



Analysis of the Survey of the Working Group EU-Financing

2004/2005: "EU-Programmes", June 2005

In the name of the Working Group „EU-Financing“ I would like to thank all EIC colleagues who have participated in this survey.

A special "Thank You" for all my/our friends who personally made sure that the questionnaires were filled out correctly and/or translated the questionnaire in their own mother tongue. In total we have translations into 12 different languages!

If you have any questions, suggestions or recommendations please do not hesitate to contact me:

Ingrid Kumar
Euro Info Centre Linz, AT 605
Wirtschaftskammer OÖ
Mozartstrasse 20
4020 Linz, Austria

Ingrid.kumar@wkoee.at
Tel.: 0043 5 90 909 - 3452
Fax: 0043 5 90 909 - 3459

Inhaltsverzeichnis/Table of Contents

1. General Statistics.....	3
2. Part A of the Questionnaire	3
3. Part B: Companies who have not yet taken part in EU-Programmes.....	4
4. Part C: Companies who have taken part in EU-Programmes.....	8

Abbildungsverzeichnis/Illustrations

Abbildung 1/Illustration No. 1: Received questionnaires – in alphabetical order of the countries	3
Abbildung 3/Illustration No. 3: Reasons for non-participation.....	5
Abbildung 4/Illustration No. 4: support required for successful participation	6
Abbildung 5/Illustration No. 5: Suggestions to be more competitive.....	7
Abbildung 7/Illustration No. 7: Participation in EU-Programmes as:.....	9
Abbildung 8/Illustration No. 8: Reasons for participating in EU-Programmes	9
Abbildung 9/Illustration No. 9: Was your application successful?	10
Abbildung 10/Illustration No. 10: Application was not successful because of:.....	10
Abbildung 11/Illustration No. 11: Helpful suggestions for taking part in EU-Programmes.....	11
Abbildung 12/Illustration No. 12: Received information from:.....	12
Abbildung 13/Illustration No. 13: Encountered difficulties/problems	13
Abbildung 14/Illustration No. 14: Was external help required?	13
Abbildung 15/Illustration No. 15: External help was needed with	14
Abbildung 16/Illustration No. 16: Extra costs.....	14
Abbildung 17/Illustration No. 17: How long did it take until final subsidy was received?	15
Abbildung 18/Illustration No. 18: Percentage of EU funding for the project	15
Abbildung 19/Illustration No. 19: Co-financing received from.....	16
Abbildung 20/Illustration No. 20: Original estimation	17
Abbildung 21/Illustration No. 21: Would you take part in EU programmes again?	17
Abbildung 22/Illustration No. 22: Why would you not consider taking part in EU-programmes again?	18
Abbildung 23/Illustration No. 23: What kind of support is needed to be more competitive?	19

1. General Statistics:

EIC Linz received a total of 314 questionnaires from most EICs. Our colleagues from the ten “new” member states were not only the fastest to return the questionnaires to us but also the ones who sent us the biggest quantity. We received 13,38 % of all questionnaires from Poland, 10,83 % from Lithuania and 10,83 % from Romania. The fifteen “old” members were a bit slow in sending us the questionnaires. EICs from UK, Portugal, Luxembourg and Malta did not participate in the survey at all. From the 314 questionnaires received, 52 % of the companies have not yet taken part in EU programmes. (Illustration 2) From the 48 % who have taken part in EU-Programmes were 75.50 % successful and received a subsidy, 16.55 % were unsuccessful and 7.95 % did not state whether they were successful or not.

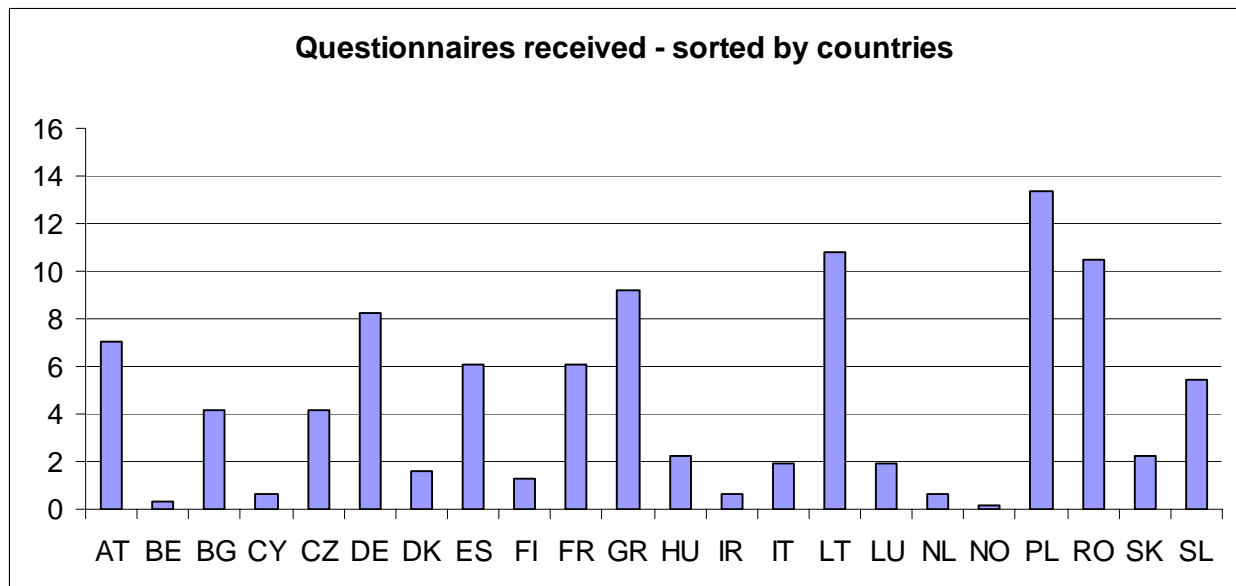


Abbildung 1/Illustration 1: Received questionnaires – in alphabetical order of the countries

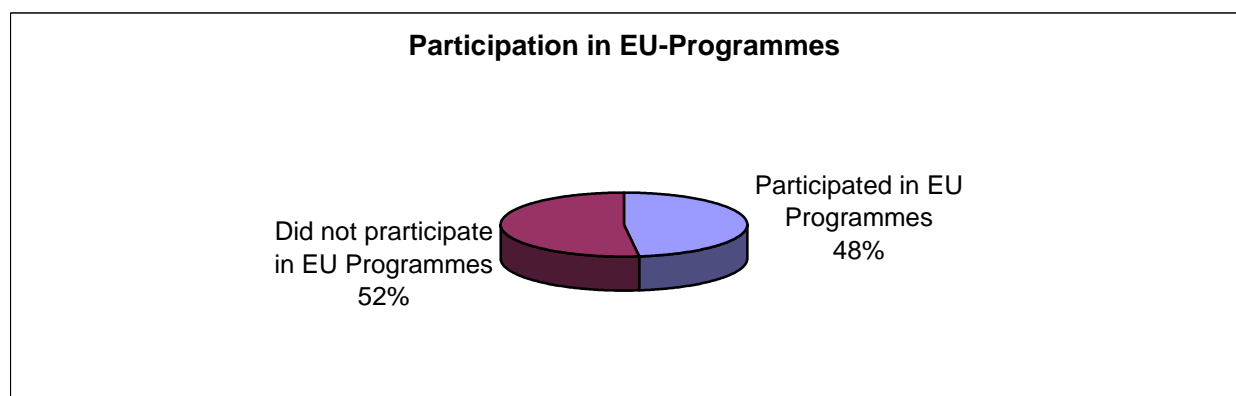


Abbildung 2/Illustration No. 2: Participation of companies in EU-Programmes

2. Part A of the Questionnaire...

... covers general information concerning the companies: company size, annual turnover, sector and home country. 93,9 % of the participants are SME's, 4.5 % are enterprises above 250 employees and the remaining 1.6 % gave no indication as to the size of the company.

This chart shows the percentage of companies who already took part in EU programmes compared to those who did not within one country.

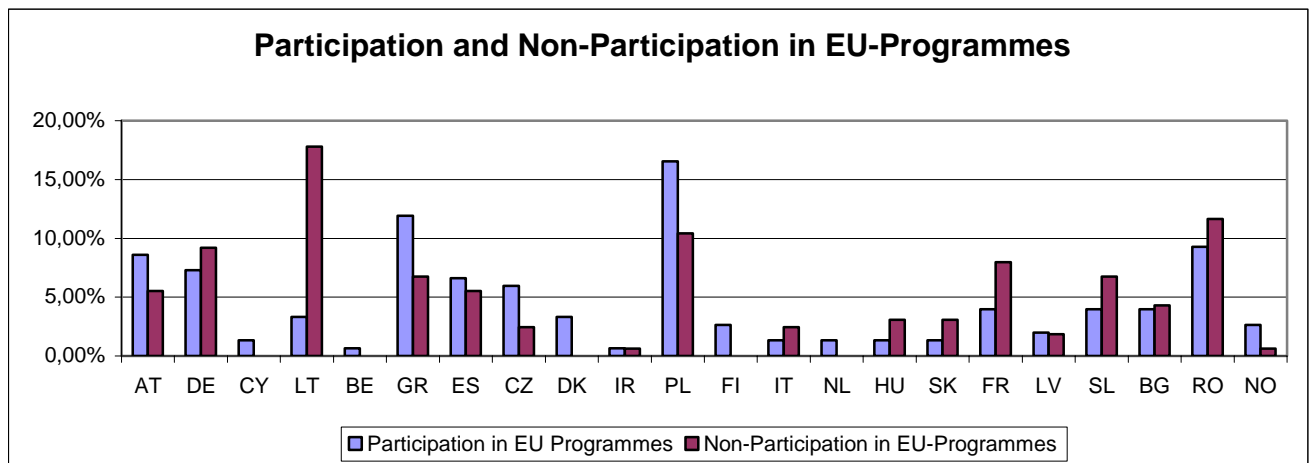


Abbildung 3/Illustration No. 3: Participation in EU-Programmes

3. Part B: Companies who have not yet taken part in EU Programmes:

Question 5:

We did not apply because of ...:

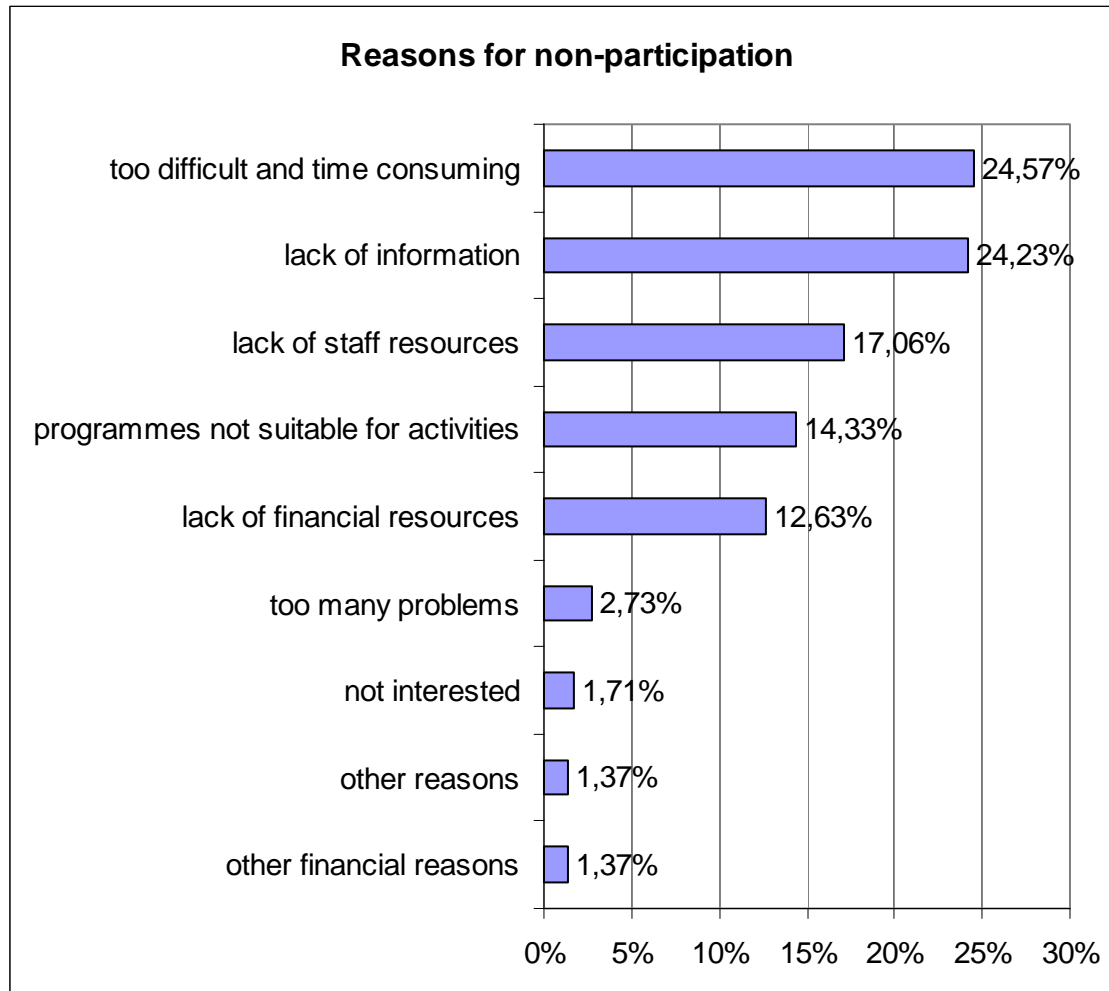


Abbildung 4/Illustration No. 4: Reasons for non-participation

Question 6:

Please tell us what would help you to successfully take part in EU-Programmes

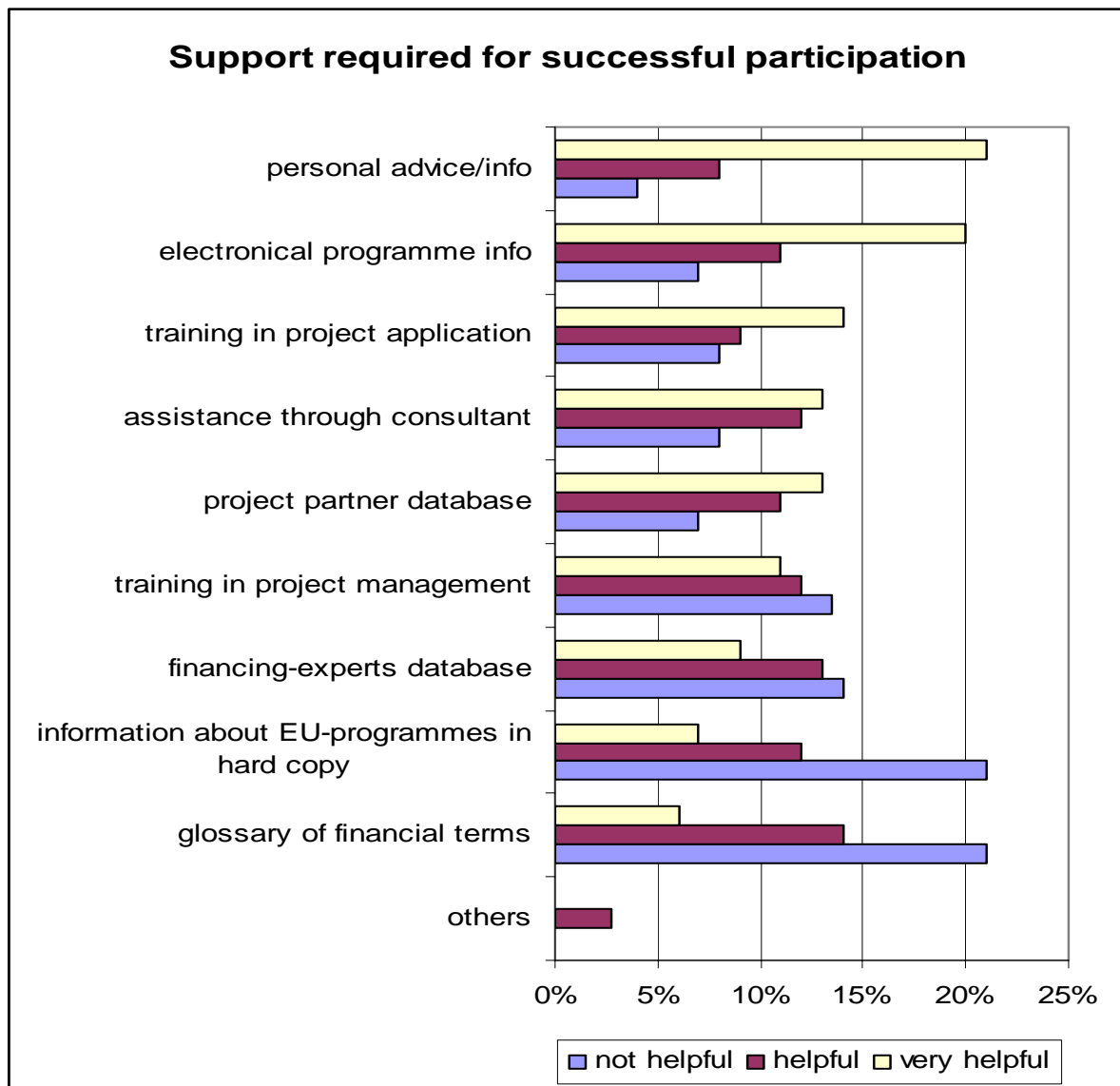


Abbildung 5/Illustration No. 5: support required for successful participation

Question 7:

In your opinion, what kind of support would you need to be more competitive?

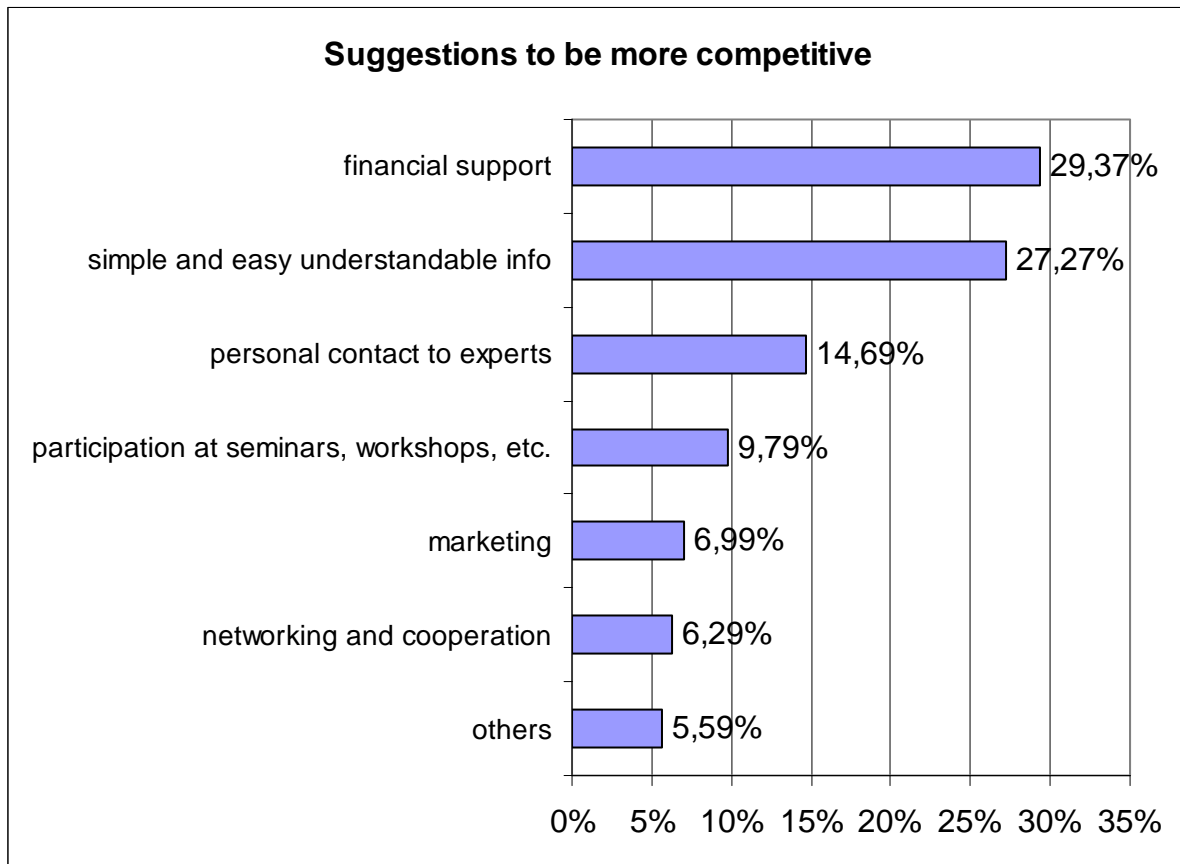


Abbildung 6/Illustration No. 6: Suggestions to be more competitive

Question 8:

Do you have any suggestion, advice or recommendation to make it easier for companies to take part in EU programmes?

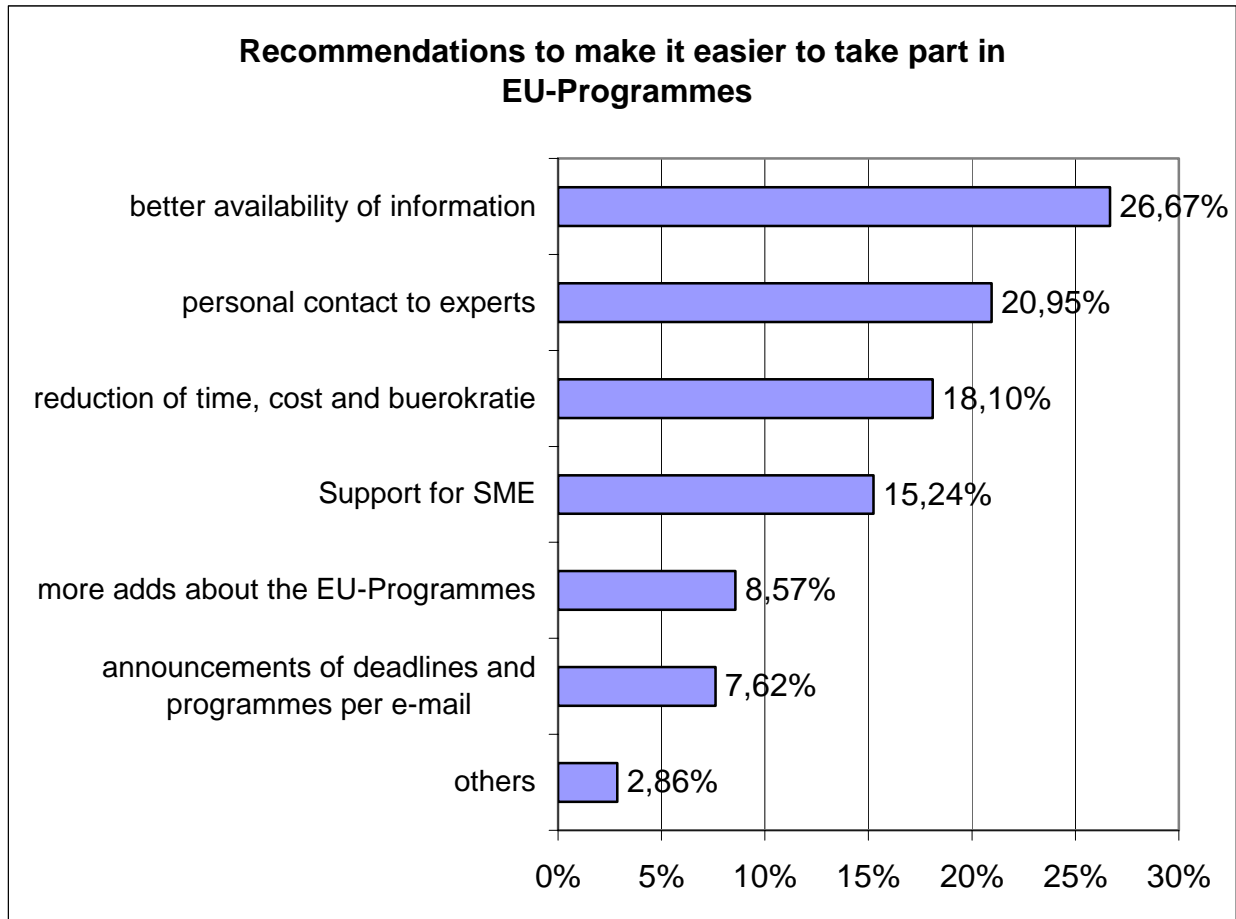


Abbildung 7/Illustration No. 7: Recommendations for easier participation

4. Part C: Companies who have taken part in EU programmes

Question 10:

Our company took part in this EU programme as ...:

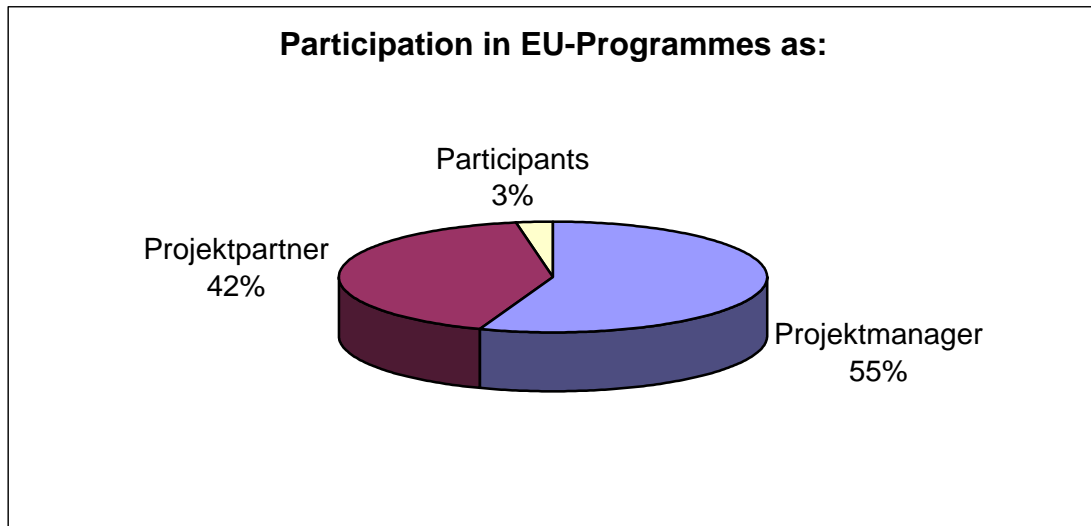


Abbildung 8/Illustration No. 8: Participation in EU-Programmes as:

Question 11:

Why did you take part in this EU programme?

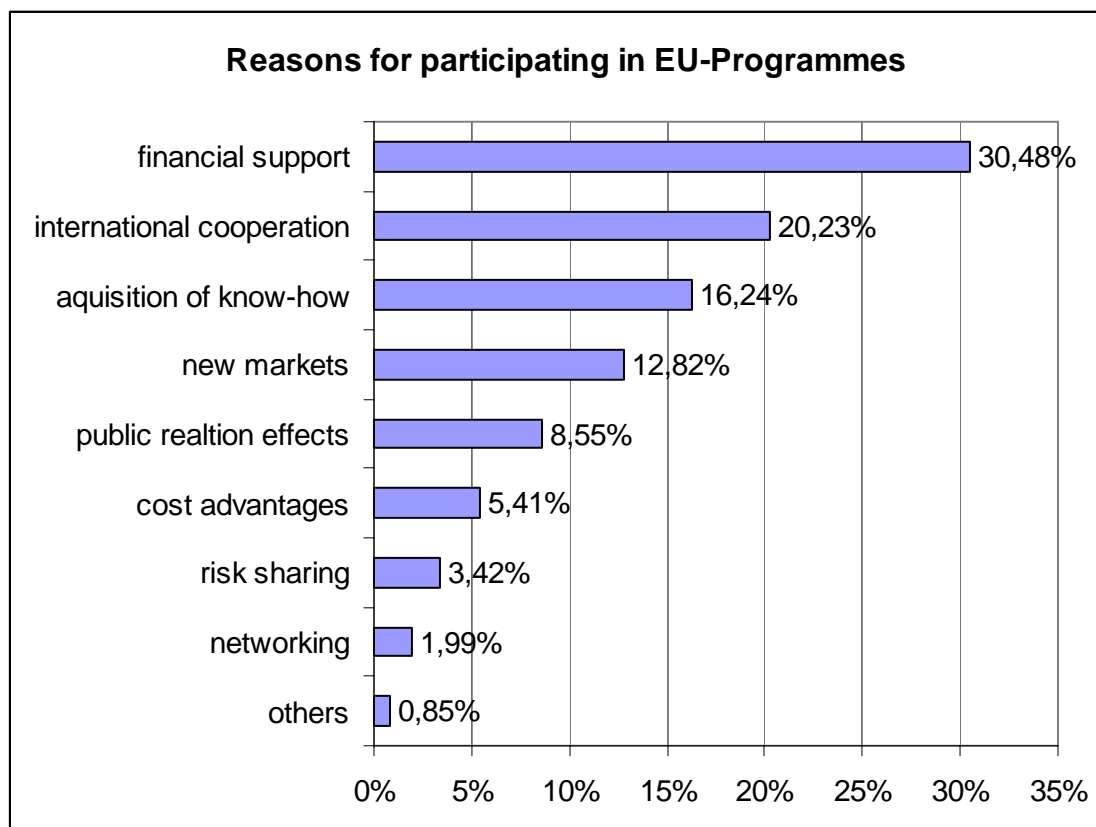


Abbildung 9/Illustration No. 9: Reasons for participating in EU-Programmes

Question 12:

Was your application successful?

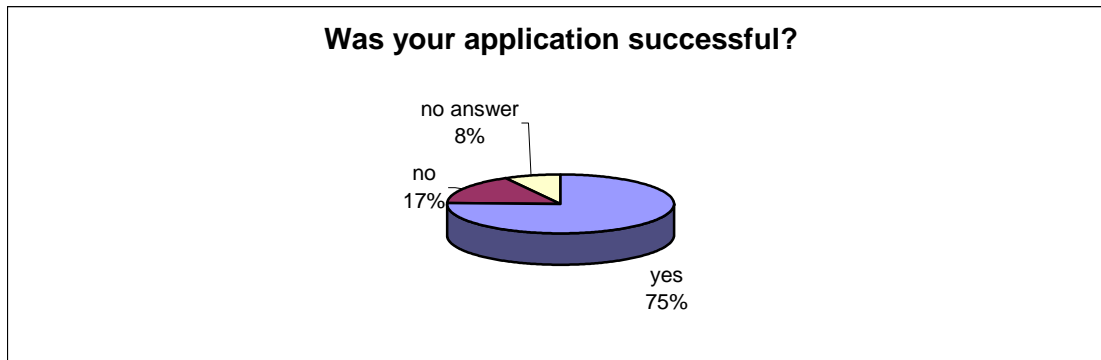


Abbildung 10/Illustration No. 10: Was your application successful?

Question 13:

Application was not successful because of:

Companies stated under "others" that they did not know the reason why the application was rejected.

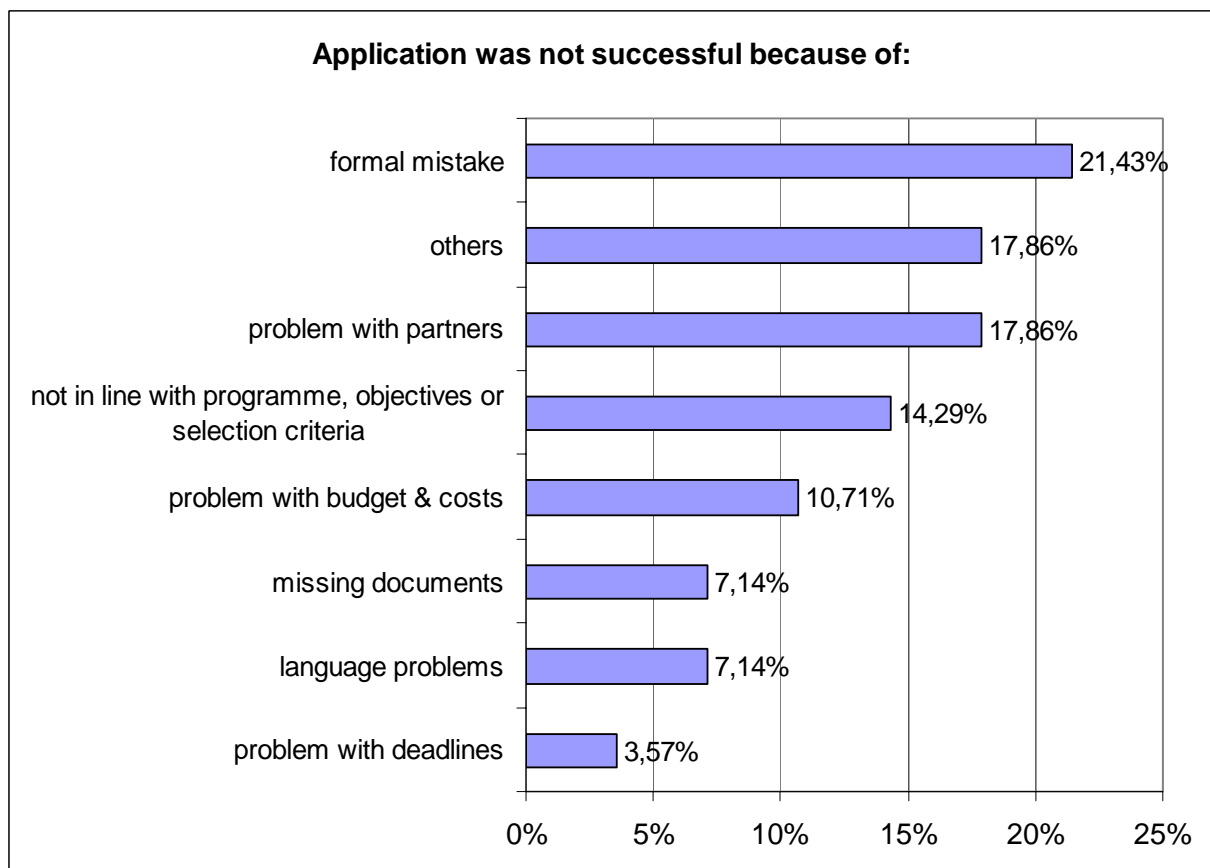


Abbildung 11/Illustration No. 11: Application was not successful because of:

Question 14:

Please tell us what would help you to successfully take part in EU programmes

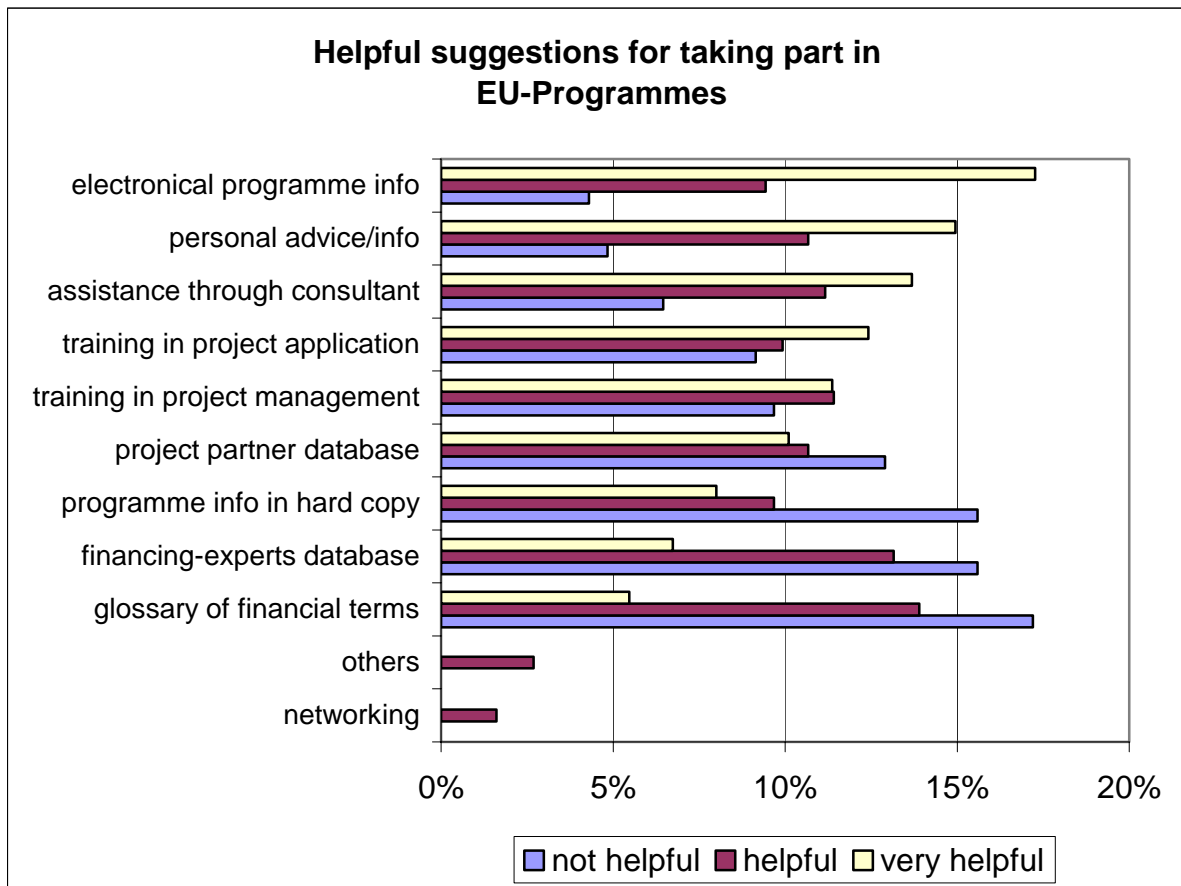


Abbildung 12/Illustration No. 12: Helpful suggestions for taking part in EU-Programmes

Question 15:

Who informed you about EU programmes?

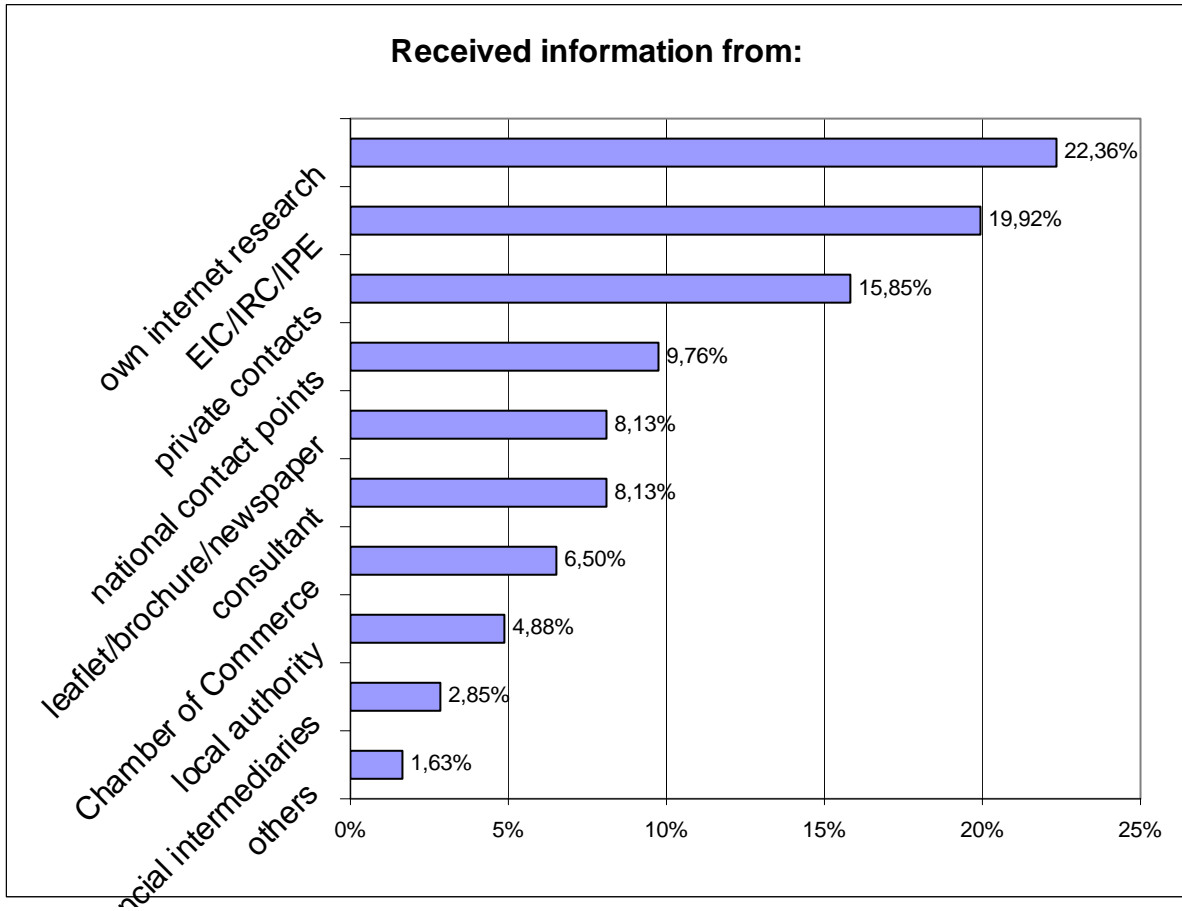


Abbildung 13/Illustration No. 13: Received information from:

Question 16:

Did you encounter difficulties/problems with:

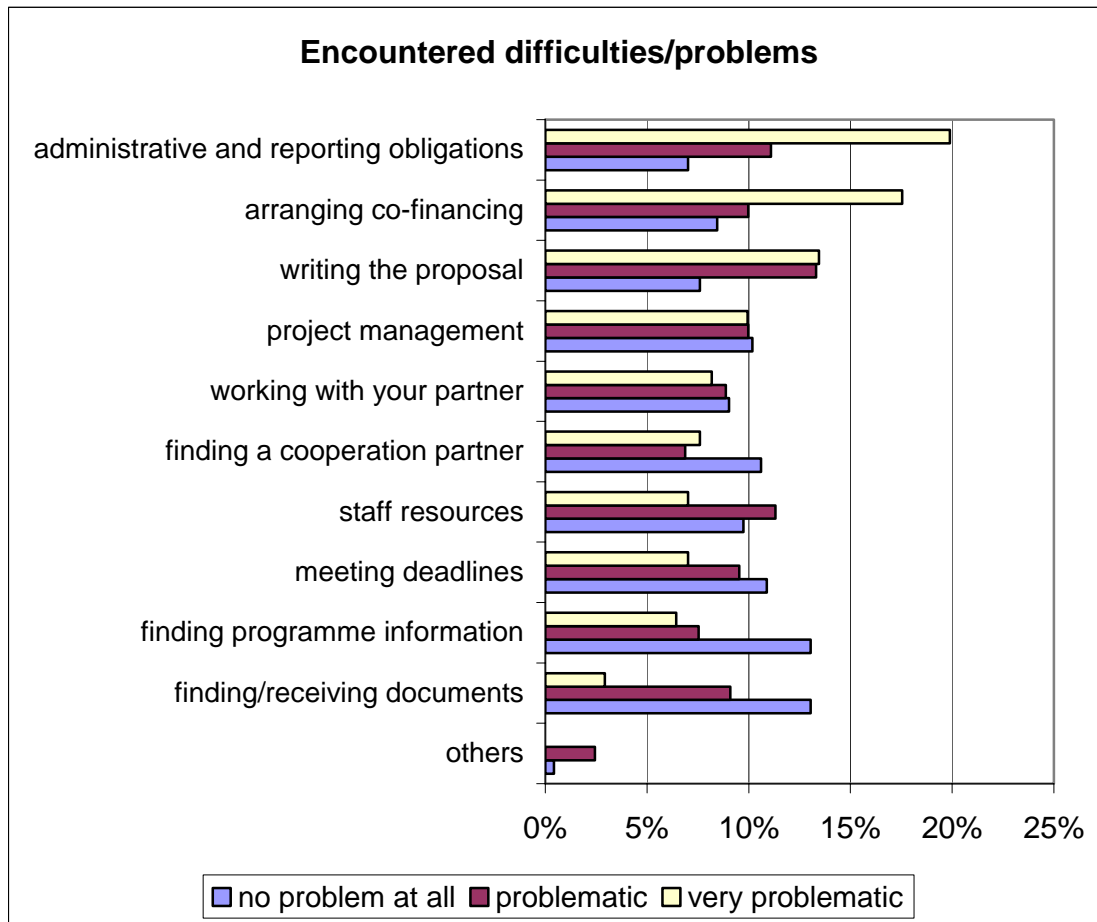


Abbildung 14/Illustration No. 14: Encountered difficulties/problems

Question 17:

Did you require external help?

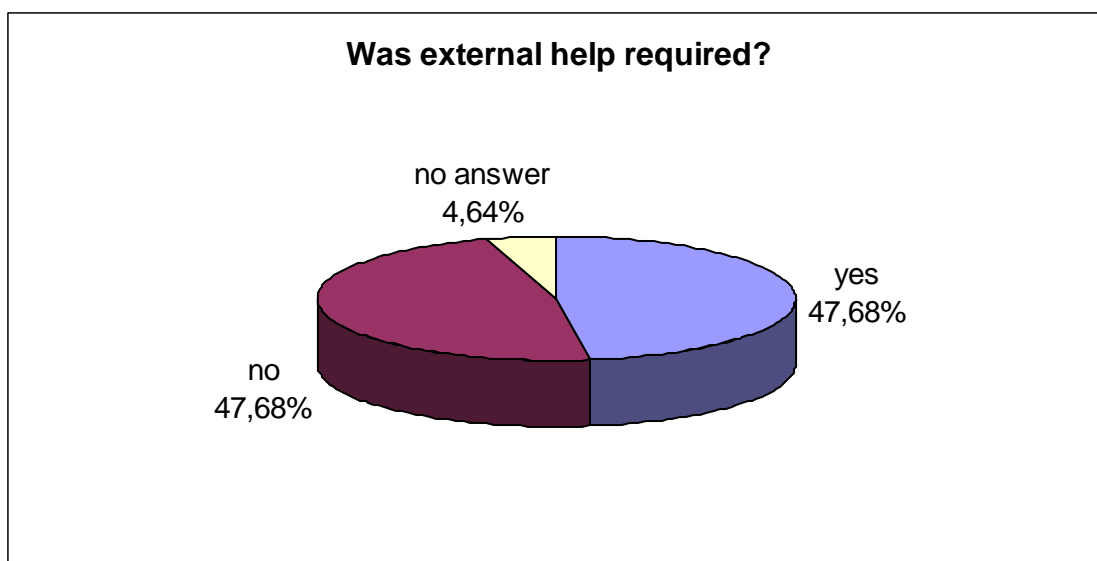


Abbildung 15/Illustration No. 15: Was external help required?

Question 18:

External help was needed with:

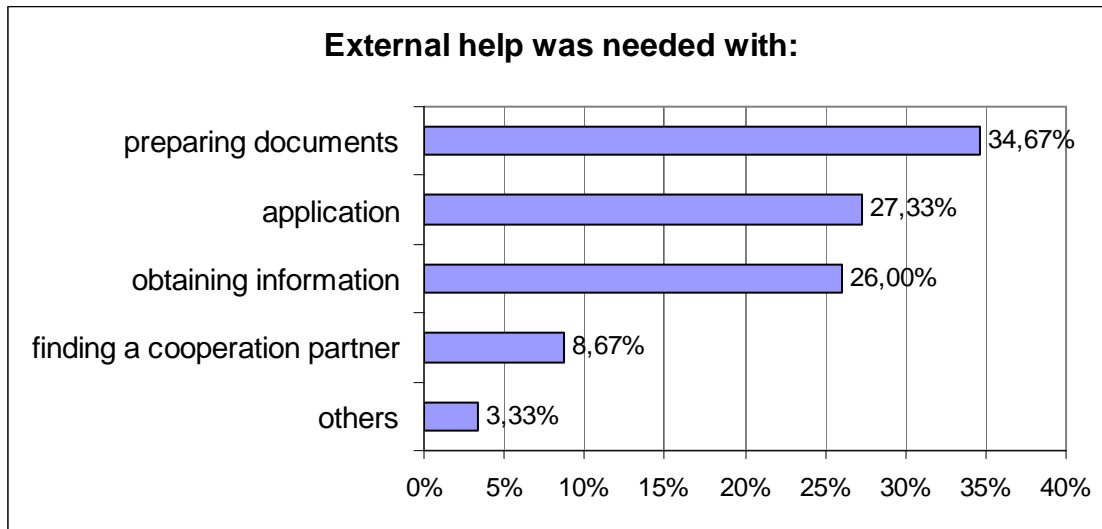


Abbildung 16/Illustration No. 16: External help was needed with

Question 19:

How much were the extra costs (consultants, travelling expenses, etc.)

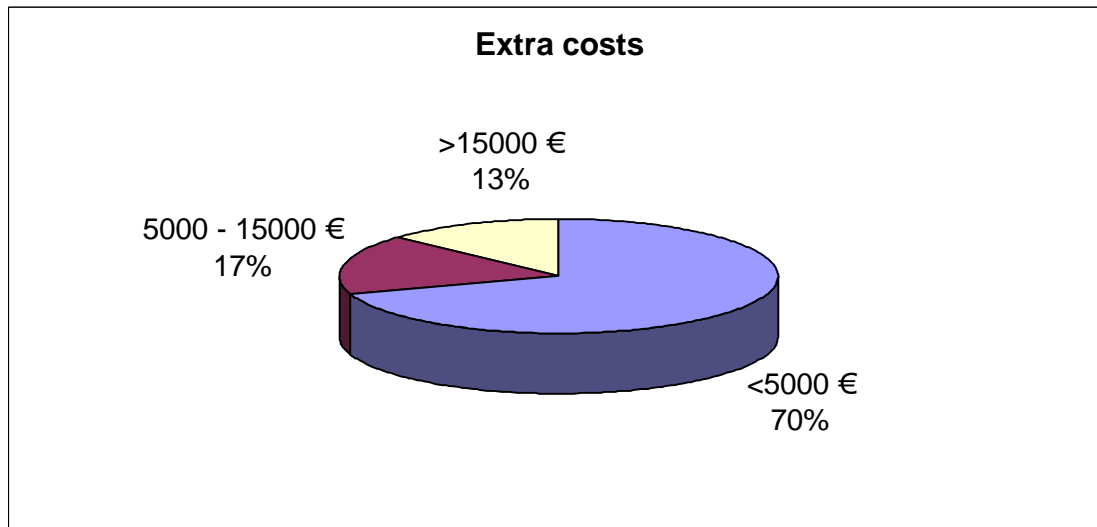


Abbildung 17/Illustration No. 17: Extra costs

Question 20:

How long did it take until you received the final subsidy/grant/loan from the date of approval?

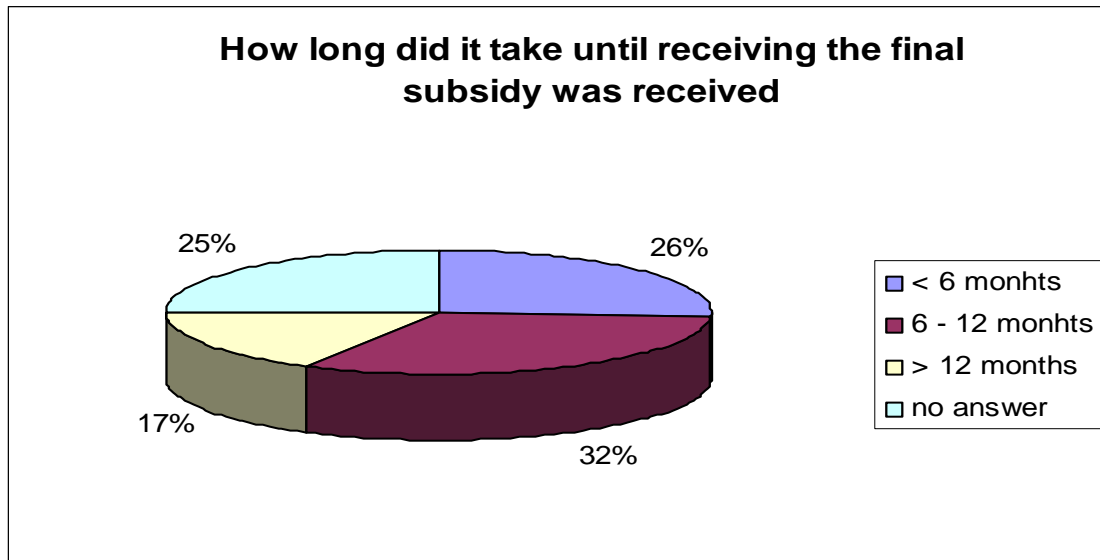


Abbildung 18/Iustration No. 18: How long did it take until final subsidy was received?

Question 21:

What was the percentage of EU funding for your project?

13 % of the companies said, that they received less than 30 % of the project cost, 49 % of the companies stated that they received between 30- 50 % and 38 % of the companies said that the received more that 50 % of the project costs.

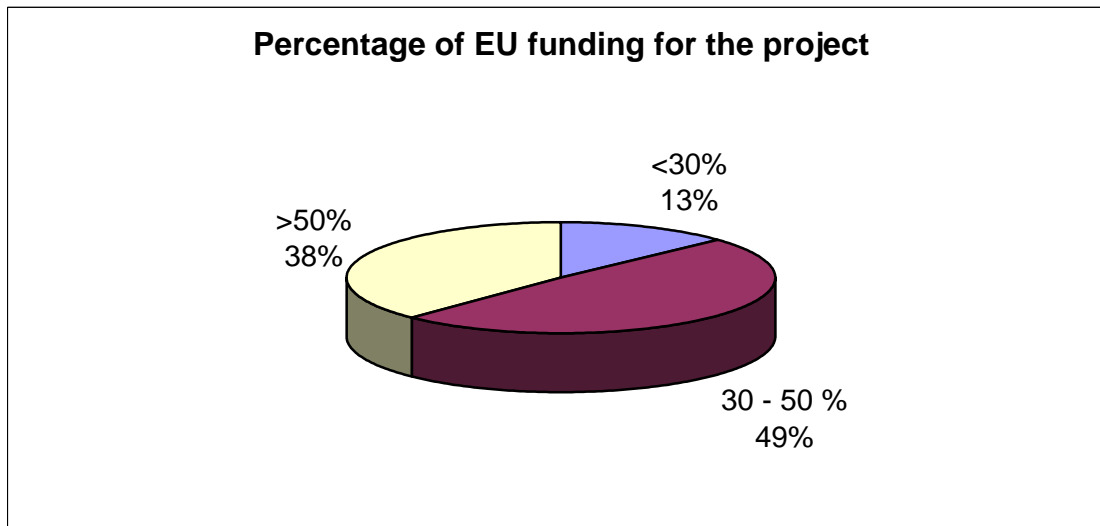


Abbildung 19/Illustration No. 19: Percentage of EU funding for the project

Question 23: Where did you get co-financing from:

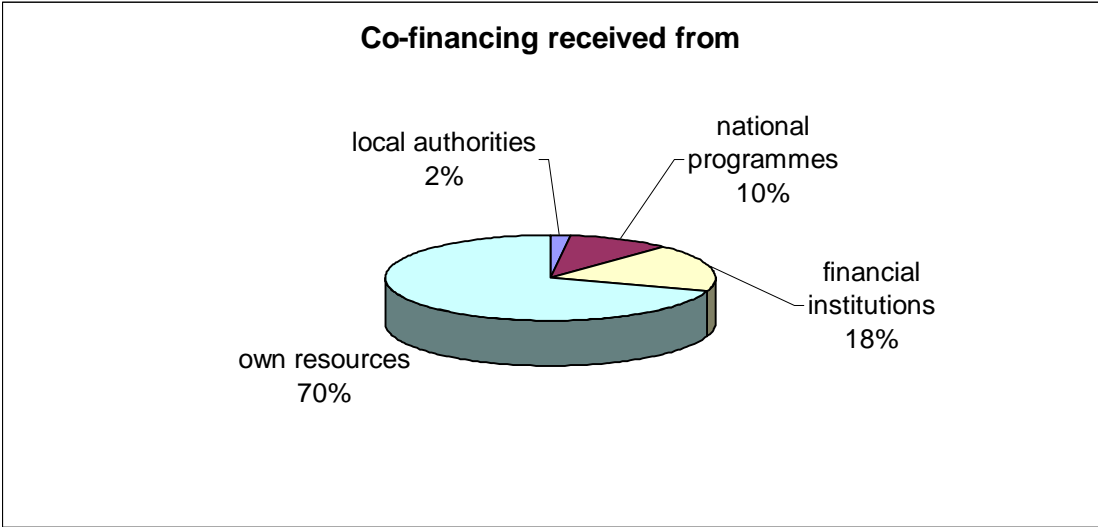


Abbildung 20/Illustration No. 20: Co-financing received from

Question 24:

Finally, how did you originally estimate?

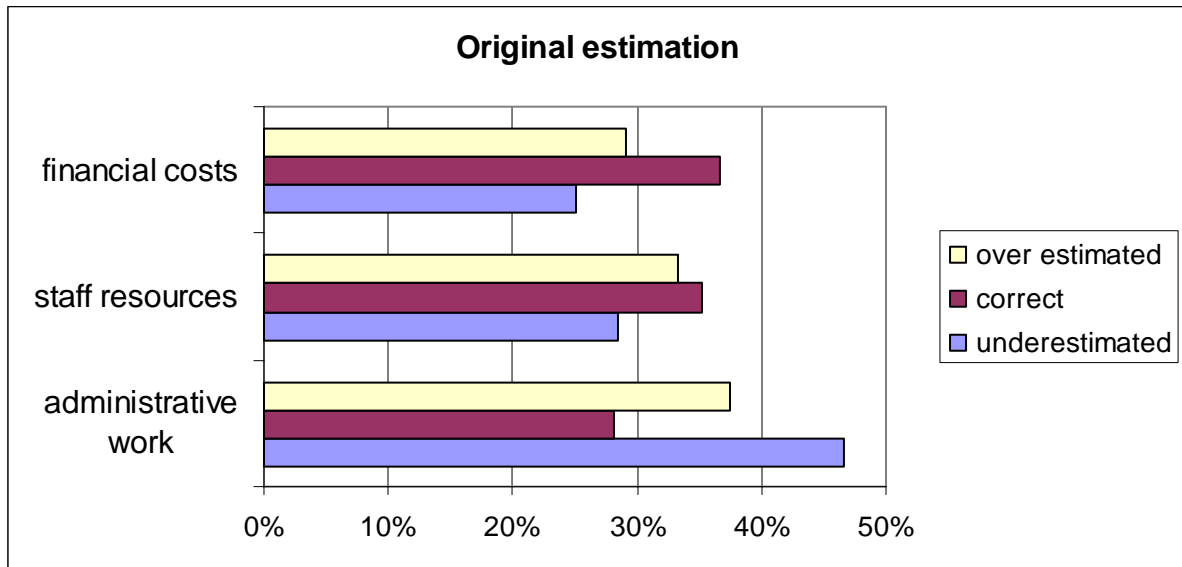


Abbildung 21/Illustration No. 21: Original estimation

Question 25:

Would you consider taking part in EU programmes again?

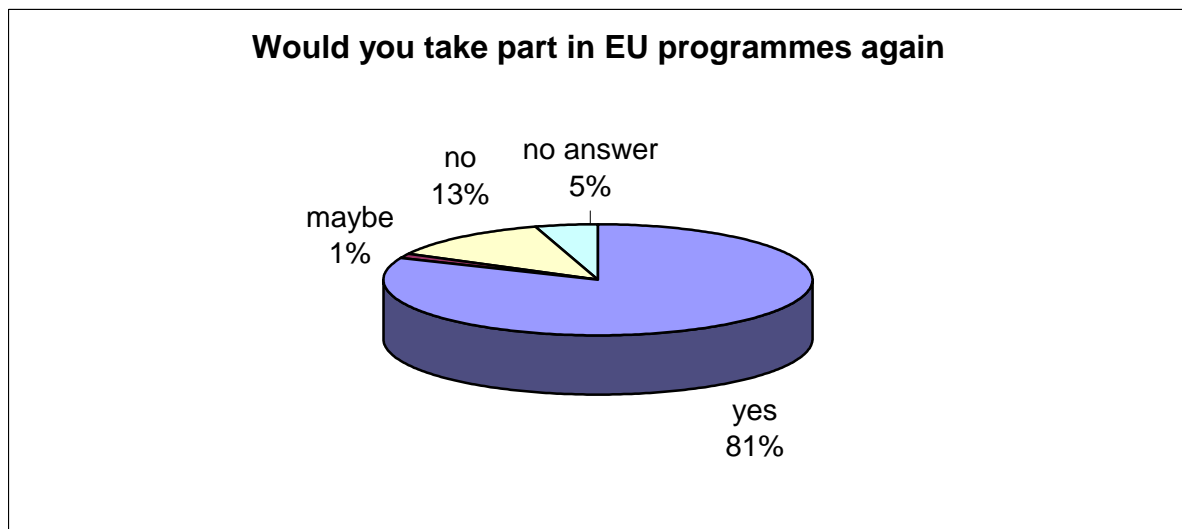


Abbildung 22/Illustration No. 22: Would you take part in EU programmes again?

Question 26:

Why would you not consider taking part in EU programmes again?

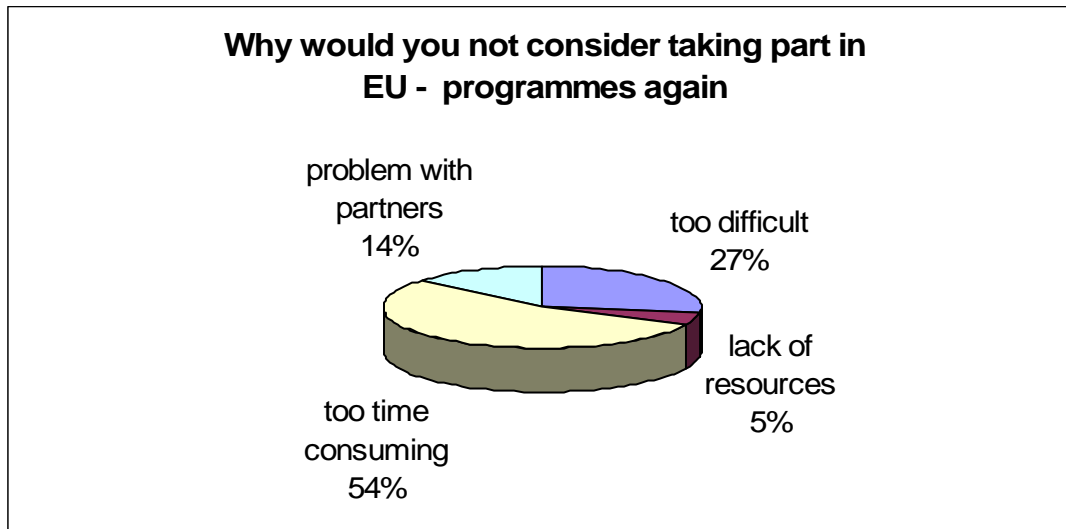


Abbildung 23/Illustration No. 23: Why would you not consider taking part in EU-programmes again?

Question 27:

In your opinion, what kind of support would you need to be more competitive?

Companies defined **“Information”** as follows:

- Fast and easily understandable information on EU Programmes, EU law and EIC activities for SMEs
- General info about foreign markets, cultures and legal systems
- E-mail alert on EU Programmes

Companies defined **“Advice from Experts”** as follows:

- Advice, whether new ideas or projects would be eligible for EU-funding
- Advice on how to safeguard design, ideas and products
- Advice on how to estimate creditworthiness and reliability of foreign partners
- Advice on efficient project management
- Advice on how to submit successful applications for EU Programmes
- Advice on international marketing, transfer of know-how and technologies, etc.

Companies defined **“SME support”** as follows:

- Securities for risky projects
- access to (inexpensive) know-how and new technologies
- simple and flexible EU-Programmes
- assistance with lobbying at EU institutions
- financing possibilities with low interest rates
- team of experienced workers and employees who could help a SME on short notice , if SME is short of resources.

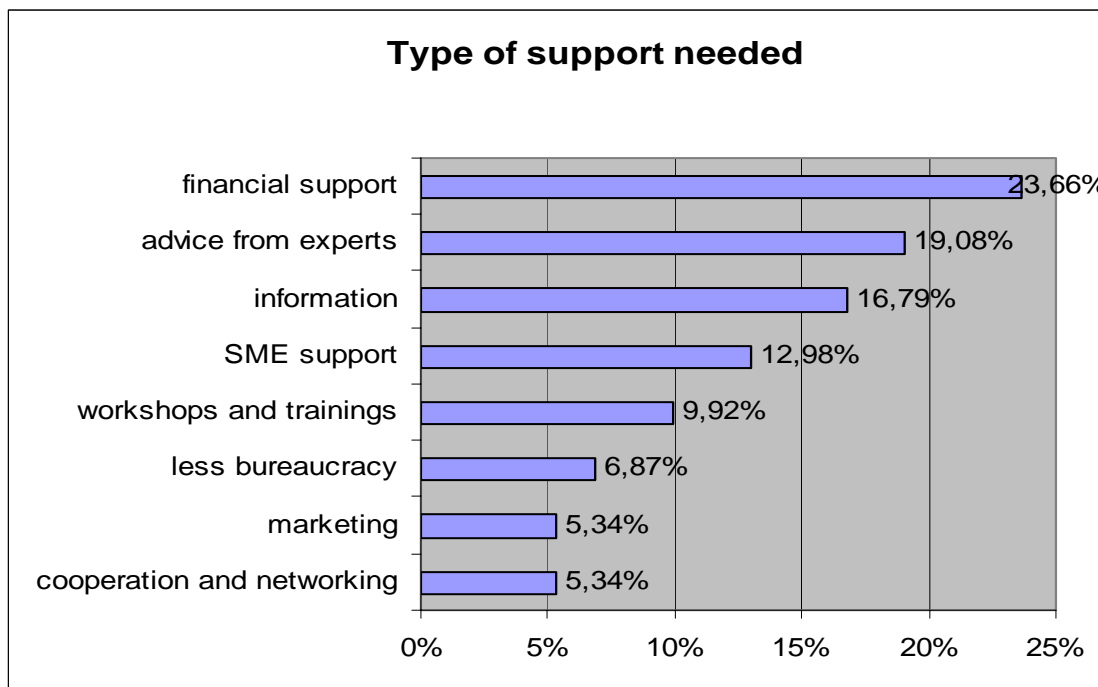


Abbildung 24/Illustration No. 24: What kind of support is needed to be more competitive?

5. Summary of all free-text answers:

5.1 A Programm suitable for SME should consider the following points:

- **Simple, easily understandable, standardized documents** starting from the tender/programme information until the final evaluation including documents like tender, directives, guide books, reference sheets, letter of intent, certificates, etc.
- **Clearly defined criteria** for selection and evaluation
- A **basic information in the language of the country** i where the programme information is published. This should include information for which type of SMEs the programme is suitable, what is the objective, deadlines, which documents are needed, who can be contacted for more detailed information; the rest of documents could be all in English to save translation costs
- Whether or not an application is successful should depend on a **clear system of points**: e.g. below 0 - 40: failed, 41 - 60 has a good chance provided some things are corrected, 71 - 100 funding is granted
- **Transnational partners** should not be obligatory; instead SME should get bonus points when they do cooperate with foreign partners. The "necessity of transnational partners" should be changed into just "partners" , perhaps from the same state but from different counties/regions. That way SMEs could "learn" teamwork/cooperation before they "graduate" to cooperate with transnational partners
- **Big programmes** should be divided in several smaller lots which could be handled by smaller SME without external help
- **Deadlines** should be long enough to find partners and prepare the application
- There should be a **fast response from Brussels** whether funding will be given or at least a quick reaction as to whether a project is shortlisted
- There should be a **possibility to improve an application**, to supply missing data, in general to be given the opportunity to "correct" an application if there is only a small item/issue that needs to be corrected.
- **Clear and speedy information** why project application was not successful
- **Programmes have to be flexible** to adapt to changing situations (in the region, in the companies management, partner situation, etc.)

5.2 Following points should be discussed in detail:

1. Special **Funding programmes for small SMEs** (0-9 employees) should be available
2. Special **Funding programmes covering a life cycle of an enterprise** e.g. a programme suitable for start-ups (1-3 years) or “young” companies (up to 10 years after set-up) and “established” Companies (older than 10 years)
3. Special “**Funding-Fonds**” for uncomplicated Co-Financing; Funds or loans should be made available so that SMEs can participate without financial constraints
4. Subsidised **training programmes for SMEs** on subjects like: “how to file an application”, “Project Management” “Knowledge-Management” etc. (EICs -who have special know-how - particularly members of the ex-Working Group “EU-Financing” or reference points - could hold/organise seminars
5. SME could have an “**observer-status**”, in big programmes with transnational partners in order to get some more experience before tackling a project application on its own
6. SME should **develop cooperation know how and competence gradually**; there should be funding projects on local/nation level, than on international level (with 1 or 2 transnational partners and then finally on global level with several international partners.
7. **Pre-Evaluation teams** who could advise a company as to how improve applications in order to be successful (check that there are no formal mistakes, etc.)
8. Establishment of **independent authorities**/offices who advise companies whether ideas and projects are worthwhile to be considered for funding (could be special task for EICs knowledgeable in Funds and Finance)
9. Companies who have a constant rate of growth should get an “**Extra Bonus Point**” when evaluating an application
10. A **user-friendly software** should be made available for consultants and/or EICs to facilitate budgeting and filling out forms
11. Consultants who specialise in advising companies concerning Funds and Finance should be **accredited/properly qualified and audited** by DG Enterprise so that companies can rely on correct information and advice.
12. Development of **information management (software)** between strategic and operative partners
13. Companies have to **stick to certain deadlines**; the same should apply to the authorities issuing the tender or programmes - e.g. to inform about the results of the application within a certain period of time.

14. Application should be accompanied by an e-mail doc. **“Information for Applicant”** where evaluators could immediately make their remarks /give their points/ and return this one document to the applicant as soon as possible => this way companies will know quickly the results and/or the reasons for failure and learn to do the right thing next time
15. There should be a **“Finance-Panel”** where representatives of companies, consultants, National Contact Points, Finance Experts, evaluators, programme-developers EICs, etc. meet regularly to discuss improvements => necessities/objectives of programmes/projects would be more realistic, more innovative; selection and evaluation criteria would be better coordinated
16. If a subsidised innovation project proves to be commercially successful, a certain amount/percentage of the original subsidy could be paid into a **“Funding-Fonds”**
17. There should be a **interactive Information system** between the “Money-Giver and the Money-Receiver similar to DHL or Amazon where you know about the status or can trace the delivery of goods
18. Information about EU Programmes should be **published in different media, different information offices** (Ministries, EICs, IRCs, etc., by different means of communications
19. EICs could offer a **EU-Programme/Subsidy Monitoring Service** and act as liaisons offices between European Commission/Funding Experts and the companies
20. EU Programmes/Funds should also be available for **traditional companies** (SME in various branches/sectors) wanting to expand/export and not only for companies active in research and development
21. **“Funds and Finance Control”** (could be a new task for interested EICs)
 - coordination between EU and national funding authorities
 - coordination between the “Players” of the Funds and Finance Scene
 - coordination of economic, political, legal framework
22. It would be advisable to have one **national “Clearing office”** in a member state where information of all EU subsidies that are given to or available in that state, are recorded. (would increase transparency)

In any case, SMEs should be effectively supported with proper financing programmes in their endeavours to become more international or more competitive worldwide. It is also important that programmes are flexible so that they can be adapted to a quickly changing economy/situation/region.

Part B) Companies who have **NOT YET taken part in EU programmes:**

5) We did not yet apply because of

- | | |
|--|---|
| <input type="checkbox"/> lack of information | <input type="checkbox"/> too difficult and time consuming |
| <input type="checkbox"/> not interested | <input type="checkbox"/> lack of staff resources |
| <input type="checkbox"/> lack of financial resources | <input type="checkbox"/> programmes not suitable for our activities |
| <input type="checkbox"/> other reasons: | |

.....
 ...

 ...

 ...

**6) Please tell us what would help you to successfully take part in EU programmes
 (1 = not helpful at all, 2 = helpful, 3 = very helpful)**

- | | | | |
|------------------------------------|----------------------------|----------------------------|----------------------------|
| a) receiving EU-programmes info | | | |
| electronically | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| hard copy | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| b) project partner database | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| c) financing-experts database | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| d) glossary of financial terms | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| e) training in project application | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| f) training in project management | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| g) personal advice/ info | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| h) assistance through consultant | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |

i) others:

7) In your opinion, what kind of support would you need to be more competitive?

.....

8) Do you have any suggestion, advice or recommendation to make it easier for companies to take part in EU-Programmes?

.....

Part C) Companies who **have taken part in EU Programmes:**

9) Please name the EU Programme you have taken part in³:

.....

10) Our company took part in this EU Programme as:

- lead manager partner

11) Why did you take part in this EU Programme?

- financial support international cooperation cost advantages
 new markets risk sharing public relation effects
 acquisition of know-how others:

.....

.

.....

.

12) Was your application successful?

- Yes No

*If yes, please continue with question 14.
13.*

If no, please continue with question

13) Application was not successful because of

- formal mistake problem with deadlines problem with partners
 problem with budget & costs missing documents/enclosures language problem
 not in line with programme, objectives and selection criteria other reasons:

.....

.

.....

.

.....

.

.....

.

14) Please tell us what would help you to successfully take part in EU programmes

(1 = not helpful at all, 2 = helpful, 3 = very helpful)

- a) receiving EU-programmes info
- | | | | |
|----------------|----------------------------|----------------------------|----------------------------|
| electronically | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
| hard copy | <input type="checkbox"/> 1 | <input type="checkbox"/> 2 | <input type="checkbox"/> 3 |
- b) project partner database 1 2 3
- c) financing-experts database 1 2 3
- d) glossary of financial terms 1 2 3
- e) training in project application 1 2 3
- f) training in project management 1 2 3
- g) personal advice/ info 1 2 3
- h) assistance through consultant 1 2 3
- i) others:

.....

³ please fill out a separate questionnaire for each programme!

20) How long did it take until you received the final subsidy/grant/loan from the date of approval?

- less than 6 months 6-12 months more than 12 months

21) What was the percentage of EU funding for your project?

- less than 30 % 30-50 % more than 50 %

22) What was the total project amount (in Euros)?

23) Where did you get co-financing from:

- financial institutions/ banks local authority
 national programmes own resources

24) Finally, how did you originally estimate?

- a) staff resources underestimated correct over estimated
b) financial costs underestimated correct over estimated
c) administrative work underestimated correct over estimated

25) Would you consider taking part in EU programmes again?

- yes maybe no

If yes, please go directly to question 27, otherwise continue with question 26.

26) Why would you not consider taking part in EU programmes again?

- too difficult too time consuming
 lack of resources problem with partners
 others:

.....
.....

27) In your opinion, what kind of support would you need to be more competitive?

.....
.....
.....

28) Do you have any suggestion, advice or recommendation to make it easier for companies to take part in EU-Programmes?

.....
.....
.....

Would you like to contact a member of the Working Group "EU-Financing" to talk about your suggestion personally ...

Country/ EIC	Name/ E-Mail	Tel./ Fax
France EIC FR 259	Jean-Louis Falcou	T +33 562 74 20 32

	eic@midi-pyrenees.cci.fr	F +33 562 74 20 20
France EIC FR 277	Véronique Tetu tetu@haute-normandie.cci.fr	T +33 2 35 88-44 42 F +33 2 35 88-06 52
Germany EIC DE 127	Dagmar Klaudia Heidenreiter dagmar.heidenreiter@ibhessen.de	T +49 611 77 42 57 F +49 611 77 43 85
Italy EIC IT 362	Barbara Santicioli santicioli@infoeuropa.it	T +39 55 315254 F +39 55 310922
Poland EIC PL 405	Adam Kaliszuk euroinfo@cofund.org.pl	T +48 22 622 84 05 F +48 22 622 03 78
Spain EIC ES 218	Cristina Fanjul Alonso cfanjul@idepa.es	T +34 985 98 00 20 F +34 985 26 44 55

or the coordinator of the Working Group “EU-Financing” Ingrid Sieglinde Kumar:

ingrid.kumar@wkoee.at

Tel.: 0043-5-90909-3452

Fax: 0043-5-90909-3459

Thank you very much for your participation in this survey. Data will be processed anonymously.