



## **Strategies for Embedded Systems Research**

EU Project FP7-ICT-215594  
<http://www.cosine-ist.org>

**Deliverable**

### **D2.2.1 Workshop on SME issues in ARTEMIS**

**Version 0.1**

**DLR**

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## **1. Introduction**

One of the objectives in Work Package 2 is to focus on SME topics in ARTEMIS to ensure proper attention to SME issues. Due to this objective, in an initial step, COSINE2 members established contacts to the SME chamber of ARTEMIS and other ARTEMIS members. Further on, a workshop on SME issues in ARTEMIS was organized and took place on the 5<sup>th</sup> of March 2009 during the “Embedded World” conference in Nürnberg/Germany. A second workshop on the same topic is planned to take place at the ARTEMIS conference in Nice 23./24 April.

In Work Package 2 COSINE2 will closely monitor how SMEs are taken into account in ARTEMIS and the JTI. In particular, we will monitor the conditions for SME involvement, discuss the issue, and provide recommendations or input to ARTEMIS or through the Public Authorities Board if required. The information on SME issues will feed into the trainings of WP4. Furthermore, it is anticipated that feedback from intermediaries who are knowledgeable in SME issues will be an important source of information for discussing the SME issue in COSINE.

## 2. Acknowledgement

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The COSINE partners are:

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### 3. Description of Work

#### Task 2.2 ARTEMIS SME interface (DLR)

As COSINE2 represents the public bodies primarily involved in creating and supporting ARTEMIS, they all have a strong interest and responsibility that SME issues are adequately addressed in the ETP. COSINE2 will provide a forum for the discussion of ES SME policies and interaction with the ARTEMIS board and the ARTEMIS industry association on this topic. This is also important for aligning national strategies with ARTEMIS and JTI activities as well as informing regional actors in Task 4.2 on ARTEMIS activities. A workshop with SME representatives and SME actors in ARTEMIS will assess progress and potential topics. COSINE2 members will recommend actions and report on opportunities for collaboration with national activities.

### 4. Scope of Activities: Workshop on SME issues in ARTEMIS

#### 4.1. Preparatory Work

##### Workshop-Participants

Regarding the workshop, there were several aspects which had to be clarified in advance. At first it had to be decided, who should take part in this whole activity. The responsible COSINE members came to the decision to contact the **ARTEMIS SME-chamber**, in particular Mr. Sergio Bandinelli.

Throughout the internal discussions it became obvious that COSINE won't be able to contact SMEs all over the EU directly, but, instead of this, involve the so-called **multiplier organisations** in the member state countries. One of these organisations, which is also very active on the european level is ZENIT in Mülheim/Germany. The involvement of other multipliers from different EU-countries is planned. In order to get an impression of the difficulties during the ARTEMIS call 2008, the **German National Contact Point** and ARTEMIS PAB member (Dr. M. Weber) from DLR was also invited to take part in the activity.

##### ARTEMIS information events

In order to get an impression of the involvement of SMEs in the preparation of ARTEMIS call 2009 several COSINE members took part in the ARTEMIS brokerage event in Brussels (13/14 Jan 2009) and the ARTEMIS information day in Budapest (23 Jan 2009).

##### Best Practice Example(s)

A good way to present success stories is to find successful participants in actually funded projects. Due to this, an SME was found and contacted, which was twice successful in ARTEMIS call 2008 projects. Further success stories will be looked for.

#### 4.2. Summary of the results of the first workshop in Nürnberg

#### 4.2.1. Success Story aicas allerton

Aicas allerton GmbH in Karlsruhe is a spin off from the Research Center for Information Technology (FZI) in Karlsruhe. This company is primarily specializing in the development of Java applications and in bringing Java on any existing hardware platform.

Aicas allerton takes part in two ARTEMIS call 2008 projects, namely **CHESS** (Composition with Guarantees for High-Integrity Embedded SW Components Assembly) and **CHARTER** (Critical and High Assurance Requirements Transformed through Engineering Rigour).

In the CHESS project aicas allerton will get a very high funding amount of more than 700.000 Euros (>11% of total funding), which is unusual for an SME of their size.

In the CHARTER project aicas allerton will be the project leader although they will have to reduce their planned research work, because CHARTER won't get any national funding from the German government.

Aicas allerton has been invited to take part in the second workshop in Nice and to present their success story.

#### 4.2.2. Involvement of ZENIT, recommendations from ZENIT

ZENIT (Centre for Innovation and Technology Northrhine Westphalia) is one of the intermediary organisations (or multipliers), which are able to build the "missing link" between COSINE and the SME scene. ZENIT is member of the **Enterprise Europe Network (EEN)** with more than **600 partner organisations** in more than **40 countries**. This network should be the right address to identify more multipliers in other EU-countries.

Additional recommendations made by ZENIT are:

- to get in contact with the chair person of the Nano- and Microtechnology Sector Group of the Enterprise Europe Network
- to enhance the visibility of ARTEMIS with a diversified marketing strategy, e.g. media and other activities (flyers, CDs, road shows)
- to publish an interview with a successful participant in an "embedded systems" periodical (journal, magazine)

#### 4.2.3. Overall Recommendations from the first workshop

The workshop participants agreed that SME issues have to be addressed adequately in the ARTEMIS ETP. COSINE intends to motivate a higher participation of SMEs in ARTEMIS. In order to reach this goal, the following recommendations were formulated additionally to those in chapter 4.2.2.:

- Provide ARTEMIS information and promotion material
  - Universal and uncomplex information
  - Streamline existing information

- discuss the usage of the COSINE Wiki
- Extend the responsibilities of the NCPs
- Improve the linkage to other European Networks
- Promote success stories and successful companies
- Enlarge the time between opening a call and the submission deadline
- Amplify the added value for SMEs
- Disseminate training material and hold workshops
  - Face-to-face meetings and small events
  - Address selected qualified high-tech SMEs only
- Utilization of available national or local co-financing funding regarding the initial steps towards a proposal submission
- Promote participation in ARTEMIS Summer Camps to become an active member of the ARTEMIS community
- Improve the national ARTEMIS “ecosystem” (e.g. by starting national ARTEMIS initiatives)
- Develop recommendations for structuring project consortia
- Establish alliances on a national level beforehand (between SME and large players)
- Take care of the IPR issue / protect the SMEs
- Disseminate the message: ARTEMIS involvement is investment in your future

#### **4.3. Further actions to be carried out**

The next important step is to get in touch more closely with the ARTEMIS administration and the community in order to give ARTEMIS members the opportunity to take part in this specific discussion with COSINE. It is intended to organize a second workshop at the **ARTEMIS spring event in Nice** (23<sup>rd</sup>/24<sup>th</sup> April). Here we should discuss the recommendations in chapter 4. with a broader audience including members of the ARTEMIS SME chamber. Here we have the unique opportunity to “exploit” the synergies by organizing a workshop parallel to an important ARTEMIS / ARTEMISIA event.

#### **5. Conclusions**

The goal of WP 2.2 is to increase the success rates of SMEs in future ARTEMIS calls. This shall be done by enhancing the networking between ARTEMIS and european multiplier organizations. Furthermore the “visibility” of ARTEMIS for SMEs shall be enhanced by diverse measures.