

Some Examples

European EC funded network projects to build communities of valuable SMEs, large industries, Universities and Research Institutes, to foster innovation in specific sectors, such as biotechnology (**BIO-TIC**), transport (**CATER**), security (**OSMOSIS**), open source and embedded software (**SHARE**), critical raw materials (**CRM_InnoNet**), chemical regions for resource efficiency (**R4R**), photonics (**LightJumps**), to name a few.

PNO co-managed the process of developing the **SPIRE 2030 Innovation Roadmap** (www.spire2030.eu) for the sustainable process industry, as input to HORIZON 2020 as well as advised the Bio-Based Industries Consortium (BIC) about synergies between H2020 and European Structural Investment Funds (ESIF) based on Smart Regional Specialisation Strategies.



LIGHTJUMPS
COOPERATION OF
PHOTONICS
CLUSTERS



Facts and figures

PNO is Europe's largest independent public funding consultancy with 30 years of hands-on expertise with more than 500 funding programmes in most EU countries, annually raising approximately 1 Billion Euro for its clients. Created in 1985, PNO is a high-growth knowledge-intensive company, supporting over 2000 clients throughout Europe, annually developing over 250 European consortia.

www.pnoconsultants.com



Subscribe for free to our Open Innovation portal **INNOVATION PLACE** www.innovationplace.eu offering access to a continuously updated database of EU grants and proposals under preparation, and join the 6000 organisations who already subscribed.



CONNECTING AMBITIONS



Europe's # 1 in Grants
and Innovation

PNO - Europe's # 1 in Grants and Innovation

PNO Group (operating in Italy under the Ciaotech brand name) is the European leader in Grants and Innovation services, with presence in 12 countries and about 250 scientists, engineers, consultants, as well as financial and legal experts. The excellence of the PNO team is fully recognized by R&D&I organizations, companies, clusters and associations across Europe for:

- Developing and executing EU and national collaborative R&D projects
- Procuring public grants for innovation projects and set-up grant strategies
- Defining, implementing and roadmapping of innovation strategies
- Assisting in planning the exploitation and dissemination of advanced technologies
- Setting up international technology transfer, open innovation networks and knowledge sharing communities
- Providing IT solutions related to open innovation and funding
- Providing EU innovation policy and programme advisory services



Innovation Management Services

PNO Innovation Management services delivers high quality support to large sized companies, SMEs, Universities, Research Institutes, Associations and clusters in the full cycle of the innovation process.

1 Analyzing, defining and planning innovation processes

- **Market, stakeholder & Technology Intelligence.** You will have a helicopter view on who's doing what in the EU and beyond, we benchmark your technology with other technologies and solutions, we analyse and identify the essential markets that you should target
- **Systematic Innovation using advanced methodologies (e.g. TRIZ).** You will discover new technologies, partners and markets, we structure and drive open innovation processes in multi-stakeholder contexts, or for individual clients
- **Vision and roadmap development.** You will know where to focus, we organise, support and report on vision and innovation roadmaps in your interest

2 Building innovation networks, partnerships and projects

- **Develop innovation projects, proposals and consortia.** You will build your innovation project with international partners supported by public funding, we bring the best funding expertise, relevant networks and hands-on support
- **Effective linking to innovation ideas, partners and funding across sectors and Europe.** You will become a partner in projects supported by public funding to discover or bring innovation and technology to new markets, we unlock networks of projects and stakeholders

3 Managing Projects and driving innovation

- **Drive the research project by market and users' requirements.** You will know who could be interested in the generated results and findings, we help you discover with structured analyses and reporting
- **Technology valorization and transfer to the market with effective and efficient exploitation and dissemination strategies.** You will enhance your go to-market approach, we act as business developers for you, we support your technology towards new markets

PNO a value-added and reliable EU consortium partner

We have more than 20 years of proven experience in delivering EU funded projects. As a partner to EU consortia we offer leadership and Work Package management in exploitation and dissemination strategies as well as implementation. Moreover, our 30 years of experience and track record in Grants consultancy has proven to be valuable in presenting an excellent project proposal and increase success chances in an ever more competitive public funding arena.

As such we proactively contribute to:

- Establishing and executing an efficient project exploitation and dissemination plan
- Organising the necessary measures and actions to ensure an effective promotion of the project results
- Creating collaborative ecosystems to ensure a fast connection to the project consortium with industrial and academic communities
- Facilitating the market-uptake of the project results

Don't hesitate to contact us to discuss a possible partner role and the added value that PNO can bring as a full partner to your EU consortia and projects.

Contact our international Innovation Team

Please contact our international PNO consultants for further information about PNO's services:

| | |
|-------------|---|
| NETHERLANDS | arno.schoevaars@pnoconsultants.com |
| GERMANY | annemarie.reiche@pnoconsultants.com |
| FRANCE | benoit.merland@pnoconsultants.com |
| ITALY | m.romeo@ciaotech.com |
| UK | olaf.swanzy@pnoconsultants.com |
| BELGIUM | frederik.vandecasteele@pnoconsultants.com |
| BRUSSELS-EU | filippo.martinelli@pnoconsultants.com nader.akil@pnoconsultants.com ron.weerdmeester@pnoconsultants.com |