



FP7 for the Maritime Sector

What is FP7?

FP7 is the short name for the Seventh Framework Programme for Research and Technological Development. This is the EU's main instrument for funding research in Europe and it will run from 2007 to 2013 with a budget of €50.5 billion.

FP7 supports research in selected priority areas - the aim being to make, or keep, the EU as a world leader in those sectors. It is made up of 4 main blocks of activities forming 4 specific programmes plus a fifth specific programme on nuclear research. The main block of relevance to companies operating in the maritime sector is Cooperation (Collaborative research), split into the following ten themes:

- Health
- Food, Agriculture and Fisheries, Biotechnology
- Information and Communication Technologies
- Nanosciences, Nanotechnologies, Materials and new Production Technologies
- Energy
- Environment (including climate change)
- Transport (including aeronautics)
- Socio-economic sciences and humanities
- Security
- Space

An FP7 project will

- Carry out innovative Research & Development
- Address a specific Call within a Theme's Work Programme
- Have an impact that aligns with the aims of the Work Programme
- Involve at least 3 countries from Member States, Associated States and even third countries.
- Normally contain 4 (very small) to 20 (very large) partners
- Last approximately 2 to 4 years
- Receive 50% funding (*SMEs, Academics & Research Institutes will get 75%*)

But is it right for you?

- Will it address your business needs?
- What are your chances of success?
- How are you going to participate?
- How much time will you need to commit?
- Who is going to do the work?
- How close are you to the market?

What are the benefits?

- The partners will be among the best in the field, but you also need to be one of the best in your own particular field.
- Responsibilities and deliverables will be tightly specified and managed
- Commercial relationships with partners often follow
- Partial funding
- Spreading of technical risks amongst partners
- Access to new and different technologies
- Access to new business markets
- Raised profile within the sector
- Partnership with organisations with complementary skills
- Supply chain development and security
- Staff development & interest

However:

- It is not appropriate for short term product development
- Although there is an advance payment, it may take over a year for a project to start after submission of proposal
- It will require significant unpaid preparatory work and travel costs before the proposal is submitted, with the risk that it is unsuccessful.

What are the opportunities for the maritime sector in FP7?

There are a number of themes relevant to the maritime sector in FP7. The most important is Sustainable Surface Transport. The research scope will consider the surface transport system embracing all its constituents: products (vehicles, vessels and infrastructures), services, operations and users integrating organisation, legal and policy frameworks. Five Activities are addressed, as follows:

Activity	Scope
<p>Greening of Surface Transport</p>	<p>Developing technologies and knowledge for reduced pollution (air including greenhouse gases, water and soil) and environmental impact on such areas as climate change, health, biodiversity and noise.</p> <p>Research will improve the cleanliness and energy-efficiency of powertrains (e.g. hybrid solutions) and promote the use of alternative fuels, including hydrogen and fuel cells as mid- and long-term options, taking into account cost-efficiency and energy efficiency considerations.</p> <p>Activities will cover infrastructure, vehicles, vessels and component technologies, including overall system optimisation. Research in developments specific to transport will include manufacturing, construction, operations, maintenance, diagnostics, repair, inspection, dismantling, disposal, recycling, end of life strategies and interventions at sea in case of accident.</p>

<p>Encouraging and increasing modal shift and decongesting transport corridors</p>	<p>Developing and demonstrating seamless door-to-door transport for people and goods as well as technologies and systems to ensure effective intermodality, including in the context of rail and waterborne transport competitiveness.</p> <p>This includes activities addressing the interoperability and operational optimisation of local, regional, national and European transport networks, systems and services and their intermodal integration in an integrated approach.</p> <p>The activities will aim at European-wide strategies, optimised use of infrastructure including terminals and specialised networks, improved transport, traffic and information management, enhanced freight logistics, passenger intermodality and modal shift strategies to encourage energy efficient means of transport. Intelligent systems, new vehicle/vessel concepts and technologies including loading and unloading operations as well as user interfaces will be developed. Knowledge for policy-making will include infrastructure pricing and charging, assessments of Community transport policy measures and trans-European networks policy and projects.</p>
<p>Ensuring sustainable urban mobility</p>	<p>Focusing on the mobility of people and goods by research on the ‘next generation vehicle’ and its market take-up, bringing together all elements of a clean, energy efficient, safe and intelligent road transport system.</p> <p>Research on new transport and mobility concepts, innovative organisational and mobility management schemes and high quality public transport will aim at ensuring access for all and high levels of intermodal integration. Innovative strategies for clean urban transport will be developed and tested.</p> <p>Particular attention will be paid to non-polluting modes of transport, demand management, rationalisation of private transport, and information and communication strategies, services and infrastructures. Tools and models supporting policy development and implementation will cover transport and land use planning including the relationship with growth and employment.</p>

<p>Improving safety and security</p>	<p>Developing technologies and intelligent systems to protect vulnerable persons such as drivers, riders, passengers, crew, and pedestrians.</p> <p>Advanced engineering systems and risk analysis methodologies will be developed for the design and operation of vehicles, vessels and infrastructures.</p> <p>Emphasis will be placed on integrative approaches linking human elements, structural integrity, preventive, passive and active safety including monitoring systems, rescue and crisis management. Safety will be considered as an inherent component of the total transport system embracing infrastructures, freight (goods and containers), transport users and operators, vehicles and vessels and measures at policy and legislative levels, including decision support and validation tools; security will be addressed wherever it is an inherent requirement to the transport system.</p>
<p>Strengthening competitiveness</p>	<p>Improving the competitiveness of transport industries, ensuring sustainable, efficient and affordable transport services and creating new skills and job opportunities by research and developments.</p> <p>Technologies for advanced industrial processes will include design, manufacturing, assembly, construction and maintenance and will aim at decreasing life cycle costs and development lead-times.</p> <p>Emphasis will be placed on innovative and improved product and system concepts and improved transport services ensuring higher customer satisfaction. New production organisation including the supply chain management and distribution systems will be developed.</p>

In addition there are opportunities available in other FP7 themes, including:

Theme	Opportunities
Information & communication technologies	<ul style="list-style-type: none"> • Co-operative systems, Robotics, Intelligent Vehicle Systems
Nanosciences, Nanotechnologies, Materials and New Production Technologies	<ul style="list-style-type: none"> • Multifunctional, complex and knowledge-based materials for future vehicles • Flexible production and manufacturing
Energy	<ul style="list-style-type: none"> • Hydrogen & Fuel Cells • Bio Fuels
Security	<ul style="list-style-type: none"> • Security systems for transport applications
Research for the benefit of SMEs	<ul style="list-style-type: none"> • Support is aimed at SMEs or SME associations in outsourcing R&D to universities, research centres or research performing SMEs ("RTD performers").

How can I get involved?

Many companies are put off applying for FP7 funding because they believe they have to co-ordinate proposals, with all the costs and resource implications; but this is rarely the case. For companies new to FP7 there are opportunities to join proposals co-ordinated by others with a track record or appropriate expertise.

Fortunately, there are organisations at the national and European scale that are prepared to help, given that your idea and interests are sound and relevant and that your company is robust. Many experienced project partners also use these organisations and they might be a valuable way to make contact and present your ideas. The following is not a complete list and some require a membership fee.

UK organisations and their roles and interests

The Society of Maritime Industries promotes and supports companies, which build, refit and modernise warships, and supply equipment and services for all types of commercial and naval platforms, ports and terminals infrastructure and maritime security, offshore oil & gas, and marine science and technology.

The Shipbuilders & Shiprepairers Association (SSA) represents the industry in the UK. Through the European Association (CESA) SSA members have access to business interest groups, technical, defence and R&D networks. SSA plays an active role in Research & Development and in helping to shape European Shipyard Policy such as LeaderSHIP 2015. SSA is an active participant in Research & Development as a project partner, project manager and as an advisor to companies interested in innovation or with an R&D project in mind.

The **British Marine Federation (BMF)** is the trade association for the British boating industry. The Federation's 1,500 members account for a substantial amount of the industry's turnover and employ around 30,000 people. They are drawn from both the seagoing and inland sectors of the marine industry, covering the leisure boat, hire fleet, commercial workboat and superyacht categories as well as supporting services.

European organisations and their roles and interests

WATERBORNE^{TP} is the Advisory Council for Waterborne Transport Research in Europe functioning as a forum where all stakeholders agree on a *medium to long term Vision ("Vision 2020")*, assess the key challenges for the maritime industry and waterborne transport and operations, formulate the R&D actions to be fulfilled for meeting these challenges in a *Strategic Research Agenda (SRA)*, which is a primary reference source for the Commission in assembling its work programme. The membership of WATERBORNE^{TP} includes all the European marine industry and research networks and associations. These include CESA (Community of Shipyards' Associations), of which SSA is a member, the European Marine Equipment Council, of which SMI is a Member, and ICOMIA (International Council of Marine Industry Associations) of which BMF is a member.

CESA promotes the interests of the European shipbuilding and shiprepair industry. It also promotes and facilitates research, development and innovation in these industries, including the promotion of relevant projects and the dissemination of results among its members.

Within the marine equipment sector **EMEC** is co-ordinating industry's interest in research, innovation and development across Europe. The main objective of EMECRID, as it is called, is the acquisition and implementation of new knowledge and technology in the design and

production processes of the systems, components and functions installed on ships or devoted to the operation and maintenance of ships, shipyards or ports. Through its technical working groups, EMECRID is assisting companies access the FP7 programme.

The European Union Recreational Marine Industry Group (**EURMIG**) is a new committee within **ICOMIA** and seeks to “promote understanding of the sector and provide a platform for the industry to represent mutual European interests and to lobby the European institutions”.

How should I progress our ideas

Whether you are leading a proposal or part of a consortium co-ordinated elsewhere, it is crucial that your company is committed to the proposal, as follows::

Internally to your company

- The staff allocated to the task must believe that it matters to the company. So:
 - The CEO should be totally committed
 - Their manager’s objectives should include winning the bid and delivering the project
 - The Finance Director should put in place processes for holding the initial payment, valuing work in progress positively, making periodic claims, providing audits etc
 - The Contracts Department should consider the standard contract and consortium agreement
- Have clear and realistic objectives
 - Think about what kind of partners you can and can’t live with
 - Understand how you will exploit the results and bake that in to the project
- Prepare as though for an exam, so
 - Study the background material about FP7 available on CORDIS and read the rules; they are strictly applied
 - Keep up with the news
 - Read the work programmes and calls for proposals carefully and check that they mean what you think
- Write a 2-pager for each topic that you want to pursue describing the sector challenge it addresses, the type of technology that will provide the answer, the special knowledge (keep it brief) that makes you impossible to ignore, the type of partners you would like to work with.
- Check very carefully that it hasn’t been done already, including whether a reasonably well-informed non-expert might think it has been done. FP7 will not pay you to catch up. So if you want to do in your way what a global vehicle manufacturer has already done in its way, choose your words carefully and be aware of the risk of proceeding.
- Check out sources of information about industry sponsored research in your area as well as wholly or partly publicly funded research at the national and European level. For information on publicly funded research see the Commission’s CORDIS database of funded projects, the Framework Programme funded Transport Research Knowledge Centre (TRKC) and the websites of Government Departments sponsoring transport related research (most are accessible through the TRKC).

External to the Company

- Engage with appropriate national and European sector organisations
 - The Commission doesn't usually issue a call for proposals without knowing that there are organisations eager to respond and/or without knowing that there are member states that have a strong interest
 - That means that there will be at least one consortium at an advanced stage of preparation before the call is published
 - You need to know about that in order to position your bid or identify if you can join their consortium or amalgamate proposals
 - These sector organisations have privileged information because they have built a reputation based upon its responsible use.
- Be prepared to communicate. Collaborative research is pre-competitive so you don't need a Non-Disclosure Agreement before you hand over your 2-pager. But neither will you be handing them out indiscriminately.
- If you retain Consultants, specify precisely what they are to deliver in order to receive your payment.
- Attend/participate in "information days" and web-events wisely. Don't rely entirely on the information obtained because you need the extra knowledge that is available to trusted professionals. They will share their information with you when you have built a relationship of trust with them. So follow up the contacts that you make.

What is FP7UK?

FP7UK is a service provided by UK Government to help prospective applicants access funding under FP7. Its aim is to provide a single, centralised, one-stop-shop for information and advice, covering all aspects of FP7.

The FP7UK team can provide telephone support, send you information, direct you to a large number of web-based information sources and advise you of Calls, events, news and best practice.

This specialist team can guide you to the most relevant information for your particular situation, saving you time and money. The team includes the UK National Contact Points (NCPs) who specialise in individual areas of FP7 and can offer dedicated expert advice and support throughout the life of an FP7 project.

If you are interested in receiving regular updates on FP7 news, initiatives, calls and events, register your details at <http://www.fp7uk.org>.

The FP7UK service is here to help you. Call our Helpline 0870 600 6080 (Calls will be charged at the National Rate) or email us at help@fp7uk.co.uk

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