

European Symposium on Synergies between EU funding for defence and dual use research and innovation 3rd & 4th October 2018, Seville

UNMANNED AERIAL PLATFORMS AND RELATED TECHNOLOGY

The advertisement features a large, sleek black and red HAASTA aerial target drone in flight against a blue sky with clouds. In the background, a control room with multiple monitors and a black truck with a crane lifting a smaller orange drone are visible. The background is overlaid with a blue digital grid and binary code.

EUROTECH
Advanced Technology Products

CREATIVE SOLUTIONS
RELIABLE PARTNER
PEOPLE WITH PASSION FOR CREATION

HAASTA AERIAL TARGET DRONE
UNDER DEVELOPMENT

VERMIN AERIAL TARGET SYSTEM

Janusz Michalcewicz, President/CEO Company: EUROTECH Sp. z o.o.

Eurotech offer design and production of CUSTOM MADE advanced technology products and systems. The company provide complex service from conceptual design through production to maintenance and service, delivers high quality wide range of products and services:

- Unmanned Aircraft Platforms, Aerial Target Systems and Avionics
- Custom Electronics - measurement, control and data acquisition systems
- Mobile Equipment and Components for Oilfield industry

One of Eurotech's priorities is the permanent development through active participation in research projects dealing with novel, promising technologies. Eurotech has established a strong collaboration with Polish and foreign academic research and industrial centers.

The company provide complex service from conceptual design through production to maintenance and service.

Established in: **2001**

Employees: **>65**

Plant surface: **2400 m²**

Address: **EUROTECH Sp. z o.o.**

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Business context

- *EUROTECH ENCOURAGE EUROPEAN and POLISH ENVIROMENTAL for SME*
- Problem with actual enforcement of patent rights in Asia – too high cost of exact for SME
- Problem with obtaining financial support for useful/close to market technologies in UE and Poland.
- Many experts, who evaluate application, believe, that products which use synergy of technology are not innovative – results in no funding
- Co-financing is needed for SME to develop high reliability and usability products.
- Difficult dialogue with MOD due to confidentiality procedures - lack of knowledge about real needs and products to be developed.

EUROTECH CHALLENGES

- Sales of own brand products on the European market, which is dominated by global corporations.
- Quickness and innovation in the production of useful products and technologies that have the chance for implementation and earning money for further investments.

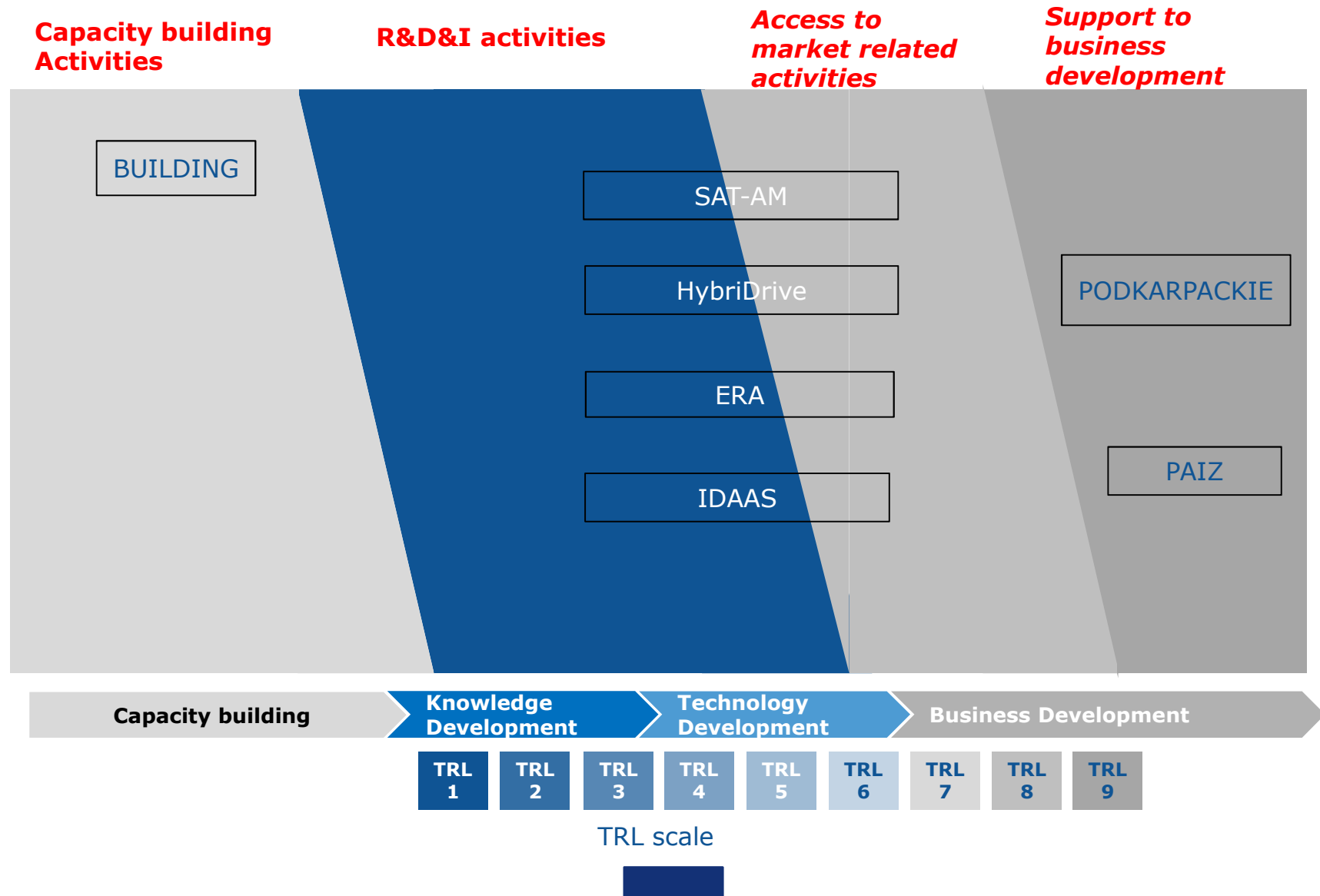


Projects in which the company is involved in → the funding ecosystem

- *FP/Horizon projects* – **SAT-AM in CleanSky II**
 - **Motivations:** development of aircraft structure technology manufacturing
 - **Difficulties encountered:** long time of decision process
- *Structural funds (ERDF, ESF)* – **INNOLOT - Polish Program (HybriDrive and IDAAS projects)**
 - **Motivations:** development of aviation technology
 - **Difficulties encountered:** only civil technology was supported
- *European Defence Fund* – **ERA (Enhanced RPAS Automation)**
 - **Motivations:** development of dual USE TECHNOLOGY
 - **Difficulties encountered:** long time of decision process
- *Financial instruments* – **BUILDING (in 2009)**
 - **Motivations:** availability of support for building and machines
 - **Difficulties encountered:** difficulties with receiving support
- *Other (private or national)* – **PODKARPACKIE, PAIZ**



Overview of public support received by the company



Main messages and points for discussion

- It is difficult to obtain money for useful/close to market technologies, which would give SME an opportunity to increase sales and revenues.
Co-financing is intended mainly for breakthrough technologies.



- It is difficult to expect that the SMEs will create breakthrough technologies such as Global Enterprises.
- For Dual-Use technologies, the financing program should be launched for Medium-Sized Enterprises to support development of useful products and promotion of synergy of existing technologies.
- Medium Enterprises (ME) have resources (experienced specialists, technologies, machines, facilities) to develop useful products/close to market technology for Dual-Use market.



DUAL-USE TECHNOLOGIES



THANK YOU FOR ATTENTION