

## NetWorld2020 SME Working Group

### 5G PPP Call 1 survey – Results

#### 1- Final statistics on SME participation in 5G PPP Call 1

The results of the analysis of the SMEs participation in the first 5G PPP call are as follows:

- Most SMEs who responded to the survey are involved in NetWorld2020 and in H2020. This is not necessarily surprising as the survey was disseminated to the NetWorld2020 members and by the EC.
- **Most SMEs (i.e. 58%) were not aware of the online brokerage service.** 78% of SMEs who responded, stated that the proposal(s) they contributed was/were not registered on the PPP brokerage platform. The majority of SMEs (i.e. 67%) who used the brokerage platform to find proposal(s) and consortia declared that was not successful. In addition to this, just 3% of SMEs were invited to participate in 5G PPP proposal(s) thanks to a posting on the platform. **This needs to be corrected and improved for the upcoming calls.**
- **A majority of SMEs (i.e. 56%) do not clearly understand the role of the 5G Infrastructure Association.** However, a majority of SME (i.e. 62%) does understand the role of the NetWorld2020 ETP.
- 46% of SMEs were invited in a proposal by one or more partners in the consortium.
- Most SMEs were aware of the 20% target set by the EC for SME participation in the 5G PPP.
- The feedback / perception of the level of participation of SMEs is lower than reality i.e. a majority of responses indicate that there is an average of 10% participation of SMEs, while the actual figure is 17%.
- The SMEs who were not involved in a 5G PPP proposal, because of the following:
  - No clear understanding about the way to apply or join proposal (28%)
  - Attempts to join proposal(s) under preparation but no positive outcome (24%)
  - Could not find any proposal in the area of interest (24%)
  - H2020 and PPP complexity (16%)
  - No specific technical interest in the PPP in 2013/2014 (8%)

## 2- Statistics for the participation of SMEs in 5G PPP Call 1

The European Commission provided us with statistics for the participation of SMEs in 5G PPP Call 1. The result of the analysis of those statistics shows the following:

- In the 5G PPP Call 1 selected projects, **19.4% of beneficiaries - compared with the overall number of beneficiaries per project - are SMEs** (57 SMEs among 294 beneficiaries). The **share in budget** (i.e. EC funding) **is 17%**.  
It is worth noting that, among the 294 organisations involved, there are beneficiaries (SMEs and non-SMEs) that participate in more than one project.  
If we count the organisations that participate in more than one project, we obtain that 119 different non-SMEs organisations and 47 different SMEs are involved in the 5G PPP Call 1 selected projects. As result, 166 different organisations are involved in the Call 1.  
If we refine the figures taking into account these numbers, the percentage of SMEs participation increase from 19.4% to 28% (in number of participants, not in budget).
- In the proposals submitted to the 5G PPP Call 1, the participation of SMEs was **18% share in number of proposers**- compared with the overall number of participants per proposal (192 SMEs among 1094 proposers) and **16% share in budget** (i.e. EC funding).  
It is worth noting that, among the 1094 proposers, there are organisations (SMEs and non-SMEs) that participate in more than one proposal.  
If we count the organisations that submitted more than one proposal, we obtain that 406 different non-SMEs organisations and 126 different SMEs participated in the 5G PPP Call 1 proposal phase. As result, 532 different organisations submitted one or more proposals.  
If we refine the figures taking into account these numbers, the percentage of SMEs participation increase from 18% to 24%.

Please note that the numbers related to the proposals submitted could not be verified as the validation of the SME status is performed only when the proposal is accepted.

### 3- Final statistics on general participation in 5G PPP Call 1

The 5G PPP Call 1 survey organised by the 5G Infrastructure Association and by the 5-Alive project received 126 responses, including 14 from Academic (i.e. 11%), 24 from Industry (i.e. 19%), 18 from Research Institute (i.e.15%) and 32 responses from SMEs (i.e. 25%).

Overall there are probably more responses from the categories above, as there are also 38 responses (i.e. 30%) where the category of organizations is not available (at first when the survey was published this question was not asked –it was added after an intervention from the SME WG to be able to have analysis on SMEs responses).

The results of the analysis are as follows:

- The majority of respondents are involved in NetWorld2020 and in H2020. This is not necessarily surprising as the survey was disseminated to the NetWorld2020 members and by the EC.
- The majority of respondents (i.e. 74%) who attended one of the **Info Days** found the presentations and the offline conversations that took place during these info days, **good and useful**.
- **51% of respondents were aware of the online brokerage service. However, 76% of respondents stated that the proposal(s) they contributed was/were not registered on the PPP brokerage platform.** The majority of respondents (i.e. 74%) who used the brokerage platform to find proposal(s) and consortia declared that it had not been successful. Indeed, **only 3% of respondents were invited to participate in 5G PPP proposal(s) thanks to a posting on the platform.** This needs to be corrected and improved for the upcoming calls.
- A majority of respondents (i.e. 55%) understand the role of the 5G Infrastructure Association and of the NetWorld2020 ETP.
- 50% of respondents were invited in a proposal by one or more partners in the consortium.
- The respondents were not involved in a 5G PPP proposal, because of the following:
  - Attempts to join proposal(s) under preparation but no positive outcome (37%)
  - H2020 and PPP complexity (22%)
  - No clear understanding about the way to apply or join proposal (22%)
  - Could not find any proposal in the area of interest (16%)
  - No specific technical interest in the PPP in 2013/2014 (3%)