

Join Our Training Sessions and Become Successful Coordinators of European Research Projects

Dear Sir, Dear Madam,

If you are an **SME, research organisation or university** planning to submit a proposal to a call of the Seventh Framework Programme (FP7) and you would like to receive the latest insight into FP7 to write high quality proposals; or if you are currently managing an FP7 R&D project and you would like to learn best practices and tips to run successful projects;

Then make sure you **register to attend the next SMEtoLEAD training session in:**

- **Porto, PORTUGAL, 4 & 5 June 2009**

The SMEtoLEAD training is designed to be taken sequentially, each training module addressing certain aspects of project coordination. For each module you will be presented with the relevant up-to-date information on current issues; each event will also act as a forum for the exchange of best practice ideas.

- **4th June – Mod 1: “PREPARING FOR FP7 SUCCESS”** – the proposal preparation and submission process, including the evaluation stage;
- **5th June – Mod 2: “RUNNING WINNING FP7 PROJECTS”** - the negotiation and kick-off phases, project management and exploitation issues.

All training participants will also be entitled to a **free follow-up support** provided by the SMEtoLEAD Consortium.

Previous training sessions were held in: Belgium, Portugal, Denmark, Cyprus, Latvia, Hungary, Greece, Russia, The Netherlands, Spain, Romania, Estonia and Slovakia. Statistics to date give a first-class average of 90% of attendees marking the training as good or excellent! Sergio Pinto from Frontwave - Engenharia e Consultadoria, S.A., participating at the Lisbon training, said: *“The trainers are brilliant. I emphasize their professionalism, enthusiasm and knowledge. They make a heavy matter, such as this one, look easy!”*.

Register now!

**Places are limited to 30 maximum per training session.
Fill in the attached registration form and secure your place today!**

SMEtoLEAD trainings are the continuation of an FP6 European Commission supported initiative aiming at helping Small and Medium size Enterprises (SMEs) to be successful FP project coordinators.

Practical information

Training package

- Register for 1 Module for **150 EUR + 20% VAT**
- Register for the 2 modules and get a special offer: **225 EUR + 20% VAT**

Deadline for registration is 25th May 2009

Venue of the training

The training will take place at:

NET - Novas Empresas e Tecnologias, S.A.,
Rua de Salazares, 842
4149-002 Porto
Portugal

The SMEtoLEAD trainers

Ms. Célia GAVAUD, Pera Innovation

Célia has worked with Pera for the last 6 years as a consultant within the International Partnering team. As her core activity, she supports universities and small companies in preparing for research proposal submissions mainly as part of the FP Collaborative projects and Research for SMEs projects. Célia is also currently project-managing and coordinating a range of EC supported projects: DG Research FP6 & 7-funded projects and INNO-Net DG Enterprise initiatives.

Mr. Alfredo SANDOVAR, NV Consultores

Alfredo graduated as an Industrial Engineering at the Universidad Politécnica de Madrid. After holding during 10 years the position of Design and Chief Engineer in Allis Chalmers, in Madrid and Montreal, (Mineral Processing Equipment manufacturer), he joined the Fuller Company (Cement Plants Engineering Co.) as Marketing Manager and then transferred to F.L. Smidth Eng. Co in 1990. From 1993 to 1996, he held the position of Secretary General of the Frankfurt based CECE-Committee for European Construction Equipment, representing the trade association at the EU. Alfredo also provided his services to the European Commission (DG Research) as a Project Technical Adviser (PTA), 2001 -2005, for the monitoring, management and auditing of CRAFT and other EC funded RTD projects, in the field of advanced manufacturing processes and robotics, Civil Engineering and construction machinery.

You can download the registration form and find more information on the training programme, the trainers and the follow-up support at <http://www.smetolead.org/>



SMEtoLEAD trainings are the continuation of an FP6 European Commission supported initiative aiming at helping Small and Medium size Enterprises (SMEs) to be successful FP project coordinators.