



**SME Servicing Team**

# **AeroPortal services for SMEs**

**Presentation by Jean-Louis BONAFE**

**AeroPortal « SME Services »  
Project Manager**

## The Servicing Team Members

### The servicing Partners (SPs)

|   |   |                                |
|---|---|--------------------------------|
|  <b>Belgium</b>        | INNOV SUPPORT   | jan_depauw@innovsupport.net    |
|  <b>Czech Republic</b> | Tomas BATA University of ZLIN                         | lapcik@ft.utb.cz               |
|  <b>France</b>         | EURO INTER  | contact@eurointer.fr           |
|  <b>Germany</b>        | ALROUND   | aeroportal@alround.de          |
|  <b>Greece</b>         | ISTRAM - Institute of Structures & Advanced Materials | Patrasistram@hol.gr            |
|  <b>Hungary</b>        | SLOT CONSULTING                                       | rolandguraly@slotconsulting.hu |
|  <b>Israël</b>         | EURO-CONSULTANTS (2006)                               | mordecail@eurocons.co.il       |
|  <b>Italy</b>          | CIAOTECH  | p.salvatore@ciaotech.it        |
|  <b>Poland</b>        | INSTITUTE of AVIATION                                 | pagowski@ilot.edu.pl           |
|  <b>Portugal</b>     | PEMAS   | pema@pema.pt                   |
|  <b>Romania</b>      | INCAS – National Institute for Aerospace Research     | neamtu@incas.ro                |
|  <b>Spain</b>        | CARSA   | mromero@carsa.es               |

**Pending future associates: SAIG (CH), TEC (At), CTA (Ca), ISTC (Ru), Tubitak (Tu)**

## The Servicing Process (1)

### From individual contacts between SPs and SMEs

*Technical acquisition needs are:*

- *collected*
- *analysed versus*
  - *innovation*
  - *aeronautical workprogramme*
  - *potential market*
  - *industrialisation horizon*
  - *end users interest*

*SME capacity to lead an EU Project is assessed.*

**If all answers are positive then the servicing process begins**

## The targets of an SME serviced proposal

- It is led by an SME (not mandatory)
- It is short term and product oriented
- It shows wills and capabilities of industrialisation
- SMEs share not less than 35% of the Proposal budget
- U, RC, end-users are welcome
- Budget is 2 to 4 € M, duration 2 to 3 years

## The Servicing Process (2)

The expressed need is presented by the SP to AP Members.  
If selected, the services become active:

- servicing partner is confirmed
- teaming agreement is signed
- the AP network helps for partnership setting up
- proposal part B (packaging) is done by the SP
- technical part B is designed by the Partnership
- proposal part A is set up by the SP
- the AP network performs a blank evaluation
- the SP submits the proposal for evaluation

## **Selection process reinforcement**

**AP Servicing Team has established contacts with:**

### **Euromart IMG**

- **AP servicing team is a member of Euromart**
- **All AP SP are bound with Euromart by a confidentiality/non disclosure agreement**

### **Engine IMG**

- **An equivalent process is under investigation**

***All AP SP are aware of IMGs proposal preparation process and vice-versa, advice and support are mutual***

### AP servicing present situation

End of September 2009 the selection process for  
Transports CFP 3 has started

Sixteen expressed needs have been analysed

- 2 were ineligible
- 8 are pending (information required)
- Up to now, 6 are selected for servicing
  - ABMM (innovsupport)
  - ADEFECO (Istram)
  - COMP-AIR (Slot)
  - DOTNAC (Innovsupport)
  - LC2MT (Euro Inter)
  - MOCASAL (TBUZ)

Selection is continuing through e.mail acceptance process

## **ABMM (InnovSupport)**

### Strategic objectives addressed:

- Increase production efficiency of final assembly lines through more precise and faster borehole manufacturing, yielding higher precisions
- Improved quality control by high-precision measurements
- Increase fuselage quality through better structural connections of parts and increase leak tightness of wings

### Additional partners needed:

#### End users:

- To evaluate system usability and specifications
- To deliver various samples of multilayered boreholes (different layers of metals and composites )
- Research institute on structured light projection algorithms
- Research institute on micro-drilling & milling processes

Research institute on VCSEL's, non-linear optics and CCD

## ADEFECO (Istram)

### Strategic objectives addressed

- Development of improved protective material coating systems for extreme conditions and environments
- Coupled with a comprehensive life prediction model and a tailored suite of non-destructive evaluation methodologies
- Investigation on Thermal Barrier Coatings for high metal temperatures, oxidation and corrosion free

### Additional partners needed:

- A laboratory specialised in coatings materials characterization
- Turbine engines manufacturers

## COMP-AIR (Slot) (CSA-CA)

### Strategic objectives addressed

Mapping the potential technology transfer from the small aircraft manufacturing to the large aircraft industry in order to be able to join the supply chain

### Additional partners needed:

- Three SMEs: aircraft manufacturer, R&D provider
- 1 university or research centre
- 1 larger manufacturer

## DOTNAC (Innovsupport)

### Strategic objectives addressed:

- **Developing THz system for the non-destructive test for composite multi layered structures.**
- **Investigate the feasibility of usage of THz waves for non-destructive investigation (NDI)**
- **Increase airtime of composite multi layered structures**

### Additional partners needed:

- End users
- Manufacturer of composite layered aeronautical subsystems
- Manufacturer of TeraHertz subsystems
- Research institute on TeraHertz systems for the field of diagnostics
- Research institute for signal processing System integrator

## LC2MT (Euro Inter)

Strategic objectives addressed:

**To research on low-cost tooling for composites.**

*By tooling, we mean moulds to be used in the manufacturing of composites parts.*

Additional partners needed:

**Molded composites end users**

## **MOCASAL (TBUZ)**

### Strategic objectives addressed:

- **in situ de-icing ability of the paints**
- **advanced technology multifunctional coatings.**
- **coatings and paints life cycle in full compliance with the EU health and REACH legislation.**

### Additional partners needed:

- **SME specialized in manufacturing test equipment for dielectric, acoustic and material testing and automation technologies**
- **SME specialized in formulating colloidal dispersion based systems with respect to the specific final matrix physico-chemical properties**
- **Industrial partner involved in assembling and manipulating of parts/components**
- **A laboratory specialized in colloid and surface chemistry and mechanics of mixing / composites technology**

### **The Servicing Team know how given out to the Aeronautical Community**

With ten years of experience, more than 100 proposals serviced, close to 55 €M budget for SMEs serviced and selected proposals in Aeronautics

- **The servicing team has formalised its know how and lessons learnt in training exercises on how to access to EU and Eureka RTD funds.**
- **Training exercises are already set up, other can be added**
- **Each exercise lasts for one to two days and is limited to 15 trainees**
- **Courses are free of charge and recommended for SMEs**



## SME Servicing Team

### The AP Servicing Team

thanks you for your attention

and

remains at your disposal

[www.aeroportal.eu](http://www.aeroportal.eu)

Jean-Louis BONAFE

contact@eurointer.fr