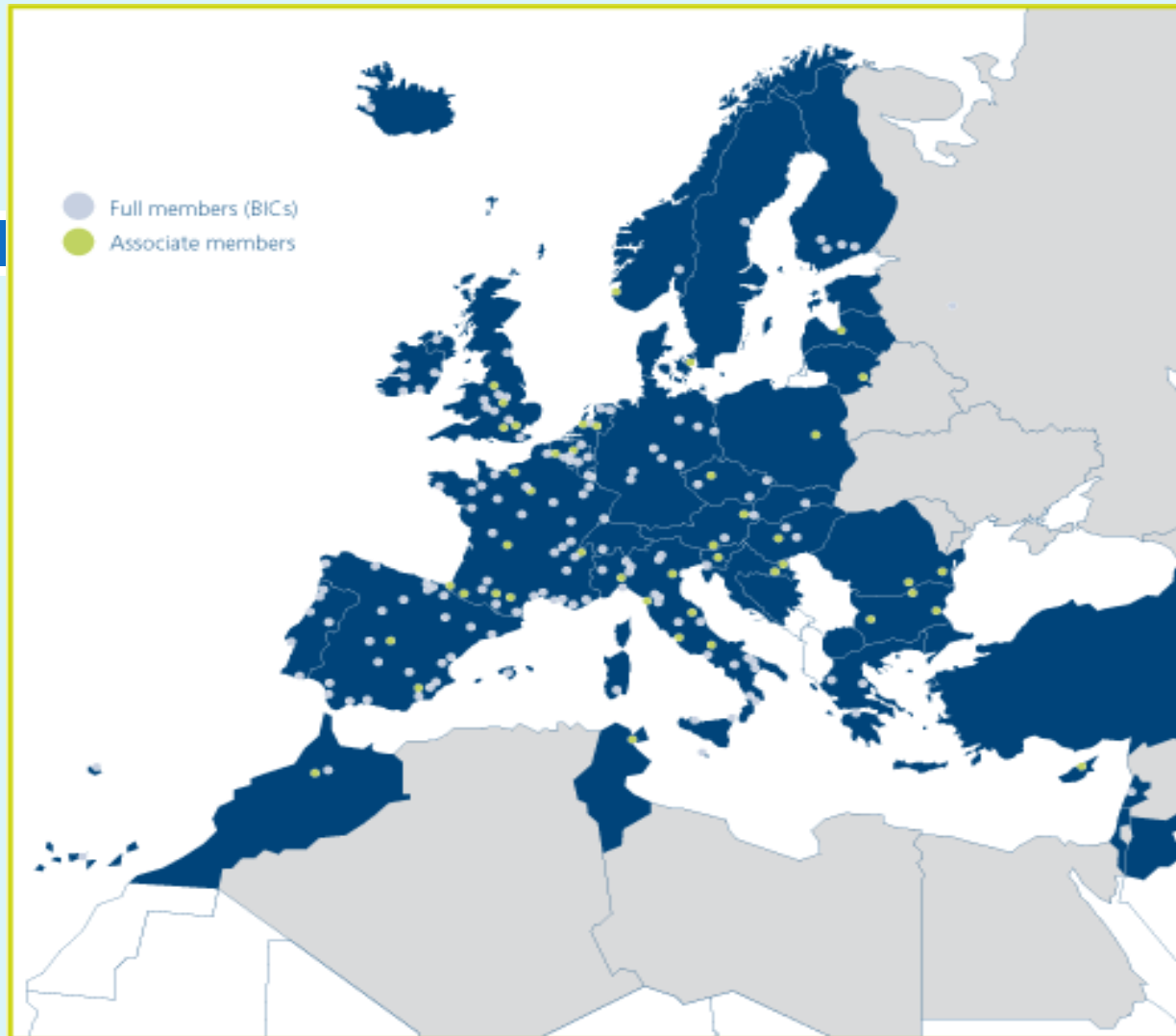
El-Jazair (Argel)

Andorra la Vella

Monaco

Rabat

De Inovação Empresarial Da Beira Interior



European Neighbourhood Countries 



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Why did we first get involved in European Projects?

- As an important actor for sustainable local economy capable of fostering a culture oriented to innovation and entrepreneurship
- Diagnosis and swot analysis of the local economy in need of such projects
- Excellent connection to the University which is part of our Talent –Pool.
- As a way to give greater prominence to the BIC and raise new type of entrepreneurs to create your own business



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How did we achieve this?

- Establishing a network of personal contacts
- Dissemination of the project through wide-ranging networks, with particular emphasis to the EBN
- Establishment of an entrepreneurial team anchors, competent and versatile, able to engage other local partners and European partners



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What skills/resource does our team need to be effective in European projects?

- Entrepreneurial Spirit
- Training requirements
- Capacity planning, efficient and effective
- Availability of required labour skills
- Level of resistance from current work force
- Inter – and intra-group communication requirements
- Degree to which they understand new technology



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How do we track the opportunities, meet partners and build consortia?

- Knowledge of the contest dates/deadlines
- Study and analysis of legislation support, get the project to submit to their requirements
- Preparation of a summary, precise identification of objectives and their dissemination through networking with the EBN or direct contact



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What sort of projects are we (have been) involved in – (short examples/brief case studies please!)

Project Name	Beginning Date	End date	Partners / Countries	Objective
Youthstart	01-10-1996	31-03-1998	Instituto Economia Publica de Valencia (Espanha); CIEBI (Portugal)	Training young people up to 20 years in areas that are traditional in each of the regions involved, recovering traditional crafts
Arqueotex	01-01-1997	30-06-1999	Cork (Irlanda); Alpes (França); Terrassa (Espanha); Leicestershire (Inglaterra)	Creating a network of industrial textiles heritage
Technofocus	01-07-1998	31-12-2000	Espanha; Grécia; Itália e Portugal	Creating a network for technology transfer
ETI	01-01-2001	31-07-2002	40 BIC	technology transfer (40 BIC)
RPE	01-01-2002	31-05-2002	40 BIC	Regional Partnership
SOHO - SOLO	01-07-2003	31-03-2006	CCI Gers (França); CEEI Bahia de Cadiz (Espanha); CEEI ITC de Canárias (Espanha); CIEBI (Portugal); Corkbic (Irlanda)	New skills in rural areas by improving access to the information society
TIC - PYME	01-04-2005	31-03-2007	Cedotel (Espanha); Sociedad de Desarrollo de Santa Cruz de Tenerife (Espanha); CTIC (Espanha); CIEBI (Portugal); ADR (Portugal); CETEMA (França); CCI Toulouse (França); Réseau Universitaire Toulouse Midi Pyrénées (França)	Implantação de serviços avançados de informação e comunicação às PME's

What sort of projects are we (have been) involved in – (short examples/brief case studies please!)

Project Name	Beginning Date	End date	Partners / Countries	Objective
Crea-Business-Idea	01-04-2009	31-12-2010	Ader (Espanha); IAT (Espanha); Imade (Espanha); Ciebi (Portugal); Cria (Portugal); CCI Gers (França); Fundecyt (Espanha)	Creating a Virtual Cluster of Business Creativity
Cybersudoe	01-07-2009	31-12-2011	Cybermassif (França); Fondation Insula Barataria (Espanha); CEEI Burgos (Espanha); Centro Tecnológico Leitat (Espanha); CCI Gijon (Espanha); Association Cederna Garalur (Espanha); Association transfert LR (França); CCI Bordeaux (França); CIEBI (Portugal)	Developing the competitiveness of Micro, SME through ICT
Player	01-12-2009	28-02-2011	Innova/BIC (Itália); EBN (Bélgica); IRP (Islovénia); Universidade Novisad (Sérvia); Utad (Portugal); EADA (Espanha); Dock Centre (Inglaterra); CIEBI (Portugal)	Creating a game in order to stimulate the entrepreneurial spirit in young people

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What are the benefits for our client SMEs, incubatees and other stakeholders?

- Easier access to new experiences and skills with a personalized support
- Increase their competitiveness through business partnerships and economies of scale, greater size of their markets by facilitating their internationalization
- Creating an environment contributing to innovation and stimulate entrepreneurship
- Awareness and visibility of the regional role of the BIC as privileged partners of other stakeholders



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What overall are the pro's and con's of European projects?

Pro's

- Lisbon Strategy - the knowledge has no limits and no borders
- Active partnership among countries with the common goal of economic development and can enhance new businesses and new jobs directly and indirectly
- Establishing networks of contacts that can be very useful in new initiatives
- Financial aid does not come directly from the national country budget, but from EU



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What overall are the pro's and con's of European projects?

Con's

- Excellent outputs (products and / or services) that after the end of the project are no longer applied due to lack of funding for the continuation of the partnership
- Gap between action and the receipt of the costs incurred, requiring a careful and rigorous control and cash management



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Points to highlight to a successful achievement of the project

- 0 - Establishment of partnerships and personal contacts, participation in events, workshops and seminars;
- 1 – Diagnosis and SWOT analysis of the economic-social level;
- 2 - Knowledge and study of the legislation that supports the request;
- 3 - Establishment of a team anchor that will be exciting for the generation and selection of ideas, with the use of various creativity techniques (brainstorming, etc .
- 4 - Design and Scheduling and Planning of the project development (Steering committee, team management, Steering Scientific Committee, WP);
- 5 - Profiles of partners to join the project;
- 6 - Search of partners, using major networks such as the EBN or by personal invitation.



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Points to highlight to a successful achievement of the project

- 7 - Preparation of the request with the involvement of partners, using in this phase, ICT (Second Life, email, call or video conference, etc. ..) for the formatting to the definition of the general and specific goals, the plan and its working groups.
- 8 - Preparation of the overall budget and its distribution among partners
- 9 - Do not forget that either the contents or development project and the budget should be sufficiently clear and objective, with each item of the application form, available on the Internet and specific site
- 10 - Rigor, control and discipline in implementation
- 11 - Mastery of a foreign language, eg English or French, by all partners is important, so that dialogue is useful and understandable by all.



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Actions	Tasks	Activities	2010															2011		Deliverables	Outputs
			M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	M13	M14	M15				
WP1 - Management (resp. CIEBI/BIC)		Kick-off meeting																			
	T 1.1	Project Management					M5													Progress report 1	Scientific management report
												M10								Progress report 2	
	T 1.2	Scientific Management																	M15	Final Report	Final report
											M10							M15	Scientific Management Progress Report Scientific Management Final Report		
WP2 - Game roll out (resp. UTAD)	T 2.1	Game definition (resp. Innova BIC)																	Game fully implemented	"turnkey" game	
	T 2.2	Game implementation, debugging and maintenance (resp. UTAD)																	Game User Guide	User guide of the game	
	T 2.3	Business tools modules and additional components (resp. UTAD)																			
WP3 - Organization of promotional events (resp. EBN)	T3.1	1 Info Day promotion (resp. EBN)																	Info Day organised	Info Day	
	T3.2	On-line activities (resp. Innova)																M15	Final report on on-line activities	Animation activities on the website to ensure a high level of participation from young people in the adventure game and the take over of the practices by relevant stakeholders allowing sustainability of the project's outcomes	
WP4 - Implementation of an European-wide Entrepreneurship Contest (resp. University of Novi Sad)	T4.1	Communication of the contest (resp. BIC Beira)																M15	Hard copies of communication material	Communication material	
	T4.2	Running of the contest (resp. Uni Novi Sad)																M15	Final report on the Contest	Implementation of the contest	
	T4.3	Organization of award ceremony (resp. BIC of Beira)																M15	Final ceremony organised	Prize giving	
WP5 - Contest Side Events (resp. UEL)	T5.1	Delivery of tools useful for the participants to the contest. (resp. IRP Maribor)																	Software and video tools and handbook for	Tools for entrepreneurship	
	T5.2	Showcase of examples and young entrepreneurs as testimonials (resp. EADA)																M14	Recording of the contribution of young	Meeting with young successful entrepreneurs	
	T5.3	Mentoring by young entrepreneurship professional - help desk for entrepreneurs (resp. UEL)																M15	Final Report on mentorship	Local events linked to the contest	
	T5.4	Organization of national events (resp. Each partner)																M14	Final Report of all the national events		
WP6 - Dissemination (resp. CIEBI/BIC Beira)	T6.1	Development of a public project website (resp. UTAD)			M3														PLAYER Public website	Ensure the widest and most efficient European dissemination of the project's general information including how to get involved items so that the targeted	
	T6.1	Realisation of dissemination material (resp. EBN)			M3														PLAYER logo		
																		M15	PLAYER leaflets		
Others		Meetings with all Partners																			
		Partner Status Report (PSR)					M5											M15			
		Web Conf/Second Life meetings milestone leader																			
		Consortium Agreement																			
		Technical committee																			



Thank you very much for your
attention

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