



# AeRoTwin

Twinning coordination action for spreading  
excellence in Aerial Robotics

## INNOVATION MANAGEMENT TRAINING 1: EU AND BUSINESS R&D PROJECT MANAGEMENT

5<sup>th</sup> – 7<sup>th</sup> December 2018

University of Zagreb Faculty of Electrical Engineering and  
Computing (UNIZG-FER)



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LARICS



Imperial College  
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## 1. TRAINING DETAILS

**Date:** 5<sup>th</sup> – 7<sup>th</sup> December 2018

**Time:** 09:00 – 17:00

**Location:** Seminar Room of the Department of Control and Computer Engineering, University of Zagreb Faculty of Electrical Engineering and Computing (UNIZG-FER)  
Unska 3, Zagreb, Croatia

## 2. PREREQUISITES FROM PARTICIPANTS

There are no prerequisites to attend this workshop.

## 3. WORKSHOP GOALS:

Workshop goals are:

- Providing a general overview of EU calls, with special focus on H2020
- Remarking the importance of Expert profile in Participant Portal as learning tool for writing successful proposals
- Identifying the right calls & Training on writing EU proposals
- Providing a general overview on Management H2020 projects
- Networking: Croatia node of Enterprise Europe Network

## 4. SCHEDULE

### DAY 1: 5<sup>TH</sup> DECEMBER 2018, WEDNESDAY

Time	Activity	Partner
08:30 – 09:00	MEET AND GREET COFFEE	
09:00 – 09:30	<b>Welcome and opening</b> <ul style="list-style-type: none"><li>• welcome by the Coordinator and CTA</li><li>• workshop goals</li><li>• participants short introduction</li></ul>	UNIZG-FER CTA
09:30 – 11:30	<b>H2020 programme</b>	Morera & Vallejo
11:30 – 12:00	COFFEE BREAK	
12:00 – 13:00	<b>Enterprise Europe Network</b>	CTA
13:00 – 14:30	LUNCH	
14:30 – 17:00	<b>Identifying the right call &amp; Training on writing EU proposal</b>	CTA
19:30	DINNER	

**DAY 2: 6<sup>TH</sup> DECEMBER 2018, THURSDAY**

Time	Activity	Partner
08:30 – 09:00	MEET AND GREET COFFEE	
09:00 – 11:30	<b>Training on writing EU proposals</b>	CTA Morea & Vallejo
11:30 – 12:00	COFFEE BREAK	
12:00 – 13:00	<b>Expert profile</b>	CTA Morea & Vallejo
13:00 – 14:30	LUNCH	
14:30 – 17:00	<b>Overview on Management H2020 projects</b>	CTA
19:30	DINNER	

**DAY 3: 7<sup>TH</sup> DECEMBER 2018, FRIDAY - MATKO BARISIC, ABB**

Time	Activity
08:30 – 09:00	MEET AND GREET COFFEE
09:00 – 09:35	<b>Introduction</b> <ul style="list-style-type: none"> <li>• R&amp;D management: What is it about? – 25 min</li> <li>• Success criteria (Key Performance Indices) for and of R&amp;D Managements – 10 min</li> </ul>
<b>UNIT 1: FISCAL RESPONSIBILITY AND MANAGEMENT OF BUDGETS</b>	
09:35 – 10:20	<b>Basics of budgetary and controlling literacy for R&amp;D Managers</b>
10:20 – 10:35	COFFEE BREAK
10:35 – 11:20	<b>Example of budget planning for an R&amp;D team / group</b>
11:20 – 12:00	<b>Project WBS – Work breakdown structure</b>
12:00 – 12:30	<b>Costs accounting of an R&amp;D team / Group working on projects subject to WBS</b>
12:30 – 13:00	<b>Accounts receivable</b>
13:00 – 14:10	LUNCH
<b>UNIT 2: RESEARCH RESULTS &amp; DELIVERABLES MANAGEMENT, AND LEAN/AGILE METHODS</b>	
14:10 – 15:25	<b>Classical methods of managing the R&amp;D process</b> <ul style="list-style-type: none"> <li>• Business decision-making about R&amp;D – the Gate method</li> <li>• Classical methods of managing R&amp;D deliverables</li> </ul>
15:25 – 15:40	COFFEE BREAK
15:40 – 16:40	<b>Agile management of R&amp;D projects</b>
16:40 – 16:55	<b>Visual management</b>
16:55 – 17:25	<b>Discussion</b>
19:30	DINNER



## 5. TRAINING DESCRIPTION

This workshop aims to give an overview of the 2020 program and its successor, Horizon Europe. We will work on H2020 key aspects and a practical exercise on writing a proposal will be carried out.

European Commission Tool for the application and management of proposals will be also analysed, with special interest in the expert profile.

Finally, we will give a few hints about the management of European projects of H2020.

We recommend this course to those who are involved in technical implementation of H2020 but never had been writing and requesting this kind of projects, as well as to those who have no experience in this program. It could be also interesting for personnel directly related with management and implementation activities, and do not yet have an in-depth knowledge on Horizon 2020 financial issues.

## 6. LECTURERS' BIOGRAPHIES

**Vesna Torbarina**, Croatian Chamber of Economy, Head of Division



She graduated in Zagreb at the Faculty of Economics, International Relations. As an Advisor for EU in Croatian Chamber of Economy, her job was related to the Croatian accession to the European Union and in 2006 she was a member of the Negotiating Group on Chapter 1: Free movement of goods.

Working for Croatian Chamber of Economy she constantly supports SMEs through different EU projects:

- In 2007 as head of the Euro Info Centre in Croatian Chamber of Economy she was preparing Croatian companies for legislation changes
- From 2010-2012. as the project manager of "European Network of Ambassadors of female entrepreneurship", she established a network of female ambassadors of entrepreneurship in Croatia that have encouraged other women to start entrepreneurial activity and set up their own businesses
- In 2013 she was a project manager of Erasmus for Young Entrepreneurs, dealing with cross-border exchange program for entrepreneurs.
- From 2008 till today is the project manager of Enterprise Europe Network in Croatia works on boosting the competitiveness and innovation of SMEs.



She is a member of several international groups and sectoral monitoring committee for the implementation of projects in Croatia. She has well developed organizational skills and rich team work experience.

### **Manuel Jiménez Díaz**

MS in Industrial Engineering, specializing in Industrial Management.  
Master degree in Strategic Management and International Business



Currently, RTD Manager at Morera&Vallejo Group.

Formerly, RTD Manager at DGH Robotics and managing director at FAICO – Innovation and Technology Centre. From 2007 to 2009 he was the head of the International R&D Projects Area of the Innovation and Technology Transfer Centre of Andalusia. Here he worked in the promotion and management of R&D international projects. In the same period, he worked as International Project Manager in the IAT - Andalusian Institute of Technology.

During the last ten years, he has participated and has been responsible for the management of a considerable number of industrial, research and innovation projects in the areas of ICT and production technologies, at national and European level, most of them financed by H2020, FP7, FP6, CIP, Interreg Programmes. In 2009 he was appointed as expert-representative in the Spanish delegation to the FP7-NMP Programme Committee.

Since 2013 he has worked as independent expert and evaluator for the European Commission (FP7, H2020, EUREKA EUROSTARS). Member of RTD Committee at IIES (Spain Engineering Institute) since 2012.

He has developed and given a large number of lectures, training courses and info-days for R&D managers on management of project proposals to the EU Framework Programmes.



**Silvia de los Santos** is industrial engineer by University of Seville and expert in environmental management. She is currently Head of Aerospace and Production sectors of Andalusian Technological Corporation. From 2008 until July 2016 she was responsible for Knowledge Management and R & D Programs at the Center for Aerospace Advanced Technologies (CATEC) and director of its Technology Transfer Office (OTRI). This center specializes in the development of unmanned aerial vehicles, new production processes for the aeronautics industry and other aerospace technologies. Likewise, she has shown



the representation of Andalusia in the NERUS network in order to promote the use of space technologies by the different European regions.

She has been directly involved in the preparation and processing of more than 60 proposals from the 7th Framework Program and H2020 (ICT, NMP, ATT, REGPOGT, Marie Curie, LEIT, etc., including SESAR and CLEAN SKY proposals) and Interreg Programs (Europe, Atlantic and POCTEP).

She has directly managed the projects led by CATEC: ARCAS (ICT, 11 partners, 8 M€ budget), SAFEMOBIL (ICT, 9 partners, 7 M€ budget) and MUAC-IREN (4 partners and 0,5M€ budget). She has also supervised the management of 9 other international projects in which the center participates and collaborated with the University of Seville in a project coordinated by it for H2020 (AEROARMS, 11 partners & 5M€+ Swiss funding).

She has given numerous courses on international R & D projects for EOI, universities and technology centers regarding European Funding for R & D & innovation Projects and Horizon 2020 keys to success.



**Dr. Matko Barisic** (b. 1980) received his M.Sc. and Ph.D. degrees from the University of Zagreb, Croatia, in 2003 and 2012 respectively, in Electrical Engineering – Automation. After 9 years as a doctoral and post-doctoral researcher with the Laboratory for Underwater Systems and Technologies, he was employed at ABB AS Norway, BU Marine & Ports in 2013. In ABB, he progressed through several roles, from R&D Engineer, Senior R&D Engineer, to R&D Manager in 2017. He currently manages the R&D team in Norway, spread across three locations, in Billingstad, Ulsteinvik, and Trondheim, which works on Electrical and Digital Solutions in line with ABB Marine's Electrical. Digital. Connected. Strategy 2020. He continues to be an author of scientific and professional publications in a variety of journals and conferences, focusing on navigation, guidance, and control of marine vessels, and lately on power and energy management systems, electrical propulsion control, with a focus on ice-breaking, and autonomous shipping topics. He has also been an active reviewer in the EU HORIZON 2020 program since 2017. His professional interests include marine robotics, intelligent & autonomous shipping, machine learning, marine automation, filtering & estimation, simulation and numerical modeling, data analysis, and block-chains. His management interests include Agile, Lean, Scrum, digital management tools and processes, managing change, managing complexity with the focus on managing engineering complexity, R&D risk mitigation, product development, lifecycle management, and leading KPIs. He is also a Lean Product Development champion in ABB Marine & Ports, and a Lean Coach certified by Talent Vectia, Finland.