

SME Track Call

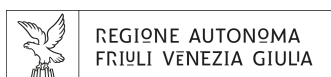
Small and medium enterprises call

Big Science Business Forum 2024

Trieste,

20th October 2023

Host Organisers BSBF Trieste 2024



Call for expressions of interest from ILOs to include national companies in the BSBF2024 SME Track

The third edition of the Big Science Business Forum 2024 (BSBF2024) will take place in Trieste, Italy, from 1st to 4th October 2024. The BSBF is a business-oriented congress that brings together the main European research infrastructures and European industry to present and discuss the prospects of the Big Science market in terms of future developments, investments, and procurement opportunities.

Small and medium-sized enterprises (SMEs) represent 99% of all businesses in the EU. They are often referred to as the backbone of the European economy, providing a potential source for jobs and economic growth. According to the 2017/2018 Annual Report on European SMEs, over the period 2008-2017 SMEs' contribution to growth in value added and employment exceeded what would have been expected on the basis of their relative importance in the economy, accounting for 47% of the total increase in the value added generated by the non-financial business sector, and for 52% of the cumulative increase in employment in the sector.

SMEs are often well suited for the Big Science market. Experience shows that SMEs exhibit excellent flexibility to respond and adapt to specific challenging technical requirements of Big Science organisations in advanced technology procurements. These procurements usually entail development and manufacturing of a low volume, but particularly innovative units, in a given technology field that might align perfectly with the SME's growth strategy based on involvement on highly singular projects. Examples of this can be found across the Big Science market in different European SMEs.

Unfortunately, SMEs also face difficulties when engaging in business with Big Science organisations. The latter's risk management policies and financial requirements often exclude technically capable SMEs from contracting directly with Big Science organisations. Access to finance, which is reported as one of the main barriers for the growth of European SMEs, also is a key issue. And finally, the amount of business development manpower that is necessary to pursue opportunities in the Big Science market is not always feasible for SMEs, in particular for small companies.

Aligned with the global purpose of BSBF2024 of strengthening collaborations between research organisations and industry, we will organise a specific SME Track with a twofold objective:

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- First, to make a case for how investing in the Big Science market is a means of growth for European SMEs, and can generate knowledge transferable to other market segments, such as medical & biomedical technologies, safety, industry 4.0, aerospace, etc. To this end we will invite SMEs who have been successful in the Big Science market to present their success stories as a way to convey the message to the Big Science ecosystem, national authorities and European Commission. We refer to these SMEs as belonging to **Category A**.
- Second, to give SMEs with proprietary technology and/or capabilities which are deemed applicable for the Big Science market the opportunity to liaise with technical responsible from Big Science organisations to explore collaborations and business opportunities. These SMEs would benefit from a privileged position to maximise their participation in BSBF2024. These would be SMEs belonging to **Category B**.

Introduction to Big Science Business Forum 2024

BSBF2024 represents the most important opportunity for European companies and other stakeholders to learn about the future investments and procurements of Europe's Big Science Organisations, worth approximately €37 billion over the period 2020-2024. Following the success of the previous editions held in Copenhagen and Granada, the Forum will offer companies the opportunity to:

- Learn about business opportunities in the coming years across a wide range of technology areas.
- Meet representatives from Europe's Big Science Organisations and their key suppliers.
- Showcase their expertise and potential for the Big Science market by participating in the open exhibition area.
- Gain insights into procurement rules, intellectual property rights (IPR), technology transfer proposals, opportunities for SMEs and how companies can interact with the Big Science market.
- In conclusion, the perfect occasion to determine whether and in relation to which organisations and projects viable innovation and business opportunities can be found that align with the company's strategy.

More than 1,000 participants are expected, the majority from European businesses and Big Science Organisations that want to work together to develop the Big Science common market. Delegates are expected to include CEOs, Heads of R&D and Procurement departments, Business Developers, and officers involved in sales and collaborations between research infrastructures and high-tech industry.

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BSBF2024 is hosted by the Autonomous Region of Friuli Venezia Giulia in collaboration with ILO Network Italia (CNR, ENEA, INAF, INFN), Area Science Park and PromoTurismo FVG, with the support of various institutional stakeholders.

The business forum is organised in partnership with the following European Big Science Organisations (BSOs): European Organization for Nuclear Research (CERN), European Space Agency (ESA), European Southern Observatory (ESO), The European Synchrotron Radiation Facility (ESRF), European Spallation Source (ESS), Facility for Antiproton and Ion Research in Europe (FAIR), European X-Ray Free-Electron Laser (European XFEL), Fusion for Energy (F4E), Institut Laue-Langevin (ILL) and Square Kilometre Array (SKA).

BSBF2024 will consist of:

- Plenary sessions with presentations from the Big Science Organisations mentioned above and a roundtable discussion on how to do business with them.
- Parallel sessions focusing on Big Science investment in the coming years: opportunities within 10 technology business areas and cross-cutting topics.
- 1:1 meetings (B2B and B2C) to enable Big Science Organisations, prime contractors, and subcontractors to meet each other.
- Exhibition spaces to allow participants to showcase their products and services alongside Europe's largest Big Science infrastructures.
- An SME Track, enabling European small and medium sized enterprises to be highlighted as key interlocutors for business opportunities with European Big Science organisations in the coming years.
- A Technology Transfer Track, open to research organisations and industry.

For more information, please visit the BSBF2024 website¹.

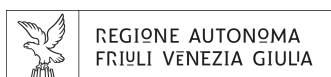
PERIIA

PERIIA Network is the Pan-European Research Infrastructure ILO Association. The members of the PERIIA Network give the mandate for this preparatory work to the board in view to establish a legal statute of the future association. While working for this overall aim, the board will also follow the 2 years work programme defined at the General Assembly hosted in Granada in October 2022. The main objectives of PERIIA are to:

- Be a key intermediary between the European supplier business/industry and big science-organisations for matters related to procurement, innovation and tech-transfer opportunities.

¹ <https://www.bsf2024.org/>

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- Enhance the big science-organisations' interaction with business/industry in order to create an integrated and sustainable big science-market.
- Raise awareness and improve access for business/industry (particularly SMEs) entering and acting on the big science-market.
- Provide a forum for the exchange of best practices on how to work as an ILO.
- Enhance the cohesion and functioning of ILO networks at relevant Big Science organisations.
- Act as a consultative reference body for other European/International stakeholders.

PERIIA is supporting the organization of BSBF2024, being in charge of the SME Track and the selection of BSBF 2024 moderators and releasing information on the Technology Transfer Track, call for ABSOS, call for next organizers... and other activities

See more information on [PERIIA Website](#)

SMEs selection and evaluation criteria

A limited number of SMEs will be selected for the SME track, to ensure high visibility and a certain VIP status to those selected. To ensure giving voice to SMEs searching for opportunities in the Big Science market, **our proposal is to strive towards a 60%/40% balance, ensuring that at least 40% of the selected SMEs belong to Category B.**

After receiving the expression of interest, **the Board of PERIIA will coordinate the selection and propose a final list for the SME Track to the IOC committee including the submitted forms for all selected SMEs. Each selected SME must be identified as Category A or B with the corresponding template.** The final selection should ensure an adequate balance between countries, Big Science technologies and SME size (in the spirit of giving a chance to participate to recently launched startups, although impaired by their size and financial capabilities). **The Board of PERIIA will also ensure that the defined ratio between Category A and B SMEs is met.**

Countries with ILOs belonging to different organisations should name one ILO to act as interface with PERIIA.

Selection should be based on the following criteria:

1. Category A SMEs:
 - a. Contracts for Big Science organisations and national research facilities
 - b. Big Science public or private-funded R&D projects (national funding, Eureka, Horizon Europe, etc.)
 - c. Development of the SME: annual turnover, employment, growth, etc.
 - d. Quality certifications
2. Category B SMEs:
 - a. Business development strategy for the Big Science market (number of submitted tenders, presence in past Big Science industrial events, etc.)

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- b. Proprietary technologies which are currently commercialised in other markets and are deemed promising for the Big Science market.
- c. Public or private-funded R&D projects which are potentially transferable to the Big Science market (national funding, Eureka, Horizon Europe, etc.)
- d. Development of the SME: annual turnover, employment, growth, etc.
- e. Quality certifications

Priority will be given to those SMEs that were not selected for participating as speakers in the previous edition of BSBF.

Calendar

1. October 2023: PERIIA launches the SME search with deadline **15th December**
2. December 2023: before 15th December all the EU ILOs will nominate maximum 4 candidates
3. January 2023: PERIIA Board will evaluate and inform the IOC of the selected SMEs
4. January 2023: the IOC will approve the final list of participating SMEs in the SME track
5. February 2023: PERIIA will inform all the ILOs and SMEs selected will be informed by their corresponding ILOs

How the SME track will work

Selected SMEs will be formally invited by the IOC to take part in the SME track.
These SMEs will be entitled to:

- Enjoy free exhibition space in the SME poster area during all the BSBF2024 duration. This area will be selected to ensure maximum visibility to maximise business opportunities for participating SMEs. Posters must be provided by the SMEs by their own means, A0 size, in paper or cardboard.
- Participation in parallel session: *SMEs: Key aspects for procurement and SME panel discussion*. PERIIA will propose a given number (to be defined by the IOC) of Category A SMEs to take part in this panel explaining their experiences and recommendations to engage in business with Big Science organisations.
- Participation in *Day 2 Plenary session III: Closing of BSBF2024* upon invitation by the IOC. A limited number of SMEs of Category B will take part in this session
- Free registration to the congress for one delegate
- Presence in BSBF2024 conference webpage, conference programme book and other media-related conference material

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- To be defined, brochure to be included in the conference bag

Expressions of interest

Expressions of interest shall consist of the submission of **Annex I: SME Track template CATEGORY A /B_** depending on the interest of the SME. All the Expressions of interest should be signed.

SMEs interested should contact their national Big Science ILOs and forward them their Expression of interest.

PERIIA will request all European ILOs to nominate a limited number of SMEs in their country (4 SMEs) (a certain coordination would be necessary in countries where ILOs belong to different organisations), providing information on the selected SMEs using the template included in Annex II.

ILOs should send the final list of their 4 national SMEs selected jointly with their Expressions of interest (Annex I) by email with the subject line “SME Track - Application” to anabelen.delcerro@cdti.es with copy call@bsbf2024.org before 15th December 2023.

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Annex I: SME Track template CATEGORY A

SME NAME:
ADDRESS:
COUNTRY:
WEBSITE:
SIZE: (micro, small, medium-sized – see Annex II):

	2020	2021	2022
TURNOVER (M€)			
NET PROFIT (M€) (*)			
DEBT RATIO(*)			
NUMBER OF EMPLOYEES			

CONTACT PERSON:
POSITION:
PHONE:
EMAIL:

COMPANY ACTIVITIES AND SKILLS: (max 300 words)

CONTRACTS/SUBCONTRACTS AWARDED BY LARGE SCIENTIFIC FACILITIES AND NATIONAL BIG SCIENCE RESEARCH FACILITIES: (max 200 words, most recently first)

Please use the following format:
 [Big Science acronym], [year], [name of contract]: short description

PUBLIC/PRIVATE R&D PROJECTS FOR THE BIG SCIENCE MARKET (H2020, Horizon Europe, Eureka, national funding, etc.): (max 200 words, most recently first)

Please use the following format:
 [Programme], [year], [project name]: short description of project and tasks assigned

QUALITY CERTIFICATIONS, NUCLEAR QUALIFICATIONS:

- ASME
 RCC-MR
 ISO 9001
 ISO 14001
 CEFRI
 IAEA
 OTHER

(*)Not compulsory fields

DATE:

SIGNATURE

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The above signatory is responsible of the veracity of the provided information

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Annex I: SME Track template CATEGORY B

SME NAME:
 ADDRESS:
 COUNTRY:
 WEBSITE:
 SIZE: (micro, small, medium-sized – see Annex II):

	2020	2021	2022
TURNOVER (M€)			
NET PROFIT (M€)(*)			
DEBT RATIO(*)			
NUMBER OF EMPLOYEES			

CONTACT PERSON:
 POSITION:
 PHONE:
 EMAIL:

COMPANY ACTIVITIES AND SKILLS: (max 300 words)

TECHNOLOGIES AND CAPABILITIES COMMERCIALISED IN OTHER MARKETS POTENTIALLY TRANSFERRABLE TO THE BIG SCIENCE MARKET (max 300 words)(Only for Cat B proposals)

PUBLIC OR PRIVATE R&D PROJECTS FOR OTHER MARKETS POTENTIALLY APPLICABLE TO THE BIG SCIENCE MARKET (H2020, Horizon Europe ,Eureka, national funding, etc.): (max 200 words, most recently first)

Please use the following format:
 [Programme], [year], [project name]: short description of project and tasks assigned

BUSINESS DEVELOPMENT STRATEGY FOR THE BIG SCIENCE MARKET (max 300 words, consider number of tenders submitted, participation in industrial events, etc.):

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QUALITY CERTIFICATIONS, NUCLEAR QUALIFICATIONS:

- ASME RCC-MR ISO 9001 ISO 14001
 CEFRI IAEA OTHER

(*)Not compulsory fields

DATE:

SIGNATURE

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Annex II: SME definition

The main factors determining whether an enterprise is an SME are:

1. Staff headcount
2. Either turnover or balance sheet total

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

These ceilings apply to the figures for individual firms only. A firm that is part of a larger group may need to include staff headcount/turnover/balance sheet data from that group too.

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