

# **A practical guide to including Australian partners in FP7 / Horizon2020 projects**

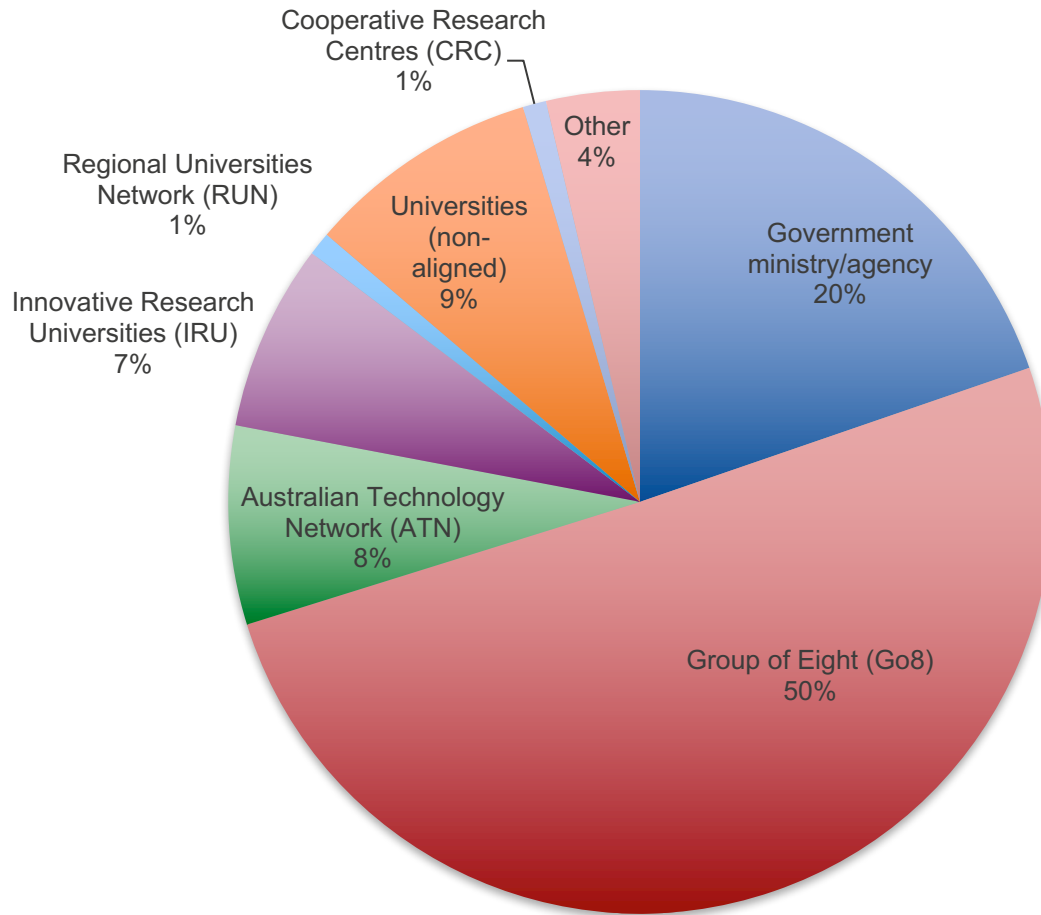
Rado Faletic  
Director, Projects & Communications  
Montroix Pty Ltd

# Basics

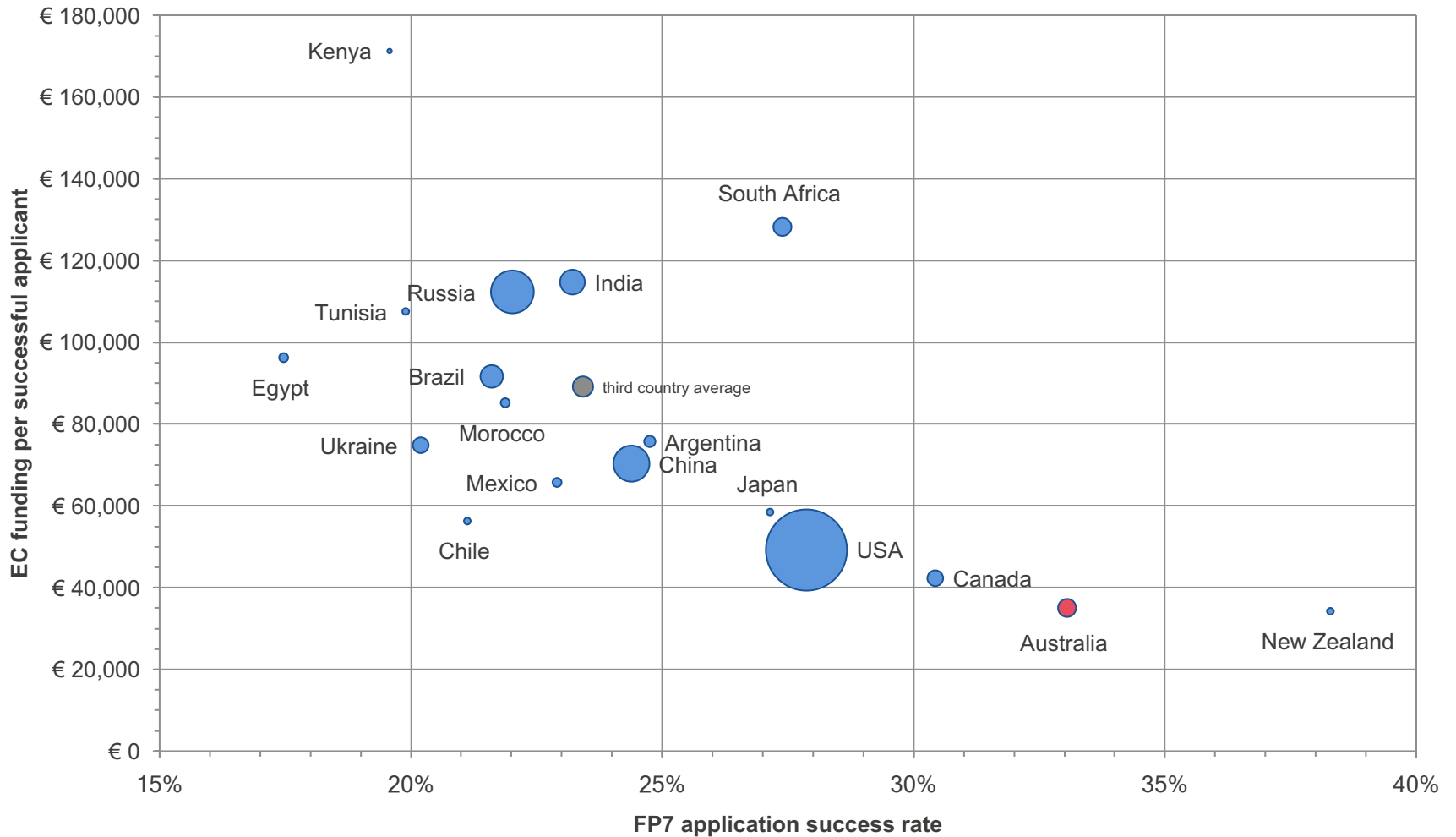
- Australians can participate in almost *every* aspect of FP7 / Horizon2020
  - Marie Curie Actions (IRSES, ITN, IIF)
  - ERC (as international team members)
  - Cooperation (as full partners)
- Cooperation funding: *a Community financial contribution may be granted provided that it is essential for carrying out the indirect action*

[ftp.cordis.europa.eu/pub/fp7/docs/guideline-third-country-participants\\_en.pdf](ftp.cordis.europa.eu/pub/fp7/docs/guideline-third-country-participants_en.pdf)

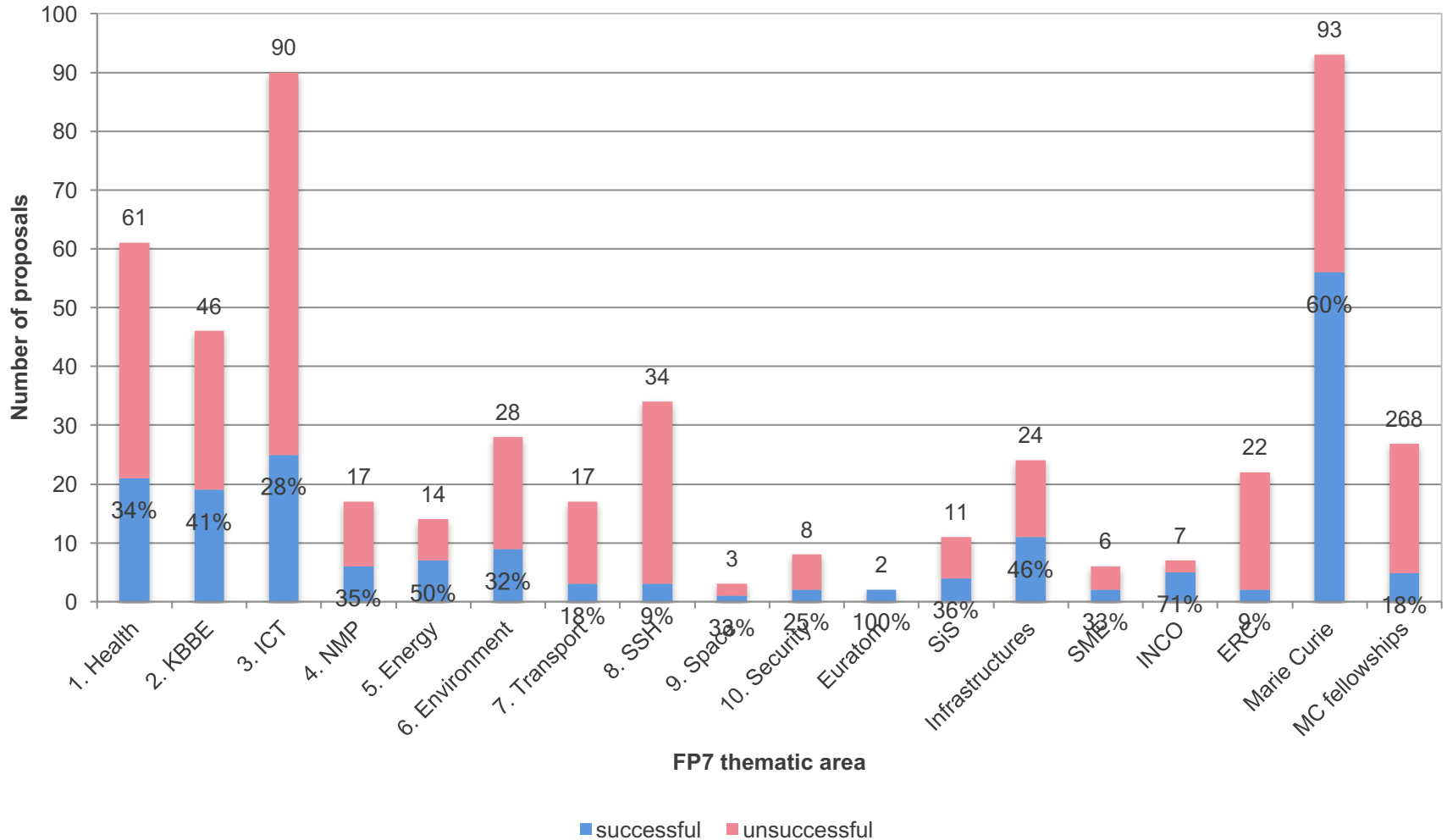
# Statistics



## FP7 top third country participants (50+ projects each) (2011)



# Australian participation in FP7 (January 2007 – July 2012)



# Strategy

- KBBE, Health & ICT are very international
  - Download ICT capability analysis of Australia from SECAS project [www.secas.eu](http://www.secas.eu)
- Consider niche expertise:
  - Advanced composites (NMP)
  - Hypersonics (Transport)
  - Social innovation (SSH)
  - Border protection (Security)
  - Fusion (Euratom)

# Tactics

- Academic & public
  - Established researcher networks – trust
  - Experienced researchers
  - Consider request for EC funds
- Large business
  - Normally via European subsidiary
- SME
  - Difficult (cost, time, administration)
  - Consider also including local university
  - R&D Tax Incentive – one of the most generous

# Final tips

- Include travel budget for Australians
- Use proposal agreements that protect the Australian's IP
- Encourage the Australian partners to involve their admin/management staff early
- Exposure, networks & training!



# [www.montroix.com](http://www.montroix.com)

**Dr Martin Grabert, CEO**

[martin.grabert@montroix.com](mailto:martin.grabert@montroix.com)

**Dr Rado Faletič, Projects & Communications**

[rado.faletic@montroix.com](mailto:rado.faletic@montroix.com)