

**Dear readers,**

The Gateway for EU-EECA ICT R&D collaboration is now in place, and we, the coordinators of three clustering projects – ISTOK-SOYUZ, SCUBE-ICT and EXTEND – are pleased to welcome you once again to the pages of our second joint newsletter.



*Svetlana Klessova*  
ISTOK-SOYUZ project coordinator



*Iakovos Delioglani*  
SCUBE-ICT project manager



*Raphael Koumeri*  
EXTEND project coordinator

[READ MORE >>>>](#)



**FP7 ICT call 6 is open**

The 6<sup>th</sup> ICT call was opened on November 24<sup>th</sup> with the deadline set at April 13<sup>th</sup> 2010. The 3 projects can help you identify partners but also build a consortium with partners from EU and EECA countries.

[READ MORE >>>>](#)

..... **Integrate virtual EU-EECA ICT community** .....

**Raise your visibility and find a relevant partner through EU-EECA ICT competence platform**

If you are interested in international ICT cooperation projects, the EU-EECA ICT Competence Platform is the tool to help you raise your own or your organization's visibility and to identify a relevant partner. In full operational mode, the Competence platform is now available through EU-EECA Gateway on ICT Research and Development (<http://www.eeca-ict.eu/index.php/competence>) for all of you.

[READ MORE >>>>](#)

..... **Understand FP7 better** .....

**FP7 support. ICT EECA Help-Desk at your disposal**

To support and enhance the efforts of EECA cluster partners to increase the involvement of EECA countries in FP7, a Help-Desk service has been developed by the EXTEND project. The service is open to all EECA countries.

[READ MORE >>>>](#)



**FP7-ICT training Guide is available!**

To assist beginners / newcomers in EU funded research activities, a Training Guide has been developed, entitled "Getting Started with EU ICT research". The Guide provides useful and practical information on how to successfully prepare proposals and implement research projects under FP7-ICT.

[READ MORE >>>>](#)

..... **Benefit from personalised hands-on support!** .....

**FP7 support. ISTOK-SOYUZ internal call for proposals: results, process, lessons learnt**

The aim of the call was to select at least 15 R&D teams with the strongest ICT collaboration potential from the five targeted countries of EECA (Russia, Belarus, Ukraine, Armenia and Kazakhstan), and to provide them with personalized support in order to increase the number of ICT partnerships under FP7.

[READ MORE >>>>](#)



..... **Benefit from personalised hands-on support!** .....

### **Hands-on support by the project: how to obtain it**

If your team didn't take part in ISTOK-SOYUZ internal call, but you are interesting in informing, consulting and partner searching support for participation in ICT FP7 calls, you can address to ISTOK-SOYUZ project...

[READ MORE >>>>](#)

### **15 FP7 consortia with EECA partners – supported by ISTOK-SOYUZ – submitted proposals for ICT Calls 4 and 5**

ISTOK-SOYUZ project provided support to 23 EECA organisations for the FP7 – ICT Calls 4 and 5. 21 partnerships were established; 17 teams reached an agreement to integrate EECA organisations in the consortia submitting FP7 proposals, and from them, 15 consortia submitted proposals for the FP7 ICT Call 4 and Call 5!

[READ MORE >>>>](#)

..... **Take lessons from the past networking and brokerage events,**

..... **and participate in the upcoming events!** .....

### **Delegation tour Russia 2009 results**

To increase the awareness of FP7 potentials and facilitate contacts between EU and Russian ICT communities, the ISTOK SOYUZ project has organised a delegation Tour in Russia (Moscow) from the **22<sup>nd</sup> to the 24<sup>th</sup> June 2009**.

[READ MORE >>>>](#)

### **Coming soon - Networking and brokerage events, Consultation and Training Workshops**

[READ MORE >>>>](#)

### **Integrate European Technology Platforms!**

Joining European Technology Platforms (ETP) and Networks of Excellence (NoE) could be beneficial for any R&D organizations by extending their visibility in the European arena and increasing their influence on EU policy making in the ICT domains.

[READ MORE >>>>](#)

..... **Analyse the experience of others!** .....

### **How to succeed in FP7**

Successful participation in FP7 starts from a carefully designed and elaborated proposal. A proposal that directly addresses the call challenges and objectives and contains all the necessary elements is one of the main success factors.

[READ MORE >>>>](#)

..... **Read national ICT reports and participate in future consultations!** .....

### **Collaboration potential between Belarusian/Ukrainian and EU ICT actors**

As a first step to facilitate the collaboration between EU ICT R&D actors and their Belarusian/Ukrainian counterparts, SCUBE-ICT partners analysed the ICT sector in both regions in order to:

- outline the current status and future trends, the relevant policies supporting research activities and the governance system;
- identify the strengths and competencies of Belarusian/Ukrainian ICT R&D actors;
- highlight the ICT fields that exhibit the highest potential for collaboration; and
- identify the funding opportunities, namely the EU programmes and initiatives that support the participation of Belarusian and Ukrainian ICT actors.

[READ MORE >>>>](#)

### **Participate in major upcoming European and EECA events on ICT!**

[READ MORE >>>>](#)

### **Help to strengthen EU-EECA ICT community**

Do you have experience to share? Seminar or conference to promote? Suggestions for EU-EECA R&D collaborative priorities? Partners to be searched? Send us your ideas and suggestions.

[READ MORE >>>>](#)





**Svetlana Klessova**  
ISTOK-SOYUZ project coordinator



**Iakovos Delioglani**  
SCUBE-ICT project manager



**Raphael Koumeri**  
EXTEND project coordinator

### From the editors:

Dear readers,

**The Gateway for EU-EECA ICT R&D collaboration is now in place, and we, the coordinators of three clustering projects – ISTOK-SOYUZ, SCUBE-ICT and EXTEND – are pleased to welcome you once again to the pages of our second joint newsletter.**

Many of you have already started interacting with the three projects, taking advantage of their support services, and we are happy to see that the number of ICT specialists involved in the project activities is regularly growing. Some of you took part in the delegation tour and the networking&brokerage event that took place in Moscow, Russia, in June 2009 (ISTOK-SOYUZ project). Others

benefited from training and networking activities organised by the SCUBE-ICT project in the Ukraine and Belarus last June or participated in the Opening Conference of EXTEND project organized in Moldova. Others have already experienced the Help-Desk facility put into place by the EXTEND project, or increased the visibility of their ICT competences by highlighting them on the EECA competence platform. A number of EECA teams took part in the ISTOK-SOYUZ internal call for proposals, and some teams entered European consortia and submitted joint R&D proposals to the FP7 ICT Call 5. As of today, for example, the ISTOK-SOYUZ project has provided support to **23 EECA ICT R&D teams** allowing initiation or strengthening of

partnerships with the European ICT organisations, and 15 FP7 proposals integrating EECA organisations have been submitted for the Call 4 and 5!

The second newsletter shows you some highlights about the aforementioned activities in addition to others that have taken place during the last few months. It also helps you to prepare for the upcoming year 2010 as it presents information about future ICT events and project activities that you can take part in.

We want to highlight again that the three clustering projects – ISTOK-SOYUZ, SCUBE-ICT and EXTEND – are aimed at identifying and promoting visibility of mutual R&D potential and collaboration opportunities, and wish to increase the number of FP7 ICT R&D partnerships between researchers from Europe and EECA countries. Thus, we are happy to support all of those ICT specialists and policy makers who wish to bring ICT communities from the EECA and those from the European Union closer.

We also wish you a very nice and productive year for 2010 that – with your active support – will be a new step in strengthening EU-EECA ICT R&D collaboration.

*Happy reading!*



The 6<sup>th</sup> ICT call with indicative budget EUR 286 million was opened on November 24<sup>th</sup> with the deadline set at April 13<sup>th</sup> 2010.

[http://cordis.europa.eu/fp7/dc/index.cfm?fuseaction=UserSite.FP7DetailsCallPage&call\\_id=297&act\\_code=ICT&ID\\_ACTIVITY=3](http://cordis.europa.eu/fp7/dc/index.cfm?fuseaction=UserSite.FP7DetailsCallPage&call_id=297&act_code=ICT&ID_ACTIVITY=3)

The call is focused on following topics:

#### **Challenge 2: Cognitive systems, interaction, robotics**

- Cognitive Systems and Robotics

## FP7 ICT call 6 is open

#### **Challenge 4: Digital Libraries and Content**

- Digital Libraries and Digital Preservation

#### **Challenge 5: Towards sustainable and personalised healthcare**

- Virtual Physiological Human

#### **Challenge 6: ICT for mobility, environmental sustainability and energy efficiency**

- ICT for Mobility for the future
- Future and emerging technologies**
- Molecular Scale Devices and Systems
- Brain-inspired ICT
- Coordinating Communities, Plans and Actions in FET Proactive Initiatives
- Identifying new research topics, Assessing emerging global S&T

trends in ICT for future FET Proactive initiatives

#### **Horizontal support actions**

- International Cooperation
- Supplements to support International Cooperation between ongoing projects

For detailed description of the call objectives please consult the the ICT Work Programme 2009–2010, where further information on the priorities of the calls for proposals can be found.

[ftp://ftp.cordis.europa.eu/pub/fp7/ict/docs/ict-wp-2009-10\\_en.pdf](ftp://ftp.cordis.europa.eu/pub/fp7/ict/docs/ict-wp-2009-10_en.pdf)

The 3 projects can help you identify partners but also build a consortium with partners from EU and EECA countries.

## Raise your visibility and find a relevant partner through EU-EECA ICT competence platform

If you are interested in international ICT cooperation projects, the EU-EECA ICT Competence Platform is the tool to help you raise your own or your organization's visibility and to identify a relevant partner. In full operational mode, the Competence platform is now available through EU-EECA Gateway on ICT Research and Development (<http://www.eeca-ict.eu/index.php/competence>) for all of you.

Registering with the competence platform is free and simple and it allows your own or your organization's profile to be

visible for other ICT stakeholders, looking for the best partner for their project.

In addition, the EU-EECA Competence platform is provided with a coherent structure, in order to offer a valuable ICT competences mapping and thus, save your time. This "map" aims to assist international partner search, and to present a "photo" of selected ICT specialists: information about their organization, their most important projects, and their partners. You can obtain an overview of specializations and contact these specialists via a specific form (the

email addresses of the ICT specialists are not published in order to avoid spam).

Since its creation, the EU-EECA ICT Competence platform has hosted 2433 experts' contact details and 183 detailed expert profiles, coming from most of the European Union countries and from EECA countries.

Do not hesitate to join the Competence platform for free and thus to maximize your chances of becoming part of international ICT Consortia but also finding organizations with the right competences needed for your proposals.

## FP7 support. ICT EECA Help-Desk at your disposal

To support and enhance the efforts of EECA cluster partners to increase the involvement of EECA countries in FP7, a Help-Desk service has been developed by the EXTEND project. The service is open to **all** EECA countries.

Help-Desk (HD) has been in **operation since July 2009** and it will remain active until the end of the project (June 2011). All enquiries related to FP7 are handled within a **maximum of 2 working** days from the first call/question.

The main HD objective is to provide tailored ICT services to the ICT research actors from the EECA countries. It aims to assist ICT research actors in becoming familiar with the procedures and opportunities for co-operation in the ICT programme of FP7 as well as acquire know-how on identified areas suitable for the future EU-EECA cooperation.

EXTEND has identified the following areas of support:

- **Proposal Preparation** (assistance during the proposal preparation phases)
- **Idea evaluation** (preliminary basic evaluation of the proposal idea in terms of checking whether it is

compatible with the ICT FP7 priorities and if it is worth pursuing)

- **Making it understandable** ("translation" of the objectives of the Calls into a more "understandable language")
- **Coaching** (in order to check the ideas of proposer with the Commission's staff the Help-Desk will try to direct him/her to the right people in the EC and also help ask the right questions)

In addition the Help-Desk offers a **Glossary** of acronyms containing rules and definitions used within the domain of European Union's Science & Technology (S&T) programs, **Frequently Asked Questions (FAQ)** that provide a quick reference to basic aspects of participation in FP7 and a **Feedback** enabling the quality control of the service offered.

Most of the services are provided via e-mail but telephone calls are also possible. Inquiries can be submitted in the countries' national languages, but all responses will be given in English. All inquiries are handled by the local partners of the project through competent and well-trained FP7 experts.

The ICT Help Desk service, developed by EXTEND and offered to all EECA countries, will hopefully have a positive impact on strengthening the EU-EECA collaboration by helping regional stakeholders to become active in FP7 research activities.

The Help-Desk and its services are clearly marked on the EXTEND project website (<http://www.extend-ict.eu>) and EECA cluster portal (<http://www.eeca-ict.eu/>).

We hope Help-Desk will really answer your questions and help you to become an active FP7 participant!

Visit EXTEND's Help-Desk now at: [www.extend-ict.eu/helpdesk](http://www.extend-ict.eu/helpdesk)

## FP7-ICT training Guide is available!



To assist beginners / newcomers in EU funded research activities, a Training Guide has been developed, entitled "Getting Started with EU ICT research". The Guide (which has also been translated into Russian) provides useful and practical information on how to be successfully prepare proposals and implement research projects under FP7-ICT. For this purpose the Training Guide serves the following objectives:

- Support research organisations and companies in setting research objectives based on their capacity and track record, and planning their actions towards successful participation in European Framework Programmes (FPs) for Research and Development (particularly FP7-ICT).

- Familiarise newcomers / beginners in Framework Programmes with the process "from idea generation, to identifying research partners, to successful elaboration of an EU-funded research project".
- Enhance their ability to write successful proposals and elaborate multinational research projects.

To download the English version of the Guide click here

[http://www.scube-ict.eu/index.php/usefulmaterial/doc\\_download/15-training-guide](http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/15-training-guide)

The Russian version of the Guide will be available by the end of December this year.

## FP7 support. ISTOK-SOYUZ internal call for proposals: results, process, lessons learnt

The aim of the call was to select at least 15 R&D teams with the strongest ICT collaboration potential from the five targeted countries of EECA (Russia, Belarus, Ukraine, Armenia and Kazakhstan), and to provide them with personalized support in order to increase the number of ICT partnerships under FP7.

The call was opened for applicants on April 16th, 2009. A wide information campaign was realized in targeted countries with involvement of leading national mass media. As a result, 45 proposals were submitted: 28 from Russia, 7 from Ukraine, 6 from Belarus and 4 from Kazakhstan.

The proposals were examined by the international Call Committee that included leading European ICT experts, representatives of ICT National Contact Points and ISTOK-SOYUZ experts. The main evaluation criteria were the following:

- Accordance of team's competences to the objectives of 5 and 6 ICT Calls
- Experience of participation in international projects

- Existent European partners or vision of potential ones
- Existent ideas for 5 and 6 ICT Calls, etc.

The Committee considered the examination results and selected 16 winners. ISTOK-SOYUZ experts contacted the winning teams, discussed and prepared the action plans of their hands-on support. The personalised support included the following services of ISTOK-SOYUZ project:

- Assistance for formulation and presentation information in IDEAL-IST and CORDIS databases
- Evaluation of adequacy of the project ideas with FP7 call focus
- Identification of existing consortiums and assistance for integrating there
- Identification of potential partners in Europe for completing consortiums with partner(s) having necessary competences
- Assistance in contacting with identified and potential partners

- Visibility assistance and promotion of the R&D teams on the EU side
- Consulting services on the participation in the FP7

During August and October, the project experts were giving support to 12 winners that were interested in taking part in the 5th ICT Call FP7. As a result, 3 R&D teams were successfully integrated into international consortiums, and 5 teams were helped to complete consortiums with coordinators and necessary partners from Europe.

Additionally, 2 European consortiums made a request to ISTOK-SOYUZ project to help them with searching for partners for common participation in the 5th ICT Call. The requested Russian teams were found.

Finally, 10 proposals were submitted for 5 ICT Call with the help of ISTOK-SOYUZ project.

For the detailed information about the internal call, see <http://www.istok-soyuz.eu/index.php/call-for-proposals>

## Hands-on support by the project: how to obtain it

The ISTOK-SOYUZ project provides personalised hands-on support to potential partners in order to maximize chances for potential collaboration and to increase the number of joint FP7 projects between the EU and EECA ICT organizations.

If your team didn't take part in ISTOK-SOYUZ internal call, but you are interested in informing, consulting and partner searching support for participation in ICT FP7 calls, you can address the ISTOK-SOYUZ project' Help Form

<http://www.istok-soyuz.eu/istok-soyuz%20help%20form.doc> and send it to ISTOK-SOYUZ project. The project experts will examine it and contact with you to discuss and elaborate an action plan of hands-on support.

The project experts provide:

- Assistance in searching European partner(-s) for:
  - discussing (testing) the proposed idea

- building/completing a consortium
- integration into an existing consortium
- Assistance in integration into European teams that have ideas where competences of EECA organizations would be relevant
- Assistance in contacting with identified/potential partner (-s)
- Consultancy assistance on the participation in the FP7.

## 15 FP7 consortia with EECA partners – supported by ISTOK-SOYUZ – submitted proposals for ICT Calls 4 and 5

23 EECA organisations (mostly from Russia, but also from Ukraine, Belarus and Kazakhstan) asked for ISTOK-SOYUZ support aiming to initiate or reinforce ICT partnerships with European countries. Needs of the consortia and/or the EECA organisation have been analysed by the ISTOK-SOYUZ project, and different support has been provided, for example: search for European coordinators, search for additional European partners, networking and brokerage support, organisation of meetings with the potential European consortium partners, coverage of travel cost

for preparatory project meetings, project concept review, help desk, administrative assistance...

21 partnerships have been established; 17 European teams welcomed the competences of the EECA organisations and decided to integrate them in the consortia submitting FP7 proposals. From them, 15 proposals have been submitted (mostly for the Call 5) and accepted for the evaluation. The European and EECA teams are now waiting for the results of the evaluation process, and hope to be able to start joint work soon!

## Delegation tour Russia 2009 results

To increase the awareness of FP7 potentials and facilitate contacts between EU and Russian ICT communities, the ISTOK SOYUZ project has organised a delegation Tour in Russia (Moscow) from the 22<sup>nd</sup> to the 24<sup>th</sup> June 2009.

<http://www.istok-soyuz.eu/d4%20%20first%20istok-soyuz%20networking%20brokerage%20and%20training%20event.pdf>

The participants targeted were specifically European innovative SME's, research centers and Academics of the ICT field, to team-up with suitable entities willing to increase collaboration through EU FP7 proposals. Aligned with the Delegation Tour the ISTOK\_SOYUZ team has conducted an interactive FP7 ICT training event covering the most important facets of FP7 participation for Russian and EECA organizations.

The event was supported by a web-site <http://agora.guru.ru/istok-soyuz-2009/>.

The event lasted for 3 days. The first day was comprised of two connected activities – the practical training concerning proposal application for the Seventh Framework Programme and the Round Table discussion of the perspectives and objectives of the participation of Russian teams in FP7.

The training was organized as a sequence of presentations with interactive exercises. The presentations covered the basic aspects of FP7 with a special stress on the Russia-related specifics, including lessons learned from the Russian participation in FP6, FP7 proposal preparation, and partner search.

At the round table participant discussed the opportunities that FP7 provides to research organizations and SME in Russia and abroad. They agreed that FP7 is a powerful tool of international coop-

eration and should be utilized in Russia at much higher degree.

The overall number of the training participants: 73.

The second day of the event combined the Call 5 Information Day and Brokerage Session. The Information Day was designed to be informative, both for European and Russian participants. The invited speakers were the Ministry of Science & Education, Ministry of Communication, Russian Academy of Science, EU Delegation in Russia and the FP7 ICT National Contact Point. The speakers insisted on the cooperation potentials offered by the FP7 ICT call 5, and more generally on European Commission funding opportunities in the ICT field. The Call 5 Information Day focused on the areas for strategic ICT R&D cooperation development in the ICT call 5.



HOME





The Brokerage Sessions gave an opportunity to EU and Russian ICT experts, interested in collaborative projects, to exchange project ideas and concrete cooperation proposals. The session enabled participants to meet each other and to discuss possible research activities with potential partners interested in similar areas of work and joint FP7 submission. During this session, the project team organised the individu-

## Delegation tour Russia 2009 results

alised meetings for the following day, in addition to those already planned previously to the delegation tour.

Each participant presented its ICT competences and project ideas for 5 minutes.

The third day of the event was the day of face to face meetings between Russian and EU ICT experts with detailed discussion of potential cooperation works and proposals for ICT Call 5.

The Information Package of the event is available from the supporting web-site.

The next Delegation Tour is planned for the year 2010. Please let ISTOK\_SOYUZ know if you are interested in taking part in it, in order to establish cooperation in ICT research using the opportunities of FP7. The information about scheduled and coming events is available at [www.istok-soyuz.eu](http://www.istok-soyuz.eu)

## Coming soon – Networking and brokerage events, Consultation and Training Workshops

EXTEND will organize a series of consultation and training workshops in the following countries: *Belarus, Ukraine*<sup>1</sup>, Azerbaijan, Moldova, Armenia, Georgia.

The objectives of the consultation workshops are:

- to rank the top 7 to 10 R&D priorities of the country following an evaluation/scoring exercise with experts
- to identify/finalise specific objectives and R&D areas for each priority
- to explore/identify initial common ICT R&D priorities in the region
- to explore ways of enhancing EU-EECA research collaboration on ICT

The objectives of the training workshops are

- to provide training on FP7 ICT programme opportunities, procedures and thematic priorities

- to enable the familiarisation with the European R&D culture (i.e. both formal and informal aspects).

The following dates have been foreseen for the delivery of the consultations and training workshops:

Date	Place
Week 1 – 5 March 2010	Belarus, Minsk
Week 22 – 26 March 2010	Ukraine, Kiev
Week 19 – 23 April 2010	Azerbaijan, Baku
Week 17 – 21 May 2010	Moldova, Chisinau
Week 7 – 11 June 2010	Armenia, Yerevan
Week 5 – 9 July 2010	Georgia, Tbilisi

Note about consultations workshops: Are you interested in facilitating the collaboration between your country and the European Union on ICT research? If you are an ICT stakeholder in your country, then you can send us an email expressing your interest in participating in the

coming consultation workshops that will be organized in your country. A strict selection process will be applied.

Note about training workshops: Are you interested in being trained on the procedures of participation in the Information and Communication Technologies (ICT) theme of the EC 7th Framework Programme (FP7)? If you are a potential proposer or you would like to sharpen up your FP7 knowledge, then you can send us an email expressing your interest in participating in the coming training workshops that will be organized in your country. Due to limited places, a strict selection process will be applied.

Inquiries about the consultation and training workshops should be sent to the FP7 country specialists (<http://www.extend-ict.eu/node/242>).

1 Only consultation workshops will be held in Belarus and Ukraine. Training opportunities in these countries are provided by the clustering projects SCUBE-ICT and ISTOK-SOYUZ.

## Integrate European Technology Platforms!

Joining European Technology Platforms (ETP) and Networks of Excellence (NoE) could be beneficial for any R&D organization by extending their visibility in the European arena and increasing their influence on EU policy making in the ICT domains. ETP and NoE support the transition of science and technology results towards the businesses and market which is extremely important to the EECA Science sector- traditionally based on Fundamental Research: enabling step by step evolution towards Applied Research strongly oriented around

market needs. Joining ETP and NoE could also pave the way to extending the network of ICT R&D organizations. Furthermore, EECA research teams could have the opportunity to participate and to obtain privileged access to numerous ICT related events, organized by the ETP and NoE. Overall, the EECA research teams could benefit from the real opportunity to extend the potentialities within the research field, to perform ideas, knowledge, know-how capabilities, and to open new technological markets.





## Integrate European Technology Platforms!

ISTOK-SOYUZ team has developed the Catalogue of ETP and NoE that includes a list and a brief overview of European Technology Platforms and Networks of excellence, which expressed underlined interest in collaboration with EECA organisations, working in the ICT field. This Catalogue could help EECA organisations to identify new strategic partners for

future cooperation among relevant European ICT Networks (ETP and NoE).

The Catalogue is available in both English and Russian through the ISTOK-SOYUZ web site: <http://www.istok-soyuz.eu/index.php/project-publications/other-publications>



### How ETPs work?

(Source: EC leaflet: *European Technology Platforms: Knowledge for Growth*)

## How to succeed in FP7

The Seventh Framework Programme (FP7) bundles all research-related EU initiatives together under a common roof playing a crucial role in reaching the goals of growth, competitiveness and employment that are being dictated by the European Union's Lisbon Strategy. Any company, university, research centre, organisation or individual, legally established in any country, may participate in a collaborative project (known as an indirect action) provided that the minimum conditions laid down in the official Rules for Participation in FP7 have been met, including any additional conditions laid down by specific programmes or individual work programmes (for more information visit the official portal of FP7: [http://cordis.europa.eu/fp7/home\\_en.html](http://cordis.europa.eu/fp7/home_en.html))

Participation in FP7 is not, however, "automatic". Only the best ideas for science and technology are funded. Successful participation in FP7 starts from a carefully designed and elaborated proposal. A proposal that directly addresses the call challenges and objectives and contains all the necessary elements is one of the main success factors.

Writing FP7 proposals requires specialized knowledge. This is also reflected in

the evaluation criteria. Two thirds of the score of an FP7 proposal is implementation and impact. There is no easy way of submitting a proposal that is scientifically, technically, organizationally and financially excellent. To be successful you have to excel in all aforementioned areas.

Writing and submitting a proposal is a complex process. It begins with having knowledge of the process of FP7 proposal preparation and submission. There are several sources of information that offer valuable support in potential proposers. The Community Research and Development Information Service (CORDIS) ([http://cordis.europa.eu/fp7/home\\_en.html](http://cordis.europa.eu/fp7/home_en.html)) is the official portal for participating in the FP7 program. If you are somebody who comes from Eastern Europe and Central Asia (EECA) there are even more specific instruments that you can consult before or during proposal preparation. Such instruments are the EECA Competence Platform (<http://www.eeca-ict.eu/index.php/competence>) and the EECA Help-Desk (<http://www.extend-ict.eu/helpdesk>).

Through CORDIS, FP7 grants are submitted using an electronic proposal service.

Coordinating the budget of a proposal is perhaps the most daunting. Because of the complex nature of FP7 grants, assembling a budget requires multiple considerations. Examining the CORDIS website, it may appear that FP7 budgets are relatively uncomplicated. However using general estimate approach runs the risk of either under-funding or unduly limiting the scope of the proposed research. Budgeting is an art that requires several iterations in order to come up with a precise budget that reflects both the foreseen work and the financial circumstances of all consortium members.

Another very critical aspect of a proposal is the foreseen coordination and specifically the choice of partners to perform this task during the project life-time. Having a separate experienced partner dedicated to implementation and coordination is usually regarded as strength. Coordinating a multi-member consortium is not only about time management. It's about relationship management (both among members of the consortium but also between the consortium and the EC) and trust building, and quality assurance. The coordinator is the orchestrator of a band that should be playing smoothly and continuously for a long period of time, and above all its music must sound good all of the time.



HOME





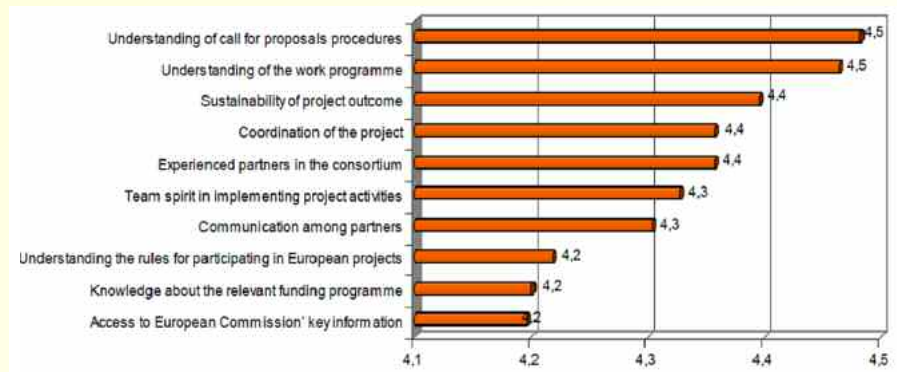
To summarize this short note on success factors in participating in FP7 (in order to be funded, because running a project, once you succeeded, is another story) we would like to emphasize the following issues:

- Study CORDIS carefully in order to know the rules of participation;
- Understand finance models;
- Don't forget about NCP services and other instruments as EECA Competence Platform and EECA Help-Desk;
- Attend EU conferences and seminars;
- Be connected to experienced organisations & individuals to create a good consortium;
- First 10 pages of the proposal are decisive;

## How to succeed in FP7

- Ask your colleague to read the proposal in 2 hours and mark it against the evaluation criteria;
- Always use proposal pre-check.

The chart below summarises the top ten success factors considering their assessment as a whole during the project life-cycle, since proposal preparation goes on some time after the project ends.



**Top rated success factors**

*("Success factors for International Cooperation in ICT projects. Authors: PRO-IDEAL Consortium. PRO-IDEAL project, funded by the FP7-ICT Programme of the European Commission.")*

## Collaboration potential between Belarusian/Ukrainian and EU ICT actors

As a first step to facilitate the collaboration between EU ICT R&D actors and their Belarusian/Ukrainian counterparts, SCUBE-ICT partners analysed the ICT sector in both regions in order to:

- outline the current status and future trends, the relevant policies supporting research activities and the governance system;
- identify the strengths and competencies of Belarusian/Ukrainian ICT R&D actors;
- highlight the ICT fields that exhibit the highest potential for collaboration; and
- identify the funding opportunities, namely the EU programmes and initiatives that support the participation of Belarusian and Ukrainian ICT actors.

These documents are publicly available through the SCUBE-ICT website

1. *National ICT sector and policy appraisal reports for Belarus and Ukraine* (one for each country) aiming to review the national ICT sector and its governance. They outline the relevant policies and priorities and identify the socio-economic factors that influence the ICT sector in those countries. A summary of the current status and trends of the sector as well as the strengths of the ICT sector of Belarus/Ukraine at both research and business levels are also highlighted.
2. *Opportunities reports for EU actors in Belarus and Ukraine* (one for each country) aiming to highlight the ICT fields that a collaboration potential exists as well as the benefits of such collaboration. An analysis of the competencies of local ICT actors is outlined, while a number of case studies of existing collaboration are included.
3. *Opportunities Report for Belarusian and Ukrainian ICT actors in EU* containing a short description of the EU ICT programmes and initiatives that facilitate the cooperation between EU ICT R&D actors and their Belarusian/Ukrainian counterparts. Namely the funding instruments that foresee the participation of Belarusian and/or Ukrainian ICT organisations (e.g. public bodies, research institutes, private sector etc). [Although this report is focused on Belarus and Ukraine, most of the programmes/initiatives discussed are 'open' to all Eastern Europe and Central Asia (EECA) countries' organisations].
4. *Promotion Guide featuring profiles of Belarusian and Ukrainian ICT R&D organisations* aiming to promote the research interests and competencies of prominent Belarusian and Ukrainian organisations.



HOME



Nº	Title	Web link
1	<i>National ICT sector and policy appraisal reports for Belarus</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/7-national-report-for-belarus-">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/7-national-report-for-belarus-</a>
2	<i>National ICT sector and policy appraisal reports for Ukraine</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/8-national-report-for-ukraine">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/8-national-report-for-ukraine</a>
3	<i>Opportunities reports for EU actors in Belarus</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/9-opportunities-report-for-eu-ict-actors-in-belarus">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/9-opportunities-report-for-eu-ict-actors-in-belarus</a>
4	<i>Opportunities reports for EU actors in Ukraine</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/10-opportunities-report-for-eu-ict-actors-in-ukraine-">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/10-opportunities-report-for-eu-ict-actors-in-ukraine-</a>
5	<i>Opportunities Report for Belarusian and Ukrainian ICT actors in EU</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/11-opportunities-report-for-by-ua-ict-actors-in-eu">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/11-opportunities-report-for-by-ua-ict-actors-in-eu</a>
6	<i>Promotion Guide featuring profiles of Belarusian ICT R&amp;D organisations</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/16-promotion-guide-belarusian-ict-rad-actors">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/16-promotion-guide-belarusian-ict-rad-actors</a>
7	<i>Promotion Guide featuring profiles of Ukrainian ICT R&amp;D organisations</i>	<a href="http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/19-promotion-guide-ukrainian-ict-rad-actors">http://www.scube-ict.eu/index.php/usefulmaterial/doc_download/19-promotion-guide-ukrainian-ict-rad-actors</a>

## Participate in major upcoming European and EECA events on ICT!

Title	Date	Location	Website
<b>EUROPE</b>			
Mobile World Congress	15-18 Feb, 2010	Barcelona, Spain	<a href="http://www.mobileworldcongress.com/index.htm">http://www.mobileworldcongress.com/index.htm</a>
CeBIT 2010	2-6 March, 2010	Hanover, Germany	<a href="http://www.cebit.de/homepage_e">http://www.cebit.de/homepage_e</a>
17th World Congress on Information Technology	25-27 May, 2010	Amsterdam, Netherlands	<a href="http://www.wcit2010.com/">http://www.wcit2010.com/</a>
Future Network & Mobile Summit	16-18 June, 2010	Florence, Italy	<a href="http://www.ict-mobilesummit.eu/2010/">http://www.ict-mobilesummit.eu/2010/</a>
International Conference on Information Society (i-Society 2010)	28-30 June 2010	London, UK	<a href="http://www.i-society.eu/">http://www.i-society.eu/</a>
<b>BELARUS</b>			
TIBO '2010 17th International Forum on Telecommunications, Information and Banking Technologies	April 20-23, 2010	Roofed Soccer Arena (pr. Pobeditelei, 20/2, Minsk)	<a href="http://www.tc.by/english/exhibitions/">http://www.tc.by/english/exhibitions/</a>
International Scientific and Practical Conference "Information Technologies, Electronic Devices and Systems"	April 2010	Belarusian State University, Minsk	<a href="http://www.bsu.by">www.bsu.by</a>
International Conference "Software Applications as Intellectual Property Objects" (COMPIS-2009)	April, 2010	Minsk	<a href="http://www.compis.by">www.compis.by</a>
Software Engineering Forum (SEF-2010)	May, 2010	Minsk	<a href="http://www.infopark.by">www.infopark.by</a>



HOME



The projects are supported by the European Commission under the ICT thematic area of the 7th Research Framework Programme.





Title	Date	Location	Website
<b>RUSSIA</b>			
INWECOM 2010 (exhibition)	16-18 Feb, 2010	Saint-Petersburg	<a href="http://english.expomenu.ru/expo/inwecom*2010.html">http://english.expomenu.ru/expo/inwecom*2010.html</a>
12th International Exhibition and Conference "Cabel, Satellite and Internet TV" CSTB-2010	2-4 April 2010	Moscow	<a href="http://www.cstb.ru/en/cstb/">http://www.cstb.ru/en/cstb/</a>
9th International Conference "Research, Development and Applications of High Technologies in Industry"	22-23 April, 2010	Saint-Petersburg	<a href="http://www.htfi.ru/?p=6">http://www.htfi.ru/?p=6</a>
Automation, Control and Information Technology – ACIT'2010	15-18 June 2010	Novosibirsk	<a href="http://www.iasted.org/CONFERENCES/home-692.html">http://www.iasted.org/CONFERENCES/home-692.html</a>
5th International Computer Science Symposium	16-20 June, 2010	Kazan	<a href="http://csr2010.antat.ru/">http://csr2010.antat.ru/</a>
Problems of development of advanced micro- and nano-systems – MES 2010	4-8 October 2010	Moscow	<a href="http://www.mes-conference.ru/">http://www.mes-conference.ru/</a>
<b>MOLDOVA</b>			
ICT+ 2010 Information and Communications Technologies Week in Moldova	May 17-23	Chisinau	<a href="http://www.ictplus.md/">http://www.ictplus.md/</a>
<b>UKRAINE</b>			
IDC IT Security Roadshow 2010 Battling Sophisticated Threats: Security Strategies For The Resilient Enterprise	25 Feb, 2010	Kyiv	<a href="http://www.idc-cema.com/?showproduct=1819821&amp;content_lang=ENG">http://www.idc-cema.com/?showproduct=1819821&amp;content_lang=ENG</a>
XXX International scientific and technological conference ELECTRONICS AND NANOTECHNOLOGY	April, 13-15, 2010	Kyiv	<a href="http://www.phbme.kiev.ua/">http://www.phbme.kiev.ua/</a>
XI International Conference "Internet-Business' 2010"	April 16, 2010	Kyiv	<a href="http://www.inter-biz.com.ua/">http://www.inter-biz.com.ua/</a>
MEMSTECH 2010 VI-th International Conference PERSPECTIVE TECHNOLOGIES AND METHODS IN MEMS DESIGN	April 20-23 2010	Polyana	<a href="http://iknit.lp.edu.ua/MEMSTECH/">http://iknit.lp.edu.ua/MEMSTECH/</a>
INTERNATIONAL SCIENTIFIC CONFERENCE SIMULATION-2010	12-14 May, 2010	Kyiv	<a href="http://www.ipme.kiev.ua/eng/conference/c5.htm">http://www.ipme.kiev.ua/eng/conference/c5.htm</a>

## Help to strengthen EU-EECA ICT community

Do you have experience to share? Seminars or conferences to promote? Suggestions for EU-EECA R&D collaborative priorities? Partners to be searched? Send us your ideas and suggestions.

Contact: [info@eeca-ict.eu](mailto:info@eeca-ict.eu)

country	Russia	Ukraine	Belarus	Kazakhstan	Armenia	Azerbaijan	Georgia	Moldova	Kyrgyzstan	Uzbekistan	Tajikistan	Turkmenistan
ISTOK - SOYUZ	■	■	■	■	■				■	■	■	■
SCUBE - ICT		■	■									
EXTEND		■	■		■	■	■	■				
<b>Projects presence in EECA countries</b>												
Project Acronym	ISTOK-SOYUZ (co Number 231665)			SCUBE-ICT (Co Number 231148)				EXTEND (Co Number 231137)				
	Information Technologies to Open Knowledge for Eastern Europe and Central Asia			Strategic Cooperation in Ukraine, Belarus and EU in Information and Communication Technologies				Extending ICT research co-operation between the European Union, Eastern Europe and the Southern Caucasus				
Duration	30 Months			24 months				30 Months				
Start – End Date	01/2009 – 06/2011			01/2009 – 12/2010				01/2009 – 06/2011				
Web-Site	<a href="http://www.istok-soyuz.eu">www.istok-soyuz.eu</a>			<a href="http://www.scube-ict.eu">www.scube-ict.eu</a>				<a href="http://www.extend-ict.eu">www.extend-ict.eu</a>				
Project Coordinator	Mrs. Svetlana KLESSOVA			Mr. Iakovos DELIOGLANIS				Mr. Raphael KOUMERI				