

Synergies in practice: perspective of SME from ICT sector

National Event of POLAND

*Synergies between Research and Innovation Funding:
Stairways to Excellence*

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ITTI – company information



■ Company mission:

- **independent consulting** in the area of telecommunications, IT, and business
- **applied research** in **Information & Communication Technologies**
- **development of innovative applications and software solutions**

■ Main facts:

- **SME** – ca. **80 persons** with professional certificates, e.g. **PRINCE2, MSP, ITIL, BS 7799/ISO 27001, TOGAF 8, Certificate in Software Testing (SJSI/ISTQB)**
- **“Cristal Brussels Prize” 2006, 2010, and 2013** for the most active and successful Polish SME participating in FP6 and FP7
- Award for the **high performance in R&D projects for EDA**
- **Membership in international and national bodies:**
 - Public Safety Communications Europe (PSCE)
 - Integrated Mission Group for Security (IMG-S)
 - NetWorld2020 (ETP)
 - Polish Space Industry Association (ZPSK)
 - National and Regional Smart Specialisations (KIS, RIS)



ITTI experience

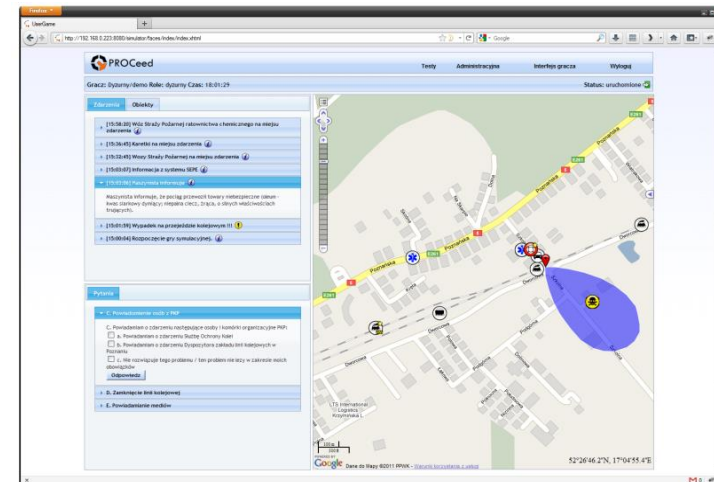


- **Technical consulting** in IT and telecommunications:
 - Almost 20 years of experience
 - Customers: public administration, utilities, telecom, ENISA
- **Applied R&D in Information and Communication Technologies (ICT):**
 - European Commission: 5FP, 6FP, 7FP, H2020 – over 25 projects
 - European Defence Agency – 9 projects
 - European Space Agency – 8 projects
 - National R&D – several projects
- **Development of innovative software solutions:**
 - MedStar – System supporting telecare during medical treatment
 - Proceed – Simulation environment for training on procedures in crisis situations
 - LIMA² – Lessons Learnt Tool
 - CyberTool – Assessment of cyberthreats to the local network

Synergies – Example 1

PROCEED

- Simulation environment for training on decision making in crisis situations
- Available modules: flood, epidemic, train accident, logistics problems
- Already applied at several universities and public institutions in Poland
 - Warsaw, Częstochowa, Wrocław, Poznań
- Funding mechanisms:
 - For development:
 - Commercial project – telecom operator
 - National "Technology Initiative"
 - FP7, H2020
 - Own funding
 - For maintenance: customers' fees



MedStar



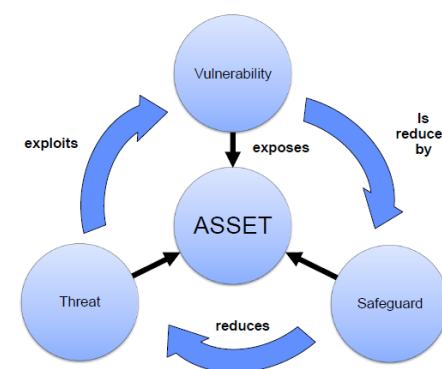
- System supporting telecare during medical treatment (several scenarios)
- Patients equipped with tablet/smartphone and sensors
- Already applied at several hospitals or medical practices in Poland
 - Kraków, Łódź, Pleszew, Gniezno
- Funding mechanisms:
 - Initial development:
 - FP7 FI-STAR project
 - In collaboration with John Paul II hospital in Kraków
 - Further development
 - FICHE accelerator (FI-PPP)
 - SME Instrument (application)
 - Investors (discussion)
 - Own funding



Synergies – Example 3

CyberTool

- Tool for assessment of threats and vulnerabilities in the computer network
- Functionalities:
 - Ranking threats
 - Proposing solutions (countermeasures)
 - Visualisation of topology (local/global view)
- Funding mechanisms:
 - Initial development: FP7 INSPIRE project (for SCADA networks)
 - Further development: EDA ATHENA project (for military networks)
 - EDA Dual use programme – support from international consultant for fund searching



Barriers for SME

- High-cost of contribution to the proposals
- Significant administrative activities (cost reporting, audits ...)
- Complex legal issues (e.g. GA, CA, IPRs, ...)
- Planning of costs in the longer time perspective (2-4 years)
- Difficulty in involvement of committed end-users
- Delay in payments (not caused by SMEs):
 - At start or during the project
 - After completion of the project
 - Limited support (or none) from banks
- Limited number of programmes which allow for continuation of R&D results (i.e. to go above TRL6)
 - SME Instrument, Fast Track To Innovation – very high competition
 - National funding – typically for bigger projects with significant own funding

Proposed actions (for discussion)

- Dedicated national programs for continuation of FP7/H2020 projects
- Extension of such mechanisms as SME instruments and its adaptation at national levels
- Simplified procedures for application for grants and reporting (for SMEs)
- Financial support for SMEs in case of delays in payments which are not caused by SMEs
- Support for SMEs in legal issues (e.g. ombudsman)
- Support in product building/marketing activities
- Support for end-users in participation to H2020 programmes (e.g. in PCP/PPI initiatives)

Thank you for your attention

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