



BALTIC – TO – BALKAN NETWORK FOR LOGISTICS COMPETENCE



Ewa Dobrzeniecka
Institute of Logistics and Warehousing
27th May 2011, Portorož, Slovenia,





WHO ARE WE?





Project full title: **BALTIC – TO – BALKAN NETWORK FOR LOGISTICS COMPETENCE**

Project acronym: **B2B LOCO**

Project Coordinator: Instytut Logistyki i Magazynowania
(Institute of Logistics and Warehousing),
Poznań, Poland

Partners: 16 partners from 15 countries

Duration: 01.09.2009 – 31.08.2011

Funding Program: 7. Framework Programme, Theme 7
– Transport (including Aeronautics)

Type of project: Support Action



B2B LOCO PARTNERS



Participants	Participant organisation name	Country
1 (Coord.)	Instytut Logistyki i Magazynowania (ILIM)	Poland
2	University of Maribor – Faculty of Civil Engineering (UNI-MB)	Slovenia
3	Vilnius Gediminas Technical University (VGTU)	Lithuania
4	Pannon Business Network (PBN)	Hungary
5	University of Rousse (RU)	Bulgaria
6	Transport Research Institute (VUD)	Slovakia
7	Poznan School of Logistics (WSL)	Poland
8	Transport Research Centre (CDV)	Czech Republic
9	Prometis Ltd (PROMETIS)	Croatia
10	Aristotle University of Thessaloniki (AUTH)	Greece
11	Technion – Israel Institute of Technology (TECHNION)	Israel
12	University of Applied Sciences in Tallinn (TTK)	Estonia
13	Akdeniz University – Department of Economics (UNIAKD)	Turkey
14	Supply Chain Management Center S.R.L (SCMC)	Romania
15	Transport and Telecommunication Institute (TTI)	Latvia
16	STAR Economics, Transport, Energy, Communication Technologies	Italy



PROJECT'S AREA OF INFLUENCE



Balti



WHAT ARE OUR OBJECTIVES?



1. Create a **permanent network** of research and educational institutions in transport and logistics maintaining links with SMEs in their area,
2. Identify **innovative FP projects** in the field of logistics and transport,
3. Present **best practice** solutions coming out of transport and logistics FP projects to SMEs,
4. Show clear **benefits of FP participation** to SMEs in the under-privileged EU-states and in candidate countries,





5. Support **exploitation of successful RTD project** results by helping companies to implement developed solutions,
6. Provide research institutions with a **forum of knowledge**, experience exchange in dealing with SMEs,
7. Inform companies about current **work programmes** and **calls** as well as offer advice on how to participate in Framework Programmes.





WHY DID WE DEFINE SUCH OBJECTIVES?





- EC wants to increase number of SMEs involved in Framework Programmes (Cooperation),
- Within the Cooperation Programme as a whole, 15% of the total budget should go to SMEs,
- Transfer of research projects' results to business practice is still **not satisfactory**,
- Implementation of solutions developed within R&D projects is still on a **very low level**,
- There is a strong need to raise the awareness about EC funding opportunities for companies,
- €10 477 million EU contribution to the Cooperation projects, €1 544 million for SMEs.





HOW DO WE GAIN OUR OBJECTIVES?



- 1. PROJECT MEETINGS**
(international conferences, practical workshops, brokerage events, alumni events)
- 2. DATA BASE** of the most crucial FP and other European logistics projects
- 3. Online BROKERAGE TOOL** for SMES
- 4. DISSEMINATION ACTIVITIES**
(project website, newsletters, brochures)
- 5. ALUMNI SOCIAL NETWORK**





1st International Conference in Poland

Date: 12-14 May 2010
Place: Poznań, Poland
Title: **The logistics challenge: flexibility, sustainability, innovation**
Task Leader: Institute of Logistics and Warehousing
Merged with: Polish Logistics Congress **LOGISTICS 2010** & the Annual ELA congress **EUROLOG 2010**

2nd International Conference in Slovenia

Date: 27 May 2011
Place: Portorož, Slovenia
Title: **Transport and logistics ICT solutions – from EU projects to business practice**
Task Leader: University of Maribor (UNI-MB)
Merged with: International Conference on Transport Science



1st Practical workshop in Lithuania

Date: 15 December 2009

Place: Vilnius, Lithuania

Title: **Increasing availability of transport and logistics services for SMEs in new European Union States – result of focused development of co-modal transport**

Task Leader: Vilnius Gediminas Technical University (VGTU)

Merged with: Forum of Lithuanian Intermodal Transport Technology Platform

2nd Practical workshop in Croatia

Dates: 28 April 2011

Place: Opatija, Croatia

Title: **Transport and logistics SMEs: Cooperation and competition**

Task Leader: Prometis – Traffic Eng., Planning, Research and Development Ltd.

Merged with: Transport System 2011 - International Symposium of Croatian Scientific Society for Transport





1st Brokerage Event for SMEs and Clusters in Hungary

Date/ place: 10 June 2010, Nagykanizsa, Hungary

Title: **EU funded projects and logistics possibilities for SMEs in the West-Pannon Region**

Task Leader: Pannon Business Network (PBN)

Merged with: Annual meeting of the Pannon Logistics Cluster

2nd Brokerage Event for SMEs and Clusters in Czech Republic

Date/ place: 1 December 2010, Prague, Czech Republic

Title: **Innovative logistics solutions**

Task Leader: Transport Research Centre (CDV)

Merged with: SPEEDCHAIN 2010 „Logistics – Reality with Perspective

3rd Brokerage Event for SMEs and Clusters in Croatia

Date/ place: 28 April 2011, Opatija, Croatia

Title: **Transport and logistics SMEs: Cooperation and competition**

Task Leader: Prometis Ltd (PROMETIS)

Merged with: Transport System 2011 - International Symposium of Croatian Scientific Society for Transport



DATA BASE of the most crucial FP and other European logistics projects

1. Identification of the most crucial FP and other EU projects with solutions in the sector of logistics and transportation
2. Analyzing European funded projects which results and achievements have been implemented into practice
3. Identification of SMEs implementing / exploiting the most innovative project results into practice
4. More than 160 research projects were analyzed
5. About 50 good practice solutions are described on B2B LOCO website (presented during project events)



Online **BROKERAGE TOOL** for **SMEs**

Simple, user-friendly tool for logistics companies to present their offers and demands.

BENEFITS for SMEs:

1. Free, international, Europe-wide promotion of your company in a transport and logistics sector,
2. Cooperation with European companies, institutions which could become your business partner,
3. Free access to the latest logistics news, events, conferences,
4. Get to know about current transport national and international projects and their results,
5. Access to current work programmes and calls informing how to participate in the 7th Framework Programme,
6. More than 240 companies registered,
7. More than 340 offers uploaded.



WP5 - DISSEMINATION



DISSEMINATION

1. Project website
www.b2bloco.eu
2. Project newsletters
3. Project brochure
and promoting materials

B2B LOCO partnership is composed of 16 partners coming from 15 countries

Coordinator:
Institute of Logistics and Warehousing, Poland - www.ilm.poznan.pl

Partners:
University of Maribor, Faculty of Civil Engineering, Slovenia - www.fg.umr.si/ico
Vilnius Gediminas Technical University, Lithuania - www.vgtu.lt
Pannon Business Network, Hungary - www.pbn.hu
University of Rousse, Bulgaria - www.ru.acad.bg
Transport Research Institute, Slovakia - www.tiud.sk
Pannon School of Logistics, Poland - www.wsl.com.pl
Traffic Research Centre, Czech Republic - www.odu.cz
Promobil Ltd, Croatia - www.promobil.hr
Aristotle University of Thessaloniki, Greece - www.auct.gr
Israel Institute of Technology, Israel - www1.ttechn.ac.il
Tallinn Tehnikakooli / University of Applied Sciences, Estonia - www.ttk.ee
Atılım University, Department of Economics, Turkey - www.atilim.edu.tr
Supply Chain Management Center SPM, Romania - www.scmproject.ro
Transport and Telecommunication Institute, Latvia - www.tti.lv
STAR Economics, Transport, Energy, Communication Technologies, Italy - www.star-italia.eu

www.b2bloco.eu

Working together to get better results
www.b2bloco.eu

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Business Opportunities and Grants from the EU

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12th Logistics CIO & Supply Chain Technology Forum

Why is the participation of SMEs in the EU projects low? Why is the exploitation of the EU projects' results insufficient? These are just a few questions which policy makers pose and try to answer. The European Commission (EC) keeps pushing the involvement of companies in projects and the issue is more widely debated nowadays, especially for research and innovation. It can be interesting to readers to see the potentials offered by the EU. Many of them are not aware of that. The B2B LOCO project (www.b2bloco.eu) is helping SME to be better aware of EU opportunities and to facilitate their involvement in European initiatives and projects.

For example, when was the last time you read about the availability of EU funding to sustain your business, like for instance in research, or start-up operations, but you were not ready to take that opportunity? There are many reasons explaining the scarce effective participation of companies in EU initiatives, programmes and projects. First of all, the lack of understanding, know how and experience related to the complexity of Brussels' rules, programmes, tenders, procedure and financial management.

B2B LOCO
Baltic - to - Balkan Network for Logistics Competence

SME - RTD - ACADEMIA
Networking / Transfer of Knowledge / Best Practices

Baltic to Balkan

ALUMNI SOCIAL NETWORK

- **online, interactive tool** for creation a network of educational institutions in transport and logistics especially designed for B2B LOCO project,
- Users of ASN - alumni of 9 universities from 9 countries,
- The network can be reached at: fp7.tti.lv or via **B2BLOCO** project web

MAIN GOALS of ASN

- information about FP7, EU funded projects and B2BLOCO activities,
- information about new trends in transport and logistics, sharing new ideas, tightening already existing links with graduates,
- stimulating SMEs' participation in Framework Programmes, arising their awareness of opportunities and possibilities provided by the programme,
- posting work-related information for alumni,
- Facebook-like options: contacting friends, discussions, invitations etc.

We are far from Facebook but ...

more than **703 users** from **9 countries** are registered.

The largest groups of alumni are from Technion, WSL and TTI (100-200 users each).





CONTACT DETAILS

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Thank you for your attention!

Ewa Dobrzeniecka



Baltic to Balkan network for logistics competence