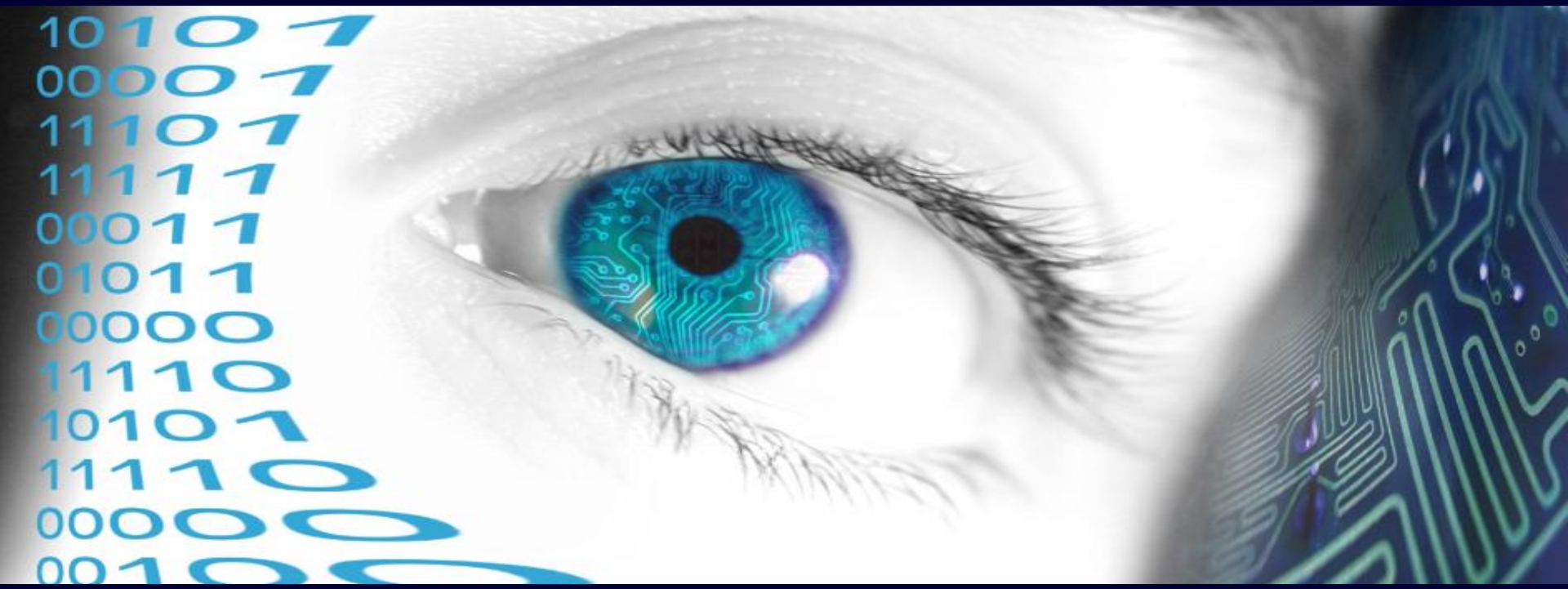
EVOLEO TECHNOLOGIES

We evolve for you...

Tips and hints to overcome evaluation



info@evoleotech.com

www.evoleotech.com

H2020 Space Infoday, 11th September 2014 @ Lisbon Portugal

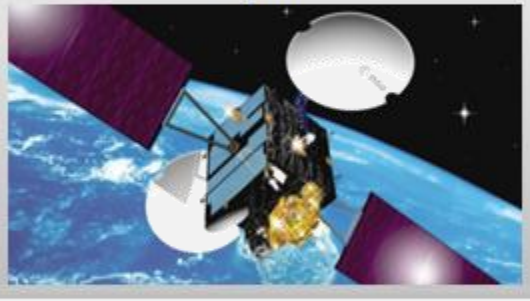
The Company

- SME created in 2007 - ~25 people
- Invest in skills related to the design of complex electronic systems
- Seeking partnerships with R&D centers and industry players

Activity Areas

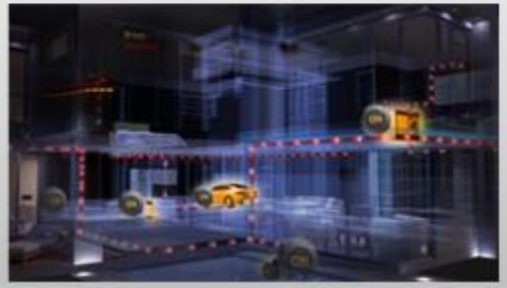
Transport

Space



Health

Energy



Industry

Competences

EVOLEO TECHNOLOGIES

Hardware Design

- Design and development of Analog and Digital Hardware
- CAD and Project
- Components Stress Analysis
- µC and µP of different platforms
- FPGA (Altera, Xilinx, Actel)

Embedded Systems

- Development of Embedded Systems
- CAD and Project
- Real-time Systems
- Onboard Software
- Custom DAQ Systems

Systems Integration

- Project and System Integration for Instrumentation, Test and Control
- Industrial Process Applications
- National Instruments Alliance Member
- Mechanic Design

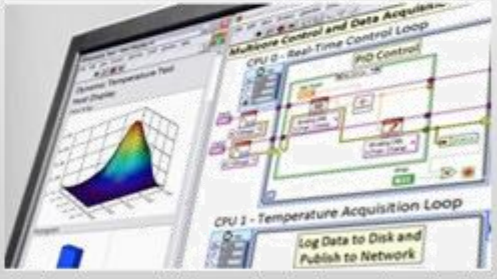
Instrumentation and Test

- System Development for Instrumentation and Test
- Portable Diagnosis Systems
- ATEs Development
- Data Mining & Reporting

System Engineering

- Requirement Specifications
- Turn-key solutions
- EMC, and Electrical and Functional Test and Qualification
- Consulting Services

Software



- Real-Time Monitoring and Control
- Human Machine Interface
- Decision Support
- Data Analysis and Processing
- Reporting

Why R&D with H2020?

- Networking
- Business collaborations / partnerships (long term)

- Learning experience
- Access to knowledge of universities

- Access to trends in the calls
- Cheap indicators about what the industry / society will want in the near future (~3-5 years)

- Access to financing and development

Tips & Hints

- Idea
  - Preferably use your own idea(s) lined up with your strategy
  - If not, adapt yourself to others ideas and take the best out of it
  - Ensure the idea is in the scope of the call

- Preparation
  - Read carefully the calls
  - Attend Info days. Pitch yourself on what you want to do and can provide to a potential consortium
  - Talk to NCP. Share the ideas or your genuine will to participate and on which topics
  - Talk to other entities, even competitors, for collaboration

Tips & Hints

- Consortium
  - Seek strong consortia, meaning completeness in functions (R&D, SME, Industry, End-user), competences (skills to perform) and influence in the market
  - Promote open collaboration and respect. Be fair to the others, don't "play" your true skills, wishes, limitations and contributions
  - Define clearly what is wanted by each partner, even two competitors in the same consortium
  - Promote dialogue and treat everyone the same, big or small partner.
  - Be pro-active and constructive
  - Share as much as possible, don't compete for the same topic (diferent consortia), don't steal ideas

Tips & Hints

- Proposal writing
  - **SCOPE** - Clearly understand the scope of the call and define how you will cope to it
  - Understand how the proposal will be evaluated by REA. Play by their rules. Ask clarifications to REA or your NCP
  - **GOALS** - Clearly identify your objectives (~2-3 max) and milestones (~5-7 max). Make clear what are R&D and business goals
  - **TECHNICAL** – Be clear on the scientific background supporting the idea. Ensure than you have a consistant, clear and, if possible, simple technical plan to achieve success
  - **MANAGEMENT** – Define a clear management structure. Meetings, reportings, payments, planning, etc. Do not complicate!
  - **IMPACT** – If the idea or project has no impact…is pointless! Most of calls are for innovation. Impact means money in the end, even indirectly.
  - **RISK** – Every project holds risks (either technical or financial). Identify and assess each one of them, realistically. Do not hide them

Tips & Hints

- Proposal writing
  - **COST** – Be clear on the budget per partner and task. Create maps with all the costs to be included
  - **OTHERS** – IPR, gender, facilities, background, etc. Deal with Intellectual Property Rights according the call rules. Clarify from the begining which IP is included and excluded in the proposal. Describe concisely the facilities, partners background and don't forget gender issue.
  - **FORMATING** – comply with the rules and write clear, short sentences/paragraphs
  - **DIPLOMACY** – Give voice (if coordinator) to everyone. Do not impose anything. Treat everyone the same. Get always an agreement or compromise, otherwise the project will suffer later…Focus on what matters: the results, not to be always right.
  - **REVIEW** – If possible everybody should review the full proposal. Disclose everything. Should there is time talk to your NCP for help/review.

Tips & Hints

- Project management
  - Define a clear Consortium Agreement. Do not complicate though…
  - Promote the focus on the project goals, but give room to innovation. Don't keep going against the wall if you know it…
  - Promote the responsibility among all the partners, but avoid "pointing the finger"
  - Ensure proper communication. Better everyone involved rather then excluding someone
  - Promote the proper quality of the deliverables
  - Always think on the impact of the results. The project must be usefull in the end, not just another R&D paperwork

Space Projects FP7

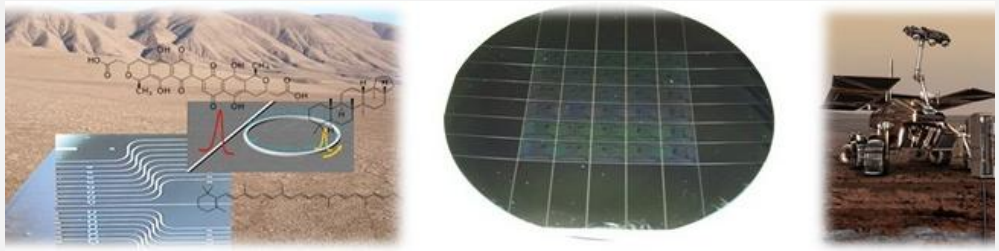
GaNSAT - Coordinator

GaN powered Ka-band high-efficiency multi-beam transceivers for SATellites (GaNSAT)

Partners: **EVOLEO**, IT, ASTRIUM, FBH, EFACEC, MIER, KENT
IT – Instituto de Telecomunicações Aveiro – Technical CO
www.gansat.eu

PBSA - Partner

Photonics Biosensor for Space Applications is focused on the implementation of a Lab-on-a-chip (LoC) for space Life exploratory missions.



Partners: **DAS Photonics**, EVOLEO, Fraunhofer-ENAS, INTA
www.pbsa-fp7.eu

Long term on-going projects (collaborative)

(Space) GaNSAT - GaN Ka-band high-efficiency multi-beam transc. for SATellites (FP7)

(Space) PBSA – Photonic Biosensor for Space Application (FP7)

(Railways) MAXBE – Monitoring of Axle Bearings in Trains (FP7)

(Railways) OPTIRAL – Smart tools for railway assets management (FP7)

(Railways) PEDDIR – Weight-in-motion and wheels irregularities (QREN)

(Automotive) ICAB – Automotive Smart Battery Management System (FP7)

(Automotive) CARCODE - Car-to-content communications (FP7/ITEA2/QREN)

(IT) NEWPASS - Next generation of the electronic passport (FP7/CATRENE/QREN)

(Energy) SEAS - European project in Smart Energy Aware Systems (FP7/ITEA2)

Thank you for your time

Rodolfo Martins

Email: rodolfo.martins@evoleotech.com

Tel.: +351 22 942 4327

Mob.: +351 91 963 8784