



**SIXTH FRAMEWORK PROGRAMME
PRIORITY 2.5.8
ICT for Networked Businesses**

Project no
IST-034735

Project Acronym
PEARDROP

Project title:
**Promoting Ecosystems and Regional Development – in support of Regional
Operational Programming**

Instrument: **Specific Support Action FP6**

Thematic Priority: **2.5.8 ICT for Networked Businesses**

Interim Activity Report (D1.1)

Period Covered: from 01-09-2006 to 28-02-2007

Date of preparation: 13th April 2007

Start date of the Project: 1st September 2006

Duration: 24 months

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Revision final

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Publishable Executive Summary

Summary description of the project objectives & expected results

The principal focus of PEARDROP is to make more accessible and more practicable for regional policy makers and key local actors the instruments for exploitation and adoption of research and deployment results in ICT for Enterprise Networking and, in particular, in Digital Ecosystems. This is necessary for a number of reasons:

- to date, knowledge on the subject is rather fragmented and needs to be de-codified and disseminated in order to have maximum impact.
- in this field, Europe lags behind its international competitors - particularly the USA.
- the sector is critical to the successful promotion and development of the European Knowledge Economy.
- ICT for networked businesses, particularly SMEs, will be of critical importance in the creation of additional high added-value employment opportunities in the knowledge-based economy of the near future.

Whilst breaking important new ground, there is a *perception* in many regions that the concept of digital business ecosystems remains predominantly theoretical and so its potential benefits are as yet not fully or widely appreciated. PEARDROP aims to draw together the most salient results of the innovation and digital business ecosystem cluster of FP6, including some first regional deployment experiences and results, converting these where necessary into layman's terms, as well as into a number of EU languages (minimum 5), with a view to making them more accessible and of more practicable use to regional policy makers, especially those concerned with regional operational programming and with eBusiness development.

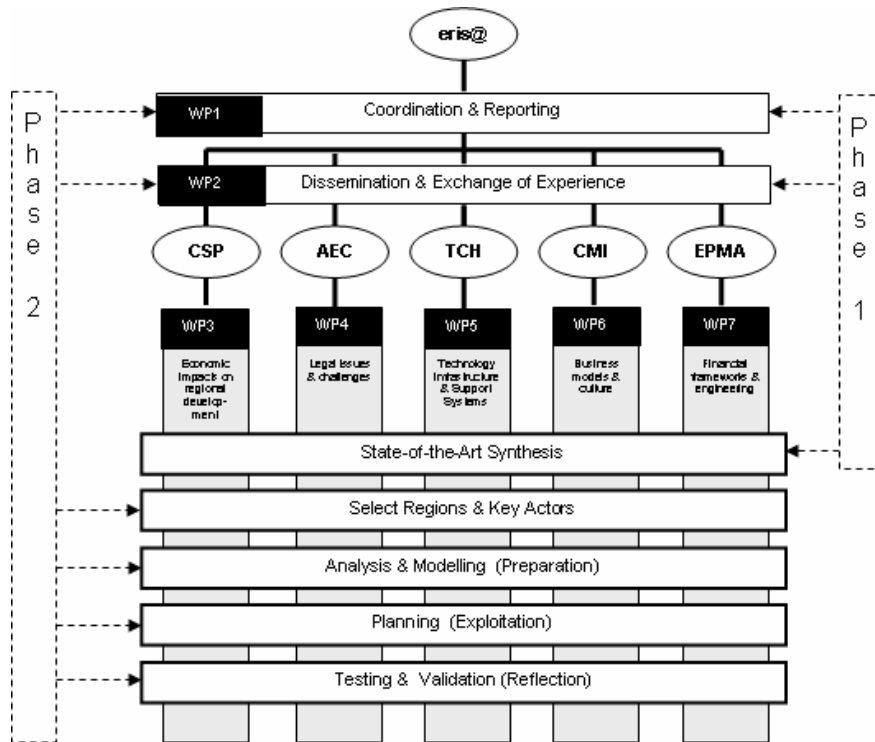
PEARDROP expects to increase significantly the number of regions that are interested to adopt, actively participate in, or consider the deployment of, innovation and digital business ecosystem research and models. In doing so, PEARDROP will contribute to the development and implementation of European digital business ecosystems research and, thereby, support implementation of the Framework Programme. Specifically, supporting growth in the number of instances of European regional digital business ecosystems allows for both increased networking for businesses as well as a larger and more representative sample in which to validate and adapt research efforts. Based on practical results and feedback, PEARDROP will offer recommendations about future research in this field, especially research that emphasises the *regional* dimension of information society technology applications in support of collaborative networked business development that can benefit from and provide unique added-value as a consequence of trans-regional cooperation at a European level.

PEARDROP will seek to better understand critical success factors in terms of the behaviour of regional development agents, and will propose systems (tools, methodologies and models) for assessing the risks and barriers, as well as the benefits and effectiveness, of such approaches and related policy interventions with a view to supporting regional policy makers and programmers in formulating more effective policies. PEARDROP acknowledges and will take due account of the diversity of European regions and of the inter-regional variations of context and conditions that exist. PEARDROP does not propose to identify, develop or promote a single DBE approach or deployment model but rather to **collaboratively define alternative approaches or models that could be adopted according to specific regional circumstances**.

In particular, PEARDROP will investigate and contribute to five specific sub-domains of digital business ecosystem research and deployment – namely:

- **economic impact** on, and regional development effects of, successful digital business systems deployment by regional catalysts and SMEs (macro-economic and socio-economic dimension);
- **legal issues** and challenges arising from collaborative models of working in the new economy (legal and administrative dimension);
- the underlying **ecosystem infrastructure** (communication networks and software support tools etc) and networking issues that form the environments of networked enterprises (technological dimension);
- success factors for regional **eBusiness models** and programmes, and related barriers and cultures (micro-economic and socio-technical dimension);

- financial frameworks and programming perspectives and opportunities (financial dimension).



The efforts of PEARDROP will be both broad and deep. Dissemination and sharing of experience will be carried out with a small number of carefully selected regions. PEARDROP has been specifically selecting 24 regions (including the partner regions) for targeted dissemination action in Phase 1 (first 9 months) designed to ensure creation of a critical mass of regions that are *actively involved* in the work of EU research in the field of business ecosystems and interested to form an ongoing community of interest. In Phase 2 (remaining 15 months), PEARDROP will select and work in-depth with a smaller group of regions (only 12 in total) with a view, in each case, to analysing and planning a deployment of the innovation ecosystem paradigm, and validation of the approach with key actors.

Regarding the broader dissemination effort, PEARDROP also seeks to disseminate its results to as wide an audience as possible across all member states by taking full advantage of the events and activities of other organisations (such as TeleCities, ELANET, IRE, EURADA, the Assembly of European Regions, etc), projects (such as IANIS⁺, ERIK⁺, TRANSFORM) and events (such as eris@ annual conference, EISCO, ISSS, etc) – for more details see PEARDROP dissemination and promotion plan.

Work performed & results achieved

During its first 6 months of activity, PEARDROP partners have undertaken an in depth analysis of the state of the art of DBE research and deployment. In order to do this, project contractors have gathered relevant know-how and information on the specific digital ecosystem sub-domain under their responsibility, by means of:

- desk- and web-based document research,
- communications with personnel of relevant FP6 DBE Cluster projects
- on-the-ground experience in the partner regions.

This research has given to partners the opportunity to further explore the existing knowledge on DBE and read it, for each sub-domain, from a regional perspective.

The direct result of these analysis will be the production, in the coming months, of 5 short “DBE draft toolkits” (one for each sub-domain of activity) whose aim will be to introduce in a clear way the key elements of DBE deployment to regions.

Intentions for use and impact

The proposed impact of this Specific Support Action lies on the access to **structured information**, guidance, support and advice – including five guides or toolkits to specific aspects of DBE deployment, a final Synthesis Guide & Toolkit for Regional DBE Deployment and regional case studies – that PEARDROP is preparing to support regions to adapt their regional development plans, programmes and systems to better prepare for the knowledge economy.

In other words, PEARDROP will seek to **inform and advise** regional catalysts (development agencies, innovation centres, etc.) regarding ecosystem deployment (critical success factors, benefits and risks); in doing this, PEARDROP expects to provide information and advisory service to at least 40 regions. In particular, the consortium will directly raise **awareness of key players** (policy makers, regional development catalysts, leading ICT companies, open source developers, and SME developers and solution providers) in 24 regions (including the 5 partner regions) regarding business ecosystems and their potential for innovation and for supporting growth and competitiveness. Notwithstanding PEARDROP primary focus on regional policy makers, as part of its wider **dissemination** effort, the project will also raise awareness amongst other regional catalysts and SMEs.

Thus, the project aims to create and support a specific, **sustainable community** at EU level regarding the onward development, evaluation and validation of digital business ecosystems deployments in regional contexts.

The project final expected results are:

- the production of a final synthesis of findings in the form of a final **Synthesis Guide & Toolkit for Regional DBE Deployment** that will be published in hard copy in English and electronically in (at least) English, French, Italian, Finnish and Czech.
- to create and support a specific, **sustainable community** at EU level regarding the onward development, evaluation and validation of digital business ecosystems deployments in regional contexts, thereby establishing a critical mass of participating and contributing regions.
- to undertake in-depth work in analysing what is involved in **planning a DBE deployment** within 12 regions (evaluating and validating the various approaches adopted).

PEARDROP consortium

PEARDROP consortium is composed by:

1. **The European Regional Information Society Association** (eris@) – coordinator
2. **“CSP Innovazione nelle ICT”**, Piedmont, Italy
3. **Aquitaine Europe Communication** (AEC), Aquitaine, France
4. **CM International** Wales, United Kingdom
5. **Technology Centre Hermia Ltd.** (TCH), Tampere, Finland
6. **European Projects & Management Agency** (EPMA), Vysocina, Czech Republic

The partnership offers extensive expertise and experience in terms of both domain knowledge (relating to eBusiness adoption, regional innovation systems and digital ecosystems) and the diversity of regional contexts (not only in five member states represented directly by partners but also in many more through eris@). Between them, the partners forming the consortium have substantial experience in a wide range of research projects including those dealing with SME development (e.g. AEC, CMI) and evolution of ecosystems (e.g. TCH), with relevant qualitative and quantitative evaluations (e.g. eris@, EPMA), with regional and national programming (e.g. CSP). Moreover, all partners have an interest and specific competences relating to regional policy formulation, development and evaluation and are able to ensure an effective interface between research activities, results and priorities on the one hand and regional development needs and priorities on the other. Additionally, the partners all have significant expertise and experience in designing and implementing dissemination plans and programmes.

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SECTION 1 – PROJECT OBJECTIVES AND MAJOR ACHIEVEMENTS DURING THE REPORTING PERIOD

1.1 General project objectives & current state of the art

PEARDROP is an action designed to support the dissemination and deployment of ecosystems as a tool for SME growth and regional development. It will contribute to the objectives of the IST Programme by providing informed feedback, validating results, and contributing to future research agendas and the goals of EU policies, especially i2010, the Lisbon Strategy and cohesion policy. Its specific and **concrete objectives** are to:

- **synthesize the main research findings and deployment evidence** regarding business ecosystems to date, based mainly on information gained in face-to-face meetings and/or from documented results including the results of FP6 projects;
- **draw together other relevant literature and evidence** regarding regional innovation systems (including, for example, work on knowledge society, complex adaptive systems etc.);
- **gather specific information and evidence regarding regional SME support** and innovation mechanisms in the partner regions, including policies, processes, programmes and practices that help transform SMEs at the upper levels of the eAdoption ladder, thus providing a potential platform for ecosystem deployment and thereby contributing to economic growth with lasting (sustainable) and positive impacts;
- **disseminate to regions** (and specifically to their regional authorities and development catalysts) as widely as possible, and through all available channels, the main results in the form of short guides or toolkits to five aspects of ecosystem deployment (see below) and a final Synthesis Guide & Toolkit for Regional Ecosystem Deployment that will incorporate some regional case studies as an annex. For a targeted group of regions, PEARDROP will undertake in-depth dissemination and exchange of experience by means of (3) intensive international stakeholder workshops;
- **encourage adoption of innovative ecosystem approaches** by ensuring easy access to evidence, information, advice and good practice on key aspects associated with: regional economic impacts, legal issues and challenges, technology solutions necessary for successful transformation to networked businesses by SMEs, eBusiness models and related regional cultures and public financial investment and intervention approaches and programmes;
- **promote and support regions to engage and work together in the FP**, specifically in research and technology development that relates to strengthening the regional knowledge economy, supporting eBusiness development, and the evolution of self-organising networking environments for SMEs etc.
- use eris@'s extensive membership and wider regional connections to **create a cluster of key players** in approximately 20 regions interested to further develop and promote regional innovation systems - and digital business ecosystems in particular - beyond the specific funding period relating to this project;
- **promote support for digital business ecosystem development**, especially through Structural Funds Programmes and to build an active virtual community of interest and expertise at the EU level regarding innovation and business ecosystem development through a project website;
- **validate the results of existing ecosystem research and deployment** as well as **providing test-bed opportunities** and feedback that will help to re-align research efforts where necessary and to help shape future research agendas in this field;
- **inform the FP7 and related IP/NoE projects of the FP7**, especially through expression of regional development needs and agenda-setting actions and ideas in the form of a final report that will include a road-map indicating the needs of regions in terms of future EU ecosystem research (in FP7).

This approach is based on the assumption of the regional and local authorities' pivotal role in promoting Information Society development and large-scale eAdoption, above all by SMEs. Regional

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governments associated with the project partners and through their membership of the eris@ network will be beneficiaries of this SSA.

The PEARDROP project has therefore a double focus: on the one hand as a “horizontal action”: in particular, addressing the challenges raised by the fostered networked and collaborative paradigms – especially the need for advanced tools for the measurement and assessment of the potential benefits of collaborative networks. And, on the other hand, it focuses on the “digital business ecosystem for SMEs”, and in particular on the take-up of networked business operational models by SMEs.

1.2 Objective of the reporting period, work performed and contractors involved

In particular, as shown by the objectives listed above, in Phase 1 (M1-M9) PEARDROP intends to disseminate its findings through European regions engaged in the Project with the aim of ensure the creation of a critical mass of regions (“focus group”) actively involved in the work of EU research in the field of DBE.

To achieve this goal, every partner has now selected 3 regions - reflecting partner’s nationality and linguistic competences - and, with some of them, a Memorandum of Cooperation has been already signed (see table below for list of regions and Annex II for the template used for the Memorandum of Cooperation).

Table 1 - PEARDROP focus group regions

Partner	Region 1	Region 2	Region 3	Region 4
eris@	Extremadura, ES (23/01/2007)	Valencia, ES (07/12/2006)	Schleswig–Holstein, D (contacted)	Malopolska, PL (waiting MoC)
CSP	<i>Friuli Venezia Giulia, IT</i> (to be confirmed)	Sardegna, IT (contacted)	Emilia Romagna, IT (contacted)	Piedmont, IT (contacted)
AEC	Midi Pyrénées, F (contacted)	Nord-Pas de Calais, F (contacted)	Limousin, F (contacted)	Aquitaine, F (contacted)
TCH	Telemark Region, FI (21/03/2007)	<i>Kopenhagen, DK</i> (to be confirmed)	Lithuanian Region, LT (21/03/2007)	Tampere, FI (waiting MoC)
CMI	East Midlands, UK (contacted)	Border Midland&Western, IE (contacted)	Southern & Eastern, IE (contacted)	Wales, UK (contacted)
EPMA	Moravian-Silesian,PL (12/2006)	Pardubice, PL (12/2006)	Košice, SK (12/2006)	Vysocina, CZ (subcontr.signed)

Besides the creation of a critical mass of regions actively involved in the field of DBE, during its first six months of implementation the PEARDROP project has aimed at collecting and collate the current and ongoing state-of-the-art know-how regarding innovation and digital business ecosystems. In carrying out these tasks, PEARDROP partners committed to place particular emphasis on the information and knowledge needs of *regional* policy makers, programme managers, other regional development catalysts (including leading ICT companies) as well as the small business community itself (e.g. software developers and provider SMEs, and the open source developers and related business communities). PEARDROP contractors have gathered relevant know-how and information on the specific digital ecosystem sub-domain under their responsibility by means of:

- desk- and web-based document research;
- communications with personnel of relevant FP6 DBE Cluster projects;
- on-the-ground experience in the partner regions.

In a later step all work package leaders are now proceeding in de-mystifying and de-codifying the know-how and relevant information in formats and language that will be easily accessible to the target audiences; in particular, for this first six months each PEARDROP partner was asked to start sketching a first draft of an easy-to-read and easy-to-use thematic toolkits.

1.3 Comment on the most important problems

In gathering relevant know-how and information on DBE research and deployment, PEARDROP partners have come across to an information gap that might hinder the achievement of some of the project objectives; this refers to the fact that, at this stage, there are no detailed information on the costs and benefits related to the deployment of DBE. Such details represent a crucial point for PEARDROP when approaching regional stakeholders, being “costs and benefits” the primary interest when taking deployment decisions.

Even when looking at the three regional experiences of DBE (Aragón, Tampere and West Midlands) and at the economic analysis undertaken by the European Commission (“*Understanding the potential macroeconomic impact of the implementation of technologies for digital business ecosystems in Europe: multiple account cost-benefit analysis*”, Lorena Rivera Leon 2006), it is very difficult to strip off from the DBE project research activity the real costs of deployment for regional actors.

Moreover, when looking at reports on the DBE experience in those regions, it emerges clearly that those experiences are still considered as research/pilot ones, therefore not yet applied to the productive or commercial sector (with the exception of one case in West Midlands). This also means that, for the moment, has not yet emerged the benefits related to the actual deployment of DBE in the pilot regions.

The aim of the PEARDROP project is to disseminate information on DBE research and deployment and to plan some regional DBE deployment: for both aims would be crucial to have more detailed and actual information on DBE costs and benefits in order to convince regions to undertake such experimentation (since this will be possible only at their own expenses).

SECTION 2 – WORK PACKAGE PROGRESS OF THE PERIOD

2.1 PEARDROP work packages

In terms of division of labour, PEARDROP consists of 7 work packages (WPs) eris@ is work package leader (WPL) for two of these:

- WP1: Coordination & Reporting (presented in section 3 of this report)
- WP2: Dissemination & Exchange of Experiences

The remaining WPs reflect five specific aspects of DBE research and deployment (which we call sub-domains) and each is led by one of the consortium's regional partners as follows:

- WP3: Economic Impacts on Regional Development (CSP, Piedmont)
- WP4: Legal Issues & Challenges (AEC, Aquitaine)
- WP5: Technology Infrastructure & Support Systems (TCH, Tampere)
- WP6: Business Models & Cultures (CMI, Wales)
- WP7: Financial Frameworks & Programming (EPMA, Vysocina)

2.2 WORK PACKAGE 2 - Dissemination & Exchange of Experiences (eris@ WPL)

The main objectives of this work package are:

- to disseminate the results of existing DBE deployments, of DBE cluster projects, and of the PEARDROP project in particular,
- to promote interest and participation in digital ecosystems research and development in a number of regions,
- increase the number of regions likely to implement an ecosystems approach to regional development.

In particular, for what relates to the dissemination and exchanges of experiences for the relevant reporting period, PEARDROP was meant to:

- publish a brochure,
- design, develop and maintain a project web site having appropriate functionalities to encourage and support active participation of a broad community of interested users (i.e. not only the project partners),
- produce the first Dissemination and Promotion plan (DPP1),
- the updated Dissemination and Promotion Plan (DPP2).

In addition to those actions, eris@ has started coordinating the organization of PEARDROP first International Stakeholders Workshops (ISW) to be held in Brussels on Tuesday 22nd May 2007.

For more details on the above mentioned deliverables, please see paragraphs below).

2.2.1 Design and publication of a PEARDROP brochure.

Notwithstanding the work done and the exchanges of views between partners, the various versions submitted for comments to the EC representatives have received negative feedback. In particular, the samples submitted were considered to be inappropriate for the type of work that the project is called to do. EC representatives estimated that the brochure needed to target the regional public and to better explain the interest for the regions.

In light to this feedback, at the second project meeting (13-14/12/2006) it was decided to externalise the production of the brochure. There is an ongoing communication between the project manager and copy writers to assess the needs and the expectations on the sample to be produced.

The production of the brochure is expected by end of April 2007.

2.2.2 Design and launch of PEARDROP web site and regular animation of it.

Given the delay in the production of the project brochure, also the development of the website has assisted in a shift of the date of delivery (the rationale behind it is to have the brochure approved before “investing” resources in the layout and the content of the web site, since both deliverables should be consistent).

It was also taken in to consideration that in April/May 2007 eris@ will have a new website/platform available. It will offer collaborative tools like wikis, blogs and that, being under eris@’s portal; will be “sustainable” even beyond the life span of the PEARDROP Project (the platform is being built in Share point Technology 2007). Taking into account the need to have the website delivered within M4 (December 2006), two possible scenarios were presented to the European Commission:

- To have PEARDROP website built under Share Point 2007, likely to be fully implemented in March/April 2007 (and create a temporary static website, to be used until the new collaborative one is ready).
- If March would be considered as “late” for the release of the website PEARDROP will try to build a website within the limited budget.

The final decision, in agreement with the EC, was to have the PEARDROP website built in Share point with a temporary version on line in January (following our email of the 10th of November 2006, the EC has accepted the delay of the production of the final website by spring 2007 - under the eris@ new portal that is being developed).

In order to have the first website ready on time, PEARDROP partners have collaborated closely to define its requirements and specifications. A base for discussion was prepared by eris@ and commented by all partners, but in particular by TCH. The final version of the requirements and specification document was finalized in M3 – with a little delay due to the re-thinking of the website development. The launch of the project website was done end of January 2007 (although it had been on line since mid January). The formal launch was done through an article published in the eris@’ newsletter (February 2007). In addition to the usual wide dissemination, 50 copies of the above mentioned publication were also handed out at the occasion of the European forum “TIC21” (Brussels, February the 6th).

The temporary website was then built in house and is available at the following URL: www.peardrop.eu

There has been some delay in the implementation of the eris@ new portal (external to the PEARDROP project) and it is now anticipated that the eris@ new portal will be ready by the middle of May. The project coordinator will do its best to have the new PEARDROP web site ready shortly after that date. Moreover, for consistency reasons, the consortium has considered important to have the project brochure finalized before stepping into the development of the final website

2.2.3 Prepare a Dissemination & Promotion Plan (DPP1) in consultation with partners.

In light of such deliverable, eris@ has consulted its project’s partners to collect more details on the actions that they intended to develop in the first phase of the project (months 1 to 9). This information were collected and used to update the draft Dissemination and Promotion Plan outlined in the Description of Work. The document was sent to the EC on September 29th, 2006. The deliverable was not sent via mail since the functional mailbox was not yet active.

(The document is available at the following link: <http://www.peardrop.eu/Ourworks.html>)

2.2.4 Update the Dissemination & Promotion Plan (DPP2).

The updated version is being submitted these days to the European Commission. It comprises updates on the past events and dissemination occasions as well as future and planned ones (a copy of the Dissemination Plan is reported in Annex I).

It is important to mention that beginning of December 2006 eris@ has undertaken an electronic interview with representatives from the three DBE regions: Aragón, West Midlands & Tampere. The aim of such interview was to prepare some easy to read documents to be published and to be used as

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reference and example when approaching regions on the DBE issue. To date only 2 of those regions have provided eris@ with their feedback. The two interviews had as result the production of two articles in the eris@ Newsletter (December 2006 and January 2007, available at: <http://www.ianis.net/index.php?page=aboutus&sub=detail&idianisinfo=18>) and the publication of two "PEARDROP Bulletins":

- "PEARDROP Interviews Javier Val" (available at: <http://www.peardrop.eu/Ourworks.html>)
- "PEARDROP Interviews Rod Shelton" (available at: <http://www.peardrop.eu/Ourworks.html>)

Of particular interest is the recruitment of focus group regions. To achieve this goal, every partner has now selected 3 regions - reflecting partner's nationality and linguistic competences - and, with some of them, a Memorandum of Cooperation has been already signed (see table at page 7 above for list of regions and Annex II for the template used for the Memorandum of Cooperation).

As shown in detail in Annex I, during its first six months of activity, the PEARDROP project has presented its activity and early results through:

- 70 face to face meetings or direct contacts with regional stakeholders;
- The participation to 16 events at European level;
- The publication of 12 articles and the release of one project website;
- The reply to 3 European commission of Project related questionnaires.

In particular, the PEARDROP consortium has developed in the last months direct contacts with the following EC funded projects:

- DBE Integrated Project
- OPAALS
- EPRI-start
- LEGAL-IST
- SEMLESS
- EFFORT

For more information on contractors involvement within this WP, please see annex III.

The following tables summarize the list of deliverables and milestones due and the relevant date of submission.

Deliverables List

Del. no.	Deliverable name	WP	Date due	Actual/Forecast delivery date	Estimated indicative person-months *)	Lead contractor
D2.1	First Dissemination and Promotion Plan, DPP1	WP2	M1	29 th September 2006	2	1
D2.2	Design & Publication of PEARDROP brochure	WP2	M2	Mid April 2007	0,5	1
D2.3	Project web site operational (First edition)	WP2	M4	Mid January 2007	2,5	1
D2.4	Update of Dissemination & Promotion Plan, DPP2	WP2	M6	14 th April 2007	1,5	1

*) if available

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M2.1	<i>Design and publication of PEARDROP 'brochure'</i>	WP2	M2	Mid April 2007	1
M2.2	<i>Requirement Specification for web site</i>	WP2	M2	November 2006	1
M2.3	<i>Launch of the project web site</i>	WP2	M4	January 2007	1

2.3 WORK PACKAGE 3 - Economic Impact & Regional Development (CSP WPL)

The prime objectives of WP3 are to:

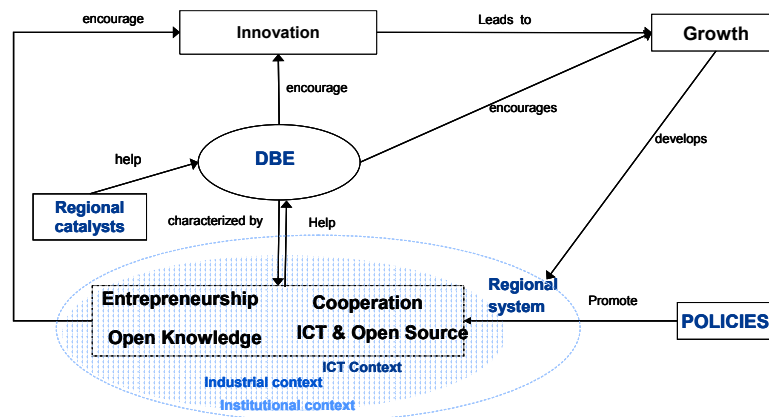
- Undertake macro-economic analyses of the actual and potential impacts of regional DBE deployment on regional economies and, in particular, to gather practical and concrete evidence of the benefits, costs, risks and threats associated with deployment (and non-deployment) of a regional ecosystem. The analysis will seek to:
 - enumerate and quantify the benefits and costs,
 - to identify the risks and how to minimise them, and assess any threats and how to overcome them,
 - to identify the barriers to successful DBE deployment and how to surmount them
 - to collect and develop/adapt tools and models to help simplify and accelerate DBE deployment.
- Collect and collate research findings and practical results concerning different approaches to DBE deployment in a variety of differing regional contexts and thereby the better understand what could constitute an optimal approach according to a regional taxonomy.
- Evaluate how different models of regional governance may be an important factor for the deployment of DBEs.
- Engage regional decision makers in the discussion on how to deploy DBE.
- Assemble, assess, develop or adapt tools, techniques and models (from actual deployment experiences and/or scenario planning exercises) that could assist key actors responsible for regional development (including, for example, development agencies and other catalysts) to support and engage in regional ecosystem deployment.
- Develop DBE deployment plans in two regions and thereby validate the tools, techniques and models developed by PEARDROP.

In the starting phase of the project, CSP (WPL) was engaged in a detailed work planning and organization in order to set-up the WP3 activities, in particular concerning the analysis and content production on DBE regional deployment. In close cooperation with the Department of Economics of University of Turin, has been analyzing:

- the macro-economic impact of actual and potential regional DE deployment on local economies (in terms of effects on local growth, occupation and competitiveness), moving from already existing knowledge;
- regional policies enhancing DBE deployment according to different regional contexts, in order to identify guidelines for policy-makers.

To reach its analysis objectives, CSP has undertaken in the concerned reporting period the following activities:

- Analysis of state-of-the-art about DBE concept (under the macro-economic perspective of Regional Development) and deployment (focusing on benefits, costs, risks and threats) in Europe.
- Definition of a tool for the identification of regional profile towards DBE deployment, in order to describe regional contexts through statistical data and privileged observers. To move further in this activity, CSP has asked for the contribution of project Partners through the means of a thematic questionnaire sent to project partners for collecting statistical data about the economical context of regions, Industrial Context, the Institutional Context and the ICT context (a sample of the questionnaire is available in the project website at the following link: <http://www.peardrop.eu/Whatispeardrop.html#EconomicImpactRegionalDevelopment>).
- Definition of goals for regional policies: topics for regional policies considered as effective for local development in short period, as well as for DE deployment in a longer period.



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The first activity led CSP to define DBE as a model for the local development through the analysis of its theoretical features, as enumerated and presented in the economic literature and in the DBE IP documents. The model, summarized by the graph, aimed to make the DBE concept, and its effect on regional context, more clear and "attractive" for regional policy-makers.

The analysis is based on different kind of document and information source, CSP referred, clearly to DBE IP deliverable (in particular del D27.1. ; D34.5.2.; D31.1.; D31.2.; D13.1; D31.3); to DBE cluster experiences (paper written by regional catalyst and experiences from EPRI-start) and DBE basic paper (document aimed to define DBE concept which authors are related to DBE IP). At the same time, CSP was inspired by document related to EC policy agenda and from the economical literature. Documents have been collected through web survey and direct contacts whit relevant specialist in the field.

The second and the third activities try to define concrete model applications. Starting from the well known item that different regional contexts need different policies, CSP worked on a tool for regional profile identification aimed to gain a deeper knowledge of regional conditions and to analyse its readiness to develop a DBE and the points needing to be improved. Finally CSP work on goals for regional policies aimed to foster DBE model implementation and these goal are, at the same time, correlated to the DBE feature and to tool items.

The definition of DBE as a model for the regional development is the background knowledge for the further activities, which are based on the same references. In particular the tool for the regional profile identification is based on DBE IP deliverable 31.3 from CENSIS and from EC project related to regional socio-economical analysis (Understand, Regional IST, e-business w@tch amd European Innovation Scoreboard). While the third activity is based on governance experiences and regional cases, firstly from Piedmont and secondly from other partner regions.

The main outputs if this activity will be collected in a Guide ("Guide on DBE economic impact on regional development") to which the other PEARDROP partners will also be asked to contribute. At this stage the Guide has been structured to comprise:

- The definition of a DE as a model for local development. This chapter will outline DBE main features and effects on regional development and these will be summarized into a DBE SWOT analysis.
- Suggestion for DBE implementation. This chapter will outline the Regional catalyst role and the regional policies role in a DBE deployment. Furthermore, CSP will define goals for regional policies, aimed to foster effective local development in short period as well as DE deployment in a longer period.

For more information on contractors involvement within this WP, please see Annex III

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No deliverables were due for this specific reporting period.

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M3.1	Agreement of the project partners regarding the critical success factors for regional policy formulation regarding DBE deployments and associated systems for support of eAdoption	WP3	M6	Presentation of success factors at the 3 rd PMC Meeting (20-21 March 2007). Final agreement due April 2007.	CSP

2.4 WORK PACKAGE 4 - Legal Issues & Challenges (AEC WPL)

The prime objectives of WP4 are to:

- Collate evidence and results regarding the extent, nature and type of legal issues and challenges – and accompanying solutions - associated with DBE deployments and advanced uses of ICT for collaborative and networked enterprises.
- Analyse the new legal issues and challenges and understand how these, according to national (and even regional) specificities, can create specific but different obstacles, barriers, and bottlenecks according to (type of) region.
- Gain insights into the ways in which legal issues can hinder regional DBE deployment in particular.
- Evaluate the legal challenges from the perspective of a regional (or national) taxonomy and propose solutions, approaches, tools or models that will help regional administrations and their development agencies to overcome such legal obstacles to DBE deployment.
- Engage regional decision makers in the discussion on how to deploy DBE.
- Assemble, assess, develop or adapt tools, techniques and models (from actual deployment experiences and/or scenario planning exercises) that could assist key actors responsible for regional development (including, for example, development agencies and other catalysts) to support and engage in regional ecosystem deployment.
- Develop DBE deployment plans in two regions and thereby validate the tools, techniques and models developed by PEARDROP.

For the period covered by this report, the WPL has carried out an in depth analysis of available outputs of LEGAL-IST project as well as the DBE one. Here, as an example, some of the text produced by the LEGAL-IST project that have been analysed:

- Report on Legal Issues in Virtual Professional Communities,
- Privacy – Identity Management,
- Report on Legal issues in Open Source Software
- Report on Legal Issues in SME clusters
- State of the art of research on legal Issues related to the Information Society Technologies

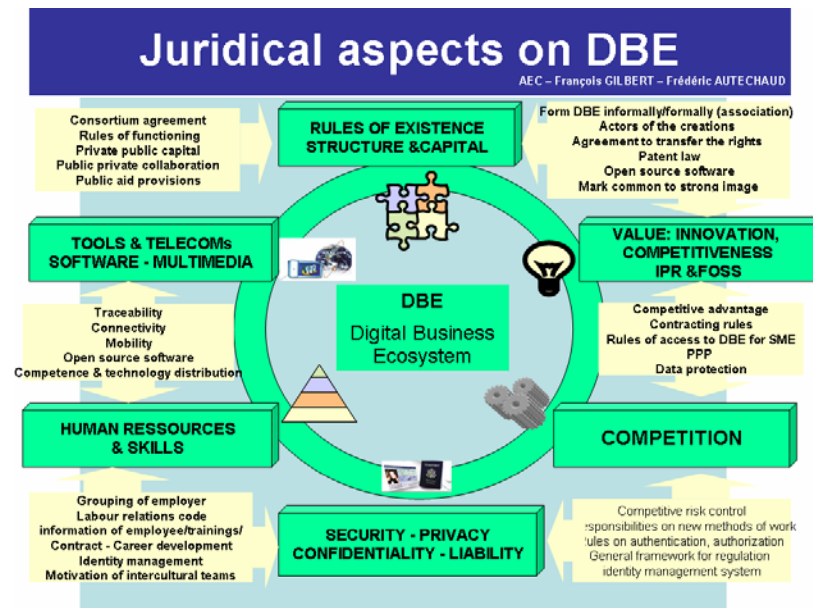
In particular, the analysis of LEGAL-IST deliverables has helped the production, mid November 2006, of a first short document presenting the main legal issues that can be related to a deployment of DBE at regional level (the document is available at the following link: <http://www.peardrop.eu/Ourworks.html>).

The findings of such a document (that comprised the following graph) were also discussed in a dedicated session during a Legal training “New Business Models & Technologies suitable for boosting regional economy – Relevant issues” (organized by eris@, in collaboration with LEGAL-IST on the 12th of December 2006 in Brussels) (<http://www.peardrop.eu/Events.html#OtherEvents>).

On the basis of the same document, AEC also distributed to the partners of the project a questionnaire aiming to follow the process of legal reflection carried out for WP4. The question form concerned legal matters, tools and issues in context of deployment of Digital Business Ecosystem in practice partners region. In particular it was asked to partners to provide their answers on the basis of concrete legal

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practices rather than referencing only to texts of law (a sample of the questionnaire is available at the following link: <http://www.peardrop.eu/Whatispeardrop.html#LegalChallengesIssues>).



This meeting, together with desk research activities, phone calls, e-mail and documents exchange with relevant specialists in the field have given the possibility to AEC to investigate the extent to which legal issues and challenges have posed a problem for regional ICT development as well summarising and assessing relevant policies and programmes.

Moreover, AEC has carried out several meetings with key actors in Aquitaine such as “Route des lasers” or “Pin maritime”, Development Agencies ‘INNOVALIS & Midi Pyrénées Development’ and the Regional Representatives of the French State. Those meetings were both dissemination activities and interviews aiming at collecting information on the main legal issues felt to be crucial when dealing with DBE at regional level. This work on the ground has given the opportunity to PEARDROP partners to analyze the way how the partnerships have been built in the past and who the relevant governance tools are set up. Those direct meetings with regional stakeholders have also been the occasion to study the Regional Operational Program and to point out potential the action lines where DBE solutions or approaches can support the realization of the ROP.

The above mentioned activities have helped PEARDROP to shape an early draft of the toolkit that will be finalized and discussed in the coming months (available in English and French: <http://www.peardrop.eu/Ourworks.html>).

As WPL, AEC has also assumed responsibility for acting as the main point of contact with Legal-IST. In addition, contacts will also be undertaken with the LEKTOR project.

For more information on contractors involvement within this WP, please see annex IV.

No deliverables were due for this specific reporting period.

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M4.1	Agreement of the project partners regarding the critical success factors for regional policy formulation regarding DBE deployments and associated systems for support of eAdoption	WP4	M6	Presentation of success factors at the 3 rd PMC Meeting (20-21 March 2007). Final agreement due April 2007.	AEC

2.5 WORK PACKAGE 5 - Technology Infrastructure & Support Systems (TCH WPL)

The prime objectives of WP5 are to:

- Undertake analyses of actual and still-needed infrastructure and related support tools necessary for regional DBE deployment and, in particular, to catalogue practical information about such systems including their functionalities and relative costs and benefits.
- describe the way in which key information and communication technologies are deployed in projects of the DBE cluster and in actual regional DBE deployments in early-adopter regions.
- investigate and draw together evidence and results concerning tools, technologies and systems already deployed or under development to support collaborative networked businesses and implementation of successful digital business ecosystems.
- Collect and collate research findings and practical results concerning technology infrastructure and related DBE support systems in a variety of differing regional contexts and thereby better understand optimal approaches according to a regional taxonomy.
- Engage regional decision makers in the discussion on how to deploy DBE.
- Assemble, assess, develop or adapt tools, techniques and models (from actual deployment experiences and/or scenario planning exercises) that could assist key actors responsible for regional development to support regional ecosystem deployment.
- Develop DBE deployment plans in two Baltic regions and thereby validate the tools, techniques and models developed by PEARDROP.

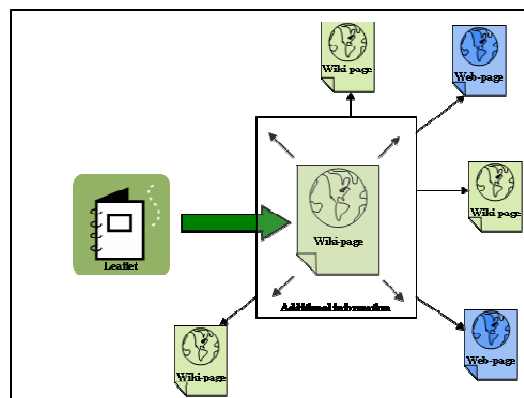
As for the other WPs, also WP5 has engaged in an in-depth research on the existing Technologies and Systems that can support the deployment of DBE at regional level.

This research was done by utilising the resources and deliverables of IP Digital Business Ecosystem and discussing with technology experts of the project, namely Mr. Manu Setälä (also the WP leader of WP 5) and Mr. Victor Bayon from West Midlands. In addition, the Finnish SMEs that have had experiences with the DBE platform were also interviewed. As complementary sources of information, and especially in the definition of different concepts related to the DBE technologies, WP5 activities have exploited some online encyclopaedias (such as Wikipedia, both in English and in Finnish).

In order to have a wider view on technology related issues (such as: the size of information transferred between business, data sharing between business applications, methods/technologies/tools used etc), TCH has circulated to PEARDROP partners a question form (sample available online: <http://www.peardrop.eu/Whatispeardrop.html#TechnologyInfrastructureSupportSystems>)

The result of the above described research and collection of data will have, as a final result, the production of an easy to read toolkit. TCH has proposed to the partners to creating a draft toolkit as a 4-page leaflet supported by a Wiki page (possibly in Wikipedia, where, at this stage, there are no clear mention of DBE – therefore PEARDROP could take care of adding the relevant information about it).

The “leaflet” format of the toolkit is meant to include the key information, in a very condensed form, and it will provide a list of interesting sources of information. In parallel, the Wiki page can be considered as being a “mirror image” of the leaflet with links to additional pages with more detailed information and links to other wiki - and internet pages that have DBE relevance (as shown in the graph here on the side).



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At this stage the structure of the toolkit is already clear and solid: most of the information have already been pre-formulated – for the moment in Finnish – and the translation of such information into knowledge will be the next step to take within the WP.

The document will comprise:

- a session on Infrastructure requirements
- a part on the different approaches to digital business ecosystems
- some information on methods and tools
- a regional roadmap for DBE deployment.

It should be noted that the issue of DBE technologies is quite complicated, given the fact that it can be understood in many different ways; therefore it will be a big challenge to:

- condense the essence of it in a short and understandable leaflet.
- to compile the toolkit is choosing the right approach to it

The early initial draft of such “toolkit” has already been “pre-tested” through 10 regional interviews to different stakeholders. Namely, for following people were interviewed:

- Magnus Lindros, Sovibox Ltd.
- Henri Bergius, Nemein Ltd.
- Jukka Huhtamäki, Tampere University of Technology
- Timur Kärki, Gofore Ltd.
- Sami Kallio, Gofore Ltd.
- Aapo Puhakka, Vetokonsultit Ltd.
- Teppo Sulonen, City of Tampere
- Timo Aaltonen, Tampere University of Technology
- Tarja Systa, Tampere University of Technology
- Pasi Niemelä, Codelma Ltd.

For more information on contractors involvement within this WP, please see Annex III.

No deliverables were due for this specific reporting period.

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M5.1	Agreement of the project partners regarding the critical success factors for regional policy formulation regarding DBE deployments and associated systems for support of eAdoption	WP5	M6	Presentation of success factors at the 3 rd PMC Meeting (20-21 March 2007). Final agreement due April 2007.	TCH

2.6 WORK PACKAGE 6 - Business Models & Cultures (CMI WPL)

The prime objectives of WP6 are to:

- Analyse from a micro-economic perspective the issues relating to DBE deployment facing SMEs and to gather evidence and systems that encourage or inhibit small enterprises to become networked firms (evidence of the benefits; identification of risks, enumeration of threats and assessment of barriers).
- Investigate and draw together available evidence and results regarding the different approaches, programmes, systems, models and other support mechanisms deployed to

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support the development of eBusinesses and implementation of successful digital business systems.

- Assess the extent to which differing regional business models and cultures play a critical role in helping (or hindering) development of new collaborative and networked forms of working that enable SME's to adopt new processes, engage in new methods of work organisation, develop new products and services, and reach new markets, taking due account of the diversity of European regions and inter-regional variations.
- Engage regional decision makers in the discussion on how to deploy DBE.
- Assemble, assess, develop or adapt tools, techniques and models (from actual deployment experiences and/or scenario planning exercises) that could assist key actors to support and engage in regional ecosystem deployment.
- Develop DBE deployment plans in two regions and thereby validate the tools, techniques and models developed by PEARDROP.

As for the period object of this report, CMI has undertaken various research streams to map eAdoption models in target regions, in order to identify regions more likely to adopt DBE and to identify existing examples of DBE type activity.

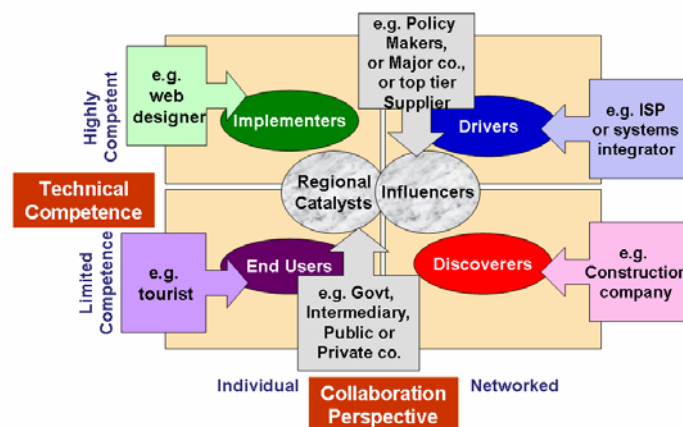
Given the SME focus of this specific WP, CMI has also undertaken in depth research activities to inform the drafting of the WP6 toolkit on the SME perspective in DBE. In particular, this activity has been undertaken through meetings and discussions with:

- other DE cluster projects. In particular further discussions have been held the EFFORT project to strengthen the links and collaboration. Nevertheless, due to the delays in the EFFORT project less progress than intended was made. As a result of these contact, EFFORT has requested a bilateral meeting with PEARDROP for the next Cluster meeting in May.
- some key policy makers in the CMI target regions: East Midlands (UK), Border Midland & Western (IE), Southern & Eastern (IE), Wales (UK). Details of the meetings are reported in the Dissemination and Promotion Plan available in Annex I). The meetings with key regional policy makers have also been useful to identify future potential opportunities for DBE implementation.

At this stage, CMI is preparing a short toolkit to be submitted to the other project partners for contributions. In a brief way the toolkit will:

- be developed around understanding the characteristics of an ecosystem & its application in a business context
- define a range of possible user scenarios or roles from an SME perspective (referred to as 'actors' by DBE project – as shown in the draft scheme below)
- consider the benefits and opportunities being involved in a DBE can yield (from SME user perspective)
- look at the potential obstacles and difficulties along with the risks to be considered
- consider the preconditions and critical success factors to ensure the successful implementation of or involvement in a DBE.

Toolkit for WP6 – User Scenarios & Roles



In order to achieve WP6 objectives, a sound activity of research and monitor of cluster project activities has been done and for the time being the results can only be as good as the documentation presented

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by the projects. For this reason, the May 2007 cluster meeting will be very valuable for having a more face-to-face involvement that until now has been missing.

In addition, for the purposes of this WP, it should be noted that there is a difficulty to find solid information regarding costs associated with DBE building that seems to be only at an embryonic stage.

For more information on contractors involvement within this WP, please see Annex III.

No deliverables were due for this specific reporting period.

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M6.1	Agreement of the project partners regarding the critical success factors for regional policy formulation regarding DBE deployments and associated systems for support of eAdoption	WP6	M6	Presentation of success factors at the 3 rd PMC Meeting (20-21 March 2007). Final agreement due April 2007.	CMI

2.7 WORK PACKAGE 7 - Financial Frameworks & Engineering (EPMA WPL)

The prime objectives of WP7 are to:

- Investigate public aid schemes for ICT adoption for business in a variety of member states and regional contexts, including
 - national schemes (e.g. National investment support regimes, general (national) investment support for major ICT projects, loan guarantee schemes for SMEs, and grants for new technology);
 - Regional investment support (e.g. Regional development grants, Regional Selective Assistance (projects & training), and specific regional practices;
 - The European financial environment, investment and development support, including SF; loans from European Investment Bank; Grants from ERDF; Financial regulations & environments in different member states.
- study the different kinds of Public-Private Partnerships (PPPs) used across Europe, including those specifically formed to establish business incubators and science/technology parks; the new functions and emerging roles of Chambers of Commerce – and models such as One-Stop-Shops for business support and their practical forms – will also be studied, along with examples of currently used methods of estimating the public value of such business networks by stakeholders and regional governments.
- identify the different kinds of regional contextual factors that encourage innovative and transformative uses of ICT in some places and not in others, especially with regard to public investments and interventions.
- Engage regional decision makers in the discussion on how to deploy DBE.
- Assemble, assess, develop or adapt tools, techniques and models (from actual deployment experiences and/or scenario planning exercises) that could assist key actors responsible for regional development (including, for example, development agencies and other catalysts) to support and engage in regional ecosystem deployment.
- Develop DBE deployment plans in two regions and thereby validate the tools, techniques and models developed by PEARDROP.

The activity of the partners for WP7 relate mostly to the collection of information on the state of the art of the available tools for financing DBE. In particular, EPMA, WPL, has proceeded searching and studying information on Digital Business Ecosystem (DBE), clusters, eBusiness, Networked business, Digital economy, Information society etc. as well as information concerning financial support, programs, funds and other financial tools that can be related to DBE (or concepts similar to it).

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A specific activity has been carried out in the Vysocina region: a search for information concerning achieved eAdoption ladder in Vysocina region and selected associated region in the Czech Republic. For this purpose a structured questionnaire was created and information was collected through internet, phone calls and personal inquiries with assistance of external experts.

In parallel, EPMA has coordinated the collection of specific information on the existing financial framework for DBE setting up a WP7 questionnaire that has been distributed to project partners. The aim was to collect a wider range of concrete data concerning financial tools supporting DBE, eBusiness, clusters etc. that could be added to the information related to the Czech Republic - both on national level, and in several selected regions. (a sample of the mentioned questionnaire is available online: <http://www.peardrop.eu/Whatispeardrop.html#FinancialFrameworksEngineering>)

EPMA has also put some input in finding out information and relevant documents on SEAMLESS project for which EPMA was the partner in PEARDROP responsible for cooperation.

The results of the questionnaires, the desk research activities and the various contacts and meetings have been now analyzed and will be the basis of the future Toolkit on "Financial Frameworks & Engineering".

The content of the draft toolkit, for this WP, has been outlined as follows:

- Short introduction – why to deploy DBE? What are the main DBE aspects? Who are the stakeholders & beneficiaries?
- Common & Specific conditions for financing (e.g. European, national, regional funds, private investment etc.)
- Regional level of eAdoption/ regional positioning
- Schematic presentation of type of actions, respective drivers and types of funds
- Required steps for DBE deployment
- Available sources of funding
- List of basic facts (such as the benefits of DBE deployment for SMEs)

In the guide, specific attention will be paid to those underdeveloped regions (e.g. some from NMS), where the integration of ICT into the life of SMEs is going alongside with the building of communities (and actually, of civil society in large).

For more information on contractors involvement within this WP, please see annex III.

No deliverables were due for this specific reporting period.

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M7.1	Agreement of the project partners regarding the critical success factors for regional policy formulation regarding DBE deployments and associated systems for support of eAdoption	WP7	M6	Presentation of success factors at the 3 rd PMC Meeting (20-21 March 2007). Final agreement due April 2007.	EPMA

SECTION 3 – CONSORTIUM MANAGEMENT

3.1 Introduction

The main **objectives** of the consortium management tasks (under Coordination & Reporting – Work Package 1 - eris@ WPL) are to:

- ensure the project meets its own aims and objectives,
- provide effective coordination with and between partners, Commission services and with the main regional stakeholders,
- maximise exploitation of, and feedback on, existing and emerging ecosystem deployment and research.

To achieve the goals of the project, coordination comprises the organisation of project management committees (PMC) and review meetings, preparing the interim reports and establishing and organising the Advisory Committee.

eris@ coordination effort has been guaranteed by weekly mailings to the Peardrop mailing list (Peardrop@announce.erisa.be), personal phone calls and administrative support – e.g. providing project partners with detailed financial guidelines, project standard presentations, various templates to be used during the life span of the project (those presentation are available in the PEARDROP Forum: <http://www.peardrop.eu/OpenForum.html> under the topic « Consortium common documents »).

In addition to the organization of project meetings, eris@, as work package leader, for this period of activity was responsible for the delivery of the following actions:

- Establish External Advisory Group (M3)
- Produce an Interim Activity Report (M6)
- Coordinate peer review of deliverables in Q1&Q2 (M6)

3.2 Organisation of Project Meetings

eris@, as coordinator, has also organized two project meetings taking place in Brussels:

- Kick off Meeting 12th – 13th of September 2006: this event was a useful occasion to stress the central focus of the project, which is not about doing research, but on gathering existing knowledge and to set a number of “Action Lines” for the following months. After the meeting, every partner was called to:
 - define/describe what a DBE is in their view/perception, so to define a common understanding of what is at stake;
 - to produce a detailed action plan for the first 9 months (Phase 1) mentioning: tasks, responsibilities, deadlines, person/month allocation in WPs;
 - to give a first thought on what could be the suitable format of outputs for the relevant WP (e.g. media, poster, guide);
 - to select which (3) regions to contact and think how to approach them.

The minutes of the Kick-Off meeting can be found in Annex IV of this report.

- 2nd Project Meeting: 13th – 14th December 2006: this second meeting was the occasion for partners to meet Mr. Andrea Nicolai and Javier Val from the DBE IP. These special guests presented the DBE project and the regional experience of Aragón. The rest of the meeting was dedicated to the internal issues related to the project. At this occasion important decisions were taken on the production of the Toolkits, on the timeline of actions (such as the issue of the questionnaires used by most of the partners to collect info on for the preparation of the toolkit) and on the design of the brochure.

The minutes of the 2nd PMC can be found as Annex V to this report.

During the month of February 2007, eris@ has also started a sound preparatory work for the organization of the first "Information Day" dedicated to the members of the PEARDROP External Advisory Group (March 20th 2007) and of the third project meeting (20th & 21st March 2007).

3.3 Establishment of an External Advisory Group (M3)

eris@ has been the responsible for the establishment of the External Advisory Group (EAG) whose task is to provide the project manager and consortium members with independent expertise relating to the project (especially, its direction, progress and quality of deliverables).

Selection Process - In order to set up the PEARDROP Advisory Group, each contractor was asked to submit one or more nominations. A summary table comprising all nominated experts was then circulated together with candidates full CV's. Following the criteria of selection agreed during the Project Kick off Meeting (September 2006), namely:

- no more than one selected expert from the same member state (the 7 nominations comprised 2 Germans and 2 Finns)
- selected experts should have different backgrounds,

the consortium decided to have a consultative and consensual process. Following this process, the four (4) experts chosen by the consortium to be part of the EAG are:

- **Aidan Roe (United Kingdom)**
- **Elmar Husmann (Germany)**
- **Ken Stockil (Ireland)**
- **Marko Seppä (Finland)**

The candidates were contacted and invited to take part to the group on November 17th 2006. By the 20th of the same month all four candidates had accepted to be part of the Advisory Group. Two communications on this issue were sent to the EC on 30th November 2006 and on the 31st January 2007.

The selected experts of the PEARDROP External Advisory Group have been asked to:

- provide external input/advice to the PEARDROP team and contribute to oversee quality assurance systems and procedures,
- comment on PEARDROP outputs and deliverables,
- contribute actively to on-line discussion (through email and forum),
- attend the 3 International Stakeholders' Workshops (along with any back-to-back Project Management Committee meetings that we will organise)

Due to the limited budget, the membership to the EAG does not attract a professional fee although travel and subsistence for the participation of the experts to relevant meetings will be paid by the project.

Moreover, the PEARDROP consortium has also decided that, according to specific needs of the project and the particular background of the AG experts, AG members will act as external peer reviewers of project outputs (and for this PEARDROP has agreed with each AG members on a specific work schedule and a specific a total fee of €1500 - equivalent of a total of three days work).

In order to introduce to the Advisory Group Members the PEARDROP Consortium and the project activities, in February eris@ has started organizing a dedicated "Information Day".

3.4 Peer Review of the deliverables Q1 & Q2 (M6)

The peer review of the deliverables of the first two quarters (September 2006 – February 2007) is registering some delay, due to the delay of production of some deliverables (e.g. the brochure) and the status of preparation of others (e.g. DPP2, due M6). Nevertheless, the planning of such review is ready, and eris@ will be launching it by end of April 2007.

The PEARDROP Consortium agreed to internally review the deliverables of the first two quarters of activity. The split of work agreed is presented in the table below.

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Table 2 - Review of deliverables Q1&Q2

Deliverable to be reviewed	Partner
D2.1 – DPP1 (M1)	CMI
D2.2 – Brochure (M2 delayed)	AEC
D2.3 – Website (M4)	TCH
D2.4 – DPP2 (M6)	CSP
D1.1 – Interim Activity Report (M6)	EPMA

In addition to all these activities, eris@ has also coordinated the effort of all partners for finalization of the PEARDROP Consortium Agreement. To be mentioned that to prepare such a document, the Consortium has looked for legal support by “IPR-Helpdesk”, who has provided to eris@ useful information and clarifications on various issues related to Intellectual Property rights.

No major problems have been encountered in management issues. All PEARDROP contractors have contributed to the achievements of the above mentioned activities participating actively to project meetings, sending contributions and feedback on the actions undertaken by the work package leader (for more details see Annex III).

The following tables summarize the list of deliverables and milestones due and the relevant date of submission.

Deliverables List

Del. no.	Deliverable name	WP	Date due	Actual/Forecast delivery date	Estimated indicative person-months *)	Used indicative person-months *)	Lead contractor
D1.1	Interim Activity Report	WP1	M6	14 th April 2007	1	N.A.	1

*) if available

Milestones List

Milestone no.	Milestone name	WP	Date due	Actual/Forecast delivery date	Lead contractor
M1.1	Establish External Advisory Group	WP1	M3	30 th November 2006	1
M1.2	Peer Review of deliverables in Q1&Q2	WP1	M6	Mid April 2007	1

SECTION 4 – OTHER ISSUES

The PEARDROP project is not subject to requirements and/or recommendations concerning ethical issues.

No other issues have raised.

ANNEX I – USE OR DISSEMINATION OF PROJECT RESULTS

In its first six months of activity PEARDROP partners have mostly concentrated their activity on the collection of data and knowledge on the specific issues related to Digital business Ecosystem. Nevertheless, in this period the PEARDROP consortium has delivered more than 100 actions devoted to dissemination.

This effort has brought its results: as shown in the table a page 7 of this report, up to 20 European regions have already shown their interest in participating to PEARDROP's activity. Of these, 7 have already signed a formal commitment.

Those regions are:

- The **Valencia region** (Spain) through the Secretaria Autonómica de Telecomunicaciones y Sociedad de la Información (SATSI) <http://www.gva.es>
- The **Moravian-Silesian region** (Czech Republic) through the Union of Development of the Moravian-Silesian region <http://www.msunion.cz>
- The **Pardubice region** (Czech Republic) through the University of Pardubice <http://www.upce.cz>
- The **Extremadura Region** (Spain) through the Foundation for the Development of Science and Technology in Extremadura (FUNECYT) <http://www.fundecyt.es>
- The **Kosice region** (Slovakia) through the Agency for Support of Regional Development Kosice <http://www.arr.sk>
- The **Vysocina region** (Czech Republic) through the Regional Authority <http://www.kr-vysocina.cz>
- The **Telemark region** (Norway) through the ICT Grenland www.iktgrenland.no

The following table presents all the detailed information related to the Consortium Dissemination activities ordered by time.

Interim Activity Report

Date	M	Resp.	Activity	Objective	Audience
Sep-06	1	eris@	<ul style="list-style-type: none"> Face to Face meeting with a representative from Baden-Württemberg Agency for IT and Media 	<ul style="list-style-type: none"> Promotion of PEARDROP to Regional Stakeholders 	<ul style="list-style-type: none"> Mr. Bernd Hartmann, Project Manager MFG
Sep-06	1	eris@	<ul style="list-style-type: none"> Preparation DPP1 (D2.1) 	<ul style="list-style-type: none"> Agree dissemination strategy 	<ul style="list-style-type: none"> Internal partners, EC
Sep-06	1	eris@	<ul style="list-style-type: none"> Presentation of the Project to the representative of UEAPME 	<ul style="list-style-type: none"> Promote PEARDROP to SMEs 	<ul style="list-style-type: none"> Mr. Freek Posthumus, UEAPME / NORMAPME
Sep-06	1	CMI	<ul style="list-style-type: none"> Establish contact with the Welsh eScience Centre 	<ul style="list-style-type: none"> Present PEARDROP 	<ul style="list-style-type: none"> Members of the Welsh eScience Centre
Sep-06	1	TCH	<ul style="list-style-type: none"> Participation to the "Helsinki ICT-Week" 	<ul style="list-style-type: none"> Promoted PEARDROP 	<ul style="list-style-type: none"> Conference participants
Sep-06	1	CMI	<ul style="list-style-type: none"> Face to face meeting with "Enterprise Ireland": Agreement to present in more detail to eBusiness Strategy Group early in 2007 (involves all key policy players) 	<ul style="list-style-type: none"> Presentation of PEARDROP and its objectives 	<ul style="list-style-type: none"> "Enterprise Ireland", Mr. Eoin O'Siochru & Karen Hynes (22/09/2006)
Sep-06	1	EPMA	<ul style="list-style-type: none"> Face to face meeting (informal). Visit of technological park of Sardegna (in the frame of ICHNOS project) 	<ul style="list-style-type: none"> Exchange of information concerning e-Adoption in regions 	<ul style="list-style-type: none"> Representative of the ICHONOS Project
Oct-06	2	eris@	<ul style="list-style-type: none"> Attendance and organization of the "IANIS+ Intensive Course", 2-6 October, Turin 	<ul style="list-style-type: none"> Distribution of hand-outs to participants 	<ul style="list-style-type: none"> 40 regional representatives
Oct-06	2	eris@	<ul style="list-style-type: none"> Attendance of the <i>OPEN DAYS Conference "The contribution of software companies to local and regional development"</i>. Face to face meeting with Mr. Alexandru DUMITRACHE (Rumanian Government) and Mr. Umberto Pernice, ex-consultant DBE Project) 	<ul style="list-style-type: none"> Oral presentation of eris@ and mention of PEARDROP 	<ul style="list-style-type: none"> 20 regional representatives from EU countries & acceding ones.
Oct-06	2	eris@	<ul style="list-style-type: none"> Attended and organized "IANIS+ e-business Work Group Meeting" Mallorca, Spain 	<ul style="list-style-type: none"> Distribution of hand-outs to participants and short oral description 	<ul style="list-style-type: none"> 15 regional representatives working in the field of eBusiness development.
Oct-06	2	eris@	<ul style="list-style-type: none"> Mail contact with Mrs. Carolina Marco Bellver, Valencia, Spain. (after a meeting during the IANIS+ eBusiness Work Group Meeting earlier in October 2006). Interested, accepted to collaborate with PEARDROP. 	<ul style="list-style-type: none"> Presentation of the project 	<ul style="list-style-type: none"> Mrs. Carolina Marco Bellver, Valencia Region, Spain
Oct-06	2	eris@	<ul style="list-style-type: none"> Mail contact with Mr. Luis Casas Luengo, Extremadura Region, Spain. Agreement to discuss in detail a Memorandum of Cooperation 	<ul style="list-style-type: none"> Presentation of PEARDROP aims & Objectives 	<ul style="list-style-type: none"> Mr. Luis Casas Luengo, Extremadura Region, Spain
Oct-06	2	eris@	<ul style="list-style-type: none"> Presentation of PEARDROP to the LEGAL-IST Project and start contacts: telephone contact & email contact. Agreement to organize jointly (eris@ & LEGAL-IST) a one day training on Legal Issues in December 2006 	<ul style="list-style-type: none"> Informal Presentation of the project, looking for possible synergies between PEARDROP & Legal IST. 	<ul style="list-style-type: none"> Mr. Marco Conte Project Coordinator Legal-IST / EsoCeNet

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Date	M	Resp.	Activity	Objective	Audience
Oct-06	2	eris@	<ul style="list-style-type: none"> Sent email with info on PEARDROP to Mr. Alexandru Dumitrache, Department of European Integration, Government of Romania 	<ul style="list-style-type: none"> Mail presenting eris@ and its activities, comprising PEARDROP 	<ul style="list-style-type: none"> Mr. Alexandru Dumitrache, Dept. European Integration, Romania Gov.
Oct-06	2	eris@	<ul style="list-style-type: none"> Published article: "PEARDROP Project: a few reasons to become an associated region!" IANIS+ News Letter N° 49 http://www.ianis.net/index.php?page=aboutus&sub=detail&idianisinfo=18 	<ul style="list-style-type: none"> Disseminate info on the DBE concept and PEARDROP 	<ul style="list-style-type: none"> eris@/IANIS+ regions. More than 1000 local & regional stakeholders working in ICT field
Oct-06	2	eris@	<ul style="list-style-type: none"> Presentation of PEARDROP to the DBE Integrated Project and start contacts : mail contact with Mr. Nicolai, Coordinator DBE I P 	<ul style="list-style-type: none"> Presentation of PEARDROP's aims & objectives; request of collaboration with DBE Project 	<ul style="list-style-type: none"> Mr. Andrea Nicolai, Coordinator DBE Integrated Project
Oct-06	2	CMI	<ul style="list-style-type: none"> Face to Face meeting with Microsoft Ireland to discuss the possibly to: look at Microsoft ecosystem with partners & suppliers as a case study; engage with Dublin Chamber Knowledge Society initiative 	<ul style="list-style-type: none"> Presentation of PEARDROP and its objectives 	<ul style="list-style-type: none"> Mr. Terry Landers – Microsoft Ireland
Oct-06	2	CMI	<ul style="list-style-type: none"> Presentation/ engagement with senior policy makers within Welsh Assembly, Virginia Chambers (Innovation Division) & Sharon Linnard (Chief Operating Officer). 	<ul style="list-style-type: none"> PEARDROP presentation & its objectives to raise awareness on the DBE concept. 	<ul style="list-style-type: none"> Mr. Michael Eaton (eWales), Virginia Chambers & Sharon Linnard.
Oct-06	2	CMI	<ul style="list-style-type: none"> Presentation of PEARDROP to the eCommerce Innovation Centre (eCIC) 	<ul style="list-style-type: none"> Promote PEARDROP and its activities. 	<ul style="list-style-type: none"> Members of the eCommerce Innovation Centre
Oct-06	2	CMI	<ul style="list-style-type: none"> Engagement with Creative Industries Sector 	<ul style="list-style-type: none"> Promotion of PEARDROP and its activities 	<ul style="list-style-type: none"> Representatives of the Creative Sector in Wales
Oct-06	2	TCH	<ul style="list-style-type: none"> Co-organization of "Open Mind & Open Byte" event, Tampere (Finland) 	<ul style="list-style-type: none"> Promote PEARDROP and its aims 	<ul style="list-style-type: none"> Wide range of Conference participants
Oct-06	2	CSP	<ul style="list-style-type: none"> Telephone contact and e-mail exchange with EPRI-start Project 	<ul style="list-style-type: none"> Exchange of information of EPRI-start and PEARDROP 	<ul style="list-style-type: none"> Dr. Anne Wawer from EPRI-start
Oct-06	2	EPMA	<ul style="list-style-type: none"> e-mail communication with SEAMLESS project coordinator and country partners : declarative letter and set of files comprising PEARDROP details 	<ul style="list-style-type: none"> Exchange of information of SEAMLESS and PEARDROP 	<ul style="list-style-type: none"> Flavio Bonfatti and Tomáš Sabol, Radoslav Delina (Slovak Republic) form the SEAMLESS project.
Oct-06	2	EPMA	<ul style="list-style-type: none"> Face to face meeting with regional representatives of the Vysocina Regional authority & CzechInvest. 	<ul style="list-style-type: none"> DBE introduction meeting & PEARDROP project presentation 	<ul style="list-style-type: none"> Tomas Cihak (Dept. of Regional Development); Vaclav Jachim (IT Dept.); Dagmar Strnadova ("CzechInvest" Gov. Agency)
Nov-06	3	eris@	<ul style="list-style-type: none"> Web Site Requirement Specification 	<ul style="list-style-type: none"> Specify requirements for in-house 	<ul style="list-style-type: none"> Internal partners

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Nov-06	3	eris@	<ul style="list-style-type: none"> Reply to COBRAS's Questionnaire call 5 on standardization. Possible consideration of PEARDROP in COBRAS final analysis of collected data 	<p>development</p> <ul style="list-style-type: none"> Answer questionnaire 	<ul style="list-style-type: none"> Mr. Brusse, COBRAS responsible
Nov-06	3	TCH	<ul style="list-style-type: none"> Face to face meeting with Matti Keskinen, Optiferum , SME interested in deploying DBE (http://www.opiferum.com/) 	<ul style="list-style-type: none"> Informal discussion on PEARDROP & the Toolkit. 	<ul style="list-style-type: none"> Matti Keskinen, Optiferum
Nov-06	3	TCH	<ul style="list-style-type: none"> Face to face meeting with: Marko Helenius, Nomovok (implementor SME's in DBE project) http://www.nomovok.com/ 	<ul style="list-style-type: none"> Informal discussion on PEARDROP & on WP5 Toolkit. 	<ul style="list-style-type: none"> Marko Helenius, Nomovok
Nov-06	3	TCH	<ul style="list-style-type: none"> Face to Face meeting with: Petteri Venola, Timur Kärki and Sami Kallio, Gofore Ltd. (technology SME) 	<ul style="list-style-type: none"> Informal discussion on PEARDROP and on the preparation of the Toolkit. 	<ul style="list-style-type: none"> Petteri Venola, Timur Kärki and Sami Kallio, Gofore
Nov-06	3	TCH	<ul style="list-style-type: none"> Attendance of IST 2006, Nov 21-23 2006, Helsinki Finland. Attending the conference, meetings, stand participation alongside COSS 	<ul style="list-style-type: none"> Promote PEARDROP, collect relevant information, make contacts 	<ul style="list-style-type: none"> Mainly policy makers interested in IST and EU project possibilities.
Nov-06	3	CMI	<ul style="list-style-type: none"> Face to face meeting - East Midlands Development Agency (emda) - Very interested in the concept, would like to get involved as project progresses 	<ul style="list-style-type: none"> PEARDROP Introduction; further discussion on DBE relevance to Digital Strategy Development 	<ul style="list-style-type: none"> Dr Alan Srbljanin, Senior Policy Advisor – ICTs.
Nov-06	3	CMI	<ul style="list-style-type: none"> Face to face Meeting - Department of Enterprise Trade & Employment, Els Compernelle – Forfás 	<ul style="list-style-type: none"> Presentation of PEARDROP and its objectives 	<ul style="list-style-type: none"> Sinéad Gilligan – Department of Enterprise Trade & Employment, Els Compernelle – Forfás
Nov-06	3	EPMA	<ul style="list-style-type: none"> Attendance of "IST 2006 Conference" Helsinki – SME networking session 	<ul style="list-style-type: none"> General exchange of information and Networking 	<ul style="list-style-type: none"> SME representatives
Nov-06	3	EPMA	<ul style="list-style-type: none"> Face to face meeting with representatives of the Moravian-Silesian Region. Agreed to support PEARDROP, prepared Memorandum of Coop. for sign. 	<ul style="list-style-type: none"> Information meeting & project presentation 	<ul style="list-style-type: none"> Miroslav Fabian (CEO), Jiri Tomcik (Project manager, Union of Development of Moravian-Silesian)
Nov-06	3	EPMA	<ul style="list-style-type: none"> Face to face meeting with representative of Pardubice University. Agreed support to PEARDROP, Memorandum of Coop. prepared for signature 	<ul style="list-style-type: none"> Introduction meeting & project presentation 	<ul style="list-style-type: none"> Jitka Genserova – Pardubice University
Dec-06	4	eris@ & Partners	<ul style="list-style-type: none"> Publish electronic "PEARDROP Bulletin" : Production of two short documents: one reporting an interview to Mr. Javier Val (Aragon Region) and the other to Mr. Rod Shelton 	<ul style="list-style-type: none"> Promote the DBE concept and experiences 	<ul style="list-style-type: none"> Organizations and individual key actors
Dec-06	4	eris@	<ul style="list-style-type: none"> Organization of a training event in collaboration with Legal-IST "Training: New business models and technologies suitable for boosting regional economy and relevant legal issues" http://www.ianis.net/index.php?page=events&sub=detail&idevent=1624 	<ul style="list-style-type: none"> Distribution of hand-outs and PEARDROP Bulletins to participants; short project presentation 	<ul style="list-style-type: none"> Training participants, including regions (such as Lorraine and West Finland) & other Cluster Projects (LEGAL-IST and LEKTOR)

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Dec-06	4	eris@	<ul style="list-style-type: none"> Published Article: Digital Business Ecosystems Regional Catalyst "PEARDROP meets Dr. Rod Shelton, Project Director UCE DBE Project, Central England (UK)" IANIS+ News Letter No51 http://www.ianis.net/index.php?page=aboutus&sub=detail&idianisinfo=18 	<ul style="list-style-type: none"> Disseminate info on the DBE concept and PEARDROP 	<ul style="list-style-type: none"> eris@/IANIS+ regions. More than 1000 local & regional stakeholders working in ICT field
Dec-06	4	eris@	<ul style="list-style-type: none"> Face to face meeting with Mr. Dave Cornish, Somerset Broadband Programme Manager, Somerset County Council UK. Demonstration of interest, he said he would be contacting Patrick Sullivan to have more information on the project. Mr. Cornish is also responsible for the 'Connecting Somerset' Project that aims at supporting rural SMEs in moving up in the eAdoption Ladder. 	<ul style="list-style-type: none"> Presentation of the project and informal discussion 	<ul style="list-style-type: none"> Mr. Dave Cornish, Somerset Broadband Programme Manager
Dec-06	4	eris@	<ul style="list-style-type: none"> Face to face meeting with Mrs. Francine Rochefort, <i>Centre des Technologies nouvelles</i> (CTN) ICT Responsible for training, Basse Normandy France. Demonstration of interest, possibility of future interest in PEARDROP 	<ul style="list-style-type: none"> Presentation of the Project and informal discussion 	<ul style="list-style-type: none"> Mrs. Francine Rochefort, Centre des Technologies nouvelles (CTN)
Dec-06	4	eris@	<ul style="list-style-type: none"> Mail contact with Mr. Tomas Brimmer, Representative of the Land of Bremen, Germany. Proposition to discuss in detail a Memorandum of Cooperation 	<ul style="list-style-type: none"> Presentation of PEARDROP aims & objectives 	<ul style="list-style-type: none"> Mr. Tomas Brimmer, Representative of the Land of Bremen
Dec-06	4	eris@	<ul style="list-style-type: none"> Mail contact with Mr. Agnieszka Bruzda and Agnieszka Polarska, Malopolska, Poland. Proposition to discuss in detail a Memorandum of Cooperation 	<ul style="list-style-type: none"> Presentation of PEARDROP aims & objectives 	<ul style="list-style-type: none"> Mr. A. Bruzda and A. Polarska, Malopolska, Poland
Nov-Jan	4	TCH	<ul style="list-style-type: none"> email exchange (approx. 10 messages) with "Invest in Tampere" Vesa Kaasalainen: policy maker activation 	<ul style="list-style-type: none"> Promote PEARDROP and the DBE Concept 	<ul style="list-style-type: none"> "Invest in Tampere", Vesa Kaasalainen
Nov-Jan	4	TCH	<ul style="list-style-type: none"> email exchange (approx. 10 messages) with Tampere University of Technology, Mr. Aapo Kiviniemi 	<ul style="list-style-type: none"> Present PEARDROP and ask for support on Legal Issues (AEC questionnaire) 	<ul style="list-style-type: none"> Tampere University of Technology, Mr. Aapo Kiviniemi
Dec-06	4	TCH	<ul style="list-style-type: none"> Presentation of PEARDROP at the "EBSN- Workshop", Oulu http://www.ouka.fi/ebsn/ (organized by DG Enterprise) 	<ul style="list-style-type: none"> Presentation of the Project & participation to the panel 	<ul style="list-style-type: none"> eBusiness Policy makers; contact to Lithuanian region
Dec-06	4	TCH	<ul style="list-style-type: none"> Participation to the "V2C Forum", Helsinki 13th December 2006 http://www.kanssayrittajat.fi/V2CForum2006 	<ul style="list-style-type: none"> Networking 	<ul style="list-style-type: none"> Venture Capital related policy makers, companies and scholars.
Dec-06	4	TCH	<ul style="list-style-type: none"> Face to face meeting with Mr. Edmundas Zvirblis, Deputy Director, Information Society Development Committee under the Government of the Republic of Lithuania. Discussion after presentation in EBSN Oulu 	<ul style="list-style-type: none"> Preliminary agreement on MoC 	<ul style="list-style-type: none"> Mr. Edmundas Zvirblis, Deputy Director, IS Development Committee, Lithuanian Government.
Dec-06	4	TCH	<ul style="list-style-type: none"> Participation to the "eBRF 2006", Tampere, Finland (27th Nov – 1st Dec) http://www.ebrf.fi/pages_487FBE07-9514-4EFC-A815-8CBC140DEC4C.asp 	<ul style="list-style-type: none"> Promote PEARDROP, collect information, make contacts. 	<ul style="list-style-type: none"> eBusiness policy makers, scholars & business representatives
Dec-06	4	CSP	<ul style="list-style-type: none"> Presentation of PEARDROP project to Piedmont Chamber of Commerce in Brussels and telephone & email follow up to for planning an article on PEARDROP in their newsletter 	<ul style="list-style-type: none"> Information meeting & project presentation 	<ul style="list-style-type: none"> Ms Mariella Piersantini, Head of the Brussels office of Union of Piedmont Chambers of Commerce

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Dec-06	4	CSP	<ul style="list-style-type: none"> Published article: "CSP PARTICIPATES IN PEARDROP PROJECT" http://images.es.camcom.it/f/SedeBruxelles/Pi/PiemEur_janvier_juin_2007.pdf in the Newsletter "Piedmont Europe" by Piedmont Chamber of Commerce in Brussels 	<ul style="list-style-type: none"> Promote PEARDROP and its first results 	<ul style="list-style-type: none"> Important communitarian functionaries
Dec-06	4	CSP	<ul style="list-style-type: none"> Face to face meeting with representative of Piedmont Regional Government Industry directorate 	<ul style="list-style-type: none"> Promote PEARDROP and its activities 	<ul style="list-style-type: none"> Director of the Regional Industry directorate
Dec-06	4	CSP	<ul style="list-style-type: none"> Face to face meeting with representative of Piedmont Regional Ministry of territorial Policies 	<ul style="list-style-type: none"> Promote PEARDROP and its activities 	<ul style="list-style-type: none"> Regional Ministry
Dec-06	4	CSP	<ul style="list-style-type: none"> Publish article in the newsletter Piedmont Europe (by Piedmont Chamber of Commerce) 	<ul style="list-style-type: none"> Promote PEARDROP and its first results 	<ul style="list-style-type: none"> Important communitarian functionaries
Dec-06	4	CMI	<ul style="list-style-type: none"> Face to face meeting: presentation of PEARDROP to the Golf Club Cluster, Broadband Wales, eBusiness Delivery Team, Innovation Delivery Team 	<ul style="list-style-type: none"> Present PEARDROP. DBE concept explanation and how it can impact business competitiveness 	<ul style="list-style-type: none"> Golf Club sector, Broadband Wales, eBusiness Delivery Team, Innovation Delivery Team
Dec-06	4	CMI	<ul style="list-style-type: none"> Face to face meeting with Wales regional stakeholders (eWales). Achievements: getting a strategic objective on DBE included in the eWales Strategy and the Wales Structural Funds Framework for 2007-2013; greater awareness and understanding of DBE concept and PEARDROP's objectives. 	<ul style="list-style-type: none"> Explanation of the concept of DBE and presentation of PEARDROP and its objectives 	<ul style="list-style-type: none"> Mr. Michael Eaton (WAG eWales); Mrs. Virginia Chambers (Innovation Division); Mrs. Sharon Linnard (Chief Operating Officer)
Dec-06	4	CMI	<ul style="list-style-type: none"> Face to face meeting with Wales regional stakeholders: Wales European Funding Office 	<ul style="list-style-type: none"> Explanation of the concept of DBE and presentation of PEARDROP and its objectives 	<ul style="list-style-type: none"> Mrs. Sue Price & Mr. Nigel Tidy (Wales European Funding Office).
Dec-06	4	CMI	<ul style="list-style-type: none"> Face to face meeting East Midlands Development Agency (emda) – some interest in the concept was shown, would like to get involved as project progresses. 	<ul style="list-style-type: none"> Initial introduction to PEARDROP + further discussion on relevance of DBE to Digital Strategy Development 	<ul style="list-style-type: none"> Dr Alan Srbljanin, Senior Policy Advisor – ICTs
Dec-06	4	AEC	<ul style="list-style-type: none"> Meeting with representatives of the "Business & Employment" direction of one French Region 	<ul style="list-style-type: none"> Present PEARDROP, its aims and its first outputs. 	<ul style="list-style-type: none"> Regional stakeholders and policy makers of the region targeted (possibly Aquitaine)
Dec-06	4	AEC	<ul style="list-style-type: none"> Face to Face meeting with Mrs. Isabelle LAPORTE (Head of SEM route des Lasers) Potential collaboration for assessing the Toolkit 	<ul style="list-style-type: none"> Informal discussion, and PPT Presentation of the project 	<ul style="list-style-type: none"> Mrs. Isabelle LAPORTE (Head of SEM route des Lasers)

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Date	M	Resp.	Activity	Objective	Audience
Jan-07	5	AEC	<ul style="list-style-type: none"> Face to face meeting with Mr. Luc RAUSCENT, General delegate of the "Union des industries du rabotage de pin maritime" Interested to build a DBE in partnership with the County Council of Gironde (Aquitaine region) 	<ul style="list-style-type: none"> Informal discussion & first ideas for developing a DBE 	<ul style="list-style-type: none"> Luc RAUSCENT, General delegate of the "Union des industries du rabotage de pin maritime" Aquitaine region
Jan-07	5	AEC	<ul style="list-style-type: none"> Face to face meeting with Mrs. Kristel HERMEL, Deputy Director of the DRIRE (Regional representative of State), Regional Direction of the Industry, research and Environment of Aquitaine. Interested to get deeper in the project, needs extra information 	<ul style="list-style-type: none"> Presentation of the project, clarification of who does what in the Competitiveness poles domain 	<ul style="list-style-type: none"> Mrs. Kristel HERMEL, Deputy Director of the DRIRE (Aquitaine)
Jan-07	5	CSP	<ul style="list-style-type: none"> Published article in CSP website & Newsletter: "Progetto PEARDROP: articolo di approfondimento su Piemont Europe" http://www.csp.it/it/news/progetto-peardrop-articolo-di-appfondimento-su-piemont-europe 	<ul style="list-style-type: none"> Present PEARDROP, its aims and its first outputs. 	<ul style="list-style-type: none"> Website users and mailing list contacts.
Jan-07	5	CSP	<ul style="list-style-type: none"> Letter to Dott.ssa Sandra Lotti (Coordinatrice CRC - Regione Emilia Romagna). The objective is to fix a meeting with the contact person. 	<ul style="list-style-type: none"> Present PEARDROP and invite the region to become active 	<ul style="list-style-type: none"> Dott.ssa Sandra Lotti (Coordinatrice CRC - Regione Emilia Romagna)
Jan-07	5	CSP	<ul style="list-style-type: none"> Letter to Dott. Giulio De Petra (Direttore Generale Innovazione Tecnologia - Regione Autonoma della Sardegna). The objective is to fix a meeting with the contact person. 	<ul style="list-style-type: none"> Present PEARDROP and invite the region to become active 	<ul style="list-style-type: none"> Dott. Giulio De Petra (Direttore Generale Innovazione Tecnologia - Regione Autonoma della Sardegna)
Jan-07	5	CSP	<ul style="list-style-type: none"> Letter to Dott. Roberto Conte (Direttore centrale della Direzione Centrale Organizzazione, Personale e sistemi informativi Regione Autonoma Friuli Venezia Giulia) The objective is to fix a meeting with the contact person 	<ul style="list-style-type: none"> Present PEARDROP and invite the region to become active 	<ul style="list-style-type: none"> Dott. Roberto Conte (Direttore centrale della Direzione Centrale Organizzazione, Personale e sistemi informativi Regione Autonoma Friuli Venezia Giulia)
Jan-07	2	CSP	<ul style="list-style-type: none"> E-mail exchange whit EPRI-start Project 	<ul style="list-style-type: none"> Exchange of information of EPRI-start and PEARDROP 	<ul style="list-style-type: none"> Dr Sandra Himmel- Brix wer from EPRI-start
Jan-07	5	CMI	<ul style="list-style-type: none"> Telephone conference & email follow up to for planning an article on DBE for eBusiness Live. 	<ul style="list-style-type: none"> Explained concept of DBE and provided background materials in preparation 	<ul style="list-style-type: none"> Mrs. Sylvia Leatham, Editor eBusiness Live
Jan-07	5	CMI	<ul style="list-style-type: none"> Telephone interview with email follow up on the concept of DBE, the research activity of the Commission, the potential benefits to companies and the specific objectives of the PEARDROP project. 	<ul style="list-style-type: none"> Answer a telephone interview 	<ul style="list-style-type: none"> Max Kelly, Journalist, eBusiness Live
Jan-07	5	CMI	<ul style="list-style-type: none"> Article Published: "Digital Business Ecosystems: the future of eCommerce" (eBusiness Live, Issue 176, eBusiness news from Enterprise Ireland) http://www.ebusinesslive.ie/newsletter/Story/4/758/ob.html/176 	<ul style="list-style-type: none"> Promote and present the DBE concept 	<ul style="list-style-type: none"> Targeted primarily at companies in Ireland, circulation of c 5,000 companies. Also sent to policy makers and support agencies throughout the country.

Interim Activity Report

Date	M	Resp.	Activity	Objective	Audience
Jan-07	5	TCH	<ul style="list-style-type: none"> Face to face meeting with Kari Rynnänen, Tekes (National Fund for Technology and Innovation – governmental financing body) 	<ul style="list-style-type: none"> Discussion on the financing possibilities regarding DBE technologies for SMEs 	<ul style="list-style-type: none"> Kari Rynnänen, Tekes
Jan-07	5	TCH	<ul style="list-style-type: none"> Email exchanges (10-20 messages) Timur Kärki & Antti Peltola, Gofore LTD (technology SME) 	<ul style="list-style-type: none"> Technology Toolkit validation 	<ul style="list-style-type: none"> Timur Kärki & Antti Peltola, Gofore Ltd.
Jan-07	5	TCH	<ul style="list-style-type: none"> Email exchange, 10-20 messages Jukka Huhtamäki, Tampere University of Technology 	<ul style="list-style-type: none"> OPAALS networking 	<ul style="list-style-type: none"> Jukka Huhtamäki, Tampere University of Technology
Jan-07	5	TCH	<ul style="list-style-type: none"> Email exchange (appr 10 messages) Lasse Paananen, Luova Tampere 	<ul style="list-style-type: none"> Policy Maker activation, MoC planning 	<ul style="list-style-type: none"> Lasse Paananen, Luova Tampere
Jan-07	5	TCH	<ul style="list-style-type: none"> Participation to the “DBE Interregional workshop”, Helsinki (18-19 Jan 2007) 	<ul style="list-style-type: none"> Meet SMEs involved in the DBE IP. 	<ul style="list-style-type: none"> SMEs from Aragon Spain, West Midlands UK and Tampere Finland, Finnish policy makers
Jan-07	5	TCH	<ul style="list-style-type: none"> “Interregional workshop for SW developer SMEs that participated in DBE project” participation 	<ul style="list-style-type: none"> Promote PEARDROP as the continuation of DBE 	<ul style="list-style-type: none"> SMEs, financiers, policy makers
Jan-07	5	EPMA	<ul style="list-style-type: none"> Seminar about “One Stop Shops for business”, organized by CEP, department of Regional Administration of Kralovehradecky region. Attended by EPMA 	<ul style="list-style-type: none"> Short info about PEARDROP project in discussion and distribution of the short project info in Czech 	<ul style="list-style-type: none"> 19 participants from Chambers of Commerce, BIC, SMEs from 2 regions: Kralovehradecky and Vysocina
Jan-07	5	EPMA	<ul style="list-style-type: none"> Face to face meeting with representatives of the “Union of Development of Moravian-Silesian Region”. Signed Memorandum of Cooperation 	<ul style="list-style-type: none"> DBE promotion in the region, discussion on Memorandum of Cooperation 	<ul style="list-style-type: none"> Miroslav Fabian (CEO), Jiri Tomcik (Project manager) – Union of Development of Moravian-Silesian Region
Jan-07	5	EPMA	<ul style="list-style-type: none"> Face to face meeting with Vit Skala, a cluster facilitator of Vysocina Wood processing cluster. Agreement for future collaboration 	<ul style="list-style-type: none"> Introduction meeting & project presentation; discussed potential cooperation in promotional activities 	<ul style="list-style-type: none"> Vit Skala, a cluster facilitator of Vysocina
Jan-07	5	EPMA	<ul style="list-style-type: none"> Face to face meeting with Klara Dostalova (CEO) CEP (Centrum Evropskeho Projektovani) – Regional Development Agency Hradec Kralove. Interest in PEARDROP guides and events 	<ul style="list-style-type: none"> Introduction meeting & project presentation 	<ul style="list-style-type: none"> Klara Dostalova, CEO of Centrum evropskeho projektovani
Jan-07	5	EPMA	<ul style="list-style-type: none"> Face to face meeting with Petra Klunova, Czechinvest, Headquarter Prague. Interest in PEARDROP guides and events; discussion about Operational programs 2007 – 13, possibilities of DBE support 	<ul style="list-style-type: none"> Introduction meeting & project presentation, 	<ul style="list-style-type: none"> Petra Klunova, Czechinvest, Headquarter Prague
Jan-07	5	eris@	<ul style="list-style-type: none"> Launch of the PEARDROP temporary web site www.peardrop.eu 	<ul style="list-style-type: none"> Promote PEARDROP 	<ul style="list-style-type: none"> Widest group of stakeholders

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Date	M	Resp.	Activity	Objective	Audience
Jan-07	5	eris@	<ul style="list-style-type: none"> Published article: "PEARDROP Meets Javier Val, DBE Project Administrator Aragon" IANIS+ News Letter no 52 (http://www.ianis.net/index.php?page=aboutus&sub=detail&idianisinfo=18) 	<ul style="list-style-type: none"> Disseminate info on the DBE concept and PEARDROP 	<ul style="list-style-type: none"> eris@/IANIS+ regions. More than 1000 local & regional stakeholders working in ICT field
Jan-07	5	eris@	<ul style="list-style-type: none"> Published article: "Legal-IST and PEARDROP Collaboration" IANIS+ News Letter No 52. (http://www.ianis.net/index.php?page=aboutus&sub=detail&idianisinfo=18) 	<ul style="list-style-type: none"> Disseminate info on the DBE concept and PEARDROP 	<ul style="list-style-type: none"> eris@/IANIS+ regions. More than 1000 local & regional stakeholders working in ICT field
Jan-06	5	eris@	<ul style="list-style-type: none"> Reply to DBE IP "Delphi questionnaire", contact with Mrs. Anotnella PASSANI. Possible consideration of eris@'s answers final analysis of collected data 	<ul style="list-style-type: none"> Answered DBE questionnaire on DBE & Sustainability 	<ul style="list-style-type: none"> Mrs. Anotnella PASSANI, DBE IP
Feb-07	6	CSP	<ul style="list-style-type: none"> Meetings with relevant stakeholders in Piedmont 	<ul style="list-style-type: none"> Promote PEARDROP's results 	<ul style="list-style-type: none"> Representatives of the Piedmont region and relevant stakeholders
Feb-07	6	CSP	<ul style="list-style-type: none"> Email contact with Mrs. Sandra Lotti (Coordinatrice CRC - Regione Emilia Romagna) 	<ul style="list-style-type: none"> Provide additional information for the meeting to be organized in march 	<ul style="list-style-type: none"> Mrs. Sandra Lotti, Regione Emilia Romagna.
Feb-07	6	CSP	<ul style="list-style-type: none"> Face to face meeting with Finpiemonte 	<ul style="list-style-type: none"> Presentation and discussion on PEARDROP & DBE 	<ul style="list-style-type: none"> Ing. Irene Cassarino, Finpiemonte
Feb-07	6	CMI	<ul style="list-style-type: none"> Face to Face meeting: Department of an Taoiseach (Prime Minister), Dublin. Identified a number of examples of potential DBE implementation in Ireland such as the Marine Industry, the Local Government Services Board, Dublin South County Council & the Department of Agriculture. 	<ul style="list-style-type: none"> Discuss the EC research and work on DBE; explain the objectives of PEARDROP. 	<ul style="list-style-type: none"> Carmel Madden & Colm Butler, IS Policy Unit, Department of an Taoiseach (Prime Minister), Dublin.
Feb-07	6	CMI	<ul style="list-style-type: none"> Face to face meeting with "Government EMEA", Microsoft. Mapping and scoping of a DBE type example to inform WP6 research on the SME perspective. Identified potential DBE implementation in Ireland through the Dublin Chamber of Commerce (Knowledge City initiative). 	<ul style="list-style-type: none"> Meeting to update further on PEARDROP and work being done. Discussion on the ecosystem that Microsoft builds around itself to include it suppliers and partners. 	<ul style="list-style-type: none"> Terry Landers, Head of Government EMEA, Microsoft
Feb-07	6	CMI	<ul style="list-style-type: none"> Face to face meeting EMNet. Discussion in more detail on the approach adopted by the DBE project and the use of Business Modelling Language to profile companies in the DBE and develop the optimal profile. 	<ul style="list-style-type: none"> Follow up meeting from telephone conference 	<ul style="list-style-type: none"> Tim Miller, EMNet (SME involved in the DBE IP project)
Feb-07	6	CMI	<ul style="list-style-type: none"> Telephone interview with "The Working World" to explain the background to and concept of DBE and to clarify the objectives of PEARDROP. 	<ul style="list-style-type: none"> Promote and present PEARDROP & DBE 	<ul style="list-style-type: none"> Marianna Marks, "The Working Word".

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Date	M	Resp.	Activity	Objective	Audience
Feb-07	6	CMI	<ul style="list-style-type: none"> Undertook a telephone Interview with EMNet (a regional catalyst in the DBE project) to understand their activities and to discuss the models that have been developed relating to the SME perspective. 	<ul style="list-style-type: none"> Better understand the business models developed by EMNet 	<ul style="list-style-type: none"> Tim Miller, EMNet
Feb-07	6	AEC	<ul style="list-style-type: none"> Face to Face meeting with Mr. Hervé DENUDT, Midi Pyrenees agency for development. Interested to get deeper in the project, PEARDROP tools could support an emerging DBE "mechanic valley" 	<ul style="list-style-type: none"> Presentation of the project, potential role of the agency in PEARDROP 	<ul style="list-style-type: none"> Mr. Hervé DENUDT, Midi Pyrenees development agency
Feb-07	6	AEC	<ul style="list-style-type: none"> Email contact with Olivier Charrier, region Nord Pas de Calais 	<ul style="list-style-type: none"> Present PEARDROP to invite the region to collaborate 	<ul style="list-style-type: none"> Olivier Charrier, region Nord Pas de Calais
Feb-07	6	AEC	<ul style="list-style-type: none"> Email contact with Mr. Stéphane Soyez (Agence Limousin Expansion) 	<ul style="list-style-type: none"> Present PEARDROP, invitation to collaborate 	<ul style="list-style-type: none"> Mr. Stéphane Soyez (Agence Limousin Expansion)
Feb-07	6	EPMA	<ul style="list-style-type: none"> Face to face meeting with Martin Cerny (Department of Regional Development), Vaclav Jachim and Petr Pavlinec (IT Department, Vysocina Regional Authority). Signed contract of cooperation 	<ul style="list-style-type: none"> Meeting focused on detailed issues of DBE promotion in the region, discussion on subcontracting and possible promotional events 	<ul style="list-style-type: none"> Martin Cerny (Dept. of Regional Development), Vaclav Jachim & Petr Pavlinec (IT Dept, Vysocina Region)
Feb-07	6	EPMA	<ul style="list-style-type: none"> Face to face meeting with Chamber of Commerce, Plzen. Interest in PEARDROP guides and events 	<ul style="list-style-type: none"> DBE introduction meeting & project presentation 	<ul style="list-style-type: none"> Representative of the Chamber of Commerce, Plzen
Feb-07	6	EPMA	<ul style="list-style-type: none"> Face to face meeting with co-workers of Ivo Vondrak, VSB – Technical University Ostrava, IT cluster. Agreement for future collaboration 	<ul style="list-style-type: none"> DBE introduction meeting & project presentation 	<ul style="list-style-type: none"> Co-workers of Ivo Vondrak, VSB Ostrava, IT cluster
Feb-07	6	EPMA	<ul style="list-style-type: none"> Visit of business incubator and technological park in Santiago de Compostela 	<ul style="list-style-type: none"> Exchange of information concerning eAdoption in regions 	<ul style="list-style-type: none"> Representatives of the technological park
Feb-07	6	EPMA	<ul style="list-style-type: none"> Attendance of the "BizPoint International Conference", Santiago de Compostela, Spain (http://ichnos.e-negociogalicia.com/content/view/1354/2/lang,en/) 	<ul style="list-style-type: none"> Presentation of models of SMEs support in Vysocina region (One-Stop Shops, clusters, Administration to Business, DBE) 	<ul style="list-style-type: none"> Regional politicians, regional experts from Sardinia (Italy), Vysocina (Czech Rep), some Spanish regions, EC representatives: tot. 60 participants.
Feb-07	6	EPMA	<ul style="list-style-type: none"> Attendance of "SYNEBIS – kick-off meeting" of a new project focused on best practice exchange in area of supporting SMEs in eBusiness 	<ul style="list-style-type: none"> Presentation of PEARDROP, proposal of cooperation in exchange of experience 	<ul style="list-style-type: none"> 10 participants from Baden-Württemberg (Germany), Valencia (Spain), New Brunswick (Canada)
Feb-07	6	eris@	<ul style="list-style-type: none"> Published article: "PEARDROP Website" (http://www.ianis.net/index.php?page=aboutus&sub=detail&idianisinfo=18) 	<ul style="list-style-type: none"> IANIS+ News Letter 53 	<ul style="list-style-type: none"> eris@/IANIS+ regions. More than 1000 local & regional stakeholders

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Feb-07	6	eris@	<ul style="list-style-type: none"> Reply to "IST RDT Implementation 2006" questionnaire - systematic monitoring and evaluation of its policies and programmes. The collection of this data, through a Questionnaire, is required as part of the evidence gathering process and complements the information collected through the formal reviewing and reporting systems 	<ul style="list-style-type: none"> Answer to questionnaire sent by Unit C3 Evaluation and Monitoring European Commission - DG Information Society and Media 	<ul style="list-style-type: none"> Unit C3 Evaluation and Monitoring, EC
Mar-07	7	CMI	<ul style="list-style-type: none"> Presentation on PEARDROP at the E-Crime summit 	<ul style="list-style-type: none"> Presentation of the project. 	<ul style="list-style-type: none"> E-Crime Summit Participants
Mar-07	7	AEC	<ul style="list-style-type: none"> Meeting with representatives of the "Business & Employment" direction of one French Region 	<ul style="list-style-type: none"> Present PEARDROP, its aims and its first outputs. 	<ul style="list-style-type: none"> Regional stakeholders and policy makers of the region targeted (possibly Poitou Charentes)
Mar-07	6	CSP	<ul style="list-style-type: none"> Publish article on the IRISI web page: "<i>PEARDROP: il progetto europeo per promuovere gli ecosistemi di business</i>" (PEARDROP: a European project promoting business ecosystem) http://www.irisipiemonte.it/contenuti.php?include=display_news&IDpage=144&arc_hivio=off&lang=ita&categoria=news 	<ul style="list-style-type: none"> Promote PEARDROP and disseminate its first results 	<ul style="list-style-type: none"> IRISI members and website users.
Mar-07	7	CSP	<ul style="list-style-type: none"> Face to face meetings with relevant regional stakeholders in the Emilia Romagna Region: Industry Department & Aster (Emilia-Romagna Technological Development Agency) 	<ul style="list-style-type: none"> Finalize discussion on possible collaboration with PEARDROP 	<ul style="list-style-type: none"> Representatives of the region and relevant stakeholders
Mar-07	7	CSP	<ul style="list-style-type: none"> Face to face meeting with representatives of the Rosselli foundation (active in the innovation field at national level) 	<ul style="list-style-type: none"> Promote PEARDROP's results and the DBE concept 	<ul style="list-style-type: none"> Mrs. Daniela Italia, Mrs. Elisa Ughetto and Mr. Marco Riva: Innovation stakeholders.
Mar-07	7	CSP	<ul style="list-style-type: none"> Email exchanges with representatives of the Rosselli foundation (active in the innovation field at national level) 	<ul style="list-style-type: none"> Promote PEARDROP's results and the DBE concept and toolkit validation 	<ul style="list-style-type: none"> Mrs. Daniela Italia, Mrs. Elisa Ughetto and Mr. Marco Riva: Innovation stakeholders.
Mar-07	7	CSP	<ul style="list-style-type: none"> Email exchanges with representatives of Sardegna region 	<ul style="list-style-type: none"> Promote PEARDROP's results and the DBE concept and toolkit validation 	<ul style="list-style-type: none"> Mr Fabrizio Gianneschi, from General Direction for the Innovation, Information and Communication Technology of the Autonomous Region of Sardinia
Mar-07	7	CSP	<ul style="list-style-type: none"> Email exchange with representatives of Friuli Venezia Giulia region 	<ul style="list-style-type: none"> Promote PEARDROP's results and the DBE concept 	<ul style="list-style-type: none"> Mr Fabrizio Gianneschi, from Friuli Venezia Giulia region

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Mar-07	7	eris@	<ul style="list-style-type: none"> Invite Schleswig-Holstein to become actively involved in PEARDROP 	<ul style="list-style-type: none"> Present PEARDROP and its aims and objectives. 	<ul style="list-style-type: none"> Regional policy makers, key stakeholders
Apr-07	8	eris@	<ul style="list-style-type: none"> Publish article in IANIS⁺ newsletter 	<ul style="list-style-type: none"> Disseminate intermediate results/progress 	<ul style="list-style-type: none"> eris@/IANIS⁺ regions & more than 1000 local /regional stakeholders working in ICT field
Apr-07	8	eris@	<ul style="list-style-type: none"> Finalization of the PEARDROP Brochure 	<ul style="list-style-type: none"> Promote aims and results of PEARDROP 	<ul style="list-style-type: none"> All general public, and in specific Regional stakeholders.
Apr-07	8	eris@	<ul style="list-style-type: none"> Present PEARDROP to the IANIS+ eBusiness Policy Seminar 	<ul style="list-style-type: none"> Promote aims and results of PEARDROP 	<ul style="list-style-type: none"> Regional policy makers, key stakeholders
Apr-07	8	CSP	<ul style="list-style-type: none"> Meetings with relevant stakeholders in Piedmont 	<ul style="list-style-type: none"> Promote PEARDROP's results 	<ul style="list-style-type: none"> Representatives of the Piedmont region and relevant stakeholders
Apr-07	8	CSP	<ul style="list-style-type: none"> Meetings with relevant stakeholders in Italian regions 	<ul style="list-style-type: none"> Promote PEARDROP's results 	<ul style="list-style-type: none"> Representatives of the Italian regions and relevant stakeholders
Apr-07	8	EPMA	<ul style="list-style-type: none"> "Conference ISSS 2007" (Internet in Public Administrative), Hradec Kralove, Czech Republic www.issc.cz 	<ul style="list-style-type: none"> Stand of Vysocina region, presentation in a particular section, distribution of hand-outs 	<ul style="list-style-type: none"> Politicians, senior management, officers from public administrative bodies from Czech republic and other countries, top management and project managers from ICT developers etc.
Apr-07	8	EPMA	<ul style="list-style-type: none"> Presentation of the project to the <i>Eastern eGovernment Days</i> (12-17 April 2007) 	<ul style="list-style-type: none"> EPMA as co-organizer (as a partner of Austrian Computer Society), presentation in several sections, distribution of hand-outs 	<ul style="list-style-type: none"> About 90 experts from European as well as other countries focused on eGovernment and ICT. Especially experts from NMS (CR, Poland, Hungary, Slovakia, Slovenia and Greece). Special guests from Serbia and Montenegro.
May-07	9	eris@	<ul style="list-style-type: none"> Project Management Library & DBE Thesaurus on web 	<ul style="list-style-type: none"> Facilitate efficient access to and use of project resources 	<ul style="list-style-type: none"> Widest group of stakeholders
May-07	9	eris@	<ul style="list-style-type: none"> Present PEARDROP to 2 eris@'s Member Regions 	<ul style="list-style-type: none"> Promote aims and results of PEARDROP 	<ul style="list-style-type: none"> Regional policy makers, key stakeholders

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Date	M	Resp.	Activity	Objective	Audience
May-07	9	CMI	<ul style="list-style-type: none"> • Presentation of PEARDROP at the ICT Roadshow 	<ul style="list-style-type: none"> • Presentation of the project 	<ul style="list-style-type: none"> • ICT Roadshow participants
May-07	9	TCH	<ul style="list-style-type: none"> • Publish article in a local relevant newsletter or IT Magazine of DBE Technology 	<ul style="list-style-type: none"> • Report updated results & promote final workshop 	<ul style="list-style-type: none"> • Finnish regions and/or local stakeholders
May-07	9	CSP	<ul style="list-style-type: none"> • Meetings with relevant stakeholders in Piedmont regions 	<ul style="list-style-type: none"> • Promote PEARDROP's results 	<ul style="list-style-type: none"> • Representatives of Piedmont regions and relevant stakeholders
May-07	9	CSP	<ul style="list-style-type: none"> • Meetings with relevant stakeholders in Italian regions 	<ul style="list-style-type: none"> • Promote PEARDROP's results 	<ul style="list-style-type: none"> • Representatives of the selected Italian regions and relevant stakeholders
May-07	9	CSP	<ul style="list-style-type: none"> • Publish article on the IRISI web page 	<ul style="list-style-type: none"> • Promote/disseminate PEARDROP's results 	<ul style="list-style-type: none"> • IRISI members
May-07	9	eris@	<ul style="list-style-type: none"> • International Stakeholders Workshop 1 	<ul style="list-style-type: none"> • Disseminate and discuss first results, signpost Phase 2 stakeholder priorities 	<ul style="list-style-type: none"> • Partner & focus group regions, DBE Cluster, AG, EC, partners.
May-07	9	eris@ & Partners	<ul style="list-style-type: none"> • Participate to the DE cluster project 	<ul style="list-style-type: none"> • Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> • DE Cluster projects
May-07	9	eris@ & Partners	<ul style="list-style-type: none"> • Publish 5 initial SoA Guides 	<ul style="list-style-type: none"> • Disseminate first results on web & other ways 	<ul style="list-style-type: none"> • Regional policy makers, key stakeholders
May-07	9	eris@ & Partners	<ul style="list-style-type: none"> • Publish electronic "Fact File" on PEARDROP results and progress 	<ul style="list-style-type: none"> • Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> • Interested projects, organizations and individuals
Jun-07	10	eris@ & Partners	<ul style="list-style-type: none"> • Participate at IANIS⁺ Conference (2007) 	<ul style="list-style-type: none"> • Present and promote initial PEARDROP results 	<ul style="list-style-type: none"> • Widest group of regional stakeholders
Jun-07	10	eris@	<ul style="list-style-type: none"> • Publish article in IANIS⁺ newsletter 	<ul style="list-style-type: none"> • Promote 5 initial SoA Guides 	<ul style="list-style-type: none"> • eris@/IANIS⁺ regions & more than 1000 local/regional stakeholders working in the ICT field
Jun-07	10	Every partner (except eris@)	<ul style="list-style-type: none"> • Organize a local stakeholders event 	<ul style="list-style-type: none"> • Present the results emerging from the initial report on the specific sub-domain analyzed by the partner. 	<ul style="list-style-type: none"> • Local stakeholders and policy makers

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Jun-07	10	eris@ & Partners	<ul style="list-style-type: none"> Promote SoA Guides produced by regional partners (minimum of 15 organisations to be contacted directly; wider audience to be reached by highlighting PEARDROP in regional ICT events) 	<ul style="list-style-type: none"> Raise awareness of the five themes amongst stakeholders in own region 	<ul style="list-style-type: none"> Public authorities and policy makers; Catalyst organizations and individuals responsible for promoting ICT adoption; Software developers and provider SMEs; Open source developers and business communities; Leading IT Companies
Jun-07	10	AEC	<ul style="list-style-type: none"> Article in the AEC Newsletter 	<ul style="list-style-type: none"> Promote PEARDROP and its first results 	<ul style="list-style-type: none"> AEC Newsletter public (750 contacts)
Jun-07	10	eris@ & Partners	<ul style="list-style-type: none"> Support partners in identifying and approaching regional actors with an interest in Economic Impacts on Regional Development (SoA Guide) 	<ul style="list-style-type: none"> Help other PEARDROP members to promote SoA Guide on the specific sub-domain analyzed by the partner 	<ul style="list-style-type: none"> Public authorities and policy makers; catalysts and individuals responsible for promoting eAdoption
Jun-07	10	eris@ & Partners	<ul style="list-style-type: none"> Translate 5 initial SoA Guides 	<ul style="list-style-type: none"> Disseminate first results on web & other ways 	<ul style="list-style-type: none"> Regional policy makers, key stakeholders
Jul-07	11	partners & regions involved	<ul style="list-style-type: none"> Article in own monthly Newsletter or that of regional authority/development agency 	<ul style="list-style-type: none"> Present results of initial reports on Economic Impacts, Legal Issues & Challenges, DBE Technologies, Business Models, and on Financial programming 	<ul style="list-style-type: none"> Local stakeholders and policy makers
Aug-07	12				
Sep-07	13	EPMA	<ul style="list-style-type: none"> Conference Investment & Business Forum Ostrava 	<ul style="list-style-type: none"> Presentation, distribution of hand-outs 	<ul style="list-style-type: none"> National and regional politicians, top management of companies, ICT specialists
Sep-07	13	CMI	<ul style="list-style-type: none"> Presentation of PEARDROP to the Irish eBusiness Strategy Group 	<ul style="list-style-type: none"> Promote PEARDROP results, seek input from the members. 	<ul style="list-style-type: none"> Irish eBusiness Strategy Group
Sep-07	13	All partners	<ul style="list-style-type: none"> Finalize MoC with Associated regions for PEARDROP Phase 2 	<ul style="list-style-type: none"> Start implementation Phase 2 	<ul style="list-style-type: none"> Selected regional stakeholders
Sep-07	13	eris@	<ul style="list-style-type: none"> Publish article in eris@ newsletter 	<ul style="list-style-type: none"> Promote intermediate 	<ul style="list-style-type: none"> eris@ regions & more than 1000 local

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				results/progress	/regional stake-holders working in ICT field
Oct-07	14	eris@ & Partners	<ul style="list-style-type: none"> Publish electronic "Fact File" on PEARDROP results and progress 	<ul style="list-style-type: none"> Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> Interested projects, organizations & individuals
Oct-07	14	CSP	<ul style="list-style-type: none"> Use of the framework of Association of Italian Regions for the actions mentioned in next column. 	<ul style="list-style-type: none"> Analyse, explain in layman terms use and benefits of DBE with representatives of these entities 	<ul style="list-style-type: none"> Italian Regions
Oct-07	14	AEC	<ul style="list-style-type: none"> Use of the framework of the Associated Regions of France (ARF) for the actions mentioned in next column. 	<ul style="list-style-type: none"> Analyse, explain in layman terms use and benefits of DBE with representatives of these entities 	<ul style="list-style-type: none"> French Regions
Oct-07	14	TCH	<ul style="list-style-type: none"> Use of the framework of the Finnish Regional Network Association for the actions mentioned in next column. 	<ul style="list-style-type: none"> Analyse, explain in layman terms use and benefits of DBE with representatives of these entities 	<ul style="list-style-type: none"> Finnish Regions
Oct-07	14	CMI	<ul style="list-style-type: none"> Use of the framework of Association of Regional Observatories for the actions mentioned in next column. 	<ul style="list-style-type: none"> Analyse, explain in layman terms use and benefits of DBE with representatives of these entities 	<ul style="list-style-type: none"> UK Regions
Oct-07	14	EPMA	<ul style="list-style-type: none"> Use of the framework of the Association of Czech Regions for the actions mentioned in next column. 	<ul style="list-style-type: none"> Analyse, explain in layman terms use and benefits of DBE with representatives of these entities 	<ul style="list-style-type: none"> Czech Regions
Nov-07	15	eris@ & Partners	<ul style="list-style-type: none"> Publish electronic "Fact File" on PEARDROP results and progress 	<ul style="list-style-type: none"> Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> Interested projects, organizations & individuals
Nov-07	15	eris@	<ul style="list-style-type: none"> Participate at TeleCities Nov Conference 	<ul style="list-style-type: none"> Promote PEARDROP and results 	<ul style="list-style-type: none"> TeleCities members and their related regions.
Dec-07	16	TCH	<ul style="list-style-type: none"> Publish article in local relevant newsletter or IT Magazine of DBE Technology 	<ul style="list-style-type: none"> Report updated results & promote final workshop 	<ul style="list-style-type: none"> Finnish regions and/or local stakeholders
Dec-07	16	eris@	<ul style="list-style-type: none"> Publish article in eris@ newsletter 	<ul style="list-style-type: none"> Promote intermediate results/progress 	<ul style="list-style-type: none"> eris@ regions & more than 1000 local /regional stake-holders working in ICT field
Jan-08	17	eris@	<ul style="list-style-type: none"> International Stakeholders Workshop 2 	<ul style="list-style-type: none"> Review W-i-P on models of DBE deployment and exchange 	<ul style="list-style-type: none"> Partner & associated regions, DBE Cluster & practitioners, EC, partners.

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Date	M	Resp.	Activity	Objective	Audience
				experiences of regional deployment plans	
Feb-08	18	eris@ & Partners	<ul style="list-style-type: none"> Publish electronic "Fact File" on PEARDROP results and progress 	<ul style="list-style-type: none"> Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> Interested projects, organizations & individuals
Mar-08	19	eris@	<ul style="list-style-type: none"> Publish article in eris@ newsletter 	<ul style="list-style-type: none"> Report W-i-P on models of DBE deployment 	<ul style="list-style-type: none"> eris@ regions & more than 1000 local /regional stake-holders working in ICT field
Apr-08	20	eris@ & Partners	<ul style="list-style-type: none"> Publish & Promote Regional DBE Deployment Plans 	<ul style="list-style-type: none"> Dissemination and promotion of plans, inviting feedback 	<ul style="list-style-type: none"> Regional actors and stake-holders
Apr-08	20	EPMA	<ul style="list-style-type: none"> Participation ISSS Conference 2008 (CZ) 	<ul style="list-style-type: none"> Stand of Vysocina region, presentation in several particular sections, distribution of hand-outs 	<ul style="list-style-type: none"> Politicians, senior management, public administrative officers from Czech Republic & other countries, top management and project managers form ICT developers etc
May-08	21	eris@	<ul style="list-style-type: none"> Promote Regional DBE Deployment Plans 	<ul style="list-style-type: none"> Provide case examples of DBE planning in action and validation of PEARDROP tools 	<ul style="list-style-type: none"> Widest group of stakeholders
May-08	21	eris@ & Partners	<ul style="list-style-type: none"> Publish electronic "Fact File" on PEARDROP results and progress 	<ul style="list-style-type: none"> Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> Interested projects, organizations & individuals
May-08	21	TCH	<ul style="list-style-type: none"> Publish article in a local relevant newsletter or IT Magazine of DBE Technology 	<ul style="list-style-type: none"> Report updated results & promote final workshop 	<ul style="list-style-type: none"> Finnish regions and/or local stakeholders
May-08	21	eris@ & Partners	<ul style="list-style-type: none"> Publish 5 final SoA Guides 	<ul style="list-style-type: none"> Disseminate updated results on web 	<ul style="list-style-type: none"> Widest group of stakeholders
May-08	21	eris@	<ul style="list-style-type: none"> Publish article in eris@ newsletter 	<ul style="list-style-type: none"> Report updated results & promote final workshop 	<ul style="list-style-type: none"> eris@ regions & more than 1000 local /regional stake-holders working in ICT field
Jun-08	22	eris@ & Partners	<ul style="list-style-type: none"> Translate 5 final SoA Guides 	<ul style="list-style-type: none"> Disseminate updated results on web 	<ul style="list-style-type: none"> Widest group of stakeholders
Jun-08	22	eris@	<ul style="list-style-type: none"> Print/Publish Synthesis Guide (Eng only) 	<ul style="list-style-type: none"> Disseminate project results (Synthesis Guide) 	<ul style="list-style-type: none"> Widest group of stakeholders

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Date	M	Resp.	Activity	Objective	Audience
Jun-08	22	eris@	<ul style="list-style-type: none"> International Stakeholders Workshop 3 	<ul style="list-style-type: none"> Promote project results (Synthesis Guide), get feedback on & promote regional deployment plans, debate a road map for future RTD. 	<ul style="list-style-type: none"> Partner & associated regions, DBE Cluster & practitioners, EC, partners, and Others
Jun-08	22	eris@	<ul style="list-style-type: none"> Participate at eris@ Conference (2008) 	<ul style="list-style-type: none"> Promote project results 	<ul style="list-style-type: none"> eris@ and other regions
Jul-08	23	eris@ & Partners	<ul style="list-style-type: none"> Translate & publish Synthesis Guide 	<ul style="list-style-type: none"> Inform widest audience of key results in accessible format(s) 	<ul style="list-style-type: none"> Widest group of stakeholders
Jul-08	23	eris@ & Partners	<ul style="list-style-type: none"> Publish electronic "Fact File" on PEARDROP results and progress 	<ul style="list-style-type: none"> Promote PEARDROP and disseminate its results to date 	<ul style="list-style-type: none"> Interested projects, organizations & individuals
Aug-08	24	eris@ & Partners	<ul style="list-style-type: none"> Broad Dissemination of Final Synthesis Guide 	<ul style="list-style-type: none"> Inform widest audience of key results in accessible format(s) 	<ul style="list-style-type: none"> Widest group of stakeholders

Moreover, EPMA will also consider the following dissemination activities targeting public administration, politicians, investors etc:

- 2nd half of 2007: 2 to 4 Articles in Czech nationwide magazines/newspapers Public administration, politicians, investors etc.
- 2nd half of 2007: Minimum 1 article/each country (Slovak, Polish, Hungarian nationwide magazine/newspaper)
- 1st half of 2008: Minimum 1 article/each country (Czech, Slovak, Polish, Hungarian nationwide magazine/newspaper)
- 2nd half of 2007: Minimum 10 face to face meetings (Events, visits and meetings in Czech republic, Slovakia, Poland and Hungary)
- 1st half of 2008: Minimum 10 face to face meetings (Events, visits and meetings in Czech republic, Slovakia, Poland and Hungary)

ANNEX II – SAMPLE OF THE MEMORANDUM OF COOPERATION WITH REGIONS



Sixth Framework Programme
Priority 2.5.8 Information Society Technologies



Promoting Ecosystems and Regional Development
in support of Regional Operational Programming

DRAFT

MEMORANDUM OF COLLABORATION WITH [name regional partner]
(Project PHASE 1: September 2006 – May 2007)

Brussels, [DAY] of [MONTH] 2006

Introduction

The overall aim of the PEARDROP project is to evaluate and analyze; adapt and model; promote and exploit; and disseminate **existing and evolving knowledge**, evidence, systems and tools regarding regional innovation ecosystems and digital business ecosystems so as to enhance regional development efforts in support of

- increased regional competitiveness and job creation,
- competitiveness of the European ICT industry,
- the goals of the Lisbon Agenda and
- European IST RTD and take-up.

Considering that

- **[name of the relevant PEARDROP contractor]**
 - represents the PEARDROP Project
 - eris@ is responsible for project management and coordination.
 - is also responsible for
 -
- **[name of the regional partner]**
 - *Include relevant information, such as the role of the entity/organization within the Region*
 -

**[INSERT NAME OF THE REGIONAL PARTNER] & PEARDROP
AGREE**

TO COLLABORATE ON “SPECIFIC DISSEMINATION” OF PEARDROP RESULTS

In particular during PEARDROP’s Phase 1 (September 2006 – May 2007)

- **[Name of the regional partner]** agrees to:
 - validate the results of existing ecosystem research and deployment.
 - share information on the deployment evidence regarding business ecosystems at regional level, through the provision of information about the pilot actions (if any) in their current DBE projects.
 - provide some feedback on the materials provided to **[Name of the regional partner]** by PEARDROP (answer to questionnaires, comment on specific documents...)
 - participate to PEARDROP events (for which the project will cover the agreed travel and subsistence costs of participation – see specific paragraph below).
 - collaborate to promote & disseminate the findings of the PEARDROP project in each others’ events, promotion materials, specific regional publications, regional web sites, etc.
- PEARDROP will offer to **[name of the regional partner]**

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- key information & technical tools on innovative business paradigms already developed by other EU funded projects in an easy clear and concise way
 - direct access to “Guides & Toolkits” being prepared by the Project: light clear documents that will help finding the best methodology for deploying DBE and ICT business Networking in **[name of the regional partner]**’s territory. In this way, **[name of the regional partner]** will have the possibility to directly influence the preparation of the Project Guides & Toolkits (that should be ready by mid 2007).
 - To participate at PEARDROP events: valuable occasions to meet DBE specialists, other interested regions, and to discuss how to implement DBE
 - preferential access to support, help and expertise of specialists in the field.
- As for the **COSTS** incurred during the collaboration, **[name of the PEARDROP contractor]** will:
 - Through eris@, reimburse agreed travel and subsistence costs in full for 1 representative¹ of **[name of the regional partner]** when attending a PEARDROP International Stakeholders event;
 - Cover*[to be specified by PEARDROP contractor specific case]*
 - Any other cost will be covered by **[name of the regional partner]**

In addition, **[name of the regional partner]** confirms its awareness that some of the regions collaborating in PHASE 1 will have the opportunity to be selected for collaboration in PHASE 2. In PHASE 2 selected partner regions will be supported by the PEARDROP project in the process of **developing and testing the feasibility of a DBE deployment plan in their territory.**

In faith,

Signature

Signature

Position:

Position:

Region:

Region:

For **[The PEARDROP Contractor]**:

For **[Include regional partner]**:

Signature

Position:

Region:

For **eris@** :
(PEARDROP coordinator)

¹ As stated in Article II.19.1.of the PEARDROP Contract with the EC, eligible costs incurred must be **actual, economic** and **necessary** for the participation to the Project.

ANNEX III - CONTRACTORS ACTIONS & CONTRIBUTION TO PEARDROP WPS

1. Contributions to WP1 – Coordination & Reporting

Contractor	Description of the developed activity
eris@	<ul style="list-style-type: none"> - Consortium Agreement : Preparation and definition of the text for he Consortium Agreement - Establishment of the External Advisory Group (M1.1): Collection of candidatures/nominations and coordination of the selection process. - Organization of Project Meetings and attendance: Kick-off meeting (12.-13.9.2006) and 2nd PMC meeting (13.-14.12.2006) in Brussels - Contribution the definition of the Action Plan for PHASE 1 - Identify scope of the DBE concept and develop a common understanding of this among PEARDROP partners (activity not specified in DoW): paper outlining perception of DBE - from WP2 perspective; Paper on expected links and overlaps with other work packages within PEARDROP ; - Preparation of Quarterly Management report (QMR1&2)
CSP	<ul style="list-style-type: none"> - Consortium Agreement : contribution to the drafting of the Consortium Agreement - Establishment of the External Advisory Group (M1.1): nomination of candidate experts and contribution during the selection procedure. - Attendance of project meetings: Kick-off meeting (12.-13.9.2006) and 2nd PMC meeting (13.-14.12.2006) in Brussels - Contribution the definition of the Action Plan for PHASE 1 - Identify scope of the DBE concept and develop a common understanding of this among PEARDROP partners (activity not specified in DoW): paper outlining perception of DBE - from WP3 perspective; Paper on expected links and overlaps with other work packages within PEARDROP ; - Preparation of Quarterly Management report (QMR1&2)
AEC	<ul style="list-style-type: none"> - Consortium Agreement : contribution to the drafting of the Consortium Agreement - Establishment of the External Advisory Group (M1.1): nomination of candidate experts and contribution during the selection procedure. - Attendance of project meetings: Kick-off meeting (12.-13.9.2006) and 2nd PMC meeting (13.-14.12.2006) in Brussels - Contribution the definition of the Action Plan for PHASE 1 - Identify scope of the DBE concept and develop a common understanding of this among PEARDROP partners (activity not specified in DoW): paper outlining perception of DBE - from WP4 perspective; Paper on expected links and overlaps with other work packages within PEARDROP ; - Preparation of Quarterly Management report (QMR1&2)
TCH	<ul style="list-style-type: none"> - Consortium Agreement : contribution to the drafting of the Consortium Agreement - Establishment of the External Advisory Group (M1.1): nomination of candidate experts and contribution during the selection procedure. - Attendance of project meetings: Kick-off meeting (12.-13.9.2006) and 2nd PMC meeting (13.-14.12.2006) in Brussels - Contribution the definition of the Action Plan for PHASE 1 - Identify scope of the DBE concept and develop a common understanding of this among PEARDROP partners (activity not specified in DoW): paper outlining perception of DBE - from WP5 perspective; Paper on expected links and overlaps with other work packages within PEARDROP ; - Preparation of Quarterly Management report (QMR2)
CMI	<ul style="list-style-type: none"> - Consortium Agreement : contribution to the drafting of the Consortium Agreement - Establishment of the External Advisory Group (M1.1): nomination of candidate experts and contribution during the selection procedure. - Attendance of project meetings: Kick-off meeting (12.-13.9.2006) and 2nd PMC meeting (13.-14.12.2006) in Brussels - Contribution the definition of the Action Plan for PHASE 1 - Identify scope of the DBE concept and develop a common understanding of this among PEARDROP partners (activity not specified in DoW): paper outlining perception of DBE - from WP6 perspective; Paper on expected links and overlaps with other work packages within PEARDROP ; - Preparation of Quarterly Management report (QMR1&2)

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EPMA	<ul style="list-style-type: none"> - Consortium Agreement : contribution to the drafting of the Consortium Agreement - Establishment of the External Advisory Group (M1.1): nomination of candidate experts and contribution during the selection procedure. - Attendance of project meetings: Kick-off meeting (12.-13.9.2006) and 2nd PMC meeting (13.-14.12.2006) in Brussels - Contribution the definition of the Action Plan for PHASE 1 - Identify scope of the DBE concept and develop a common understanding of this among PEARDROP partners (activity not specified in DoW): paper outlining perception of DBE - from WP7 perspective; Paper on expected links and overlaps with other work packages within PEARDROP ; - Preparation of Quarterly Management report (QMR1&2)
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2. Contributions to WP2 – Dissemination & Exchange of Experiences

Complementary to the actions presented in Annex I, contractors have also contributed to the production of WP2 deliverables, as presented in this section.

Contractor	Description of the developed activity
eris@	<ul style="list-style-type: none"> - Preparation of the "Requirements & Specifications document" for the Project Website (D2.3 – M2.2): Preparation in house of the relevant document - Design and implement the project website (M2.2) - Launch Project Website (D2.3 – M2.3): Launch of the website via an article in the eris@ newsletter - Production & collection of information for the preparation and updates of DPP1&2 - Prepare the PEARDROP Brochure (D2.2): Draft of some samples, then rejects. In a second phase decision to hire a copy writer for support in the production of this deliverable
CSP	<ul style="list-style-type: none"> - Fed into PEARDROP brochure discussions - Contribute to the definition of the website requirements & comment its development - Contribution to the preparation and updates of DPP1&2
AEC	<ul style="list-style-type: none"> - Fed into PEARDROP brochure discussions - Contribute to the definition of the website requirements & comment its development - Contribution to the preparation and updates of DPP1&2
TCH	<ul style="list-style-type: none"> - Fed into PEARDROP brochure discussions - Direct collaboration with eris@ in the definition of the website requirements & comment its development - Contribution to the preparation and updates of DPP1&2
CMI	<ul style="list-style-type: none"> - Fed into PEARDROP brochure discussions - Contribute to the definition of the website requirements & comment its development - Contribution to the preparation and updates of DPP1&2
EPMA	<ul style="list-style-type: none"> - Fed into PEARDROP brochure discussions - Contribute to the definition of the website requirements & comment its development - Contribution to the preparation and updates of DPP1&2

3. Contributions to WP3 - Economic Impact & Regional Development

Contractor	Description of the developed activity
CSP	<ul style="list-style-type: none"> - <u>DBE SWOT Analysis</u>: pointing out the strengths, weaknesses, opportunity and threats of a DBE deployment. In collaboration with the University of Turin, collection of outputs and studies on the DBE. Search for synergies with previous outputs and studies on the DBE related with these topics. - <u>Identification of a list of goals for regional policies</u>, correlated to the DE implementation and deriving from the readiness index parameters that will be defined. Analysis of different regional strategies (or tools) in order to define which is more suitable to reach such goals in different types of regions. - Definition of policies approach to favor the local development with a DBE approach. - <u>Analysis of the regional context</u> - The main goal was to define a readiness index towards DBE deployment, enabling a classification of different stages of regional DE deployment readiness. CSP defined a tool for the identification of regional profile, based on statistical data, usually easily available. CSP asked PEARDROP partner to provide some relevant Socio-Economical and institutional information of their regional context, with the aim to run analyses of such data within the DE readiness index. - CSP reached a better understanding of European regional contexts thanks to the collection of regional data that, compared to other European innovation index, helped the definition of the index. - <u>Setting the scene</u> - Analysis of DBE concept and its implications related to public policies for local growth, occupation and competitiveness, based on previous researches and studies. - Such analysis contributed to the definition of the readiness index toward DE deployment. - CSP - in collaboration with the Department of Economics of University of Turin - has been working on the definition of a DE model for local development.
AEC	<ul style="list-style-type: none"> - Contribution to current "state of the art" of the Economic impact on regional development - web research and documentation analysis. WP3 questionnaire completed and sent WPL

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TCH	- Contribution to current "state of the art" of the Economic impact on regional development - web research and documentation analysis. WP3 questionnaire completed and sent to WPL
CMI	- Contribution to current "state of the art" of the Economic impact on regional development - web research and documentation analysis. WP3 questionnaire completed and sent to WPL
EPMA	- Collection of data and facts on economic impact to fulfil the question form of WP3. Question form was fulfilled and delivered to CSP

4. Contributions to WP4 – Legal Issues & Challenges

Contractor	Description of the developed activity
CSP	- Contribution to current "state of the art" of the Legal Issues and Challenges - web research and documentation analysis. WP4 questionnaire completed and sent WPL
AEC	- Draft and validation a Guide/Toolkit regarding legal issues & challenges associated with regional DBE deployment - Preliminary contacts with regional key actors. - Preliminary contacts with Legal IST and in depth analysis of the main deliverables, phone meeting - Draft of a "DBE Legal Issue summary" and of two Leaflets (in English and French)
TCH	- Contribution to current "state of the art" of the Legal Issues and Challenges - web research and documentation analysis. WP4 questionnaire completed and sent WPL

5. Contribution to WP5 - Technology Infrastructure & Support Systems

Contractor	Description of the developed activity
AEC	- Technology solutions & systems: research & analysis for filling WP5 questionnaire
TCH	- Meet & interview regional experts & OPAALS experts and evaluate documented research material to build up understanding of the current situation regarding digital business eco-system technologies in the region. - The 'state of the art' understanding has been created by Mr. Manu Setälä - Drafting of the toolkit and engagement of regional authorities to PEARDROP project. Validation of the initial draft by 10 regional interviews. Preparing a framework for analysis by other Peardrop partners.

6. Contribution to WP6 - Business Models and Cultures

Contractor	Description of the developed activity
CMI	- Identify current state of the art in the deployment of regional DBE in respect to Business Models & Cultures - Review of eAdoption models - Research into various approaches carried out. Preliminary modelling of approaches completed. Review of OECD and EU published sources carried out to establish leading countries most likely to adopt DBE

7. Contribution to WP7 - Financial Frameworks & Engineering

Contractor	Description of the developed activity
CSP	- Contribution to current "state of the art" DBE Financial engineering - web research and documentation analysis. WP7 questionnaire completed and sent
AEC	- Contribution to current "state of the art" DBE Financial engineering - web research and documentation analysis. WP7 questionnaire completed and sent
CMI	- Contribution to current "state of the art" DBE Financial engineering - web research and documentation analysis. WP7 questionnaire completed and sent
TCH	- Contribution to current "state of the art" DBE Financial engineering - web research and documentation analysis. WP7 questionnaire completed and sent
EPMA	- Gathering of data & facts on DBE Financial Framework, eBusiness and other form of eAdoption - Desk research on DBE, eBusiness, eAdoption, Structural Funds, Operational Programs, PPP - Preparation of the question form (QF) to be sent to partner regions - Initial findings from several regions were achieved, basic picture of DBE state-of-the-art was gained. - Participation to "New Business models & technologies suitable for boosting regional economy: Relevant legal issues" Training - Draft Toolkit: The index was prepared

ANNEX IV – MINUTES OF THE FIRST PEARDROP PROJECT MEETING (KICK OFF MEETING)**Minutes 1st PEARDROP Project Management Committee
Tuesday 12th and Wednesday 13th September 2006 - Brussels, Belgium****Present:**

Organisation	Attendees
AEC	Jean-François Laplume (JFL)
CM International	Patrick Sullivan (PS), Rosemary O'Connor (RO), Sophie Mavor (SM)
Welsh Assembly Govt	Simon Lavin (SL), Katherine Hibbert (KH)
CSP	Michela Garbarini (MG), Claudio Inguaggiato (CI)
EPMA	Dagmar Vránová (DV), Irina Zalisova (IZ)
TCH	Petri Räsänen (PR), Tommi Räsänen (TR), Manu Sétala (MS)
eris@	Gareth Hughes (GLH - Project Manager), Ester Torres (ET), Silvia Favret (SF), Julian Stubbe (JS)
European Commission	Margarita Lago (ML- Project Officer), Francesco Nachira (FN), Marion Le Louarn (MLL)

Apologies:

CSP	Susanna Longo (SL)
AEC	Hervé Le Guyader (HLG), François Gilbert (FG)
CM International	Merion Thomas (MT)

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These minutes reflect the discussion which took place and the decisions which were taken during this meeting.

Agenda Items

Ref.	Item
06/PMC/01/1	<p>Opening of the Meeting</p> <p><u>Welcome and Introduction</u> by the Chairman of the Project Management Committee (PMC) and Apologies for Absences.</p> <p>GH welcomed those present to the first PEARDROP Project Management Committee (PMC) and asked the participants to introduce themselves.</p> <ul style="list-style-type: none">▪ Goals of the Meeting <p>GH presented the list of goals of the first PMC and asked to the participants to express their personal expectations for the meeting. The reactions were the following:</p> <p>JFL: understand until where he could count on the other partners' collaboration in WP4 (Legal Issues & challenges), considering that the topic of his WP is highly related to regional legal frameworks.</p> <p>FN: reminded that PEARDROP is a Specific Support Action (SSA) and that this meant to support DBE Cluster Projects. He added that some results of these projects are open source & accessible, and he expects PEARDROP to support the regions to take advantage of this new technology and show the regions which are the opportunities.</p> <p>ML: expected to be able to understand better the project and its related challenges. She said to be open to questions on how to better link PEARDROP with other DBE Cluster projects.</p> <p>SM: reach a better understanding on how WPs fit together in the project.</p> <p>IZ and DV: clarify how WPs are supposed to collaborate and interact. Moreover, given that SMEs in the Czech Rep are going through a process of restructuring and suffer from disorientation, she expects to understand the project as a tool for offering expertise and guidance.</p> <p>MLL: understand PEARDROP that in her opinion should act as an interface between the DBE technology and regions.</p> <p>CI: have a better understanding of the EC's expectation of the project, underscoring that it is a small project. Better understand how WPs can integrate effectively.</p> <p>MG: to understand what partners' concrete expectations from WP3 are.</p> <p>MS: understand the main areas of the dissemination activity.</p> <p>PS: get to know partners; clarify understanding of PEARDROP; express CMI cooperation with other WPs and receive partner's confirmation of support for WP6 activities.</p> <p>RO: reach an agreement on how WPs will work together for the success of the project.</p> <p>KH: get a better idea on how to implement the project</p> <p>SL: get the most of knowledge on PEARDROP.</p> <p>ET: better understand PEARDROP in order to resize the coordination and management activity.</p> <p>GH: for all to reach a common understanding and a clear view on PEARDROP objectives through face to face meetings; understand how to integrate the results of different WPs; clarify where PEARDROP can make a difference, knowing that it is a small project with many deliverables.</p>
06/PMC/01/2	<p>Setting the scene</p> <ul style="list-style-type: none">▪ Project Overview <p>GH explained that in the framework of the DBE concept eris@ and the EC share the same aim: develop more competitive regions with secure and better jobs. He also highlighted that ICT investment is strictly linked to growth and competitiveness, and therefore to regional development.</p> <p>He mentioned that the concept of DBE by itself does not bring competitiveness and development, but it can be a tool to achieve such aims.</p> <p>ML intervened underlying that PEARDROP is an SSA, and therefore it aims to help EC, as mentioned in the PEARDROP "Proposal abstract" (§1, pg. 2).</p> <p>GH agreed that PEARDROP is not a research project and its role is to clarify, disseminate ALREADY EXISTING knowledge through the diffusion of this information in a language clear to regional policy makers (comprising translation in different languages). The final aim is to clarify how the results of EC funded DBE projects can help regions in achieving their regional objectives.</p>

On this MLL pointed out that to reach and disseminate the right knowledge it is important to ask the right questions.

GH agreed on this point and suggested that during the “exploratory” period, conscious of the risk to have “gaps” on the overall DBE issue, it would be interesting for WPs to try to anticipate possible “problem scenarios” asking specialists to foresee possible solutions.

PS commented that the implementation of DBE, at this stage, is about the exploitation of the DBE technology developed in the last years. In this framework, he added, PEARDROP concerns European regions as well as IT producers, providing in both cases encouragement and samples of the existing DBE opportunities.

On mention of IT producers, ML reiterated that PEARDROP has the objective to inform regions and key stakeholders on DBE and not to develop applications. ML’s intervention was backed then by GH who added that the project (and the development of DBE) was based on the EC’s interest for a more competitive European ICT industry.

On this point, FN explained the EC’s interest in DBE with two reasons: to maintain IT SMEs knowledge at regional level; and enforce regional economic development through local SMEs clusters (not only IT SMEs). He explained that until now the EC had encountered difficulties in supporting the idea of DBE because it was not able to answer to regional requests for clear information. FN then confirmed that this was the reason for the EC to have a project such as PEARDROP.

Furthermore, IZ pointed out that the PEARDROP’s beauty would be to understand, on one side, how to deploy DBE and, on the other, why until now the concept has not awakened interest at regional level.

In trying to answer to the question, TR underlined the need to take a pragmatic approach to the DBE issue. He stated that the DBE concept is difficult to explain to SMEs and to regional policy makes. Nevertheless, he also added that once SMEs are reached and show interest, it is then easier to address policy makers since they tend to pay attention to SMEs demands.

GH concluded that DBE concept by itself might not be convincing for SMEs, therefore, PEARDROP will need to provide motivation and support to it.

On the issue of SME support, IZ asked to FN if the DBE concept foresaw any connection with the idea of One-stop-shops for business. On this FN replied that the DBE concept had been defined during some workshops. He recalled that one of the DBE features outlined was to avoid any point of failure or control within the ecosystem and a one-stop-shop portal would be a risk of control by a public or central actor. IZ reacted that such a portal can still be used as a tool to “support” DBE deployment for business.

FN added that the main problem of DBE implementation is technical and that its structure is made so that in the medium term the DBE is self sustainable. In this view, the region can act as “catalysts” furnishing basic infrastructure, but not controlling the ecosystem.

On the support schemes that regions can apply, PS suggested to take existing experiences. Business es are already moving up in the ladder of e-Adoption, therefore it would be interesting to look at what has been put in place to see what regions could do to support the implementation of DBE in their territory. For this action, he highlighted that policy makers should consider regional internal demands to answer with a specific “support mechanism”.

To conclude the discussion, GH wrapped it up saying that regional investment for DBE should be “smart”, in order to exploit the existing results on DBE in the best way possible since DBE offers a “hope” for economic and social development. Therefore, he stated that PEARDROP should offer resources and tools to support regions in the deployment of DBE.

The discussion was followed by GH’s overview presentation of PEARDROP on which participants have assisted without making specific comments.

06/PMC/01/3 **Economic Impact & Regional Development (WP3)**

CI introduced WP3 presentation highlighting the need for partners to digest the difficult concept of DBE. In his opinion policy makers need to understand that in today’s world there is the need to define NEW MODELS to face the global market. In this framework, WP3 objective is to introduce the DBE concept of cooperation/competition between SMEs in regional development strategies.

During his presentation, CI questioned the effort that other partners will be willing to provide for the validation of the WP3 guidelines, considering the short timeframe for doing this exercise (one month).

As for the description of WP3 activity, GH intervened specifying that WP3 role will be to frame the gathering of information from all partners on issues like: what are the problems that regions encounter in implementing DBE? Which are the key agencies/actors that could work on DBE deployment? Where is the evidence of DBE deployment coming from? On this last matter GH wondered if PEARDROP should report only European experiences or if it can comprise external implementations of DBE.

Going back to his presentation, CI stated that the aim of WP3 is to find out what are the key macro-economic elements that support DBE implementation. The analysis would be able to answer questions like: What is a DE? How do we evaluate the state of development of DE in regions? What is the regional DBE readiness?

As for the first question, GH suggested that all WPs work on their definition of DBE. He added that, there is

no need to agree on one definition, it can be multiple, but, in order to get started with PEARDROP implementation project members should have clear idea of what DBE means. (Action - see Annex I)

Considering the contribution that all partners are asked to provide, IZ suggested that before M6, WP3 sends to the other WPLs a list of question to which they will answer by M6 (so to have the draft guideline ready in M9)

JFL took the occasion to ask what will be the type of input demanded and if it foresees a process of validation of a given argument or if it is supposed to be a confrontation to it.

CI replied affirming that WP3 will provide the basic background on the relevant issue to which the other partners can contribute, also through validation.

MLL underlined that the macro economic analysis of WP3 will give to the project the key elements that could (with no certainty) impact economic development and therefore regional interest on the topic.

GH clarified that in the project "macro economic" is referred to the regional level and the terminology has been used to distinguish from WP6, which deals with the "micro economic" perspective of regional SMEs. Looking at the PEARDROP final aim (propose to regions an "approach" to DBE), GH summarized the focal questions for WP3 analysis: what is a DBE, why it is important for regional development, and what are the possible approaches to its deployment (touching all sub sector issues)?

ML added that, as stated in the WP3 description of the proposal, WP3 will also need to define the focal indicators to be considered in the other WP's areas of work. On this point, MLL made the example of the cost indicators that link WP3 to WP7.

FN recalled that there is already documentation on the macro economic impact of DBE. What is needed at this stage is some new clear documents answering region policy makers' questions, like: how can the DBE improve/create employment? What is its economic impact?

To finalize, GH called for a more detailed description from CSP to define its concrete future actions as well as the expected input from the other partners. (Action - see Annex I)

06/PMC/01/4 Legal Issues & Challenges (WP4)

JFL proceeded with the presentation of WP4 and touched issues like the foreseen collaboration with other EC funded projects relevant to the activities of WP4. On this issue, ML mentioned that a new project "[LEKTOR](#)" had just started on legal issues.

When JFL introduced the terms "liabilities vs. mutualisation" in dealing with DBE legal issues, FN asked for explanation on what was meant by "mutualisation". It was clarified that it meant the provision of "shared" software, a system that could cause problems in defining who is liable in a "macro" as well as in a "micro" context.

JFL continued his presentation introducing the two levels of analysis WP4 will consider in its activities: at higher level (*Global level*) the EU directives dealing with ICT for networking (given that DBE legal framework had not develop yet, the closest legal framework will be considered) & at lower level (local decision makers) in order to know how it applies on the ground, what are the responsibilities of the different stakeholders.

Relating to the way regions implement EU directives on the subject, FN reported that regional actors often ask if there is the need to create a "sufficient background" for DBE legal issues (such as new reference bodies, specific regional legislations etc.)

GH reiterated at this point the need to define what could be a typical DBE framework in order to have a base for defining the best legal framework and its challenges. (Action - see Annex I)

SL added that this is an issue that should be considered carefully, given the possible regional specificities on legal issues.

JFL confirmed that WP4 will analyze what has been done within other DBE related projects. The aim is to collect all this, put it in a grid in order to define the possible challenges. In case WP4 will not be able to fill the grid it should be considered that this could be because of inexistent info or because the proper questions were not addressed.

PS intervened on the question of "defining DBE". In his opinion PEARDROP should seek guidance from the DBE Cluster to give "definition" so to have a common definition for all WPs. PS added that this exercise would accelerate the project, which would not be the case if each WP produce its own definition (in a limited timeframe). As for IZ, it is important to reach common understanding on DBE at a very early stage. She suggested that every WP formulates its view/definition, even if definitions might change during the implementation of the project (which is the aim, in order to make the definition clear to public). (Action - see Annex I)

FN contributed to the discussion saying that DBE is itself an evolving element. Nevertheless, problems related to it can still be similar (also considering that, in general, the economy tends to go in the same direction and that "cooperative scheme" seems to be a model that works). In particular, for legal issues, FN suggested that it will be useful for PEARDROP to contact regions who have been involved in other projects such as SEAMLESS, DBE etc. (MLL invited the participants to look at the documents available in [the DBE cluster](#) so as to better understand the DBE concept and possibly contribute with additions or changes. To

help this understanding process, she confirmed her availability to organize meetings with cluster projects). In going on with the WP's presentation, JFL asked partners to provide AEC with regional contact points able to validate "content" of WP4 outputs (while counting, in parallel, on the EC legal services). He mentioned that in France one of the central actors who will provide "competences" to AEC will be the "Caisse des Dépôts" FN and ML suggested that AEC access to [eBusiness Watch](#), and other legal sources (as [Eurlex](#)) too. MLL proposed the next DBE Cluster meeting (November 2006) as a good possibility for AEC to gather information on legal issues (given that WP4 is able to raise by then the main questions so to have answers and reactions on the issues). FN added that, in parallel to meetings with DBE Cluster projects, it could be useful for PEARDROP partners to contact DBE implementing regions as well.

06/PMC/01/5 Technology Infrastructure & Support (WP5)

TR and MS presented the WP lead by TCH, introducing the "technical" analysis that the WP foresees to develop. While explaining DBE technology, RO asked if this meant a specific technology. MS answered positively, explaining that it can be referred to the B2B application developed by DBE projects.

PS then asked if there are "practical examples" of how DBE works for SMEs, to which TR answered saying that there are some.

During the TCH presentation the issue of "consistencies between toolkits" was addressed, meaning a common tune/style for PEARDROP outputs.

On this GH proposed to create a common style, keeping in mind that part of the work will require the translation of outputs.

The participants agreed on having uniform consistent toolkits (in 5 languages) from early stage.

Following MS's sketch of a simplified DBE model, IZ asked if this could be compared to a market place system. MS agreed with the parallel but underlined that not all DBEs are market places being DBE developing environments where actors work together in longer time bases than market places.

Moreover, GH added that, in his understanding, DE actors depend on each other and take benefit from cooperation (contribution-rewarding relationship).

In line with the discussion, PS asked what would be the role and involvement of the governments in this B2B relationship. FN replied saying that government's role is to support the ecosystem and its actors. In particular, he added, policy makers can define the best sectors in which they will support the implementation of DBE (vertical choice – e.g.: eGovernment matters, in order to promote wider ICT adoption). FN also reported that some regional administrations, for example, decided to create a brand new IT public company to help the development of the ecosystem (in this way losing the possibility to play as a catalyst being a "lever" for local IT SMEs development).

PS contributed to the discussion asking FN if he saw any major progress for regional DBE support. FN replied that this depends on the regions: some say for example that DBE could be a useful tool to lessen black markets (through DBE possibility to check transactions). In addition, GH commented that this change of "approach" could also trigger some unintended consequences (ex. Change of UK pension payment scheme – previous Irish tax system).

In JFL's opinion, public bodies can have a role by improving the transfer of innovations from research helping the application of new instruments/tools (also in SMEs and businesses).

In the context of the discussion on the role of public bodies in supporting DBE, IZ reported that EPMA is organizing the Eastern eGovernment Days (12-17 April 2007) where a lot of experts from NMS and Balkans will be present. She proposed to organize a workshop/seminar on the relations between eGovernment and eBusiness and present the DBE concept (as well as PEARDROP).

The discussion then went back to the necessity to define a DBE. GH recalled a previous intervention of MLL where she was mentioning that there are not fully developed DBE instances, and suggested that DBE should be analyzed to understand how it would be possible to fully develop DBE.

FN then explained that there are two emerging DBE models. One is stimulated by a large enterprise who supports the development of the ecosystem – and this is not a dynamic model given that it has a keystone actor, typical of manufacturing industries such as Nokia; the other, continued FN, is based on a sector where there is a good existing knowledge that could be stimulated and further developed by DBE deployment - without central key players. The second case is often delayed on IT adoption but it has the positive side of building a new system.

GH recalled that DBEs are also said to be intelligent self "adapting" systems, FN suggested seeing paper of Gerald Briscoe² on DBE infrastructure, where he explains how it can become more and more intelligent while developing pieces of software that can work together. FN also affirmed that OPAALS developed models able to recognize "common" habitats (the software components keep track of the habitat that it has passed before reaching the one where he is staying). FN added that DBE ideas are put together in open source, offering to

² Gerald Briscoe, "Creating a digital Ecosystem: Service Oriented Architectures with distributed Evolutionary Computing", Imperial College London, July 2005.

SME an infrastructure that permits them to reach markets that they cannot reach otherwise (differently from a “proprietary” applications).

Taking up this point, GH highlighted one other question that could be important to address regional policy makers: what happens if DBE is not adopted? Participants agreed that PEARDROP should be able to offer an answer.

MLL left the meeting at the end of the discussion.

06/PMC/01/6 **Business Models & Cultures (WP6)**

PS and RO made a presentation on the main aims of the WP led by CMI. The PPT was followed by RO stressing the importance to link DBE with ICT networking (this being the last “step” represented in the classical eAdoption ladder) to prepare SMEs for DBE deployment.

GH, going back to the need for the possibility for regional policy makers to choose priority sectors for DBE deployment, stated that this choice could also be “business” pushed, by SMEs who might be ready for DBE implementation. Looking at SMEs preconditions for readiness to DBE (application of advanced ICT), PS underlined the need for WP6 to be looking directly to firms so to share information with other WPs too.

Concerning CMI’s expectations from the other PEARDROP partners, PS observed that between M1 and M9 WPs activities will require a high sequence of events/input from partners. For this reason, in order to guarantee consistency in the activities, PS suggested to develop a clear “framework/schedule of work” for partners to agree on it (considering the following steps: writing of the initial toolkit, consultation on the initial toolkit in partners regions (regional key actors); give to the other 4 partners feedback on their sub-domain toolkit; prepare the first draft guide; translate the 4 other guides produced by partners). Given the tight schedule PS suggested to try to synchronize the efforts required by each partner in order to spread the effort efficiently.

In addition to the preparation of the guide, GH recalled that the same period will also comprise the organization of the first International Workshop (for which he asked the participants to start thinking of a possible date). GH also reminded that PEARDROP should not be taking care of research (therefore partners should try to limit the quantity of interviews) but “review”.

GH also pointed out two other aspects of the implementation process on which participants were invited to think : how to structure the collaboration between WPs and the tools to use for this purpose (on line real time, web tools, collaborative efficient working environment, avoiding p2p emails); and, secondly the need to develop a framework of “consultation” where WPL’s explicit the type of information required to the other partners together with some instructions on how to answer to consultation of the draft toolkit.

PS added on this point that it could be considered to use one standard template for asking contributions, rather than 5 different versions. GH proposed to keep a common questionnaire type on the database of the web site.

As for the tools to use for these internal exchanges and collaborations, JFL stressed the need to know the format of the output and proposed to use a wiki tool (instead of up/downloading documents). JFL urged the partners to bear in mind the person/month effort demanded for each activity (considering that all initial guides will be in English).

On the possible language barrier, GH asked if it could be feasible for partners to identify in their region other people who can read English and that can contribute PEARDROP outputs without demanding translation in each phase of the tool-kit consultation (phase 1).

In addition, JFP underlined that regional stakeholders should be addressed when the final “drafts” of guides/toolkits are produced (and translated).

RO asked then if it was necessary for all partners to validate initial toolkits, given that each partner would have provided at that point its contribution already. On this GH commented that this exercise would be useful to test the user friendliness of the toolkit. On this, the question of the type of output to produce was raised by GH to the representatives of the EC, in particular to understand where the EC would draw the line concerning the trade-off between quality and quantity.

ML answered that the importance is the quality of the output as well as the need to pass all the necessary information on DBE to key actors. She also added that the outputs must be useful.

On this point IZ recalled that the split of effort provided each WP with 1 p/month for gathering and translating in the first phase.

On this GH added that the budget and time scale will certainly delimit the efforts in the project.

Referring to the above mentioned budget and effort limitations, MS suggested that the WP5 Toolkit maybe does not need to be translated (given that technical people usually have English skills).

06/PMC/01/7 **Financial Framework & Engineering (WP7)**

Before DV started the presentation, IZ underlined the need for her WP to have some deep collaboration from other partners given the specific financial questions that WP7 will address.

GH took the occasion to say that WP7, while collecting information on existing public funding, has to consider only those who cover DBE deployment or those who have such a wording which could lead to DBE deployment financing. He then added that the final aim of WP7 is to define the financing programs in place to support of DBE. IZ explained that, to do so, WP7 could provide a guide comprising quick descriptions of these existing mechanisms and the relevant links/URLs.

Going through her presentation (see Annex I), DV mentioned that the WP would also consider the role that Private-Public partnership (PPP) could play in financing DBE at regional level. On this point GH stated that private finance for DBE deployment should be considered aside from public schemes for regional development and innovation. He also agreed with IZ and DV that there are different financing approaches, and that those should not be excluded providing, for example, a catalogue with useful contacts.

At the end of the presentation IZ raised the question of the type of questionnaires that EPMA should use to ask for partners collaboration.

CI followed enquiring on how partners could give details on existing DBE financing schemes in their regions if, until now, it has not been seen any DBE implementation. Therefore, he suggested asking for information to regions that have already had an experience in the deployment of a DBE.

GH answered to the question advising to consider also schemes for ICT adoption, which could be similar to DBE type of investment (ICT for business networking, for example). He also agreed on the usefulness to report on other regions experiences in finding resources for DBE deployment.

On the issues of PPP JFL underlined that a research of possible PPP funding schemes would require a deep reading, for which the project might not have the time/budget for.

On this comment GH replied that NMS Regional Operational Programmes are available in English and he added that if we look into different programs knowing the measures we are looking for, then it goes quickly.

Concerning the final outcome of the information collection to be done in WP7, PS acknowledged that what he would like to see clearly what are the necessary "ingredients" for a DBE deployment plan as well as the pre-requisites. On the latter in particular, he mentioned that to create a "DBE environment" regional policy makers might need to financial instruments in support of IT innovation of SMEs, for example. Therefore, he continued, it will be important to articulate the different necessary ingredients to develop DBE environments (through capital, funds etc).

GH added that for doing this, WPs should be collaborating strictly. As an example, WP7 considers the presence of different organizations dealing with funding, which can be related to key actors defined within WP3 (macro economic impact and regional key actors).

In summarizing the activity of WP7, GH suggested that WP7's activity should come up with answers to questions like: how much does DBE deployment cost? where do regions find the money? which are the benefits/return on investment?

PS took the occasion to add a possible question of analysis: Can key actors legally have a DBE deployment?

Going back to the WPs need for coordination IZ observed that WP7 and WP6 could be working together, since cultures and contexts are the bases of each financing mechanism.

On this, IZ also raised the issue of probably needing more time to put together WPs results with in a unified report.

GH replied suggesting that, during the project, everyone would contribute so that the results will be discussed all the way through the process of writing the final version of the "Synthesis toolkit".

In particular, with reference to the possible collaboration between WP6, WP3 & WP7, GH suggested that a common issue of interest could be to understand how SMEs can contribute to the financing and what would be their benefit in doing so. The aim of the project is also to giving an advice, on how to make DBE deployment sustainable.

PS shared this view and added that there are examples of ICT interventions in introducing manufacturing requirements, while also using PPP (although in Wales the use of this type of financing is quite rare); PS suggested that these are clear examples of the culture existing within businesses at regional level (and therefore it would be a common point between WP6 & WP7)

TR then enquired if the PEARDROP "associated regions" in the second phase should be from the EU. GH replied that the project could consider all EFTA countries, therefore also Norway (as was suggested by TR). On this PS added that best practices examples could be taken from wherever (here GH clarified that this was the case, as long as the examples were relating to the regional/local level).

06/PMC/01/8 **Main Conclusions of the Day**

Before proceeding with the conclusions of the day, GH mentioned to EC officials that the Consortium Agreement was going to be made available shortly and passed to all partners for comments. Then, he asked to the participants if they had further questions to ask to the representatives of the EC.

PS asked FN which two main outputs he is expecting from the project. FN replied that he would like PEARDROP to produce some materials able to answer to the questions of regions who want to implement DBE in their territory. He also added that he would like some clear and fair outline of the possibilities and risk

related to DBE implementation (which is strictly related to the Lisbon agenda).

In second instance JFP addressed FN asserting the difficulty to have involve new regions in PEARDROP without having the "tools" to attract them. FN replied recalling the DBE Concept was launched 2½ years ago, and that, since then, the technological part had started running, even if it is not completely ready yet. JFL reasserted that doing a dissemination activity when the tools are not ready yet can limit the impact of PEARDROP.

ML intervened on the issue explaining the EC judgment will be done on the basis of the dissemination effort that should result in sufficient awareness-raising and specific interest, without looking for actual new DBE deployments.

PS then considered that in effect that the most that can be expected is to see DBE plans in Regional Agendas, without guarantees of real implementation. ML continued saying that PEARDROP's interest is to contribute to EC effort for DBE deployment.

GH summarized that there is a difficulty to define DBE, and its benefits, as happened about the concepts of information society and 'mainstreaming' for IRISI in the mid-1990's. Nevertheless, he recalled that regions that want to access structural funds are now obliged to provide an IS policy/programme.

▪ **Main Conclusions**

GH summarized the results of the day as follows:

- stating that PEARDROP is not about doing research, but focuses on gathering existing knowledge;
- calling each partner to:
 1. firstly, define/describe what a DBE is in their view/perception, so to define a common understanding of what is at stake;
 2. secondly, to produce a detailed action plan for the first 9 months (Phase 1) mentioning: tasks, responsibilities, deadlines, person/month allocation in WPs;
 3. thirdly, give a first thought on what could be the suitable format of outputs for the relevant WP (e.g. media, poster, guide)
 4. fourthly, select which (3) regions to contact and think how to approach them.
- recalling the need to define links within WPs to minimise duplication of effort;
- reminding that PEARDROP outputs should be clear to understand and the likely need to think creatively.

FN added on this presenting the possibility for PEARDROP to contribute to OPAALS search engine (in order to unify the sources of information on DBE), and suggesting to define what licence to use for the papers (e.g. "non profit share alike" and "creative commons").

GH replied that, given the low budget, PEARDROP's funds for website development will be very limited. Therefore, also to avoid duplications, the project should contribute to the OPAALS engine.

As the last point of the day, FN informed the participants that the next IEEE conference (to be held in Australia in April 2007) will have a session on DBE for which the call for paper is open until the end of this month.

06/PMC/01/9 Management Issues – Coordination and Reporting (WP1)

▪ **Brief recapitulation of the negotiation process**

GH introduced WP1 resuming the long negotiation process through which PEARDROP has gone (highlighting that the process had actually started in July 2005, when preparing the proposal).

- 21st Sept 2005 – Submission to the EC
- 13th Dec 2005 – Invitation to negotiation
- 14th March 2006 – eris@'s withdrawal
- 25th April 2006 – Submission of new DoW
- 03rd May 2006 – Submission of new DoW
- 09th May 2006 – Submission of new DoW
- 18th May 2006 – Submission of new DoW
- 20th June 2006 – Final Submission
- 20th July 2006 – Contract signed by the EC & eris@

▪ **Setting up of project management structure**

GH continued presenting the three main management components of PEARDROP: the co-ordinator and project manager, the project management committee (PMC) & the work package leaders (WPLs), who will all need to undertake direct, fast and open forms of communication; effective mediation (when necessary) and who will try to reach decisions by consensus.

The PMC

GH presented it as the principal decision-making body for the project, whose task is to define and implement

project policy, deal with contractual issues and manage the presentation of work results outside the consortium.

The PMC will meet at about 4 to 6 month intervals (back-to-back with international workshops) and will communicate through electronic communications (such as Skype, Video).

GH then asked the partners to identify who will officially represent them in the PMC. The following nominations were made (to be confirmed):

- eris@: Gareth Hughes
- CSP: Susanna Longo
- AEC: Jean François Laplume
- TCH: Tommi Rissanen
- CMI: Patrick Sullivan
- EPMA: Irina Zalisova

Besides the partners, PMC meetings will also be open to ML (EC Project Officer), FN and MLL.

Concerning partners' communication, GH mentioned the use of electronic tools such as: mailing lists, a forum, video conferencing / Skype.

GH also stressed that WPLs should not directly communicate to the EC. He reminded that all information to be provided to the EC is sent via the coordinator (eris@) and not directly by the partners.

Work Package Leaders

GH stated that these are the ones responsible for the relevant WP. In particular, he recalled that WPLs will need to provide the Project Manager with regularly updated reports: on the progress of the WP, on possible threats for the achievement of PEARDROP's objectives, on the financial issues that relate to WP objectives & deliverables (WPLs to report to PMC regarding their domain of responsibility).

GH raised the question on who were going to be the Work Packages Leaders. The following names were put forward (to be confirmed):

- WP1: Gareth Hughes
- WP2: Ester Torres / Silvia Favret
- WP3: Susanna Longo
- WP4: François Gilbert
- WP5: Manu Setala
- WP6: Rosemary O'Connor
- WP7: Dagmar Vránová

In continuing with his presentation, GH stated that progress of the activities of each WP will be monitored on a quarterly basis through Quarterly Management Reports (QMRs). QMRs are important to inform the coordinator on the achievements of WP's objectives and on the resource consumption of each WP.

Moreover, GH stressed that the following information should be included in each QMR:

- Description of work done over the quarter (=3 months)
- Achievements reached in the quarter
- Planned achievements for the following quarter
- Resource-usage per WP by named member of staff

Partners agreed on the importance of the QMRs as a formal way of communication. Nevertheless, they shared the idea that QMRs should be complemented by other means of communication (formal and informal) in order to be able to detect when actions are taking the wrong direction (as well as to monitor the person/day and budget state of the art of each WP).

GH suggested that eris@ provide a common template which should become a living document where WPs report their dissemination and promotion activities, the list of conferences that they have attended, the articles they have published on DBE etc. GH also underscored that WPLs will have to report on their work as well as on the contribution of the other partner's on the specific WP.

▪ Interaction with other DBE projects

As for the interaction with other DBE projects, GH presented the issue of the "Agreement on Memorandum of Collaboration" (for which a template will be drafted by eris@ and circulated in the short term). (Action - see Annex II)

GH reminded that for this point each partner will liaise with one or more DBE projects (as defined in the DoW) and will keep an open communication regarding that with eris@ (some participants recalled that some DBE projects will finish soon).

On this point, IZ asked if any of the other partners had any information on [SATINE](#) (the DBE Cluster project with whom EPMA should establish contact) which she felt inappropriate (as mentioned on the previous day by the EC too) for WP7.

The discussion on the MoC with other DBE projects raised the issue on how to formalize the involvement within PEARDROP of participating regions (focus group and associated regions).

IZ asked which organizations are expected to sign MoC (regional authorities, other relevant key players, Regional Development Agencies). She also underlined that regional governments would be reluctant to sign a

Standard Agreement if this has not been checked by their relevant legal office. Therefore, she suggested that the MoCs will be adapted to regional specificities (using MoC provided by the region's legal services, signing the agreement with a different regional key player etc.)

On the issue, JFP underlined that partners need to know what should be the content of the MoC before defining which key actors to collaborate with.

PS also considered the need to agree on the use that can be made of the materials collected in regions. He stressed that the issue of publishing such collected information (especially on deployment plans, that could be considered as "confidential" and "competitive" information) should be included in the MoC signed with regional actors.

IZ then proposed to solve the issue by adding in the proposition of MoCs the following sentence: "if appropriate, IPR will be applied".

CI reacted saying that the signature to an MoC with regional governments will complicate the collaboration. On this line, he proposed to ask to PEARDROP partner's regions for a letter of empowerment which could facilitate the signing of formal agreements with other public administrators (he also recalled that in this case the time for signing could be quite long).

In answer to the timing problem, IZ suggested that it will be clever to sign MoCs with other key players rather than directly with regional governments.

GH contributed to the discussion reminding that the EC will ask for some evidence showing the existing working relations with the focus group and the associated regions. He added that, interpreting the DoW, this does not mean that the EC is requesting a MoC. The evidence could also be provided through an e-mail stating the interest of the regions (showing dissemination effort in the first phase, and a deployment attempt in the second phase).

In conclusion, the participants agreed that the signature of the agreement was to be done on the trust of partners' judgment (given a previous check with EC Project Officer on the type of evidence that the EC would accept as being proof of regional involvement/association within PEARDROP).

This debate took the participant to discuss the regions to be contacted for dissemination during the two phases of the project. GH clarified that each regional partner will identify 3 other regions for specific dissemination effort in phase 1 (comprising a "focus group" of a total involvement of 19 new regions). GH continued saying that these 3 regions will be invited to participate to the 1st International Stakeholder Workshop).

In phase 2, GH insisted that each partner will select 1 region out of the 3 involved in the first phase to form a group of "associated regions" to develop DBE deployment plans.

On this point TR commented that it is necessary to clarify what are the benefits of participating to PEARDROP's second phase for these "associated" regions.

GH replied that the benefits in phase 2 will be for regions to contribute to the refinement of PEARDROP's toolkit and to receive help in preparing a DBE deployment plan for their region.

Moreover, GH reminded that regions will benefit from having T&S refunded when participating in International Workshops (as provided in the budget: "focus group" regions will be reimbursed for attending the first International Stakeholder Workshop, "associated regions" will be able to claim T&S for all the last two workshops)

- CMI – the 2 Irish regions (Border Midland & Western and Southern & Eastern Region) and East Midlands (UK)
- AEC – Pyrenees + ?
- CSP – from Emilia Romagna, Sardegna, Liguria, Friuli Venezia Giulia
- EPMA – Moravian-Silesian, Pardubice Region & Kosice (Slovakia)
- TCH – in exploration 1 Norway, 1 Baltic country, 1 Denmark
- eris@ - to be explored Spain, Germany, Poland (possibly Extremadura, Valencia, Bremen, Malopolska, Baden Württemberg, Basque region)

The participants agreed that the list of regions to be involved in the first phase should be decided by Mid November 2006 (being careful that regions are not already considered as DBE implementing regions) and that eris@ will produce within a couple of weeks a document with the main points that should be included in the agreements with the involved/focus group regions (bullet points on benefits, type of collaboration and expectations). (Action - see Annex II)

▪ **Concertation Meetings**

GH stated that Concertation Meetings can be demanded by partners, according to specific needs. He explained that such meetings can be announced by the European Commission but can also be organized at the request of 2 or more DBE projects.

PS then reported that, after having attended last DBE Cluster meeting, the projects from the cluster have demonstrated keen interest to know more about PEARDROP.

Considering the need to initiate a meeting with the DBE Cluster, GH stated that it will probably be better to

have such a meeting in 6-8 weeks time, once PEARDROP's partners have prepared issues to be discussed. GH added that this meeting would also be useful to learn about the other cluster projects and to present PEARDROP.

CI agreed on this position, saying that it would be better to wait until partners have a common understating of PEARDROP.

▪ **Setting up an Advisory Group (AG)**

GH proceeded with the presentation of WP1 introducing the "Advisory Group": a small group of experts (3 people) whose task is to provide the project manager & team members with independent expertise relating to the project's direction, its progress and the quality/relevance of its deliverables.

He completed saying that this AG should be composed by external reviewers whose names have to be agreed by the PMC (in consultation with PO). He also reminded that it has to be set by month three – end of November 2006 – and for this reason the participants will have to define the selection criteria (such as: being familiar with the Framework Programmes, have experience in reviewing EC funded projects, come from different backgrounds, being familiar with ICT business environment etc).

GH mentioned that the AG does not have to meet physically and suggested that the three selected people cover also the role of PEARDROP external peer reviewers.

During the meeting the following names were suggested:

- Aidan Roe (UK) –suggested by GH
- Karsten Gareis or Wemer Korte (empirica, Germany) –suggested by GH
- Rathbone Neal (UK) – suggested by TR
- Elmar Husmann (IBM marketing) – suggested by PR
- Ivar Petter Grotte (Western Norway Research Institute) – suggested by RO.

PS added to the list of criteria to be considered that the people chosen should be experts on how to take the results of the project and exploit them.

On the issue of the backgrounds they should come from, CI suggested 3 perspectives: Regional Development, Technical Competences & Research.

The participants agreed that the selection of the three people to be invited will be made through the circulation of CV's and electronic vote.

PS took the occasion to ask what will be the payment modalities for these experts. GH proposed to ask them to work pro bono as members of the AG but, to offer a fee as peer reviewers for PEARDROP outputs .

It was finally agreed that AG members should between them have the following attributes:

- Have different backgrounds and a certain geographical balance;
- Be people already involved in conceptual development in DBE;
- Be advisors on how to better exploit the results of the existing projects;
- Should come from Industry/Public Administration/University environment.

▪ **Main challenges**

Concerning the main challenges, GH reiterated the need for the coordinator to use Microsoft Project Manager (MPP) in defining the schedule of WP actions (in order to respect deadlines).

PR asked the coordinator to consider the possibility to use open software applications for management planning, even if all partners have said they have access to MPP.

In the second instance, GH suggested the establishment of a protocol for defining a "house style" that would make communication, reporting and dissemination easier.

In taking care of the work plan, PR suggested to the coordinator to define deadlines for reporting considering days needed for peer reviews. GH explained that he intended to consider "associate deadlines" in order to meet all the pre-requisites on time. On this the participant had a general agreement.

On this point, PS observed that, given the similarity of each WP work plan (guidelines and other actions), eris@ should propose a schedule that tries to synchronize WPs actions and WPL should take into consideration "peer reviews" periods while building their own WP schedule (Peer reviews take place before eris@'s submission to the EC).

GH added that WPs should also pay attention to holiday periods when deciding their action plan.

As for the deliverables to peer reviews, GH suggested that all of them will be peer reviewed internally, and only some of them will be reviewed externally by the members of the AG.

RO commented that given the expected quantity of exchanges/feedbacks between partners during the writing process, probably internal peer reviews were not necessary (also considering WP effort split).

GH reacted saying that there was no certitude that all partner's contributions would be "shown" in the final draft of the toolkit, and that therefore there is a risk of missing important points.

Some of the participants showed a lack of enthusiasm on the idea of internal peer reviewing all documents,

so GH proposed an alternative scenario: developing and, once WPL have collected all contributions from the other partners, put the resulting guide/toolkit in an electronic collaborative environment (web site). At this point the guide can be considered as being a “deliverable” of common responsibility, so every one should check to guarantee the quality of the document before submission to the EC.

- **Consortium Agreement**

GH explained that it constitutes the legal basis upon which the project is managed. He added that the content contractually binding for all partners and it includes all aspects necessary for the management of the consortium, the implementation of the project and intellectual property provisions.

GH informed that a draft version is to be circulated to all partners shortly, so to ratify it at the at the next PMC (2nd).

On this, JFL asked eris@ to send the version of the CA using the track changes of the choices made to the original standard text used.

06/PMC/01/10 Input from FP6 DBE Cluster Projects

- **DBE Integrated Project**

PR presented the DBE Project and the concept of the DBE, comprising the parts related to technologies and sciences (considered as not central in regional policies by CI).

PR stated that computing solutions are today at a starting point as for the implementations of the idea at regional level. He added that in his activities TCH will look for different DBE technologies.

As for the state of the DBE Project (the funded part is due to finish in January 2007), PR reported that some of its parts are successful: 3 open source projects are available (put in place by developers from inside as well as from outside the DBE project).

The big question at this stage, he underlined, is to see if these open source projects will be sustainable after end of the funding period.

After having listened to the presentation by PR, GH commented that DBE Project seems not to mention jobs, competitiveness and growth but it was good to see the mention of social capital (as [PRELUDE](#) had emphasize in the past). He also added that probably Rathbone Neal, active within the DBE project, may be not good person as a peer reviewer.

One of the main issues raised from the presentation was the difficulty to explain the DBE concept to regional policy makers. This observation was followed by the remark that, within PEARDROP partners, except for SL, no one else in the team had experience in graphic design, a skill that was highlighted as crucial for PEARDROP's efficient dissemination activity (GH suggested that eris@ could consider hiring a stagiare with such skills).

PR's presentation was followed by contributions from TR and MS. The latter in particular explained the situation of the development of DBE technical applications. MS reiterated that, at this time, the DBE Project has not yet come to a final technical solution, but he added that such an environment is in evolution.

GH commented that this “evolutionary” characteristic could represent a difficulty for PEARDROP's dissemination aim since partners could find that there is not sufficient evidence to justify PEARDROP to go to regions proposing support for DBE deployment.

MS replied saying that PEARDROP can address key regional actors proposing different technical applications that can be used to implement DBE, and possibly suggesting one solution (the application resulting from the DBE Project). After choosing middleware the technology “base” is stable.

GH underlined that, until now, there are almost no regions that have shown interest for DBE deployment. He commented that this was not to say that society would not need DBE, but it could be seen as a signal that the DBE projects might not be satisfying policy maker's objectives of growth and employment.

GH's intervention resulted in a series of questions on why the EC had chosen the regional level for DBE implementation. The answer to this question was offered by PS, who reported the common interest that linked DG Regional Policy and DG INFSOC.

CI contribute to the discussion underlying that today there is a spreading use of the term “ecosystem”, which could reflect an existing need. Therefore, he suggested that PEARDROP should put forward this part of the DBE that in his opinion is more central for regional policy maker interests.

Given the live debate on DBE, and the shared interest for a better understanding of the concept, GH asked participants if they felt the need to organize a future meeting to discuss, debate, clarify, inform on the abovementioned issue.

Notwithstanding the limit of time allocation of each partner, KH proposed to organize a meeting back-to-back to the next DBE cluster meeting (November 2006).

- **LEGAL IST – Open Discussion on collaboration**

Marco Conte, LEGAL IST representative had addressed to PEARDROP partners (through eris@) a proposition for co-organizing a workshop on “Legal training – virtual Organization and Advanced Cooperation in business ecosystems”.

JFP reacted to this proposition that was put on the table saying that it was an interesting proposition but that

he needed to look into it to see how WP4 could contribute to this event.

GH then opened the proposition to all partners proposing to market such an event not as DBE as such but more as an ICT for business.

CI commented that, in his opinion, the proposed agenda of the workshop did not seem to be targeting the regional level.

Participants concluded that eris@ should contact LEGAL IST to propose a more open event that would have a wider topic and audience but that could indirectly contribute to PEARDROP's dissemination activities.

06/PMC/01/11 **Dissemination & Exchange of Experiences (WP2)**

GH presented WP2 touching its 4 main points: Dissemination & Promotion Plan; Logo, Brochure, Website; International stakeholders meetings; Main expected outputs.

▪ **Dissemination and Promotion Plan (DPP)**

As general remarks, GH reminded that the main D & P activities comprise

- Guides, manuals, models, roadmaps and regional deployment plans
- International and regional workshops
- Web site
- The Promotion of PEARDROP results through events, raising awareness etc

In order to be able to report such efforts, partners have been asked to keep a sound record of dissemination activities (meetings, web pages, articles, presentations, etc) in a template that eris@ will provide soon. The coordinator has also requested to receive regularly updated DPP (the first DPP (DPP1) is due in month 1 (D2.1)

GH also defined what was supposed to be the specific targeted audiences of PEARDROP activities. He listed: regional public authorities and policy makers, regional catalyst organizations and programme managers, software developer and provider SMEs; open source developer and business communities, leading ICT companies.

▪ **Logo**

As for the logo, GH invited all participants to come up with ideas. KT mentioned that the Welsh Assembly Government has a graphic designer, and probably she could take care of this.

▪ **Brochure**

GH presented eris@'s idea of having a brochure in 2 versions: Electronic and paper format (in a three fold version). The idea was welcomed by the partners. He also took the occasion to specify that the design and the publication of PEARDROP Brochure was due in M2 (D2.2)

The participants agreed to print a total of 600 copies of the paper version of the brochure (the quantity could be lifted to a higher number in case of price advantage).

▪ **Web Site**

Regarding the website, GH invited participants to think of the type of functionalities that might be useful for the implementation of PEARDROP. GH suggested the possibility to have a website within the IANIS⁺ portal, creating a new community of interest. He stressed that the development of a new website would be limited by the time given for it - 1st edition web site (operational) in M4 (D2.3) – and by the small budget.

IZ asked that the website notifies users when new documents are uploaded in the site.

Participants agreed on the following possibilities: creating a static page with a PEARDROP domain-name that would be linked to the community of interest created in the IANIS Hub or hosting the web site in Tampere (PR to give feedback on this issue).

GH informed also that eris@ is currently working on the transition of its portal to a new technology (Sharepoint), but the development might take some 4 to 5 months. SM said that they already work with Sharepoint and it might be worth considering the possibility to create the web site within their system, and then be transferred to eris@'s as soon as the developments are ready. eris@ will check with Microsoft the feasibility of this option.

On this issue PR added that Linux Users would not have access to a web built on Sharepoint.

▪ **International Stakeholders Meetings**

Participants reached an agreement in principle to hold the first International Workshop in Bilbao on the 12th of June 2007 (back to back to the 2007 IANIS⁺ Annual Conference).

For the other two, GH proposed to also hold them back to back to other events.

In particular, the second meeting was suggested by GH to be held around January 2008 in Brussels to give to the possibility to EC representative to participate.

As for the third one, partners agreed that it should be held around the beginning of July 2008, but this will need to take into consideration the preparation of other project outputs.

GH proposed the following timing and purposes that were agreed by the participants:

- M 10 – June 2007

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- To promote the five initial draft Toolkits to the DBE sub-domains
 - To signpost DBE deployment tools & models for phase 2
 - Outputs to be used to revise the Toolkits
- M 17 – January 2008
- Review the work in progress
 - Identification of models, tools and systems in support of DBE deployment
 - Exchange of experiences
- M 23 – July 2008
- Promote the results of the project
 - Debate the way forward (roadmap)
 - Widely disseminate the reports/toolkits, etc
 - Web site – Active virtual community
 - Reports on stakeholders meetings
 - Contribution to ERA coordination activities
 - Availability of main documents in various languages (eris@ will try German or Spanish)

GH reiterated that, given the PEARDROP budget, partners should try to be as creative as possible (considering that outputs will have to be translated).

In particular, on the Synthesis of the guides, JFL asked if there was a different target than for the draft Guides.

GH reacted explaining that in his opinion the Synthesis Guide brings together the 5 sub domains, taking into account the material collected during the 2 years of the project.

RO proposed that the Synthesis Guide could be a kind of executive summary.

The participants agreed that the issue will have to be discussed further in the future.

06/PMC/01/12 **Management Issues**

▪ Time and Place of next PMC Meeting

GH proposed to schedule the second PMC in November, back to back to the DBE project conference.

IZ made a second proposition, suggesting holding the PMC back to back to the IST conference 21st Nov in Helsinki.

No final decision was taken, but in general terms participants agreed that the most convenient/cheapest places for partners to reach for PMC meetings would be Brussels or London.

06/PMC/01/13 **Check Progress against goals of the meeting.**

To check if the initial goals of the meeting were met, GH went back to list presented on the first day and asked to the participants to react on that.

All participants said that their expectations had been fulfilled.

Annex I Minutes – List of Agreed Actions

	ACTION	DEADLINE	PARTNER	COMMENTS	
SETTING THE SCENE - WPs 3 to 7	1	Prepare a short document on the view/ perception on what DBE is for the work package, for which then the evidence will be found during the project.	27/09/2006	All	Reach a share understanding of what DBE is / Multiple definition
	2	Prepare a detailed ACTION PLAN for the next 9 months	27/09/2006	All	-defining tasks (for WPL & expected input from other partners), -who is responsible, -timescale, -person man allocation - where you ask a partner to do something (make an estimation of effort);
	3	3 or 4 bullet points summarising the kind of issues where interregional differences is crucial	27/09/2006	All	
	4	Linkages between the WPs to avoid duplication	27-09-2006	All	
	5	Make sure that outputs are lean and clean (clear to understand)	Throughout whole project	All	
	6	Define the type of outputs , format etc	Month 6	All	
	7	Define a general defined schedule of actions , making sure not to concentrate all in one period - synchronize	Once partner's feedback is received	eris@	
MANAGEMENT ACTIONS	8	Partners to confirm the nominated person for PMC and WPL	27/09/2006	All	
	9	Partners to communicate their SKYPE username	27/09/2006	All	
	10	Draft Consortium Agreement	18/09/2006	eris@	eris@ to indicate the standard document used as a basis for the CA, making clear which are the choices made in terms of content
	11	Check with the EC the details of the next concertation meeting (Nov 2006) & suggest them to include a session where other projects of interest & PEARDROP could be presented for mutual benefit	Asap	eris@	
	12	Provide a template for MoC to be signed with other DBE projects	27/09/2006	eris@	
	13	Advisory Expert Group – selection of criteria	27/09/2006	All	-eris@ to circulate the list of criteria & a document summarising the terms of reference regarding the role of the AG -partners to suggest names & short CV -decision by electronic voting
	14	QMR provide template soon and ask for reaction	27/09/2006	eris@	

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	15	Define which deliverables need to be peer reviewed and define deadlines for consultations, for putting doc on web site, partners reviews of docs before EC submission on PROJECT name	27/09/2006	eris@	eris@ to provide a time-table
	16	Financial Issues - Eligibility of Cost document	30/10/2006	eris@	
DISSEMINATION ACTIVITIES	17	DPP – Include every 3 months issues identified by the partners in order to consider organising concertation meetings	Asap	eris@	
	18	Each partner to prepare a 1 or 2 page document summarising the assigned cluster Project to be circulated to the partners	16/10/2006	All	
	19	Focus Group Regions - Document with bullet points indicating the expectations and potential benefits for other regions to collaborate with the partners.	27/09/2006	eris@	Each partner to decide on the kind of supporting document to “formalize” the agreement.
	20	Communicate to eris@ the 3 regions chosen to collaborate with and provide the “agreement” with them.	Mid November	All	
	21	Schedule of International Workshops	Done	eris@ & all	
	22	License for paper	Asap		consider "Creative Commons" license
	23	<u>eris@ to negotiate the organisation of the meeting with LEGAL IST in Brussels</u>	Asap	eris@	Subject to participants registered
	24	Considering engaging a staigier with expertise in graphic design		eris@	
	25	DPP version 1	30/09/2006	All	partners to take a look to DDP version 0 and send feedback to erisa next week
	26	Template for reporting back dissemination activities	Asap	eris@	Through the web site
	27	Contribution by partners EPMA and others to dissemination in NMS		All	
	28	Welsh Assembly to provide drafts of the Logo		Welsh Assembly	
	29	Check and register the PEARDROP domain	Asap	eris@	
Other	30	Revisit the PRELUDE results-societal learning model of DBE	Asap	eris@	1 page summary to be circulated

ANNEX V – MINUTES OF THE SECOND PEARDROP PROJECT MEETING

2nd Project Management Committee (PMC) Meeting
13th & 14th of December 2006
Opening: Wednesday, 13th of December 10:00 hrs
End: Thursday, 14th of December 13:00 hrs

Present:

Organisation	Attendees
eris@	Gareth Hughes (GH), Ester Torres (ET), Silvia Favret 5SF), Julian Stubbe (JS)
CSP	Claudio Inguaggiato (CI), Michela Garbarini (MG), Susanna Longo (SL)
AEC	François Gilbert (FG)
TCH	Manu Setälä (MS)
CMI	Patrick Sullivan (PS), Rosemary O'Connor (RO)
EPMA	Irina Zalisova (IZ), Dagmar Vránová (DV)
European Commission	Margarita Lago (ML - P.O.), Francesco Nachira (FN) <i>(both only 13th morning)</i>
Aragon Region (ITA)	Javier Val (JV) (DBE Project Administrator) <i>(only 13th morning)</i>
DBE Project	Andrea Nicolai (AN) (Project Manager) <i>(only 13th morning)</i>

Apologies:

TCH	Tommi Rissanen (TR)
AEC	Jean-Pierre Trieau (JT)
eris@	Ester Torres (for the second day)
CMI / Wales	Simon Lavin (MT)

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These minutes reflect the discussion which took place and the decisions which were taken during this meeting.

Agenda Items

Ref.	Issues	Actions
06/PMC/ 02/1	<p>Opening of the meeting</p> <p>GH welcomed the participants to the second PEARDROP Project Management Committee (PMC) and asked them to introduce themselves. A particular welcome was addressed to Mr. Javier Val, representative of the Institute of Technologies of Aragon (ITA) – Spain and to Mr. Andrea Nicolai, Project manager of the DBE IP.</p> <p>The participants' introductions were followed by an outline of the "Goals of the Meeting"</p> <ul style="list-style-type: none"> ▪ To know more about the Aragon regional experience ▪ Discuss and agree a framework of cooperation with the DBE Project ▪ To finalize a common DBE understanding ▪ To agree the cooperation to propose to the NoE OPAALS ▪ To assess the work in progress of the project; ▪ To define better project management/communication means to be used by all project participants – including web design and related tools, and other promotion actions; ▪ To present and discuss initial findings and the next steps for each WP; ▪ To identify any new challenges and potential problems evolving from the work plan described in the DoW; ▪ To plan further project work and future meetings. 	
06/PMC/ 02/2	<p>Formal Approval of the 1st PMC Minutes</p> <p>The minutes were formally approved (previous informal electronic approval had been already reached in September 2006).</p>	
06/PMC/ 02/3	<p>Short Presentation of the PEARDROP Project</p> <p>SF briefly presented the aims and objectives of the project. GH specified that the 5 sub-domains of the project are just used to structure the work of the project, and therefore the consortium is open to include other interesting domains that may emerge.</p> <p>He also reminded that since all the project work will be addressed to regional decision makers, partners should remember to <u>find language that is clear to this target audience</u> and that the outputs of PEARDROP need to be short.</p>	
06/PMC/ 02/4	<p>Presentation of the Aragón DBE experience</p> <p>Mr. Javier Val introduced the Aragon experience and contextualized it in the DBE integrated project framework.</p> <p>He mentioned the different <u>workgroups</u> that are composing the project (Technical Group; Business Group; Scientific Group; Regional Catalyst) as well as the three <u>regions</u> that are taking part : Tampere (FI), West Midlands (UK) and Aragon (E). He underlined the importance of having such regions involved since the beginning of the project, since this had been very useful for collecting feedback.</p> <p><u>Agents and actors</u>: Looking at the barriers met during the project (such as the lack of SME's long-term strategy), ITA identified <u>the agents</u> to be introduced to the project that could play an active role for DBE deployment:</p> <ul style="list-style-type: none"> ▪ Institute of Technology of Aragon – as regional catalyst ▪ SW Developers: drivers and implementers ▪ Users (the involvement of these has been the task of SW developers which needed to introduce at least 2 users) ▪ Influencers: regional policy makers, constituencies (key people in a region that have the ability to take decisions. JV stressed the importance of getting those actors really involved and participating in the project since, before taking any decision of DBE implementation, SW developers seek regional decision makers' opinions). <p><u>Drivers Selection</u>: Although DBE technology is a middleware that may apply to various business models and sectors, JV reported that ITA preferred to concentrate its initial effort on a sector characterized by many "exchanges" of information and for which a sudden technological problem would not cause a difficult situation. The chosen sector was tourism (e.g. rural hotels and travel agents - not big companies).</p> <p>Concerning the SW companies, they selected 4 SW developers (which joined the project June 2005). The selection of the SMEs relied a lot on a clear work plan and expectations (details on: www.ita.es/dbe). Meetings and follow up have been held on a weekly basis.</p> <p>ITA's activities are now co-financed by the government of Aragon. Moreover, the ongoing call</p>	

Ref.	Issues	Actions
	<p>for tender was also opened to companies from non-tourism sectors (as there were no more companies in the region working for tourism SW applications).</p> <p><u>Implementers' Selection</u>: the selection was launched by an event to which SMEs were invited directly by the regional government (invitation that granted ITA with a committed audience).</p> <p><u>Discoverers and users</u>: the users were selected by the implementers:</p> <ul style="list-style-type: none"> ▪ Rural areas ▪ Wholesalers ▪ 11 travel agencies <p>The participation to the project for these actors consisted of the "integration" with DBE of the software that they were already using (for this reason the learning curve is quite short, since the user interface stays the same).</p> <p><u>Policy Makers and Influencers</u>: JV reported that, at the time that the policy makers were contacted, the ROP was being prepared. For this reason, DBE was then included in the ROP (the government has provided €150,000 in 2006 and will commit €160,000 in 2007).</p> <p>JV also reminded that DBE is "horizontal" and therefore it can be applied to various sectors and projects (such as LABEIN...)</p> <p>ITA recorded that SMEs in Aragon had a high expectation. For this reason it was decided to "lower" expectations from the DBE platform so as to manage it better.</p> <p>JV also noted that DBE is a good excuse for networking and for aggregating services (even creating specific rules like "I want to send an SMS via the cheapest provider in the market...").</p> <p>On how to get started, JV stressed that the central starting point is to show to SMEs the needs that they cannot see, but that they have, while underlining that implementing DBE represents an <u>early adoption of future technology</u>.</p> <p>Moreover, the DBE project facilitated the participation of SMEs in a European IP.</p> <p>JV concluded mentioning that the effectiveness of the 'Code Camps' organized by ITA and concluded that the main objectives of DBEs can be summarized as follows:</p> <ul style="list-style-type: none"> ▪ to improve the competitiveness of SMEs ▪ introduce to SMEs "Integrate Services for Information Systems" (ISIS) solutions 	
<p>06/PMC/ 02/5</p>	<p>Questions & Answer Session</p> <p>MS commented that the DBE technological platform developed is not the only possible technology for "innovation ecosystems".</p> <p>FN added that DBE is not only a technology but, more important, it is also a systematic approach.</p> <p>JV presented the case where a "taxi federation" (grouped in companies) had decided to implement DBE. He reported this as an example of the openness of a system that can be used in different framework. In answering to a specific question, JV added that DBE could also be implemented where users have very low IT levels (although there is a need for an already existing IT platform, as the one provided to the taxi call centre). The important choice is to have SW providers proposing the SW to the users.</p> <p>PS queried if ITA had considered documenting the business models that are common to the value chain and, in particular, if, for each stockholder's business model, the value-added of DBE had been plotted in addition to looking at the technology. JV replied that ITA did not have a business model collection methodology. ITA had only been offering the tool to improve the business value (e.g. for a rural hotel, DBE has just been a new channel to have reservations, and therefore a possibility to increase business "for free").</p> <p>The question on the existing evidence in the Aragon region that DBE has increased the competitiveness of SMEs remained open.</p> <p>In answering to a question on funding, JV specified that Aragon's DBE implementation was financed 50% by regional funding (through an open call and payment at the end) and 50% by private capital.</p> <p>IZ, referring to the Sardinian experience, asked if DBE could be related to technological parks (can they be a catalysts?) and clusters. AN and FN agreed that the "concept" behind DBE and the Park in Sardinia is the same. Nevertheless, there would be a problem related to DE technology. Since DE technology is evolving, a regional catalyst ideally should have a technological background and should be able to act on behalf of the regional authority. Particularly in this framework, the use of existing examples to explain the idea and the technology is crucial.</p> <p>It was underlined by JV that the important message to pass to regions is that <u>DBE is a key future concept</u>, therefore representing always a good investment.</p> <p>In relation to the "Cost-Benefit" of DBE, the EC is currently concluding an analysis using the examples of regions participating in DBE. At the moment, data show that after 3 years the</p>	

Ref.	Issues	Actions
	<p>investment were:</p> <ul style="list-style-type: none"> ▪ Human resources: €200,000 in West Midlands & €110,000 in Aragón; ▪ Infrastructure: €3,000 in West Midlands & €3,500 in Aragón <p>The development of service (SW integration) depends on what regions are developing (in Aragón, it is close to €120,000). GH concluded the session highlighting that:</p> <ul style="list-style-type: none"> ▪ The importance of an ecosystem approach depends on interconnection between the ecosystems (sectorial and/or regional). ▪ We have to try to understand the underlying principles that can convince regional catalyst to take the concept positively and whether the same objectives can be achieved by other means. ▪ PEARDROP needs to develop indicators on what is measured (financial cost, SMEs competitiveness in DBE etc.) <p>The participants agreed PEARDROP and Aragón will continue collaborating (in a coordinated way through eris@)</p> <p>FN added that the EC has a stagier, Lorena, who is working on the DBE indicator's issue making a cost-benefit analysis. He suggested that PEARDROP (and CSP) should collaborate with her.</p> <p>JV added that some interesting social science studies done by the DBE IP are available where indicators are considered and a set of actions are suggested on how to reach the objectives (considering that different regions might need different approaches)</p>	<p style="color: red;">eris@ to coordinate collaboration with Aragon</p> <p style="color: red;">eris@: contact Lorena</p>
06/PMC/02/6	<p>Cooperation with the DBE Project</p> <p>AN introduced the DBE IP and mentioned that they have started from basic science. Today the project has a number of Associated Regions, such as:</p> <ul style="list-style-type: none"> ▪ Spain: Extremadura ▪ Italy: Piedmont, Trento, Puglia, Lazio (joined later – doing the same as Aragon- iLazio: strategic investment for supporting deployment of the ecosystem infrastructure). ▪ Germany: Baden Wurtemberg ▪ Greece ▪ Poland: West Pomerania ▪ France: Ile de France ▪ Some counties in Ireland <p>AN listed also some organisations around the world that are cooperating with the DBE IP: Brazil (point of culture); Venezuela, India, Malasia and some African countries.</p> <p>Resulting from the ongoing EC economic analysis of the investment in DBE regions:</p> <ul style="list-style-type: none"> ▪ The cost of running the digital infrastructure for the SMEs is decreasing 20% ▪ The financial costs are mainly in personnel and operating the infrastructure ▪ SMEs that participate could develop enhanced services at lower cost and with great market reach <p>AN added that DBE has already shown some results, like:</p> <ul style="list-style-type: none"> ▪ It has proved the increase of competitiveness of SME and their use of ICTs; ▪ DBE is for SMEs what the web did for private users; ▪ It makes available an open distributed infrastructure of components and advanced services. ▪ There are some pilot applications of the DBE platform outside the project (multimedia production, shipping industry, multi service organization, car racing, sustainable urban planning and agricultural distribution chain). <p>In a few words, DBE can be used for the sharing of knowledge and to connect the providers with the aims of sharing content.</p> <p>AN also proposed some possible points of cooperation with PEARDROP:</p> <ul style="list-style-type: none"> ▪ DE follow up strategy to be re-thought (research, adoption) ▪ Harmonise policy intervention at regional level ▪ Role of local/regional governments ▪ Extend business models and SMEs profiles through modelling language of DBE ▪ Extension of pilots to unforeseen areas ▪ Link 2007-2013 funding and regional funds ▪ Link to existing local initiatives on SMEs dynamic clustering ▪ Enlarge OSS community participation from each region <p>AN also explained that there are still some key research questions that remain unanswered, but that for those there are no more possibilities of EU co-finance (the DBE IP is ending in January 2007 but there is an NoE running, some STREPs, some SSAs, etc...)</p>	

Ref.	Issues	Actions
	<p>When asked what is, in terms of collaboration, the strategy after January 2007, AN replied that most of the work of the IP will be taken over by the NoE, of which AN is the project manager and Paolo Dini the coordinator.</p> <p>GH added that regions might have an opportunity within the “Fast Track Regions Group” to come together and put proposals. To this, FN added that DG REGIO has issued a communication on “Regions for Economic Change” (supporting better ICT Infrastructure).</p> <p>FN clarified that there will be no real funding for DBE in the next 2 years in the FP7, little exists in CIP but some space for thematic networking can be funded in “Regions of the Economic Change”. Nevertheless, the EC has a long term vision with the NoE aiming at creating a common repository of all the existing documents under Creative Commons (including PEARDROP’s).</p> <p>On the main barriers for DBE adoption, AN and JV considered the following points:</p> <ul style="list-style-type: none"> ▪ the “understanding” of the concept and the platform; ▪ The difficulty to make organisations understand where is their real competitive advantage with DBE (sharing knowledge and resources to increase their competitiveness) <p>A wise approach to the regional authorities and SMEs is not trying to “sell” something, but rather provide them with knowledge and know-how.</p> <p>As for a possible application of DBE to government activities, AN suggested that a regional government can play the role of the first buyer (e.g.. Madrid, where 10 ministries have started sharing information about changes of address from a single entry point for the citizens – a system developed in 2 weeks).</p> <p>FN also mentioned his speech at the eBGC in Tampere (Nov 2006) at which he presented 3 emerging phenomena that are converging (Web 2.0, semantic web and Peer-to-Peer (P2P) networks) and in which the ecosystem is part of the global picture.</p>	
<p>06/PMC/ 02/7</p>	<p>Defining a common DBE understanding</p> <p>The consortium agreed that, following the presentations of the morning, their understanding of the concept did not change, although they realized the importance of explaining it through examples.</p> <p>Before the meeting, participants had the impression that DBE was only one thing, but, thanks to the discussion, it was realized that DBE can be implemented in a variety of different ways and settings.</p> <p>GH suggested that, to encourage DBE deployment, it might be easier to start just with one sector that, in a later phase, will help the implementation of DBE in other regions. He also added that since there is no fixed ecosystems, the core PEARDROP activity should lie in the understanding of regional economic strengths and specific contexts to see if (and how) DBE would fit. This, as suggested by PS, will also help promoting the approach to SMEs.</p> <p>CI stressed the importance of working on the DBE approach and economic impacts, without concentrating attention on the technology. On this GH reminded that the most important DBE feature that emerged during the morning discussion is its “sharing of open knowledge”</p>	<p>▪ eris@: Revise document of the DBE concept (with the comments from PMC) and circulate it.</p>
<p>06/PMC/ 02/8</p>	<p>Management issues (WP1)</p> <p><u>Consortium Agreement:</u> The consortium formally approved the PEARDROP Consortium Agreement.</p> <p><u>Creation of an External Advisory Group:</u> eris@ reported that the invitees (Aidan Roe, Ken Stockil, Marko Seppä and Elmar Husmann) had accepted to become members of the Advisory Group on ‘voluntary basis’ (their costs linked to the participation to PEARDROP events will be reimbursed) and agreed in acting as peer reviewers for some project deliverables. As mentioned in the DoW the role of this Group is to provide the project manager and consortium members with independent expertise and suggestions on the direction, progress and quality of deliverables.</p> <p>All four experts agreed to be paid a total fee of 1,500 euro on the assumption that the deliverables that they will review will be quite short and the work will be done off-line.</p> <p>All have accepted the following distribution of review work (for which is still needed to define the detailed tasks and schedule foreseen).</p>	<p>CMI and TCH to send quickly CA signature page in 3 copies.</p>

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Ref.	Issues	EH	MS	KS	AR	Actions
<i>Delivery to EC</i>	Peer reviewer <i>PR Task</i>					Send AG group PPT of PEARDROP Ask them to read the DoW Once the web site is up and ready to use is to be kept updated
05.2007	D3.1 (CSP) Initial Report (Draft Toolkit)	•				
05.2007	D4.1 (AEC) Initial Report (Draft Toolkit)	•				
05.2007	D5.1 (TCH) Initial Report (Draft Toolkit)		•			
05.2007	D6.1 (CMI) Initial Report (Draft Toolkit)		•			
05.2007	D7.1 (EPM) Initial Report (Draft Toolkit)				•	
05.2007	Web site review #1			•		
06.2008	D3.4 (CSP) Revisions of a final version of the Toolkit			•		
06.2008	D4.4 (AEC) Revisions of a final version of the Toolkit			•		
06.2008	D5.4 (TCH) Revisions of a final version of the Toolkit	•				
06.2008	D6.4 (CMI) Revisions of a final version of the Guide/Toolkit				•	
06.2008	D7.4 (EPM) Revisions of a final version of the Guide/Toolkit				•	
06.2008	Web site review #2		•			
07.2008	D2.10 Synthesis Toolkit for Regional DBE Deployment	•	•	•	•	
08.2008	D2.12 Report on PEARDROP's contribution to ERA coordination activities	•	•	•	•	

The AG will be asked to follow the work of the project based on the DoW but mostly through the work done in the forum and, once the web site is up and ready to use, to be kept updated. Concerning the activities of the AG, it was agreed that PEARDROP will invite the AG to attend at the international stakeholders workshops as well as to some PMC meeting to be organized back to back with the workshops.

The International workshops are planned to be a 1-day events. For this reason it has been suggested to follow the following schedule of meetings where the AG will be involved:

- Day 1: AG (morning) & PMC (afternoon)
- Day 2 International Stakeholders workshop.
- Day 3 PMC

The Stakeholders workshops will be open to PEARDROP partners, other DE cluster projects, EC, AG and to those regions that have been invited to participate (focus group regions) for a total of 40-45 people.

The suggested timing for this first event, to be held in Brussels, is end-May 2007 or the beginning June 2007. Its agenda will comprise the Presentation of the five First Draft Guides and related open discussion.

Interim Activity Report: eris@ reported it will be submitted in M6/7. Therefore Partners are asked to submit QMR2 by 10/03/2007

Any other business: eris@ also reminded partners of three key financial details related to PEARDROP: all partners will be required to provide the EC with an AUDIT CERTIFICATE at the end of the project in order to receive the final payment; the total management costs cannot exceed the 7 % of the TOTAL Budget of the project; EC considers 1680h/year as average effort for a full time person as a reference and, in view to the audit and the controls, each contractor needs to define its specific definition of m/m.

EC Informal Interim Review (end of March): the consortium agreed that eris@ will take care of the organization, comprising at least a one day prior meeting of the PMC.

In particular eris@ will check the expected milestones & deliverables to make sure that we are well on track. The consortium agreed that the interim review will be the occasion to:

- First outline the sketched draft tools
- List the relevant documents (also for DPP)

GH commented that, so far, the project had not put in place a system by which partners can monitor each others effort and contributions, partners should now know how to approach the other projects. In addition, concerning different regional contexts (that it was suggested to be discussed with the regions invited), PS requested these be put in the forum along with all other discussion documents provided.

In order to do so, participants agreed that eris@ should restructure the forum to make it more user friendly so as to have partners using it as a regular "communication channel" (to record activities)

It was recognised that eris@ needs to adopt a more hands-on approach, and that there is a

Partners are asked to submit QMR2 by 10/03/2007

All: definition of m/m in eris@

Partners communicate to eris@ availabilities for the second week of March.

eris@: organize review

eris@: Re-structure forum – more

Interim Activity Report

Ref.	Issues	Actions				
	need to focus on how to collect and report information.	user firendly				
06/PMC/ 02/9	<p>Dissemination & Exchange of Experiences (WP 2)</p> <p><u>Dissemination & Promotion Plan</u>: SF presented the dissemination activities done by eris@ in these three months. Partners have been asked as well to keep track of the activities they are/will be carrying out. This will be of great use for updating versions of the Dissemination & Promotion Plan.</p> <p><u>Brochure</u>: it was decided to send the brochure to Simon Lavin and Katherine Hibbert in Wales to have it re-written and re-designed for: paper version, e-mail version and web version. CI proposed to have a brochure that is clear and open for discussion (comprising the general concepts) and in case, produce later something more detailed.</p> <p><u>Website</u>: SF reported on the actual situation of the "temporary website" under development (to be released by end of January 2007)</p> <p>GH suggested that as a temporary solution eris@ should ask the designer to include in the web site a system to notify partners. If necessary, this could be operated 'manually' by the Coordinator while the temporary web site is in use.,</p>	<p>eris@ send Excel table for tracking dissemination</p> <p>eris@: send brochure to Wales for re-writing design</p> <p>eris@: ask for inclosion of pops-up for commenting document.</p>				
06/PMC/ 02/10	<p>Collaboration with NoE OPAALS</p> <p>The participants agreed on a protocol to contact DBE Cluster projects.</p> <ul style="list-style-type: none"> ▪ Signing of a, MoC with other projects (2 copies); ▪ The agreement is not between the partner and the project, but between PEARDROP and the manager of the collaborating project. <p>All links with such projects should be done on behalf of all the partners; the WPL will be the main contact point for all the questions that PEARDROP partners would like to ask to the specific projects. In particular, as suggested by PS, eris@ should be the partner signing the MoC with such projects (not the WPL) but in the text it will be specified that the relevant WPL will be charged with keeping contact with the project they are responsible for.</p> <p>Participants agreed to have MoCs signed by middle of January 2007.</p> <p>PS suggested that it could be useful to invite cluster project representatives for a 1-2 days meeting for which, as GH added, partners will prepare a list of questions to be asked (with a view to start preparing the answers for the Toolkits). The proposed date for the meeting is 25 and 26 January 2007, Brussels.</p> <p>When the partners approach other projects, they need to mention that eris@ will get in contact with them in order to invite them to a meeting by the end of the January³.</p>	<p>eris@: ask for ML approval on the signature and responsibility s division.</p> <p>eris@: ask ML if she has a problem with this approach.</p>				
06/PMC/ 02/11	<p>Economic Impact & Regional Development (WP3)</p> <p>SL and MG presented the activity of CSP of the last months. They informed the participants that CSP has selected the following Italian Regions:</p> <ul style="list-style-type: none"> ▪ Friuli Venezia Giulia, focused on OS ▪ Sardegna, clear interest in DBE ▪ Emilia Romagna, among the most innovative of Italian regions <p>Moreover, they reported that CSP activity will focus on analysis, to be shared with regions at future face-to-face meetings aimed at sharing results and collecting feedback, spreading the DE concept and implementation models, raising awareness about the opportunity, for regions, to be part of a network such as PEARDROP.</p> <p>SL presented a first outline of the Toolkit, comprising a structure in four chapters:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;"> Ch. 1: ECOSYSTEM AS A MODEL FOR REGIONAL INNOVATION : Data/ knowledge on macro-economic impact of actual/potential regional DE deployment on local economies (i.e. effects on local growth, occupation and competitiveness). </td> </tr> <tr> <td style="padding: 2px;"> Ch. 2: REGIONAL CONTEXT: Regional policies for DBE deployment according to different regional contexts. </td> </tr> <tr> <td style="padding: 2px;"> Ch. 3: REGIONAL POLICIES: Definition of regional policies enhancing DBE deployment </td> </tr> <tr> <td style="padding: 2px;"> Ch. 4: CONCLUSIONS : Identification of guidelines for policy-makers </td> </tr> </table> <p>CSP stressed that the setting up of PEARDROP was particularly binding and that the feedback from partners will be particularly important for CSP activity.</p> <p>GH suggested that, to begin to put together some coherent argument on DBE regional economic impact, an idea would be to interview the three DBE IP regions to ask what their expectations are/were in terms of economic impact. In particular, the point to be stressed is that DBE allows regions to be in the lead. The final aim is to seek for different profiles and</p>	Ch. 1: ECOSYSTEM AS A MODEL FOR REGIONAL INNOVATION : Data/ knowledge on macro-economic impact of actual/potential regional DE deployment on local economies (i.e. effects on local growth, occupation and competitiveness).	Ch. 2: REGIONAL CONTEXT : Regional policies for DBE deployment according to different regional contexts.	Ch. 3: REGIONAL POLICIES : Definition of regional policies enhancing DBE deployment	Ch. 4: CONCLUSIONS : Identification of guidelines for policy-makers	<p>Eris@: coordinate contacts with DBE Regions</p> <p>Partners: post questions & comments in the forum.</p>
Ch. 1: ECOSYSTEM AS A MODEL FOR REGIONAL INNOVATION : Data/ knowledge on macro-economic impact of actual/potential regional DE deployment on local economies (i.e. effects on local growth, occupation and competitiveness).						
Ch. 2: REGIONAL CONTEXT : Regional policies for DBE deployment according to different regional contexts.						
Ch. 3: REGIONAL POLICIES : Definition of regional policies enhancing DBE deployment						
Ch. 4: CONCLUSIONS : Identification of guidelines for policy-makers						

³ This event has now been cancelled, following some exchanges of opinions with the P.O.

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Ref.	Issues	Actions
	<p>approaches towards DBE. CI asked partners if they saw any benefit/link between CSP's work and theirs; on this GH suggested that partners post questions and comments in the forum.</p>	
06/PMC/ 02/12	<p>Main conclusions of the day (by GH and ET)</p> <ul style="list-style-type: none"> ▪ PEARDROP needs to clarify the possible incentives that SMEs and regions have in engaging with DBE; ▪ There are interesting issues and questions related to OSS environments, (sustainability, reliability, ...); ▪ DBE can also be seen as “a good excuse for networking”; ▪ As specified by AN, DBE is not about OSS but about “Open knowledge”; ▪ There is a central space of “knowledge base” in the DE architecture; ▪ DBE has two main objectives: to improve the competitiveness of SMEs and solve the problem of integrating systems; ▪ Thanks to evolution, systems can evolve and be up graded; ▪ The final aim would be to have multiple interacting ecosystems (different sectors and regions); ▪ In terms of regional development, the core issue of DBE is the concept behind it, and not the technology; ▪ At the moment, there seem to be no evident financial benefits from the pilots; ▪ DE is different from innovation ecosystems, since it is about the sharing of generic digital objects ▪ The biggest barrier to DBE is reaching a good understanding in regions; ▪ DBE was not about selling a product, rather about offering an approach and a model for business and regional development; ▪ The PEARDROP consortium, using parallel actions, should find a good way to persuade a number of regions to come together and form a network to apply for funding under the “Regions for Economic Change” programme. A good result would be to have in the coming years a number of regions committing some SF to deployment of DBE. <p>As for the practical issues, ET concluded that:</p> <ul style="list-style-type: none"> ▪ The consortium has agreed on the need to continue the communication with Aragon, the DBE IP project and OPAALS; ▪ The project has finalized the consortium agreement and the creation of the external Advisory Group; ▪ Some dates will have to be proposed to ML for the Interim Review (end of March) ▪ The first International Stakeholders Group will take place during the second half of May or at the beginning of June 2007, together with an Advisory Group meeting and a PMC; ▪ eris@ will re-circulate various documents (DBE perception, regional differences, WP linkages and final MoC) and will re-organize the forum. ▪ The brochure will be sent for re-writing and re-design to Wales; ▪ A meeting with the other Cluster projects will be probably organized at the end of January 	<p style="color: red;">eris@ to provide a common PEARDROP presentation</p>
06/PMC/ 02/13	<p>Legal Issues & Challenges (WP4)</p> <p>FG presented the French “competitiveness poles” and provided the definition used in France for this kind of business model: <i>‘the poles of competitiveness are groupings, on a defined geographic zone, manufacturers, academics and establishments of public research. Their objective is to promote the innovation, and especially its passage in industrial phase, by collecting the various actors concerned around projects. We distinguish the world poles of competitiveness (or in world vocation) from national in scope poles or regional, in view of their importance for the legibility of the French industry for the international and of their weight in the world economic competition.’</i></p>	

Ref.	Issues	Actions
	<p>One important question touched by FG related to the way public funds are invested in a possible DBE deployment.</p> <p>FG mentioned that AEC had contacts with Legal IST; is going to release a questionnaire; participated to the Legal IST training day and has already produced a first output, a summary of LEGAL-IST studies.</p> <p>On this issue, a question was raised on how to produce short but detailed information. GH suggested considering using a hypertext structure, so that those interested in knowing more on a certain issue can find some relevant reference texts.</p> <p>Concerning the challenges encountered, FG stated that with the release of the questionnaire there could be a problem of understanding it in the regions. Moreover, he added that there is a need for coherence and convergence of project internal deliverables and dissemination activities; to the contribution, participation and reimbursement of the Focus Group regions.</p> <p>GH reminded that whatever is produced by PEARDROP, should be targeted on the expected audience (politicians, regional catalysts etc. which might require different languages and levels of detail). Moreover, in relation to legal issues, GH underlined that in this case interregional differences play a central role; therefore all partners should support AEC's work.</p> <p>Not being clear which will be the Focus Group regions chosen by AEC, GH asked for confirmation of the exact list.</p>	<p>AEC: confirm the exact list of focus regions targeted by AEC in the first phase.</p>
<p>06/PMC/ 02/14</p>	<p>Technology Infrastructure & Support (WP5)</p> <p>MS started his presentation enumerating the regions selected by TCH for PEARDROP first phase: a Norwegian (Telemark), a Danish and a Lithuanian (or Swedish/Latvian).</p> <p>WP5 will produce some short reports on the different technologies available for deploying the DBE architecture and the associated positive and negative aspects (pros and cons).</p> <p>On this, PS intervened asking how a region could define its possible DBE catalyst. GH reminded that in Phase I the aim is not contacting SMEs, but to discover how to convince them and the other actors on DBE (the testing and implementation will come only in the Phase II).</p> <p>MS added that, to connect to the "ecosystem" a business only needs a PC and an internet connection.</p> <p>GH expressed the need to ensure that the five Toolkits "cross fertilize" one the other so as to have a final common vision, which will be possible to include in the final toolkit, when providing to regions advice and a menu of choices.</p> <p>In order to help the "coherence" of the Toolkits, GH proposed to:</p> <ul style="list-style-type: none"> ▪ collect questionnaires before Christmas to send them to DBE regions; ▪ have all questionnaires ready by end of January; ▪ work on their analysis in February; ▪ collect comment on the analyses by end of March (before the Interim Review). 	
<p>06/PMC/ 02/15</p>	<p>Business Models & Cultures (WP6)</p> <p>RO started her presentation with the three selected focus group regions chosen by CMI for phase 1: Wales, East Midlands, and Ireland. She presented also the activities of CMI, among which there is the review of cluster projects and direct contact with the EFFORT project.</p> <p>She explained the different eAdoption models used in Wales, East Midlands and Ireland. She also took the opportunity to introduce the Porter Value Chain - Firm Level Model.</p> <p>During the presentation RO used some well known graphs of the above mentioned models, for which GH suggested to check for copyright agreement for using them in PEARDROP outputs.</p> <p>PS added that CMI had the opportunity to see the "internal ecosystem" in place within Microsoft. He considers this interesting to better understand the feeling of an SMEs when being part of such a system.</p> <p>GH added that the activity of the WP should analyze also the barriers for businesses to DBE</p>	<p>CMI: check for copyright agreement for using eAdoption models in PEARDROP outputs.</p>

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Ref.	Issues	Actions
	while trying to challenge existing pre-conceptions of eAdoption.	
06/PMC/ 02/16	<p>Financial Frameworks & Engineering (WP7)</p> <p>DV took the occasion to remind partners of the scope of the WP, its objectives, its deliverables as well as its planning.</p> <p>To present the activity that EPMA has done until now, DV listed the various meetings that EPMA has had on behalf of PEARDROP and the activities (Introduce PEARDROP to Vysocina regional authority, collection of information, preparation of a basic information pack in Czech, simplified PPT presentation of PEARDROP and the DBE concept etc.)</p> <p>DV reported that EPMA Focus Regions have been selected respecting the priorities of the partner region Vysocina and taking into account existing SME Czech cluster initiatives. These are the regions:</p> <ul style="list-style-type: none"> ▪ Moravian-Silesian region (CR), where there is an IT cluster; ▪ Pardubice region (CR), with whom the collaboration will proceed through the University of Pardubice – closely linked to the regional authority; ▪ Kosice region (Slovak Republic) which is strongly involved in the SEAMLESS Project. <p>Concerning the mechanisms and tools used to collect information, DV presented a list of sources, among which it was presented the “Innovating Regions Europe” network (www.innovating-regions.org).</p> <p>DG reminded that EPMA has elaborated and sent a questionnaire to partners for which it is asking for a reply by 31 December 2006.</p> <p>Concerning the challenges and problems EPMA has found in these last months, DV reported that: (i) regions don't fully understand advantages of implementing of DBE; (ii) SMEs prefer funding of different areas than DBE; (iii) Some skepticism was recognized on „tools“ and „guides“ for implementation of DBE because every region has specific conditions (and because there are already many other tools and guides in circulation)</p> <p>GH intervened adding that WP7 will have to focus on how DBE regions have used public funding in order to understand the different ways of supporting DBE deployment. Another interesting aspect is to detect how regions can use Structural Funds, specifically, for DBE deployment. GH also stated that under FP7 it seems that the best EC funding opportunities will come mostly from Regional Operational Programming.</p> <p>To the question of IZ on where could be found some information on FP7 funding, GH suggested her to contact David Broster (for CIP), DG REGIO and that it might be interesting also to look at the Rural Development Fund.</p>	<p>Partners to send to EPMA contributions and comments on the questionnaire by the 31/12/2006</p>
06/PMC/ 02/17	<p>Conclusions on the WPs Performance review</p> <p>Situation of the contacts with “Focus Group” regions dealt with during previous presentations.</p> <p>As for the performance review, GH summarized that:</p> <ul style="list-style-type: none"> ▪ there seems to be good work in progress within WPs; ▪ partners should be concentrating on the tasks as specified in the DoW (and not become ‘side-tracked’; ▪ activities should be done jointly or collaboratively between partners wherever possible/desirable; ▪ to guarantee communication, contacts should be made through the mailing list and/or the forum (i.e. avoid closed 1-to-1 e-mails); ▪ partners should send to eris@ information on all dissemination activities held/planned. ▪ Partners should complete questionnaires by end of January (except for CSP questionnaires, due 11/01/2007 and EPMA, due 31/12/2006) 	<p>ALL: send questionnaires to eris@ by Tue 19</p> <p>eris@: clear out questionnaires & send them to DBE regions</p>
06/PMC	Next meetings	

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Ref.	Issues	Actions
/02/18	<u>Planning of further PMC and WP meetings</u> : possible PMC end of January, together with proposed meeting with other DBE projects ⁴ ; <u>Preparation of meeting with PO</u> in Brussels: end of March	
06/PMC/ 02/19	Check progress against goals of the meeting GH concluded going through the list of goals, and participants agreed that all goals had been met in full or nearly in full.	

⁴ As mentioned previously, following an exchange of views with PREARDROP P.O this meeting has been cancelled.