

# 2012 ESASTAP ROADSHOW ARC, Pretoria

## NCP: SMALL & MEDIUM ENTERPRISES (SMEs)

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# SME NCP Team

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# Contents

- Vision & Objectives
- NCP objectives
- Plan for 2012
- Challenges/ support areas

# Our Vision

- To be a dedicated 'one-stop shop' for the development of SME research activities through the use of ESASTAP/ FP7 research funds.

# Definition of an SME

## SA Definition

Size or class	Total full-time equivalent of paid employees	Total annual turnover	Total gross asset value (fixed property excluded)
Medium	>200	>R26m	>R5m
Small	>50	>R6m	>R1m
Very small	>20	>R3m	>R0.50m
Micro	>5	>R0.20m	>R0.10m

## EU Definition

Size or class	Headcount: Annual Work Unit (AWU)	Total annual turnover	or	Annual balance sheet total
Medium	< 250	≤ €50m	or	≤ €43m
Small	< 50	≤ €10m	or	≤ €10m
Micro	< 10	≤ €2m	or	≤ €2m



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# Broad objectives

- Distribute information and raise awareness of the FP7 activities in South Africa;
- Develop networks and linkages with EU counterparts;
- Advise, assist and facilitate training programmes;
- Signpost
  - Give feedback to ESASTAP/ DST; and
  - Suggest improvements in relation to FP7 activities.



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Key objective	Activities	Key performance indicator	Target Date
1. Information Distribution and raising awareness	<ul style="list-style-type: none"> <li>Convene 3 x SME team meetings/ year to plan and later to review progress.</li> </ul>	Minutes of the meetings and appropriate work reports.	<ul style="list-style-type: none"> <li>24 Feb 2012</li> <li>Other 2 meetings to be linked with activities outlined below.</li> </ul>
	<ul style="list-style-type: none"> <li>Compile a database of SMEs involved in R&amp;D activities.</li> </ul>	Database of R&D SMEs	1st half of 2012
	<ul style="list-style-type: none"> <li>Establish partnerships of networks <ul style="list-style-type: none"> <li>Fellow NCPs</li> <li>Universities/ Innov Hub</li> <li>NBI/ SACCI</li> <li>Banks</li> <li>Regional business associations</li> </ul> </li> </ul>	Established networks	Ongoing throughout the year.
	<ul style="list-style-type: none"> <li><b>Convene 1 x local workshops to undertake a call analysis.</b></li> </ul>	<b>Participation of SMEs in the call.</b>	<b>1st half of 2012 (Coordinate with EU call coordinator)</b>
	<ul style="list-style-type: none"> <li>Review and update brochure.</li> </ul>	Updated brochure	1st half of 2012
	<ul style="list-style-type: none"> <li>Write up case study of successful SME participations</li> </ul>	Case study report	1st half of 2012
	2. Advise, assist and train	Arrange FP7 training workshops	Knowledge of FP7.
3. Signposting	Undertake 2 x visits to SME NCPs	Report on the each trip, including actions on how SA expertise was marketed in specific thematic area.	1st half of 2012 (coordinate with Brussels SME events).
4. Project Administration	Attend the bi-annual DST meeting.	Submit progress report.	As scheduled by DST.

# Challenges/Areas of Assistance

- **Reliable database** of research-oriented SMEs
- **Limited number of SMEs** that are appropriate for FP7 calls
- The **scope / scale** of possible participations and interacting with other themes;
- **Networking** with EU NCPs to share information w.r.t. best practices for NCPs & calls;



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# Thank You!

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