



**ECO-INNOVATION**  
WHEN BUSINESS MEETS THE ENVIRONMENT



Mr. Dimitrios Bonis  
Partner  
INFORMATION DAY  
National Hellenic Research Foundation  
Athens 20/05/2011





# CONTENTS

## A. PROPOSAL

- SUBMITTING A PROPOSAL / STEPS
- SUBMITTING A PROPOSAL/KPI'S
- EVALUATION ACCEPTANCE
- NEGOTIATION PERIOD

## B. PROSPEC PROJECT

- WHAT IS PROSPEC
- CONSORTIUM
- PROJECT IN BRIEF
- MAIN OBJECTIVES
- EXPECTED OUTPUTS
- IMPLEMENTING PROSPEC



# PROPOSAL



**ECO-INNOVATION**

WHEN BUSINESS MEETS THE ENVIRONMENT





# SUBMITTING A PROPOSAL / STEPS

- Have an Idea
- Find a call
- Outline Partners
- Write the Proposal
- Submit the Proposal



**Success?**

- Accept Evaluation
- Negotiations
- Grand Agreement
- Start of Project/Financing







# SUBMITTING A PROPOSAL/KPI'S

Have an Idea...

- Be clear on what you want to do. Objectives and Targets

Find a call...

- Understand call objectives
- Match call objectives with Projects objectives

Outline Partners...

- Create a strong consortium

Write the Proposal...

- you will need time to write a good proposal
- read very carefully all call documents

Submit the Proposal...

- do not let till the deadline
- be aware

## Success





# EVALUATION ACCEPTANCE

Feedback to coordinators via evaluation summaries with guidance for negotiations





# NEGOTIATION PERIOD

- duration: 4 month
- Changes and Finalization of Technical and Financial Annex
- Partner's acquiescence
- Grant Agreement





**eco-innovation** |   
WHEN BUSINESS MEETS THE ENVIRONMENT

# PROSPEO







eco-innovation  
WHEN BUSINESS MEETS THE ENVIRONMENT



# WHAT IS PROSPEC

Promoting **SME Printers EMAS Cluster**

- **The Problem**

- lots of SME do not establish Environmental Management Systems because of direct and hidden costs.
- All waste represents loss of resources and loss of money
- limited knowledge about the adoption of environmental strategy in the printing industry
- SMEs see Environmental Management Systems as too bureaucratic and time consuming

- **The Idea**

- Minimizing losses by establishing Environmental Management System through a cluster.
- Establishing a common software platform for all members, which will be used to install, manage and maintain the EMAS system





# CONSORTIUM

- **Coordinator**

**NOSIS LTD:** a business consulting firm with great experience in European funding programs as well as in Environmental Management Systems

- **Partners**

**TUV HELLAS:** EMAS Evaluator and Management Systems

**LIVERPOOL CHAMBERS OF COMMERCE & INDUSTRY**

**THE BRITISH PRINTING INDUSTRY FEDERATION**

**OMEGA TECH**

**HELLENIC ORGANIZATION OF SMEs and HANDICRAFT**

**5 PRINTING SME'S (OF WHICH TWO IN ENGLAND AND THREE IN GREECE)**





# PROJECT IN BRIEF

- PROSPEC's goal is to promote the adoption of EMAS III through clusters of SMEs, by facilitating the procedures and minimizing the costs and effort required from a firm to obtain and maintain the EMAS III certification.
- PROSPEC Clusters, that will be tailor made for the printing industry, will offer the required knowledge (implementation methodology, audit procedure, relevant policies, regulations and legislation on EMAS III) and the pathway for cluster registration



# MAIN OBJECTIVES

- To create the first two EMAS III clusters for the printing industry
- To integrate existing tools to a pioneer Environmental Management Platform, tailor made for the Printing Industry, serving the needs of SMEs, Consultants and Verifiers.
- To develop a “*modus operandi*” guide for EMAS III cluster setup and operation that could be easily applied to other sectors







# EXPECTED OUTPUTS



- The deployment of two Pilot EMAS III clusters for the Printing Industry
- The setup of a pilot Prospec Platform to serve cluster needs.
- Eight printing SMEs certified with EMAS III
- 30 printing SMEs committed to join the Clusters (5 partners, 15 new members in UK cluster and 10 in the Greek cluster) at the end of the project
- Wide Dissemination (Participation & Organisation of Conferences, Exhibitions and production of Dissemination Material (Press Releases, DVDs, USB Disks, Brochures etc)





# IMPLEMENTING PROSPEC



- Kick of meeting with all partners
- Being always in contact with all partners
- Project's portal
- On time deliverables
- Helping all partners for problem solving
- Helping all partners in understanding grand agreement
- Keep all partners informed about officers comments and suggestions





**eco-innovation**  
WHEN BUSINESS MEETS THE ENVIRONMENT



# Thank you



**BUSINESS SOLUTIONS & CONSULTING**

AMFITHEAS 109 STREET P. FALIRO

Athens 175,63 tel. 2109854792

[www.nosis.gr](http://www.nosis.gr)

[dbonis@nosis.gr](mailto:dbonis@nosis.gr)

