

EUROPEAN FUNDING FOR SMES

INFO DAY ON HORIZON 2020

THE FRAMEWORK PROGRAMME FOR RESEARCH AND INNOVATION

HORIZON 2020

FRIDAY, 2ND OCTOBER, 2015

VENUE: THE ROYAL HALL, THE PALACE, SLIEMA



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Malta Business Review



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THE MALTA BUSINESS WEEKLY
LEADERS IN BUSINESS AND FINANCIAL NEWS FOR 20 YEARS

MAIN OBJECTIVE OF EVENT

The main objective of the event is to foster innovation in Maltese SMEs and promote their participation in high-tech novel projects, by creating more awareness on existing funding. Throughout the event we aim to provide participants with an overview of existing funding for SMEs, with particular focus on the characteristics and main benefits of the Horizon 2020- SME instrument. During the event, we will also discuss major hurdles faced by SMEs aspiring to develop and commercialise an innovative technology. We will also explore the motives that encourage SMEs to apply for funding, and look into various reasons why many of them fail to pass the threshold to obtain support at EU level.

Target Market

Our target market consists of organizations and individuals who work in direct contact with SMEs in Malta, policy makers and national contact points.

ABOUT THE EVENT

SMEs from Various Industries Gather are invited to participate free of charge to attend the European Funding for SMEs – Info day on Horizon 2020

This event and B2B networking Forum, being held at The Royal Hall, The Palace, Sliema, on Friday 2nd October 2015, will be attracting participants from a wide variety of industries ranging from Financial Services, Business Services to Retail to Hospitality, to ICT, as well as Manufacturing, Building and Construction, commercial, industrial, maritime and shipping industry, aviation, and all other sectors related with SMEs. More than half of the attendees are senior directors, CEOs, business owners and DMUs from SMEs in Malta.

A broad mix of high profile keynote speakers from different walks of the business community, including technology vendors, SME business owners and senior executives will be attending during the summit. ICT companies, exhibitors and sponsors will be on hand to provide advice for SMEs to find the most viable technology solutions for their needs. Exhibitors at the event will include a microcosm of the Maltese SME landscape. Participants at the summit will be informed about the latest the EU Funding schemes and opportunities for financial aid, how to apply for funding, eligibility, criteria, factors for funding concessions, banking requirements, economic situation, workforce issues and operational matters.

Business owners from several leading SME organisations in Malta, will be invited to take centre stage and provide their input during the morning conference sessions and afternoon workshop designed as a crucial resource for senior business management and professionals working in small to mid-size businesses.

The event also aims to assist SMEs, with a special focus on micro enterprises, dedicated to providing assistance in challenges faced during start-up formation, improving access to funding, trade queries and business opportunities, reviewing incoming EU legislation, and which will also actively participating in the Inter-Ministerial Family Business Act Committee which has been entrusted with the drafting of legislative documents.

EU funding opportunities for SMEs will be the main subject being tackled during this summit, with expert speakers analysing the specific aspects of EU legislation.

Networking lunch by strict reservation, includes 5-course buffet, coffee and free water at €30 per delegate. To reserve your seat, please call 99406743; 99260163/4 or e-mail: margaret@mbrevents.com or bobby@mbpublications.net

Time	Session Title	Speaker	Duration
08:00	Welcome coffee / Tea / Networking		60 mins
09:00	Launch of the event Welcome Address & Presentation	Hon. Dr. Ian Borg MP- Parliamentary Secretary for the EU Presidency 2017 and EU Funds.	15 mins
09:15	Program Presentation	Lorraine TAGLIAFERRO Innovation and Proposal Manager, Business Development Ateknea Solutions	10 mins
09:25	EU Funding Landscape for Financial Instrument for SMEs & Micro Enterprises	Mr. Alfred Attard, Chief Officer SME Finance Bank of Valletta	10 mins
09:35	Overview of available funding / and the different forms of funding	Bridget Tanti, Malta Enterprise, EEN	15 mins
09:55	How do FPD support SMEs	Maria Elena Muscat (Funds Program Division) P. S. for the EU Funds	20 mins
10:15	EU Funding- an evaluator's perspective	Annamaria Magri Pantea, Ascend Consulting	20 mins
10:35	Networking Coffee Break		40 mins
11:15	Who is Ateknea Solutions?	Miklós ZOLTAI (CEO, Ateknea Solutions Europe)	30 mins
11:45	Successful projects Horizon 2020 SME instrument – invite past partners of successful projects who worked previously with Ateknea	Icon Studios –Malta (OPTIMZR project) Nicky Borg – Engineer Ateknea Solutions Malta	30 mins <i>(15 mins each)</i>
12:15	Overview of Horizon 2020 SME instrument - and Ateknea's role	Mr David Micallef (Ateknea S.M. Regional Director)	40 mins
12:55	Networking Lunch		50 mins
13:45	Round Table workshops on understanding the SME instrument	Including Speakers from MCST; Malta Enterprise; Lorraine Tagliaferro (Ateknea Solutions Malta)	40- 60 mins
14:45	Conclusions		

Confirmed Speakers –

- *Hon. Dr Ian Borg, Parliamentary Secretary for the EU Presidency 2017 and EU Funds.*
- *FPD – services from government on h2020*

ORGANISATIONS INVITED FOR THIS EVENT:

FPD Representatives
Chamber of commerce, enterprise and industry
GRTU
Malta Trade associations
Malta Institute of industrial engineers
Malta federation of professional associations
Chamber of engineers
Malta enterprise
MITA and MITA innovation Hub
UoM – Project Support Office, international office and Heads of Departments
MEUSAC
MIEMA
Malta Business Bureau
MRA
BOV SME UNIT

Participants for the case studies/ success stories:

- Icon studios
- Malta Society for the Blind

This event has been designed for people interested in starting new businesses or growing their existing businesses. Participants will gain rich insights, market intelligence and practical advice on how to optimise resources to build their businesses.

Key Topics to be covered include:

- Cash-flow Management
- New Business Development
- People/Employee Management
- Accessing Finance for Start-up and Expansion
- Leveraging Social Media Platforms for business growth
- Competitive Intelligence
- Developing Strategic Action Plans for your Small Businesses

By the end of the event, participants will sharpen their entrepreneurial skills and gain a fresh outlook on how to build competitive advantage in the market place. Participants will also gain from networking through the experiences of other entrepreneurs who will be in attendance.



WHO WILL ATTEND?

Owners, Decision Makers, Chairman, Managing Directors, Executive Directors and General Managers of Small and Medium Sized companies, corporate finance organisations and institutions, banks, EU funding and consultation companies, travel and hospitality, business professionals, etc.

This one of a kind two-day event will consist of:

Morning Conferences & Debates

1. 1-2-1 Business Meetings
2. Incentive Programmes
3. Team Building Activities
4. Exhibitions
5. Entertainment Cultural Dance Show
6. Q&A sessions with distinguished Guest Speakers – Foreign & Local, Qualified Business Professionals.

Several professional key representative bodies will be contacted for their endorsement and significant participation, to provide specialised sectorial advice and information to visitors, foreign businessmen as well as local enterprises. These include:

The Malta Chamber of Commerce, Enterprise and Industry

The Malta Chamber of SMEs (or GRTU)

Malta Enterprise

MCESD

Finance Malta

MEUSAC

EU sources of support (EIB. Etc.)

Banks (BOV, HSBC)

Capital markets (MSE),

Regulators (MFSA, CBM)

Malta Hotels & Restaurants Association

Malta Business Bureau

Malta Bankers Association

Malta Association of Credit Management

Malta Insurance Association

Malta Association of Risk Management

Malta Federation of Professional Associations

Institute of Journalists

Malta Employers Association

Malta Institute of Accountants

Chartered Institute of Marketing

Chamber of Engineers

Chamber of Advocates

Chamber of Architects & Civil Engineers

Malta Business Aviation Association

Malta Association of Women in Business

Mata Business and Professional Association

Local Councils Association

Kooperattivi Malta



COMPANY PROFILE

Ateknea Solutions is the leading European private research centre specialised in SMEs with extensive experience in developing innovative solutions in the field of technological engineering and has acquired a broad understanding of the needs of SMEs in both innovation and access to the funding required for its business development.

Ateknea Solutions provides research, consulting and technology development specifically targeted at small and medium-sized enterprises (SMEs) at a European level, in order to boost their growth. Ateknea Solutions also aims to support these SMEs in achieving their funding needs regardless public or private, to transform their ideas and innovation projects into valuable, profitable and viable market solutions.

Thanks to its experienced staff including more than 100 research engineers, 30 PhDs and project managers, Ateknea Solutions is able to bridge the innovation gap for SMEs. Unlike consulting firms or public research centres that sometimes do not go further than the planning stages or the publication of scientific articles, Ateknea offers much more.

We accompany SMEs throughout the innovation process, from idea conception to development of an innovative solution and sometimes until the innovation reaches the market.

The combination of engineering, access to funding options and customer support throughout the process, makes Ateknea Solutions a unique company and a real partner for SMEs looking for new ways to develop their business. Thanks to its wide experience in achieving public funding from the European Union, Ateknea Solutions aims to be the main partner in technological innovation for European SMEs.

FOREIGN SPEAKERS' PROFILE



NARCÍS CLAVELL

With over 20 years of experience in research and innovation at the European level, Narcis Clavell is a leading entrepreneur and business angel investor in the field. After completing his studies in telecom engineering in at the Polytechnic University of Catalonia (UPC) in 1982, and an MBA two years later at the IESE Business School, he worked as a Field Engineer, Regional Manager and Managing Director, gaining experience in a multinational environment as well as in small and medium enterprises.

His entrepreneurial instinct led him to establish the Centre for Research and Innovation of Catalonia (CRIC) in 1997, and in 2006 he founded successful private organisations in different areas: the business consultancy Theia and the biotech company Aromics. Currently, Mr. Clavell is the president of Ateknea Solutions, co-founder of Sisu Labs and Lenz Instruments and an angel investor in eight technology-based companies.

Mr. Clavell is a member of the European Association of Research and Technology Organisations (EARTO) and has extensive experience in working with European public institutions. Under his leadership, Ateknea Solutions became the private research company with the highest number of SME-targeted projects funded by the European Union's research framework programme for 2007-2013. The expectations of success for this new period of 2014-2020 remain high.

MIKLÓS ZOLTAI

Master of science in electrical engineering with specialisations in energy and telecom in 1999, at the Budapest University of Technology and Economics (BUTE) and the Polytechnic University of Madrid (UPM). International MBA in 2004 at the IE Business School (exchange semester at at the York University – Schulich School of Business). Among other achievements, Mr. Zoltai was a key account manager at Siemens and has demonstrated commercial leadership as a market developer at General Electric.

In 2008, he started working within the applied research industry at MFKK Invention and Research Centre and rapidly became managing director. His skills in engineering management and business development have driven the success of innovation projects at a European level. This experience, coupled with his executive management expertise, paved the way to his current position as CEO of Ateknea Solutions.

Mr. Zoltai is a leader in developing successful scenarios for European SMEs that aim to grow. With high expectations for the future, Ateknea Solutions continues to lead in research and innovation with the highest number of SME-targeted projects funded by the EU's Seventh Framework Programme for Research and Technological Development.



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