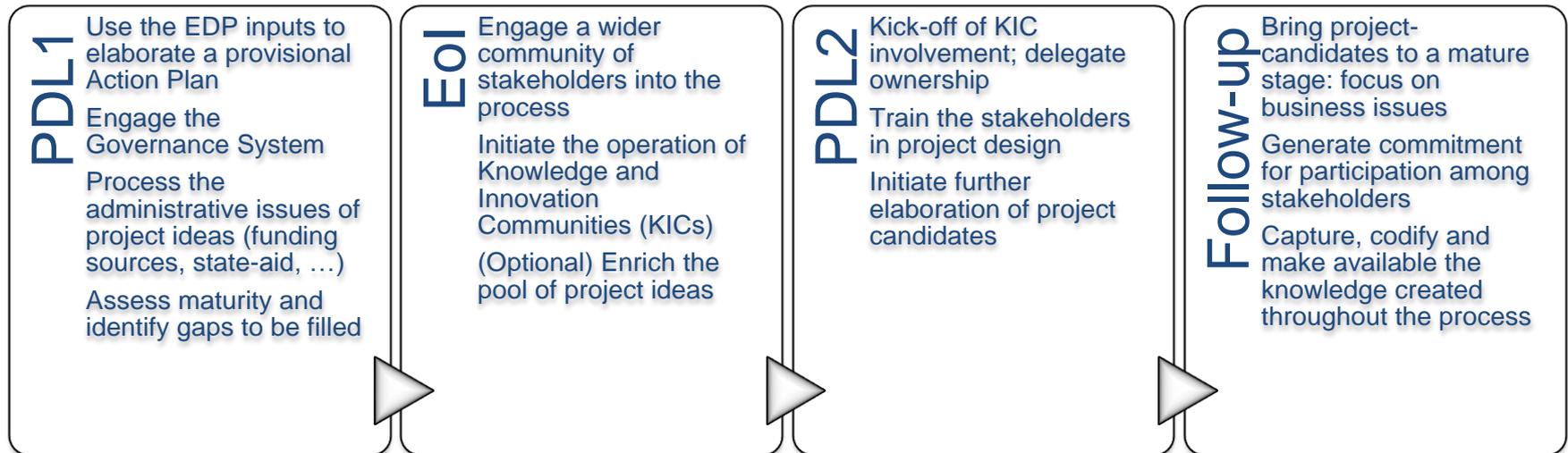


**PDL Methodology:
Closed Technical Workshop May 6-7, 2013**

Dr Yannis Tolia
Innovatia Systems

Process Outline (to be refined)



Reminder: Contents of an Action Plan

RIS3 Guide (p. 53):

- Definition of the broad action lines corresponding to the prioritised areas and the challenges faced within these areas;
- Definition of delivery mechanisms and projects;
- Definition of the target groups;
- Definition of the actors involved and their responsibilities;
- Definition of measurable targets to assess both results and impacts of the actions;
- Definition of timeframes;
- Identification of the funding sources, targeted to the several groups and projects.

Preparation for PDL1 & Inputs

Preparation:

- EDP rapporteurs review their notes looking for overlapping projects or activities within projects
- JRC team comes up with a list of EU funding programmes
- Supporting documents are available in print or in electronic format;
- 50-60 blank fiches are printed

Inputs:

- EDP focus group reports
- PDL1inputs.xlsx
- Greek Programme texts (ROP, OPs) available online
- Funding Guide
- Regulation 651/2014

PDL1 Phases and our agenda

Today, 10:30-13:00

- Phase 1: Identification of EDP-idea Programme Components
- Phase 2: Clustering of Programme Components

Today afternoon & tomorrow morning:

- Phase 3: Review maturity and assess implementation options

Within 10 days:

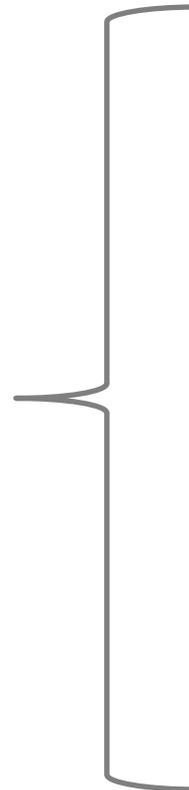
- Phase 4: Mapping EDP ideas to project candidates
- Phase 5: Finalise project paths

Phase 1: Identification of EDP-idea Programme Components

Working group number/Theme R&I focusing on by-products of grapes and wine	Idea/Partnership Name Food Supplements and Cosmetics	Idea no 3 & 5
<p>1. Brief description of the idea-partnership The idea is about producing food supplements and cosmetics using extracts from by-products of the various stages of the wine or tsipouro production process. The implementation of the idea consists of (a) establishing a local network of wine / tsipouro producers to collect the by-products; (b) setting up a low capacity plant to extract useful substances from by-products and (c) establishing a distribution network.</p> <p>2. Contribution of the different partners The following key partners are needed to implement the idea:</p> <ul style="list-style-type: none"> • A research organisation to analyse the availability of useful substances in by-products, classify them in terms of market / application potential and design a process to extract them. • A local network of wine/tsipouro producers to supply the inputs to the process and manage the business of running the plant and selling substances. • A distribution network, initially at the local level, to supply the extracts to their users or, at a later stage, agreements with pharmaceutical / cosmetics firms for the procurement of extracts. <p>3. First considerations on framework conditions: legal problems, needs for human capital, capacities, etc. education... The legal framework for setting up such a plant is not clear to the participants, therefore, it has to be reviewed especially in terms on environmental regulations, plant specifications, hygiene and safety and quality control for final products. In terms of human resources, the critical skills required for the plant's operation are a process engineer, a quality and a marketing manager that can be sourced in the local market.</p> <p>4. First financial considerations An initial budget estimation for setting up a new plant is in the range of €500k, but this can be reduced if an existing winery / distillery is expanded to perform this task, assuming that the licensing framework permits this. The cost of inputs is very low, since wine producers and distillers actively seek appropriate and environmental-friendly means to discard them. No evidence so far for revenue streams since it is not clear what can be extracted and therefore can be sold, yet.</p> <p>5. Identification of first "next" steps</p> <ul style="list-style-type: none"> • First, an applied research project to conduct analyses, specify marketable substances content in winery/distillery by-products and design an extraction process. • Second, assessment of the market potential and the revenue streams for the results of step one, and • Third, elaborate a business model that would result into positive cash flows from the operation of the plant. 		

EDP Input

EDP1WG2P2



R&D Component: EDP1WG2P2-1b

ICT Component:
EDP1WG2P2-2b

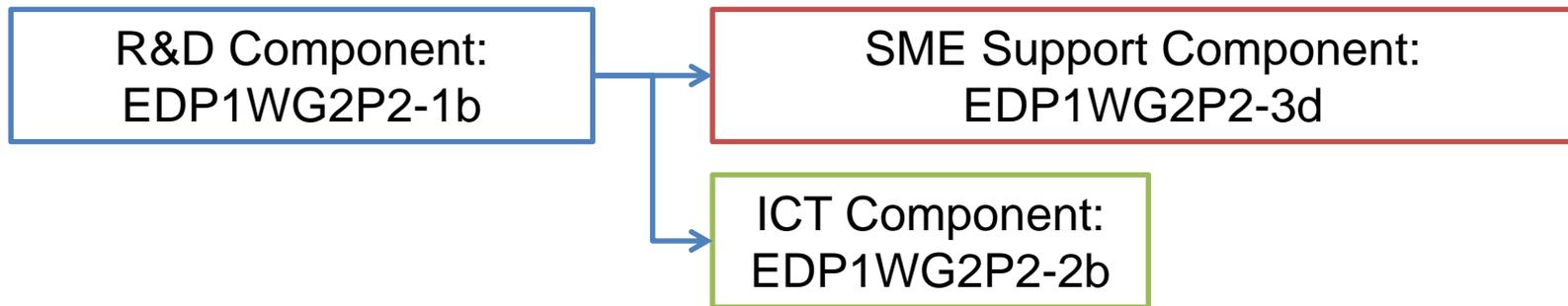
SME Support Component:
EDP1WG2P2-3d

Other Components:
(EAFRD, Horizon,)

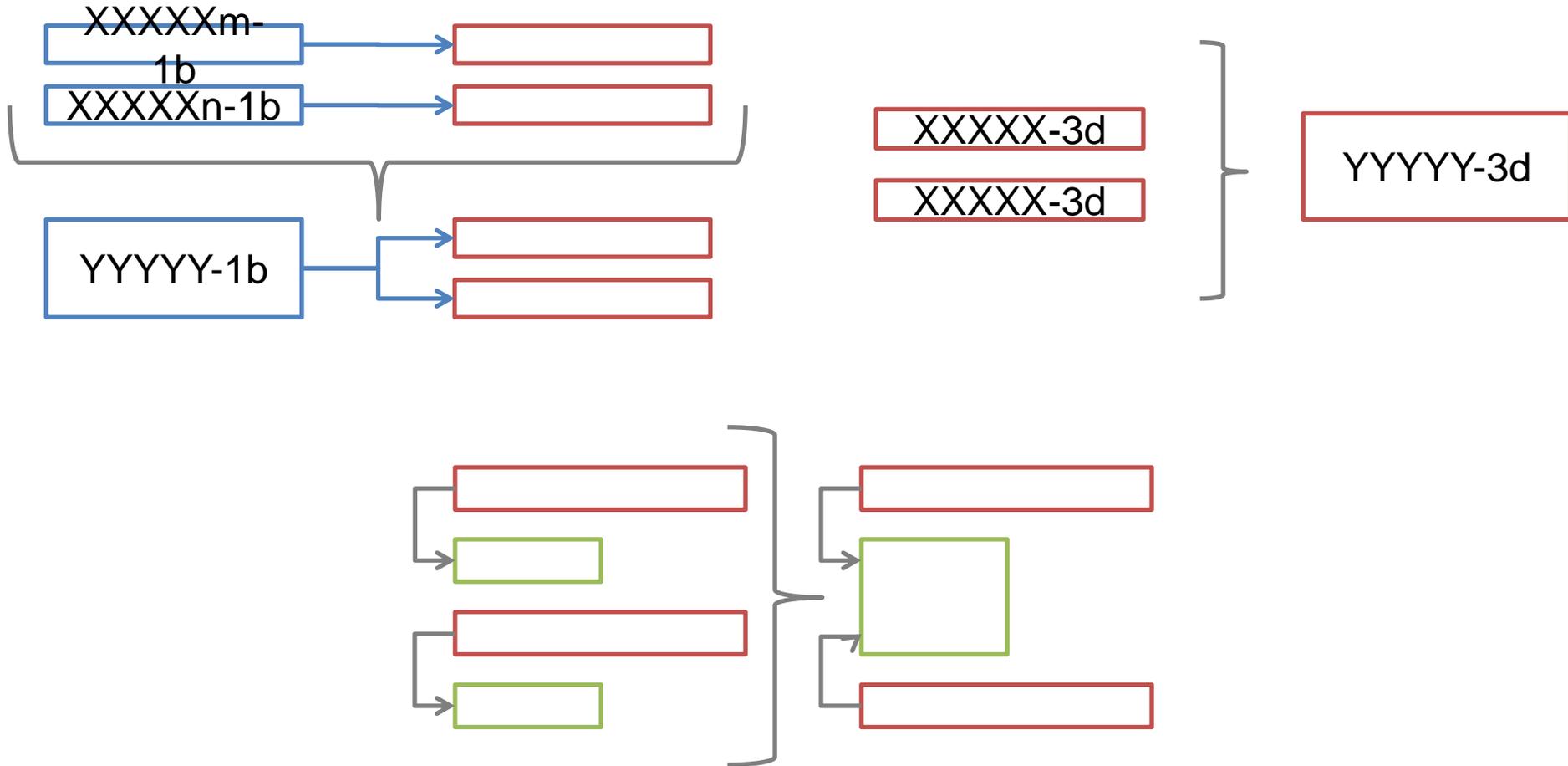
Programme Components

EDP1WG2P2-xx

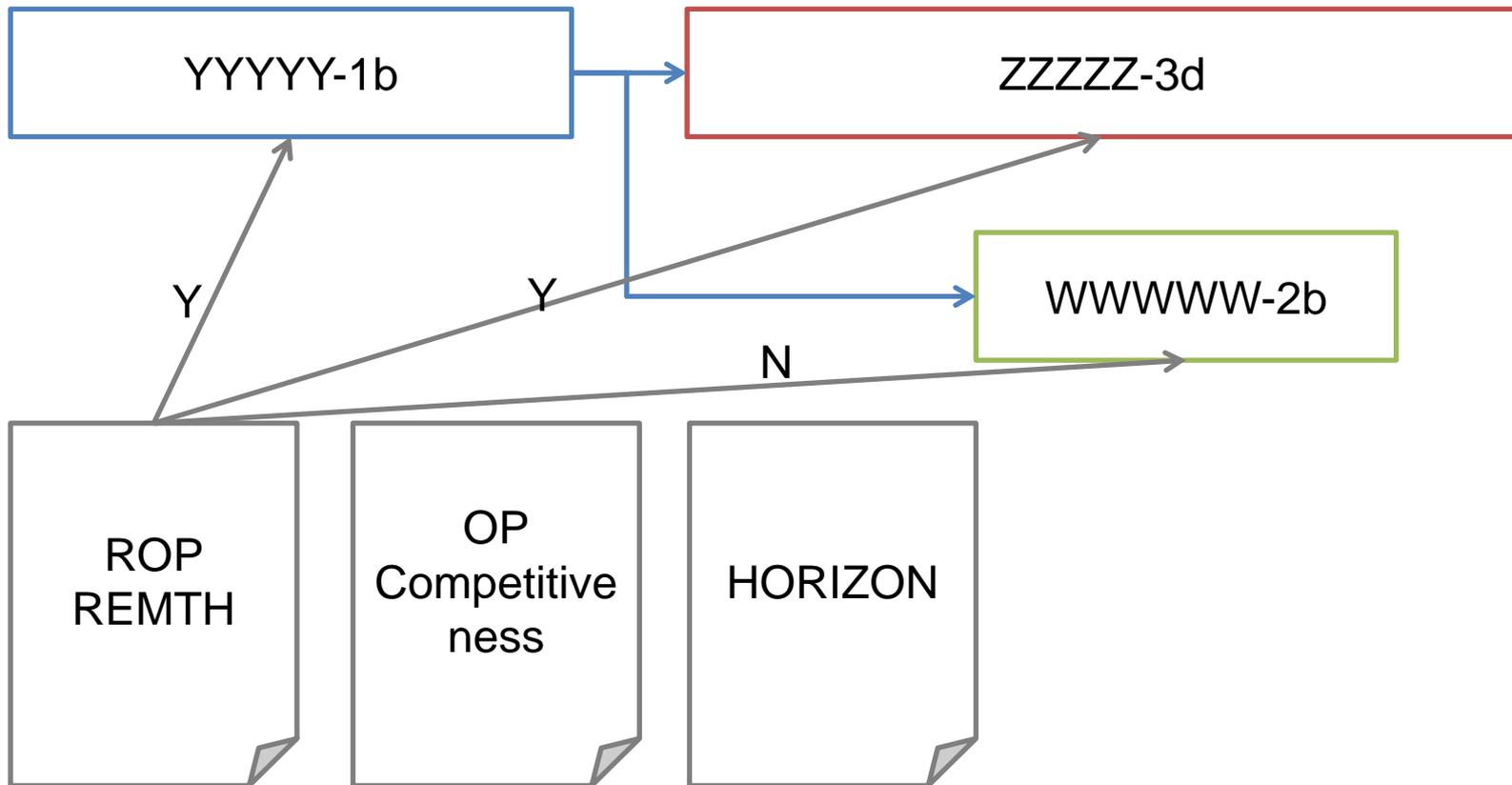
Phase 1 (continued) Sequencing of Components



Phase 2 Clustering of Components



Phase 3: Implementation Options for Project Candidates



Phase 3: Fill Project Fiche

Allows creation of various Action Plan budget groupings

See sheet EDP_Inputs in PDL1inputs.xls

See sheet Funding_Sources in PDL1inputs.xls and RDI_Guide_GR.xls

See sheet State_Aid in PDL1inputs.xls

List of indicators per programme/inv.priority will be provided by YT during PDL1

Σύντομος Τίτλος Short Title		Κωδικός Code	
Επένδ. Προτεραιότητα Investment Priority		RIS3 REMTH Priority	
1. ΣΥΝΔΕΣΗ ΜΕ ΤΗ ΔΙΑΔΙΚΑΣΙΑ EDP / LINKAGES TO EDP PROCESS			
Πηγή EDP Idea Code(s)			
(list all applicable)			
2. ΣΥΝΔΕΣΗ ΜΕ ΑΛΛΑ ΥΠΟΨΗΦΙΑ ΕΡΓΑ / LINKAGES TO OTHER PROJECT CANDIDATES			
Κωδικός Τεχν. Δελτίου	Τύπος Σύνδεσης	Project Candidate Code	Type of Linkage
	SS FS FF		SS FS FF
	SS FS FF		SS FS FF
3. ΠΙΘΑΝΕΣ ΠΗΓΕΣ ΧΡΗΜΑΤΟΔΟΤΗΣΗΣ / APPLICABLE FUNDING SOURCES			
ΠΕΠ ΑΜΘ / ROP	ΕΠΑΝΕΚ / OP COMP	ΕΠΑΑ / OP AGRI	Άλλο / Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(Ειδικός Στόχος)	(Ειδικός Στόχος)	(Μέτρο/Υπομέτρο)	(Συμπληρώστε / Fill in)
4. ΕΦΑΡΜΟΣΤΕΟΙ ΚΑΝΟΝΕΣ ΚΡΑΤΙΚΩΝ ΕΝΙΣΧΥΣΕΩΝ / APPLICABLE STATE-AID RULES (Reg. 651/2014)			
Άρθρο Καν. 651/2014 Art. of Reg. 651/2014			
(list all applicable)			
5. ΠΡΟΫΠΟΛΟΓΙΣΜΟΣ ΚΑΙ ΔΙΑΡΚΕΙΑ / BUDGET AND DURATION			
Προϋπολογισμός Budget	(Initial/EDP)	κ€	Μήνες Months
	(Revised/PDL)	κ€	Μήνες Months
			(Revised/PDL)
6. ΔΕΙΚΤΕΣ ΕΚΡΟΩΝ & ΑΠΟΤΕΛΕΣΜΑΤΩΝ / OUTPUT & RESULT INDICATORS			
ΔΕΙΚΤΕΣ ΕΚΡΟΩΝ / OUTPUT INDICATORS		ΔΕΙΚΤΕΣ ΑΠΟΤΕΛΕΣΜΑΤΩΝ / RESULT INDICATORS	
(Κωδ./Code)	(Τιμή Στόχος/Value)	(Κωδ./Code)	(Τιμή Στόχος/Value)
(Κωδ./Code)	(Τιμή Στόχος/Value)	(Κωδ./Code)	(Τιμή Στόχος/Value)
(Κωδ./Code)	(Τιμή Στόχος/Value)	(Κωδ./Code)	(Τιμή Στόχος/Value)
(Κωδ./Code)	(Τιμή Στόχος/Value)	(Κωδ./Code)	(Τιμή Στόχος/Value)

Phase 3: Fill Project Fiche

Based on EDP Report, can be updated during PDL1

(Περιγραφή & Ποσοτικός Προσδιορισμός / Description & Quantification)

8. ΩΦΕΛΟΥΜΕΝΟΙ / BENEFICIARIES

(Περιγραφή & Ποσοτικός Προσδιορισμός / Description & Quantification)

9. ΩΡΙΜΟΤΗΤΑ ΕΡΓΟΥ / PROJECT MATURITY (1 = LOWEST, 5 = HIGHEST)

Consensus of PDL1 participants

Χαρακτηριστικό / Attribute	1	2	3	4	5	N/A
Οι επιχειρηματικές ανάγκες που οδηγούν στο έργο έχουν οριστεί. Business needs have been defined.	<input type="checkbox"/>					
Οι επιχειρηματικές ευκαιρίες που δημιουργούνται έχουν οριστεί και ποσοτικοποιηθεί. Business opportunities have been identified and quantified.	<input type="checkbox"/>					
Οι ρόλοι των εταίρων κατά την υλοποίηση είναι σαφείς. Partners' roles have been clearly defined.	<input type="checkbox"/>					
Τα ερευνητικά κομμάτι του έργου έχει οριστεί σαφώς. Research aspects have been clearly defined.	<input type="checkbox"/>					
Τα ΤΠΕ κομμάτι του έργου έχει οριστεί σαφώς. ICT aspects have been clearly defined.	<input type="checkbox"/>					
Οι απαιτήσεις εκπαίδευσης / κατάρτισης / δεξιοτήτων έχουν οριστεί σαφώς. Training / Competences / Skills aspects have been clearly defined.	<input type="checkbox"/>					

10. ΣΥΣΤΑΣΕΙΣ ΓΙΑ ΒΕΛΤΙΩΣΗ / COMMENTS FOR IMPROVEMENT

11. ΑΝΑΘΕΣΗ ΠΕΡΑΙΤΕΡΩ ΕΝΕΡΓΕΙΩΝ / ASSIGNMENT OF FOLLOW-UP ACTIONS

Captures linkages to the Governance System

Χειριστής στην Εκτελεστική Δομή
Project Officer / Management Unit _____

Αρμόδια ΚΓΚ
KIC _____

Ανάδοχος Οργανισμός
Project Sponsor _____

Υπεύθυνος Έργου
Project Manager _____

What is missing for completing the action plan?

The delivery instrument perspective

		Universities / PROs / Firms			Firms
		Basic & scientific research	Applied research and development	Company formation	Capital investment
Direct Support	Grant				
	Loan				
	VC/PE				
	Tax				
		Human Capital	Infrastructures	Incubators / TTOs	Co-operation & organization
Indirect Support					