SPI - Societal Challenge 6 (SC6) Experience

Douglas Thompson | douglasthompson@spi.pt

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Sociedade Portuguesa de Inovação

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I. Introduction

SPI

Sociedade Portuguesa de Inovação (SPI, www.spieurope.eu) is an International Management Consultancy Company founded in Porto in 1997 as an active centre of national and international networks connected to the business Innovation sector.

SPI's main mission is the management of projects which foster innovation and promote international opportunities. When appropriate, this mission will be accomplished through the creation of strategic partnerships.

I. Introduction

SPI – Locations

- SPI has over 70 full-time staff located in the various offices of the company in **Portugal**, **China, Spain**, **the USA** and **Singapore**.
- SPI also has permanent representation in **Belgium** through the European Business & Innovation Centre Network (EBN).
- SPI also has established professional and business networks in **Brazil** and **Angola**.

SPI Portugal | SPI USA | SPI Spain

SPI China | SPI Ventures | SPI Azores | SPI Singapore

I. Introduction

SPI – Clients and Portfolio

Innovation management
Open innovation
Competence development
Internationalisation of SMEs
Cluster implementation
Knowledge management

Technology transfer
Research & development
Emerging technologies
Enabling and industrial technologies
Factories of the future
Sustainable process industries

Regional development
Urban regeneration
Sustainable development
Mobility planning
Land use planning
Innovative cities

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I. Introduction

SPI – H2020 Experience to Date

- Overall, SPI's experience with the DG Research & Innovation includes:
  - Currently 12 H2020 projects, including those in the last stages of Grant Preparation
  - 27 FP6/FP7 projects in various areas – including International Collaboration, NMP, agro-food, health, energy, ICT, space, science for society and in a range of project types
  - More than 150 partners in over 50 countries

I. Introduction

Why is SC6 Important?

- Expansion of International Networks
- Exploration of Different Sectors
- Extention with the Private Business

I. Introduction

What do I need to have a Sucessful Project?

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II. Identifying the Right Opportunities

Which Call Should I Go For?

- **Eligibility:** What are the requirements to be fulfilled in order to apply for a Call?
- **Theme and Contents:** Keyword Search - does the Call fit the areas of expertise of my organisation?
- **Geographic Coverage:** Are the Call target countries/regions in line with the strategic focus of my organisation´s international ambition?
- **Deadline:** Does my organisation has sufficient resources to invest in the Call and prepare for a good proposal?
- **Budget:** Does it fit the financial prospect of my organisation?

II. Identifying the Right Opportunities

Which Call Should I Go For?

- **Geographic Coverage – Dragon STAR/Dragon STAR PLUS vs. PACE-NET PLUS**

China	Pacific Region
• Based in first tier cities • Expansion to second- and third-tier cities	• Wide coverage of different countries • Linking to Australia and New Zealand

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III. Developing Competitive Partnership

Who Should I Approach?

- **Types of Organisations:** To address the specific challenge, cover the scope, as well as to achieve the expected impacts
- **Number of Partners:** To ensure that it fits both the scope of the proposal, as well as the financial aspect
- **Representing Countries:** To fit the requirements of the call as well as to ensure the geographic/strategic coverage

III. Developing Competitive Partnership

Who Should I Approach?

- **Types of Organisations – US vs. Black Sea / EaP / CA**

BILAT USA

- RTD Organisations
- Private Consulting firms
- Innovation Agencies

Black Sea Horizon/EAP/CA

- RTD Organisations
- Policy Makers
- Funding Agencies
- Scientific Assocations

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IV. Writing an Outstanding Proposal

How do I Write A Proposal?

- Standard Proposal Writing Skills
- Understanding of EC´s International Priorities and Strategies
- Experience and Knowledge in the Countries/Regions Specified in the Call
- Evaluation Criteria

IV. Writing an Outstanding Proposal

How do I Write A Proposal?

- **Experience and Knowledge in the Countries/Regions Specified in the Call**

  – SEAEUNET II

Regional Priorities	Water	Food	Health
Experience in Supporting EU- Third Country Collaboration	Innovation	R&I Policy analysis	Dissemination
Plus: Established Structure in International Partner´s Countries	Office for 16-years in China	Expansion to Singapore	

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V. Future Direction

SPI : From WP 2014-2015 to WP 2016-2017

- **Boardening of Areas :**

  Science, Technology & Innovation to Cultural/Social/Economic/Diplomatic Cooperation

- **Regional Focus:**

Intra-EU	International
CO-CREATION REV-INEQUAL CULT-COOP	ENG-GLOBALLY • China, Brazil, USA, EU Neighbouring Countries – STI focus • Southeast Asia / Pacific Region – Social/Cultural Focus • Central Asia – General

Contacts

SEDE

SPI PORTO
Avenida Marechal Gomes da Costa, 1376
4150-356 Porto - PORTUGAL
e-Mail: spiporto@spi.pt
T: +351 22 607 64 00
F: +351 22 609 91 64
www.spi.pt

www.spi.pt

EUROPA

PORTUGAL

SPI PORTO E SPI VENTURES
Avenida Marechal Gomes da Costa, 1376
4150-356 Porto - PORTUGAL
e-Mail: spiporto@spi.pt
T: +351 22 607 64 00
F: +351 22 609 91 64
www.spi.pt | www.spi-ventures.com

SPI CENTRO
Instituto Pedro Nunes - R. Pedro Nunes, Ed.D
3030 - 199 Coimbra - PORTUGAL
e-Mail: spicentro@spi.pt
T: + 351 239 70 03 61
F: + 351 239 70 03 61
www.spi.pt

SPI LISBOA
Avenida 5 de Outubro, n.º 12,
4º Direito, 1050-056 Lisboa - PORTUGAL
e-Mail: spilisboa@spi.pt
T: + 351 21 421 22 49
F: + 351 21 421 12 01
www.spi.pt

SPI AÇORES
Avenida Príncipe do Mónaco, Bloco 5, 2º Drt
9500-236 Ponta Delgada - PORTUGAL
e-Mail: spiacores@spi.pt
T: +351 22 607 64 00
F: +351 22 609 91 64
www.spi-acores.pt

ESPANHA

SPI SANTIAGO DE COMPOSTELA
CEN, Despacho 15, Rúa Oliveira 96B
15895 Milladoiro, A Coruña - ESPANHA
e-Mail: spi@spiconsultoria.es
T: +34 981 535 927
F: +34 981 535 919
www.spiconsultoria.es

EBN - BRUXELAS
Avenue de Tervuren, 168B
1150 Brussels - BÉLGICA
e-Mail: ebn@ebn.be
T: +32 2 772 89 00
F: +32 2 772 95 74
www.ebn.be

AMÉRICA DO NORTE

ESTADOS UNIDOS DA AMÉRICA

SPI CALIFORNIA
2522 Chambers Rd.,
Suite 204
Tustin CA 92780 - USA
e-Mail: spiusa-irvine@usaspi.com
T: +17 145 73 40 62
www.usaspi.com

SPI WASHINGTON D.C.
1050 17th Street,
NW, Suite 600
Washington DC 20036 - USA
e-Mail: spiusa-washington@spiusa.com
T: +12 025 87 29 90
www.usaspi.com

ÁSIA

CHINA

SPI PEQUIM
1626B, Floor 16, Tower A, Top Electronic City, No.3
Haidian Avenue, Haidian District, Beijing - CHINA
e-Mail: spichina@spi.pt
T: +86 105 982 21 43/45
F: +86 105 982 21 44
www.spi-china.cn

SPI MACAU
Avenida da Praia Grande, nº 759, 5º andar
Macau - CHINA
e-Mail: spichina@spi.pt
T: +86 105 982 21 43/45
F: +86 105 982 21 44
www.spi-china.cn

SINGAPURA

SPI SINGAPURA
Science Park Road
Block/Building No 21, Unit No# 02 - 02
The Aquarius
Singapore Science, 117628 - SINGAPURA
T: +65 67 74 40 48
www.spieurope.eu