

Proposal acronym: MANUNET II

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on new processes, adaptive manufacturing systems and the factory of the future

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## **5.4 Impact Assessment**

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#### 1. EXECUTIVE SUMMARY

After 9 years of network activities MANUNET has looked back to its performance, analysing the coordination of the network and the impact that its calls have had in the RTD community.

The result of the analysis not only has shown the general success of the network, but also has identified barriers for further success.

MANUNET is a **mature and experienced** platform which has succeeded launching calls every year since 2007. Despite the economic crisis MANUNET has provided a regular funding opportunity to the manufacturing industry. It has been able to mobilise 211 M€ in R&I expenditure of which 121 M€ are national/regional public funding.

MANUNET is a very **well managed and coordinated network**. The network activities and its management (adequacy of the consortium, quality of leadership, flow of information, governance, etc.) are considered an asset by the partners and associated partners of the network.

Very **high SME involvement** in calls: 80% of the MANUNET beneficiaries are SMEs. MANUNET fulfils this way one of its main goals which is to support industry and particularly SMEs, by designing calls tailored made for them.

It is a **complementary tool to other funding instruments**. MANUNET provides a programme halfway between Framework Programme and the national/regional funding programmes supporting projects close to market, with small consortia, simple submission and evaluation processes, with national/regional advisors available, with a consistent timeline and a higher success rate.

Funding agencies involved in MANUNET consider that MANUNET **demonstrates a clear added value** for both call applicants and regional/national programmes. Considering the need for an international network, MANUNET offers SMEs a space for innovation and boosts international cooperation not only for the RTD community but also for funding agencies.

The evaluation has also detected areas where there is still room for improvement.

**Increase dialogue with policy makers** in order to foster the feedback between national/regional programmes and MANUNET. Consequently mutual learning exchange could be encouraged and changes in funding programmes could be implemented.

Intensify efforts in the monitoring and follow-up of funded projects. The joint monitoring system should cover the follow-up of projects from financial to technical



point of view paying special attention to the exploitation of the results. Having an updated monitoring system is crucial for statistical analysis, promotion and a better understanding of projects performance.

Increase the **strategic relevance of the network** both at national and European level. This objective could be achieved by increasing the commitment of national /regional policy makers in MANUNET activities and by intensifying the cooperation with European Technology Platforms



#### 2. APPROACH AND METHODOLOGY

## **Background**

MANUNET is a network of regional and national agencies working since 2006 that use their own funding programmes to fund transnational research and development projects performed by companies, preferably SMEs, research centres and universities in the field of Manufacturing.

The strategic objectives of the network are to foster cooperation among manufacturing partners, to support R&D active SMEs and their strategic partners and to improve and accelerate knowledge and technology transfer.

The network has two main characteristics that since the very beginning differenced the initiative from other networks.

The focus on regional research policies, understanding that not only they were going to contribute strongly to European policy on regional development, but also to the European Research Area (ERA) providing an understanding of regional research systems and their industry environment. 14 regional R&I support programmes joined the initiative.

The *special support to the SMEs*. Despite the evolution of RTD Framework Programme's towards the support to SMEs, this framework still is a difficult scenario for them. MANUNET provides a complementary programme halfway between Framework Programme and the national/regional funding programmes to support smaller projects close to the market.

MANUNET offers annual transnational calls for collaborative projects providing a regular funding opportunity to the advanced manufacturing industries, especially SMEs.

## Scope of the evaluation

The main objective of the evaluation is to measure the impact of the network and its activities, especially the calls for transnational projects. Moreover, the outcome of the evaluation will allow MANUNET consortium to gain knowledge with a view to a future collaboration. Best practices and measures to improve the network will be implemented in the future ERA-NET Co-fund in advanced manufacturing.

The evaluation has been focused on MANUNET II for the period between 2011 and 2015. However, an analysis of previous years (2006-2010) has been included in order to have a holistic approach.

The evaluation was carried out between May 2015 and January 2016. The next table shows the time schedule followed to perform the task:



Draft of questionnaire	May-Jun 2015
On line survey	Mid June – September 2015
Data analysis	September 2015
Survey analysis	September - October- November 2015
Drafting and approval of final report	December- January 2016

#### **Data sources**

The evaluation is based on data from two main sources:

- 1. For statistical analysis, MANUNET project documentation and statistical data were collected, checked and analysed.
- 2. For impact analysis of agencies and beneficiaries, a web survey was addressed to 1952 MANUNET applicants and 30 partner organisations.

Two different questionnaires were designed for the two target groups.

- Questionnaire for applicants comprised three different sets of questions related to (1) the call procedure, (2) the transnational collaboration and (3) the impact and benefits obtained through the projects.
- Questionnaire for funding partner organisations included questions regarding

   (1) the ERA-NET instrument, (2) MANUNET in general terms, (3) the efficiency
   of the network, (4) calls for proposals, (5) operability of MANUNET and (6) the
   future of the network.

For a full version of the questionnaires please see the appendix.

Any question could be answered from 'Clearly YES/Strongly agree' (5) to 'Clearly NO/Strongly disagree' (1). Consequently, each item can be rated from a minimum of 1 to a maximum of 5. Some statements are highlighted according to the criteria below:

- Rate above 4 Positive
- Rate around 3,5 Neutral
- Rate below 3,2 Negative



#### 3. STATISTICAL ANALYSIS OF JOINT CALLS

The statistical analysis comprises data from MANUNET I and MANUNET II (2007 - 2015). MANUNET II is already organising a last call (Call 2016). Not all the data from this call was available at the stage of the impact assessment. However, some information related to the number of countries/regions participating in the call and the preliminary budget committed has been confirmed and included in this analysis.

The statistical analysis of joint calls covers the following aspects:

- Funding organisations in joint calls
- Budget committed and actual public investment
- Number of pre-proposals, proposals and funded projects
- Success rate
- Types of actors

#### Funding organisations in joint calls

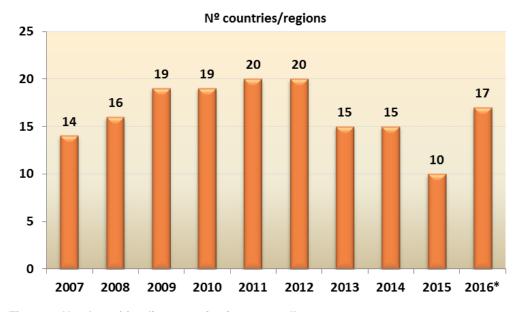


Figure 1. Number of funding organisations per call

The above figure shows the number of funding agencies participating in MANUNET calls since 2007. The highest participation occurred in 2011 and 2012 with 20 countries and regions. After 2015, the year with the smallest participation, there has been an important increase in the 2016 call where 17 countries and regions have confirmed its participation. The main reasons given by the countries and regions for not being involved in calls have been firstly the lack of funding available and secondly not having enough critical mass.



	2007	2008	2009	2010	2011	2012	2013	2014	2015	Total
Asturias				Χ	Χ	Χ	Χ	Χ	Χ	6
Austria			Χ	Χ						2
Basque Country	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ	9
Catalonia	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ	9
Estonia	Χ	Χ	Χ	Χ	Χ					5
Finland	Χ					Χ	Χ	Χ		4
Flanders	Χ	Χ	Χ							3
France	Χ	Χ	Χ	Χ	Χ	Χ				6
France-Comté					Χ	Χ				2
Gelderland (East Neatherlands)	Х	Х								2
Germany			X		Χ	X	Χ	Χ	X	6
Iceland							Χ	Χ	Χ	3
Israel				Χ	Χ	Χ		Χ		4
Lower Austria	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ	9
Luxembourg					Χ	Χ	Χ	Χ		4
Navarra	Χ	Χ	Χ	Χ	Χ	Χ				6
Nord-Pas de Calais								Χ		1
North Rhine Westfalia	Χ	Χ	Χ							3
Northern Ireland	Χ	Χ	Χ	Χ	Χ	Χ	Χ			7
Piedmont	Χ	Χ	Χ	Χ	Χ	Χ				6
Portugal							Χ			1
Romania		Χ	Χ	Χ	Χ	Χ		Χ	Χ	7
Slovakia	Χ	Χ	Χ	Χ	Χ	Χ	Χ	Χ		8
Slovenia	Χ	Χ	Χ	Χ						4
Spain		Χ								1
Switzerland			Χ	Χ	Χ	Χ	Χ	Χ	Χ	7
Turkey				Χ	Χ	Χ	Χ	Χ	Χ	6
Tuscany		Χ	Χ	Χ	Χ	Χ				5
Wallonia			Χ	Χ	Χ	Χ	Χ	Χ	Χ	7
Western Greece			Χ	Χ	Χ	Χ	Χ			5
Figure 2 Participating on			iana in	RA A BII IB	IET (20)	07 2045				

Figure 2 Participating countries and regions in MANUNET (2007-2015)



#### pre-committed (M€) real funding (M€) 30 27 25 21 20,5 20,5 19,5 20 8,3 16,7 15,3 15 13,8 15 13,2 12 10,5 10 10 5 0 2007 2009 2010 2011 2012 2013 2008 2014 2015 2016\*

#### Budget committed and actual public investment

Figure 3. Financial commitment and real funding per call

The above figure illustrates the fluctuation in pre-committed budget and real funding during the years. The variations in pre-committed budget go mostly accordingly with the number of participating countries with the exception of 2009 which had the maximum budget and 19 countries. Since then there has been a decline, more intense in 2011 and in 2015 with some uptake in 2012 and 2014.

The overall ratio between real funding and pre-committed budget is 64%. Taking only MANUNET II this ratio is lower, 49%.



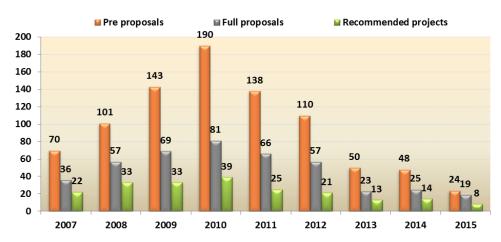


Figure 4. Number of pre-proposals, full proposals and projects recommended for funding per call



After 9 calls, MANUNET has accumulated a total number of 874 proposals received of which 208 were finally recommended for funding.

The number of funded projects per call varies from a peak of 39 projects funded in 2010 to 8 in 2015. It is remarkable the large number of participants in 2010 comparing with 2009 and 2011 when the number of countries involved and the budgets committed were similar (or even higher). In the rest it can be observed a logical relation between countries participating and pre and full proposals presented and funded projects. The decrease in countries in 2013 and 2014 led to a substantially lower number of proposals and the same can be said regarding the 2015 call when the number of countries fell to 10.

As can be observed in the figure below some countries/regions dominate: Piedmont has funded 108 projects although it has not taken part in all calls. Basque Country with 77 and Romania with 39 follows.

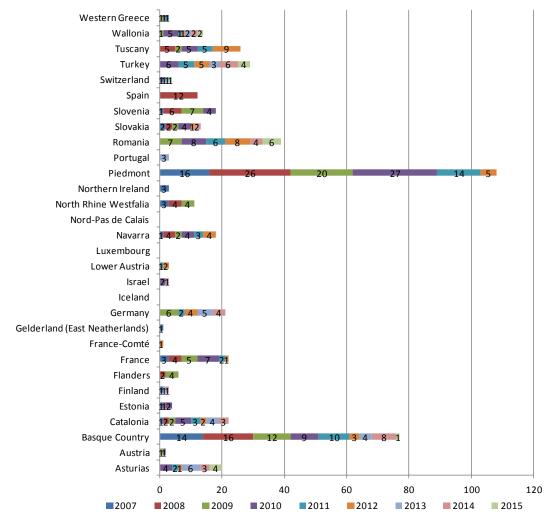


Figure 5. Number of projects recommended for funding by country/region



#### Success rate

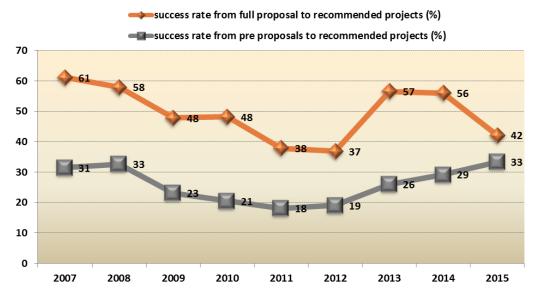


Figure 6. Success rates per call

The graph shows the success rate of a project proposal from two different perspectives: from full proposal to recommended project and from pre proposal to recommended project.

In the first case, the average success rate is 45%. This is a high success rate in comparison with the success rate obtained the first year of Horizon 2020 that was around 14%.

Success rates dropped under 40% in 2011 and 2012. A higher application rate combined with an unbalanced budget commitments between countries can be the main reasons for this decrease.



#### Types of actors

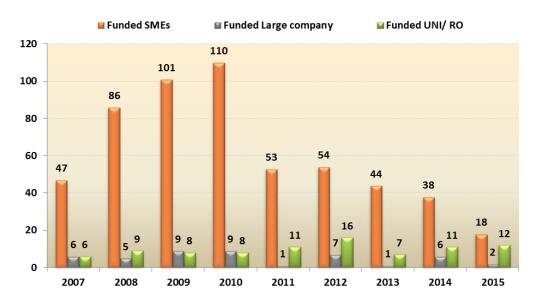


Figure 7. Number of beneficiaries per type of organisation per call

The figure above shows the number of beneficiaries per type of organisation. It is remarkable how clearly SMEs dominate, reaching the 80% in number of participations. The number and percentage of funded SMEs was higher in the first years of MANUNET (2007-2010) and decreased during MANUNET II. The reduction in committed budgets on the one hand and the economical crisis on the other are the probable reasons for this fact. Nevertheless, from 2011 to 2015, SMEs were the 73% of funded beneficiaries, which shows clearly how despite these difficult years MANUNET has been proved as a suitable funding instrument for SMEs.



#### 4. FEEDBACK FROM APPLICANTS

The consortium conducted reviews among applicants to the calls from 2007 until 2014. The questionnaire was addressed to the entire stakeholder group of applicants; both to funded and rejected partners (in total 1952). The total number of responses received was 464, 314 of them complete.

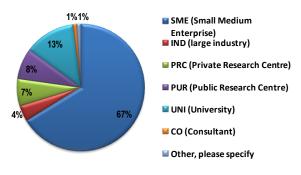
Results of the evaluation should measure on the one hand whether MANUNET calls are effective and on the other hand how the participation in MANUNET has impacted to the beneficiaries.

Main topics of the call feedback were:

- Call procedure
- Transnational collaboration, attractiveness of MANUNET as a funding instrument
- Projects impact

#### Identifying survey respondents

The respondent profile according to type of organisation is shown in the picture below. There is a majority of SMEs, 67% while 15% are public or private research centres and 13% universities. This distribution follows quite accurately the same distribution that has followed the participation in joint calls.



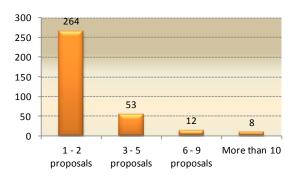


Figure 8. Survey respondents' profile

A 78% of them have been involved in 1-2 proposals, 16% in 3 to 5 and less than 10% in more than 5.

Respondents were from 27 different countries but the participation in the survey was not evenly distributed. Participants were mainly from Romania and Piedmont (Italy) although other countries and regions are also highly represented (Basque Country, Turkey, Germany, Tuscany, Asturias and Catalonia).

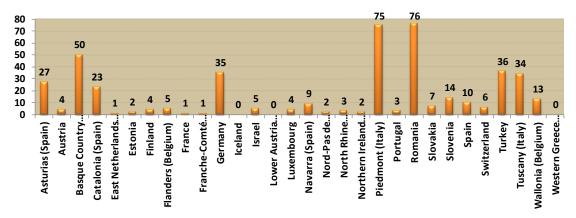


Figure 9. Number of respondents per country/region

#### Call procedure

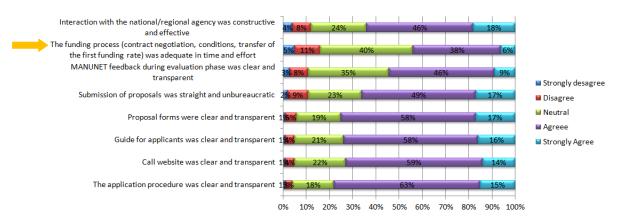


Figure 10. Assessment of the call procedure

The overall impression applicants have about the operation of joint calls is predominantly positive.

Proposal forms, guide for applicants, call website and application procedure are rated above 3.8. About 75% of applicants consider they are clear and transparent.

They were slightly less enthusiastic about the funding process including contract negotiations, conditions and timing of money transfer. The rating is neutral (3.29) but is worse compared with the rest of the items in this section. Less than 50% think the funding process is adequate.



#### Transnational collaboration

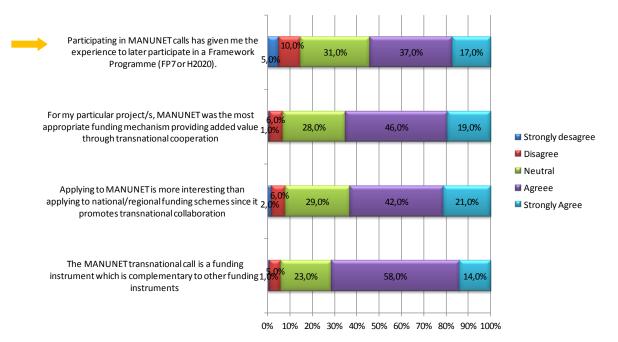


Figure 11. Assessment of the international collaboration in MANUNET

MANUNET is predominantly judged as an appropriate tool and complementary to other funding instruments (from 65% to 72% agree with this statements). Nearly the same applies to the perception of MANUNET as a more interesting instrument than national/regional ones considering that promotes transnational collaboration (63% agree).

Slightly less positive is the applicants' opinion about whether MANUNET has provided them with the experience to later participate in a Framework Programme. 54% agree while 46% don't agree or have a neutral opinion.

#### Impact of projects

#### Technical results

75% of respondents have obtained some kind of result after ending a MANUNET project. The type of result has been most commonly a product (30%), process (30%) or method (18%) although outcomes like services, equipment or others such us patents, publications or prototypes have also occurred.



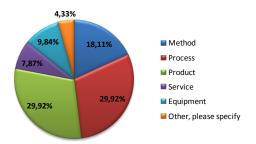


Figure 12. Types of results obtained after a MANUNET project

Some figures obtained from the survey (considering the 128 applicants with funded projects that answered the question) are shown in the next table:

Invention notifications submitted/patent applications filled	44					
License agreement reached	16					
Patent granted	25					
Publications in peer reviewed scientific journals	246					
Citations in publications	>265					
Degrees (master, doctoral) achieved	68					
Presentations in seminars and conferences done						

#### **Economic effects**

According to the results of the survey it can be said that participating in MANUNET has impacted very positively on the involved companies. In most of the cases the project has led to an increase in R&D expenses and personnel and/or has resulted in new business opportunities or access to know how.



The answers related to these questions are integrated in the following table:

65% increased their R&D expenses

66% increased their R&D personnel

46% allowed the non-permanent personnel recruited during the project to

41% experimented an increase in turnover

73% of the cases resulted in business opportunities

92% of the cases resulted in access to know-how

It is also a remarkable impact that 61% of the beneficiaries pointed that the outcome of the project has been commercialized as is depicted in the figure below:

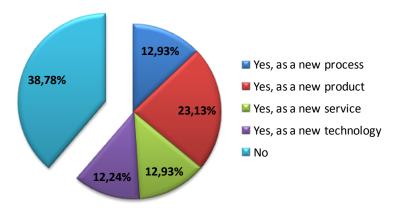


Figure 13. Commercialisation of project results

In 47% of the cases project results have reached the market in a short time after the end of the project (0-2 years).



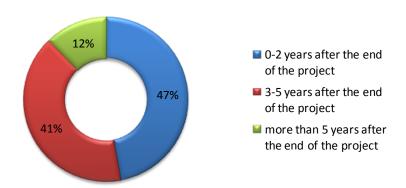


Figure 14. Time frame for commercialisation

Another additional benefit is that in 58 % of cases these results have led to access to new markets.

On the other hand 3 spin-offs have been founded as a result of MANUNET projects according to the survey.

#### Transnational benefit

Transnational benefit has been measured in terms of continuation of the cooperation and/or establishment of other ways of collaboration.

After the end of the project in 83% of cases results led to in-house application or generated a follow-up project.



Figure 15. Continuation of the cooperation

In 57 % of the cases the MANUNET consortium (or at least part of it) applied for a follow-up project to different funding schemes including other ERA-NETs and also EU Framework Programme.



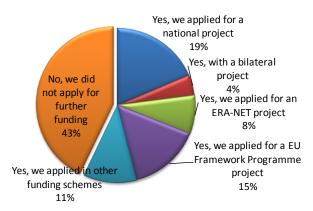


Figure 16. Follow-up projects

Regarding the collaboration, in 87 % of the cases they continued cooperating in different ways: on the same topic, on a different topic, with the whole consortium or only with part of it.



### 5. FUNDING ORGANISATION'S POINT OF VIEW

The on-line questionnaire was addressed to the network members (partners or associated partners) of both MANUNET and MANUNET II, 30 in total.

In order to have a complete evaluation of the network it is important to have the feedback of the partners regarding processes and procedures; what should be improved and what is working well.

#### Identifying survey respondents

There were 23 responses (21 complete and 2 incomplete) from 30 organisations asked, from which 74 % are programme owner and manager and 26 % only programme manager.

Approximately half of them (52%) use structural funds in their funding programmes.

It is an experienced consortium with sound knowledge of ERA-NET scheme as they all have been involved in more than one ERA-NET. Moreover, about 50% have participated in more than 6 ERA-NET projects.

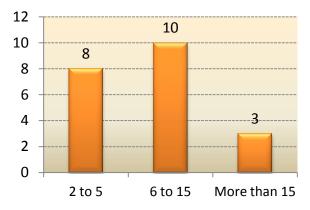


Figure 17. Survey respondents' experience in ERA-NETs

#### **Network**

#### Map of collaborations

Funding agencies indicated which were the 3 countries/regions with the ones their country/region collaborated the most. The answers have been collected and illustrated in the map below:



			untry		rlands					omté				tria	rg		de Calais	North Rhine Westphalia	reland							ō				ireece
	Asturias	Austria	Basque Country	Catalonia	East Netherlands	Estonia	Finland	Flanders	France	Franche-Comté	Germany	Iceland	Israel	Lower Austria	Luxembourg	Navarra	Nord-Pas de Calais	North Rhin	Northern Ireland	Piedmont	Portugal	Romania	Slovakia	Slovenia	Spain	Switzerland	Turkey	Tuscany	Wallonia	Western Greece
Asturias																				Χ							Χ			
Austria																														
Basque Country											Χ									Χ							Χ			
Catalonia			Χ								Χ									Χ								i		
East Netherlands																														
Estonia																														
Finland	Χ										Χ																		П	
Flanders																														
France																				Χ					Χ				Χ	
Franche-Comté																													$\Box$	
Germany			Χ	Χ																						Χ			П	
Iceland																													П	
Israel																														
Lower Austria																														
Luxembourg											Χ											Χ							Χ	
Navarra																				Χ		Χ						Х		
Nord-Pas de Calais									Χ																				Χ	
North Rhine Westphalia																													$\Box$	
Northern Ireland																													П	
Piedmont			Χ																			Χ		Χ					$\Box$	
Portugal	Χ		Χ																										$\Box$	
Romania			Χ	Χ																							Χ		П	
Slovakia																													$\Box$	
Slovenia			Х	Χ																Χ										
Spain																														
Switzerland											Χ									Χ								Χ		
Turkey			Х																	Χ		Χ								
Tuscany				Χ																		Χ					Х			
Wallonia	Χ										Χ											Χ						П		
Western Greece																														

Figure 18. Map of most usual collaborations between countries

It is not a complete map because some countries/regions are missing but it gives an idea of which have been the most fruitful combinations of countries/regions collaborating. Piedmont, Basque Country, Romania or Germany are the ones more selected.



#### Era-net instrument

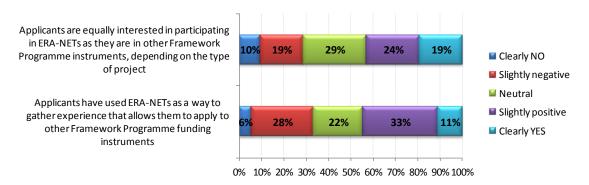


Figure 19. Assessment of the Era-net instrument

According to the funding organisations ERA-NET does not arises as much interest as other Framework Programme instruments. 42% think applicants are equally interested while 58% think they aren't or have a neutral opinion.

ERA-NET instrument is not clearly perceived by funding organisations as a way for applicants to gather experience to apply to other Framework Programme instruments. 44% of respondents endorse this statement.

MANUNET in general terms

#### Is MANUNET complementary to other transnational funding instruments...

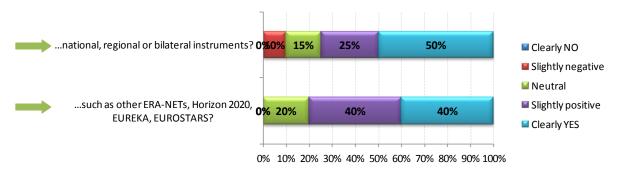


Figure 20. Complementarity of MANUNET to other transnational funding instruments

MANUNET is clearly judged complementary to other transnational funding instruments (both national and European funding instruments).

It is remarkable that this complementarity is more appreciated by funding agencies than by applicants.



# Does the cooperation of MANUNET with the European industry and RTD community work well...

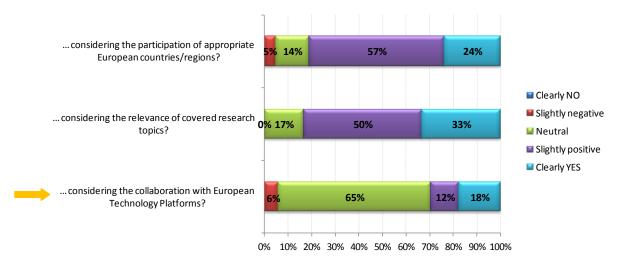


Figure 21. Assessment of the cooperation of MANUNET with the European industry and RTD community

The cooperation of MANUNET with the European industry and RTD community is judged positive, particularly in terms of participation of relevant countries/regions and the relevance of covered research topics.

However, according to respondents' opinion the collaboration with European Technology Platforms has room for improvement. 65% assess this collaboration neutral and 6% tend to a negative appraisal.

#### Does MANUNET demonstrate added value...

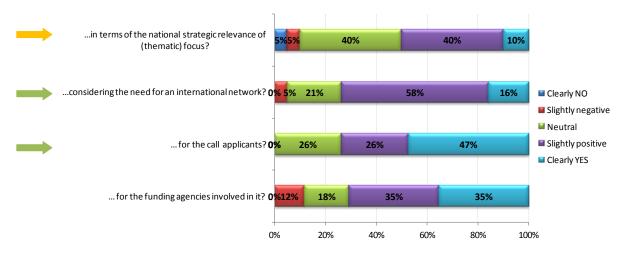


Figure 22. Added value of MANUNET



MANUNET demonstrate added value, especially for call applicants and the need for an international network. It is considered a good opportunity for SMEs and a very good instrument for transnational collaboration: easier, faster and more reliable than H2020.

It is also perceived the added value for the funding agencies. Among the benefits of being part of the network agencies mentioned the exchange of knowledge and good practices, the possibility of being aware of advanced developments and indentifying challenges and new trends in the manufacturing field. However, there is a small part of the agencies (12%) that judge this added value slightly negative.

However the added value in terms of national strategic relevance is not judged so positively: 40% answered that the value added to strategic relevance of the thematic focus is neutral and 10% have the opinion that has a slight or even no effect on the national strategy.

MANUNET and policy making

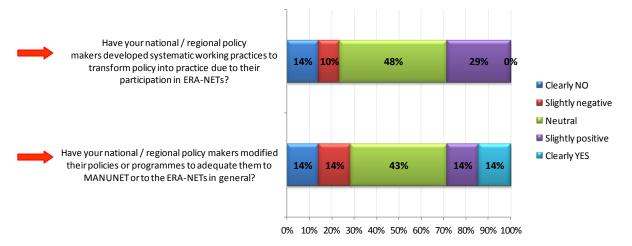


Figure 23. Impact of MANUNET on national/regional programmes

It does not seem that the participation in ERA-NET has driven major changes in policy making according to the survey.

A minority (29%) considers that policy makers have developed working practices to transform policy into practice due to the participation in ERA-NETs and in 28% of the cases policies or programmes have been modified somehow to adequate them to MANUNET or ERA-NET schemes in general. However, the majority has a neutral or negative opinion regarding the impact MANUNET (or other ERA-NETs) has had on policy makers.



#### Efficiency of MANUNET

#### Is national implementation of MANUNET efficient in your country/region

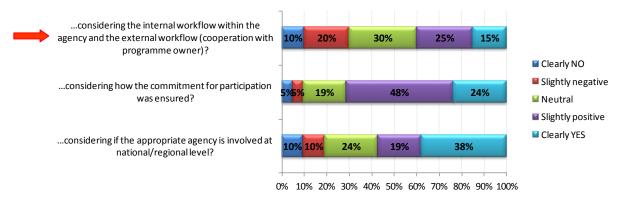


Figure 24. Efficiency of the national implementation of MANUNET

The national implementation is judged positive, particularly in terms of the commitment for participation and the involvement of the appropriate agency. However, 30% judge the workflow within agency and programme owners negative and 30% neutral.

#### **Financial commitment**

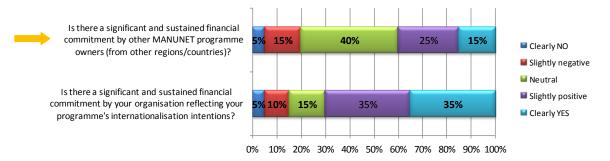


Figure 25. Financial commitment

There is a substantial difference in perception between own and others' financial commitment. While the own financial commitment reflecting programme's internationalisation intentions is considered adequate by an important majority (70%), the financial commitment of other MANUNET programme owners is judged neutral (40%) or negative (20%).



#### ... in terms of the information flow (accessibility of 24% **52**% coordinator, information on the Intranet, etc.)? ... in terms of the quality of consortium leadership and the cooperation between the funding agency and the 0% 19% 62% coordinator? ■ Clearly NO ■ Slightly negative ... in terms of governance and management efficiency? 0% 19% 29% 52% ■ Slightly positive ■ Clearly YES $\ldots$ in terms of the availability of appropriate programmes? ... in terms of the involvement of the most appropriate 10%5%10% 62% European countries and regions?

#### Is the consortium adequate...

Figure 26. Assessment of the consortium

The MANUNET working group considers the consortium is really adequate in terms of information flow, quality of consortium leadership, governance and management efficiency.

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

However the impression regarding the availability of appropriate programmes is more neutral or even negative (19%).

Although the consortium is satisfied with the involvement of the most appropriate European countries and regions there are some countries/regions that are missing. <u>UK, Sweden, Norway, France</u> and <u>Denmark</u> are the ones most mentioned. Other countries or regions that some partners find missing are: Poland, Netherlands, Austria, Spain and northern regions of Italy.

#### Calls for proposals

#### Are MANUNET calls effective?

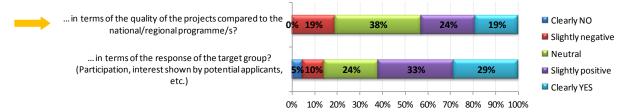


Figure 27. Effectiveness of joint calls



The joint calls are judged effective in terms of response of the target group by a majority (62%) of the respondents although it seems to be room for improvement taking into account that the 24% judge it neutral and the 15% regard them as negative.

There is a moderate opinion regarding the quality of MANUNET projects compared to national/regional ones: 43% consider them to be of better quality while 19% think that the quality does not exceed and 38% are indifferent.

#### Do the joint calls operate efficiently?

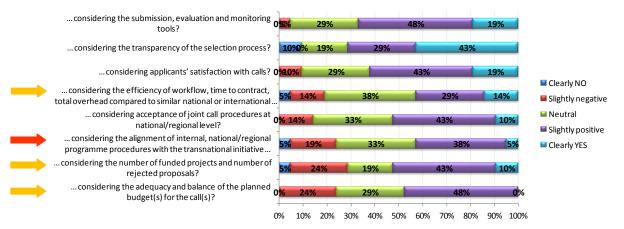


Figure 28. Efficiency of the joint calls

Regarding the efficiency of joint calls the transparency of the process is the item best rated, considered positive by 72% of agencies.

On the other hand the alignment of local procedures with the transnational initiative and the adequacy and balance of the planned budgets are judged less efficient. There is about a 25% that considers them negatively and around another 30% that have a neutral opinion.

MANUNET partners are not fully satisfied with the workflow (time to contract...), the ratio between funded projects and rejected ones and the acceptance of joint calls' procedures at national/regional level. About 50% judge these items positively but the other half has a neutral or negative impression.

#### Additional questions

#### Operability of MANUNET

The operability of MANUNET is considered extremely appropriate by the agencies.



## Have the network meetings of the national/regional agencies been adequately managed

• • •

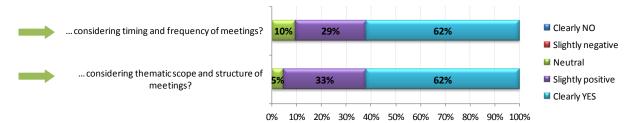


Figure 29. Managing of network meetings

The management of the meetings in terms of scope, timing and frequency is judged positive or very positive by the 90%-95% of the respondents. And the approximately the same percentage finds appropriate the communication and dissemination material.

#### The communication and dissemination material is adequate...

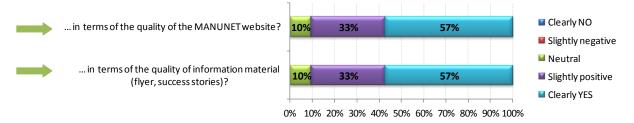


Figure 30. Adequacy of communication and dissemination material

#### Is there a long perspective for MANUNET?

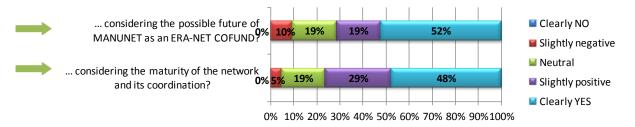


Figure 31. Long-term perspective for MANUNET

The majority of the consortium (more than 2/3) is positive about the long perspective of MANUNET as an ERA-NET COFUND, considering the maturity of the network. It is remarkable that there is not any negative opinion about the future of the network.

More than the half of respondents (57%) would be interested in participating in a future ERA-NET COFUND on advanced manufacturing.

The reasons given by the agencies that would not be involved in a future ERA-NET COFUND are: the limited funding of their countries or regions that restrain the



possibility of allocating budget to the initiative and the not complete alignment of their priorities in terms of research topics or types or beneficiaries that are better covered by other ERA-NETs.

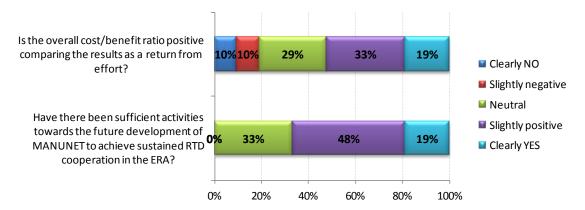


Figure 32. Assessment of the overall cost/benefit ratio

The overall 'cost-benefit' is appreciated positive by more than 50% of the members. However, 20% of the respondents judge the cost-benefit ratio clearly or slightly negative.

The consortium is clearly satisfied with the activities carried out for the future development of MANUNET.



#### 6. OVERALL VIEW OF MANUNET

This section tries to summarise the answers to the open questions made to survey respondents about what they find positive and negative about the network and its results. Main findings of this section are organised in three groups:

- Main advantages that applicants and beneficiaries of MANUNET perceive
- Most important positive results for funding organisations
- Areas to be improved

#### Main advantages that applicants and beneficiaries of MANUNET perceive

- Increases their international cooperation
- Encourages SMEs to collaborate in R&D projects with other SMEs. As a result, increases their R&D activities
- Allows exchange of knowledge
- Eases access to new technology
- Supports the development of products and processes close to market
- Opens new markets and business relationships

#### Most important positive results for funding organisations

From the agencies and partners involved in the network these are the main benefits they or their country/region have obtained from the participation in the network. They are also ordered from most to less important:

- Foster international R&D cooperation
- Obtain knowledge and learn good practices from other agencies
- Gain notoriety as being part of an European relevant network
- Increase SMEs participation in R&D programmes
- Open new markets and business opportunities for applicants
- Increase the number of new entities applying to national programmes
- The solid framework for future cooperation it provides through yearly calls
- Networking, international contacts
- Notoriety gained in the European RTD community by participants



#### Areas to be improved

Based on the evaluation carried out there are some issues that could be improved in future collaborations.

- The evaluation procedure could be further improved by shortening the decision processes and giving a faster response to applicants. Implementing a transnational evaluation panel is recommended by some agencies/beneficiaries in order to gain transparency in the process.
  - It is also recommended to reduce the number of projects recommended for a second stage in order to reduce the number of full proposals that do not obtain funding.
- The increase of countries and regions participating in the calls is asked by many agencies; particularly large countries, Nordic countries and international countries are found missing.
- Financial commitment in joint calls could be increased. In addition to the financial commitments, a better balance between partners is required. Some suggestions gathered in the survey are the establishment of a minimum budget per member or the implementation of measures for countries with low budgets in order to avoid oversubscription and to maximize the number or funded project.
- Improvements on the **monitoring tool** should be developed in order to allow a better follow-up of on-going projects and to share that information among agencies.
- Simplification of the process working on a standardization of different rules
  could be achieved in order to avoid confusions and facilitate the process to
  applicants. Alignment, synchronization and homogenization of national rules and
  procedures are required by some partners in order to enhance the efficiency of joint
  calls.
- The relevance of MANUNET as a network should be increased in order to play a
  more relevant role in the European manufacturing field and also to highlight its
  importance for the policy makers.
- Other issues mentioned in the survey are listed below:
  - A better understanding of other funding programmes should be achieved
  - Preliminary <u>technical discussion about call topics</u> should be carried out
  - The general proactiveness of the consortium should be increased



## APPENDIX I. QUESTIONNAIRE OF THE ONLINE SURVEY

## QUESTIONNAIRE FOR CALL APPLICANTS

## Identifying survey respondent

1.	Type of organisation									
	SME (Small medium enterp	orise)								
	☐IND (large companies)									
	☐PRC (Private Research Ce	ntre)								
	☐PUR (Public Research Cen	tre)								
	☐UNI (University)									
	☐CO (Consultant)									
	Others									
2.	Country / Region									
	☐ Asturias	☐ Iceland	Romania							
	☐ Austria	☐ Israel	☐ Slovakia							
	☐ Basque Country	☐ Lower Austria	☐ Slovenia							
	☐ Catalonia	Luxembourg	☐ Spain							
	☐ East Netherlands	☐ Navarra	☐ Switzerland							
	☐ Estonia	☐ Nord-Pas de	☐ Turkey							
	Finland	Calais 	☐ Tuscany							
	Flanders	☐ North Rhine Westphalia	☐ Wallonia							
	France	☐ Northern Ireland	☐ Western Greece.							
	☐ Franche-Comté	Piedmont								
	Germany	☐ Portugal								
3.	Number of MANUNET proposals in w 2014:	hich your organisation has been ir	volved from 2007 to							
4.	Status of the proposal/s (mark all the	e relevant options)								
	☐Proposal was funded. Indicate number:									



	Proposal was rejected. Indicate n	umber:
5.	Which roll did you have inside the MANUNET	proposal/s? (mark all the relevant options)
	Leader. Indicate number:	
	Participant. Indicate number:	
MA	NUNET Call Procedure	
6.	The applicant procedure was clear and transp	parent
	☐Strongly agree	□Disagree
	□Agree	☐Strongly disagree
	□Neutral	
7.	Call website was clear and transparent	
	☐Strongly agree	Disagree
	□Agree	☐Strongly disagree
	□Neutral	
8.	Guide for applicants was clear and transparer	nt
	☐Strongly agree	□Disagree
	□Agree	Strongly disagree
	□Neutral	
9.	Proposal forms were clear and transparent	
	☐Strongly agree	□Disagree
	□Agree	Strongly disagree
	□Neutral	
10.	Submission of proposals was straight and unb	pureaucratic
	Strongly agree	Disagree
	□Agree	Strongly disagree
	□Neutral	
11.	MANUNET feedback during evaluation phase	was clear and transparent



	☐Strongly agree	□Disagree
	□Agree	Strongly disagree
	□Neutral	
12.	The funding process (contract negotiation adequate in time and effort	on, conditions, transfer of the first funding rate) was
	☐Strongly agree	□Disagree
	☐Agree	Strongly disagree
	Neutral	
13.	Interaction with the national/regional ag	gency was constructive and effective
	Strongly agree	□Disagree
	□Agree	Strongly disagree
	□Neutral	
Ass	sessment on the transnational colla	boration
14.	The MANUNET transnational call is a fur funding instruments	nding instrument which is complementary to other
	Strongly agree	Disagree
	□Agree	Strongly disagree
	□Neutral	
15.	Applying to MANUNET is more interesting because it promotes transnational collaboration.	ng than applying to national/regional funding schemes poration
	Strongly agree	Disagree
	□Agree	Strongly disagree
	☐Neutral ☐Disagree	☐Strongly disagree
16.	For my particular project, MANUNET wa added value through transnational coop	s the most appropriate funding mechanism providing eration.
	Strongly agree	□Neutral
_	□Agree	□Disagree



Strongly disagree	
17. Participating in a MANUNET call has given me the experience to later participate	e in a
Framework Programme (FP7 or H2020)?	
_	
☐Strongly agree	
□Agree	
□Neutral	
□Disagree	
Strongly disagree	



## **Questions for funded beneficiaries**

A	A. Technical Results  19. What type of result have you achieved?   Method							
	□Process							
	☐ Product							
	□Service							
	☐ Equipment							
	☐Other							
20.	How many invention notifications have been submitted or patent applications filed as a roof this project?	esult						
	How many license agreements have been reached as a result of this project?							
	How many patents have been granted as a result of this project?	عہ دا						
23.	How many publications in peer reviewed scientific journals have been published as a resulthis project?	IL OI						
24.	How many citations have the publications linked to this project had?							
	How many degrees (master, doctoral) have been achieved as a result of this project?							
26.	How many oral presentations of results in Seminars/Conferences have been done as a resthis project?	ult of						
В.	Economic effects							
	Please indicate the effect in R&D expenses (budget) originating from this project in your							
	company / research unit:							
	□Increase							
	□Decrease							
	☐No Change							
28.	Please indicate the increase or decrease in R&D personnel originated from this project in company / research unit:	your						
	☐Increase. Indicate number:							
	☐Increase. Indicate number: ☐Decrease. Indicate number:							
	_							
29.	Decrease. Indicate number:							
29.	□ Decrease. Indicate number: □ No Change. Indicate number:  Has this project allowed the non-permanent personnel recruited during the project to get permanent position, in the company/research unit where the project has been developed.							



	□NO
30.	Please indicate if there has been any increase or decrease in turnover originating from this project in your company.
	□Increase
	Decrease
	☐No Change
31.	Please indicate if there has been any decrease of expenses originating from this project in your company, if the case.
	□Decrease
	☐No Change
	Please indicate if the project has resulted in new business opportunities.
	□YES
	□NO
32.	Please indicate if the project has resulted in access to know-how
	□YES
	□NO
33.	How will the research results of the project be utilized? Please select one or more.
	☐For R&D efforts in our organisation / company.
	☐For production and business operations in our company.
	Other project participants will utilize the results.
	Parties outside the consortium will utilize the results.
	☐ For other joint projects
	Project results will not be utilised. Please explain
	☐The concrete benefits cannot be assessed yet.
	34. Have you commercialized the outcome as a new product, technology, service or process?
	☐Yes, process
	☐Yes, product



	☐Yes, service
	☐Yes, technology
	No What have been the sales due to the commercialization of the results of this project in your company?
35.	What is the time frame for commercialization of the results of this project?
	already started at the end of the project
	starting now
	☐0-3 years from now
	more than 5 years from now
	☐it won't be commercialised
36.	Please indicate if the results of the project have led to access to new markets in your company. If applicable
	□YES
	□NO
37.	How many spin-offs have been founded as a result of this project?
<b>C.</b> 38.	Transnational benefit What happened after the end of this project?
	☐We developed and applied the results of this project with an in-house project.
	We continued with a project within a consortium.
39.	Did the cooperation continue?
	Yes, we continue cooperating on the same topic.
	Yes, we continue cooperating on a different topic.
	Yes, but the cooperation only continued with part of the partners
	☐No, the cooperation did not continue (please give reasons)
40.	Did you apply for a funding of a follow-up project?
	☐Yes, we applied for a national project



	☐Yes, with a bilateral project
	☐Yes, we applied for an ERA-NET project
	☐Yes, we applied for a EU Framework Programme project
	Yes, we applied in other funding schemes.
	☐No, We did not apply for funding.
41.	. What's the biggest impact that MANUNET has produced in your region / country? (this question may arise inspiring answers)



#### QUESTIONNAIRE FOR FUNDING ORGANISATIONS

# **CUANTITATIVE QUESTIONNAIRE** Name of the organisation: 1. The organisation I represent is: Programme owner and manager ☐ Programme manager 2. In which call(s) did your agency participate? ☐ MANUNET Call 2007 ☐ MANUNET Call 2008 MANUNET Call 2009 MANUNET Call 2010 MANUNET Call 2011 MANUNET Call 2012 MANUNET Call 2013 MANUNET Call 2014 MANUNET Call 2015 3. If your agency did not participate in all the MANUNET calls, what was/were the reason/s? (more than one answer is possible) Lack of interest Lack of political decision in due time Lack of funding available Lack of resources to manage the call ☐ The topics do not match with our priorities ☐ The timing of the call is not adequate

☐ Bad experiences of the past discouraged us from participating



	Other: specify
4. l	How many pre-proposals did your organisation receive?
	MANUNET Call 2007
	MANUNET Call 2008
	MANUNET Call 2009
	MANUNET Call 2010
	MANUNET Call 2011
	MANUNET Call 2012
	MANUNET Call 2013
	MANUNET Call 2014
	MANUNET Call 2015
5. l	How many full proposals did your organisation receive?
	MANUNET Call 2007
	MANUNET Call 2008
	MANUNET Call 2009
	MANUNET Call 2010
	MANUNET Call 2011
	MANUNET Call 2012
	MANUNET Call 2013
	MANUNET Call 2014
	MANUNET Call 2015
6. l	How many projects did your organisation fund?
	MANUNET Call 2007
	MANUNET Call 2008
	MANUNET Call 2009



MANUNET Call 2010
MANUNET Call 2011
MANUNET Call 2012
MANUNET Call 2013
MANUNET Call 2014
MANUNET Call 2015
7. What was the overall funding granted (when there is no information of the amount paid, enter the allocated money)?
MANUNET Call 2007
MANUNET Call 2008
MANUNET Call 2009
MANUNET Call 2010
MANUNET Call 2011
MANUNET Call 2012
MANUNET Call 2013
MANUNET Call 2014
MANUNET Call 2015
8. What was the average budget committed in MANUNET calls?
9. Does your organisation use structural funds in the funding programme?
☐ Yes
 □ No
10. Could you give us the overall number of beneficiaries per type of organisation? (if one organisation is in two projects it will be counted twice)
SME (Small medium enterprise)
IND (large companies)
PRC (Private Research Centre)



PUR (Public Research Centre)					
UNI (University)					
CO (Consultant)					
Others					
11. Could you give us the overall number of subcontractors per type of organisation? (if one organisation is in two projects it will be counted twice)					
SME (Small medium enterprise)					
IND (large companies)					
PRC (Private Research Centre)					
PUR (Public Research Centre)					
UNI (University)					
CO (Consultant)					
Others					
12. Among all the projects recommended for funding by your organisation, how many were rejected due to a lack of funding ?					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)  Asturias					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)  Asturias  Austria					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)  Asturias  Austria  Basque Country					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)  Asturias  Austria  Basque Country  Catalonia					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)  Asturias  Austria  Basque Country  Catalonia  East Netherlands					
were rejected due to a lack of funding?  13. Could you tell us with which 3 countries / regions have the organisations from your country collaborated the most? (maximum three)  Asturias  Austria  Basque Country  Catalonia  East Netherlands  Estonia					



☐ Franche-Comté
Germany
☐ Iceland
☐ Israel
☐ Lower Austria
Luxembourg
☐ Navarra
☐ Nord-Pas de Calais
☐ North Rhine Westphalia
☐ Northern Ireland
☐ Piedmont
☐ Portugal
Romania
☐ Slovakia
Slovenia
☐ Spain
Switzerland
☐ Turkey
☐ Tuscany
☐ Wallonia
☐ Western Greece.
14. How many applicants were new beneficiaries in each MANUNET call (considering only MANUNET calls)?
MANUNET Call 2007
MANUNET Call 2008
MANUNET Call 2009
MANUNET Call 2010



MANUNET Call 2011

MANUNET Call 2012

MANUNET Call 2013

MANUNET Call 2014

MANUNET Call 2015



### **QUALITATIVE QUESTIONNAIRE**

The	FR	$N-\Delta$	FT	instrume	nt

15. In how many ERA-NETs has your organisation participated? (Classical ERA-NETs, ERA-NET plus and ERA-NET COFUND in FP6, FP7 and H2020. -MANUNET and MANUNET II count as two ERA-NETs-)

16. Do you agree v	vith these staten	nents?		
· ·		Ts as a way to ga ramme funding in	•	that allows them to
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
• •	• •	ed in participating nents , depending		s they are in other
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
MANUNET in gen	eral terms			
17. Is MANUNET of	complementary t	o other transnatio	nal funding instru	uments
such as c	ther ERA-NETs	, Horizon 2020, E	UREKA, EUROS	STARS?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
national,	regional or bilate	eral instruments?		
Clearly YES	Slightly	Neutral	Slightly	Clearly NO



	positive		negative	
18. Does the coo	-	MANUNET with the	e European	industry and RTD
consideri	ng the collab	oration with Europear	n Technology	Platforms?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consideri	ng the releva	nce of covered resear	ch topics?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consideri	ng the partici	pation of appropriate	European cou	ıntries/regions.
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
19. Does MANUNE	T demonstra	te added value		
for the fu	nding agencie	es involved in it.		
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
In what sens	se?			
for the ca	III applicants.			
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO



In what sen	se?			
considerii	ng the need for a	an international ne	etwork?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
in terms o	of the national st	rategic relevance	of (thematic) foc	us?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
	nding agency all applicants T had a funda	mental role in th		of the European
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
22. Has MANUNE knowledge, produc	ts and processe		· ·	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO



in your c	ountry/region			
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
MANUNET and po	olicy making			
23. Have your nati to adequate them t		•	-	es or programmes
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
24. Have your n	ational / regio	nal policy maker	rs developed sy	ystematic working
practices to transfo	orm policy into p	ractice due to thei	r participation in	ERA-NETs?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
Efficiency of MAN	IUNET			
25. Is national impl	lementation of M	IANUNET efficient	t in your country/	region?
consideri	ng if the approp	riate agency is inv	olved at national	/regional level?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO



considerii	ng how the com	mitment for partici	pation was ensu	red?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
	ng the internal v n with programn		agency and the	external workflow
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
26. Is there a sig			-	your organisation
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
27. Is there a significant and sustained financial commitment by other MANUNET programme owners (from other regions/countries)?				
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
Adequacy of MANUNET Consortium				
28. Is the consortiu	m adequate			
in terms of the involvement of the most appropriate European countries and regions?				



Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
W	hich ones are m	issing?		
in terms	of the availability	of appropriate p	rogrammes?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
in terms	of governance a	nd management	efficiency?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
	of the quality of agency and the		ership and the co	operation between
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
in terms the Intranet,		on flow (accessil	bility of coordinat	tor, information on
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
MANUNET calls fo	or proposals			
29 Are the MANUN	JET calls effective	VA		



	of the response applicants, etc.	• •	oup? (Participation	on, interest shown
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
in terms programme/	-	of the projects of	compared to the	e national/regional
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
30. Do the joint call	s operate efficie	ently		
consider Call(s)?	ing the adequa	acy and balance	of the planned	budget(s) for the
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
conside proposals?	ring the numb	er of funded pr	ojects and nu	mber of rejected
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
	•	nment of international initiative (cri	•	ional programme sion making, etc)?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO



consideri	ng acceptance	or joint call proced	iures at national/	regional level?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
	-	ncy of workflow, I or international p		ct, total overhead
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consideri	ng applicants' s	atisfaction with ca	lls?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consideri	ng the transpare	ency of the selecti	on process?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consideri	ng the submissi	on, evaluation and	d monitoring tool	s?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
Operability of MAI	NUNET			
31. Have the netv	vork meetings	of the national/re	gional agencies	been adequately
managed				
consideri	ng thematic sco	pe and structure	of meetings?	



Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consider	ing timing and fr	equency of meeti	ngs?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
32. The communication	ation and dissen	nination material i	s adequate	
in terms	of the quality of	information mater	ial (flyer, success	s stories)?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
in terms	of the quality of	the MANUNET w	ebsite?	
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
Future of MANUN	ET			
33. Is there a long-	term perspective	e for MANUNET		
consider	ing the maturity	of the network an	d its coordination	?
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
consider	ing the possible	future of MANUN	ET as an ERA-N	ET COFUND?
Clearly YES	Slightly	Neutral	Slightly	Clearly NO



	positive		negative	
34. Would your org	ganisation be inf	erested in particip	pating in an ERA	A-NET COFUND in
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
if not, wh	y?			
35. Have there been to achieve sustained			future developn	nent of MANUNET
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
36. Is the overall effort?	cost/benefit rat	io positive compa	aring the results	as a return from
Clearly YES	Slightly positive	Neutral	Slightly negative	Clearly NO
37. Please specify in MANUNET, in te	•	would evaluate th	ne contribution o	f your organisation
Accomplish	ing tasks that yo	ou have been appo	ointed responsib	le for
Very positive	Slightly positive	Neutral	Slightly negative	Very negative
Keeping tim	e and deliverab	le limits		



Very positive	Slightly positive	Neutral	Slightly negative	Very negative
Actively paragencies in	•	reasing collaboration	n between	the national/regional
Very positive	Slightly positive	Neutral	Slightly negative	Very negative
Devoted ad	equate time and	d resources		
Very positive	Slightly positive	Neutral	Slightly negative	Very negative
ositive and nega	tive aspects of	f MANUNET		

### Po

- 38. Please state the three most important positive results that have been achieved by the participation in MANUNET?
- 39. Please state the three most important issues that should be improved in MANUNET?