



Grant Agreement Number: 234200 Document type: Minutes of monthly

phone conferences

Project start date: 01/01/2010 Project end date: 31/12/2011

POSMETRANS

POlicy measures for innovation in TRANSport sector with special focus on Small- and Medium sized Enterprises
- factors and recommendations for success and sustainability -

Deliverable 1.5

Four different questionnaires for innovation stakeholders / pioneer investors

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Due date of deliverable: 30.06.2010 Actual date of submission: 24.11.2011

Revision: 3.0

Project co-funded by the European Commission within the Seventh Framework Programme (2007-2013)						
Dissemination Level						
PU	Public	X				
PP	Restricted to other programme participants (including the Commission Services)					
RE	Restricted to a group specified by the consortium (including the Commission Services)					
СО	Confidential, only for members of the consortium (including the Commission Services)					

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Elaboration of the questionnaires for innovation stakeholders

1. Introduction

This task has the goal, on basis of project-related method, of developing four different questionnaires. The questionnaires are appropriate for the individual stakeholders. As possible stakeholders in the area of innovation are SME and large companies, research institutes (public and/or private), networks, public bodies and other policy makers.

2. Main objectives

The main objectives of the POSMETRANS survey are to get answers concerning the following questions:

- 1. How spreads innovation into the market?
- 2. How is the influence of networks on the stimulation of the innovation process?
- 3. How is the impact of European and national policy measures?

3. Structure of the questionnaires

The questionnaires consist of five sections.

The first section provides general information about the individual stakeholder interviewed (companies, R&D institutes, networks and organisations/public bodies).

The second section, called technology profile, provides information about the innovative technologies the interviewee deploys regarding ICT, Greening, Co-Modality, Safety and Security. A section "other" has been added for additional topics.

Each section contains a blank column to provide the possibility to the interviewee to provide additional answers; e.g. "greening" could be achieved not only by innovative technologies, but also by innovative management practices.

In order to evaluate the deployment of such technologies, the partners decided to use the model of an evaluation questionnaire with a rating from 1 (insignificant/not at all) to 5 (major role/ definitely).

In the third section, the focus is set on the diffusion of innovation. The POSMETRANS survey wants to experience how important innovation is for stakeholders, how they get information concerning innovation and what are the main difficulties encountering R&D activities.

The fourth section is dedicated to the role of networks. The questions focus on the demand concerning network services and the using of these services. Last but not least is to check how important networks are for political initiatives.

The fifth section is focused on the impact of European and National Policies. In a first step, the questions deal with general issues related to the knowledge about EU-Research programmes/policy, the experience of the stakeholder in such programmes (i.e. skills and know-how, reputation, economic benefits). In a second step, the questions concern the positive and/or negative experience of the interviewee with European/national Funding programmes.

The last section of the questionnaire relates statistical information about the company, institute, organisation or network.

Regarding the questionnaire for companies, the partners decide to use the same one for large companies and for SMEs as well, because the questions are formulated so that they are dedicated to an economical/industrial stakeholder (independent from its size). The differentiation between these two types of stakeholders is made in the last section of the questionnaire (cf. Section 6). Afterwards, these two stakeholders will be differentiated in the evaluation of their answers by the evaluation of the results that will be related in D 3.1, D4.1 and D5.1.

4. Appendix

Following are the four questionnaires for innovation stakeholders.

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Questionnaire for organisations

Project summary

POSMETRANS is a Coordination and Support Action funded by the European Commission within the scope of the Seventh Framework Programme (FP 7). It aims at promoting sustainable surface transport by providing policy support for innovative technologies and processes in transport.

On the basis of an international network consisting of six partners from five different countries, POSMETRANS will explore the efficiency of European policy measures for innovation in the transport sector with special focus on Small- and Medium sized Enterprises (SMEs).

Our strategy

POSMETRANS partners are convinced that an improvement of the current situation in surface transport goes through the elaboration of a conceptual framework for European policy makers. After innovative technologies and policy measures are identified, a Strengths, Weaknesses, Opportunities and Threats (SWOT) analysis will be performed by interviewing innovative key players. Best practice will be thus identified and then validated by an expert panel. This will lead to the elaboration of recommendations to the European Commission.

POSMETRANS Survey

One of the most important part of the POSMETRANS survey is the development of four different questionnaires adapted to different key players (e.g. companies, RTD institutes, networks and organisations/institutions like public bodies).

Main objectives

The main objectives of the POSMETRANS survey are to get answers concerning the following questions:

- 1. How does innovation spread into the market?
- 2. How is the influence of networks on the stimulation of the innovation process?
- 3. How is the impact of European and national policy measures?

Table of contents

The questionnaire consists of different sections:

Section 1: Organisation data
Section 2: Technology profile
Section 3: Diffusion of innovation
Section 4: Role of networks

Section 5: Impact of European and National Policies Section 6. Statistical information of the organisation

17-11-2010



Section 1: Organisation data

Name of the organisation:	
Street:	
Town:	
Representative's name:	
Position:	
Email:	
Phone:	
Fax:	
Website:	
Date of interview:	
Interviewer's name:	
The questionnaire was admi	nistered by:
☐ Personal interview	
☐ Telephone interv	
☐ By mail	
<i>,</i>	



Section 2: Technology profile

2.1 Which innovative technology mentioned below does your organisation boost? / In which technology field is your organisation most involved?

Please rate the technologies listed below from 1 (insignificant) to 5 (major role). Please tick the appropriate answers:

Note: Please do not tick if the listed technology is not relevant for your daily business

	1	2	3	4	5		
ICT							
- Driver-assistance Systems (ACC;ESP)							
- e-Learning							
- Monitoring (on board computer)							
- Transport optimising	Щ						
-							
GREENING							
- Electric-drive related technologies (e.g. hybrid; parallel hybrid; battery)							
- The usage of alternative fuels (e.g. natural gas; hydrogen; bio fuels)							
-							
CO-MODALITY							
- Integrated ticketing							
- New generation of intermodal terminals							
- RFID, electronic seals, scanning techniques, automation of administrative							
compliance							
- Logistics-platforms (e.g. TIMOCOM, Box24, Logintrans)							
-							
SAFETY & SECURITY							
- Personal means of transport and cargo excess control (e. g. barcode systems)							
 Location tracking and monitoring systems (e. g. application with GPS; video systems ;RFID; traffic security camera) 							
- Safety Systems (dangerous goods monitoring systems)			\vdash				
- Safety Systems (dangerous goods monitoring systems)	H	╁	H		H		
-							
Other:							
-							
-							
2.2 Does your organisation work in close relationship with other one Province, Region etc? yes no	s suc	ch as	Cou	ntrie	s,		





Section 3: Diffusion of innovation

How do you convey information concerning innovation? Having a booth in trade fairs and exhibitions Being the speaker in conferences, workshops or seminars Publishing articles in trade journals Writing information sheets for networks and / or innovative clusters Cooperating with universities and / or research centres Other: Organising technical training courses Being the contact point for interested companies	
Having a booth in trade fairs and exhibitions Being the speaker in conferences, workshops or seminars Publishing articles in trade journals Writing information sheets for networks and / or innovative clusters Cooperating with universities and / or research centres Other: Organising technical training courses Being the contact point for interested companies	
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Writing information sheets for networks and / or innovative clusters Cooperating with universities and / or research centres Other: Organising technical training courses Being the contact point for interested companies	
Cooperating with universities and / or research centres Other: Organising technical training courses Being the contact point for interested companies	
Other: Organising technical training courses Being the contact point for interested companies	
Organising technical training courses Being the contact point for interested companies	
Being the contact point for interested companies	
Organising of information day on upcoming calls for proposal	
Other:	
Factors for innovation	2 3
Improvement of the situation of SMEs while increasing its	
competitiveness	
Combat / limit the effects of the climate change and pollution	$\exists \mid \Box$
Other:	- 1



	rk?	_	_						
	yes 📙	no L							
	What services are Please rate the ans appropriate answer	swers listed below			role)	and t	tick th	ne	
					1	2	3	4	5
	S	upport of networl	k services and su	upport for inn	ovati	on	ı		
	Provide information	on on technological	l trends						Γ
	Information in regregulations, laws)	ard of new nationa	l & European poli	cies (e.g.					
	Information in rega	Information in regard of funding options							
	Support implemen	ntation of mandator	ry policies						
	Support tools for innovation (e.g. own research facilities, innovation consultancy)								
	Support of market entry of innovative products								
	Getting new conta	acts(R&D and/or t	ousiness co-opera	itions)					
	Communication cl	hannel for policies	/ political lobbying	l					
	Trainings (innovat Rights)	ion, risk managem	ient, Intellectual P	roperty					
	Working groups o	n specific themes							
	Other:								
				alamant of mal	 :4:		-41	_ !	<u> </u>
,	your opinion?		-	-			riate		
	your opinion? Please rate below f	from 1 (insignifican	t) to 5 (very impor	tant) and tick t			riate	item:	
	How important are your opinion? Please rate below f 1 How important are products and serve Please rate below f	2 ne networks conce	t) to 5 (very important) 3 erning the supportion?	tant) and tick t	he ap	ntry c	riate § of inn	item:	ive
	your opinion? Please rate below f 1 How important are products and serve Please rate below f	2 e networks conce vices in your opin	t) to 5 (very important) graining the supportant to 5 (very important) 3 1 3	rt for the mark	ket er	ntry o	riate of inn riate	item:	ive
	your opinion? Please rate below f 1 How important are products and serve Please rate below f 1 Section 5:	e networks concerices in your opin from 1 (insignificant 2	t) to 5 (very important) rning the supportion? t) to 5 (very important) 3 uropean and	rt for the marketant) and tick to the marketant) and tick to the marketant and tick to the marke	ket er he ap	oprop	riate of inn riate	item:	ive
	your opinion? Please rate below f 1 How important are products and serve Please rate below f 1 Section 5:	e networks concerices in your opin from 1 (insignificant 2	t) to 5 (very important) rning the supportion? t) to 5 (very important) 3 uropean and	rt for the marketant) and tick to the marketant) and tick to the marketant and tick to the marke	ket er he ap	oprop	riate of inn riate t ities	item:	ive
	your opinion? Please rate below for the second service of the serv	e networks concevices in your opin from 1 (insignifican 2	t) to 5 (very important) 3 rning the supportion? t) to 5 (very important) 3 uropean and European or nat 5 (a lot) and tick t	tant) and tick t 4 rt for the mark tant) and tick t 4 1 National ional funding he appropriate	ket er he ap	oprop	riate of inn riate t ities	item:	ive
	your opinion? Please rate below for the second service of the serv	e networks concerices in your opin from 1 (insignificant 2) Impact of Editor about existing from 1 (nothing) to 2 I know about specificant 2	t) to 5 (very important) rning the supportant) to 5 (very important) 3 uropean and European or nattore is (a lot) and tick to 3 cific European or one	tant) and tick to 4 rt for the marketant) and tick to 4 National ional funding he appropriate 4 r national laws	ret er he ap opporitem	pprop	riate of inn riate ities	item:	ive



guidelines?		specific European o		-				
Please rate be	low from 1 (insignifi	icant) to 5 (very impo	rtant) and tick th	ne ap	propi	riate i 5		
		<u> </u>	+ -				<u> </u>	
		elevant for your orga icant) to 5 (very impo		he ap	propi	riate i	item:	
				1	2	3	4	
		Networks						
Branch assoc	ation							
•	E) associations					<u> </u>	Щ	
European and	d National Technolo	ogical platforms						
	isters (i.e. network es with a managing	of universities, R&D pauthority)	erformers					
Funding prog	ramme National Co	ontact Points						
Other:								
		Other channels	S					
								F
					\vdash	\perp	Н	ŀ
Please, rate th		you have? (minor) to 5 (major) ers in the table below:		e follo	wing	crite	ria.	
				1	2	3	4	Ī
		Skills and know-	how					
Enhancemen	t of in-house know-	how and skills						Ī
Other:								Ī
	Colla	aboration & busines	s contacts			ı		
Set up of new	collaborations and	l business contacts						
Improvement	of R&D contacts (e	e.g. universities, resea	arch institutes)					
Other:								
		Internationalisat	ion					
International	collaboration with re	esearch institutes	·					T

International business contacts with other organisations



	Other:											
5.5.2	Do you have any negative experience?											
		7\										
	yes no (please go to question 5.7)										
	5.5.3 If yes: Which negative experience do you have? Please, rate these disadvantages from 1 (minor) to 5 (major) according to the following criteria. Please tick the appropriate answers in the table below:											
		1	2	3	4		5					
	Project related issues											
	Project objectives too general / ambitious											
	Complex requirements of the reporting											
	Other:											
	Consortium related issues		•		•							
	Inefficient / insufficient communication between the partners											
	Low level of interest in the project of the partners											
	Other:											
	Organisation related issues											
	Low level of interest of your own staff in the project											
	Limited management/administrative know-how											
	Other:											
	Other issues											
	5.6 If you did NOT take part in any European R&D funding programme, please indicate below the reasons for this. Please rate these reasons from 1 (minor role) to 5 (major role).											
		1	2	3	4		5					
	Administrative barriers											
	Administrative barriers (e.g. bureaucracy, complicated application processes, too long time until project approval, complexity etc.)											
	Limited skills in project management]						
	Other											
				ТГ		$\Box \Box$						



5.7	Which benefits ha Please tick the rela		omplying with reg	ulations?					
		e seamless way of r	(meaning saving tir managing the differe						
			e tenders we ask to e products/services		roponents				
	Other:								
5.8	Is there an influe	ence of European	Laws/Regulations	concerning your o	daily busine	ss?			
	yes 🗌	no	☐ (please <i>go to qu</i>	estion 5.12)					
	If yes: Which or	ne(s)?		,					
	•	()							
5.9	To what extent do action plans and guidelines influence your innovation related decisions? Please rate below from 1 (insignificant) to 5 (very important) and tick the appropriate item:								
	1	2	3	4	5				
5.9.1	If your answer wa	as "4" or "5" please s	specify how:						
5.10		what are the main orresponding option	effects of the poli	itical initiatives?					
	Regulation of th	e market							
	Liberalisation of	the market							
	Other:				ļ				
5.11	How is your org	anisation involved	l in the process of	writing regulation	s?				
	No involvement	at all							
	Gathers and giv	res inputs from the	economic world to p	oolicy makers (go to	5.12)				
	Writes regulations itself								



	Other:							
5.12	What would you suggest to make your voice be heard more? Please specify							
Section 6: Statistical Information of the organisation								
6.1	How many people does your organisation employ?							
	☐ less than 10 ☐ less than 50							
	less than 250 more than 250							
6.2	Where do you mainly operate?							
0.2	at a regional level							
	at a regional level at a national level at a European level							
	at a worldwide level							
Final comment								



Questionnaire for companies

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POSMETRANS Survey

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Main objectives

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Section 2: Technology profile
Section 3: Diffusion of innovation
Section 4: Role of networks

Section 5: Impact of European and National Policies Section 6. Statistical information of the company

17-11-2010



Section 1: Company data

Name of the company:					
Street:					
Town:					
Representative's name:					
Position:					
Email:					
Phone:					
Fax:					
Website:					
Date of interview:					
Interviewer's name:					
The questionnaire was administered by: Personal interview (face-to-face) Telephone interview					
☐ By mail					



Section 2: Technology profile

2. Which innovative technology mentioned below does your company deploy?

Please rate the technologies listed below from 1 (insignificant) to 5 (major role).

Please tick the appropriate answers:

Note: Please do not tick if the listed technology is not relevant for your daily business

	1	2	3	4	5					
ICT										
- Driver-assistance Systems (ACC;ESP)										
- e-Learning										
- Monitoring (on board computer)										
- Transport optimising										
-										
GREENING										
- Electric-drive related technologies (e.g. hybrid; parallel hybrid; battery)										
- The usage of alternative fuels (e.g. natural gas; hydrogen; bio fuels)										
-										
CO-MODALITY										
- Integrated ticketing										
- New generation of intermodal terminals										
- RFID, electronic seals, scanning techniques, automation of administrative compliance										
- Logistics-platforms (e.g. TIMOCOM, Box24, Logintrans)										
-										
SAFETY & SECURITY										
- Personal means of transport and cargo excess control (e. g. barcode systems)										
 Location tracking and monitoring systems (e. g. application with GPS; video systems; RFID; traffic security camera) 										
- Safety Systems (dangerous goods monitoring systems)										
-										
Other:					1					
-										
-										
-										
-										



Section 3: Diffusion of innovation

1	2	3	4			,	5
How do you get in	formation conce	rning innovation?					
Visit of trade fairs	and exhibitions						
Visit of conference	es, workshops or s	eminars					
Constant research	n in trade journals						
Membership in ne	tworks and / or inn	ovative clusters					
Relationships with	universities and /	or research centre	S				
Other:							
Attendance at trai	ning courses						
Constant in-house	e trainings						
Adoption of A-lear							
Auoption of 6-16al	ning software in th	e company					
Other:	ning software in th	e company					
Other:							
Other:				1	2	3	
Other:	vation for innova		ion	1	2	3	
Other: What is your moti	vation for innova	tion? actors for innovat	ion	1	2	3	
Other: What is your moti	vation for innovat	tion? actors for innovat	ion	1	2	3]
Other: What is your motion Necessity of comp	vation for innovation	tion? actors for innovat	ion	1	2	3]
Other: What is your motion Necessity of complete lincentive tax	vation for innovation	tion? actors for innovat	ion	1	2	3]
Other: What is your motion Necessity of complete tax Customers' dema Public funds	vation for innovation	tion? actors for innovat	ion	1		3]]]
Other: What is your motion Necessity of complete tax Customers' dema Public funds	vation for innovation	tion? actors for innovat	ion	1		3]

appropriate answers:

Please rate the obstacles listed below from 1 (insignificant) to 5 (major role) and tick the



	1	2	3	4	5
Skills and know-how					
Lack of qualified personnel					
Do not know R&D performers to whom ask for help (for example Universities and research centres)					
Other:					
Financial barriers	•	•		l.	
Lack of internal co-financing	\Box				
Difficult access to Venture Capital					
Other:					
Funding programmes related barriers					
Insufficient access to information on R&D funding programmes and awareness of the right and most appropriate ones					
Lack of time and/or internal resources to dedicate to the writing projects and to the management					
Other:					
External barriers					
Difficulties in finding cooperation partners					
Other:					
yes	our co	mpan	y?		
Why do innovations sometimes just remain ideas and are not s products) or implemented (in case of process innovations)?	old (i	n cas	e of		
				1	
Section 4: Role of networks n which network does your company participate? Please tick the					



				7	
Innovative clusters (i.e. network of universities, R&D performers a companies with a managing authority)	nd				
Funding programme National Contact Points					
National ministries				7	
Chambers of commerce					
Other:					
What are your demands concerning network services? Please rate the answers listed below from 1 (insignificant) to 5 (majappropriate answers:	or role) and	tick t	he	
	1	2	3	4	5
Demands of network services and support for i	nnova	tion	l		
Provide information on technological trends					
Information in regard of new national & European policies (e.g. regulations, laws)					
Information in regard of funding options					
Support implementation of mandatory policies					
Support tools for innovation (e.g. own research facilities, innovation consultancy)					
Support of market entry of innovative products					
Getting new contacts (R&D and/or business cooperation)					
Communication channel for policies / political lobbying					
Trainings (innovation, risk management, Intellectual Property Rights)					
Working groups on specific themes					
Other:					
Which services does your company use and what are the advancement being a member of the network? Please rate the answers listed below from 1=service is not available out not used, 3= service is used on demand, 4= service is used corport of our strategy:	e, 2=se	rvice	is av		
Actual used services and support for inno	vation]	
Provide information on technological trends	ТП	П	П	П	П
Information in regard of new national & European policies (e.g. regulations, laws)					
Information in regard of funding options					
Support implementation of mandatory policies					
Support tools for innovation (e.g. own research facilities, innovation consultancy)					
Support of market entry of innovative products					
Getting new contacts (R&D and/or business cooperation)					
Communication channel for policies / political lobbying					

4.2

4.3

Trainings (innovation, risk management, Intellectual Property



	Rights)								
	Working groups o	n specific themes							
	Other:								
4.6	How important are your opinion? Please rate below to		•	•					
	1	2	3	4			;	5	
4.7	How important are products and serve Please rate below to	rices in your opin from 1 (insignifican	ion? t) to 5 (very importa			-	riate	item:	
	1	2	3	4				5	
		Ш					L		
	Section 5:	Impact of Fi	uropean and	nationa	I Do	licia	26		
	Section 5.	Impact of Li	aropean and	IIauoiia	170	IICIC	, 3		
5.1	How much do you Please rate below to						ortun	ities?	>
	1	2	3	4				5	
5.2	How much do you Please rate below t						rees	?	
5.2	How much do you Please rate below t							?	
5.2	Please rate below t	from 1 (nothing) to	5 (a lot) and tick the	e appropriat					
5.25.3	Please rate below t 1 How much do you guidelines?	from 1 (nothing) to 2 Liknow about specific	5 (a lot) and tick the 3 Cific European or	e appropriat 4 national act	e item	olans	and	5	
	Please rate below t	from 1 (nothing) to 2 Liknow about specific	5 (a lot) and tick the 3 Cific European or	e appropriat 4 national act	e item	olans	and oriate	5	
	How much do you guidelines?	from 1 (nothing) to 2 I know about spectrom 1 (insignifican	5 (a lot) and tick the 3 cific European or the total	e appropriat 4 national act ant) and tick	e item	olans	and oriate	item:	
	How much do you guidelines?	I know about spectrom 1 (insignificant 2) icy does affect yo	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business	e appropriat 4 national act ant) and tick 4 and to wha	tion p	olans	and priate	item:	
5.3	How much do you guidelines? Please rate below 1 1 Which kind of pol	I know about spectrom 1 (insignificant 2) icy does affect yo	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business	e appropriat 4 national act ant) and tick 4 and to wha	tion p	olans	and priate	item:	
5.3	How much do you guidelines? Please rate below 1 1 Which kind of pol below from 1 (insig	from 1 (nothing) to 2 I know about spectifrom 1 (insignifican 2 icy does affect your inition in to 5 (very	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business	e appropriat 4 national act ant) and tick 4 and to wha the appropr	tion puthe a	ppropent? I em:	and priate	item:	;
5.3	How much do you guidelines? Please rate below 1 1 Which kind of pol below from 1 (insig	from 1 (nothing) to 2 I know about spectifrom 1 (insignificant) 2 icy does affect your inficant) to 5 (very cot of policies on descriptions)	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business important) and tick	e appropriat 4 national act ant) and tick 4 and to wha the appropr	tion puthe a	ppropent? I em:	and priate	item:	;
5.3	How much do you guidelines? Please rate below 1 1 Which kind of pol below from 1 (insig	from 1 (nothing) to 2 I know about spectifrom 1 (insignificant) 2 icy does affect your inition of the control of the contr	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business important) and tick	e appropriat 4 national act ant) and tick 4 and to wha the appropr	tion puthe a	ppropent? I em:	and priate	item:	;
5.3	Please rate below 1 1 How much do you guidelines? Please rate below 1 1 Which kind of pol below from 1 (insig	from 1 (nothing) to 2 I know about spectifrom 1 (insignificant) 2 icy does affect your inition of the control of the contr	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 cur daily business important) and tick aily business & in	e appropriat 4 national act ant) and tick 4 and to wha the appropr	tion puthe a	ppropent? I em:	and priate	item:	;
5.3	Please rate below 1 1 How much do you guidelines? Please rate below 1 1 Which kind of pol below from 1 (insig	icy does affect your ificant) to 5 (very ct of policies on demes = mandatory) elines (= not mandatory) elines (= not mandatory) to 5 (very channel is relevant to 5 (very channel is relevant to 5 (very ct of policies on demes = mandatory)	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business important) and tick aily business & in atory) ant for your comp	e appropriate 4 national act ant) and tick 4 and to whathe appropriate	tion p the a	pproperty I	and priate	item: 5 e rate	5
5.3 5.4	Please rate below to the state of the state	icy does affect your ificant) to 5 (very ct of policies on demes = mandatory) elines (= not mandatory) elines (= not mandatory) to 5 (very channel is relevant to 5 (very channel is relevant to 5 (very ct of policies on demes = mandatory)	5 (a lot) and tick the 3 cific European or a t) to 5 (very importa 3 ur daily business important) and tick aily business & in atory) ant for your comp	e appropriate 4 national act ant) and tick 4 and to whathe appropriate	tion p the a	pproperty I	and priate	item: 5 e rate	5



	Branch association	Ш	Ш		\Box	Ш
	Sectoral (SME) associations					
	European and National Technological platforms					
	Innovative clusters (i.e. network of universities, R&D performers and companies with a managing authority)					
	Funding programme National Contact Points					
	Other:					
	Public authorities					
	National ministries	П	П	П		\Box
	Chambers of commerce					Ħ
	Other:					퓜
	Outer.					Ш
5.6	yes no (please <i>go to question 5.7</i>) If yes: Which one(s)?					
5.6.1						
3.0.1	Which positive experience did you have? Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below:	e follo	owing	crite	ria.	
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the	e folio	owing 2	crite	ria.	5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below:	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other:	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes)	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits Other:	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits Other: Internationalisation	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits Other: Internationalisation International collaboration with other research institutes	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits Other: International isation International collaboration with other research institutes International business contacts with other companies	1	T			5
3.0.1	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits Other: Internationalisation International collaboration with other research institutes	1	T			5
	Please, rate these benefits from 1 (minor) to 5 (major) according to the Please tick the appropriate answers in the table below: Skills and know-how Enhancement of in-house know-how and skills Other: Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes) Other: Economic benefits Higher competitiveness/ Increasing profitability and profits Other: International isation International collaboration with other research institutes International business contacts with other companies	1	T			5

5.6.3 If yes: Which negative experience do you have?

Please, rate these disadvantages from 1 (minor) to 5 (major) according to the following criteria. Please tick the appropriate answers in the table below:



	1	2	3	4	5
Project related issues	<u> </u>	I	1	I	l
Project objectives too general / ambitious					
Complex requirements of the reporting					
Other:					
Consortium related issues					
Inefficient / insufficient communication between the partners					
Low level of interest in the project of the partners					
Other:					
Company related issues					
Low level of interest of your own staff in the project					
Limited management/administrative know-how					
Other:					
Other issues					
	1	2	3	4	5
Administrative barriers					
Administrative barriers (e.g. bureaucracy, complicated application processes, too long time until project approval, complexity etc.)					
Financial barriers					
Low funding rate					
Difficulties in obtaining credits / furnish the required bank guarantee etc.					
External barriers					
Little information about R&D funding programmes					
Unfavourable economic conditions so that business thoughts are more related to carry out everyday activities					
Programme goals not well adapted to the specific needs of SMEs					
In-house barriers					
Limited skills in project management					
Other					
Is there an influence of European Laws/Regulations concern	ing yo	our da	ily bu	siness	s?

5.7

5.8



If yes: Which one(s)?

	Please tick the related options	
	Increased efficiency of the resources (meaning saving time and money for example because of a more seamless way of managing the different departments or because the productivity has improved)	
	Increased market share and so company income	
	New inputs for carrying out further research activities (like a foresight exercise). In this way the firm is not a "follower" anymore but may become a pioneer in research	
	Other:	
10	What are the difficulties for your company complying with the legal requirements (I and regulations)? Please tick the related options	aw
	Lack of knowledge on how exactly to implement them	
	Competitive disadvantage for the company (e.g. SMEs)	
	Increased costs for the company	
	Increased bureaucracy	
	Increased bureaucracy Other	
11	,	ny?
11	Other What is your request for better implementation of Laws/Regulations in your comparation of the related options Organisation of training measures Organisation of coaching services including e-mail newsletter	ny?
11	Other What is your request for better implementation of Laws/Regulations in your comparation of the related options Organisation of training measures Organisation of coaching services including e-mail newsletter Organisation of regional information days	
	Other What is your request for better implementation of Laws/Regulations in your comparation of training measures Organisation of training measures Organisation of coaching services including e-mail newsletter Organisation of regional information days Other To what extend do action plans and guidelines influence your innovation related decisions?	

5.14 Have you already got information concerning action plans and guidelines?



	yes no (please go to question 5.15)	
	If yes: Which one(s)?	
5.15	What is your request to get more and detailed information concerning action plans guidelines? Please tick the related options	and
	Organisation of training measures	
	Organisation of coaching services including e-mail newsletter	
	Organisation of regional information days	
	Other:	
	Culoi.	
5.16	In your opinion, do the sectoral networks adequately communicate the interest of small and medium sized enterprises (SMEs) to politicians? yes no	F
5.17	Does your company feel disadvantaged by the political framework, contrary to th bigger players in the market? yes no	e
5.18	In your opinion, what are the main effects of the political initiatives? Please tick the corresponding option	
	Regulation of the market	
	Liberalisation of the market	
	Other:	
5.19	Is your company an active member in an advisory council at European or at natio level?	nal
	yes no no	
	If yes: Which ones?	
	Participation in European consultations (e.g. online consultation)	
	Membership in European associations or other groupings (e.g. member of ETPs)	
	Membership in national associations (e.g. member of a sectoral union)	
	Other:	

Section 6: Statistical Information of the company

6.1 How many people does your company employ?



		less than 10 less than 50 less than 250 more than 250
6.2	Where	do you mainly operate?
		at a regional level at a national level at a European level at a worldwide level
6.3	What is	s the RTD activity/turnover % considering your last balance sheet (year 2009)?
		less than 5% less than 10% less than 20% more than 20%

Final comment:



Questionnaire for networks

Project summary

POSMETRANS is a Coordination and Support Action funded by the European Commission within the scope of the Seventh Framework Programme (FP 7). It aims at promoting sustainable surface transport by providing policy support for innovative technologies and processes in transport.

On the basis of an international network consisting of six partners from five different countries, POSMETRANS will explore the efficiency of European policy measures for innovation in the transport sector with special focus on Small- and Medium sized Enterprises (SMEs).

Our strategy

POSMETRANS partners are convinced that an improvement of the current situation in surface transport goes through the elaboration of a conceptual framework for European policy makers. After innovative technologies and policy measures are identified, a Strengths, Weaknesses, Opportunities and Threats (SWOT) analysis will be performed by interviewing innovative key players. Best practice will be thus identified and then validated by an expert panel. This will lead to the elaboration of recommendations to the European Commission.

POSMETRANS Survey

One of the most important part of the POSMETRANS survey is the development of four different questionnaires adapted to different key players (e.g. companies, RTD institutes, networks and organisations/institutions like public bodies).

Main objectives

The main objectives of the POSMETRANS survey are to get answers concerning the following questions:

- 1. How does innovation spread into the market?
- 2. How is the influence of networks on the stimulation of the innovation process?
- 3. How is the impact of European and national policy measures?

Table of contents

The questionnaire consists of different sections:

Section 1: Network data
Section 2: Technology pr

Section 2: Technology profile
Section 3: Diffusion of innovation

Section 4: Impact of European and National Policies

Section 5. Statistical information of the network

17-11-2010



Section 1: Network data

Name of the network:	
Street:	
Town:	
Representative's name:	
Position:	
Email:	
Phone:	
Fax:	
Website:	
Date of interview:	
Interviewer's name:	
The questionnaire was a	administered by:
	rview (face-to-face)
☐ Telephone i	
☐ By mail	



Section 2: Technology profile

2. Which innovative technology mentioned below does your company deploy? Please rate the technologies listed below from 1 (insignificant) to 5 (major role).

Please tick the appropriate answers:

Note: If the listed technologies are not relevant for your daily business than do not tick!

	1	2	3	4	5
ICT					
- Driver-assistance Systems (ACC;ESP)					
- e-Learning					
- Monitoring (on board computer)					
- Transport optimising					
-					
GREENING					
- Electric-drive related technologies (e.g. hybrid; parallel hybrid; battery)					
- The usage of alternative fuels (e.g. natural gas; hydrogen; bio fuels)					
-					
CO-MODALITY					
- Integrated ticketing					
- New generation of intermodal terminals					
- RFID, electronic seals, scanning techniques, automation of administrative					
compliance					
- Logistics-platforms(e.g. TIMOCOM, Box24,Logintrans)		Ш			Ш
SAFETY & SECURITY					
- Personal means of transport and cargo excess control (e. g. barcode	П	ПП	ПП		
systems)					
- Location tracking and monitoring systems (e. g. application with GPS;					
video systems ;RFID; traffic security camera)					
- Safety Systems (dangerous goods monitoring systems)					
-					
Other:					
-					
-					
-					
-				$\sqcup \sqcup$	



Section 3: Diffusion of innovation

			4			
						L
	information concerni	ng innovatior	1?			
Visit of trade fai	irs and exhibitions					
Visit of conferer	nces, workshops or sem	ninars				
Constant resea	rch in trade journals					
Membership in	innovative clusters					
Relationships w	vith universities and / or	research cent	res			
Other:						
Attendance to t	raining courses					
Constant in-hou						
Constant in-hou Adoption of e-le	use trainings earning software in the n	network and sl	nare with the	membe	rs	
Constant in-hou		network and sl	nare with the	membe	rs	
Constant in-hou Adoption of e-le Other:			nare with the	membe	rs	
Constant in-hou Adoption of e-le Other:	earning software in the n		nare with the	membe	rs 2	3
Constant in-hou Adoption of e-le Other:	earning software in the n				T	3
Constant in-hou Adoption of e-le Other: Vhat is your mo	earning software in the n	n? ors for innov			T	3
Constant in-hou Adoption of e-le Other: Vhat is your mo	earning software in the notivation for innovation	n? ors for innov			T	3
Constant in-hou Adoption of e-le Other: Vhat is your mo	earning software in the notivation for innovation Fact mplying with regulations	n? ors for innov			T	3
Constant in-hound Adoption of e-lead Other: Vhat is your mode of the continuous of	earning software in the notivation for innovation Fact mplying with regulations	n? ors for innov			T	3
Constant in-hou Adoption of e-le Other: Vhat is your mo Necessity of co Incentive tax Customers' den	earning software in the notivation for innovation Factor mplying with regulations mands	n? ors for innov			T	3

3.7 In your opinion, what are the main difficulties encountered by the members of your network in performing R&D activities?

Please rate the obstacles listed below from 1 (insignificant) to 5 (major role) and tick the appropriate answers:



	1	2	3
Skills and know-how			
Lack of qualified personnel			
Do not know R&D performers to whom ask for help (for example Universities and research centres)	, 🗆		
Other:			
Financial barriers	'		
Lack of internal co-financing			
Difficult access to Venture Capital			
Other:			
Funding programmes related barrie	ers		
Insufficient access to information on R&D funding programmes a awareness of the right and most appropriate ones	and 🗆		
Lack of time and/or internal resources to dedicate to the writing projects and to the management			
Other:			
External barriers			
Difficulties in finding cooperation partners			
Other:			
			1
Other:	ions? (a	a Or	norati
Do you have a contact person or a division boosting innovate Management; R&D or comparable) yes □ no □	·		
Do you have a contact person or a division boosting innovate Management; R&D or comparable)	·		
Do you have a contact person or a division boosting innovate Management; R&D or comparable) yes	·		
Do you have a contact person or a division boosting innovate Management; R&D or comparable) yes	your net	work	?
Do you have a contact person or a division boosting innovate Management; R&D or comparable) yes	your net	case	?
Do you have a contact person or a division boosting innovation and the Management; R&D or comparable) yes	your net	case	? e of
Do you have a contact person or a division boosting innovation Management; R&D or comparable) yes	your net	case	? e of



1	2	5 (a lot) and tick the	4			5
low much do you k juidelines?	•	-		-		
Please rate below fro	m 1 (insignificant		ant) and tick t	the ap	prop	riate i
1	2	3	4			5
						L
Which kind of policy below from 1 (insignif					em:	
				1	2	3
•	•	laily business & i	nnovation o	f net	works	S
Funding programme						
Law/Regulation (= n	nandatory)					
Action plans/Guideli	ines (= not manda	atory)				
				1	2	3
		Organisations				
Branch association		Organisations				
Branch association Sectoral (SME) asso	ociations	Organisations				
Sectoral (SME) asso	nal Technologica i.e. network of un	I platforms iversities, R&D pe	rformers			
Sectoral (SME) asso European and Natio Innovative clusters (nal Technologica (i.e. network of un a managing auth	I platforms liversities, R&D pe lority)	rformers			
Sectoral (SME) asso European and Natio Innovative clusters (and companies with	nal Technologica (i.e. network of un a managing auth	I platforms liversities, R&D pe lority)	rformers			
Sectoral (SME) asso European and Natio Innovative clusters (and companies with Funding programme	onal Technologica (i.e. network of un a managing auth National Contac	I platforms liversities, R&D pe lority)				
Sectoral (SME) asso European and Natio Innovative clusters (and companies with Funding programme	onal Technologica (i.e. network of un a managing auth National Contac	I platforms liversities, R&D pe lority) t Points				
Sectoral (SME) associated and National Mational	onal Technologica (i.e. network of un a managing auth e National Contac	I platforms liversities, R&D pe lority) t Points				
Sectoral (SME) asso European and Natio Innovative clusters (and companies with Funding programme Other:	onal Technologica (i.e. network of un a managing auth e National Contac	I platforms liversities, R&D pe lority) t Points				
Sectoral (SME) associated and National Mational	onal Technologica (i.e. network of un a managing auth e National Contac erce articipated in an no	I platforms liversities, R&D periority) t Points Public authorities	ramme?			
Sectoral (SME) assortion and National Innovative clusters (and companies with Funding programme Other: National ministries Chambers of commodities Other: Idave you already parages yes	erience did you henefits from 1 (mir	I platforms iversities, R&D personates Public authorities EU Funding Program [(please go to quantum) nave? nor) to 5 (major) accepted to the program of t	ramme?	e follo	owing	crite



Enhancement of the in-house know-how and skills of the member	rs				
Other:					
Collaboration & business contacts					
Set up of new collaborations and business contacts					
Improvement of R&D contacts (e.g. universities, research institute	es)				
Other:		Ш		<u> </u>	
Economic benefits				7 [
Higher competitiveness/ Increasing profitability and profits for the members					
Other:		Ш			
Internationalisation					
International collaboration with other research institutes		믜			
International business contacts with other companies		丩			
Other:		Ш			
yes no (please go to question 4.7 If yes: Which negative experience did you have? Please, rate these disadvantages from 1 (minor) to 5 (major) according Please tick the appropriate answers in the table below:	,	the f	ollowin	g crite	ria.
	1	2	3	4	5
Project related issues					
Project objectives too general / ambitious					
Complex requirements of the reporting					
Other:					
Consortium related issues					
Inefficient / insufficient communication between the partners					
Low level of interest in the project of the partners					
Other:					
Network related issues					
Low level of interest of your own staff in the project					
Limited management/administrative know-how					
Other:					
Other issues					
If you did NOT take part in any European R&D funding programmation below the reasons for this. Please rate these reasons from 1 (minor role) to 5 (major role).	me, p	oleas	e indic	ate	
	1	2	3	4	5



Administrative barriers					
Administrative barriers (e.g. bureaucracy, complicated application processes, too long time until project approval, complexity etc.)					
Financial barriers					
Low funding rate					
Difficulties in obtaining credits / furnish the required bank guarantee etc.					
External barriers					
Little information about R&D funding programmes					
Unfavourable economic conditions so that business thoughts are more related to carry out everyday activities					
Programme goals not well adapted to the specific network needs					
In-house barriers					•
Limited skills in project management					
Other		•			•
Is there an influence of European Laws/Regulations concerves yes no (please go to question) If yes: Which one(s)?		our da	ily bu	sines	s?
yes no (please <i>go to question</i> If yes: Which one(s)? Which benefits have you got from complying with regulation please tick the related options	s?				s?
yes ☐ no ☐ (please <i>go to questior</i> If yes: Which one(s)? Which benefits have you got from complying with regulation	s?	for exa	ample		s?
yes no (please go to question If yes: Which one(s)? Which benefits have you got from complying with regulation Please tick the related options Increased efficiency of the resources (meaning saving time and because of a more seamless way of managing the different dep	s?	for exa	ample		s?
yes no (please go to question If yes: Which one(s)? Which benefits have you got from complying with regulation Please tick the related options Increased efficiency of the resources (meaning saving time and because of a more seamless way of managing the different dep the productivity has improved)	s? money tartments	for exa s or be sercise	ample ecause	e	s?
yes no (please go to question If yes: Which one(s)? Which benefits have you got from complying with regulation Please tick the related options Increased efficiency of the resources (meaning saving time and because of a more seamless way of managing the different dep the productivity has improved) Increased and better network image before more stakeholders New inputs for carrying out further research activities (like a fore way the network drives its members to carry out research activity	s? money tartments	for exa s or be sercise	ample ecause	e	S?
yes no (please go to question) If yes: Which one(s)? Which benefits have you got from complying with regulation please tick the related options Increased efficiency of the resources (meaning saving time and because of a more seamless way of managing the different dep the productivity has improved) Increased and better network image before more stakeholders New inputs for carrying out further research activities (like a fore way the network drives its members to carry out research activities may become of outmost importance in the coming years	s? money fartments esight exities on to	for exa s or be ercise opics v	ample ecause e). In the	nis	
yes no (please go to question) Which benefits have you got from complying with regulation please tick the related options Increased efficiency of the resources (meaning saving time and because of a more seamless way of managing the different dep the productivity has improved) Increased and better network image before more stakeholders New inputs for carrying out further research activities (like a fore way the network drives its members to carry out research activit may become of outmost importance in the coming years Other: What are the difficulties for your network complying with the regulations)?	s? money fartments esight exities on to	for exa s or be ercise opics v	ample ecause e). In the	nis	
yes no (please go to question) If yes: Which one(s)? Which benefits have you got from complying with regulation Please tick the related options Increased efficiency of the resources (meaning saving time and because of a more seamless way of managing the different dep the productivity has improved) Increased and better network image before more stakeholders New inputs for carrying out further research activities (like a fore way the network drives its members to carry out research activit may become of outmost importance in the coming years Other: What are the difficulties for your network complying with the regulations)? Please tick the related options	s? money fartments esight exities on to	for exa s or be ercise opics v	ample ecause e). In the	nis	



	Other:				
	What is your reque		ementation of Law	s/Regulations in y	our company?
	Organisation of tra	aining measures			
	Organisation of co	aching services inc	luding e-mail newsl	etter	
	Organisation of re	gional information d	lays		
	Other:				
	To what extent do decisions? Please rate below f		_	-	
	1	2	3	4	5
4.13	If your answer wa	ıs "4" or "5" please s	specify how:		
4.14	Have you alread	y got information	concerning action	plans and guideli	nes?
	yes 🗌	no	☐ (please <i>go to q</i>	uestion 4.15)	
4.14f	If yes: Which or	ne(s)?			
	What is your requestions guidelines? Please tick the related	-	d detailed informa	tion concerning a	ction plans and
	Organisation of tra	aining measures			
	Organisation of co	aching services inc	luding e-mail newsl	etter	
	Organisation of re	gional information d	lays		
	Other:				
4.16	If your answer wa	ıs "4" or "5" please s	specify how:		
4.17		do the sectoral ne im sized enterprise no			interest of
4.18	Does your netwonetworks?	ork feel disadvanta	aged by the politic	al framework, con	trary to other

4.19 In your opinion, what are the main effects of the political initiatives?



Please tick the corresponding option

Regulation of the market	
Liberalisation of the market	
Other:	
ls your network an active member in an advisory council at European or at nationallevel?	nal
yes no	
If yes: Which ones?	
. , , , , , , , , , , , , , , , , , , ,	
Participation in European consultations (e.g. online consultation)	
Participation in European consultations (e.g. online consultation)	
Participation in European consultations (e.g. online consultation) Membership in European associations or other groupings (e.g. member of ETPs)	



Section 5: Statistical Information of the network

	Section 5: Statistical in	normation of the	ne network
5.1	What was the date of the foundation o	f the network?	
	The network was founded in the year:		
5.2	What was the foundation character of	the network? Please	tick the right answer
	The network was founded on a voluntar	ry basis	
	The birth of the network was foreseen a Research Plan or other mandatory regu		National
	Other:		
5.3	Who are the members of your network	k?	Percentage (if
	Sort of member	Number	you do not know the number)
	SMEs		
	Big companies		
	Universities		
	Research centres		
	Public bodies		
	All network partners		100 %
5.4	How is the network funded? Please sp	ecify	
	Way of funding		
	National funding schemes		
	European funding schemes		
	Members´ fees		
	Sponsorships		
	Public private partnerships (PPP)		
	Present European running projects		
5.5	Is the network direct involved in the po	olicy making process	s?
	yes 🗌 r	no 🗌	
	If yes: Which ones?		
	As external observer for giving inputs		
	As writers itself		
	As evaluator		
	Other:		

5.6 Does the network have relationships with other ones?



The network is a member of a larger one	
The network is the National Platform of a European one	
Other:	
Vhat kind of activities does the network carry out and what kindeliver?	d of serv
Pure joint research activities using common facilities	
Policy lobbying / writing	
Organisation of brokerage events/company missions/training courses	
Promotion of the companies associated	
Support in writing R&D projects	
Organisation of evaluation sessions of project proposals before they are really submitted	
Promotion of technology offers in the domestic market and abroad using for example newsletters and / or alerts	
Promotion of technology requests in the domestic market and abroad using for example newsletters and / or alerts	
Partner search	
Other:	

Final comments:

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Questionnaire for R&D institutes

Project summary

POSMETRANS is a Coordination and Support Action funded by the European Commission within the scope of the Seventh Framework Programme (FP 7). It aims at promoting sustainable surface transport by providing policy support for innovative technologies and processes in transport.

On the basis of an international network consisting of six partners from five different countries, POSMETRANS will explore the efficiency of European policy measures for innovation in the transport sector with special focus on Small- and Medium sized Enterprises (SMEs).

Our strategy

POSMETRANS partners are convinced that an improvement of the current situation in surface transport goes through the elaboration of a conceptual framework for European policy makers. After innovative technologies and policy measures are identified, a Strengths, Weaknesses, Opportunities and Threats (SWOT) analysis will be performed by interviewing innovative key players. Best practice will be thus identified and then validated by an expert panel. This will lead to the elaboration of recommendations to the European Commission.

POSMETRANS Survey

One of the most important part of the POSMETRANS survey is the development of four different questionnaires adapted to different key players (e.g. companies, RTD institutes, networks and organisations/institutions like public bodies).

Main objectives

The main objectives of the POSMETRANS survey are to get answers concerning the following questions:

- 1. How does innovation spread into the market?
- 2. How is the influence of networks on the stimulation of the innovation process?
- 3. How is the impact of European and national policy measures?

Table of contents

The questionnaire consists of different sections:

Section 1: Institute data

Section 2: Technology profile

Section 3: Diffusion of innovation

Section 4: Role of networks

Section 5: Impact of European and National Policies

Section 6. Statistical information of the institute

Section 1: Institute data

Name of the institute:	
Street:	
Town:	
Representative's name:	
Position:	
Email:	
Phone:	
Fax:	
Website:	
Date of interview:	
Interviewer's name:	
The questionnaire was a	administered by:
Personal inte	rview (face-to-face)
☐ Telephone ir	nterview
☐ By mail	



Section 2: Technology profile

2. Which innovative technology mentioned below does your institute develop?

Please rate the technologies listed below from 1 (insignificant) to 5 (major role).

Please tick the appropriate answers:

Note: Please do not tick if the listed technology is not relevant for your daily business

	1	2	3	4	5
ICT					
- Driver-assistance Systems (ACC;ESP)					
- e-Learning					
- Monitoring (on board computer)					
- Transport optimising					
-					
GREENING					
- Electric-drive related technologies (e.g. hybrid; parallel hybrid; battery)					
- The usage of alternative fuels (e.g. natural gas; hydrogen; bio fuels)					
-					
CO-MODALITY					
- Integrated ticketing					
- New generation of intermodal terminals					
- RFID, electronic seals, scanning techniques, automation of administrative					
compliance					
- Logistics-platforms (e.g. TIMOCOM, Box24, Logintrans)					
-					
SAFETY & SECURITY					
- Personal means of transport and cargo excess control (e. g. barcode					
systems)					
- Location tracking and monitoring systems (e. g. application with GPS;					
video systems ;RFID; traffic security camera)					
- Safety Systems (dangerous goods monitoring systems)	Щ	Щ			닏
-	Ш	Ш	Ш	Ш	Ш
Other:					
-					
-					
-					
-					



Section 3: Diffusion of innovation

1	2	3	4			
How do you get in	formation concer	ning innovation?				
Direct contact to the	ne EU commission	and/or national minist	ries			
Constant research	in scientific journa	als				
Visit of conference	s, workshops or s	eminars				
Visit of trade fairs a	and exhibitions					
Membership in net	tworks and / or inn	ovative clusters				
Relationships with	universities and /	or other research cent	res			
Other:						
Attendance to train	ning courses					
Constant in-house						
Adoption of e-learr	ning software in th	e institute				
Other:						
What is your motiv	ation for innovat	ion?		1	2	3
	Fa	actors for innovation		•		
		a innovation in Furone				
Leading research i	institute concernin	g innovation in Europe			П	
Leading research i	institute concernin	g imovation in Europe		ΙШ		
Incentive tax						
Incentive tax Customers' deman	nds					
	Fa			1	2	
ncentive tax Customers' demar	nds					
Incentive tax Customers' demar Public funds Need to increase t	nds					
Incentive tax Customers' demar Public funds Need to increase t Other:	nds the publicity of the					

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appropriate answers:

Please rate the obstacles listed below from 1 (insignificant) to 5 (major role) and tick the



		1	2	3	4	5
	Skills and know-how					
	Lack of qualified personnel					
	Do not know R&D performers to whom ask for help (for example Universities and other research centres)					
	Other:					
	Financial barriers					
	Lack of internal co-financing					
	Difficult access to Venture Capital					
	Other:					
	Funding programmes related barriers		•			•
	Insufficient access to information on R&D funding programmes and awareness of the right and most appropriate ones					
	Lack of time and/or internal resources to dedicate to the writing projects and to the management					
	Other:					
	External barriers					
	Difficulties in finding cooperation partners					
	Other:					
	Other:					
	The equipment is too old					
3.7	Do you have an innovation strategy/process implemented in your yes no	inst	itute	?		
3.8	If yes: How does it look like?					
3.9	Why do innovations sometimes just remain ideas and are not solor new services) or implemented (in case of process innovations)		case	of p	rodu	cts
3.10	Do you make your research results public and so available to thir	d pa	rties	?		
3.10.1	yes no lf yes, which channels do you use?					
	Publication of scientific articles	\perp		\Box		
	Purchase of copyrights					
	Lecturers and /or technical seminars					



Dissemination through the web site	
Other:	

Section 4: Role of networks 4.1 Does your institution participate in any network? ves \square no \square 4.2 If yes in how many? ≤3 □ >3 Which ones: 4.3 If no, do you think of dedicating some resources concerning the collaboration in a network? ves \square no \square 4.4 What are your demands concerning network services? Please rate the answers listed below from 1 (insignificant) to 5 (major role) and tick the appropriate answers: 5 3 Demands of network services and support for innovation Provide information on technological trends Information in regard of new national & European policies (e.g. regulations, laws) Information in regard of funding options Support implementation of mandatory policies Support tools for innovation (e.g. own research facilities, innovation consultancy) Support of market entry of innovative services and/or products Getting new contacts (R&D and/or business cooperation) Communication channel for policies / political lobbying Trainings (innovation, risk management, Intellectual Property Rights) Working groups on specific themes Other: 4.5 Which services does your institute use and what are the advantages for your institution being a member of the network?

part of our strategy:

Please rate the answers listed below from 1=service is not available, 2=service is available but not used, 3= service is used on demand, 4= service is used continuously, 5=service is



	Actual used ser	rvices and suppor	rt for innovat	tion				
Get information on technological trends								
Information in regaregulations, laws)	es (e.g.							
Information in rega	rd of funding optic	ons						
Support implement	ation of mandator	y policies						
Support tools for in research facilities, i			tary					
Support of market	entry of innovative	products						
Getting new contact	cts (R&D and/or b	ousiness cooperation	on)					
Communication cha	annel for policies	/ political lobbying						
Trainings (innovation Rights)	on, risk managem	ent, Intellectual Pro	pperty					
Working groups on	specific themes							
Other:								
rour opinion? Please rate below fro	, ,	, , , , ,	, I				,	
	2	3	4		ntry c	of inn		ve
Please rate below from	2 networks conce	3 rning the support	for the mark	ket er	-	of inn	ovat	ve
1 How important are products and servi	networks conce ces in your opini om 1 (insignificant	3 rning the support ion? t) to 5 (very importa	for the mark	ket er	-	of inn	ovat	ve
low important are products and serviplease rate below from 1	networks conce ces in your opiniom 1 (insignificant	3 rning the support ion? t) to 5 (very importa	for the mark	ket er	pprop	of inn	ovat	ve
low important are products and serviplease rate below from 1	networks conceces in your opiniom 1 (insignificant	3 rning the support ion? t) to 5 (very importate) 3 Uropean and European or nation	for the mark ant) and tick to 4 National ponal funding	he ap	pprop	of inn	ovat item:	ive
How important are products and servi Please rate below from 1 Section 5: I	networks conceces in your opiniom 1 (insignificant	3 rning the support ion? t) to 5 (very importate) 3 Uropean and European or nation	for the mark ant) and tick to 4 National ponal funding	he ap	pprop	of inn	ovatitem:	ive
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4.6

4.7

5.1

5.2

5.3

5.4

What kind of policy does affect your daily business and to what extent?
Please rate below from 1 (insignificant) to 5 (very important) and tick the appropriate item:



	1	2	3	4	5	
Impact of policies on daily business & innovation p	roce					
Funding programmes						
Law/Regulation (= mandatory)						
Action plans/Guidelines (= not mandatory)						
Which information channel is relevant for your institution? Please rate below from 1 (insignificant) to 5 (very important) and tick t						
	1	2	3	4	5	
Networks						
European and National Technological platforms	片	_			긤	
Innovative clusters (i.e. network of universities, other R&D performers)						
Funding programme National Contact Points						
Other:						
Public authorities						
EU Commission						
National ministries						
Other:						
Have you already participated in an EU Funding Programme? yes ☐ no ☐ (please <i>go to question 5.9</i>)						
Which positive experience did you have? Please, rate these benefits from 1 (minor) to 5 (major) according to the following criteria. Please tick the appropriate answers in the table below:						
	1	2	3	4	5	
Skills and know-how						
Enhancement of in-house know-how and skills	부	브	닏	닏		
Availability of complementary lab facilities to use for R&D activities	뿌		$\frac{1}{1}$			
Other:	111	\Box	$ \sqcup $	\sqcup	$\sqcup \sqcup \sqcup$	
				1		
Collaboration & business contacts						
Collaboration & business contacts Set up of new collaborations and business contacts Improvement of R&D contacts (e.g. universities, research institutes)						



	Other:					
	Economic benefits					
	Increased profits by purchasing the know-how acquired					
	Other:					
	Internationalisation					
	International collaboration with other research institutes					
	International business contacts with other companies					
	Other:					
5.8	Do you have any negative experience? yes ☐ no ☐ (please go to question 5.5)	9)				
	If yes: Which negative experience do you have? Please, rate these disadvantages from 1 (minor) to 5 (major) accor Please tick the appropriate answers in the table below:	ding to	the fo	ollowin	g crite	ria.
		1	2	3	4	5
	Project related issues	•	•	•	'	
	Project objectives too general / ambitious					
	Complex requirements of the reporting					
	Other:					
	Consortium related issues	<u> </u>				
	Inefficient / insufficient communication between the partners					
	Low level of interest in the project of the partners					
	Other:					
	Institution related issues					
	Low level of interest of your own staff in the project					
	Limited management/administrative know-how		П			
	Other:			П		
	Other issues					
	Other issues	П	П			
	If you did NOT take part in any European R&D funding program below the reasons for this. Please rate these reasons from 1 (minor role) to 5 (major role).	mme,	olease	indic	ate	
		1	2	3	4	5
	Administrative barriers					
	Administrative barriers (e.g. bureaucracy, complicated application processes, too long time until project approval, complexity etc.)					
	Financial barriers					
	Low funding rate					
	Difficulties in obtaining credits / furnish the required bank guarantee etc.					



	External barriers					
ľ	Little information about funding programmes					
-	Unfavourable economic conditions so that business thoughts are more related to carry out everyday activities					
	Programme goals not well adapted to our specific needs					
Ī	In-house barriers	<u> </u>			•	
	Limited skills in project management					
	Other					
5.10	Is there an influence of European Laws/Regulations concern yes no (please go to question 5.2) If yes: Which one(s)?		our da	ily bu	siness	6?
5.11	In your opinion, what are the main effects of the political initi	atives	?			
	Regulation of the market					
	Liberalisation of the market					
	Other:					
5.12	Is your institute an active member in an advisory council at E level? yes no	Europ∙	ean or	at na	tional	
5.13.1	If yes: Which ones?					
	Participation in European consultations (e.g. online consultation	١				
	Membership in European associations or other groupings (e.g. r		er of F	TPs)		
	Membership in national associations (e.g. member of a research					
	Other:			-/		
	Section 6: Statistical Information of the	ins	titut	е		
6.1	How many people does your institute employ?					
	less than 10 less than 50 less than 250					



		more than 250
6.2	Where	do you mainly operate?
		at a regional level at a national level at a European level at a worldwide level

Final comments: