

Consiglio Nazionale delle Ricerche

Ideal-ist Project

ACTIVE PARTNER SEARCH

Statistical Results
covering the 5th, 6th, and 7th Calls for proposals
of the 5th IST Programme 1998-2002

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Technical Report

CNUCE B4-2002-012

Pisa, May 2002

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STATISTICAL RESULTS

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2. - QUANTITATIVE RESULTS

2.1 - Partner Search Procedures launched

Find below results corresponding to the 5th, 6th and 7th Calls of IST Programme.

| PERIOD | CONSORTIUM SUCCESSFULLY FORMED with the help of Ideal-ist | | | CLOSING DATE EXCEEDED | PARTNER SEARCHES LAUNCHED |
|---|---|----------------------------------|---------------------------------------|-----------------------|---------------------------|
| | Submitted | Proposer decided not to go ahead | Submission postponed for future calls | | |
| 5 th call (14 October 2000-15 January 2001) | 7 | 7 | | 2 | 16 |
| 6 th call (27 January 2001- 25 April 2001) | 54 | 31 | 8 | 4 | 97 |
| 7 th call (7 July 2001- 17 October 2001) | 100 | 29 | 10 | 1 | 140 |
| TOTAL | 161 | 67 | 18 | 8 | 253 |

In other words, the previous data may be summarized in the following items:

- **253 Partner Search procedures were processed over this period of time.**

| | |
|--|-------------|
| Percentage of proposers who were provided with potential partners through Ideal-ist | 100% |
|--|-------------|

All partner search inquiries were successful from the point of view that all proposers were provided with potential partners. All proposers received a significant number of expressions of interest from other countries (average number of answers per PS: 24).

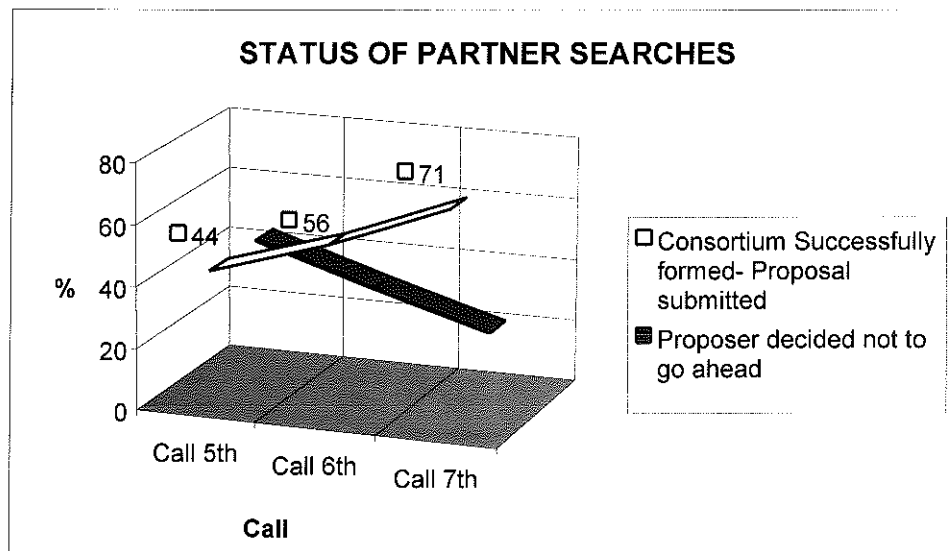
| | |
|---|------------|
| Consortia successfully formed and proposal submitted (in average during this period) | 64% |
|---|------------|

Figures concerning impact of IDEAL-IST with respect to the total amount of proposals submitted to each Call of the IST Programme are shown below:

| CALL | IDEAL-IST PARTNER SEARCH | CONSORTIUM SUCCESSFULLY FORMED with the help of Ideal-ist | | | N° BIDS SUBMITTED | CONSORTIA SUCCESSFULLY FORMED OVER N° OF BIDS SUBMITTED |
|-----------------|--------------------------|---|----------------------------------|---------------------------------------|-------------------|---|
| | | Submitted | Proposer decided not to go ahead | Submission postponed for future calls | | |
| 5 th | 16 | 7 | 7 | | 240 | 6,6% |
| 6 th | 97 | 54 | 31 | 8 | 975 | 9,9% |
| 7 th | 140 | 100 | 29 | 10 | 960 | 14,5% |
| TOTAL | 253 | 161 | 67 | 18 | 2175 | 11,6% |

Total number of proposals submitted to the IST Programme during this period (5th, 6th & 7th calls) was about 2.175 proposals. Therefore, consortia successfully formed with the help of Ideal-ist represents 11,6 % of the total number of bids submitted. This represents a remarkable success of the project as per the expected results. Evolution has been good, with a continuous increase of this percentage, even though 5th call had low results due to the fact that the new project started in October 2000 and required some time to develop.

Evolution through this period can be seen in the graphic below:



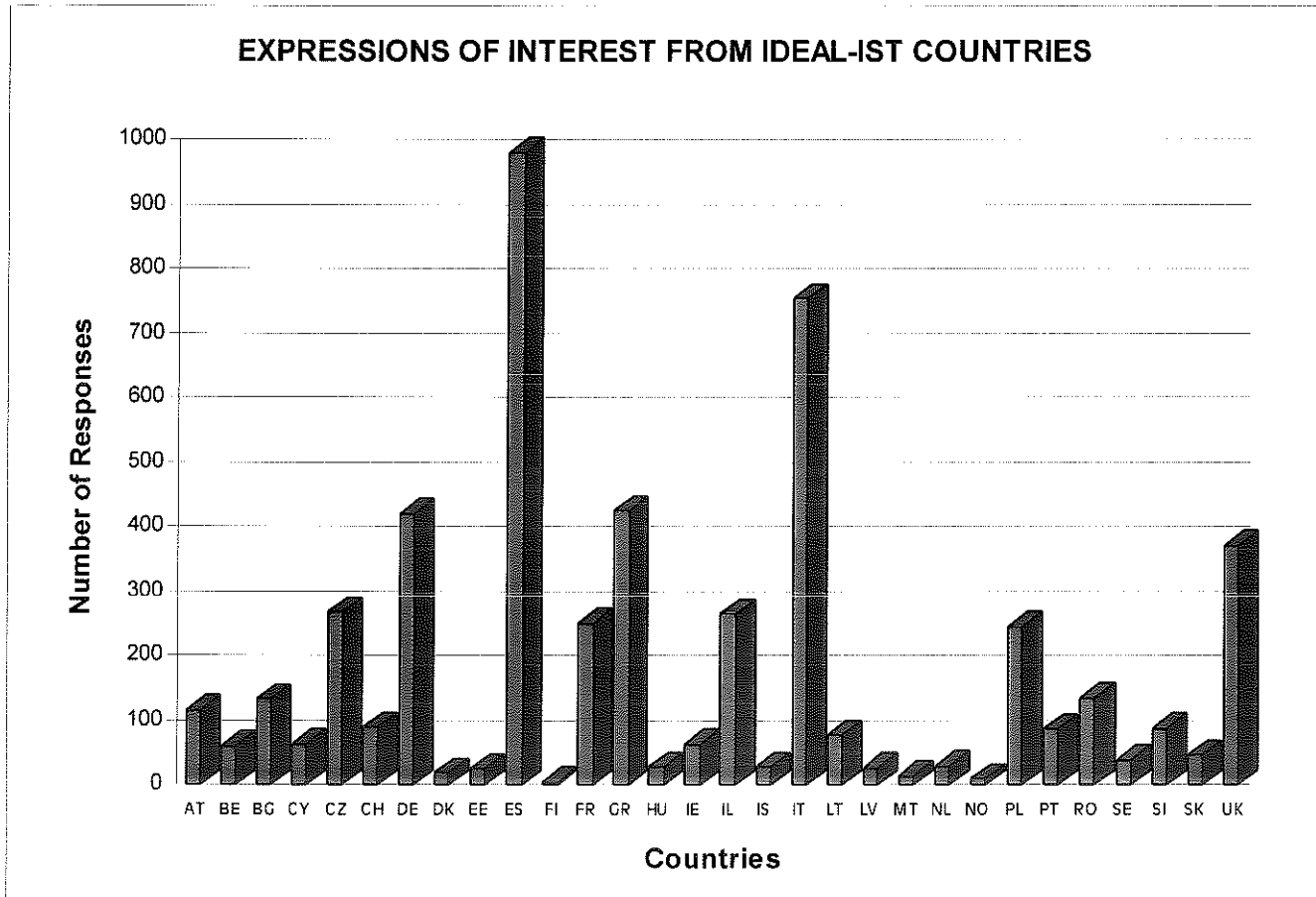
The rate of consortia successfully formed - proposal submitted has undergone a continued increase over this period. We can say that the rate of success remains significant as far as the Idealist search strategy is concerned. We have to consider that the rest of the proposers were also provided with the partners' profile they needed, but they decided not to go ahead.

We have to take under consideration that among those who decided not to go ahead, the reasons are out of the scope of Ideal-ist:

- sufficient partners have been provided, but submission is postponed due to the final size of the project in relation to the time available
- they decide not to submit the proposal but contacts are good and they will contribute to redefine the project for future calls
- they decide to start a new partner search in the following call
- internal problems within one of the companies involved in the project
- they found a lot of interesting replies but started the PS too late. Contacts established will be used in the future

They prove to be increasingly active in the diffusion of the partner search strategy of Ideal-ist in their respective countries.

The level of response from the IDEALIST countries appears below:



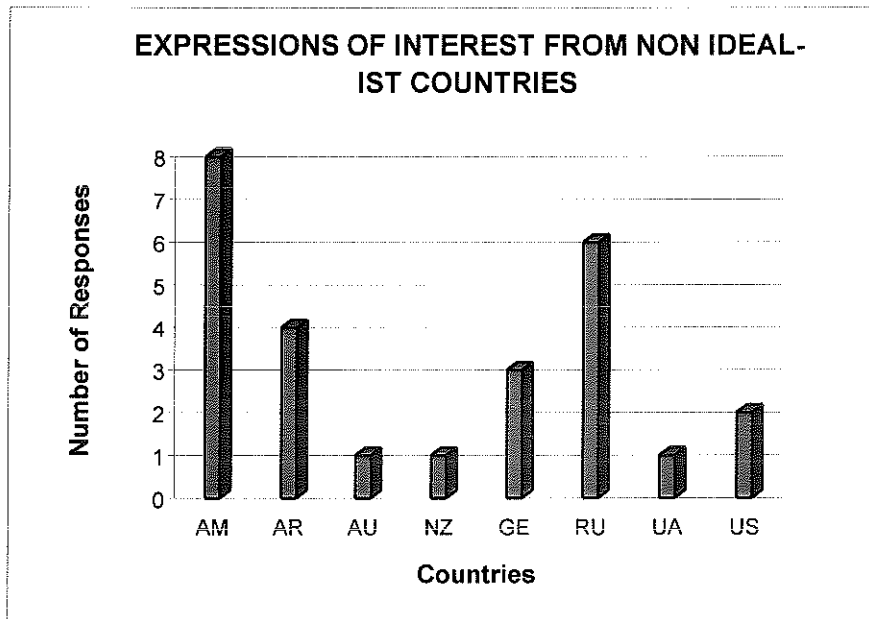
We consider this an excellent and enormous level of response from all kind of organizations all over Europe (companies, academics, non-profit bodies, etc). Each Ideal-ist partner distributes partner searches from countries of the rest of the partners, according to action line addressed and partner profile searched. This allows interested parties to join on-going projects and consortia from other countries.

Therefore Ideal-ist is contributing to participation in IST Programme in two ways:

- ideal-ist helps to find partners to proposers with a project idea and an interest to submit a proposal to the IST Programme

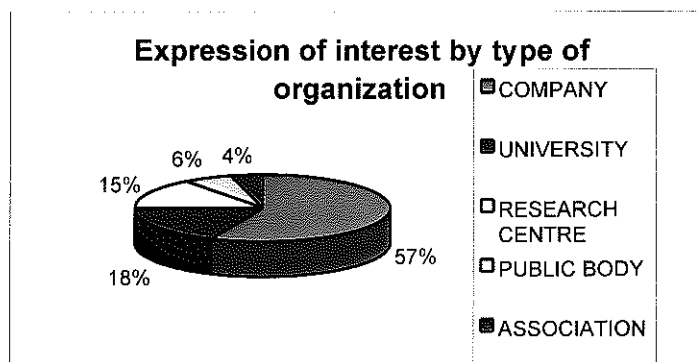
- ideal-ist helps those organizations wishing to participate in the IST Programme who do not have a clear project idea but would like to join consortia working in their area of interest

And the level of response from NON IDEAL-IST countries:



This small but relevant number of responses from eight non Ideal-ist countries shows ideal-ist visibility both through our own public pages and through other IST and European R&D funded programs related web pages.

We have gathered information regarding the type of organization that answers the PS.



We can see as well that interested parties in Ideal-ist partner searches are not only Companies but also Universities, Research Centres, Public Bodies and Associations of different sectors, guaranteeing that profile of partner required for each PS is fulfilled.

3. - QUALITATIVE RESULTS

This report provides a picture of the effectiveness of the IDEAL-IST searching tool. Nevertheless , it is difficult to measure some other relevant aspects which may be as important and significative as the quantitative ones. We know for instance that some SMEs would have never applied to European R&D Programmes without the help offered by IDEAL-IST. However, how could we measure this? IDEAL-IST has opened a door for international cooperation to these companies currently working at national (even regional in some cases) level only. That is why we consider it is also worth considering "qualitative" results, i.e. those aspects which are difficult to present in figures but are relevant to the IST Programme, such as:

- IDEAL-IST has been able to bring the gap between the IST Programme and potencial proposers
- Not only SMEs make use of the tool. Big companies are making use of IDEAL-IST as well
- A close link with newly Associated countries has been easily established through IDEAL-IST. Moreover, as from the 5th Call these countries are members of IDEAL-IST Consortium: *Bulgaria, Republic of Cyprus, Czec Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia and Slovenia.*

These aspects make IDEAL-IST an efficient entry point for those organizations, from Member States or Associated countries or third countries, looking for the right counterpart to participate in European R&D.

4. - ANNEX 1 - Key Actions

| | |
|--|--|
| Key Action 1 (KA 1) | Systems and Services for the Citizen |
| Key Action 2 (KA 2) | New Methods of Work and Electronic Commerce |
| Key Action 3 (KA 3) | Multimedia Content and Tools |
| Key Action 4 (KA 4) | Essential Technologies and Infrastructures |
| Cross-Programme Themes (CPTs) | Cross-Programme Action (CPAs) Cross-Programme Clusters (CPCs) |
| Future and Emerging Technologies (FETs) | Open Domain (FET.O) Proactive Initiatives (FET.P) |
| Research Networking (RN) | Research Networking |
| IST Support Activities (SA) | IST Support Activities |
| International Co-operation | |
| Innovation and Special Measures for SMEs | |
| Human research Potential and Socio-Economic Knowledge Base | |
| Consensus and Standardisation Support Initiatives | |
| Other Initiatives | |

Futher information on *Workprogramme* : <http://www.cordis.lu/ist/calls/200102.htm>

5. - ANNEX 2 - Country Codes

| CODE | COUNTRY |
|------|---------|
|------|---------|

| | |
|----|---------------|
| AT | AUSTRIA |
| BE | BELGIUM |
| BG | BULGARIA |
| CY | CYPRUS |
| CZ | CZEC REPUBLIC |
| DK | DENMARK |
| EE | ESTONIA |
| FI | FINLAND |
| FR | FRANCE |
| DE | GERMANY |
| GR | GREECE |
| HU | HUNGARY |
| IS | ICELAND |
| IE | IRELAND |
| IL | ISRAEL |
| IT | ITALY |
| LV | LATVIA |
| LT | LITHUANIA |
| LU | LUXEMBOURG |
| MT | MALTA |
| NL | NETHERLANDS |
| NO | NORWAY |
| PL | POLAND |
| PT | PORTUGAL |
| RO | ROMANIA |
| SK | SLOVAKIA |

| CODE | COUNTRY |
|------|---------|
|------|---------|

| | |
|----|----------------|
| SI | SLOVENIA |
| ES | SPAIN |
| SE | SWEDEN |
| CH | SWITZERLAND |
| UK | UNITED KINGDOM |
| AM | ARMENIA |
| AR | ARGENTINA |
| AU | AUSTRALIA |
| GE | GEORGIA |
| RU | RUSSIA |
| UA | UKRANIA |
| US | UNITED STATES |
| NZ | NEW ZEALAND |
| GU | GUATEMALA |
| HO | HONDURAS |
| MX | MEXICO |