

# Networking<sup>4</sup>Enterprise

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## 6.4 billion for smart growth and jobs

### Europe's biggest ever investment in research and innovation

Throughout the month of July, a series of FP7 calls have been published by the European Commission within various sectors

The Seventh Framework Programme (FP7) is the programme covering the period between 2007 and 2013, and is set up by the EU in order to fund and promote European research and technological development. The specific objectives that fall under this project are the following:

- To gain leadership in key scientific and technology areas;
- To stimulate the creativity and excellence of European research;
- To develop and strengthen the human potential of European research; and
- To enhance research and innovation capacity throughout Europe.

The Commission has given top priority to Small and Medium-sized Enterprises (SME), as they are considered to be the backbone of the European innovation system, representing 99% of all European businesses. This year's budget is up by 12% in comparison to 2010 (€5.7 billion) and 30% in comparison to 2009 (€4.9 billion).

SMEs will receive close to €800 million, and for the first time, there will be ring-fenced budgets in several areas. For example, in health, knowledge-based bio-economy, environment and nanotechnologies. SME participation must reach circa 3,000 which is around 35 % of the total budget. This package is an economic stimulus expected to create more than 165,000 jobs.

The FP7 is the largest single research programme in the world, with a budget of more than € 50.5 billion - excluding Euratom - for 2007-2013. This funding will advance scientific boundaries, increase European competitiveness and help solve societal challenges such as climate change, energy and food security, health and an ageing population.

By adopting the Europe 2020 strategy, Europe's political leaders have put research and innovation at the top of the European political agenda, making it the cornerstone of investment in sustainable growth and jobs.

FP7 is beneficial for SMEs as it targets research within multi-partner consortia, funds the outsourcing of research and development projects to competent research partners, promotes incoming and outgoing

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Fellowships, increases competitiveness, productivity and turnover, provides access to new markets and finances new products, processes, and services.

Malta Enterprise assists in the proposal writing for FP7 and CIP projects. This Scheme will cover 60% of the total eligible costs of the preparatory proposal up to a maximum of € 10,000. The eligible costs include personnel costs, technical consultancy, and travelling. A few calls can be found at the back page of this newsletter. The full list can be obtained from [www.mcst.gov.mt](http://www.mcst.gov.mt)



For further information about these calls and the possible assistance available from Malta Enterprise, contact our Internationalisation Unit on 25423418 or 25423294 or email [internationalisation@maltaenterprise.com](mailto:internationalisation@maltaenterprise.com)



# Tips for **EXPORT** success

## Trade fairs and exhibitions

Displaying products at international trade fairs and exhibitions abroad is one of the most traditional forms of export promotion and is still very important for many companies. A specialised trade fair offers one of the best opportunities to meet people and display products to a large number of overseas buyers and other interested parties.

Some key issues towards successful participation include:

- Have clear objectives of what you hope to attain by exhibiting
- Enter the right fair for your product or service
- Plan your participation well in advance
- Promote your presence to prospective visitors well in advance of your participation
- Have an effective representation on your stand by someone who can take decisions on the spot
- Follow up all contacts made at the fair within a few days of your return to Malta
- Participate and exhibit at a fair repeatedly...not just once.

Some benefits of exhibiting at overseas trade fairs include:

- Market exposure and experience
- New business contacts and sales leads
- Opportunities to meet your present clients
- Opportunities to see what the competition is up to
- Opportunities to keep yourself abreast of market developments.

Preparations should start many months before your participation in an overseas trade fair. The following is a quick checklist of information, which the prospective exhibitor needs to know prior to deciding to participate in a particular event:

Information about the fair:

- Place, dates, organiser
- Space and shell-form erected stands available; cost; application deadline
- Utilities and furnishings available; costs; application deadline
- Names of designers, constructors, decorators, freight clearing agents, photographers; local stand staff
- Insurance and security arrangements.
- Deadline for arrival of stands and goods
- Promotional material of organiser; catalogue entries; poster advertising; organiser's press publicity service.

Market information:

- Product requirements, including specifications, standards, packaging and legal requirements
- Duties and taxes
- Prices of competing products
- Trade channels; important agents and buyers
- Advertising media; mailing list sources.

Transport:

- Shipping schedules.
- Costs, including cost of customs clearance and transport between the port and the fair
- Documentation requirements – by local and foreign customs and other government authorities, the fair organisers and the shipping, forwarding and insurance companies.

Travel:

- Airline schedules and tariffs
- Hotels.

Successful visits overseas need to be based on concrete objectives as otherwise trade fairs can be an expensive waste of time. Make sure you are 'export ready' as much as possible and know what you want to achieve. Make your goals specific and measurable. Furthermore, choose the fair carefully and give yourself plenty of time to plan. When it's over, follow up on the contacts that were made.



## Visit to De La Rue Currency and Security Print

### OHSA organizes a study visit to De La Rue Currency and Security Print Ltd as a promoter of Good Practice

Following a Declaration of Intention for Cooperation by the European Agency for Safety and Health at Work and the Enterprise European Network, all Agency Focal Points, including the Occupational Health and Safety Authority in Malta were requested to organize National Information Sessions on occupational health and safety.

OHSA-Malta, in collaboration with Malta Enterprise and with the assistance of De La Rue Currency and Security Print Ltd, organized a study visit to De La Rue shop floor in order to promote and discuss a number of examples of Good Practice adopted by De La Rue in recent years. This first session was attended by 13 entrepreneurs and included a visual presentation of Good Practice examples and a tour of the shop floor.

The idea behind these study visits is to bring entrepreneurs together and encourage the participants to share experiences and to learn from one another.

The general feedback was extremely positive. As stated by Margaret Buhagiar, President of the Malta Printing Industry Association "The best way to learn is to see things being actually done. This plays a great part in in-formal learning." Ms. Buhagiar suggested further visits, giving entrepreneurs the opportunity to share this kind of experience; she commended OHSA-Malta for this initiative and thanked de La Rue for providing this opportunity.

OHSA-Malta, in collaboration with Malta Enterprise, is planning to organize similar events in the very near future. OHSA thanks De La Rue for their assistance in organising this very successful visit.

# Business Opportunities

## PS328

**Romanian company** specialized in manufacture of wood, PVC profiles and retail space planning is looking for subcontracting and outsourcing activities.

## PS329

**Russian company** active in the production of dietary foods made from natural vegetable ingredients is looking for trade intermediaries.

## PS330

**A Belgian company** involved in the commercialization, fabrication and distribution of diverse pharmaceuticals products and specialized in manufacturing and distribution of orphan drugs, is looking for new commercial opportunities.

## PS331

**A Polish company** experienced in manufacturing of large scale steel constructions offers its services as a subcontractor to foreign companies active in mining, road infrastructure construction, refineries, plants and wind farms.

## PS332

**An Italian company** manufacturing battery chargers is looking for distributors working in the automotive sector.

## PS333

**The Czech company** specializes in processing of sheet metal and steel profiles is looking for subcontracting partner and outsourcing activities.

## PS334

**A Hungarian company** active in metal products manufacturing and metal working is looking for subcontracting possibilities and offering logistical services.

## PS335

**A Macedonian company** producing metal manufacture for the industry sector is looking for partner-trade intermediary services.

## PS336

**An Israeli company** specialized in developing, designing and manufacturing machinery for wire and fastener products, used mostly in the automotive, construction and mining industries is looking for trade intermediary services.

## PS337

**French company** specializing in manufacturing of high quality gold and silver jewels in the field of golf, manufacturing a collection specially for golfers, trading this collection by e-boutique, is looking for agents and distributors.

## PS338

**A Polish company** offers services in the field of designing and implementing of innovative machines and devices used in the process of production. The company has international experience, especially in automation of the manufacturing process. It is looking for intermediaries and is offering its technical assistance.

## PS373

**Russian company** specializing in performing design work in construction, land reclamation, non-standard equipment is looking for trade intermediary services.

## PS374

**A Latvian company** manufactures wooden windows, doors, flooring and stairs is offering subcontracting.

## PS375

**A Danish company** specializing in wood treatment is looking for a supplier of Boric Acid (H3BO3)

## PS376

**Italian company** specializing in the production and manufacturing of wooden objects is looking for a company specializing in trade intermediary services.

## PS377

**A Turkish company** specializing in the manufacture of finished woven and knitted fabrics and manufacture of dyed yarn is looking for distributors, cooperation and joint production.

## PS378

**A Turkish company** active in the sector of automotive side industry manufactures Highway vehicles tools & equipment and illuminating lamps is looking for trade intermediary service and is offering its services as a subcontractor.

## PS379

**An innovative Turkish company** manufactures bakalite handles for housewares and lids is looking for distributor, agents, manufacturing partners or representatives. The company also welcomes project based partnerships on glass and porcelain processing and new moulding technologies.

## PS380

**French group** designing and manufacturing steel security products such as letterboxes, deposit boxes, steel doors for apartments and building entrance, cylinders etc is looking for distributors and sales representatives. The company is also offering financial cooperation to the partners.

## PS381

**A UK company** specializing in high-tech CNC sub-contract machining which works closely with prestigious aerospace companies is looking for a partner with complementary skills to jointly bid for larger contracts.

## PS382

**Russian company** specializing in manufacturing of metal structures and parts, machining and other fabricated metal products in B2B format and manufacturing arts is looking for cooperation.

# Technology Opportunities

## A flexible system for cleaning water polluted by oil and fat.

(Ref: 10 NO 79EK 3HZV)

### Abstract:

A Norwegian SME has developed a system to separate oil products from seawater/freshwater, and can also cope with other kinds of pollution in water as well. It operates as a stationary or mobile unit. The capacity ranges from 2-20 m<sup>3</sup>/h. If higher capacity is needed, more units can be placed in parallel. It is ideal to take care of pollution in harbour, airports, petrol stations, industry, and other areas where oil leakages occur. The SME is looking for technical cooperation and licensing.

## Probiotic – feed mixture supplement

(Ref: 10 PL 62AQ 317F)

### Abstract:

SME from North-East Poland dealing mainly with implementation of biotechnologies based on microorganisms active cultures, developed feed mixture based on bacteria active cultures. Usage of this mixture on animal farms very successfully reduces the share of drugs during rearing. SME is interested in cooperation based on commercial or manufacturing agreement. It would be great deal to set cooperation with feed producer to develop first probiotic feed.

## Web-based Classroom Management Tool

(Ref: 10 IT 55Y2 3I2N)

### Abstract:

An Italian SME has developed a web-based classroom management solution designed to meet the changing needs of today's educators, parents and students, remaining easy-to-use for all subjects involved. The company is looking for partners to further develop and adapt the technology to to specific needs.

## Advanced computer security solutions

(Ref: 10 SE 672F 3HWZ)

### Abstract:

A Swedish SME provides SELinux solutions for any organization's computer infrastructure to prevent exploitation by all forms of malicious code, to ensure system integrity and that data is processed as required. The company is looking for partners for a commercial agreement with technical assistance.

## Treatment technology for household and well degradable water

(Ref: 10 NL 60AF 3I4H)

### Abstract:

A Dutch SME providing total solutions for waste water treatment offers a MBR technology, which can be used to treat less concentrated and well biodegradable waste water. The technology based on a filtration procedure with membranes that are submerged in the biomass, either inside the bioreactor itself or in a separate tank. The company is open to various forms of cooperation.

## Scientific collaboration for the testing of an electrical device for the selective dependency of cellular populations in biologic liquids

(Ref: 10 IT 55X5 3HRR)

### Abstract:

The company, based in Italy intends to utilize their own electric sterilization apparatus to obtain the selective dependency of cellular populations in different liquids (water-blood-plasma). Therefore the company is in search of scientific collaborations with enterprises from the medical sector, research centres, laboratories and hospitals able to carry out numerous tests necessary to identify and catalogue frequencies to apply to the electric fields to break apart cell membranes.

## Environmentally friendly steel reinforced structured polyethylene pipes

(Ref: 10 GR 49R2 3I53)

### Abstract:

A Greek company active in the production of structured twin-wall pipes has developed an environmentally friendly pipe, composed by an internal smooth wall and an external spiral wall, which protects from leakages and infiltration. The company is looking for engineering and industrial partners producing pipes and fittings for sewage and drainage systems to conclude a technical and commercial agreement with technical assistance.

## A radical new solution against rodents (rats, mice, squirrels, martens, weasels...) for use in agrofood industries and warehouses

(Ref: 10 FR 34K2 3HIF)

### Abstract:

A French SME has developed an efficient new solution against rodents for use in agro-industries and warehouses. It is an electronic system that emits a series of tones across a wide range of frequencies that result in the rodents being driven from the targeted areas. The solution is easy to use, quick to set up and can replace or complement the classical chemical solutions used against rodents. The French company is looking for a Commercial agreement with Technical assistance.

## Toggle Clamp Systems useful for various industrial sectors

(Ref: 10 TR 98OC 3GLN)

### Abstract:

A Turkish company specialized in metal moulding and metal moulding processed products has developed a toggle clamp - fastening system that provides maximum holding, pushing, pulling and compression force to a metal part with minimum effort. The company is seeking commercial agreement with technical assistance.

## Low-cost sensors for removing biological nitrogen in wastewater treatment plants.

(Ref: 10 ES 23D2 3HWJ)

### Abstract:

Researchers from Spain have developed a control system for continuous wastewater treatment plants with biological nitrogen removal using low-cost sensors. This control system maintains effluent nitrogen concentration under limit values with less energy than control systems based on on-line nitrogen analyzers. The technology is fully developed and available for demonstration. The researchers are looking for enterprises for licensing and technical cooperation or consultancy.





# Tender notifications

Reference: 2010/S 150-231542

## **I-Rome: luncheon vouchers**

**Contract description:** The supply of monthly luncheon vouchers as stipulated on [www.criroma.org](http://www.criroma.org).

### **Deadline for submissions:**

23 September 2010

Reference: 2010/S 150-230951

## **MW-Blantyre: Rehabilitation and renewal works for Blantyre water board (EIB)**

**Contract description:** The Works to be implemented under this contract comprise rehabilitation and renewal of practically all facilities in the existing water intake works and the high lift pumping station of the Walker's Ferry water treatment works of the Blantyre Water Board. The works will also include inspection and subsequent repair and replacement of a 26km long twin transmission line and ancillaries from the high lift pumping station towards the water supply delivery system to Blantyre through Chileka pumping station.

### **Deadline for submissions:**

22 September 2010

Reference: 2010/S 150-231584

## **UK-Colchester: market and economic research; polling and statistics**

**Contract description:** The University of Essex and NFER (National Foundation for Educational Research) have obtained ESRC funding in order to extend NFER's Citizenship Education Longitudinal Study (CELS) to include a further survey wave. The new study would be called: Citizens in transition: civic engagement among young people (2010-2011).

CELS started within a school setting when respondents were in year 7. This cohort have since then been surveyed every 2 years (i.e. in years 7, 9, 11 and 13). As the cohort have now left school, the University of Essex and NFER are seeking to appoint a survey organisation to continue surveying the cohort outside school.

The work which we seek to outsource consists of:

Lot 1. The management of the CELS cohort sample over the course of Citizens in transition; the surveying of this cohort using face-to-face interviews; the sampling of a top-up sample to correct for sample bias due to attrition during the course of CELS; Lot 2. A cross-national survey of young people in England, Scotland and Wales conducted online (including the drawing of the samples and the setting up and management of the survey). Tenders may be submitted for either both components of the ESRC-funded study, or for either lot 1 or lot 2 component individually.

### **Deadline for submissions:**

24 September 2010



Reference: 2010/S 150-231476

**IRL-Dublin: computer servers**

**Contract description:** The Irish Defence Forces invites tenders for the supply and maintenance support of Server Hardware with ancillaries to include 19" Rack Mountable 1U, 2U and blade type server hardware. These mission critical servers are required to provide services running mainly on Windows Server based operating systems including Microsoft HyperV virtualization O/S technology. The aim of the tender competition is to set up a framework agreement with a single supplier to enable a draw down to include a set of three generic base models of server for deployment throughout the Defence Forces. Server Platforms should include low-entry level, mid-level and high specification level. The aim is that the base model of one of the levels may subsequently be varied and configured as desired to meet the specific requirements for particular deployments and installations.

**Deadline for submissions:**

27 September 2010



Reference: 2010/S 150-231589

**UK-Bristol: evaluation consultancy services**

**Contract description:** The Higher Education Funding Council for England (HEFCE) wishes to commission an evaluation team which will be responsible for designing and carrying out a formative evaluation of the Higher Education Transforming Workforce Development Programme. The evaluation is being commissioned to deliver the following objectives:

- a) To inform HEFCE policy development and to inform its advice to Government.
- b) To inform further developments in employer and employee focused provision across higher education.
- c) To provide accountability for the use of public funds and to help us deliver value for money for any future funding investment, should this become available.

**Deadline for submissions:**

23 September 2010



Reference: 2010/S 150-231491

**UK-Chester: infusion supplies**

**Contract description:** Intravenous accessories including filters, stopcocks and manifolds, stopcocks with extension lines, connectors and adaptors, pressure monitoring, plugs and stoppers and associated products.

**Deadline for submissions:**

27 September 2010

Reference: 2010/S 150-231545

**I-Bologna: IT services: consulting, software development, Internet and support**

**Contract description:** IT services: consulting, software development, Internet and support.

System implementation planning services; Systems analysis and programming services; Custom software development services; IT software development services.

**Deadline for submissions:**

20 September 2010





# FP7 Open Calls

This is an indicative list of FP7 calls for proposals which will be closing soon. To obtain the full list, log onto [www.mcst.gov.mt](http://www.mcst.gov.mt)

	Call Identifier	Call Title	Deadline
<b>Health</b>	FP7-ERANET-2011-RTD	ERA-NET Call 2011	22/02/2011
	FP7-HEALTH-2011-single-stage	Single stage submission	10/11/2010
	FP7-HEALTH-2011-two-stage	Two stage submission	13/10/2010
<b>Food, Agriculture and Fisheries, and Biotechnology</b>	FP7-ERANET-2011-RTD	ERA-NET Call 2011	22/02/2011
	FP7-KBBE-2011-5-CP-GSA		25/01/2011
	FP7-KBBE-2011-5-SME		25/01/2011
	FP7-OCEAN-2011	Ocean of Tomorrow Call	18/01/2011
	FP7-JPROG-2011-RTD	Joint Programming Coordination Call	05/10/2010
<b>ICT</b>	FP7-ICT-2011-C	FET Open	12/03/2013
	FP7-ICT-2009-C	FET Open Scheme	07/12/2010
	FP7-2011-ICT-FI	Future Internet 2011	02/12/2010
	FP7-2011-ICT-GC	ICT for Green Care 2011	02/12/2010
	FP7-2011-NMP-ICT-FoF	Factories of the Future 2011	02/12/2010
	FP7-ICT-2011-FET-F	FET Flagship Initiative	02/12/2010
	FP7-ICT-2011-EU-Russia	Joint ICT EU-Russia 2010	14/09/2010
<b>Energy</b>	FP7-ENERGY-2011-2	Energy Call Part 2	07/04/2011
	FP7-ERANET-2011-RTD	ERA-NET Call 2011	22/02/2011
	FP7-OCEAN-2011	The Ocean of Tomorrow	18/01/2011
	FP7-ENERGY-2011-JAPAN	EU-Japan Call	25/11/2010
	FP7-NMP-ENERGY-2011	Energy and NMP Call	25/11/2010
	FP7-ENERGY-2011-1	Energy Call - Part 1	16/11/2010
<b>Transport</b>	FP7-ERANET-2011-RTD	ERA-NET Call	22/02/2011
	FP7-OCEAN-2011	The Ocean of Tomorrow	18/01/2011
	FP7-GALILEO-2011-ENTR-1		16/12/2010
	FP7-GALILEO-2011-GSA-1-a		16/12/2010
	FP7-AAT-2011-RTD-1	Aeronautics and Air Transport	02/12/2010
	FP7-SST-2011-RTD-1	Sustainable Surface Transport	02/12/2010
	FP7-TPT-2011-RTD-1		02/12/2010
	FP7-GALILEO-2011-GSA-1-b		05/10/2010