



aerodays2015

Aviation in Europe – Innovating for Growth

The 7th European Aeronautics Days



L O N D O N



20 – 23 OCTOBER 2015



aerodays2015

Aviation in Europe – Innovating for Growth

The 7th European Aeronautics Days



BEAWARE - Bridging EAst West for Aerospace Research

www.beware-aero.eu

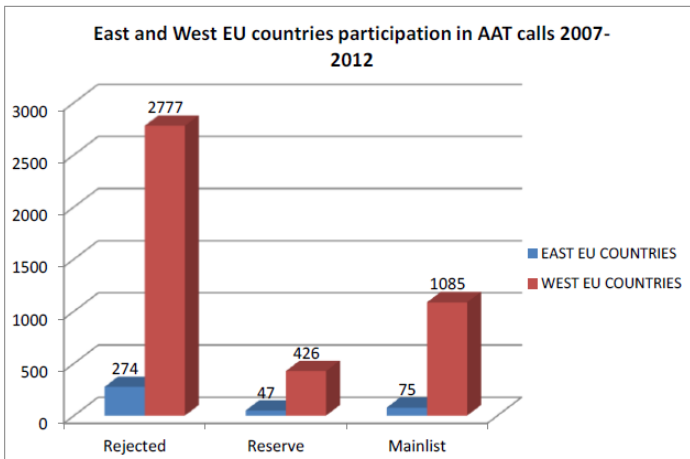


BEAWARE value proposition

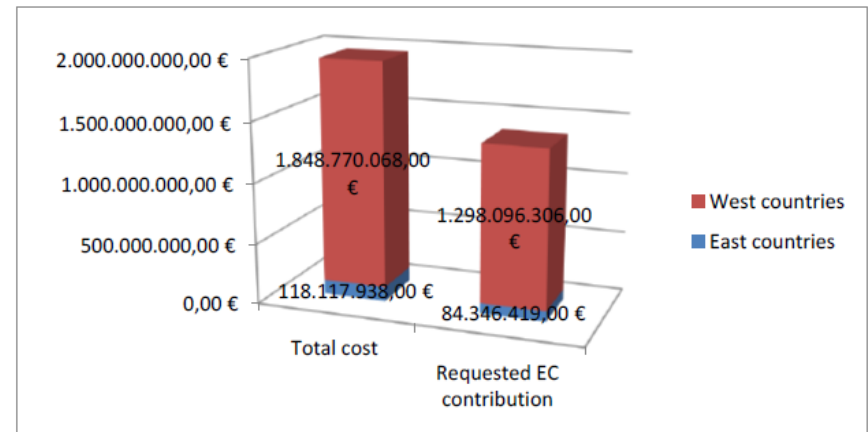
- **Expected impact:** „increase involvement from regions, which have LOW PARTICIPATION in aeronautics“
- **Problem:** same players, 95% from West, only 5% from East?
- **Expectations:** do not produce „yet another book“, do not „sit around the table and ask, who wants to make a project“?
- **Our approach:** arrange well-focused events, let people discuss, meet "big players" ... without obsession of making a project

Participation of Eastern European countries in FP7/6 projects

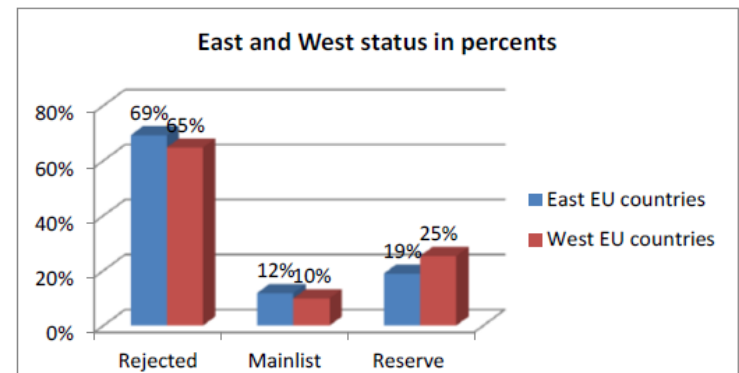
Participation in AAT calls – almost **15 times** more active for Western European countries compared to Eastern European countries



Success rates of East and West are similar, just **Eastern EU countries are not active enough!**

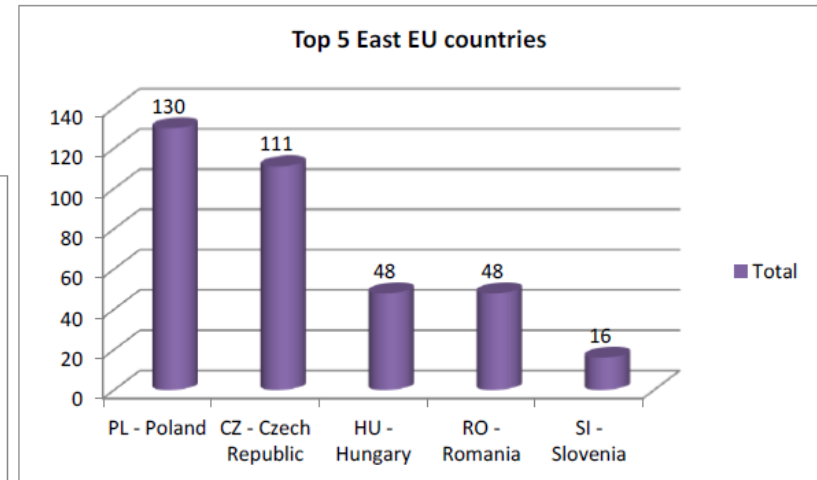
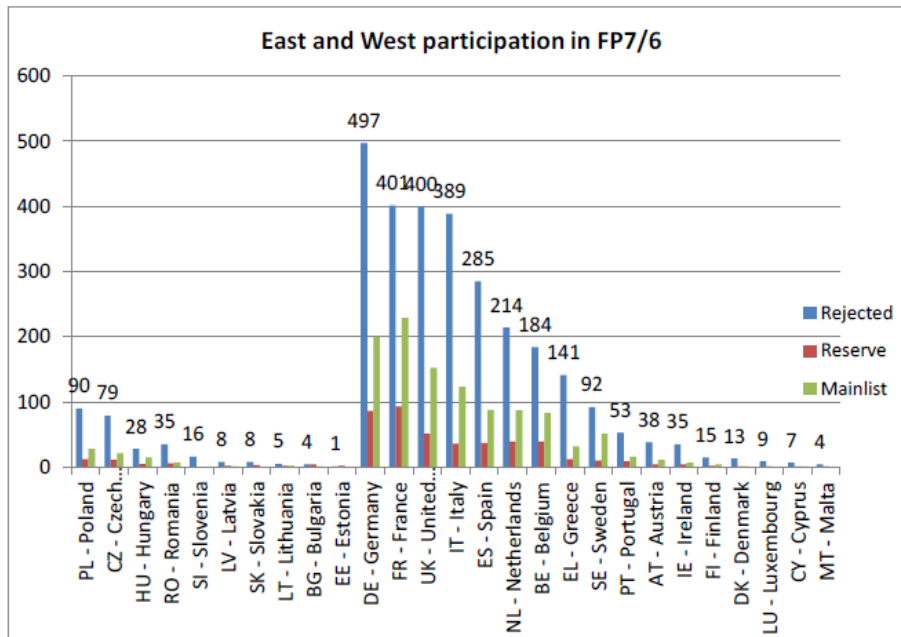


As a consequence, the cost distribution between Eastern and Western European countries has similar proportions



Country level statistics

Comparison on participation per countries



Top 5 East EU countries participation: countries are closer to Western Europe – closer and easier contacts with better developed countries.



BEAWARE partners: 6+6 East & West



Invent Baltics (IB) – Estonia
Aerospace Valley (AV) – France
Hamburg Aviation (HAV) – Germany
Association of Polish Aviation Industry (APAI) – Poland
Agency For The Promotion of European Research (APRE) – Italy
Farnborough Aerospace Consortium (FAC) – United Kingdom
Fundacion Helice (FH) – Spain
Vilnius Gediminas Technical University (VGTU) – Lithuania
Moravian Aerospace Cluster (MLK) – Czech Republic
National Institute for Aerospace Research "ELIE CARAFOLI" (INCAS) – Romania
Pole Pegase (PP) – France
Zilina University (ZU) – Slovakia



Thematic Mapping Regional Capacities

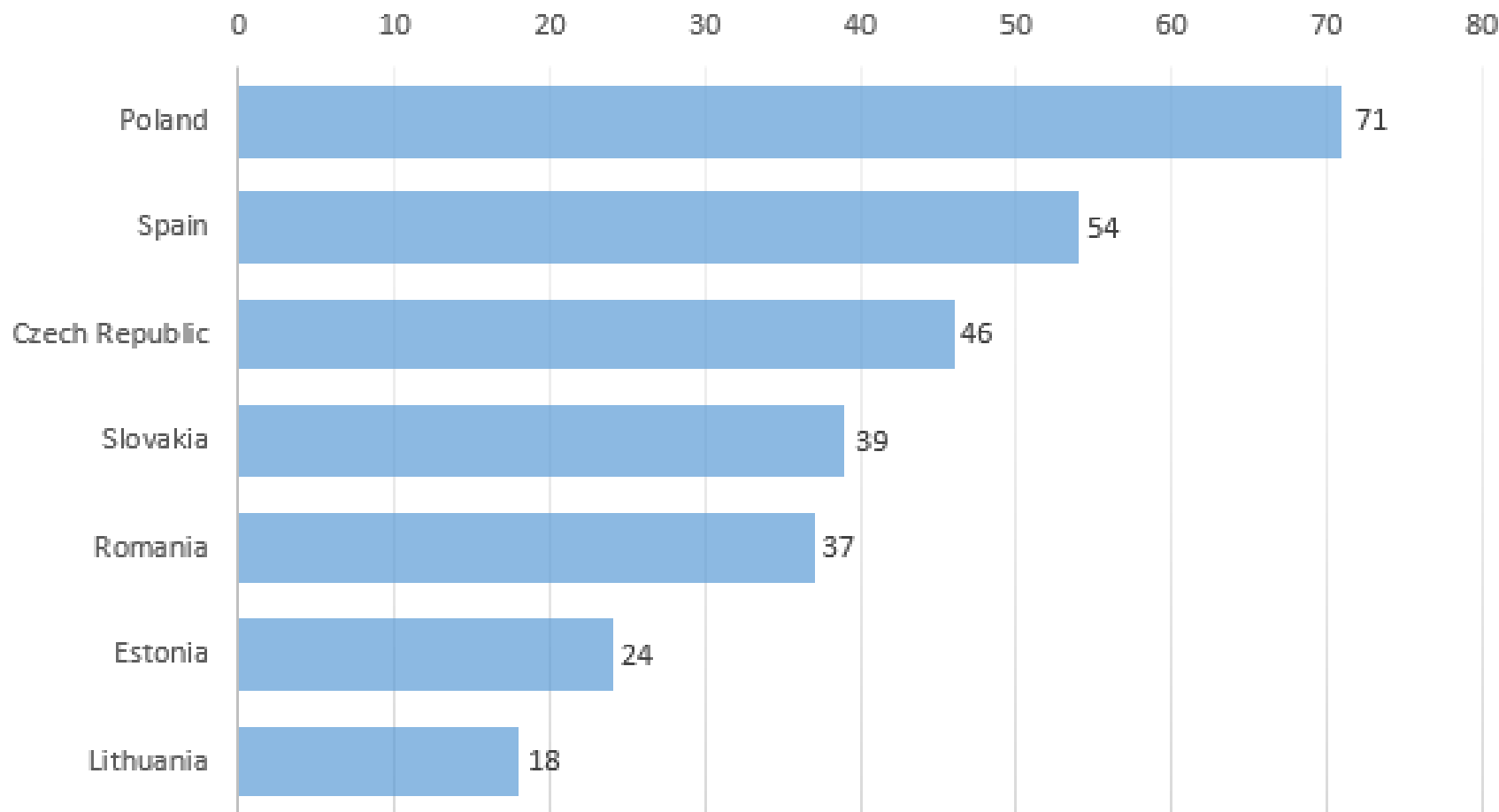
- **Goal** - to map 300 organisations in 10 aerospace regions in Eastern Europe for
 - Organising Factory tours & Workshops and related B2B events
 - Structuring innovation chains, which link aero-SME`s with the value chains of European primes



Mapping database

- Database contains information about key technologies, skills & competences and innovations of respondents
- Unclassified information is available to the BEAWARE partners from leading Western aerospace clusters – tool for partner search
- If a member of Western aerospace cluster builds up a consortium and looks for partners with specific products, technologies and competences from Eastern countries, then our partners use the database – potential hit

Number of responses, by country



Different profiles in different countries

- An 'average' company in the Czech Republic and Spain:
 - ...is integrated to a local or international aerospace value-chain (NB! There are four manufacturers of complete aircraft in the Czech Republic.) or already has contacts with the European primes
 - ...has in-house R&D and engineering capabilities
- while companies from Estonia
 - ...are more heterogenous originating from different fields of economic activity and looking for opportunities to spin into aerospace domain
- and a large proportion of Romania and Lithuania samples
 - ...are research institutes developing technologies that could be also used in aeronautics



BEAWARE events

Time	Event	Side event	Venue
23/4/2014	Factory Tour and workshop “Technology areas of potential development – Suitable research project East/West”	ASD convention 2014	Prague, Czech Republic
16-18/6/2014	Factory Tour and workshop „H2020 opportunities in Aeronautics and Air transport“		Marseille, France
16-17/9/2014	Factory Tour and workshop „EAST meets WEST – Collaboration opportunities in the frame of European H2020 AAT”	AEROSPATIAL 2014	Bucharest, Romania
24-25/11/2014	Factory Tour and Conference (Green Mobility Conference)	Green Mobility Conference	Hamburg, Germany
30/3-1/4/2015	Factory Tour and workshop „The Innovation chain - collaborative opportunities for aeronautical organisations in Horizon 2020 and beyond“	ETNA Plus	Rome, Italy
26-27/5/2015	Factory Tour and workshop “Aeronautics clusters from East and West best practices on internationalization and transnational cooperation policies”	AeroNet	Rzeszow, Poland
8-9/9/2015	Factory Tour and workshop "Emerging potential of aviation education and training for continuous and sustainable contribution in Eastern and Western European aerospace and aviation programs, projects”	-	Bratislava, Slovakia

Factory tours and site visits



ONERA

THE FRENCH AEROSPACE LAB



INOVSYS

PLATEFORME PARTENARIALE



COMOTI
ROMANIAN RESEARCH &
DEVELOPMENT INSTITUTE FOR
GAS TURBINES



AIRBUS
HELICOPTERS



Lufthansa Technik



WSK „PZL-Rzeszów” S.A.



Selex ES

A Finmeccanica Company



LZ N
LASER ZENTRUM NORD



VITROCISSET



CSM
Centro Sviluppo Materiali



TPEO
LABOR FÜR UMWELTSIMULATION



RZESZOW UNIVERSITY
OF TECHNOLOGY



GE Aviation



BEAWARE events

Overall we have been able to...



- Attract **417 participants**
- from **25 countries**: Albania, Austria, Belgium, Bosnia Herzegovina, Bulgaria, the Czech Republic, Estonia, France, Germany, Greece, Italy, Kosovo, Latvia, Lithuania, Moldova, Netherlands, Pakistan, Poland, Portugal, Romania, Slovakia, Spain, Sweden, Ukraine, United Kingdom
- Organize **fields visits with 236 participants**
- Conduct **326 B2B meetings.**



B2B in practice

- B2B sessions have been highly valued by participants according to feedback
- Best practice:
 - First contact of an European prime and R&D organisation from the Baltic state in BEAWARE event
 - Exchange of ‘two-pagers’ with proposal ideas via e-mail: **9 projects**
 - Synergy detected: **8 projects** (6 of them involving East and West European partners)
 - Project planning: **7 projects**
 - Consortium building: **6 projects**
 - Proposal submitted: **6 projects** (Horizon 2020 and CleanSky 2)
 - Proposal funded: **1 project** (+1 « still pending »)
 - ...+ **6 cooperation agreements** being set up!



Innovation chains - objectives

To understand how SMEs can innovate jointly with the European primes and Tier 1 suppliers

- How innovation is structured along the value chain?
- How do the sourcing processes of the European primes look like?

To disseminate good practices on SME support methods

- What is the position of collaborative projects in the business logic of the European primes?

Integration to innovation chains of European primes

The European primes have defined their innovations needs precisely, but these often remain confidential.

- Still some information is available – look for development programmes of Airbus (e.g. “Hélicoptère du Futur”), Alenia Aermacchi and others.

Tough requirements to SMEs:

- IPR protection
 - Any competitive advantage must be protected
 - All patents to be maintained at least as long as a competitive advantage exists
- Industrial capacity
 - SMEs as innovation providers must conform to the criteria of the supply chain

Innovation chains - conclusions

The best opportunities for **companies**:

- Developing products or technologies that can be classified under Key Enabling Technologies (KET)
- Have in-house R&D capabilities
- Have already contacts with key players in aeronautics industry
- Are capable of manufacturing end-products
- And are ready to participate in EU Framework Programmes

Just **7 companies** from the Czech Republic, Romania and Poland satisfy all the criteria in BEAWARE mapping database and only 2 of them had been funded earlier under FP7 AAT



aerodays2015

Aviation in Europe – Innovating for Growth

The 7th European Aeronautics Days



Thank you !



Questions ?

