

## **Strengthening the Participation of Romania at European R&D in Software Services**

### **Deliverable D1.2**

#### **Actions for better integration of new member states at FP7-ICT**

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“D1.2) This public document will describe the actions proposed to FP7-ICTC, national stakeholders in research management in EU12 and EU15 for improving the participation of EU12 teams in the frame of FP7-ICT programme. The document will be available on the public web site of the project and will be strongly disseminated towards appropriate decision makers. Main chapters will be related to (a) rationale (b) direct actions (c) indirect actions (d) actions at national levels. [Month 6]”

## Abstract

The participation of new member states at FP7-ICT programme is under the mean level of participation of member states. This fact is recognized by the European Commissions as well as the new member states. Concrete measures to improve the participation were and are proposed and a remarkable impact was noticed, but still insufficient as reveal the latest results from 2009 calls.

In this context, SPRERS project, targeting the improvement and reinforcement of the cooperation between research teams from new and old member states in the particular field of software services, has foreseen a task to identify the possible actions to improve the new member states participation at FP7-ICT R&D activities.

This public document describe the actions proposed by the experts that have meet in a March 2010 for a special workshop on the issue of the new member states integration at FP7-ICT as well as the studies done by SPRERS team. The target audiences are FP7-ICTC members and national stakeholders in research management in EU12 and EU15 for improving the participation of EU12 teams in the frame of FP7-ICT programme

## Table of contents

Deliverable data .....	2
Abstract.....	2
Table of contents .....	3
Acronyms.....	3
Foreword.....	4
1. Rationale .....	5
1.1 Official statistics for FP7 in general .....	5
1.2 FP7-ICT statistics.....	6
1.3 SPRERS' statistics.....	7
1.4 Factors and barriers impacting EU12 performance.....	9
1.5 Searching for solutions .....	11
2. Proposals for indirect actions .....	13
2.1 Networking .....	13
2.2 Awareness.....	15
2.3 Best practice and competence promotion.....	16
2.4 Staff mobility .....	17
2.5 Proposal evaluation criteria & Performance monitoring.....	17
2.6 Proposer support .....	18
3. Proposals for direct actions.....	19
4. Proposals for actions at national levels.....	20
Annex 1: Official Statistics – FP7 in general .....	22
Annex 2: FP7-ICT statistics .....	28
Annex 2: SPRERS' Statistics .....	32

## Acronyms

NMS – New Member States  
 EU12 – The 12 new member states  
 EU15 – The 15 old member states  
 NCP – National Contact Points  
 EC – European Commission  
 ICTC – ICT Committee  
 WG – Working Group  
 SME – Small and Medium Enterprises

## Foreword

SPRERS proposes a set of targeted actions that intend to lead to a better integration of NMS research teams involved in FP7-ICT activities, especially those specialized in software services, to the FP7-ICT work programmes. These actions intend to complement the efforts of European Commission, ICTC and NCPs to promote EU12 competences and to create the opportunities for networking with the purpose of a better exploitation of the EU excellence in ICT. The main objective of SPRERS is to improve and reinforce the cooperation between research teams from EU12 and EU15 in the field of software services, with a particular emphasis on the cooperation with Romanian teams. Supporting the main objective of the project, the first workpackage of SPRERS, WP1 – Better integration of NMS in FP7-ICT programme, intends to ensure expert support for the working group of ICTC for better integration of NMS in FP7-ICT, to identify the factors impacting the EU12 performance in FP7-ICT and to propose methods to overcome the barriers in a better integration of EU12.

A meeting of ICTC national delegates, NCPs and Experts from NMS has take place in March 2010 at Timisoara to discuss the integration of EU12 relative to FP7-ICT. The recommendations that were proposed are summarized in:

- Continue top-up calls
- Reduce administrative efforts related to preparation of proposals; simplification of procedures
- Use existing potential and skills in EU12 (e.g. invite and involve EU12 experts to evaluation process, invite EU12 experts to important events, workshops, conferences and initiatives like FI PPP etc.)
- Propose measures/funding schemes dedicated to small R&D players, especially SMEs
- European Commission should continue to support participation of EU12 experts in major ICT events (ICT Conferences, ICT Proposers' Days)
- Support Young Scientist (not only in FET projects; provided that FET initiative for young scientists proves to be effective)
- Commission should continue to support the cooperation, NCPs networking, focused events organized by them
- Integration should be a part of the strategy (holistic approach and not only fragmented, isolated actions that do not make difference)
- Links between industry & academia (take up projects); industry should have the motivation to approach universities – not only universities approaching the industry
- Present and disseminate “results of results” (best practices & success stories – not only big ones, but also about some niche, innovative projects, re-establish ICT prize, produce and use videos/multimedia materials for the knowledge transfer with regard to ICT Programme and procedures, ICT topics, ICT projects)
- Fund networking activities that help relevant EU12 actors to meet their counterparts from EU15 and build mutual trust which is crucial for setting up future consortia and ICT projects
- Consider including additional subcriterion in the criterion Impact: it should be complemented in such a way that project proposals should be also evaluated as regards the coverage of partners in convergent regions
- Introduce projects that aim at training the trainers who will provide training with regard to essential, practical information related to FP project preparation, FP procedures, project management etc.
- Introduce flexibility in counting personal costs in ICT-FP projects - participants should have the possibility to choose between real cost and flat rate (like in Marie Curie). The problem of EU12 is that the university pays for scientists are very low comparing to EU15 (but EU12 scientists get additional payments from many national projects, teaching institutions etc. These additional resources are not considered in the context of FP projects and the personal costs of EU12 scientists are tighten to unrealistic sums of university payments).
- Financial support for NCPs should be considered for organizing “study visits” in national centers of excellence for EU12 and EU15 stakeholders.
- Possibly enhance the Technological Audit to EU15 countries or create “who is who” in EU15 database
- Possibly increase the number of employees from EU12 in the DG INFSO
- Fund project/projects that provide financial services and advice/information especially for potential FP participants (including EU12 participants) who have not participated in FP projects yet.
- Develop a simulation game/simulation tools aiming at preparing potential participants for FP project preparation, submission and management.

The following document motivates and develops the ideas behind these recommendations, and brings new ones.

# 1. Rationale

The European Community can face a global competition if it fully utilizes resources available in All Member States (depicted with acronym EU27 in what follows). The analysis of statistical data and results achieved by Member States in FP IST/ICT projects, especially with regard to results of FP7 ICT calls, demonstrates that the New Member States (NMS or EU12) have achieved only a partial integration in the EC-supported ICT area. EU12 research potential is not exploited to the expected scale: NMS teams have insufficient participation in EC funded projects, low number of project coordinators, lowering success rates and poor results in participation in big integrating projects. Special measures should be undertaken to all levels to improve the contribution of EU teams from NMS to the European Research Area. In this context it is crucial to identify, acknowledge, make known and use research excellence available in EU12. Skills, expertise and creativity offered by outstanding partners from EU12 can contribute to strengthening Europe's ICT research excellence.

The acknowledgment of the need to take action by the FP6-IST and FP7-ICT Committees (ICTC) of EU27 representatives has led to several high-impact actions: top-up call for EU10 (open existing projects for NMS partners) in FP6, the inclusion of EU12 representatives in preparation of FP7-ICT work packages, defining Objective 9.4 with pre-allocated budget in order to facilitate the integration of EU12. The European Commission has ensured the support of EU12 scientists' participation to the ICT Conference 2008 in Lyon and in Budapest ICT Proposers' Day from January 2009, has initiated technological audits of the research activities in EU12, supports and ensures the proper information of scientists in national ICT InfoDays about FP7-ICT programme. Furthermore a special Working Group of the ICTC will be created in June 2009 to monitor for one year the EU12 performance of in the frame of FP7-ICT and deal with actions necessary for a better integration of NMS in the frame of the future FP7-ICT workprogrammes. Further reserved sessions at ICT events to facilitate networking between EU12 and EU15 are planned. In the frame of IDEAL-IST project several actions are undertaken: 8 training and knowledge sharing workshops for NCPs, as well as a twinning scheme for exchange best practices and a best practice guide.

Despite these intensive measures, the participation of EU12 in the latest calls of FP7-ICT has not been improved at a visible level. Further investigations are needed to identify the barriers and the actions to be undertaken.

The aim of the this section is to analyze shortly the statistics about EU12 performance in FP7-ICT and statistics of scientific involvement of EU12 research activities subscribing the objectives of FP7-ICT. For the sake of the simplicity the figures revealing the concrete data are presented in visual manner in Annexes 1, 2 and 3.

## 1.1 Official statistics for FP7 in general

The FP7 Progress Report Communication from 27 April 2009 described the participation of EU27 Member States (see the Figure A1.1 - The absolute numbers of successful applicants and their requested EC funding for the 27 EU Member States). Moreover it stated:

“New Member States participation represents 9,3% (3.210) of all applicants in retained FP7 proposals and 4,8% (€ 485,9 million) of total requested EC financial contribution. The success rates are 17,9% for applicants and 13,4% for EC contribution – both considerably lower than the EU27 average (21,8% and 21,5% respectively). The subscription and performance of the 12 "new" EU Member States (hereafter "EU12") vs. the "older" EU Member States (hereafter "EU15") in the "Cooperation" and "Capacities" Specific Programmes during the first year of FP7 implementation presents a mixed picture. While EU12 participation in terms of numbers of submitted and retained proposals is lower than their share of the EU27 research workforce, the performance is significantly better when one compares their share of GERD to their share of EC contributions. More specifically:

- EU12 researchers represent 14% of the total EU27 population of researchers; the corresponding shares of EU12 applicants during the first years of implementation of the FP7 are now 9.3% in terms of retained proposals.
- The EU12 share of the EU27 2006 GERD is 2,8% while the aggregate requested EC contribution to EU12 applicants in retained proposals is now 4.8%.

These findings should however be put in the context of the current S&T socio-economic conditions in EU27. For example, in 2006 the R&D expenditure per researcher (GERD per number of researchers) in EU15 amounted to € 121.000 – four times that of the corresponding EU12 figure of €31.000.

It was highlighted that EU12 is not a homogeneous group, which is why it may be more pertinent to refer to low- and high-performing Member States in FP7. The reasons for low performance are manifold and refer for example, to national research landscapes with specific problems, to the lack of a competitive research environment at national level, and to problems encountered by smaller countries that cannot be expected to be competitive in all thematic fields of the FP.”

Note that Gross Domestic Expenditure on R&D (GERD) is the total intramural expenditure on R&D performed on the national territory during a given period. GERD includes R&D performed within a country and funded from abroad but excludes payments for R&D performed abroad. GERD is constructed by adding together the intramural expenditures of the four performing sectors, namely the business enterprise, the government, the private non-profit and the higher education sectors.

On another hand, according to the First report of FP7 Monitoring from February 2009, in 2007 the requested FP7 financial contribution of EU12 applicants expressed as percentage of the EU12 GERD is close to 5%, more than double that of EU15 (2,4%). Same report shows that EU12 SMEs involvement in FP7 is considerable higher than in EU15 (Fig. A1.2). Same report presents: for each Member State the requested EC contribution per successful Applicant (Fig. A1.3); for each Member State the success rates of applicants (calculated as the ratio of applicants in retained to included proposals) (Fig. A1.4); and for each Member State the estimated share of FP7 funding in the Gross Domestic Expenditure on R&D (GERD) (Fig. A1.5) as indicative for comparison purposes given that it is based on the ratio of the total requested EC contribution in retained proposals to the expected GERD in 2007.

Later on, in June 2009, The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 gives more details about the success rates (Figs. A1.6 and A1.7) and express the country results using the Europe map (Figs. A1.8, 1.9 and 1.10). In all cases EU12 have the lowest percents.

The results of the EU12 in FP7 programme are in general in accordance with their investment in innovation – see the recent study reported by Pierre Godin, Regional Policy and Research & Innovation issues (Fig. A1.11).

## **1.2 FP7-ICT statistics**

The results of participation of research teams from New Member States (in what follows NMS or EU12) in FP7 ICT are considerably worse than in FP6 (and much worse than in FP5). Barriers for newcomers from EU12 persist and have not diminished. Moreover it is difficult for even the best EU12 partners to access the top consortia and relevant networks.

The success rate of EU12 teams in IST/ICT programmes has decreased from over 21% in FP5 to 15% in FP6 and finally to 11% in FP7, while the success rate of EU15 has decreased from 26% in FP5 to 20% in FP6 and 17% in FP7 (Figure A2.1). For almost all EU12 countries the funding decreased from FP6 to FP7. As for the coordination of projects the situation is worse: for EU12 participation declined from 17% in FP5 to 8% in FP6 to 7% in FP7, while in EU15 from 25% in FP5 to 23% in FP6 and 22% in FP7. The budget share of FP7 calls until now in total for all NMS is under 4% (comparable with the ones received by several individual EU15 like Greece or Belgium, and vastly inferior to the ones of Germany, France, UK or Italy, see Tables A.2.1 and A.2.2). The number of participants in EC calls from EU12 has decreased from 9% for FP6 IST to 6% for FP7 ICT.

On another hand, a recent study reported by Pierre Godin, Regional Policy and Research & Innovation issues, shows that the percents of poly investments in innovation in ICT are similar in EU12 with the ones from EU15 (Fig. A2.3). Pierre Godin stated that “The priorities are very differently set from MS to MS: Finland and Denmark (which are among top innovation performers in the EU) dedicate respectively 60% and almost 70% of their SF allocations to innovation in the broad sense and have both around 30% (of their total SF allocations) foreseen for RTD and

innovation in the narrow sense, but Denmark focuses the remaining half of its funds on human capital (28%) while Finland spreads it out more or less equally between Entrepreneurship, Innovative ICT and Human Capital. Slovenia dedicates also a bit more than 30% of its SF allocations to research and innovation in the broad sense, but  $\frac{3}{4}$  of that are foreseen for RTD and innovation in the narrow sense, i.e. research projects, technology transfer, infrastructure, etc. Also with regard to spending on innovative ICT national priorities become evident: Austria (also among the good performers in terms of innovation in the EU) is quite similar to Denmark and Sweden with regard to the overall planned RTD and innovation spending, but: only 1,5% goes to ICT. This percentage is similar to that of Bulgaria (having together with Malta the lowest percentage for research and innovation (14.9% of the total SF allocations). This contrasts the 9.5% of the Slovak Republic for ICT investments (of a total of 23.5% for research and innovation).”

### 1.3 SPRERS' statistics

SPRERS' comparative analysis with respect to the GDP shares of EU12 countries revealed several positive facts:

- The percent of proposals involving NMS to FP7-ICT is 9.23% (Fig. A2.1) being larger than the percent of GDP shares<sup>1</sup> of EU12 which is 7.61% (see Fig. A2.2 from Annex 2).
- The percent of evaluators affiliated in EU12 institutions is 11.56% being significantly higher than the percent of GDP shares (Fig. A2.3).

On the other hand the success rate of proposals from EU12 is only 12% with respect to a success rate of 17% in EU15 (Fig. A2.4) and the EC contribution in most of EU12 countries is smaller than the corresponding GDP shares (Fig. A2.5).

The summary of the EU12 involvement in FP7-ICT (as illustrated in Figure A2.6) suggests the existence of some strong points, e.g. the number of evaluators and of proposals involving teams from EU12, but also of the critical points, e.g. the number of successful proposals especially with coordinators from EU12.

Looking more specifically to the successful proposals in FP7-ICT Objective 1.2 (subject of interest for SPRERS project) involving EU12 teams and to the numbers of published research papers in the field of software services one can infer that there is a certain degree of correlation between the visibility of teams working in software services and successful proposals in Objective 1.2 (see Fig. A2.7). More details about this subject will be presented in the public deliverable of SPRERS D1.4 “*White paper about EU12 competences and proposals for software services*” expected in September 2010. In what follows we present the most important preliminary results of the statistic study as being a snapshot of the performance of EU12 institutions through one of the most important and well funded Objective of ICT programme.

In order to gather information concerning the involvement of EU12 countries in research activities concerning service software two main sources of data were used: public FP7-ICTC documents and Scopus database. The first source was used in order to obtain information about participation of EU12 research teams to proposals or retained projects corresponding to Objective 1.2 in Calls 1 and 5. The second data source was explored in order to extract data concerning the main topics addressed in the context of software services in EU12 with the aim of preparing the information needed to populate the map of competences. In the data mining process similar information concerning EU15 research in software services were collected in order to comparatively analyze the pattern of activity in the two groups of countries.

In order to obtain information about the involvement of EU12 in projects related to software services the lists of submitted and retained proposals corresponding to Calls 1 and 5 were used as primary data source. The methodology we applied consisted of two main steps: (i) selection of the projects corresponding to Objective 1.2.; (ii) computing statistics based on this selection.

The data analysis was driven by the following questions and answers:

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<sup>1</sup> GDP is used as comparison basis being one of the main indicators for the member states contributions for FP7-ICT programme.

Question 1: *Is the distribution per countries of proposals to Objective 1.2. similar or different with respect to the overall distribution corresponding to FP7-ICT ?*

Answer 1. In order to see if there is a particularity of participation of EU12/EU15 countries to the calls corresponding to Objective 1.2. with respect to the pattern of overall participation to FP7-ICT we analyzed both the distribution per countries of the number of proposals submitted to Calls 1 and 5 and the distribution limited to proposals corresponding to Objective 1.2. The main findings of the analysis are:

- The distribution per countries of proposals to Objective 1.2 is similar to the overall distribution corresponding to all objectives, but with a significantly smaller participation of EU12 vs. EU15
- The number of proposals in Objective 1.2 increased in Call 5 with respect to Call 1 in EU15 but slightly decreased in EU12. On the other hand the number of proposals over all objectives decreased from Call 1 to Call 5.
- In absolute values the larger number of proposals are from Poland, while Slovenia is leading both with respect to the number of submitted and of retained proposals when the values per capita are analyzed.

Question 2: *Which is the relationship between expectations and results ?*

Answer 2. The simplest measure quantifying the success is the ratio between the number of retained proposals and that of submitted proposals, i.e. the success rate. An overall image concerning the success rate of proposals submitted to FP7-ICT Objective 1.2 illustrates the significant difference between the EU15 success rate and EU12 success rate, especially in Call 1 (EU15 in Call 1: 17.26%, EU12 in Call 1: 7.50%; EU15 in Call 5: 15.57%, EU12 in Call 5: 11.29%).

On the other hand, one could consider that the expectation of a country is correlated with its corresponding share of the Gross Domestic Product (GDP). Therefore we considered to be informative to compare the countries shares, expressed as percents of the number of submitted proposals, number of retained proposals and GDP. The data analysis showed that there are only two EU12 countries for which the percent of submissions and the percent of requested sum is larger than the GDP share (Cyprus and Slovenia). Similarly there are only two countries for which the percent of retained proposals is larger than the GDP share (Estonia and Slovenia). On the other hand there is no EU12 country with a relative received sum larger than the corresponding percent of the GDP share.

The main findings concerning the relationship between expectations and results are:

- The success rate is significantly smaller in EU12 (9.15%) than EU15 (16.39%);
- The EU12 success rate increased from 7.50% (in Call 1) to 11.29% (in Call 5);
- The percent of retained proposals (per capita) is larger than the percent of GDP only for Slovenia and Estonia;
- No EU12 country has a share of received sum larger than the GDP share.

Question 3: *Is the participation to FP7-ICT influenced by GERD ?*

Answer 3. The Gross Expenditure on Research & Development (GERD) is a measure of the investments in R&D of a country and it is expressed as a percent of GDP. In order to address the question concerning the relationship between GERD and the involvement of a country in FP7-ICT projects we analyzed the distribution of the number of proposals (per capita) corresponding to Objective 1.2 with respect to the value of GERD. Data analysis showed that most of EU12 countries, except for Slovenia and Cyprus, have a small GERD as well as a small relative number of proposals. A further inspection of the available data allowed the identification of three main categories:

- Low GERD values region which contains most EU12, except for Slovenia and Czech Republic; in this region the countries with the largest relative number of submissions are Cyprus and Greece.
- Medium GERD values region which contains most EU15 countries; in this region the countries with the largest relative number of submissions are Luxembourg, Slovenia, Ireland and Austria.
- High GERD values region which contains Finland and Sweden.

The main findings are:

- There is only a weak positive dependence between GERD and the participation to FP7 projects (slightly more significant in the case of retained proposals than in the case of submitted proposals)
- Best results are obtained by countries having a medium GERD. This can be explained by the fact that these countries have enough funds to stimulate the research but not enough to finance all projects, which increases the interest in FP7 competitions.

Question 4: *What tell us the evaluation results ?*

Answer 4. The main remarks which can be extracted from the available data are:

- the ratio of EU12 financed projects increased in Call 5 with respect to Call 1;
- the ratio of proposals below threshold increased in Call 5;
- the ratio of not financed proposals but with evaluation above thresholds decreased in Call 5;
- there are only two EU12 countries with more proposals with evaluations above the thresholds than below the thresholds (Hungary and Bulgaria).

Question 5: *There are active and successful EU12 institutions in FP7-ICT Objective 1.2?*

Answer 5. The number of projects in which an institution can be used as an indicator of its involvement in research. Therefore we computed for each EU12 country the number of institutions which submitted at least one proposal to FP7-ICT, Objective 1.2. (Call 1 and Call 5). The data analysis showed that the number of institutions involved in proposals significantly decreased from Call 1 to Call 5 (the decrease is dramatic in some countries, e.g. Slovakia). As is expected, in large countries, e.g. Poland, the number of involved institutions is high but there are also rather small countries (e.g. Slovenia, Hungary) with a significant number of involved institutions. By analyzing the different categories of projects with respect to the evaluation outcomes (financed projects, non financed projects but with evaluation above thresholds, projects with evaluation below thresholds) one can infer knowledge about the quality of submissions. The main findings are:

- Increased involvement of companies in FP7 (especially in Call 5);
- There are several EU12 institutions with more than 3 proposals in FP7-ICT, Objective 1.2;
- Successful countries (with respect to FP7 Obj. 1.2) have institutions with strong involvement in FP7.

Question 6: *There is a correlation between the involvement of research teams in FP7-ICT Objective 1.2 proposals / projects and their visibility through publications in the field of software services?*

Answer 6. In order to gather more knowledge on this correlation we constructed the lists of countries sorted decreasingly by the number of papers and of submitted proposals. By analyzing the available data we concluded that the ranks of a country in both lists are close. Moreover some countries have the same position in both lists (e.g. Poland, Slovakia, Malta). There are a few countries (e.g. Romania, Czech Republic, Cyprus, Lithuania, Estonia) which have a better position with respect to the number of published papers. On the other hand other countries (e.g. Hungary, Slovenia, Bulgaria, Latvia) have a better position with respect to the number of proposals.

## **1.4 Factors and barriers impacting EU12 performance**

Several common factors impacting EU12 performance in FP7-ICT were identified during the special session organized at ICT 2008 conference in Lyon:

- a low number of project coordinators from EU12;
- still insufficient number of participations from NMS;
- even excellent EU12 partners are often not admitted to powerful consortia (exclusive-club effect);
- lack of funds for building up personal networks and preparing proposals in a systematic manner;
- low EU12 scientists' salaries/costs in projects;
- lack of industrial research, inadequate cooperation between industry and academia in EU12;

- poor visibility and promotion of EU12 excellence (resulting in poor awareness among EU15 and lack of motivation to look for partners from EU12).

The final report of the meeting stated the followings: “Although there are some differences among presented countries, there are many common problems and obstacles. They can be summarised as follows:

1. There is lack of long term, sustainable national policies, strategies, priorities and programmes related to ICT research. Funds allocated to research are not sufficient in the EU-12. National programmes do not support enough excellent research and research teams, cut edge technologies and research centres.
2. The lack of industrial research it is obvious, almost all research is carried out in academia and research institutes, funded by the government.
3. Lack of cooperation and common projects between academia and industry research
4. The quality of the NCP work varies significantly among countries. It depends a lot on logistic and administrative support in the relevant country and the abilities/dedication of the NCP person. These issues have had a significant impact on quality of dissemination of information etc.
5. The lack of essential experience, and confidence impedes the involvement of EU- 12 Countries in Consortia as a Coordinators. Problems related to management skills and proposal writing lead to unsatisfactory evaluation results gained by institutions trying to act as coordinators. Almost in all project from the above mention countries, researchers have been involved only as partners.
6. There is still insufficient networking and exchange of good practices among research partners from EU-15 and EU-12 (common workshops, brokerage and networking events etc.).
7. It is very difficult to enter into consortia with experienced coordinators and top and key researchers and industry players. There are various reasons for this state of affairs, i.e. successful partners tend to cooperate with already known partners and avoid the risk of carrying out projects with new partners whose reputation is not known to them. On the other hand, the lack of good promotion of EU-12 research organizations and their poor visibility does not help to establish a sound reputation for even excellent research organizations from EU-12.”

Other barriers to participation in FP7 ICT programme that were identified in general for all EU27 institutions are the followings:

- Difficulty in finding matching funding issues
- Cash flow implications
- Lack of information about the programme
- The scale of the projects
- Managerial issues
- Intellectual property issues
- Timescale of proposal process
- Timescale of research activity
- The complexity of the programme design in terms of variety of instruments and initiatives
- The level of competition for EC funding due to the inclusion of non-EU partners
- The level of competition for EC funding due to the inclusion of partners from new member states
- The level of competition for EC funding due to the financial crisis
- The fragmentation of the research funding across different actions
- The selection criteria used for the evaluation of proposals
- The current financial crisis

Idealist2011’s recent report (How research project co-ordinators choose partners for ICT proposals, February 2010) states that:

- 1 EU12 research teams are not well known to EU15 coordinators. EU15 have long experience of working together, which gives them confidence both to invest in the effort of writing a proposal and that the project will deliver its intended results
- 2 EU12 researchers are inexperienced in collaborative working, and so their proposals and consortia lack coherence
- 3 EU12 research teams lack contact and experience with industry

Moreover, “Partnering is very conservative. Coordinators choose research teams with whom they have previously collaborated, or are recommended by those they trust: other partners in the consortium. The reasons they are conservative are that newcomers involve higher risk at both the proposal and project stages. Risks are primarily in the area of collaboration: will the newcomers produce the planned results, will they be cooperative, and will they support the overall project objective. To overcome these problems newcomers must become known to coordinators through networking in the research environment, and demonstrate their collaborative skills in practice. For collaborative research, collaboration skills may be as important as research skills. The necessary trust is built over years.”

## **1.5 Searching for solutions**

As states in the FP7 Progress Report Communication from 27 April 2009, “measures already taken that will help to enhance participation rates of EU12 in the Framework Programme include efforts put in place by DG RTD in support of a strong NCP network, and the establishment of Technology Platforms at the national level that have proven to be successful in involving industry in R&D activities”.

Moreover a special group of ICTC was build in 2009 with representatives from EU12 and EU15 to discuss the measures that can be undertaken by the European Commission to improve the participation of EU12 at FP7-ICT. Notable and efficient measures were applied until now:

- Special objectives:
  - o Objective 9.4 ICT-2009.9.4 : Strengthening Cooperation in ICT R&D in an Enlarged Europe
  - o Objective ICT-2009.9.5: Supplements to Strengthen Cooperation in ICT R&D in an Enlarged European Union
- Support for participation of EU12 experts at ICT conferences and Proposer Days
- Technologic audits of the EU12 R&D systems

The statistics results of the Calls 4 and 5 shows a considerable increase of the EU12 participation through these measures. In the case of Romania for example, 40% of the approved funding in the frame of Call 5 is related to the Objective 9.5.

Other actions were proposed at the ICT 2008 conference. According to the meeting report, “In order to start tackling those issues and obstacles, some specific measures should be taken, but it was highlighted that standards of excellence is a must!

- 1 The most important task, or the starting point should be the classification of research capacities in each country according to Challenges and Objectives. In order to achieve that, EC shall launch a study per target country (subject to internal approval) costing 60 000 €each with a duration of 6 months. The NCPs/ICTC Committee Delegates should propose to DG INFSO 5 independent consultancy companies recognized by relevant Ministry or bodies in their country as competent to carry out this work. The best company out of these 5 be given the task after a negotiated tender procedure. The contract will be signed between the EC and the company concerned.
- 2 The NCP role to be as much as possible standardized in terms of quality, among all states. Perhaps the best way would be to increase awareness of current problems, and some of the common problems in those countries are: high staff turnover, lack of quality staff, overload with work, conflict of interest as they might have been prevented access to research institutions.
- 3 Idealist project – is it good enough and who has the biggest benefit of it? Most attendance agreed that it is very good for newcomers, for special expert search and as a good support tool, for NCP when need to explain reasons for rejecting proposals etc. However, some things need to be improved like partner search facilities. All countries want to improve partner search tools and facilities. That could be achieved by implementation of tools and facilities or powerful search engine that will supplement new member states and AC. A dedicated database should be considered. In this context a format should be created indicating information showed to be prioritized by stakeholders for partner search. It should be established what information the form must comprise of, i.e. what info is the most important for the quality partner search.

- 4 Apart from above mention specific tasks it was mentioned that countries can leverage better funds from SF and IPA as those funds can be used to resolve, in the long term, some of the problems like increasing research capacities and building research infrastructure.
- 5 Another solution might be providing more space and visibility to speakers from NMS at international events organized by the European Commission and increasing the number of evaluators invited from NMS to the FP7 project evaluation.”

The recent Idealist2010 deliverable “How research project coordinators choose partners for ICT proposals” (February 2010) presents also several recommendations: “Replies can be summarized in three groups:

- Networking: increasing EU12 publication in leading scientific journals, attending more international scientific conferences, workshops and summer schools, perhaps providing travel grants for these activities
- Working together, to build mutual trust: fellowships and sabbaticals for EU15+ researchers to work in EU12 institutions, exchange of PhD students and post docs
- European Commission actions: special Calls to add EU12 to existing consortia (preferably announced not pre summer!), special project types, similar to SICA, extra evaluation points for EU12 participation, EC to pay the additional management costs incurred.

For EU12 researchers to become known:

- 1 They should be encouraged to publish in international journals, so they become better known to EU15+ researchers
- 2 Conferences and EC Information Days which are attended by EU15+ researchers should be held in EU12 countries, to make it easy for EU12 researchers to meet their EU15+ counterparts
- 3 EU12 researchers can be encouraged to network at scientific conferences held in EU15+ countries if they have a paper accepted for presentation by funding for travel.

To help establish EU12/EU15+ trust:

- EU12 researchers need to understand the role of trust in participating in collaborative research: this could be stressed at Information Days
- EU12 and EU15+ should make use of the Capacities programme “Research Potential” for two-way secondments of staff to improve their familiarity with each others capability and ways of working (though this may need budget increases for this programme)
- EU12 researchers could be encouraged to participate in collaborative research (eg university – industry) at the national level, to demonstrate experience of this type of working
- Workprogrammes could include more opportunities to add a partner to an existing project, because this minimises risks of involving new partners at both the proposal and project stages.

## 2. Proposals for indirect actions

### 2.1 Networking

What	Why	How	Who
Increase visibility	In order to improve the participation of EU12 in FP7-ICT programme a first step is to increase the visibility of research groups from EU12 involved in special fields	This can be done through <ol style="list-style-type: none"> <li>1. raising first their awareness of the need of enhancing their European collaboration,</li> <li>2. then identifying the groups willing to cooperate and having the appropriate competences, and</li> <li>3. finally increasing their visibility at European level and facilitating their networking.</li> </ol>	EU12 researchers, ministries, and NCPs
Follow-up of networking activities	There is a high demand for the continuation of the successful networking activities, with a specific orientation towards EU12 participants	Several proposals should be identified for successful continuation of networking activities, based on the specific needs and offerings coming from EU12 countries	EC projects
EC support for EU12 expert participation at EC events	High potential and relevant skills of EU12 experts in specific ICT areas should be wider acknowledged.	The EC should continue to support the participation of these experts in major ICT/IST events, including ICT conferences, Proposer's Days, Info Days, and EC initiatives, like FI PPP and others.	EC, EU12 experts
EU12 experts as FP7-ICT projects evaluators	Increased involvement of EU12 experts in the evaluation process is suggested	This will help creating a necessary network of contacts, identifying the research groups that are relevant for each of the FP objectives, for promoting the concept of "research in business" and collaboration between businesses and universities/research area.	EC, EU12 experts
Training of trainers	Highly qualified trainers are needed are able to provide training for FP7 proposants	Training sessions for the essential, practical information related to FP project preparation, FP procedures, project management, and others	EC, EU27 experts

What	Why	How	Who
Special networking sessions	Building of mutual trust which is significant for setting up future consortia and collaboration in ICT projects should be also considered	Funding of networking activities that could gather relevant EU12 actors with their EU15 counterparts.	EC EU27 experts
Study visits	Increase the knowledge of EU12 NCPs and national experts about EU15 R&D activities	These activities could include the financial support for NCPs for organizing study visits in EU15 national centers of excellence for EU12 experts	NCPs, EC
Enhanced technological audit	Increase the knowledge about availability for cooperation of EU15 teams	Enhanced Technological Audit for EU15 countries or development of a “who-is-who” database for EU15 experts	EC, EU15 NCPs
Digital presence	Significant improvement in the relation of EU12 and EU15 actors in ICT	Preparation of profile pages for EU12 institutions, or building of national digital repositories in EU12 countries	EC, EU12 NCPs & institutions
Networking session at ICT conference	Meeting places for EU27 teams	Networking sessions for EU15+EU12 could be foreseen in the context of the next ICT Conference	EC, EU projects
Results of results	Promote excellence to stimulate researchers	Present success stories of various niche, innovative projects	EU project
ICT techniques for ICT specialists	Appealing to modern techniques and the language of ICT specialists	Producing and using videos/ multimedia materials for the knowledge transfer with regard to ICT Programme and procedures, ICT topics, and ICT projects	EC
ICT prizes	Stimulate the participation of EU12 teams	Use ICT prizes as instrument to promote excellence in EU27	EC

## 2.2 Awareness

What	Why	How	Who
Results of results	Increase the awareness of industry with respect to the importance of research	Present success stories of various niche, innovative projects	EC projects
SMEs help	Small highly innovative SMEs are often encountered in EU12 countries	Specific measures and/or funding schemes dedicated to small R&D players, especially SMEs could be considered.	EC, ICTC
Become real NCP	Specific interest must be offered to the role of EU12 NCPs for improving awareness	NCPs should <ol style="list-style-type: none"> <li>1. know the situation in the country, visit institutions, and stimulate the discussion between experts.</li> <li>2. be more active and mobile in getting in touch with participants, and have real trust in their skills</li> <li>3. be more helpful, as there is a continuous need to guide the participants in writing proposal (experience shows that written guidelines is not enough)</li> </ol>	EU12 NCP
NCP for SMEs	Specific attention should be offered by EU12 NCPs to SMEs	NCPs should meet SMEs, get necessary inputs from them and represent them, whenever necessary.	EU12 NCPs
NCP stability	An important problem of NCPs in NMS is their under-financing and lack of continuity and stability in their work	Avoid staff changes, underpaid personnel, lack of systematic approach to building a national system of NCPs	EU12 NCPs

### 2.3 Best practice and competence promotion

What	Why	How	Who
EC support for expert participation in EC events	Increase the awareness of best practices	EC should continue to support the cooperation and networking of NCPs and the focused events organized by them, as well as the support for travel for EU12 experts at EC events	EC, NCPs, EU12 experts
Show cases	Need trainers who will provide training with regard to essential, practical information related to various aspects of FP7 projects	The European Commission should present more “results of results”, including best practices and success stories coming from small projects (niche projects, and innovative projects)	EC, EU projects
Personnel costs flexibility	There is a need for more flexibility in accounting of personnel costs in ICT-FP7 projects.	Participants should have the possibility to choose between real cost and flat rate (like in Marie Curie).	EC
Leaders involvement	Help building a better network of contacts	It is proposed to have better involvement of EU boards and expert groups in training actions, especially from EU15, in order to get access to a wider experience coming from these groups, or FP evaluators.	EC, EU27 project Leaders, EC project evaluators
Financial services	Best practices in financial aspects of FP7 project are needed.	EC support for projects that provide financial services and advices or information, especially for potential FP participants (including EU12 participants) who have not previously participated in FP projects.	EC
Business vs. research	Promote the concept of research in business and cooperation with EU12 academics	Make known the examples of research FP7 project that successfully impacted European ICT industry	EC, EU projects
Procedures simplification	Remove the administrative burden associated with FP7 projects	Introducing more financial flexibility in FP7 procedures.	EC

## 2.4 Staff mobility

What	Why	How	Who
Mobility of young researchers	Encourage young researchers from EU12 to take action	Improved support measures for mobility of young researchers should be considered, but this has not to be limited only to FET projects; provided that FET initiative for Young Scientists proves to be effective.	EC, ICTC
NCP mobility	Increase the knowledge of NCPs about R&D competences	Financial support for NCPs should be considered for organizing “study visits” in national centers of excellence for EU12 and EU15 stakeholders	EC, EU12 ministries

## 2.5 Proposal evaluation criteria & Performance monitoring

What	Why	How	Who
Modified impact criteria	Ensure the European area coverage	ICTC to consider including additional sub criterion in the Impact criterion: it should be complemented in such a way that project proposals should be also evaluated as regards the coverage of partners in convergent regions (similarly to Capacities Programme).	EC, ICTC
Results of results	Need show cases with best practices especially for SMEs	Success stories, best practices, especially for SMEs and small, innovative projects should be considered.	EC, EU projects, NCPs

## 2.6 Proposer support

What	Why	How	Who
EC support for EU12 experts at EC events	Participation to specific networking events (Info Days, Proposers Day) offers the basic support for networking.	The EC should continue to support the participation of these experts in major ICT/IST events, including ICT conferences, Proposer's Days, Info Days, and EC initiatives, like FI PPP and others.	EC, ICTC
Simplified procedures	There is a need to reduce the administrative effort related to the preparation of the proposal	EC is invited to define a framework of simplified procedures in order to reduce the administrative effort related to the preparation of the proposal	EC
National support	National initiatives could improve participation rate	These initiatives could include: <ol style="list-style-type: none"> <li>1 reimbursement of preparation costs,</li> <li>2 offering additional funds for successful projects,</li> <li>3 creation of national/local departments that could offer support for writing and developing proposals</li> </ol>	EU12 research agencies
Simulation tool	Understanding the FP7 procedures is essential for a EU12 team participation	Develop a simulation application, or simulation tools aimed on preparing potential participants for FP project preparation, submission and management. This could be complemented with training for project preparation (the training process could propagate from the national level, to the organization and team level).	EC
Financial services	Administrative burden is a threat for the EU12 participation.	Consider funding of projects that provide financial services and advice/information especially for potential FP participants (including EU12 participants) who have not participated in FP projects yet.	EC
Focus on SMEs	EU12 SMEs are successful in FP7 proposals	EC to propose measures/funding schemes dedicated to small R&D players, especially SMEs.	EC, ICTC

### 3. Proposals for direct actions

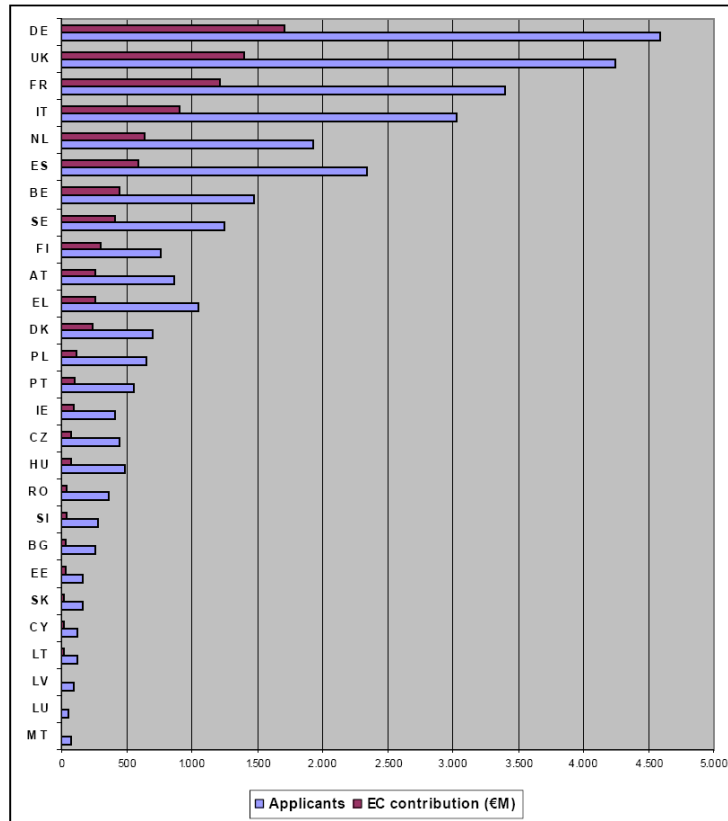
What	Why	How	Who
Additional funds for on-going projects	Stimulate the international cooperation, and international contacts, especially from EU12 to EU15 participants	EC is invited to continue to support top-up calls.	EC
Research vs. industry	A specific need for better understanding the academic and industrial culture has been identified	EC is invited to continue the efforts to stimulate the collaboration between academia and industry in the FP7-ICT projects.	EC, ICTC
EU12 presence in decision positions	Exploitation of existing potential and skills in EU12	Could be realized by increasing the number of employees from EU12 in the DG INFSO, as well as by an improved involvement of EU boards and expert groups in training actions	EC
Special ICT objectives	The participation in successful proposals allowed EU12 participants to have the opportunity to work with the teams from on-going projects and to acquire the knowledge and trust for the future ICT calls	EC is invited to continue to support the top-up calls and enlarged Europe calls proposed in the FP6-IST as well as FP7-ICT-Call-5 that have attracted a significant number of participations from EU12	EC, ICTC
Financial services	Administrative burden is a threat for the EU12 participation.	Consider funding of projects that provide financial services and advice/information especially for potential FP participants (including EU12 participants) who have not participated in FP projects yet.	EC
Focus on SMEs	EU12 SMEs are successful in FP7 proposals	EC to propose measures/funding schemes dedicated to small R&D players, especially SMEs.	EC, ICTC

## 4. Proposals for actions at national levels

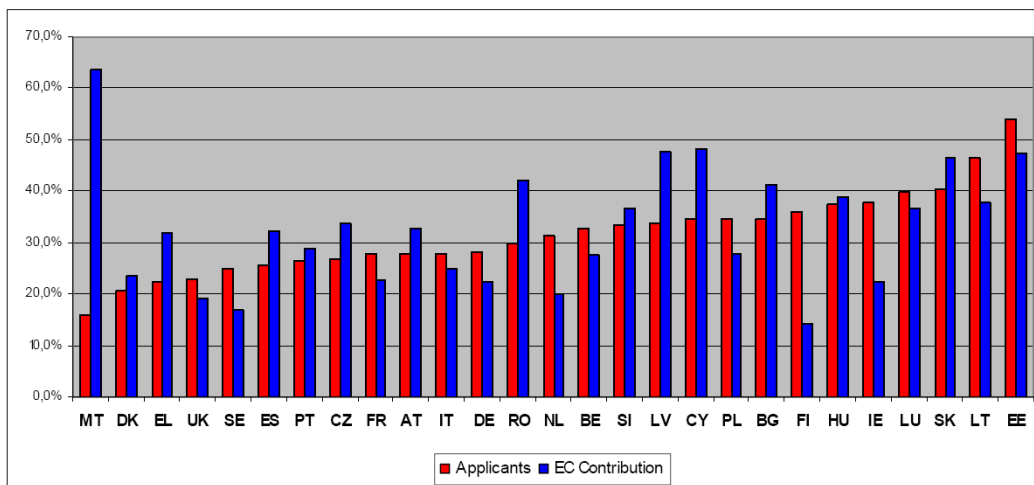
What	Why	How	Who
Industry towards research	There is a clear need in EU12 to increase the awareness of industry with respect the importance of research	<ol style="list-style-type: none"> <li>1 Presents results of research to industry (including information about success stories from SMEs),</li> <li>2 Obtain better government support for achieving this collaboration.</li> </ol>	EU project with EU12 involvement, EU12 research agencies
NCP new face	EU12 NCP activity should be improved	<p>The NCPs should</p> <ol style="list-style-type: none"> <li>1 know the situation in the country,</li> <li>2 visit institutions,</li> <li>3 stimulate the discussion between experts;</li> <li>4 help on contacting the EC</li> <li>5 support for brokerage events</li> </ol> <p>More attention should be put to ensuring stability and continuity of work of NCPs.</p>	EU12 NCPs
Stimulate the FP7 participation	Specific instruments should be set-up, funded and used in order to stimulate writing of proposals	<ol style="list-style-type: none"> <li>1 Offer financial support for proposal preparation;</li> <li>2 Offer additional funds for successful proposals,</li> <li>3 Establishing specialized NCP departments that are able to support during the development of proposals</li> </ol>	EU12 research agencies
National R&D political chances	Underperformance of the supports from national agencies for proposants support	Design and implement a multi-annual action plan to prepare the R&D community in a better way for participation in EU programmes. This plan should include the provision of training on: proposal writing, EU project management, reporting and administration techniques, dealing with IPRs, financial management, technical English. The plan should also foresee ways to raise the awareness of and provide assistance to R&D organizations to foresee organizational capacities and structures in order to obtain more success in European research programmes.	EU12 research ministries
National platforms	Be a step forward in the preparation of partnerships	Prepare for the development of R&D platforms for joint international tendering. i.e., by mapping available actors (researchers and organizations) that can join forces and place such data into a database with all R&D actors.	EU12 research agencies

What	Why	How	Who
Champions	Need to improve inter-communication	Identify and select key R&D areas where the country can present and or develop itself into a European champion	EU12 research agencies
Just in time information	The R&D national community needs help towards more cooperation with European partners and participation in European R&D consortia	Disseminating EU RDI programme calls for proposals among the national R&D community at an early stage (e.g. via emailing lists, website, call info days, and other channels like NCPs)	EU12 NCPs
Promote the national R&D community	Promote the external visibility of the EU12 R&D community	NCPs should: <ol style="list-style-type: none"> <li>1 Assist researchers from other countries to discover R&amp;D partners in Romania</li> <li>2 Build professional news lists</li> </ol>	EU12 NCPs
Brain drain as a gain	EU12 countries are exporting brains and expertise	Identify and attract expatriate researchers to invest in or contribute to setting up research infrastructure, labs and equipment as well as stimulate partnerships and cooperation with EU12 R&D organizations.	EU12 research agencies
EU12 evaluators	EC project evaluations is the most direct way to train future EC project writers	National support and training for researchers to access evaluator positions for European project applications and to get more EU12 in evaluation committees.	EU12 research agencies

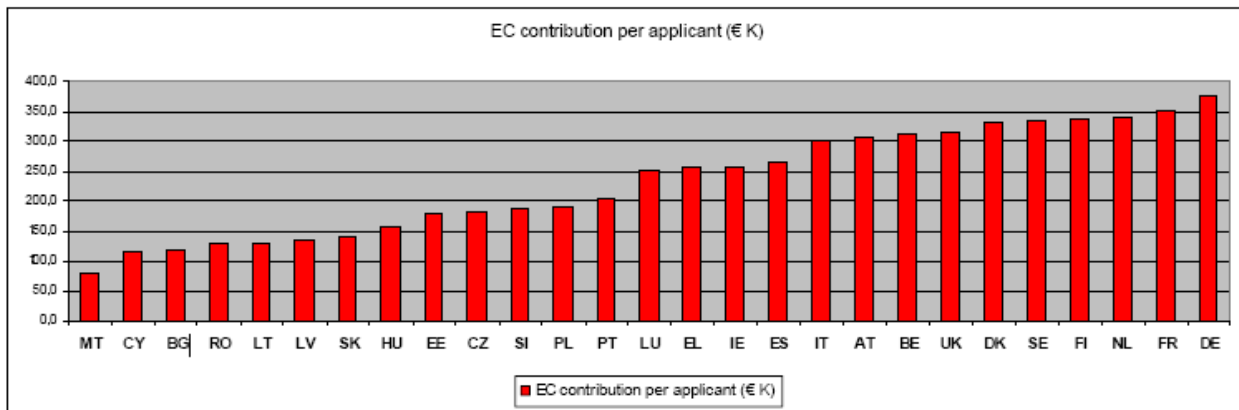
### Annex 1: Official Statistics – FP7 in general



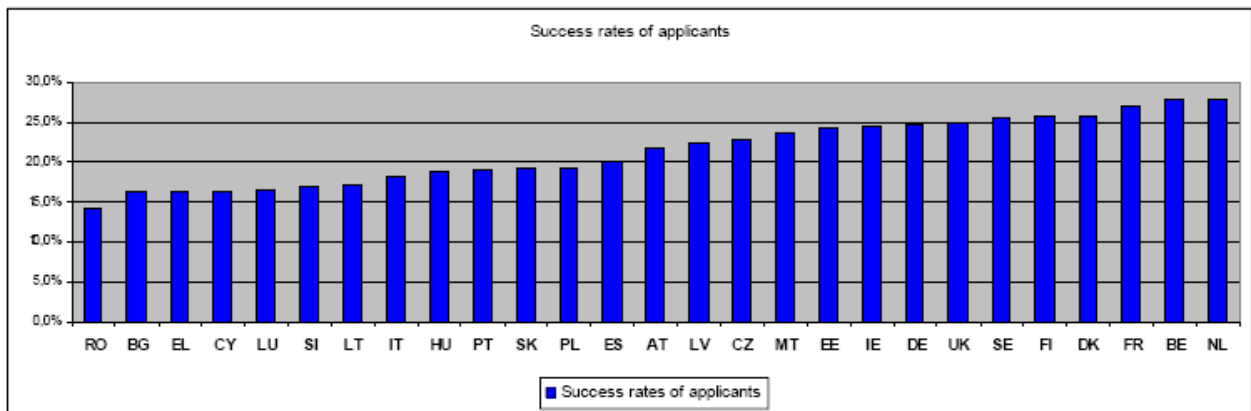
**Figure A1.1:** FP7 Progress Report Communication from 27 April 2009: Number of applicants and requested EC contribution in €million by Member State in retained proposals.



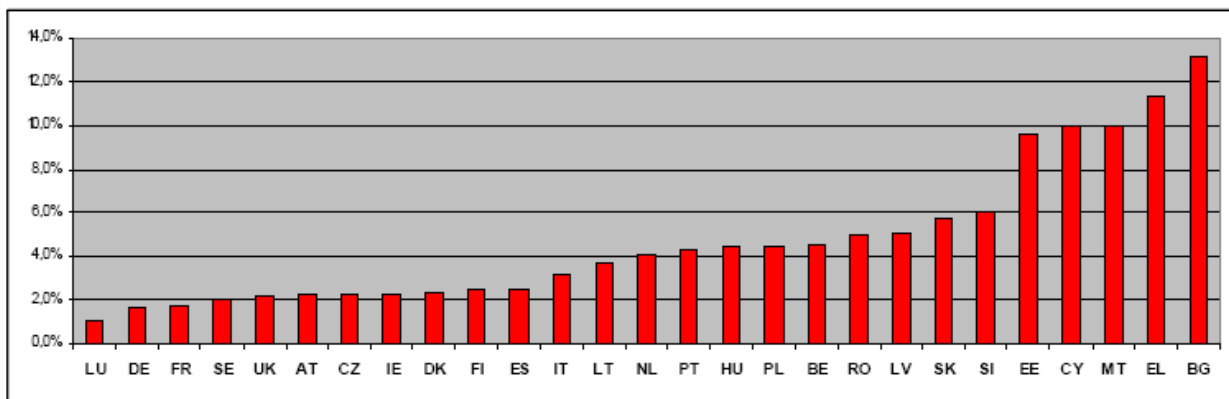
**Figure A1.2:** First Report of FP7 Monitoring – February 2009: Shares of SMEs in numbers of applicants and requested EC contribution in submitted proposals for FP7 calls launched in 2007 (ordered according to numbers of applicants) by EU Member State.



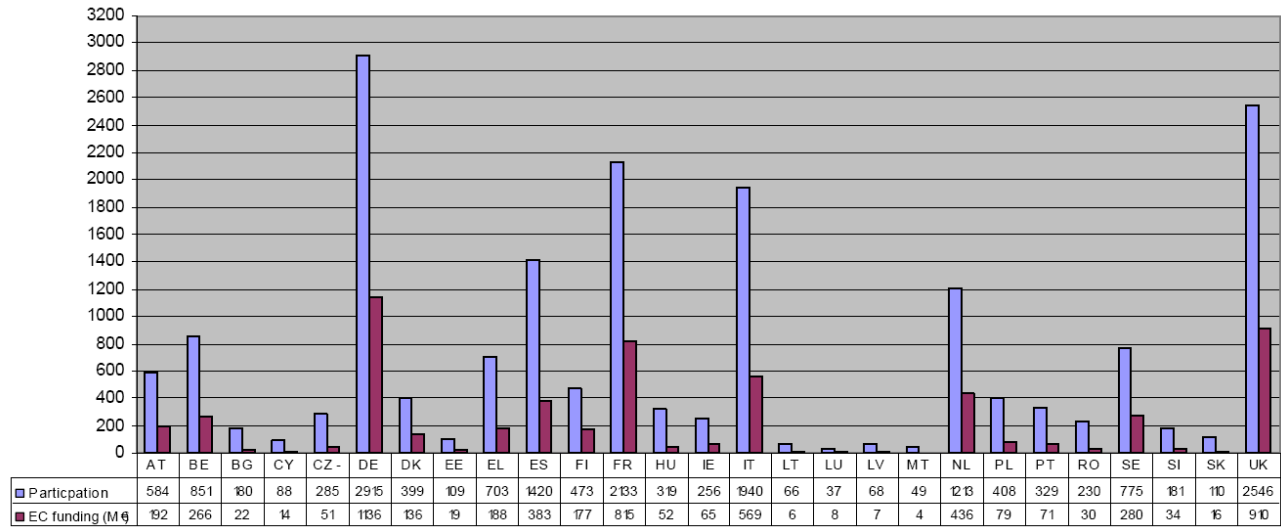
**Figure A1.2:** First Report of FP7 Monitoring – February 2009: Requested EC financial contribution per applicant from EU member states (in €thousand) by country in retained proposals for FP7 calls launched in 2007.



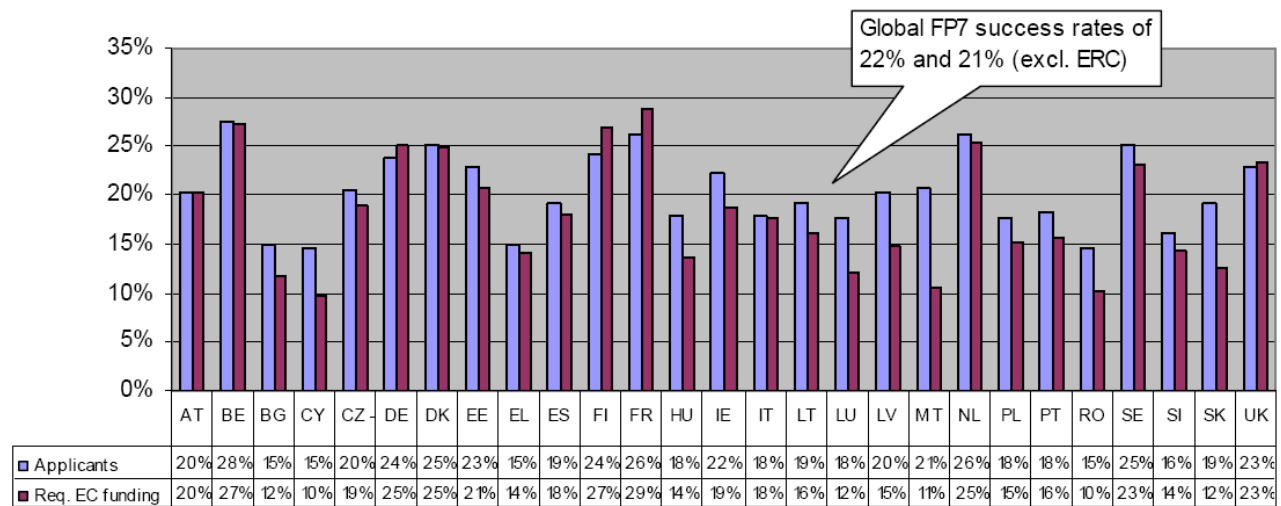
**Figure A1.3:** First Report of FP7 Monitoring – February 2009: Success rates of applicants from EU member states by country in retained proposals for FP7 calls launched in 2007.



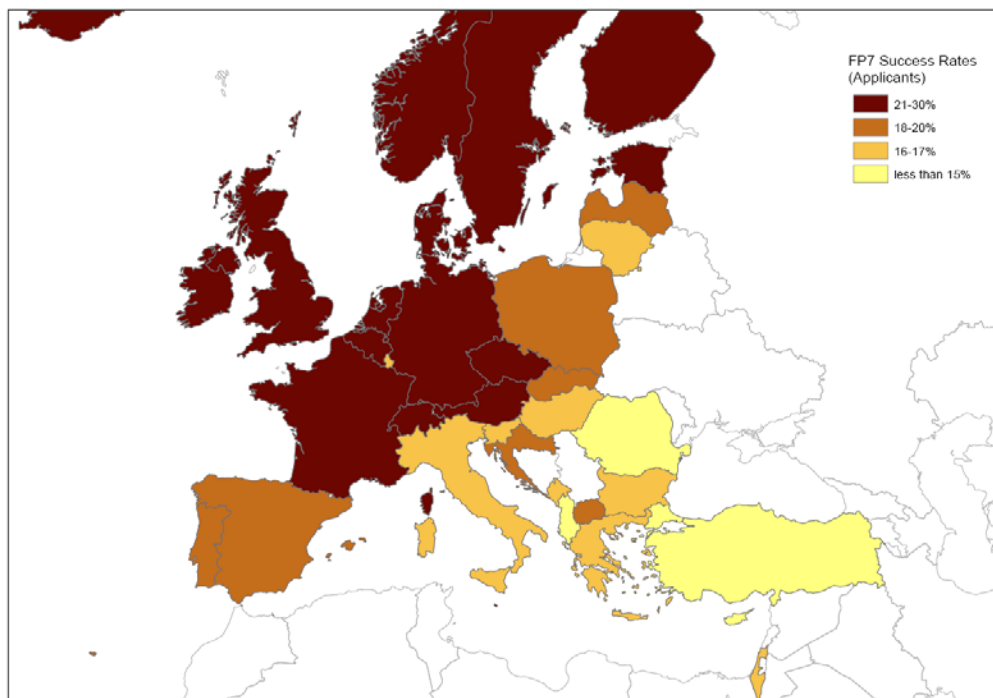
**Figure A1.4:** First Report of FP7 Monitoring – February 2009: Requested EC financial contribution in retained proposals for FP7 calls launched in 2007 as percentage of estimated GERD in 2007.



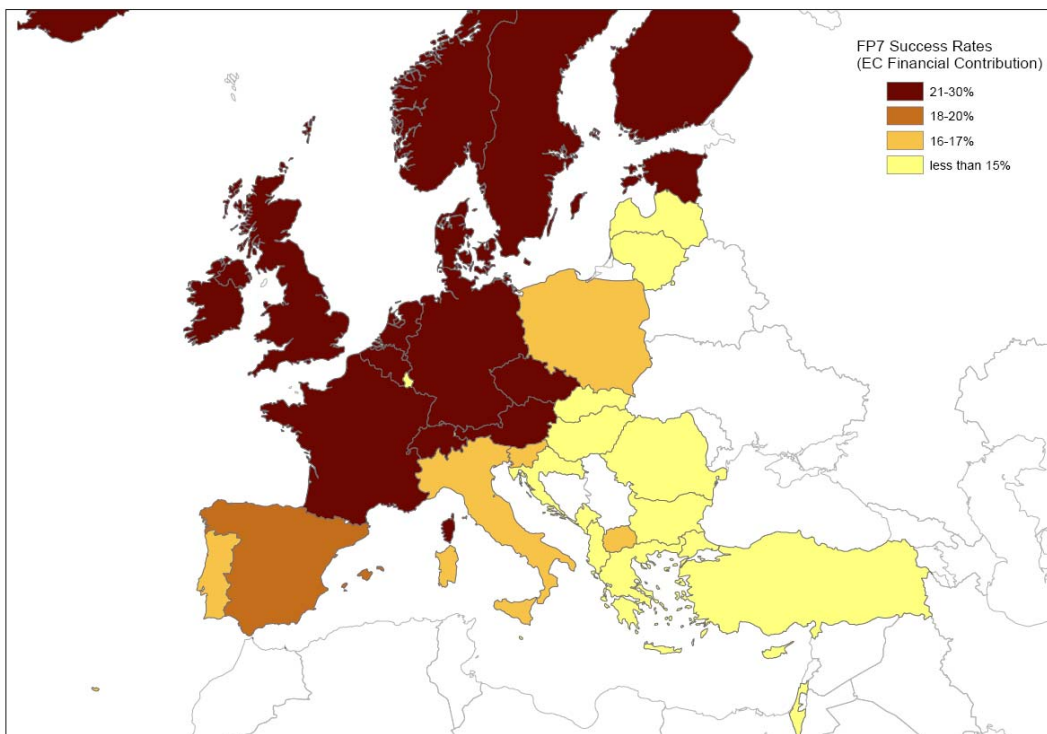
**Figure A1.5.** The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 from June 2009: EU-27 participation and EC funding in FP7 signed grants agreements



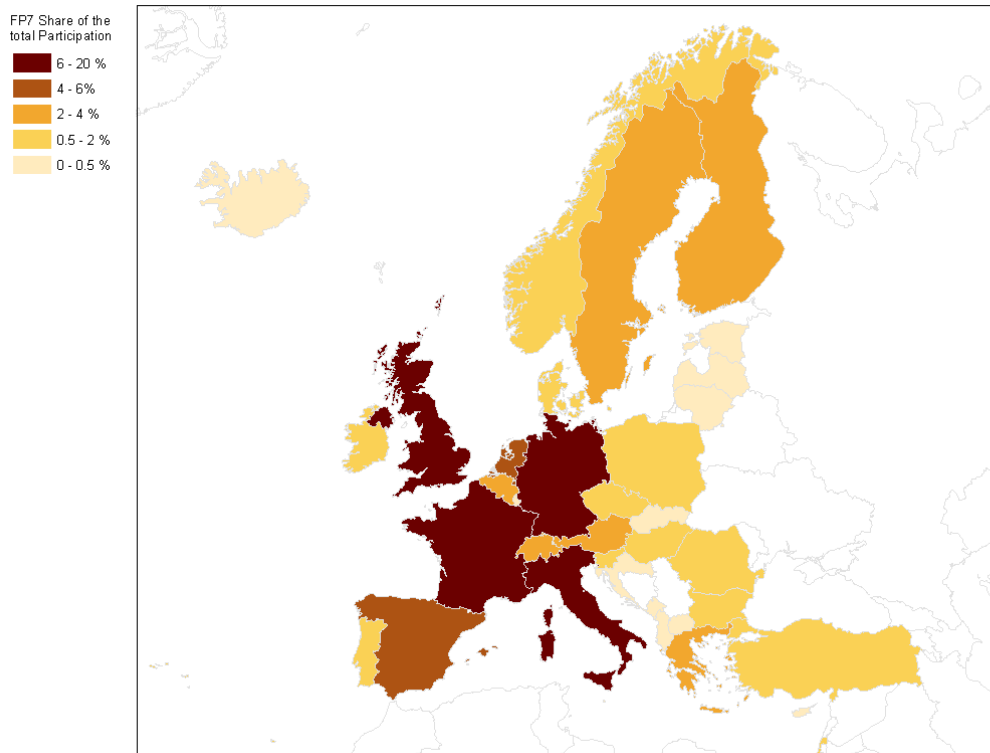
**Figure A1.6.** The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 from June 2009: EU-27 Success rates (excl. IDEAS and PEOPLE) global FP7 success rates are 22% and 21% respectively



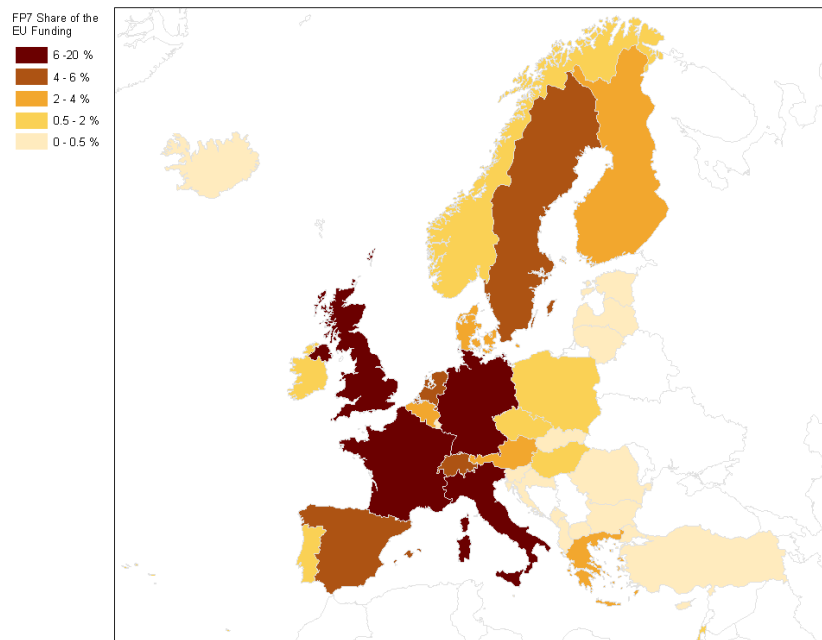
**Figure A1.7.** The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 from June 2009: FP7 success rates in terms of successful applicants (excl. Marie Curie and ERC)



**Figure A1.8.** The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 from June 2009: FP7 success rates in terms of requested EC contribution (excl. Marie Curie and ERC)



**Figure A1.9.** The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 from June 2009: Country-specific participation rates in FP7 signed grants



**Figure A1.10.** The report FP7 Subscription, Performance, Implementation during the first two years of operation 2007-2008 from June 2009: Country-specific budget share in FP7 signed grants

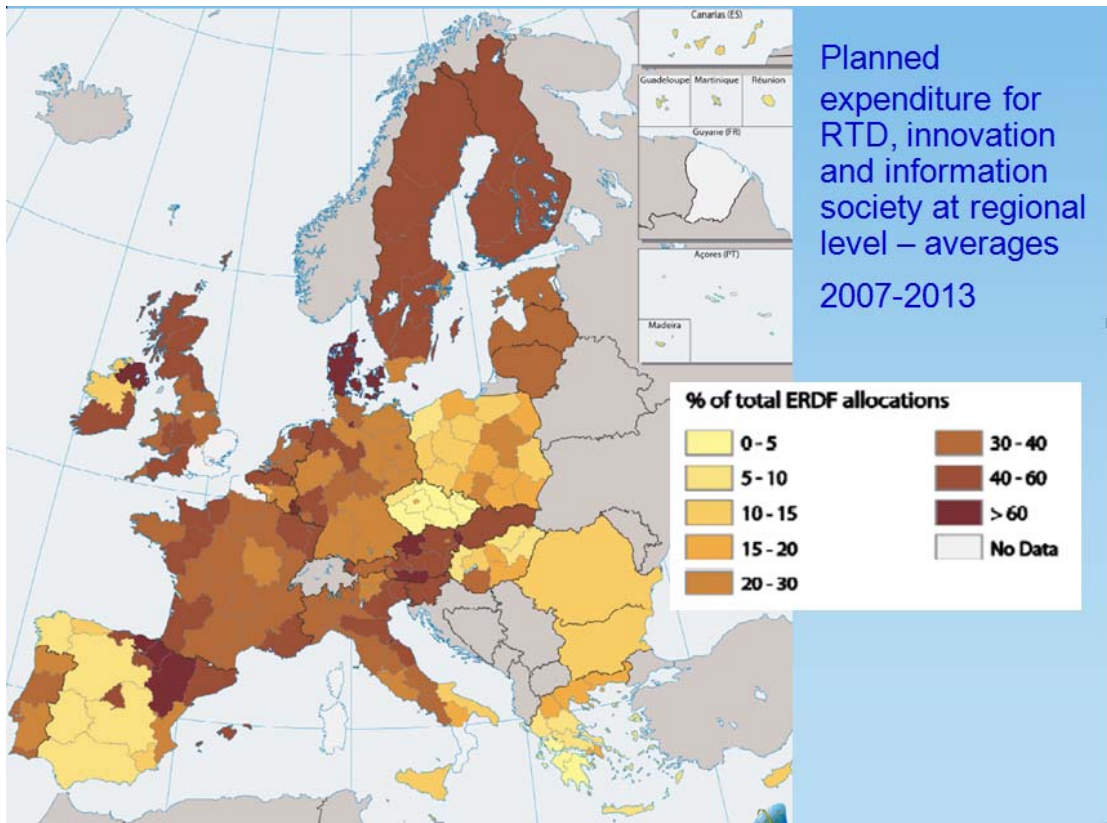
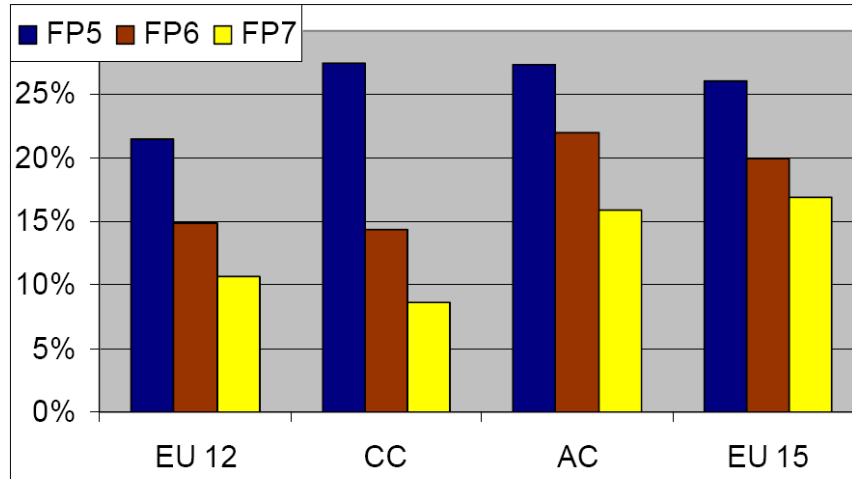
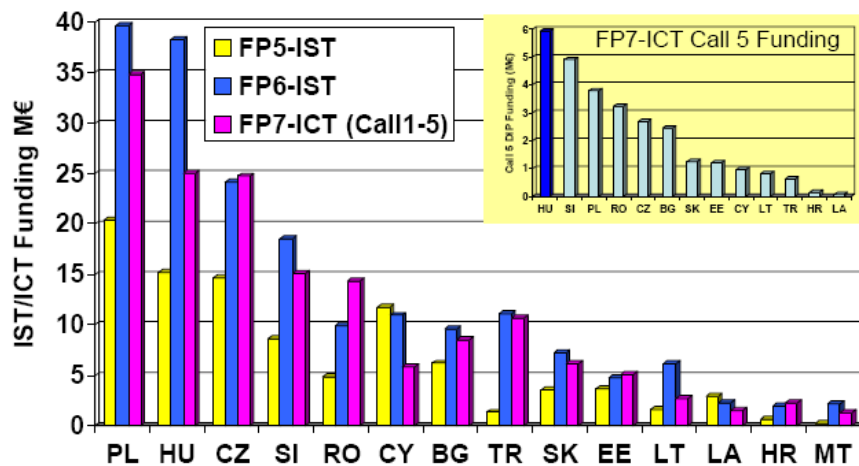


Figure A1.11. Pierre Godin, Regional Policy and Research & Innovation issues: RTD&I Investments

## Annex 2: FP7-ICT statistics



**Figure A2.1** Stephan Pascall @ WG EU12 Integration of FP7-ICTC: Decrease of success rates in ICT/IST programmes



**Figure A2.2.** Sandor Bottka, HU experiences in the FP-ICT participation and related activities, 18 March 2010, SPRERS workshop: FP5-6-7-IST/ICT Funding for NMS

Table A2.1 EC contribution per country

Country	EU Contribution received in Calls 1-4	Share of EU contribution received
Germany	586,383,945	21.55%
United Kingdom	310,835,686	11.42%
France	285,617,071	10.50%
Italy	261,772,875	9.62%
The Netherlands	160,677,325	5.91%
Spain	173,249,814	6.37%
Belgium	130,346,880	4.79%
Greece	117,614,397	4.32%
Austria	102,322,326	3.76%
Sweden	103,886,138	3.82%
Finland	67,553,707	2.48%
Portugal	39,968,771	1.47%
Denmark	35,156,213	1.29%
Ireland	33,166,929	1.22%
Luxembourg	4,993,124	0.18%
<b>Subtotal EU-15</b>	<b>2,413,545,201</b>	<b>88.70%</b>
Poland	22,314,725	0.82%
Czech Republic	18,430,893	0.68%
Hungary	16,250,766	0.60%
Cyprus	10,037,520	0.37%
Romania	10,623,360	0.39%
Slovenia	9,241,107	0.34%
Bulgaria	4,866,985	0.18%
Slovakia	4,925,749	0.18%
Estonia	3,172,841	0.12%
Latvia	1,168,519	0.04%
Malta	1,092,500	0.04%
Lithuania	775,132	0.03%
<b>Subtotal EU-12</b>	<b>102,900,097</b>	<b>3.78%</b>

Table A2.2 Success rate per country

Country	Number of participants in submitted proposals In Calls 1-4	Number of participants in retained proposals In Calls 1-4	Participant success rate In Calls 1-4
Austria	1323	256	19%
Belgium	1466	346	24%
Denmark	494	94	19%
Finland	1016	188	19%
France	3649	755	21%
Germany	6154	1258	20%
Greece	2738	318	12%
Ireland	574	101	18%
Italy	5277	767	15%
Luxembourg	113	15	13%
Portugal	783	119	15%
Spain	3668	525	14%
Sweden	1259	256	20%
The Netherlands	1661	386	23%
United Kingdom	4584	751	16%
<b>Subtotal EU-15</b>	<b>34759</b>	<b>6135</b>	<b>18%</b>
Bulgaria	318	26	8%
Cyprus	263	37	14%
Czech Republic	406	68	17%
Estonia	96	13	14%
Hungary	515	66	13%
Latvia	64	7	11%
Lithuania	100	7	7%
Malta	51	6	12%
Poland	763	108	14%
Romania	527	49	9%
Slovakia	149	25	17%
Slovenia	358	36	10%
<b>Subtotal EU-12</b>	<b>3610</b>	<b>448</b>	<b>12%</b>

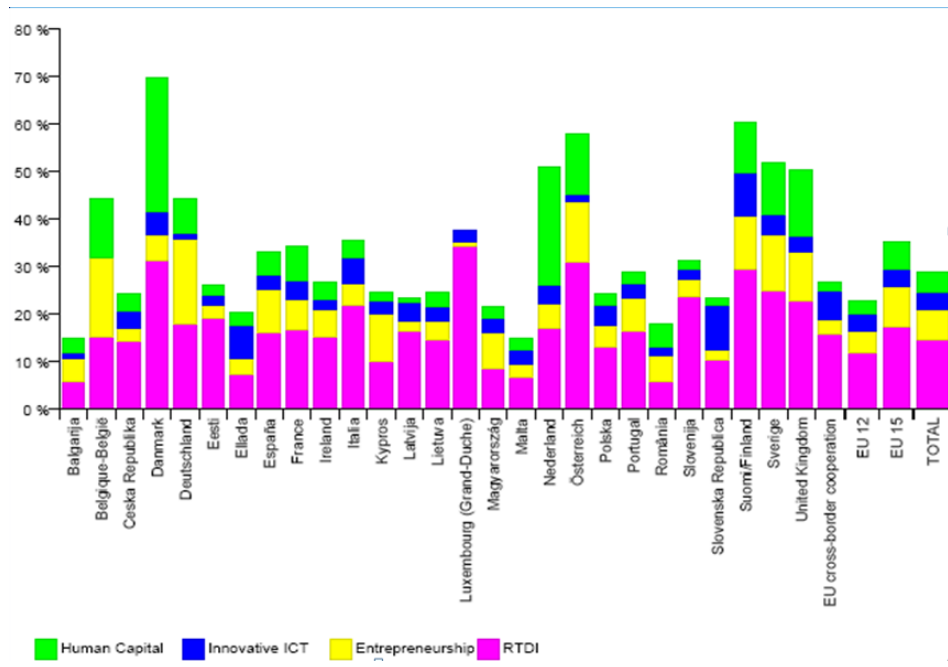
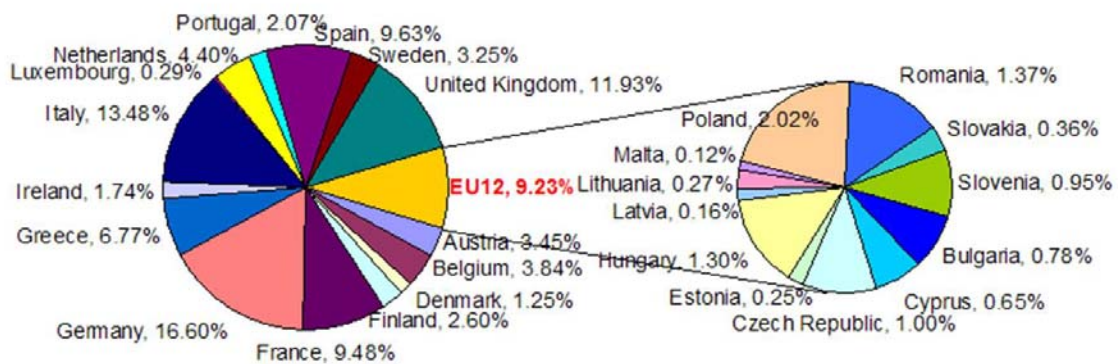


Figure A2.3. Pierre Godin, Regional Policy and Research & Innovation issues: Policy investments in Innovation

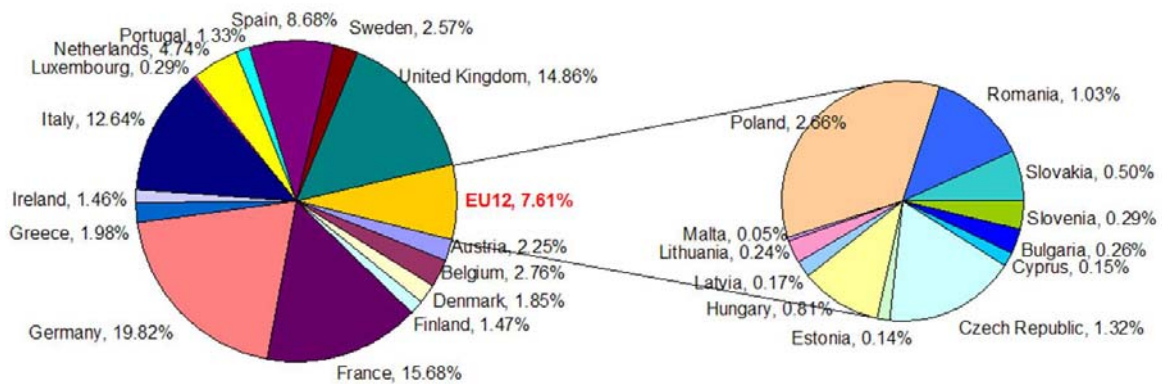
## Annex 2: SPRERS' Statistics

**Percents of countries participations in FP7-ICT calls**



**Figure A2.1.** Percents of proposals in EU27 and EU12

**Percents of GDP of EU27 in 2007-2009**



**Figure A2.2.** Percents of average GDP shares 2007-2009

Percents of EU27 evaluators in ICT Calls 1-5

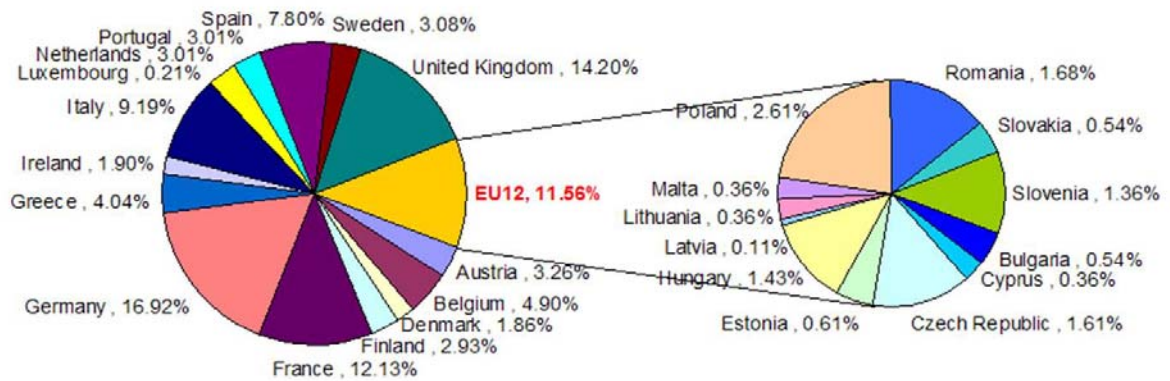


Figure A2.3. Percents of evaluators in FP7-ICT calls

Success rate in ICT Calls 1-5

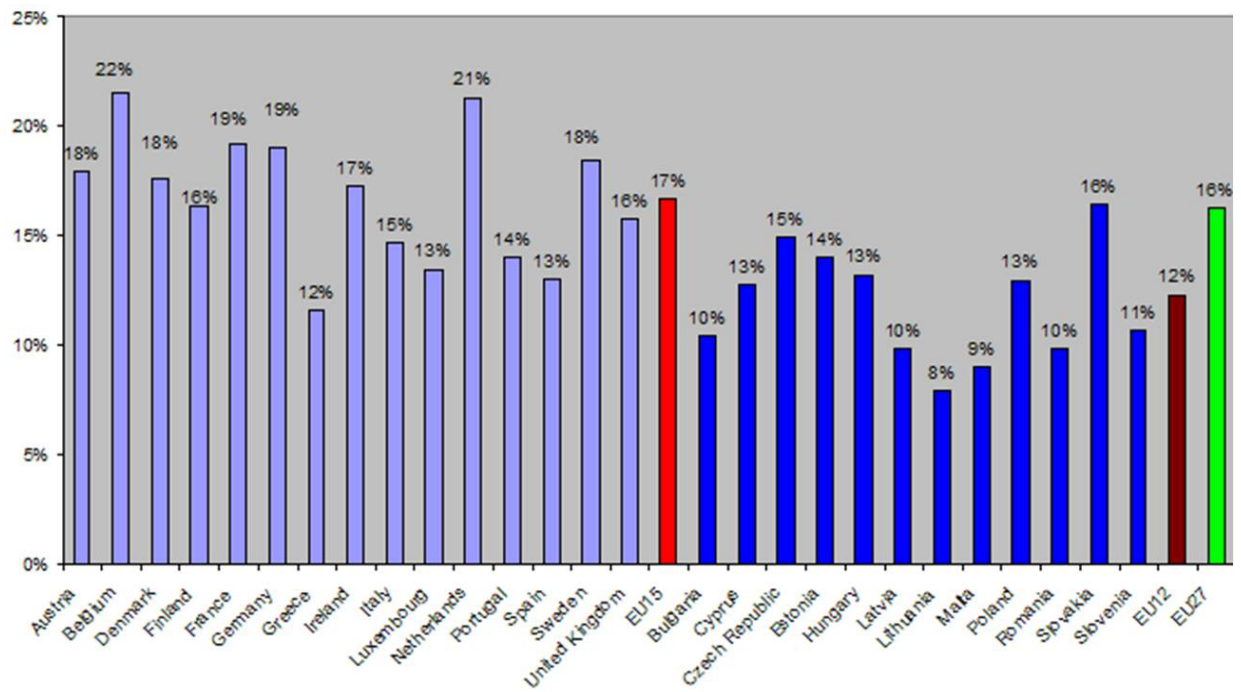


Figure A2.4. Success rate in EU12 versus EU15

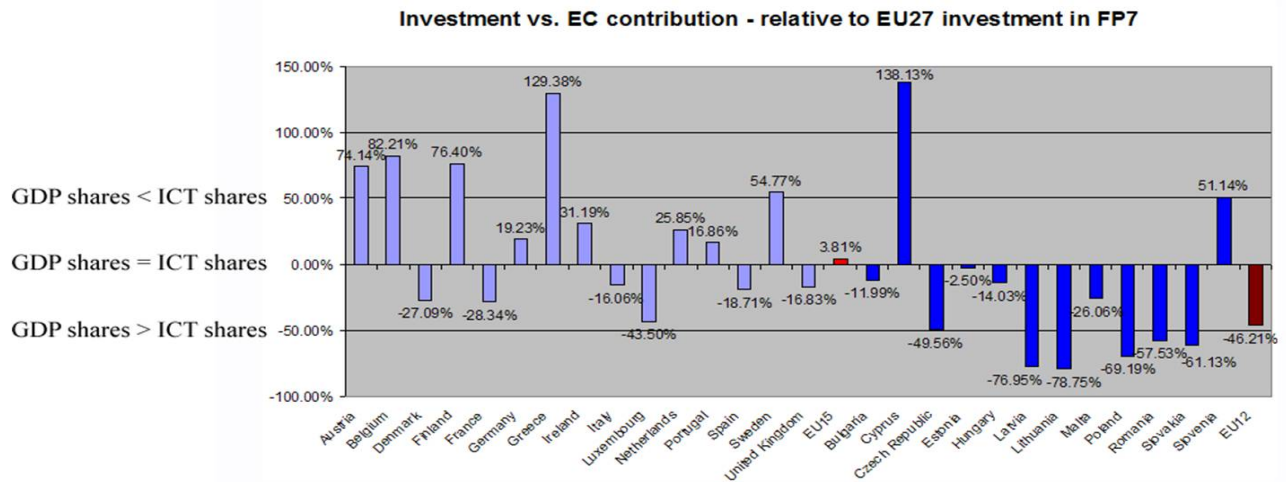


Figure A2.5. Comparison between countries investment and EC contribution

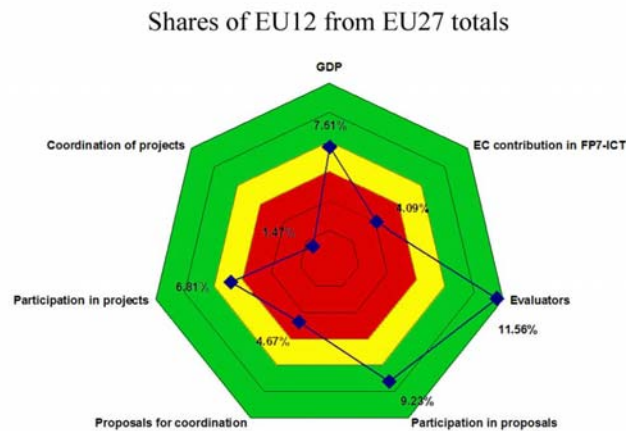


Figure A2.6. Strengths (green) and weakness (red) in shares of EU12 relative to their GDP

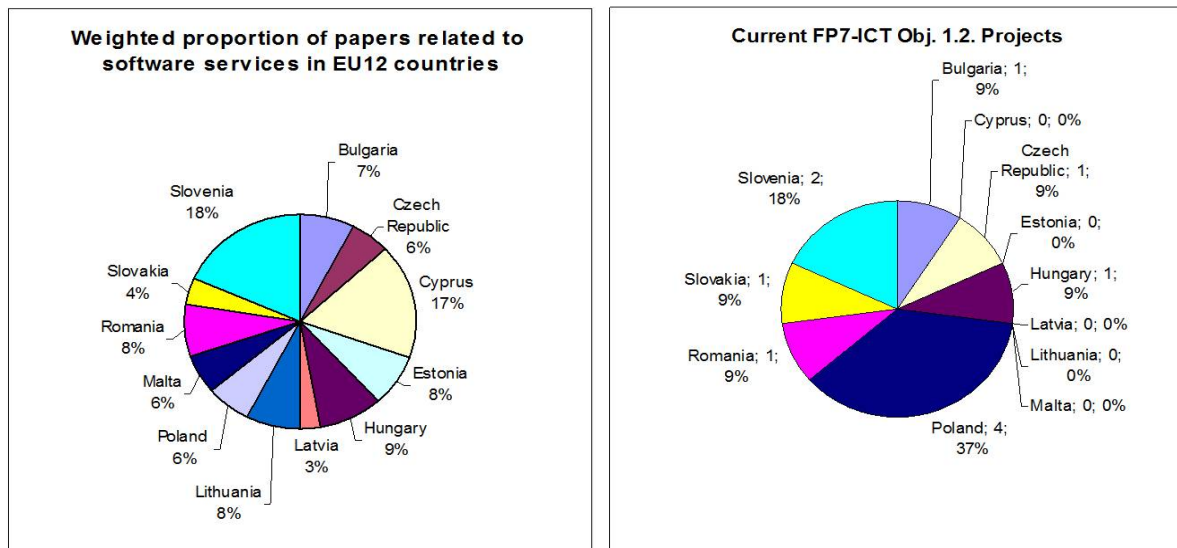


Figure A2.7. Relationship between the papers on software and services and current involvement in FP7-ICT-Obj.1.2 projects

**Table A2.1. Ranking of EU12 countries with respect to the number of papers on software services and submitted proposals (absolute values)**

<b>Rank</b>	<b>Countries sorted by the number of papers on software services (absolute values)</b>	<b>Countries sorted by the number of submitted proposals to Objective 1.2. (absolute values)</b>
1	Poland	Poland
2	Romania	Hungary
3	Czech Republic	Romania
4	Hungary	Slovenia
5	Slovenia	Bulgaria
6	Cyprus	Czech Republic
7	Slovakia	Slovakia
8	Bulgaria	Cyprus
9	Lithuania	Latvia
10	Estonia	Lithuania
11	Latvia	Estonia
12	Malta	Malta

**Table A2.2. Ranking of EU12 countries with respect to the number of papers (adjusted by GDP) on software services and submitted proposals (per capita)**

<b>Rank</b>	<b>Countries sorted by the number of papers (adjusted by GDP)</b>	<b>Countries sorted by the number of submitted proposals to Objective 1.2. (per capita)</b>
1	Slovenia	Slovenia
2	Cyprus	Cyprus
3	Hungary	Hungary
4	Estonia	Estonia
5	Lithuania	Bulgaria
6	Romania	Latvia
7	Bulgaria	Slovakia
8	Czech Republic	Romania
9	Malta	Poland
10	Poland	Czech Republic
11	Slovakia	Lithuania
12	Latvia	Malta