

EUROPEAN MICROSYSTEM & MICRO-NANO TECHNOLOGY NETWORK

ΣMINENT

EUROPEAN B2B ACCELERATOR FOR M@NT SMES
IST-2001-38176

Deliverable for WP 1.1.7
Version 2
Questionnaire



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1 Introduction

In the framework of the EMINEnT project a questionnaire has been prepared, which has been sent to all the industrial members (about 300 in total) of the participating associations. The feed back has been used for further project focusing.

2 Scope and objectives

The objective is to gain an insight in the needs of the industrial members with respect to their M@NT activities in order to focus our project activities.

The questionnaire has 7 chapters:

- involvement of branch organizations
- linking demand and supply by a website
- linking demand by studies and activities
- forming Technology-Product-Market workgroups
- other dissemination activities
- company structuring issues
- show stoppers

3 Procedure

The questionnaire, proposed by MINAC, has been revised by all participants. After approval the Principal Contractor has sent the questionnaire to all members. The participants therefore delivered their member address list in digital form to the Principal Contractor. The received forms have been transferred to MINAC in order to evaluate the results.

It was agreed that in case a too little number of filled-in forms (less than 40% per region) become available, the concerning regional participant will chase its members.

The outcome has been quantified and is base for this small report of the results.

4 Results

In total we received 33 filled-in questionnaires out of 381. It turned out to be hard to get members sufficient interested to fill-in. The questionnaire has been sent in December 2002.

The MINT contribution is generated at her first public event in July 2003.

The geographic numbers are:

- Austria	0 (out of 19)
- Belgium	6 (out of 12)
- France	3 (out of 54)
- Germany	9 (out of 93)
- Netherlands	9 (out of 30)
- Switzerland	6 (out of 173)

Although this number is low, the information is valuable, because the involved companies showed to be serious with their answers.

In order to rank the result weighing factors have been introduced as follows:

First column factor 5, second column factor, middle column factor 1, fourth column factor –2 and last column factor –3. In the end all figures have been added, giving a total number per item. The highest number became rank 1, the next rank 2, etcetera.

The outcome is:

TOP 10 issues

ranking	Item	total points
1	identifying synergy potential in non M@NT markets	125
2	website linking to all relevant user/supplier websites	117
3	reliable market information	113
4	overview of national initiatives for M@NT	99
5-6	creating access to R&D results (universities, institutes)	98
5-6	joint workgroups for identified technologies	98
7	listing supply chain relevant themes	97
8	overview of relevant European initiatives	86
9	joint workshops for mutual perspectives information	84
10	Identifying successful research/development/product/market examples using seamless mst production	81

5 Project consequences:

5.1 identifying synergy potential in non M@NT markets

One main goal of the EMINENT project is to bring SME's out their inner circles and to create and accelerate new business opportunities in existing markets.

Identifying potential interesting markets and get access to these markets will do this.

For the nucleus participants markets in the following order have been defined as to be interesting for our members and it was decided to start with the first two. life science

- medical devices
- environment and instrumentation
- automotive
- logistics and product information
- IT peripherals
- household appliances

In order to reach the relevant companies in the first two markets the branch organizations will be contacted and in the end one-to-one (B2B) contacts will be established.

This action covers several Work Packages that can be combined.

5.2 website linking to all relevant user/supplier websites

This also covers several existing Work Packages.

Seen the fact that 3 top-10 items of 41 were related to the website it turned out that we will integrate item 5 and item 8 with preference in the website too.

5.3 reliable market information

The ranking shows there still is a need for reliable market information. It is out of the scope of the EMINENT project to fulfill this wish.

5.4 overview of national initiatives for M@NT

Although this concerns a task of every participant individually, we would like to have a kind of bench marking study to evaluate the national involvements and to show our members how to use these national initiatives optimally.

The overview will be disseminated by the EMINENT website.

5.5 creating access to R&D results (universities, institutes)

Work Package 3.5.2 covers this item. It now is part of deliverable 3.5, but could be transformed into a chapter of the EMINENT booklet.

It could generate new business opportunities for our members.

5.6 joint workgroups for identified technologies

As indicated at point 1, activities will start B2B contacts, ending in projects and having a kind of focussing procedure. Coming from a seminar/workshop to workgroups and one-to-one project discussions.

It will be avoided to duplicate initiatives like the NEXUS User Supplier Clubs.

5.7 listing supply chain relevant themes

The EMINENT team recognizes that building a strong supply chain is of eminent importance for our members. Due to the fact that this item ranks this high, we must assume that the

members themselves also recognize this. This means they obviously have difficulties in organizing this important business tool.

Work Package 3.1.1 covers this item, but is not practicable for the members.

Therefore the Steering Committee decided to prepare a booklet, bridging the M@NT members through the EMINENT project to the relevant branch organization members, giving them tools and insight information about markets, players and technologies.

As a consequence of this extra workload some other Work Packages have to be cancelled.

5.8 overview of relevant European initiatives

Work Package 2.1 covers this item. It will be integrated in our website.

5.9 joint workshops for mutual perspectives information

As mentioned in point 1 and 6, this ranking will influence the structure and follow-up of seminars/workshops and be part of the focussing B2B process.

5.10 identifying successful research/development/product/market examples using seamless mst production

This item is identical with WP 3.5.1, to be executed by OGMS. Unfortunately OGMS could not work out this WP on due delay and in June 2003 OGMS indicated to withdraw from this WP.

In combination with the outcome 5.1, an essential part of the two EMINENT workshops will be the demonstration and characterisation of best practice examples. In addition to that all participants will list an overview of successful projects related to life science and medical devices as a preparation for both workshops. At first impression is this list will be rather short.

1 = very important or completely agree

2 = important or agree

3 = neutral

4 = not important or disagree

NE = not seen as an EMINENT activity/issue

	1	2
A. Technology marketing themes	Total score	ranking
A1 using cooperation with trade and branch organisations		
• joint workshops for mutual perspectives information	84	9
• joint workgroups for identified products	73	16
• joint workgroups for identified technologies	98	5-6
• joint workshops for projects set-up	75	14
A2 linking demand and supply by a website		
• linking to all relevant mst user/supplier websites	117	2
• overview of relevant European initiatives	86	8
• overview of national initiatives for MNT	99	4
• overview of public thesis and studies	65	23
A3 linking demand and supply by studies and activities		
• identifying financing routes for business growth	53	33
• creating access to R&D results (universities, institutes)	98	5-6
• identifying synergy potential for MNT in existing non MNT markets	125	1
• listing supply chain relevant themes	97	7
• structuring MNT Business Roadmaps	73	16-17
• bench marking	66	21-22
• one day exhibition and networking activities	78	11-12
• identifying successful research/development/product/market examples using seamless mst production	81	10
A4 forming Technology/Product/Market workgroups		
• selected NEXUS USC mst products	45	35
• EMINENT think tank selected MNT products	58	31
• organising brokerage events	34	37
A5 other dissemination activities		
• inventarisation of European MNT infrastructure	57	32
• common European newsletter	40	36
• European workshops overview	61	27-30
• mst fairs overview	63	25-26
• mst conferences overview	61	27-30
• mst courses and education overview	67	20

B	Company structuring issues	Total score	ranking
	<i>organising workshops on:</i>		
	• creating a marketing plan	21	39
	• forming the executive team	19	40
	• all relevant IPR issues	27	38
	• legal aspects of (international) contracts	47	34
	• structuring of a business plan for start-ups	18	41
C	'Show stoppers'		
	• fundamental research results	74	15
	• fit for use design	64	24
	• production up scaling	76	13
	• reliable market information	113	3
	• product development lead time	66	21-22
	• product development costs	70	18
	• front end production equipment	61	27-30
	• back end production equipment	61	27-30
	• subcontracting infrastructure	68	19
	• funding	78	11-12
	• professional personnel	63	25-26