

### **More information**

For more information please contact your national or local Industrial Research Center (IReC). Contact details are available on [www.baltic-tram.eu](http://www.baltic-tram.eu).

#### **About Baltic TRAM**

Baltic TRAM (Transnational Research Access in the Macroregion) is an international project that seeks to strengthen the relationship between analytical research institutions and business. The project is partly funded by the European Union.



## **RESEARCH *for* BUSINESS**

The Baltic TRAM project offers companies free access to state-of-the-art analytical research facilities across the Baltic Sea Region, providing technical and scientific expertise to help solve challenges associated with developing new products or services.

## **HOW TO APPLY**

# The Process

# 1

## From challenge to proposal

You have a product or process challenge at your company and want to do something about it.

You contact your local Industrial Research Centre (IReC) representative and introduce them to the challenge. We work with you to better understand how we can help.

You submit your challenge to the Baltic TRAM call for proposals using the online application form.

# 2

## From evaluation to measurement

An Evaluation Committee assesses whether your challenge can be addressed using the facilities and expertise available in the Baltic Industrial Research Centre Network.

You will receive feedback on your application within two weeks. If you have not been approved, your IReC will contact you to discuss options for re-developing the concept. If your application has been approved, your IReC representative will facilitate next steps.

In cooperation with the IReC and analytical research facility, your company signs a service contract detailing the scope of the measurement and responsibilities of all parties.

The analytical research facility arranges the details of measurement together with you. A feasibility study takes place. You deliver the samples. The facility executes the measurements.

# 3

## From measurement results to follow-up

The facility prepares a summary of measurements. They go over the results with you to analyse the relevance to your product or process challenge.

You engage in dialogue with your local IReC on the extent to which the measurement results can be used for educational and publicity purposes.

If interested, you remain in touch with your local IReC to give them feedback on the value of the measurements performed and talk about further R&D opportunities that will support your innovation policy in the future.

# Frequently Asked Questions

## What do you mean by "measurements"?

We will measure samples of your materials, analyzing its features and responses on a micro-, nano- or molecular scale. The measurements are carried out at renowned analytical research facilities in the Baltic Sea Region. Such measurements can take your knowledge about your materials to a completely new level, and enable you to improve your product portfolio or in-house manufacturing processes. The kind of services that we offer will only take a few months from start to finish.

This can be compared to typical business-research collaborations that can last up to several years.

## What is an IReC?

The Industrial Research Centres (IReCs) are business-support units that can help you throughout the entire application process - from formulating a product or process challenge to designing follow-up activities that support you in applying the knowledge gained in your product or manufacturing processes.

## Do I need to contact the IReC before applying?

No, but we strongly recommend you to do so. It will increase your chances to be approved and to receive tailored support.

## When does the call for proposals begin?

The Baltic TRAM project will have ongoing open calls, starting from April 2017. Stay up to date on [www.baltic-tram.eu](http://www.baltic-tram.eu)

## Who evaluates my application?

The Evaluation Committee is made up of experts from different scientific disciplines, and represents several of the Baltic TRAM project partners. To avoid any potential conflict of interest, no industry or industry-affiliated experts are among the Evaluation Committee members.

## What are the criteria for evaluating my proposal?

There are two major criteria: feasibility and expected impact. The feasibility concerns whether the product/process challenge that you outline can be matched with an analytical research facility whose staff and research infrastructure can help you. Expected impact refers to the extent to which your application addresses the potential relevance

and importance of such measurements for your ongoing or future product/process development activities.

## When should I expect to hear back about my application?

Your local/national IReC will contact you within two weeks from the date when your application was submitted via the online application system.

## Can I count on support in understanding the results of the measurements and performing possible follow-up measurements?

Most certainly. Please note, however, that beyond the two calls planned to take place during the Baltic TRAM project, subsequent support will be fee-based.

## Do I have to agree to share measurement-related data or information with the general public?

Considerations related to trade secrets and propriety data will of course be respected. However, it would be very much appreciated if you could be accommodating of the Baltic TRAM partnership's desire

to adequately promote the project and the idea of business-research collaboration. Please also remember that the cost of the measurements and support provided to you is covered by public funds. The Baltic TRAM project will reserve the right to use your company name and logo in project communications.