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Deliverable 3.1

Report - cartography (mapping) including questionnaires to RTOs and SMEs

Deliverable Name	Report - cartography (mapping) including questionnaires to RTOs and SMEs
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PU	Public	X
PP	Restricted to other programme participants (including the Commission Services)	
RE	Restricted to a group specified by the consortium (including the Commission Services)	
CO	Confidential, only for members of the consortium (including the Commission Services)	





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1. RTO mapping

A detailed list of Research and Technology Organisations (RTOs) was elaborated covering the Photonics sector as a primary target, but also RTOs from other sectors where Photonics penetrate or find end-users and/or integrators as per the sectors targeted in WP2 (Energy/ Environment, Transport, Manufacturing). The list contains RTOs as provided by each RespiceSME partner for the following countries, while covering a significant number of European countries:

- Austria
- France
- Germany
- Greece
- Ireland
- Lithuania
- Spain
- Sweden
- United Kingdom

Following discussions, the consortium agreed that the RTOs mapping should be presented as a detailed list to be used by SMEs and clusters to help identify which RTO can be contacted in case of specific requests for assistance with research and development tasks for fulfilling a gap into the value chain of a new product or service. Therefore, it was concluded that the list elaborated should be detailed and include not just names and contact details of the RTOs, but rather information on the domains each RTO is active and its specific competences.

Specifically the list formulated contains the following information:

1. Organisation **name**
2. Organisation **type**
3. **Main competences** (short description) of organisation's competences
4. **Photonics domain**, where the organisation is identified as active in one or more of the following photonics domains:
 - a. Advanced Manufacturing
 - b. Automotive & Aerospace
 - c. Emerging & Advanced Lighting
 - d. Energy & Environment
 - e. Information & Communication
 - f. Life Sciences & Health
 - g. Security, Metrology & Sensors
 - h. Visualization & Displays
5. **Other sectors**, where the organisation is identified as active in one of the following non-photonics sectors
 - a. Energy/ Environment
 - b. Transport
 - c. ManufacturingFor each of the above sectors the specific sub-domains of each RTO are also listed.
6. **Address** containing information such as telephone, contact person, email, postal address and web site, also indicated if this is available in English.
7. Finally it also includes a free text section for any **additional comments**.



Currently, the list contains over 450 entries from the aforementioned countries. It is however the intention of the consortium to treat this list as a **document in progress** throughout the duration of the project. Updates will be made by all partners in order to produce an up-to-date and as complete as possible database at the end of project.

The list is appended as a Microsoft excel file entitled “RTO LIST RespiceSME JULY 16.xls”

2. Questionnaire to SMEs regarding RTO access

The scope of this questionnaire is to interview SMEs concerning their experience, needs and potential access to RTOs. This questionnaire will also be used by all partners during the innovation audits that will be carried out within WP1.

The questionnaire is divided into 3 sections.

Section 1: Generic data (Q 1.1 -1.6) aims to determine if the company needs assistance (and of what type) for the development of new products/services along a specified value chain. In the case where the company explicitly requires assistance, equipment access or know-how transfer and could potentially benefit from accessing an RTO with specific competences, the RTO list formulated by the RespiceSME consortium could be used to suggest (at a later stage) potential RTOs for collaboration to this SME.

For companies that have already accessed the facilities or expertise of an RTO, to support the development of new products/services and accordingly bridging gaps into their value chains, the interview sheet continues to **Section 2: Q2.1- 2.10 Assessment of prior involvement**. This section aims to gain insight on what need prompted the engagement of the SME with the RTO, the funding scheme followed, the specific RTO selection criteria and whether the RTO was in Photonics (and in which particular domain) or in a different sector. Furthermore, the success of the access to the RTO and the chances of repeating the experience is assessed on a scale of 1 to 5; this allows us to gain a preliminary understanding on the capability of RTOs serving SME’s needs. Finally, within this section of the questionnaire, the company can provide any additional relevant comments and the name of the RTO accessed. Providing the name of the RTO is optional with respect to confidentiality issues, however, being able to identify RTOs that have a good track record in collaboration with SMEs will greatly assist in identifying good practices and formulating a successful methodology.

Section 3: Future involvement with RTOs (Q 3.1 -3.7) should be answered by a company regardless of having prior involvement or not and focuses on potential future access of the company to RTOs. Similarly to the previous section, here the questions concentrate on issues such as the funding scheme preferred, the selection criteria posed and the scientific sector of the RTO potentially targeted.

Questions in both sections 2 and 3 investigate the involvement of the company with RTOs, not just in the field of photonics, but also in one of the 3 sectors targeted in WP2 (Energy/ Environment, Transport Manufacturing). Identifying cases of this type of collaboration between a photonics SME and non-photonics RTO is instrumental in the elaboration of an expanded methodology covering cross-sectorial cases, wherein an SME seeks access to different RTOs, covering difficult gaps into its value chain with cross-sectorial technological and market character. Ideally, following the interviews, cross sectoral



cases of collaboration between photonics SMEs and non-photonics RTOs will be identified and briefly analysed with respect to their origin/significance.

The feedback received from the companies during the interviews will be used in the elaboration of a methodology for accessing RTOs (Deliverable 3.2). Therefore, any additional insight on past experience/or potential future access that the company shares during the interview beyond the questions listed would be of great interest. A separate sheet entitled "*Interviewer comments*" has been added for this purpose.

The questionnaire is appended as a Microsoft excel file entitled "SME_access_to_RTO_Q.xls"

3. Questionnaire to RTOs regarding their services to SMEs

The third and final item in deliverable 3.1 is a questionnaire addressed to RTOs to assess the availability of their facilities and expertise to SMEs. As with the questionnaire described in the previous section the aim is to gain an insight in the state of collaboration between RTOs and SMEs (in this case from the side of the RTO) with the end goal to elaborate a methodology in assisting, promoting and optimizing this type of collaboration/interaction. Prompted by FORTH, as leader of task 2.1 the consortium had lengthy discussions on the content and most importantly the target audience of this questionnaire in order to enhance the quality of the survey outcome. It was concluded that it is technically impossible and beyond the scope of this task and the RespiceSME project to interview all RTOs in the elaborated list. Instead, specific RTOs will then be selected in accordance with the outcomes of the interviews with the SMEs.

Hence, it was agreed that the partners will select the RTOs after the needs of the audited SMEs for RTO access including cross-sectorial cases. Following the identification of the RTOs and based on their specific structure/characteristics and sector, the questionnaire to RTOs regarding their services to SMEs will be finalized and directed to the selected recipients. The questionnaire to RTOs is currently under drafting, with a number of potential questions; however, critical feedback is needed from the SMEs in order to reduce and reformulate the questions included in order to obtain necessary information in an "easy-mode" from the RTO managers.

Thus, the Questionnaire to RTOs regarding their services to SMEs is not currently included into the deliverable 3.1, but this will be available shortly after the SMEs audits which will point out the type of RTOs that overlap with their needs and value chains. (Expected completion date: November 2016 /M11 of the project).

4. APPENDIX

1. RTO LIST RespiceSME JULY 16.xls

2. SME_access_to_RTO_Q.xls

