



Fit for Health

Support to **SMEs & Researchers**
in **FP7 Health-oriented projects**

EXPERIENCE REPORT OF A PROJECT PARTNER

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Name | Organisation
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How did you get involved in FP7 projects? What was your motivation behind?



The history begins 40 years ago when Romania didn't import anything and tried to develop in the research institutes new products, competitive on the market with good results for the economy. After 20 years of experience in Institute of Mechatronics from Bucharest with many outcomes in the national technical research domain I settled SC RODAX IMPEX SRL in 1993, SME with 100% Romanian capital having the main activity in research field and manufacture. From 1990 until now RODAX has participated in many national research projects, as a partner and also as a coordinator. In the meantime we started to promote on the EU websites (CORDIS) our expertise and the scientific results and the manufacture products. Thus, we have been contacted by Prof. Lazzery Andrea from University of Pisa and we decided to collaborate for writing proposals in the domain of biodegradable packaging materials. At that time we had strong collaborators from other research institutes (UASMV, INCERPLAST) who have been accepted as beneficiaries in the project. So, we managed to be partner in FP 7 projects with other experienced partners upgrading our knowledge but in the meantime we implemented our expertise in the project domain at a high level.



“Forest Resource Sustainability through Bio-Based-Composite Development” is a collaborative Large-scale European Project in the 7th Framework Programme - (FP7-KBBE-2007-1/GRANT 212239) (2008-2012) Web Site <http://www.forbioplast.eu>



n-CHITOPACK - Sustainable technologies for the production of biodegradable materials based on natural chitin-nanofibrils derived by waste of fish industry, to produce food grade packaging- (2012-2014) - www.n-chitopack.eu

*Research for SMEs
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How many partners were involved? What were the criteria for choosing the right partners?

The project consortium is composed of sixteen partners and has a wide geographical coverage with three organizations from Romania (Rodax Impex + USAMV+ INCERPLAST), the other organizations being from Italy (2), Hungary (2), Greece(2), Belgium (2) ,Spain (2) ,Latvia (2), Norway(1), Germany (1) and a balanced approach in terms of types of organizations: SMEs, Research and Development centres, Technological laboratories and Universities.

All the research activity is carried out in strict cooperation among research centres, small-medium enterprises and industrial partners in order to develop valuable products.

PARTICIPANTS:

- ✿ University of Pisa (Italy): coordinator, nanotechnology, material processing
- ✿ University of Budapest (Hungary): fibres modification
- ✿ Latvian State Institute of Wood Chemistry (Latvia): PU expert
- ✿ University of Almería (Spain): biovalorisation, biodegradation
- ✿ Fundacion CARTIF (Spain): forest material expert
- ✿ University of Agronomic Sci. and Veterinary Medicine, Bucharest (Romania): agriculture, toxicity
- ✿ Organic Waste Systems (Belgium): composting, LCA
- ✿ Nofima A.S. (Norway): packaging tests



What makes a good consortium?



A good consortium is formed by entities with different type of activities in the domain of the project: research, production and testing activities, market and dissemination specialists.

The coordinator has a major role (University of PISA) in the development of the project maintaining permanently the dialog with the members.

Rodax Impex SRL is a company dealing with the design and development of medical instruments, appliances and furniture, especially for the orthopaedic departments; design and development of packing machinery , equipments and tinny furniture; design and development of tinny interior and exterior facilities.

Where do you see the advantage of an SME being a partner in such a project? Mention some benefits obtained by your company



The great success of the project appeared after four years of hard work but for us it is also a success to be in this consortium because it proves that our development strategy led us to find the opportunity to prove our knowledge at European level and to develop new business connections.

Participating at all meetings of the project with all partners and discussing project details we have been informed about the newest researches in the field of the project. We consider that the most important success is the fruitful collaboration among the members of the consortium, all the organizations joining the meetings of the project, also the communication in time of the project consortium. This fact contributed to develop new proposals with the project partners.

What are the outcomes of your project/s? What has been the greatest success of the project/s?

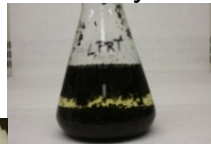


The development of new products from the FORBIOPLAST project, resulting from the research activity to develop new bio-based materials from wood components: car seat, biodegradable plant pot, substitute of lightweight expanded clay aggregate, tomato clip, encapsulated fertilizer, container for cosmetics, container for chemicals, container for fish, container for transport of fish, container for biological egg, biodegradable food film packaging.

University of Agronomic Sci. and Veterinary Medicine, Bucharest (Romania)
Applications in agriculture and food industry



University of Almeria (Spain)
Ecotoxicity, agriculture



NOFIMA (Norvegia)
Migration tests



RODAX (Romania)
Transmittance
Sealing
Heat resistance



Dec. 2011–Bruxelle exhibition FP7



FIAT (Italy)
PEMU (Hungary)
Car spoiler



Egg container

RODAX-BiPoCo Conference/ Siofok/Balaton



Collaborations with Canadian projects from the Agriculture Bioproducts Innovation Programme (Agriculture and Agri-food Canada).



INCERPLAST (Romania)
Tomato clip, chemical containers



What are the key elements for a successful proposal/project?

To realize a successful project it is important to carefully analyse the objectives and the domain of the project, the specific requirements of the topic and also the implementation methodology. Very useful are the use of the diagrams, like PERT diagram.

All parts of the proposal have major importance, the technical part and also the economic part: the costs have to be actual, economic and necessary.

Also, very important is the collaboration between the project beneficiaries, each of them contributing with their experience in the elaboration of the proposal.

Very important in writing a proposal it is the timing of the activities to have enough time for reviewing the project and to submit before the last day of the open period of the topic.

Before to begin writing a proposal it is highly recommended to study the fp7 guides from CORDIS website.

What was the most challenging part in the project/s?



The most challenging part in the project was to understand at the beginning the financial development of the project stages and the financial scheme for different categories of expenses.

How did you experience the negotiation phase of the project?



The negotiation was settled before the beginning of the project(s) discussing permanently with the coordinator and the project staff, each of the beneficiary contributing with his own opinion and company objectives.

Do you have an advice for other SMEs that would like to get involved in such projects?



Our suggestion is to carefully analyse the themes and domains of the projects and especially their implementation methodology. In order to ease their way, they can subscribe in different database like Fit for Health, where they will find reliable partners for their project ideas, but also get connected with other organizations idea all over the world and using the free help of their national contact point, as an example in Romania, FM MANAGEMENT CONSULTANCY SRL; they will find everything they need to know about the rules of developing project proposals and the secrets of project implementation.



Thank you!

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