

# SRDC in H2020

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# About SRDC

A spin-off of METU  
Computer Engineering  
since 2007

- Software company based in Ankara
- [www.srdc.com.tr](http://www.srdc.com.tr)

|  |   |  |   |
|--|---|--|---|
| <br><b>Research &amp; Development</b><br>We put research into practice.  | <br><b>eHealth Solutions</b><br>We build standard-based and practical eHealth applications, and provide consultancy services on eHealth standards. | <br><b>Semantic Web Technologies</b><br>We solve the problem of interoperability with the use of latest Semantic Web technologies.        | <br><b>eGovernment Solutions</b><br>We develop standards-based solutions for public institutes to achieve better G2G and G2C interoperability. |
| <br><b>Conformance Testing</b><br>We provide self conformance testing service over cloud to prove that your software is compliant with interoperability standards. | <br><b>Emergency Management and Security</b><br>We build interoperable systems for emergency and security management.                              | <br><b>Big Data &amp; Data Analytics</b><br>We build customized big data infrastructures, predictive and prescriptive analytic solutions. | <br><b>Mobile Design &amp; Development</b><br>You have got an idea for an app, and we make it happen.  |

# EU History

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Active in EU projects since FP5

- 20+ completed and 8 ongoing projects
- 4 in H2020
- Coordinated 6 of them
- eHealth, security, collaborative supply chain

# NIMBLE Project Overview

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H2020-FOF-11-2016 - Digital automation

- Sub-topic: Collaborative manufacturing and logistics

Project name: NIMBLE (Collaboration Network for Industry, Manufacturing, Business and Logistics in Europe)

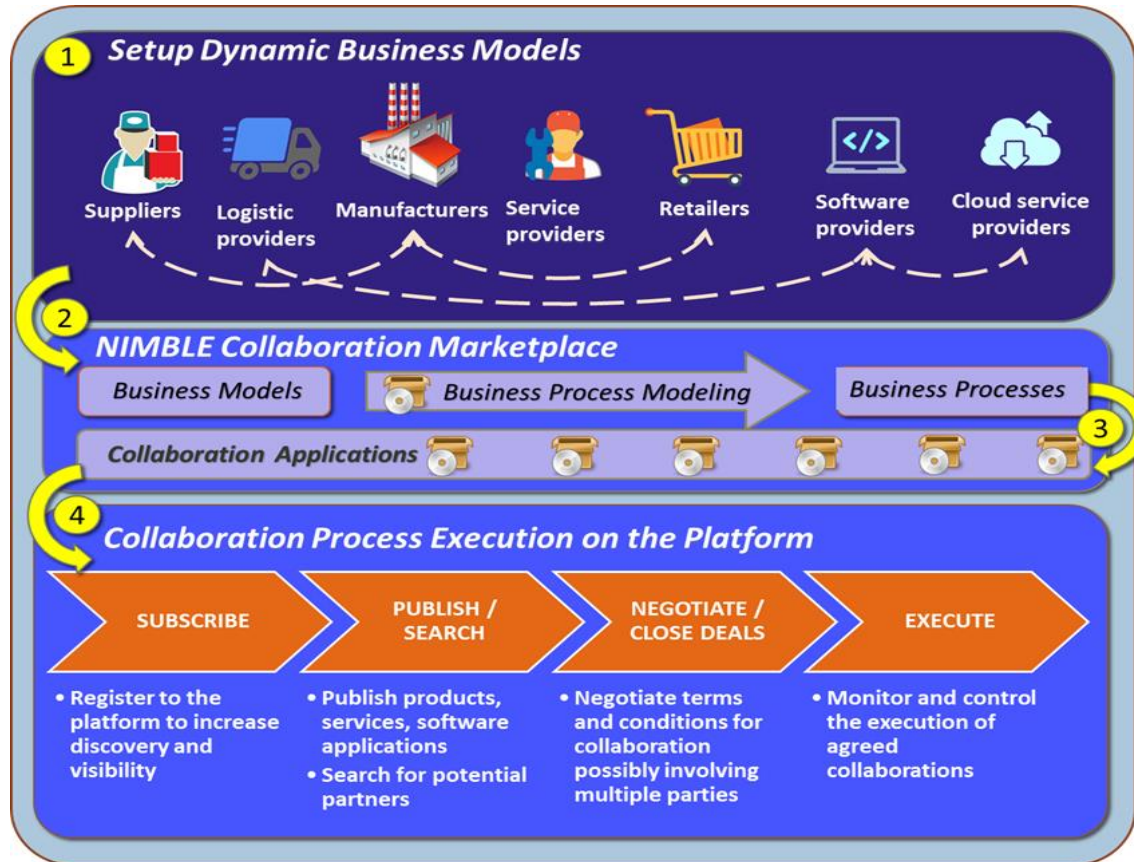
Submitted in Jan 16

Budget: €7.995.000

Started at: 3/Oct/16

Website: <https://www.nimble-project.org/>

# NIMBLE Project Idea



## Combining eCommerce and B2B worlds

- Partner identification
- Pre-deal negotiations
- Supply chain monitoring

## Connectivity with supply chain actors

- Suppliers, manufacturers, logistics providers, retailers, software providers, ...
- Accelerating supply chain formation
- Considering different factors like profit, environmental effects, etc.

## Collaborative business models

- IoT-enabled supply chain optimization
- Planning / monitoring / alerting / re-scheduling
- Manufacturing / logistics / storage

# The consortium

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17 partners from Austria, Germany, Israel, Italy, Spain, Sweden, Turkey

| Expertise   |
|---|
| Supply Chain Optimization   |
| Product Life-Cycle Management   |
| IoT Data Management   |
| Cloud-Based Services  |
| B2B Interoperability  |
| Trust, Privacy, Security  |
| Business Models and Business Processes  |
| End users from modular house, white good, textile and child furniture sectors |

# Eligible Partners and Potential Benefits

| Partner characteristics  | Envisioned impacts  |
|--|---|
| Manufacturers with large and dynamic supplier base                                 | Faster supply chain formation                                   |
| Manufacturers demanding supply chains optimized through real-time IoT connectivity | Faster sourcing of materials                                    |
| Manufacturers requiring dynamic (manufacturing/logistics) outsourcing              | Clear and easy evidence of production and material traceability |
| Supply chain service providers who'd like to be discoverable online                | Increased on-time delivery                                      |
| Software providers targeting industry sector                                       | Reduced transportation costs                                    |
| ...  | Reduced supplier defect rates                                   |
|  | ...   |

# Proposal Writing Experiences – Consortium

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Participation to a consortium / Finding partners for your consortium

- Info Days
- Tübitak / TTOs might direct partner search requests
- Existing networks
- Google



# Proposal Writing Experiences - Coordination

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Overall idea must be solid and well conveyed to incoming partners

- Hard to collect correct feedback and integrate inputs into the existing proposal structure
- Especially valid for use case partners to keep use cases aligned with the project idea

Partners must be chosen considering their flexibility, enthusiasm and time

- Partners might want to reuse their existing work as it is, without adapting it towards the project idea
- Partners might not send their inputs on time (which even makes you to make content up for them)

Roadmap for proposal must be in place

- Coordination of writing, input collection, partner search, budget allocation requires a written roadmap (even if it covers only major milestones)
- Beneficial for management of the chaotic times towards the deadline

# Proposal Writing Experiences – Content

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All the elements included in the proposal template must be dealt with properly with care

- We lost points for almost all items that seem minor / standard or not paid much attention e.g. risk management, IPR management, budget distribution, WP distribution, ...

Level of details of the content must be kept balanced

- Neither too technical reducing the clarity and understandability of the content nor too generic reducing the obviousness of the innovation
- Figures / diagrams / storyboards might help

All sections must be consistent

- Same concepts / elements must be referred with same names / terms throughout the whole document
- All sections must be well connected
  - Impact might be generic without being based on the individual enablers of the proposed idea
  - The connection between tasks and technical concepts must be clear
- The core idea might be repeated to make it remembered easily

# Proposal Writing Experiences – Support

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Presenting the interest of end users in advance in the form of letter of intents might help

- TÜBİTAK and university TTOs might help on identifying such partners

NCPs might clarify details about the project implementation

- Would it be appropriate to spare some budget for early adopter programme?

Third-party consultancy companies might be of help for example

- For definition of proper, promising go-to-market strategies
- For pre-evaluation of the proposal

# Thank you

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