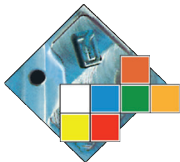




## ***Training of SMEs to Become Successful Coordinators of Framework Programme Projects***

- *Case Study: Finmekanisk Vaerksted I/S. Web: <http://www.f-v.dk/>*
- *Host S2L NCP: Christian Holstein, EuroCenter*
- *Date of training: 24-26 October 2007 co-hosted with Fyn Business Development Centre/EU Center Fyn in Odense, Denmark.*



**Finmekanisk Vaerksted I/S** is a small family-owned company founded in 1968 in Soenderborg, Jutland. The company is working in materials processing and has 25 employees. Before attending the S2L-training sessions in Odense, Denmark, the company had not previously been involved in research.

A good friend in the company's network alerted the company to the S2L-training sessions and Michael Mathiasen, Head of Administration at Finmekanisk Vaerksted, quickly decided to check it out. He was not disappointed:

### **Putting the knowledge to use**

*"I was quite impressed with the team of presenters. They were all very knowledgeable about the possibilities and pitfalls of European research programmes. So, the three days gave me a comprehensive overview of the whole process, and I personally learned a lot that has been put to good use since", says Michael Mathiasen.*

The training sessions in Odense were hosted by the local Fyn Business Development Centre/EU Center Fyn together with EuroCenter and was attended by 29 different organizations mostly local SMEs. Also, 5 attendants came from public research institutions and, in one instance, from a large enterprise.

Michael Mathiasen also found the interaction and networking at the event useful and inspiring:

*"The interaction during sessions and the networking was great and the whole event was very professionally organized despite the fact that it was completely free. So, all in all, to our company, the S2L training sessions were an eye opener to the possibilities of European Development Programmes. It helped us greatly in deciding to actually go for it", he says.*

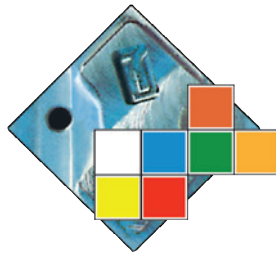
### **Deciding to go for it - Proposal preparation**

Michael Mathiasen and Finmekanisk Vaerksted have since the sessions in October 2007 submitted a proposal for the FP7 call Research for SMEs with deadline April 11, 2008. The proposal submitted was written partly with the help of an external consultant and partly by the company itself. Especially during the proposal preparation the information and ideas that Michael Mathiasen took home from the sessions was helpful to the process. Specifically, he notes that the S2L-handouts from the sessions were nearly always with him for reference when working on the proposal. The submitted proposal was evaluated during May and June, and finally, in July, a very positive reply came back to the company.

### **Through to negotiations – nearly there!**

Michael Mathiasen adds:

*“Finmekanisk Vaerksted, as coordinator of the project, have now recently been invited to contract negotiations with the Commission, so we are of course very enthusiastic about the whole thing. And the project that has been successfully evaluated is our first try on FP-projects. So, who knows where it might lead?! No wonder that I feel I learned something valuable at the SMEtoLEAD- sessions!”*



Finmekanisk Værksted I/S