

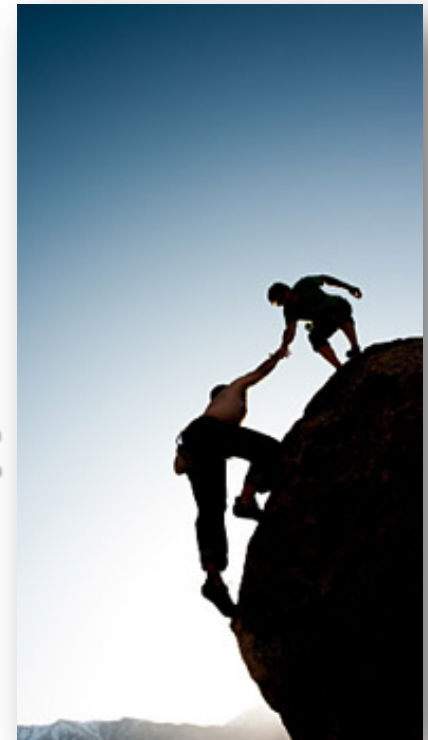
# RESCOLL

Leading to competitiveness through  
innovation in materials and processes



## **Rescoll is:**

**A service company performing R&D, manufacturing, analysis and characterisation to support the industry with competitive innovation**



**RESCOLL is an SME !!!**



## RESCOLL in figures:

**6 M€**

**Turnover**

**80**

**Ing & Techniciens**

**1,5**

**M€ of  
investment/year**

**5 000**

**m<sup>2</sup> facilities**

**20% annual  
growth since 3  
years**



# Which is our offer ?





## Market Segments





# RESCOLL

A quality insurance



**RESCOLL is certified:**

- **ISO 9000 (all activities),**
- **ISO 13485 (for MD manufacturing) and**
- **ISO 17025 (for Analysis and Characterisation)**
- **ISO 17020 (for Environmental Technology Verification ETV)**
- **(GMP qualification is on going)**

# RESCOLL' R&D



## Key Figures

**70%**  
of our Turn Over

**84%**  
of conversion into  
products

More than **50 patents**

granted to our costumers and

**15**  
*fp7  
funded projects*

**15 Own  
Patents**

**25**  
*National  
Grants*



# RESCOLL

## In the European Context



- Participation to fp7 as partner
- Participation in Clean Sky projects (2 projects running+ 1 abandoned project)
- Participation as expert evaluator
- Participation as project reviewer
- Participation as expert for establishing calls road maps





# European funded projects in RESCOLL's strategy



It is mandatory for RESCOLL:

- To be in the forefront of the technology and more advanced than its costumers (e.g. ATMPs).
- To extend our network.
- To increase our technical/scientific awareness.
- To compensate the competitiveness cluster and Smart Specialization policies.
- To develop our own technologies.

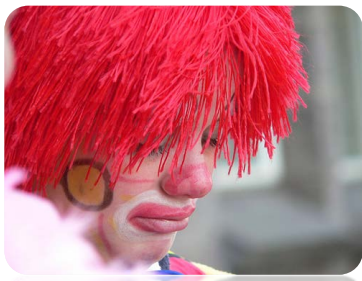


# RESCOLL's experience in European projects



In the case of fp7 (and hopefully Hz2020):

- High degree of conversion from R&D to products/process.
- TRL requested are higher and fit better to our business model.
- Variety of subjects allowing us to diversify our activities
- Vision of the calls for the next 2 years = time to prepare the project.
- The rules are well documented.



# RESCOLL's experience in European projects



In the case of fp7 (and hopefully Hz2020):

- Several organizations are there to keep the money rather than to have a product.
- Several organizations consider the EC pays them to continue their research and not to develop a product.
- No provisions are taken to support SMEs in the negotiation of IP.



# RESCOLL's experience in European projects



In the case of Clean Sky:

- Direct contact with the Topic Manager.
- Time to Market shorten (moreover RESCOLL is a certified and qualified laboratory).
- Rapid replication to other aeronautic sectors.
- Very focused projects.
- Several calls/year.
- Proposals are lighter than fp7/Hz2020 ones.



# RESCOLL's experience in European projects



In the case of Clean Sky:

- Less vision of future calls (no access to a roadmap or equivalent).
- The project success is directly related to the involvement and interest of the Topic Manager.
- The EC did not take any provisions to protect SME's IP.
- Paperwork and time to grant can still be improved.

# RESCOLL's suggestions



- Do not try to make money with these projects – it is only an instrument.
- Go only to consortiums with the **bests in Europe**.
- Be associated to people that **knows how to write a proposal** (e.g. technological centers).
- Emphasize the impact of the project in terms of **business** and clarify how you will deal with the project results after the project.
- Include an **environmental approach**.



# RESCOLL's suggestions



- Decide if you want to be a **partner or a coordinator**: the project will fit less or more to your needs. Coordinate a project is very time consuming and use resources in a less productive activity.
- Now, more than ever, it is the time to participate in HZ2020.
- It is a long way but your development with a network of **excellence** lead to benefits

**For further  
information:**

# RESCOLL

## Technology Centre of Materials

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