

# **Interaction of ERA-NETs and industry-driven networks in the bioeconomy**

**PLATFORM Project Deliverable 4.3: Recommendations on interaction and collaboration between ERA-NETs and private sector driven KBBE networks, in particular the Technology Platforms**



Author: Karen Görner, FNR  
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## Executive summary

In this report, the European PLATFORM initiative presents recommendations for better exchange and coordination between European Research Area Networks (ERA-NETs) and industry-driven initiatives in the bioeconomy. From interviews and questionnaires, the programme managers in the PLATFORM initiative conclude that the bioeconomy ERA-NETs are well known in all industry-driven initiatives questioned. Most are already actively cooperating or trying to set up links to ERA-NETs in their field. The value of networking and synergy is clear, and a vital interest is shared by all relevant stakeholders. Based on the inventory and analysis, recommendations to further improve on these networks and collaborations were compiled in this PLATFORM report.

The outcome in short:

- Past experience of collaboration is mostly positive:
  - Awareness of each other is high in both ERA-NETs and industry initiatives
  - The wish to collaborate was also high on side of industry and of most ERA-NETs. Exceptions were ERA-NETs on fundamental research or with a more strategic approach
  - But: TPs see effort to maintain contact as high, while some ERA-NETs find their industry partners elusive
- Recommendations to ERA-NETs:
  - Integrate national TPs more (e.g.: use newsletter for calls; further use and take up the ETP's SRA for calls; involve ETPs in your strategy, discussions and organisation of events)
  - Explore ways for better information exchange (again, e.g. via national mirror groups/platforms)
  - Approach initiatives/associations actively and directly, present the network and what it offers
  - Try and involve industry more in funded projects (i.e. as project partners)
- Recommendations to industry initiatives such as ETPs, EIPs and PPPs:
  - Establish mechanism to enable long-lasting cooperation, especially a stable contact point for ERA-NETs/R&D funding, with sufficient resources to allow active collaboration
- Recommendations to both sides:
  - Check whether there are any initiatives in your field, and which is/are the right one(s) for you
  - Organise joint activities, such as workshops to define priority areas, collaboration on SRA or Implementation Agendas
  - Communicate! Personal contact and enthusiasm for the topic seem to be all-important.

- Recommendations to the European Commission:
  - Provide ERA-NETs with adequate resources for collaboration
  - Create incentives for industry initiatives to collaborate with ERA-NETs (specific support of this in H2020)
  - Create an enabling environment so that ERA-NETs and ETPs can find each other more easily
  - Provide networking support, e.g. frame for regular meetings
  - Require industry participation in ERA-NET Plus calls

## 1. Background and goal

Task 4.3 *Recommendations on interaction and collaboration between ERA-NETs and private sector driven KBBE networks, in particular the Technology Platforms* of the project PLATFORM deals with the interaction of ERA-NETs with private sector driven networks. The aim is to make recommendations concerning better exchange and coordination between KBBE ERA-NETs and industry-driven initiatives (e.g. European Technology Platforms, European Industry Initiatives, European Public-Private Partnerships, etc.). This should serve both to improve existing collaborations and to help setting up new ones – either in case of completely new ERA-NETs or in case of ERA-NETs who have not worked with industry-driven initiatives up to now.

The existing interactions between ERA-NETs and initiatives such as the ETPs were used as the starting point to elaborate the potential benefits for, but also challenges in, such collaboration.

Further input for the paper came from staff working document “Strategy for European Technology Platforms: ETP 2020”<sup>1</sup> which the European Commission published in July 2013. According to this strategy, the most important functions of ETPs are to identify weaknesses in and develop strategies for research and development from the industry’s point of view, to mobilise stakeholders for cooperation, and to share and disseminate information and knowledge. Based on these tasks, the Commission defined the primary activities it would like to see ETPs take on and the areas in which an ETP would be useful. As for ERA-NETs, alignment with the goals of HORIZON 2020 is key here.

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<sup>1</sup> [http://cordis.europa.eu/technology-platforms/documents\\_en.html](http://cordis.europa.eu/technology-platforms/documents_en.html)

## 2. Approach

In a first step, FNR put together an overview of industry initiatives relevant to the KBBE, especially the European Technology Platforms. The overview included each initiative's mission, key information such as publications and website, and the ERA-NETs which were active in the same area. This overview (Annex I to this report) was presented to the PLATFORM partners during the first annual workshop in Copenhagen on 26<sup>th</sup> of June 2012, and the participants were encouraged to provide feedback on further collaborations and to check whether their network was mentioned in connection with an initiative they did not yet have contact with.

In order to actually assess the current level of interaction between KBBE-ERA-NETs and industry-driven initiatives and show positive as well as negative experiences, two surveys were developed in January and carried out in February and March 2013. The coordinators of KBBE-relevant ERA-NETs received an e-mail questionnaire (Annex II), and the Secretariats of related European Technology Platforms as well as a representative of the planned public-private partnership "Bio-based Industries" (PPP BBI, then known as BRIDGE) were interviewed via telephone (Template for telephone interviews: Annex III). First results were presented to the PLATFORM work package and task leaders already in Dublin on 28<sup>th</sup> of February 2013, and their input used to finalise the surveys. Results were then presented more widely at the second and the third annual PLATFORM workshops in Paris on 18<sup>th</sup> of April 2013 and in Leiden on 13<sup>th</sup> of February 2014, so that feedback might be used for the recommendation paper, the final report and Deliverable of this Task.

### 3. Results

#### 3.1 Data from questionnaire-based telephone survey among coordinators of industry-driven initiatives

Sample size: 8

Industry-driven initiatives questioned:

- |                    |                             |
|--------------------|-----------------------------|
| 1. Forest-based TP | 5. Plants for the future TP |
| 2. TP SusChem      | 6. ETPGAH                   |
| 3. Manufuture TP   | 7. FABRE TP                 |
| 4. TP Biofuels     | 8. PPP BRIDGE               |

Summary of questions and distribution of replies:

1) How many ERA-NETs do you know?

- 5x many (>5)
- 3x few (2-4)

2) How many ERA-NETs have you worked with so far?

- 1x “many”
- 3x 3
- 1x 2
- 1x 1
- 2x none (no ERA-NET in same research area, but try to get in contact with ERA-NETs which have minor overlap)

3) Contact since/due to: How long have you been working together?

- Mostly for at least 5 years
- “grew together” or through organisational contact
- Expectations of collaborating with an ERA-NET:
  - To foster the implementation of the SRA and implementation of research in Member States.
  - To define research challenges and develop mechanisms to encourage discussions between different research initiatives
  - To improve coordination between actions at European and national level
  - To identify, discuss and contribute towards laying the ground for prioritisation of action in calls

4) How are your experiences with the ERA NETs you have worked with so far?

- 4x very good: WoodWisdom-Net is one of the crucial tools to address SRA (2x); very positive outcome is to meet partners for FP7 projects;
- 1x good

- 1x good, but negative general opinion:
  - administrative efforts are high by contrast with the funding volume for projects (efficiency is doubted)
  - as there is no common pot, the overall best number of projects can't always be reached (countries with good project ideas are not always countries with lots of funds)

5) Is there any regular exchange of information?

- 6x newsletter/website info exchange
- 3x people in e.g. advisory board of the other
- 3x participations in conferences, presentations
- 2x frequent meetings/exchange
- E-mail correspondence (e.g. information exchanges about calls and priority research topics)

6) What are the results of the cooperation?

- 4x joint events
- 5x call topic finding through SRA

7) Were there any joint/jointly organised meetings/events?

- 2x many
- 2x one
- 4x none (considered as very good idea though)

8) Will you continue the cooperation?

- 8x YES

9) What could ERA-NETs do to improve existing collaboration? What could ERA-NETs do to increase their attractiveness to industrial initiatives?

ERA-NETs should:

- try and involve industry more in projects (industry as project partners)
- 2x integrate national TPs more (use newsletter for calls; Further use and uptake of ETP SRAs when establishing calls; involve ETPs in their strategy, discussions and organisation of events)
- exploring ways for better information exchange also via the national mirror groups/ national platforms
- make presentations directly to industry trade associations or directly to individual companies.

Both should:

- have joint events
- 3x have members in the stakeholder advisory groups of the other
- Present more information about this valuable cooperation between ERA-NETs and TPs should to EC officers



The EC should

- improve incentives for industry to participate in calls
- 2x organise joint meetings between ERA-NETs and ETPs on a regular basis to facilitate communication and multilateral working, to give a platform to exchange experience on joint calls and research priorities setting, mapping of ongoing research activities, research infrastructures, international cooperation activities, knowledge transfer (only meeting in 2009).
- continue ERA NETS under HORIZON2020 (JPIs are similar but untried)
- ensure that the technology platforms work closely with the ERA-NETs.
- Fund Technology platforms via Horizon 2020 to build further bridges between the public & private sectors.
- Create ERA-NETs for same research areas as TPs

### 3.2 Data from e-mail survey among ERA-NET coordinators

Size of sample: 19

Questions and (distribution of) answers

1) Which ERA-NET(s) are you answering this questionnaire for?

- |                  |                      |               |                     |
|------------------|----------------------|---------------|---------------------|
| 1. EuroTransBio  | 6. SAFEFOODERA       | 11. ERASysBio | 16. COFASP          |
| 2. ERA-IB-2      | 7. ICT AGRI          | 12. ANIHWA    | 17. FORESTERRA      |
| 3. ERA-CAPS      | 8. ERA-NET BIOENERGY | 13. SynBio    | 18. Marine Biotech  |
| 4. CORE Organic  | 9. ERA ARD II        | 14. RURAGRI   | 19. ERA-MIN/ CAPITA |
| 5. WoodwisdomNet | 10. BioDivERsA       | 15. SUSFOOD   |                     |

2) Status of your ERA-NET(s):

- 16x active, FP7-funded
- 1x inactive, formerly FP6-funded (SAFEFOODERA)
- 2x active, self-sustained (ERA-NET Bioenergy; EuroTransBio)

3) Has your ERA-NETs collaborated with an industry-driven initiative?

- 7x with one
- 2x with 2 resp. 3
- 4x no because ERA-NET only just started, but:
  - “intend to initiate collaborations”
  - “plan to collaborate broadly, also with industry-driven initiative(s); regional, national and pan-European, also industry association(s)”
  - 2x have “associated TPs in External Advisory Group (EAG) resp. Stakeholders Advisory Group (SAG)”
  - will “cooperate with 2 industries”
- 6x NO, because:

- “NO practical possibilities or urgency”
- “not planned in our ERA-NET work plan” (but generally open)
- “The work [...] focussed on basic research to establish / consolidate Systems Biology in the ERA by preparing a roadmap and releasing joint calls”
- “Network of ministries and public funding agencies”. (However representatives are invited as observers to the network consortium meeting)
- “early in development, no directly complementary initiative”
- “The topic of the ERANET needs exploratory researches, then it was not easy at this stage to involve private sector.”
- It’s difficult to organise in the same time coordination between a lot of countries (public authorities) and to involve private sectors, which are very diverse.

4) What were your expectations/hopes/goals prior to starting the cooperation? If you have had no such collaboration so far, what would they be?

- Out of the 9 which already have collaborated:
  - 4x: to improve transfer of research results to the market (Support from industry on valorisation of Research Results; Closing the gap between research and product development, knowledge of needs)
  - 3x: to increase industry involvement in calls (no. of partners, amount of co-funding)
  - 2x Mutual exchange of information, increase of dissemination
  - Increased contacts to industry, industrial associations and EU Commission
  - To provide a pipeline to delivery from basic to applied research.
  - SRA supports Joint Call topic preparation
  - To share a vision and to agree on the future strategic challenge
  - it is also alignment; synergies and avoiding double work is always very urgent
- Out of the 4 which have just started:
  - ERA-NET is interested to learn about expectations, constraints and sustainability challenges of the industry
  - ERA-NET has a specific WP dealing with industry relations
  - ensure good communication and interaction with private sector
  - more efficient and focused interactions/ collaborations are essential to identify needs and develop them, as well as supporting the utilisation and implementation of biotech where needed / relevant in other activities – better cost benefit.

5) What were the results of your cooperation?

- Out of the 9 which already have collaborated:
  - 3x SRA was used for preparation of joint call – successful calls
  - 3x Joint conferences/workshops/programming session
  - 3x Presentations of each other at meetings
  - 2x Vice-versa observer in advisory groups
  - 2x TPs helped in “partnering”
  - TPs provided input for funding bodies
  - A public report with research recommendations
  - A new strategic research agenda

- Results of ERANET Bioenergy were presented at the EIBI Team meeting and led to the conclusion that a cooperation could be beneficial: BESTF joint call.
- WWNet project TES-Energy Facade won FTP Team Up Award;
- Negative: Industrial activity in projects could have been better

6) Overall, would you say cooperation was successful?

Out of the 9 which already have collaborated:

- 2xNO

Reasons:

- "lack of participation"
- "lack of mutual, continuous communication"

- 7xYES

Reasons:

- "the use of the SRA of ETP"
- "Call topics and networking"
- "...we created a collaborative vision for research in food safety (public report)"
- "Sharing vision and strategic challenges"
- "the formulation of research needs by industry"
- - "very good information exchange and cooperation"

7) Will you continue the cooperation?

Out of the 9 which already have collaborated:

- 9xYES

Reasons:

- "because the system could be improved and be started earlier"
- "because increasing industry participation in our calls remains a priority, and because we believe collaboration can be improved if more effort goes into it."
- "because there is a continuing need to engage with the industrial sectors"
- "because the partnering has been win-win"
- "because we need to focus on solutions that farmers can afford"
- "because Research should be industry driven and industry should take care of valorisation of research results"

8) If you are continuing an existing collaboration or are starting one now: What are your plans for the next 2 years (formats, schedules)?

- Concrete plans:

- Involve 2 industry driven initiatives in stakeholder consultation process (part of call planning) (at least one online questionnaire and one workshop)
- Jointly develop a new SRA (Publishable document) through small physical and phone meetings.
- directly involve TP in a WP dealing with prioritisation of research topics. (Updated SRA will, with national prioritisations, be used to identify the most important research gaps for the call)
- involve other ETPs that are relevant in the next call

- ERA NET will organise an ‘academia – industry networking’ event (but a close cooperation with industry is still not suitable)
- Collaborate with TP concerning call
- General plans:
  - Consultations
  - 2x Meetings of advisory group
  - 2x invitations to workshops
  - continue the dialogue to find innovative solutions and a roadmap for future developments
  - private sector could be involved in the collaborative projects after launching joint calls
  - Establish contact, identify needs related to marine biotech developments, methods, knowledge, infrastructure..., implementing joint calls if possible, divide responsibilities.
- 1x No joint activities planned in the near future:
  - At present the programming within the ERA-NET is more based on national available budgets for research. The joint programming with industry is taken care of within ERA-NET+, following the SRA from EIBI (European Industrial Biotechnology Initiative).

10) What, from your experience, could ERA-NETs and industry-driven initiatives each do to increase and improve such cooperation?

- ERA-NETs should:
  - **Increase visibility of the ERA-NET** (personal contact, website, workshops, etc.) to enable cooperation.
  - **Approach the private sector initiatives actively** and present network, objectives and results in order to raise awareness of what ERA Net can offer to industry. (Especially in cases of initiatives that are actually led by industry (no EC-funded or association-based secretariat with time on its hands), ERA-NETs will always have to take the first step and be the partner to keep the collaboration going – at least until it is firmly established and appreciated on both sides.)
  - **Information should be more enthusiastic/excited**, it should be pointed out that participation in an ERA-NET supports the OWN goals (as TP goals) as well
  - involve the industry in the work (e.g. in an advisory group)
  - 2x **Focus of ERA NET is important** (on innovation or where respective TP exists)
  - Further the national interaction of ERA NETS with industry is very important and should be increased.
  - make sure they have dedicated organisations in their area as partners (or associated partners) specifically working within the research area of the ERA-NET. That would ease the collaboration and mutual understanding with the TP.
- Industry-driven initiatives should:
  - find mechanisms to ensure that a long-lasting cooperation is feasible under the constraints the initiative faces (time, personnel...). This means that the initiative should have a stable contact point for R&D issues, with enough resources to actively collaborate with the ERA-NET.
- Together, both should:

- 3x improve communication (e.g. establish frequent contacts of both structured and unofficial way)
- 3x host meetings together (e.g. joint brokerage events, joint programming)
- 2x attend each other's project meetings
- have closer contacts in planning calls and other activities
- 2x Have a pro-active attitude towards cooperation (Be open to new ideas, frameworks, technologies, see possibilities together and develop them. Move some borders by open and strategic interactions)
- Sharing a vision, strategic challenges and a roadmap for future developments is important to increase the chance to have impacts at the national and EU agendas
- Researchers should be "forced" to report/attend at such meetings. Industry shouldn't have to set the agenda/themes on beforehand; this should be rather organised as a mutual exchange first.

11) What could the European Commission do to support ERA-NETs and industry in working closer together under HORIZON2020?

- Support ERA-NETs by
  - giving involved partners of ERA-NETs adequate resources to start/intensify the collaboration. HORIZON 2020 should provide ERA-NETs with such resources, i.e. go from current plans of top-up funding to supporting man-hours, travel and subsistence. This could be limited to priority tasks such as call planning and industry cooperation in order to keep budgets low.
- Support industry by
  - Creating incentives for industry-driven initiatives to collaborate with ERA-NETs, such as specifically supporting that part of the secretariat work.
- Support this cooperation by
  - Creating an enabling environment so that stakeholders and ERA-NET partners can find each other easily; Make FP7- and Horizon 2020 procedures and rules much lighter (not directed towards throughput control) so that *ad hoc* cooperation and solutions are as much as possible facilitated.
  - The next steps planning and surveying potential funding schemes should already start with knowing the updated research agendas and call topics.
  - Allow for flexibility of support; provide networking supports allowing the development of links with firms, not only research funding supports.
  - Main interests for industry to join such cooperation are to influence a specific field of research (or even regulation), to gain access to expertise / knowledge and finally, to realise economic advantage on the mid to long run. To address these interests would contribute to facilitating cooperation.
  - 3x Establish continuous (preferably biannual) meetings for long term engagement (Continuing the support of initiatives such as PLATFORM and BECOTEPS)
  - Create win-win situations for both groups.
  - The ERA-NET scheme is very flexible and useful also to work with the industry: theoretically good basis for a close cooperation. Important to more clearly express that ERA-NETs can bridge the cooperation between public research and the industry

- EU should create accompanying measures in order to bring actors together (e.g. NMP.2012.2.3-1call „Networking of ETPs and main materials collective stakeholders in materials science and engineering“.)

### 3.3 Additional question through a follow-up survey

Following feedback received from PLATFORM partners during the Dublin meeting on February 28<sup>th</sup>, all 19 ERA-NET coordinators were sent an additional question in March 2013:

**Does your ERA-NET collaborate with industry outside of ETPs or the new PPPs, e.g. with individual companies?**

Out of the 19 questioned ERA-NET coordinators, 12 replied to this question.

**NONE** of them had a formal collaboration with industry other than through ETPs or PPPs.

### 3.4 Additional data through platform meeting of IB-related ERA-NETs

The “Platform meeting of IB-related ERA-NETs” is an event series organised since 2006 by the ERA-NET for Industrial Biotechnology (ERA-IB) and its successor, ERA-IB-2. During the 4<sup>th</sup> platform meeting (Dresden, Germany, 14<sup>th</sup>/15<sup>th</sup> of March 2013), participants were also asked about collaboration of their ERA-NETs with industry initiatives. Participants who replied were partly individual members of ERA-IB-2 (funding organisations that are involved in a number of ERA-NETs, though not just in the KBBE-area) and partly ERA-NET coordinators (of ERA-CHEMISTRY and M-ERA-NET, respectively – neither being part of the KBBE-area).

#### Answers from ERA-IB-2 partners

Note: Answers given more than once are only included once!

4) What were your expectations/hopes/goals prior to starting the cooperation? If you have had no such collaboration so far, what would they be?]

- To broaden the horizon of national/regional companies.
- To improve international collaboration for national/regional companies through interesting projects.

7) Will you continue the cooperation?

- Yes, because there are still more possibilities in international collaboration. Some companies have to get to know the way to international collaboration?

9) What, from your experience, could ERA-NETs and industry-driven initiatives each do to increase and improve such cooperation?

- The ERA-NET could use the SRA of the ETP to define call topics
- Invite each other to “annual meetings”, etc.
- Invite each other to participate in advisory boards, etc.

- Check possible overlaps and communicate about it. Reach out to each other. Include industry-driven national programmes in the calls.

11) What could the European Commission do to support ERA-NETs and industry in working closer together under HORIZON2020?

- Require SME/industry participation in new ERA-NET-plus initiatives.
- Support initiatives in co-operating. Make sure that the scope of calls is large and applied enough

#### **M-ERA.Net**

M-ERA.Net has various connections and cooperation with private sector driven initiatives (e.g. Manufacture, EPOSS, EUMat, SusChem, MatVal, Photonics 21, EMIRI)

**Expected** results of cooperation: visions & needs provided by industry as input to ERA-NET programming

**Cooperation** includes strategy workshops, experts elaborating call text.

The cooperation was **successful and will be continued** – annual work programmes with strategic input from industry networks are planned.

As M-ERA.Net is quite satisfied with the current cooperation, the only **suggestion to the EC** to improve collaborations would be *to make sure that actors/networks in thematic fields are aware of each other.*

#### **ERA-Chemistry – no collaborations**

ERA-Chemistry, as an active, self-sustained network, has not really collaborated with any industry-driven initiative because the ERA-NET is solely in the field of curiosity-driven chemistry research.

Most of our member organisations cannot support applied research or even industry.

But ERA-Chemistry is in good contact with organisations like ETP SusChem or with chemical societies like EuCheMS (ERA-Chemistry has observer status).

## 4. Discussion

### 4.1 Results in perspective

All industry-driven initiatives questioned were aware of ERA-NETs, i.e. the information on ERA-NETs seems to be well distributed. Most initiatives also actively cooperate with networks in their field, and even the minority who (currently) did not – for want of a network in their specific research area – were trying to set up links to ERA-NETs related to their field. Thus, there seems to be real value in such collaboration from an industry perspective.

From the point of view of the ERA-NETs, the picture is similar, although the survey found more ERA-NETs that did not see industry collaboration as important for them than vice versa. The main reason for not establishing or maintaining links with an ETP or similar seemed to be a (perceived) lack of relevance for the network's work or sector(s). This reflects the diversity among ERA-NETs, of course – there are networks on fundamental research as well as on applied R&D – but the author of this paper did not extend the task to include a full survey of possible initiatives for each ERA-NET. This could, however, be attempted in a possible follow-up action to PLATFORM, and ETPs and ERA-NETs thus be supported in “finding each other”.

The surveys clearly highlighted the practical results of the collaboration between ERA-NETs and industry-driven initiatives, the most important one being the use of the ETPs' Strategic Research Agendas in the planning and preparation of joint calls for R&D proposals. Both ERA-NETs and ETPs agreed that this contributed to successful ERA-NET calls. Joint events such as conferences, workshops and programming sessions were also mentioned repeatedly. Apparently, close collaboration on such strategic issues holds the largest benefit for both sides.

Working-level collaboration is also frequent and, although not top priority, probably a pre-requisite for the abovementioned strategic work, as trust is built here and basic information exchanged. Presentations of the own network's plans and work at each other's meetings or participation in each other's advisory groups are examples of such activities, as is the “matchmaking” support (partnering events for applicants in joint calls) given by some ETPs or the presentation of ERA-NET Bioenergy results at an EIBI Team meeting, which led to an FP7 call for a bioenergy ERA-NET Plus and ultimately to the BESTF project and joint call.

However, the survey also showed that both sides, ERA-NETs and industry-driven initiatives, feel that industrial activity in funded projects could be better.

Finally, there is a 100% agreement that existing cooperation is valuable and should be continued: There are clear synergies due to the shared goal of both sides, namely to optimise resource efficiency and quality in R&D, and to ultimately bring research results to markets.

This also means that both sides share the vital interest that research be relevant for society, industry *and* politics. The difference is that ERA-Nets take the administrative (policy) view, while initiatives such as ETPs, EIPs etc. will obviously take the industry's viewpoint. However, the main goal of an



ERA-Net, the creation of a European Research Area in their field, is a pre-requisite for rather than a contradiction to the key goal of each ETP, which is to help turn Europe into an Innovation Union.

The shared challenge that results from the abovementioned goals is to ensure that the limited resources available for research in Europe are spent in the best possible way, as it is clear that not all R&D can be funded in all countries. Pooling resources avoids double funding and thus frees resources for additional projects. Transnational collaboration also ensures that the best researchers on one topic can work together.

Both ERA-Nets and ETPs see the planning of joint calls and organisation of joint events as platforms for stakeholders as being the most important short-term synergies of their collaboration, with joint work on SRAs looking at a medium-term timeframe and development of roadmaps taking a long-term, strategic view of a topic.

Generally, the main challenges for cooperation are to find the “right” partner, i.e. usually the one that has the largest overlap with the sector the own initiative covers, to establish the type, level and frequency of exchange which is ideal for both sides, and last but not least, to maintain commitment to the collaboration over a long period of time.

## 4.2 Recommendations

### 4.2.1 What can ERA-NETs do to improve their existing collaboration with industry-driven initiatives?

Perhaps the key factor in industry-ERA-NET-collaboration is *direct contact* between the protagonists. It became clear from the surveys that ERA-NETs cannot expect to be approached actively by industry-driven initiatives, but that they have to *take the first step* and put in time and effort in order to keep the link alive, even if industry views the cooperation as beneficial (of course, if the added value is not (yet) seen, even more effort will be required to change this perception).

An active approach could involve a *presentation* of the network, its goals and results *in front of* an ETP plenary meeting or an event by an *industry/trade organisation*, or even individual companies – whatever best suits the size and structure of the sector. The crucial task of the ERA-NET representative is to raise awareness of the network and *what it has to offer* to industry. The focus will thus be on the ERA-NET’s contribution to the ETP’s goals, and should be supported by evidence if possible (project examples etc.). The main reasons for industry to get involved in such cooperation are to influence a specific field of research (or even regulation), to gain access to expertise / knowledge and finally, to realise economic advantage on the mid to long run. It must therefore become clear that these aspects will be addressed.

Direct contact with the ETPs should include a de-centralised approach: several players mentioned that the national branches of an ETP (“National Mirror Groups”, “National Support Groups”, etc.) ought to be integrated more firmly into the ERA-NETs’ work and communication. These national groups have their own information channels, such as newsletters or mailing lists, which can and should be used to distribute information on the respective ERA-NET and its calls. The national groups, and ETPs in general, should also be involved directly in strategic discussions of the ERA-NET. *Joint*

*conferences or workshops* were mentioned several times as a useful tool, also to increase the visibility of an ERA-NET towards the ETP.

In case the structure of an ERA-NET includes an advisory body, this is a practical way of ensuring direct, personal contact with industry representatives as well. However, an advisory board should only be established if there are terms of reference for it – nomination to a board that will hardly ever be called upon is not helpful and should be avoided. If the ERA-NET is not sure whether they will require an advisory group, a list of stakeholders that can be called upon for ad-hoc consultation may be better suited.

Generally, the most important result of existing cooperation seems to be *joint calls based on*, or at least taking up ideas of, the *ETPs' strategic research agendas*. This should not be a one-way road but ERA-NET actors should *support the drafting of SRAs*, e.g. by providing overviews of ongoing R&D work or existing funding programmes in their countries. Involving, and getting involved with, industry early on regarding SRA development and implementation can help to get a *higher share of industry partners* in projects funded through the joint calls. This was deemed desirable by several respondents. Obviously, before any new cooperation is set up, it needs to be clear that *the right partners* are involved, i.e. it is vital that the ERA-NET be clear about its focus towards the ETPs it approaches.

#### **4.2.2 What can industry-driven initiatives do to facilitate collaboration with ERA-NETs?**

There was just one attribute of initiatives that seemed to be of crucial importance to a successful collaboration: each industry-driven initiative should find a mechanism to ensure that a long-lasting cooperation is feasible under the constraints the initiative faces (time, personnel...). This means that the initiative should have a stable contact point for R&D issues, with enough resources to actively collaborate with the ERA-NET. However, having ERA-NET representatives in their own advisory boards and including them in the communication on a routine basis would also be important, as noted under 4.2.1.

#### **4.2.3 What should both sides do together in order to achieve synergies?**

It sounds simple, but apparently practice is more complicated and thus it cannot be repeated enough: *Communication is key!* ERA-NETs and industry-driven initiatives need to optimise their communication channels by establishing *frequent contacts by both structured and unofficial* means. As mentioned above, *hosting joint meetings* are a good way to achieve this, but such meetings should not only have both logos on the agenda but actually be planned together so that they address the needs of both sides, and both sides bring in their expertise. Strategic meetings for joint R&D programming or joint brokerage events in the frame of calls for proposals are examples of such events.

As the core task of ETPs is to develop SRAs and the core task of ERA-NETs is to develop joint calls, closer contact in planning such activities will also mean participation in at least some of *each other's*

*meetings*. This is a rather resource-consuming approach, and it will very much depend on the sector and the initiatives' structure (both of the ETP and the ERA-NET) just how much effort can be put into it. It is also important to see this part of the collaboration in connection with other points mentioned above, e.g. having a stable contact point (one person as link; he/she will come to know the "other side" well and not require recurring explanations of their procedures) or using the ETPs National Support Groups (national meetings often consume little extra time, and it is a good possibility to consider industry-driven national programmes for a joint call).

Finally, and perhaps crucially, both sides need to have a pro-active attitude towards cooperation, be open to new ideas, frameworks, technologies, and see the possibilities of cooperation and develop them together. That way, research funders and industry can develop a shared vision, identify strategic challenges and a roadmap for future developments – and, consequently, increase their chances to have an impact on national agendas as well as the European one.

#### **4.2.4 What should the European Commission do to support ERA-NETs and industry in working closer together under HORIZON2020?**

The European Commission should **support ERA-NETs directly** by giving involved partners of ERA Nets adequate resources to start/intensify the collaboration.

HORIZON 2020 should provide ERA-NETs with such resources, i.e. support such activity in man-hours, travel and subsistence. This could be limited to priority tasks in order to keep budgets low.

The European Commission should **support industry directly by** creating incentives for industry-driven initiatives to collaborate with ERA-NETs, such as specifically supporting that part of the secretariat work. More generally, funding Technology Platforms via Horizon 2020 to build further bridges between the public & private sectors will be important for a number of sectors.

The European Commission should support this cooperation **indirectly**:

- First, and by far most importantly, by establishing *continuous meetings* for long-term engagement (continuing or resurrecting the support of initiatives such as PLATFORM or BECOTEPS).

Allow for flexibility of support; provide networking support which allows the development of links with firms, not only research funding top-up. The EU should create accompanying measures in order to bring actors together (such as e.g. NMP.2012.2.3-1call „Networking of ETPs and main materials collective stakeholders in materials science and engineering“.)

- by creating ERA-NETs for research areas in which an initiative such as a TP exists
- by making sure that actors/networks in thematic fields are aware of each other. To achieve this, an enabling environment should be created in which stakeholders and ERA net partners can *find each other easily*.
- by making Horizon 2020 procedures and rules much lighter so that ad-hoc cooperation and solutions are facilitated as much as possible

- by requiring SME/industry participation in new ERA-NET-plus initiatives (Note: applicability of this depends greatly on the scope and strategic outlook of an ERA-NET!)
- by encouraging initiatives in their co-operation. For top-up calls, make sure that the scope of calls is large and applied enough.
- Survey and plan for new H2020 funding schemes with knowledge of updated SRAs and past/current/planned call topics of the research area.
- The ERA-NET scheme is very flexible and, theoretically, also a good basis for a close cooperation with industry.

It is, however, important that not just ERA-NETs, but also the EC clearly communicate towards industry that ERA-NETs create a bridge between public research and industrial application.

#### 4.2.5 Further recommendations resulting from the surveys

- **Recommendations to ERA-NETs beyond the ERA-NET/ETP collaboration**
  - It important to engage not only with ETPs but other industry associations such as growers' associations, food industry groups etc.
  - Linking an ERA-NET with other sector-related ERA-NETs is also important (e.g. in the "Environment" area) in order to further establish the bioeconomy under the ERA and to promote collaboration between sectors that usually do not work together
  - Funding organisations should use their networks more to create bilateral or trilateral calls in addition to "normal joint calls"
- **Recommendations to further explore the possibilities of ERA-NET-industry-collaboration**
  - Match ERA Nets and industry initiatives e.g. via direct suggestions to the EC for ERA-NETs (supported by ETP input)
  - Present information about this valuable cooperation between ERA-NETs and ETPs more widely to the EC.

## Annex I –Overview of industry initiatives relevant to the KBBE

Presented during 1<sup>st</sup> annual PLATFORM workshop in Copenhagen on June 27<sup>th</sup>, 2012



### Task 4.3 Interaction with KBBE-relevant, private sector driven initiatives

## Overview of Technology Platforms & others

Karen Görner, FNR

### A) European Technology Platforms

#### ***European Commission view and mandate:***

European Technology Platforms (ETPs) are industry-led stakeholder fora charged with defining research priorities in a broad range of technological areas.

ETPs provide a framework for stakeholders, led by industry, to define research priorities and action plans on a number of technological areas where achieving EU growth, competitiveness and sustainability requires major research and technological advances in the medium to long term. Some European Technology Platforms are loose networks that come together in annual meetings, but others are establishing legal structures with membership fees.

They work on developing and updating agendas of research priorities for their particular sector. These agendas constitute valuable input to define European research funding schemes. Since they are developed through dialogue among industrial and public researchers and national government representatives, they also contribute to create consensus and to improve alignment of investment efforts. Avoiding duplication and making the most of poles of excellence and best practices is one of the great challenges of European research, and ETPs are a very good vehicle to improve synergies. ETPs foster effective public-private partnerships, contributing significantly to the development of a European Research Area of knowledge for growth.

#### ***ETP mission, in their own words***

From the BECOTEPS<sup>2</sup> White Paper:

- The ETPs provide an industry-led framework to define R&D and innovation priorities and plans for strategically important sectors.

---

<sup>2</sup> BECOTEPS (*Bio-Economy Technology Platforms*): Collaboration between nine European Technology Platforms in a two-year project funded by the European Commission's Seventh Framework Programme (FP7)

- While the ETPs themselves do not do research, they are vital in building bridges between the research and business communities.

Some examples from individual TP concepts:

- TPs are a mechanism to bring together all interested stakeholders in a particular sector to develop a long-term vision addressing specific challenges, creating a coherent, dynamic strategy to achieve that vision, and steering the implementation of an action plan to optimise benefits for all parties and society.
- TPs are a means to support stakeholder involvement in the set-up of a partnership led by industry to tackle major issues in specified topics, to mobilise the research, technological development and innovation efforts in Europe, and to bring together key stakeholders around the table for a common vision for the development of technologies
- TPs are groupings of stakeholders around a topic in which research is an important part for future European business.
- We hope European and national organisations will take the visions of the Technology Platforms into account when developing research strategies.
- A Technology Platform should develop a vision for the next 15-20 years, get commitment of stakeholders involved and come up with an implementation strategy.

### **ETPs in the KBBE area**

#### **1) Forest-based Sector Technology Platform <http://www.forestplatform.org/>**

##### **Mission**

Engage all key stakeholders and provides a forum for public-private dialogue and partnership.

Facilitate targeted investments in research and development.

Mobilise and focus existing research and development capabilities, thereby fostering a more efficient approach to innovation.

Stimulate coordination of European and national research agendas.

Support the ongoing development of a relevant knowledge base for the sector.

Contribute to the overall growth of the EU economy.

##### **Organisation – Working Groups**

National Support Groups (22)

Task Forces:

- Biorefinery Task Force
- FP7 Task Force

##### **Publications**

Vision Paper (2005, update due 2012 – see drafts on webpage)

SRA (2006, to be updated 2012)

Innovation Trends in the European Forest-based Sector (2010)

##### **Link to ERA-Net(s)**

WoodWisdom-Net 2/WoodWisdom-Net+ (under contract negotiations)

#### **2) Plants for the Future European Technology Platform <http://www.plantetp.org/>**

##### **Mission**

Address socio-economic challenges by creating a strong European science and industry base:

- securing a healthy and safe food supply
- sustainable agriculture

- green and pleasant land
- competitiveness and consumer choice

**Organisation – Working Groups**

- Working Group Basic Research
- WG Horizontal Issues
- WG Products
- WG Sustainability

**Publications**

Vision Paper (2004)

Stakeholder Proposal for an SRA (2005)

SRA (2007)

**Link with ERA-Net(s)**

ERA-CAPS

**3) ETP Food for Life [www.etp.ciaa.be/](http://www.etp.ciaa.be/)**

**Mission**

**Organisation – Working Groups**

- SME Task force
- Communication Training and Technology Transfer Working Group
- Public Private Partnership Working Group
- Food Processing, Packaging and Quality Working Group
- Food and Consumers Working Group
- Food Chain Management Working Group

**Publications**

Vision Paper (2005)

SRA (2007)

Implementation Plan (2007, revised 2008)

Implementation Action Plan (2008)

Responses to the Commission's Green Paper on the Common Strategic Framework published, the EIT consultation and the Bio-Based Economy for Europe Commission Consultation

**Link with ERA-Net(s)**

ERA-ARD; ARIMNet, MARIFISH (?)

**4) Technology Platform for organic food and farming research (TPOrganics)**

<http://www.tporganics.eu/>

**Mission**

TPOrganics integrates views of the organic sector and civil society to represent a broad perspective on research and development priorities that can leverage organic food and farming's potential to address contemporary challenges. Like other European Technology Platforms (ETP), TP Organics plays a key role in highlighting where the focus of research and development funding should be placed. It aims to identify the research priorities in organic sector, as research is fundamental factor to find solutions to social challenges, development

of the sector and innovations. It is the first and only one Technology Platform that deals in particular with organic agriculture and food production.

One of the cornerstones of TP Organics is to engage involvement of stakeholders along the whole food supply chain, including consumers, in determining the needs of research in organic sector. From the very beginning TP Organics is fully opened to wide range of stakeholders, especially to civil society, farmers, and SMEs which are often neglected by other ETPs and in research in general.

#### **Organisation – Working Groups**

Yes, but not specified further on webpage

#### **Publications**

Vision Research Agenda (2008)

SRA (2009)

Implementation Action Plan (2010)

#### **Link with ERA-Net(s)**

CORE-ORGANICS II

#### **[5] Manufuture <http://www.manufuture.org/>**

#### **Mission**

The mission of the European Technology Platform *Manufuture* is to propose, develop and implement a strategy based on Research and Innovation, capable of speeding up the rate of industrial transformation to high-added-value products, processes and services, securing high-skills employment and winning a major share of world Manufacturing output in the future knowledge-driven economy. Manufuture's role is to govern research, technological development and innovation (RTDI) efforts aimed at the transformation of the European manufacturing industry at two levels, policy and technology.

#### **Organisation – Working Groups**

- National/Regional Manufuture Initiative Group (28 National/Regional Technological Platforms)
- The Working Group Micro and NanoManufacturing (MINAM, own Vision and SRA 2008)
- *Agricultural Engineering and Technologies (AET, own Vision and SRA 2006)*
- Rapid Manufacturing (RM Working Group)
- European Concept (draft SRA available online)

#### **Publications**

Vision report (2004)

SRA (2006)

#### **Link with ERA-Net(s)**

ICT-AGRI

#### **6) European Biofuels Technology Platform (EBTP) <http://www.biofuelstp.eu/>**

#### **Mission**

The Mission of the European Biofuels Technology Platform is to contribute to:

- the development of cost-competitive world-class biofuels value chains,



- to the creation of a healthy biofuels industry, and
- to accelerate the sustainable deployment of biofuels in the EU

through a process of guidance, prioritisation and promotion of research, technology development and demonstration.

#### **Organisation – Working Groups**

- WG1 – Biomass
- WG2 – Conversion
- WG3 – End Use
- WG4 – Sustainability
- WG5 – Marketing
- former WG6 – Priorisation, then “EIBI Team Working Group”: Preparation of a pragmatic proposal to shape a European Industrial Bioenergy Initiative (EIBI)

Task Forces:

- Algae Task Force (ATF)
- Bio-CCS (joint task force with Zero Emissions Platform)

Contribution to the preparation, implementation and promotion of the EIBI (see below under B))

#### **Publications**

SRA (2008, updated 2010)

Strategy Deployment Document (SDD, update together with SRA)

Proposal for a European Industrial Bioenergy Initiative (2009)

Biofuels R&D&D database (continuously updated)

Biofuel Fact sheets (2011)

#### **Link to ERA-Net(s)**

ERA-NET Bioenergy; ERA-NET Plus BESTF (under contract negotiations)

### **7) International Federation for Animal Health Europe (IFAH-Europe) <http://www.ifaheurope.org/>**

#### **Mission**

IFAH-Europe represents manufacturers of veterinary medicines, vaccines and other animal health products in Europe. It represents both corporate members and national animal health associations in Europe. These associations comprise both local medium-size enterprises (SMEs) and international companies. IFAH-Europe's membership covers 90% of the European market for veterinary products. IFAH-Europe's mission is to promote a predictable, harmonised, science-based and innovative market place for the provision of quality animal medicines, vaccines and other animal health products, and so contribute to a healthy and safe food supply, and to a high standard of health and welfare for animals and people.

As a responsible industry we want to ensure that our stakeholders understand the work we do and the wide range of benefits we give to society at large. To achieve this, IFAH-Europe, as the voice of the European animal health industry, encourages constructive dialogue with governments, public policy makers, legislators, regulators, non-governmental organisations, the veterinary profession, the food chain, consumers and other stakeholders.

#### **Publications**

Vision Paper (2005)

#### **Link to ERA-Net(s)**

EMIDA

## 8) FABRE TP (Sustainable Farm Animal Breeding and Reproduction Technology Platform)

<http://www.fabretp.info/>

### Mission

Tackle major issues concerning sustainable animal breeding and reproduction in Europe, and taking into account what is happening in the developing world. The aim is to get the commitment of the stakeholders involved, including business, research organisations and funding organisations at the national level.

### Organisation – Working groups

7 Species Groups:

- Cattle
- Sheep/goats
- Pigs
- Poultry
- Aquaculture
- Horses
- Other farm and companion animals

3 Technology Groups:

- Animal Breeding and Quantitative Genetics
- Genomics and bio-informatics
- Reproductive technologies

3 Themes:

- Food Quality and Safety
- Welfare, Health and Performance
- Diversity and Distinctiveness

### Publications

Vision Paper (2006)

SRA (2007, updated 2011)

Research priorities (2008)

Implementation Plan (2008)

### Link to ERA-Net(s)

ERA-ARD

## 9) European Aquaculture Technology and Innovation Platform <http://www.eatip.eu/>

### Mission

Reinforce the research and innovation processes that are required within a modern and developing Europe, the European aquaculture sector has established the European Aquaculture Technology and Innovation Platform.

### Organisation – Working groups

Eight Thematic Areas with a WG each:

- TA 1. Product quality, Consumer Safety & Health
- TA 2. Technology & Systems
- TA 3. Managing the Biological Lifecycle
- TA 4. Sustainable Feed Production
- TA 5. Integration with the Environment

- TA 6. Knowledge Management
- TA 7. Aquatic Animal Health and Welfare
- TA 8. Socio-economics & Management

### **Publications**

Vision document (2011), jointly with:  
Strategic Research and Innovation Agenda (2011)  
To come: Plan of Action

### **Link to ERA-Net(s)**

MARIFISH

## **10) European Technology Platform for Sustainable Chemistry (SusChem) [www.suschem.org/](http://www.suschem.org/)**

### **Mission**

Initiate and inspire European chemical and biochemical innovation to respond effectively to society's challenges.

To achieve these aims, SusChem brings together people from across the chemical community and wider society to formulate research and innovation roadmaps that play to Europe's strengths and address the challenges facing our society. SusChem facilitates, inspires and leads collaborative research and innovation projects and programmes to fulfil the requirements of agreed roadmaps. It works to ensure that the knowledge generated is effectively transformed into innovative products and services for the benefit of society, in close collaboration with Public parties at EU and National levels, to effectively bridge the 'valley of death' for innovation.

### **Organisation – Working Groups**

Three enabling technologies:

- Industrial Biotechnology Working Group
- Materials Technology WG
- Reaction and Process Design WG

Four priority innovation areas

- Raw materials WG
- Resource and energy efficiency WG (incl. SPIRE PPP)
- Smart Cities WG
- Water WG (incl. the Water-Efficient Europe EIP)
- Education & Skills WG

### **Publications**

- Brokerage Database (continuous updates)
- Vision Paper (2005)
- SRA (2005)
- Implementation Action Plan (2006, updates: 2009 for Materials Technology and for Reaction and Process Design; 2010 for Industrial Biotechnology and for Materials Technology)
- SPIRE proposal (2011)
- "Educate to innovate" programme flyer (2012)
- Strategy Enhancement Briefing Paper (2012)

### **Link to ERA-Net(s)**

ERA-IB; ERA-IB-2

## B) European Industrial Initiatives (2008)

Goal: EIs are joint large scale technology development projects between academia, research and industry. The goal of the EIs is to focus and align the efforts of the Community, Member States and industry in order to achieve common goals and to create a critical mass of activities and actors, thereby strengthening industrial energy research and innovation on technologies for which working at the Community level will add most value. The EIs were launched by the EC under the SET-Plan.

**European Industrial Bioenergy Initiative (EIBI)** <http://www.biofuelstp.eu/eibi.html>

### Mission

Will support demonstration or reference plants for innovative bioenergy value chains which are not yet commercially available (thus excluding existing biofuels and heat & power technologies) and which could be deployed at large scale.

The EIBI covers seven value chains; 4 thermo-chemical and 3 bio-chemical.

### Publications

Implementation Plan (2010)

A call for Expressions of Interest in the EIBI was held in the Autumn of 2011. An analysis report on the outcomes of the Call for Expression of Interest carried out by the EIBI Team is available.

Several topics supporting EIBI were included in the most recent FP7 call under FP7-Energy-2012-2 and FP7-ERANET-2012-RTD.

### Link to ERA-Net(s)

ERA-NET Bioenergy

## C) Lead Market Initiatives

### Mission

The Lead Market Initiative (LMI) for Europe was launched by the European Commission following the EU's 2006 broad-based innovation strategy, with the aim to foster the emergence of lead markets of high economic and societal value. The six lead markets which were chosen for their innovativeness, their relevance to the solution of key strategic/societal/environmental/economic challenges and their strong technological and industrial base in Europe are:

- eHealth
- Sustainable Construction
- Protective textiles
- Bio-based products
- Recycling
- Renewable energies

For each market, a plan of actions for the next 3-5 years was formulated.

### LMI bio-based products

In 2008, the European Commission appointed an Ad-hoc Advisory Group for Bio-based Products. The group consisted of members from government, agencies, academia, industry and interest groups and prepared several documents with recommendations to enable the market uptake of bio-based products. Further work took place e.g. on standards for bio-based products and on the development of sustainability assessment tools.

## **Publications**

“Taking Bio-based from Promise to Market – Measures to promote the market introduction of innovative bio-based products”. (2009)

Recommendations on Financing (2011)

Recommendations on Communication (2011)

List of Priority Recommendations 2011

## **D) Public-Private-Partnership on bio-based industries (Bio-based Industries /Bio-based for Growth PPP)**

**Focus** of Bio-based Industries PPP:

- Feedstock: fostering a sustainable biomass supply and building new value chains
- Biorefineries: optimising efficient processing through R&D and upscaling at large-scale demo/flagship biorefineries;
- Markets and policies: developing markets for bio-based products and optimising policy frameworks.

The bio-based PPP will pool Member State expertise and form an umbrella for national strategies and projects.

The founding partners are committed to investing ca. €2.5/2.8 billion in research and innovation efforts between 2014 and 2020 if the right framework conditions can be developed.

Demonstration and flagship plants play a key role. Industry commitment will be leveraged to multiply the monetary commitment when additional partners join, national strategies come into force and research programmes bring in the scientific, academic and research communities. The aim of the PPP is to have this investment matched by the same amount of public funding. Furthermore, the development of value chains and industries resulting from the initial investments is expected to create at least €5 generated for each public euro spent.

The PPP's objectives are to:

- Address the Investment challenge to keep Europe in the global bioeconomy race
- Address the Innovation challenge
- Address the integration challenge and building the value chains

## **Publications**

Concept note, Vision Document (2012)

Public consultation and Impact Assessment by the EC will follow

## **E) European Innovation Partnerships (EIPs, under preparation)**

In the KBBE area, the EIPs Raw Materials and Sustainable Agriculture (see below) were among the first to be proposed.

An EIP on Water Efficiency is also being mentioned, which would touch the bioeconomy as well.

The **European Innovation Partnership "Agricultural Productivity and Sustainability"** was launched in 2012 and will address the key challenges faced by European agriculture – namely how to increase production in order to respond to the growing global demand for food, and how to improve sustainability and address environmental issues.

The EIP aims to foster a competitive and sustainable agriculture and forestry that 'achieves more from less' and works in harmony with the environment. The EIP will help building a

competitive primary sector that secures global food availability, diversified products and production, long-term supply of various raw-materials for food and non-food uses, as well as a better allocation of added value across the food chain.

The two headline targets are to:

- reverse the recent trend of diminishing productivity gains by 2020 and to
- secure soil functionality in Europe at a satisfactory level by 2020.

## Annex II – E-mail questionnaire for coordinators of KBBE-relevant ERA-NETs



### Interaction with KBBE-relevant, private sector driven initiatives

Questionnaire for ERA-Net coordinators

**Background:** Task 4.3 of the project PLATFORM deals with interaction of ERA-NETs with private sector driven networks. The aim is to make recommendations concerning better exchange and coordination between KBBE ERA-NETs and industry-driven initiatives (e.g. European Technology Platforms, European Industry Initiatives, European Public-Private Partnerships, etc.). The existing interactions between ERA-NETs and initiatives such as the ETPs will be used as the starting point to elaborate the potential benefits for collaboration.

#### Questions

**1) Which ERA-Net(s) are you answering this questionnaire for?**

\_\_\_\_\_

**2) Is this/are these ERA-Net(s):**

active, FP7-funded

inactive, formerly FP6-funded / FP7-funded

active, self-sustained (formerly FP6-funded / FP7-funded, as applicable)

**3) Has your ERA-Nets collaborated with an industry-driven initiative?**

a. **If not, why not?**

\_\_\_\_\_

b. **If yes, please name the initiative(s). Is this collaboration still on-going? If not, why was it discontinued?**

\_\_\_\_\_

**4) What were your expectations/hopes/goals prior to starting the cooperation? If you have had no such collaboration so far, what would they be?**

**5) What were the results of your cooperation?**

**6) Overall, would you say cooperation was successful?**

- Yes, especially: \_\_\_\_\_
- No, due to \_\_\_\_\_

**7) Will you continue it?**

- Yes, because \_\_\_\_
- No, because \_\_\_\_\_
- \_\_\_\_\_

**8) If you are continuing an existing collaboration or are starting one now: What are your plans for the next 2 years (formats, schedules)?**

**9) What, from your experience, could ERA-Nets and industry-driven initiatives each do to increase and improve such cooperation?**

**10) What could the European Commission do to support ERA-Nets and industry in working closer together under HORIZON2020?**

**11) Please share any other comments with us.**

**Many thanks for your contribution!**



## Annex III – Template for telephone interviews with ETPs and PPP Bio-based industries

### D4.3 Recommendations on interaction and collaboration between ERA-NETs and private sector driven KBBE networks, in particular the Technology Platforms

#### Questionnaire-based survey

**Initiative:**

**Name:**

<b>1:</b> Which ERA NETs do you know?	
<b>2:</b> Which ERA NETs have you worked with so far?	
<b>3:</b> How are your experiences with the ERA NETs you have worked with so far?	
<b>4:</b> How long have you been working together?	
<b>5:</b> Is there any regular exchange of information?	
<b>6:</b> Were there any joint meetings/events? Joint organisation of events?	
<b>7:</b> What was the motivation for collaborating with an ERA NET? (expectations)	
<b>8:</b> Have these expectations been met?	
<b>9:</b> Results of cooperation?	
<b>10:</b> Will you continue the cooperation?	
<b>11:</b> What could ERA NETs do to improve existing collaboration?	
<b>12:</b> What could ERA NETs do to increase their attractiveness to industrial initiatives?	
<b>13:</b> What could the EC do to improve the collaboration between ERA NETs and industrial initiatives?	

## Annex IV – First interim results as presented in Dublin on February 28<sup>th</sup>, 2013

### Slide 1

nachwachsende-rohstoffe.de

# COLLABORATION BETWEEN ERA-NETS AND INDUSTRY-DRIVEN INITIATIVES

First impression from surveys

Dublin  
28.03.2013  
Karen Görner

Geteilt durch:  
  
Bundesministerium für  
Ernährung, Landwirtschaft  
und Verbraucherschutz  
aufgrund eines Beschlusses  
des Deutschen Bundestages

### Slide 2

## Task 4.3 – ERA-Nets and private sector-driven initiatives

- Goals
  - Overview of current collaboration
  - Positive / negative experiences
- Recommendations for improvement of existing and start-up of planned cooperation with industry initiatives
- Surveys: ERA-Nets via e-mail, ETPs and PPP bio-based (BRIDGE) via phone

Fachagentur Nachwachsende Rohstoffe e.V.

PLATFORM meeting Dublin 28.02.2013

## Slide 3


## Survey industry-driven initiatives

Interviewees	ERA-Nets known	Cooperation with ERA-Net	Experience	Wishes
8	8	Mostly yes,	Good/very good, and	Fund projects with industry
Of which ETPs	Of which „more than 5“:	typ. with 2 – 3	frequent	Integrate national TPs
7	5	Mostly >5 yrs	But:	More direct interaction
<b>The EC should:</b>	... continue ERA-Nets under HORIZON 2020. ... ensure regular cooperation e.g. via joint meetings of ETPs & ERA-Nets.			

Slide 4

**Survey ERA-Nets**

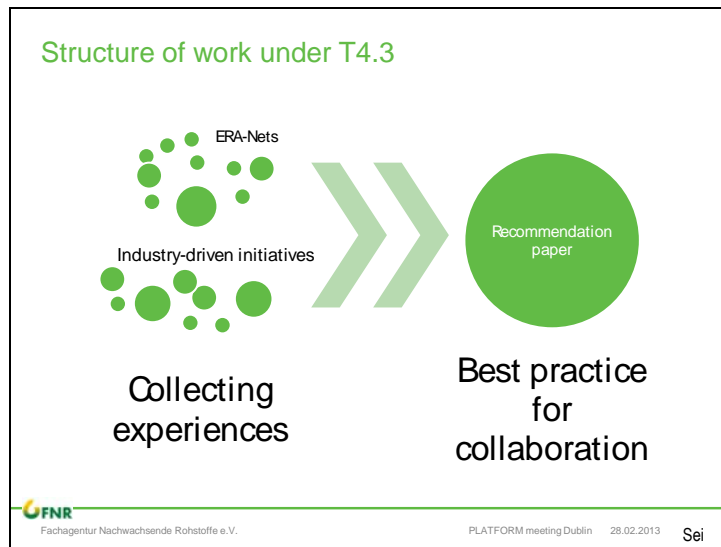
Interviewees	Collab. with industry initiative?	Expectations (examples)	Results (examples)	Concrete plans
19	Yes: 9	↑ ind. participation in calls	SRA used to prepare calls	Joint SRA development
Of which active / FP7	No: 6 (+4 new nets which plan to)	Improve market transfer	Joint conference/"partnering"	Involve in call planning
18 / 16	Continue: YES	Info exchange, dissemination	Members in each other's Advisory Board	General consultations
<i>The EC should</i>	<i>... support the networking activities to allow lasting engagement.</i>			

 Fachagentur Nachwachsende Rohstoffe e.V.      PLATFORM meeting Dublin    28.02.2013    Sei

Notes:

- 18 / 16: the other 2 are self-funded
- "new": ERA-Net that just started
- "No" collaboration: "difficult to organise", "not easy to involve", "very diverse sector", "not practical", "not foreseen in the work plan"
- All 9 want to continue, even in those cases in which cooperation so far is not viewed too positively.
- Joint SRA development and consultation in the call planning stage were both mentioned several times.
- ERA-Nets are quite self-critical: visibility needs to be improved, enthusiasm about importance of ERA-NET could be better, active approach of "the right" TP(s)
- EC support: networking activities of ERA-Nets (and industry initiatives?), and e.g. for annual meetings of both sides, like a combination of BECOTEPS and PLATFORM.

Slide 5



Slide 6

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THANK YOU FOR YOUR ATTENTION.

Karen Gömer  
[k.gomer@fnr.de](mailto:k.gomer@fnr.de)  
+49-3843-6930-162

Kooperationspartner:  
Bundesministerium für Ernährung, Landwirtschaft und Verbraucherschutz  
Landesministerium für Ernährung, Landwirtschaft und Verbraucherschutz  
Fachagentur Nachwachsende Rohstoffe e.V.

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## Annex V – Presentation of interim Task results in Paris on April 18<sup>th</sup>, 2013 (2<sup>nd</sup> annual workshop)

Slide 1

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### COLLABORATION BETWEEN ERA-NETS AND INDUSTRY-DRIVEN INITIATIVES

From experiences to recommendations

Paris  
18.04.2013  
Karen Görner

Gefördert durch:  
Bundesministerium für Ernährung, Landwirtschaft und Verbraucherschutz  
aufgrund eines Beschlusses des Deutschen Bundestages

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Slide 2

### Task 4.3 – ERA-Nets and private sector-driven initiatives

- Goals
  - Collect overview of current collaboration
  - Show positive / negative experiences
- Recommendations for improvement of existing and for the start-up of planned cooperation with industry initiatives
- Surveys: ERA-Nets via e-mail, ETPs and PPP bio-based (BRIDGE) via phone, February 2013

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PLATFORM 2nd workshop - Paris 18.04.2013

Following the PLATFORM meeting in Dublin on 28.03.2013, one more question was sent to ERA-Net coordinators, but not many replies and no real added value. Therefore, the feeling is that we should work with the current data plus additional insight gathered today.

## Slide 3

### Survey industry-driven initiatives

Interviewees	ERA-Nets known	Cooperation with ERA-Net	Experience	Wishes: ERA-Nets should...
8	8	Mostly yes,	Good/very good, and	Fund projects with industry
Of which ETPs	Of which „more than 5“:	typ. with 2 – 3	frequent	Integrate national TPs
7	5	Mostly >5 yrs	But: high admin effort	More direct interaction
<i>ERA-Nets and industry should</i>	...have more joint events ... have representatives in Advisory Board, stakeholder group (or similar) of each other ... present the value of the cooperation between ERA-Nets & TPs to the EC officers in a better way			
<i>The EC should</i>	... <i>continue ERA-Nets under HORIZON 2020.</i> ... <i>ensure regular cooperation e.g. via supporting joint meetings of ETPs &amp; ERA-Nets.</i>			

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- “Wishes”: funded projects should include industry; national TPs (support groups etc.) should be integrated, e.g. by using their newsletters, interaction could be via the national platforms. ERA-Nets could also make direct presentations to trade associations or companies
- To ERA-Nets: Does this coincide with your expectations of the industry view?
- To industry: Is anything missing from your point of view?

Slide 4

**Survey ERA-Nets**

Interviewees	Collab. with ind. initiative?	Expectations (examples)	Results (examples)	Concrete plans
19	Yes: 9	↑ ind. participation in calls	SRA used to prepare calls	Joint SRA development
Of which active / FP7	No: 6 (+4 new nets which plan to)	Improve market transfer	Joint conference/"partnering"	Involve in call planning
18 / 16	Continue: YES	Info exchange, dissemination	In each other's Advisory Board	General consultations
<i>ERA-Nets should</i>	... increase visibility and enthusiasm, get TP involved ... approach the right initiative(s) – and do it actively			
<i>Industry should</i>	... enable a long-lasting cooperation: establish a stable contact point, with sufficient resources to enable active collaboration			
<i>Both should</i>	... improve <b>communication!</b> Be pro-active. ... host meetings together, and join each other's meetings			
<i>EC should</i>	... support the networking activities (→ glue money) to allow lasting engagement			

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18 / 16: the other 2 are self-funded

“new”: ERA-Net that just started

“No” collaboration: “difficult to organise”, “not easy to involve”, “very diverse sector”, “not practical”, “not foreseen in the work plan”

All 9 want to continue, even in those cases in which cooperation so far is not viewed too positively.

Joint SRA development and consultation in the call planning stage were both mentioned several times.

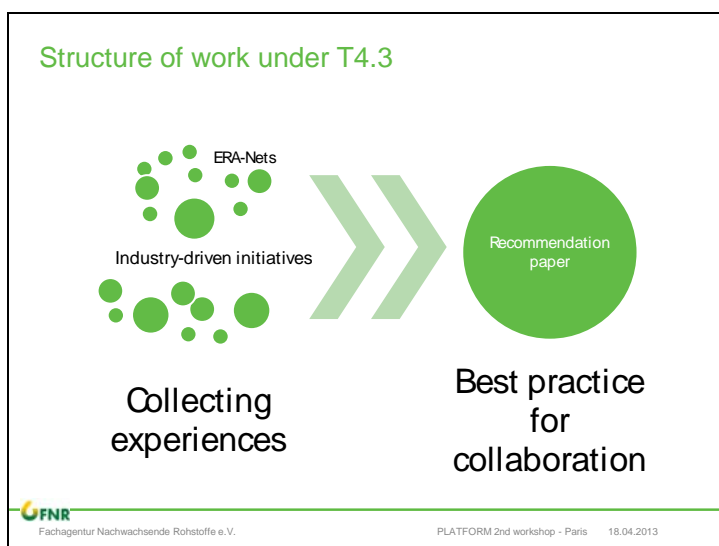
ERA-Nets are quite self-critical: visibility needs to be improved (personal contacts, website, workshops), enthusiasm about importance of ERA-NET could be better (get message across that participation in ERA-Nets serves the goal of the TP), active approach of “the right” TP(s)

EC support: networking activities of ERA-Nets (and industry initiatives?), and e.g. for annual meetings of both sides, like a combination of BECOTEPS and PLATFORM.

Is anything missing from your point of view? Note that, after feedback in Dublin, we specifically asked about other forms of collaboration besides ETPs, but there was no response, except one mentioning of industry in their Advisory Board (which is good but not really cooperation...)



Slide 5




Slide 6

- ### Recommendations to
- ERA-Nets
    - try and involve industry more in projects (industry as project partners)
    - 3x integrate national TPs more (use newsletter for calls; Further use and uptake of ETP SRAs when establishing calls; involve ETPs in their strategy, discussions and organisation of events)
    - explore ways for better information exchange also via the national mirror groups/ national platforms
    - make presentations directly to industry trade associations or directly to individual companies
    - 2x approach initiatives/associations/etc. actively and directly, and present the network and what it can offer
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Slide 7

**Recommendations to**

- **Industry initiatives**
  - Find mechanisms to enable a long-lasting cooperation: stable contact point, adequate resources
- **EC**
  - Provide ERA-Nets with adequate resources for collaboration (glue money – e.g. limited to priority tasks such as call planning and industry cooperation)
  - Create incentives for industry to collaborate with ERA-Nets (specific support of this part e.g. of ETPs in H2020)
  - Create an enabling environment so that ERA-Nets and ETPs can find each other more easily
  - Enable ad-hoc solutions under H2020 (instead of rules based on throughput control)
  - Provide networking support, e.g. regular meetings
  - Require industry participation in ERA-NET Plus calls

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What could be meant by “ad-hoc”? I understood “bottom-up approach of e.g. setting call topics, in order to enable quick response to R&D needs” – and by “throughput control”, I understood the way of making funds available only on the basis of projects selected for funding (i.e. ERA-NET Plus approach). Is that the correct interpretation? If yes, it is a criticism of ERA-NET Plus and a wish for more bottom-up options!

“Regular meetings”: between ERA-Net and ETP

Slide 8

**Expected outcomes of recommendation paper:**  
How to...

- ... strengthen existing partnerships or
- ... build new links
- Communication is key for all sides!

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Slide 9

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THANK YOU FOR YOUR ATTENTION.

Karen Gömer  
k.gomer@fnr.de  
+49-3843-6930-162

Gründerbüro  
Bundesministerium für  
Ernährung, Landwirtschaft  
und Verbraucherschutz  
aufgrund eines Beschlusses  
des Europäischen Gerichtshofs

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## Annex VI – Presentation of interim Task results in Leiden on February 13<sup>th</sup>, 2014 (3<sup>rd</sup> annual workshop)

### Slide 1



### Slide 2

**ERA-Nets and private sector-driven initiatives  
(ex.: ETPs)**

- ERA-Nets:
  - **Goal:** make a reality of the European Research Area.
  - **How?** By improving the cooperation and coordination of national or regional research programmes. This is a progressive approach with a long-term perspective.
- ETPs:
  - **Goal:** help turn Europe into an Innovation Union.
  - **How?** By developing short to long-term research and innovation agendas and roadmaps at EU and national level, to be supported by private and public funding.

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➤ Recommendations for improvement of existing and for the start-up of planned cooperation with industry initiatives

➤ Surveys: ERA-Nets via e-mail, ETPs and PPP bio-based (BRIDGE) via phone, February 2013

## Slide 3

### The industry experience


- ERA-Nets are well known to initiatives, most cooperate with typically 2 – 3
- Long-term partnerships: typically >5 years
- Frequent interaction viewed as beneficial, but high in administrative work
- Representatives of ERA-Nets should be in own initiatives' Advisory Board, and vice versa
- Interaction should be more direct, and de-central
- Benefit of joint events

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## Slide 4

### The ERA-Nets' experience

- Collaboration is an issue (past/present/future) for majority, but not all
- If not: perceived as difficult due to diverse sector, or own topic not viewed as relevant for industry
- Expectation when starting collaboration:
  - Increase industry participation in calls
  - Improve market transfer of R&D results
  - Disseminate results, exchange information
- Immediate results of collaboration:
  - Use of SRA for own calls,
  - Representation in ABs,
  - Joint conferences, "partnering" events

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- for 13 out of 19
- others: too fundamental or strategic approach of their ERA-Net to allow such cooperation

Slide 5

### Collaboration and synergies

- Joint goal: Resource efficiency and optimal quality in R&D, bring research results to market
- How can we ensure research is relevant to society, industry and politics?
- ERA-NETs take the policy view
- ETPs, EIPs etc. take the industry view
- Joint, public events provide platform for other stakeholders
- Short-term: joint call planning
- Medium-term: joint work on SRA
- Long-term: joint roadmaps

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It is clear that not all research can be funded in all countries. Pooling resources avoids double funding and frees resources for additional projects. Transnational collaboration ensures that the best researchers on one topic can work together.


How to ensure that R&D is “needed”?

Slide 6

### Challenges

- Finding the right initiatives in your sector
- Establishing the type, level and frequency of exchange ideal for all sides
- Maintain commitment: Provide both frame and enthusiasm


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## Slide 7

Recommendations to


- ERA-Nets:
  - integrate national TPs more (use newsletter for calls; Further use and uptake of ETP SRAs for calls; involve ETPs in their strategy, discussions and organisation of events)
  - explore ways for better information exchange (again, e.g. via national mirror groups/ platforms )
  - approach initiatives/associations actively and directly, and present the network and what it can offer: make presentations directly to industry trade associations or directly to individual companies
  - try and involve industry more in funded projects (industry as project partners)

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## Slide 8

Recommendations to

- Industry initiatives
  - Find mechanisms to enable a long-lasting cooperation: stable contact point, adequate resources
- EC
  - Provide ERA-Nets with adequate resources for collaboration (glue money – e.g. limited to priority tasks such as call planning and industry cooperation)
  - Create incentives for industry to collaborate with ERA-Nets (specific support of this part e.g. of ETP secretariats in H2020)
  - Create an enabling environment so that ERA-Nets and ETPs can find each other more easily
  - Provide networking support, e.g. a frame for regular meetings
  - Require industry participation in ERA-NET calls

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“Regular meetings”: between ERA-Net and ETP

Industry participation: depending on topic

Slide 9

Expected outcomes of recommendation paper:  
How to...


- ... strengthen existing partnerships or
- ... build new links
- **Communication** is key for all sides!

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Slide 10

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THANK YOU FOR YOUR ATTENTION.



Karen Gömer  
[k.goemer@fnr.de](mailto:k.goemer@fnr.de)  
+49-3843-6930-162

 Gefördert durch:  
Bundesministerium für  
Erziehung, Jugend, Familie,  
und Verbraucherschutz

an der  
Hochschule  
Bielefeld

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Fachagentur Nachhaltende Rohstoffe e.V.