



## **FREQUENTLY ASKED QUESTIONS OaSiS PROJECT CALL FOR PARTICIPATION**

### **1. *What does OaSiS stand for?***

For the abbreviation of the project title: Optimization of Support for Innovating SMEs (small and medium-sized enterprises).

### **2. *What will be the results and outcomes of the project?***

Regional development and innovation agencies are crucial actors for supporting small and medium-sized enterprises (SMEs) at the local and regional level, which helps creating jobs, prosperity and welfare across Europe. Therefore, it is key that their SME segmentation and innovation support services are of excellent quality to achieve maximum impact. The OaSiS project aims at exactly this goal. With the help of expert interviews and regional development agencies' databases, Big Data analyses are run to reveal which activities and measures of innovation support for SMEs lead to the highest impact. Based on these findings, a unique software tool will be developed from which the participants will directly benefit first-hand. To maximize the learning effects for a wider audience, the project results and corresponding policy recommendations will be published in a final report.

### **3. *Who funds the OaSiS project and who are its initiators?***

The project has been funded by the European Commission's Horizon 2020 research and innovation program under the grant agreement no 777443 with €549,750. The coordinator of the OaSiS project is Cracow University of Technology and it has two other partners: The European Association of Regional Development Agencies (Eurada) and Linknovate, a start-up specialized in Big Data analysis to uncover hidden patterns and correlations among innovating SMEs.

### **4. *For how long will the OaSiS project run?***

The project started in December 2017 and is running for 24 months until December 2019.

### **5. *What is the difference between the 4 modes of participation in the OaSiS project?***

Each applicant can choose when submitting the expression of interest for participation among four different ways to collaborate & participate in the OaSiS project. Generally speaking, they differ in the level of involvement and the amount of data shared with OaSiS' analysts. At the Basic Level, the participant tests the developed software and receives support from OaSiS' partners to make use of the OaSiS project's outcomes. In addition, the Standard Level of participation comprises taking part in expert interviews and transnational benchmarking analyses about SME segmentation and innovation support. On top of that, the High Level participants agree to confidentially share data about their innovation support for SMEs. To participate at the Third Party Level, it requires an agreement to confidentially



share all relevant data for the OaSiS project's purposes and for the ultimate enhancement of the participant's own innovation support instruments, SME segmentation strategies, and impact assessment measures by using project's results and software tools. Furthermore, this group of participants will be integrated as official "Third Party" of the OaSiS project with a dedicated budget (ca. €4,000 for travel expenses & staff's time spent on OaSiS).

**6. *Is the participation free or are there any other fees involved?***

No, the application and participation are free.

**7. *How many hours of work are needed from the development agency to participate?***

Filling in and submitting the application form takes about 15 minutes. It depends on the chosen level of participation, but the main work will be done by the project partners. Testing the software takes approximately 20 minutes, participating in an expert interview takes ca. 1 hour, and sharing your data with the OaSiS project should take 10 minutes.

**8. *Is the deadline for application definite?***

Yes, expressions of interest submitted after the 13<sup>th</sup> of July 2018 (midnight CEST) cannot be considered. Please make sure you apply in time.

**9. *Who is eligible to apply?***

Any regional development agency or any other entity supporting innovating SMEs in Europe willing and able to cooperate by sharing a) information about currently used SME segmentation methodologies and innovation support measures, as well as b) historical data about the performance of innovating SMEs in response to the specific support services provided by the regional development agency over the past 5-10 years.

**10. *May regional development agencies from non-EU member states also apply?***

Yes, any regional development agency or innovation support agency in Europe wishing to benchmark and upgrade its current regional SME client segmentation techniques and innovation service design is eligible to apply.

**11. *How to apply?***

Regional development agencies and other innovation support organizations interested in participating in the OaSiS project to optimize the support services they provide to innovating SMEs are kindly requested to complete the application form provided at the website <http://www.projectoasis.eu>. It can be filled-in either in English, French, German, Polish, Spanish, or Dutch. We only accept applications submitted electronically to [Anna.Irmisch@eurada.org](mailto:Anna.Irmisch@eurada.org) or via the website <http://www.projectoasis.eu>.

**12. *According to which criteria will the participants be selected among the applicants?***



The eligible expressions of interest will be evaluated with the following assessment criteria: a) The existence of SME segmentation methods and a clear portfolio of innovation support services, b) the existence of data linking innovation support services provided by the applicant to the impact on the supported innovating SMEs, c) the regional development agency's potential of serving as a role model for other European peers.

**13. *When will the selection committee announce the chosen participants?***

After the application deadline July 13, the final decision will be announced in July. Each applicant will be informed about the decision taken.

**14. *If my application is successful, what are the next steps?***

After the selection of the OaSIS participants, the official partnership agreements to commit & collaborate, as well as the non-disclosure and data licensing agreements get signed between the OaSIS project partners and all participants. A first workshop with Third Party Level participants will be held in summer 2018 on SME segmentation and innovation support methodologies, after which appointments will be made with the Standard, High, and Third Party Level participants for expert interviews on the same topic. Parallel to that, the Standard and Third Party participants will share their data with the OaSIS Team, so that the interviews and the Big Data analyses can be conducted in the second half of 2018, based on which the software tool gets developed. The latter will be sent to the Basic, Standard, High, and Third Party Level participants for testing in early 2019. In mid 2019 a lessons-learned and recommendation sharing workshop with High and Third Party Level participants shall take place. The official launch of the software tool and the presentation of the project's results to all participants takes place in the end of 2019.

**15. *How can I be sure that the participating development agency's data stay confidential?***

Non-Disclosure-Agreements and Data-Licensing-Agreements will be provided to all participants to ensure that their data will be treated with utmost care and responsibility for the OaSIS project's purposes.

**16. *Why is it valuable for regional development agencies to participate in OaSIS?***

With the OaSIS project, mapping of SME segmentation techniques and benchmarking of services provided by regional development agencies to support innovating SMEs will be facilitated. This enables regional development agencies and other entities supporting innovating SMEs in Europe to compare themselves with peers from other European regions and learn from each other. In addition to that, due to the fact that the participating regional development agencies share their databases with the OaSIS project, Big Data analyses will reveal which activities and measures of innovation support for SMEs lead to the highest impact. Based on these findings, a unique software tool will be developed from which the participants will directly benefit first-hand.



**17. Who else will benefit from the OaSiS project's results?**

The direct beneficiaries of the OaSiS project's results are small and medium-sized enterprises (SMEs) and start-ups in Europe, because they will receive better support, based on the OaSiS project's analyses and tools. Furthermore, the project's outcomes shall be useful for policy maker, public authorities, interest groups, and academics dealing with SME innovation support.

**18. Where do I find more information about OaSiS and the call for participation?**

All information is published online at <http://www.projectoasis.eu> and <http://www.eurada.org>. In case of questions, please reach out to [Anna.Irmisch@eurada.org](mailto:Anna.Irmisch@eurada.org).