



Testimony NATHENA CLEANSKY2 Project

8th Call for Proposals Info Day

Toulouse, 17/05/2018

Organisation chart

SOGECLAIR

A family company listed on NYSE Euronext Paris ~ 1445 collaborators – 2017 Revenues : M€ 147,3

Aerospace Division

1250 collaborators

2017 Revenues: M€ 127,7

Engineering

Aerostructures
Systems / Installation systems
Cabin furnishing
Configuration Management
Manufacturing Engineering
Space



Products / Manufacturing



Metallic subassemblies



Thermoplastic Composite subassemblies



Aircraft interiors

Additive manufacturing

Vehicle Division

14 collaborators

2017 Revenues : M€ 3,7

Engineering and manufacturing of mission vehicles (military and industrial)



Simulation Division

100 collaborators

2017 Revenues : M€ 15,9

Simulators and Simulation software workshops



Airbus Group: E2S Preferred Supplier

Dassault Aviation: Main Supplier

SAFRAN Group: First Tier Supplier

Bombardier: First Tier Supplier

Thales Group: First Tier Supplier

Embraer: Approved Supplier

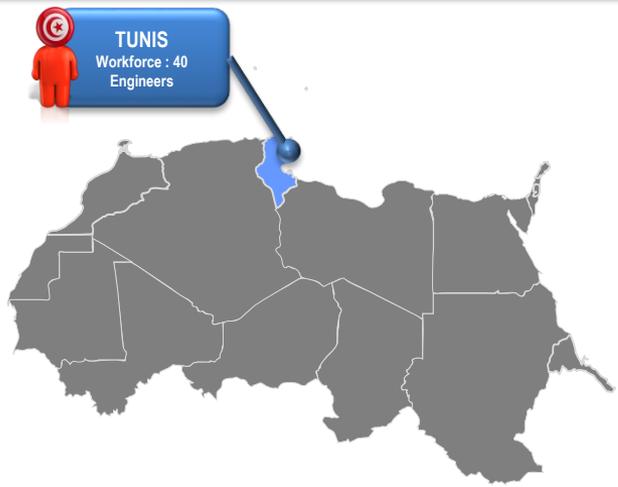
Gulfstream: Approved Supplier

EASA Part 21J Approved Design Organization (EASA 21J.553)

Main Locations



North America

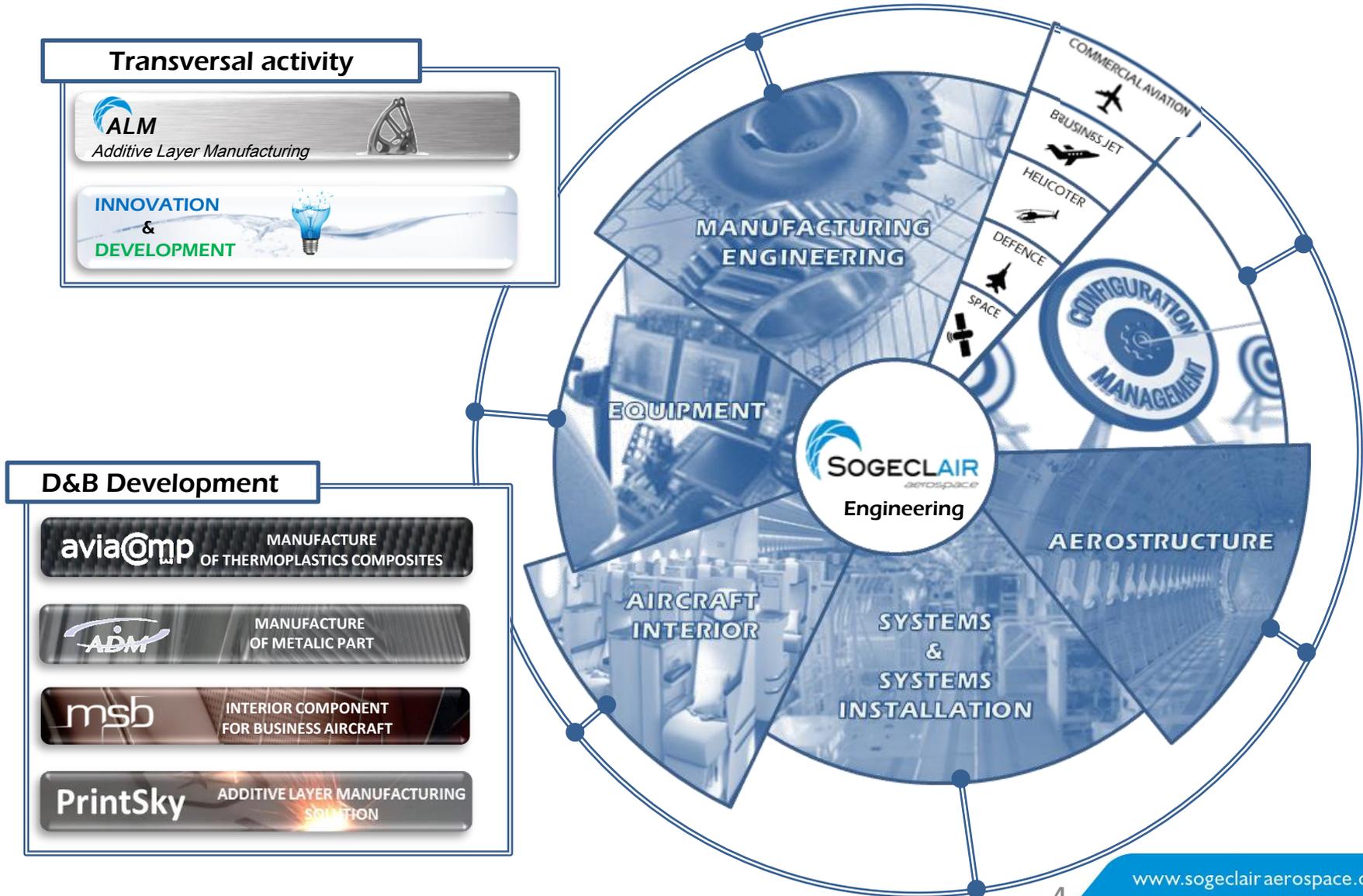


North Africa

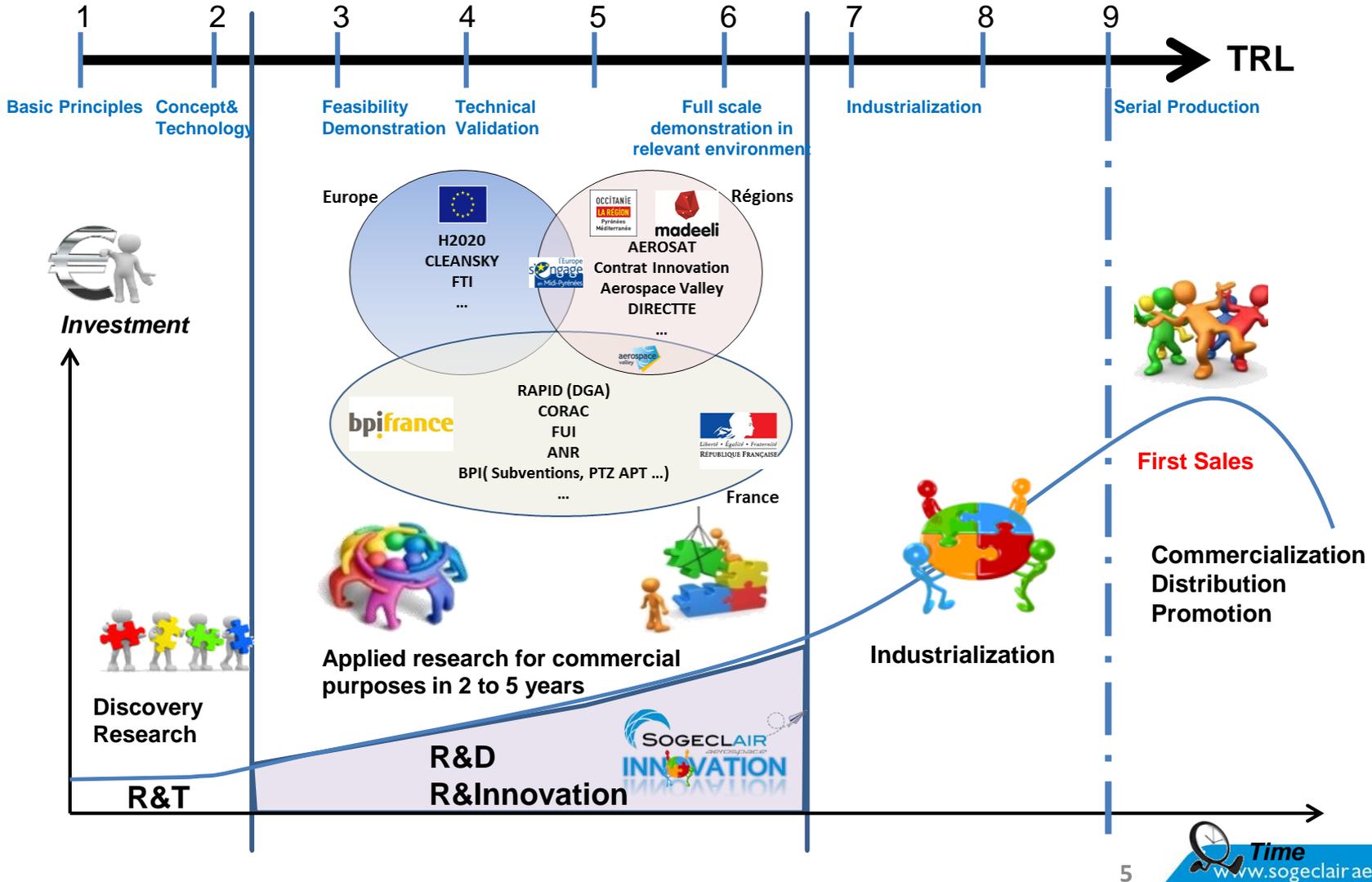


Europa

Engineering the future



Innovation Department stimulates and manages innovative projects.
 Our Innovations are as close as possible to aeronautical and space needs.



OUR UPSTREAM APPROACH :

- Period of observation on H2020 and CleanSky2 subjects,
- Participation in information meetings,
- Regular visit of the CleanSky website,
- Contact of firms specialized in the elaboration and coordination of technological projects.

ACTION PLAN :

- How to obtain information about the contents of the subjects sufficiently early (draft) ?
-> contacts with the H2020/CleanSky2 focal points (Occitanie CCI and Madeeli)
- How to join a consortium being set up ?
-> network and focal points
- How to get started by putting the most chances on our side ?
-> to choose a firm specialized for a personalized support
-> to choose the good partners to meet all the skills required
- Who can help us financially for the assembly phase of the project ?
-> BPI contact

OUR STORY :

-> 30/01/17 analyze the draft of the call proposal following Occitanie CCI information of the availability on the cleansky website

-> 31/01/17 : Detection of a subject in phase with the expertise of SOGECLAIR
JTI-CS2-2017-CfP06-LPA-01-35 Innovative compact heat exchangers modelisation & characterization

-> February : GO/NoGO meeting with SOGECLAIR top management to validate the subject → GO

- Determination of the necessary skills (thermal expertise, ALM manufacturing, ALM engineering expertise, testing) and contact of the potential partners

-> March :

- Choice of principal partners (ADDUP, TEMISTH)
- Choice of the project leader : SOGECLAIR aerospace
- Choice of EFFICIENT company to support us in our role of project leader until submission,

OUR STORY :

-> April :

- choice of a Belgian laboratory (IVKDF) to complete the consortium
- Set-up of financial file for BPI

-> May and June : Preparation of requested documents with Efficient support

- Technical,
- Financial,
- Administrative,
- Choice of project acronym : **NATHENA**

➔ June : 21/06/2018, **submission** (11 consortia in competition)

➔ September : 28/09/2048, **WIN !!!**, score of 16,7/20

➔ **everything remains to be consolidated**

OUR STORY :

-> October, November, December : Grant agreement preparation phase :

- Meeting with the Topic Leader (LIEBHERR) to validate and refine the technical content,
- Learning of the use of EU portail,
- Answers to questions and requests from the European Commission on the technical, financial and administrative aspects.

-> January, February, March : Agreements phase (negotiations) :

- Grant Agreement (with EU), signed in January 2018,
- Implementation Agreement (with Topic Manager),
- Consortium Agreement (with Partners),
- Kick-off meeting in march, with the Topic leader, a representative of EU and all the partners.

-> April : end of negotiations between Topic Managers and partners and signature of IA and CA.

➔ And now place to technique and management !

NATHENA (New Additive manufacturing Heat Exchanger for Aeronautic)

Clean Sky European collaborative project

Coordinator and Project Leader :



Partners :



Duration : 4 years

Kick-off : 03/2018

Topic Manager :

LIEBHERR

Total budget : 1 499 000 €

European grant : 100 %

This project has received funding from the Clean Sky 2 Joint Undertaking under the European Union's Horizon 2020 research and innovation programme under grant agreement No 785520



-> A beautiful adventure, dense, difficult but very interesting and instructive with :

- Technique,
- Human relations,
- Negotiation,
- Legal,
- Perseverance,

-> Some figures :

- 5 months of preparation before submission,
- 6 months of finalization,
- Equivalent of half-time collaborator over time,

-> Final objective :

- To go to new markets
- To increase skills in the company

-> Advice :

- If you want to be a coordinator for the first time, get help from a specialized firm
- Use existing network, skills and financial supports

Thank-you for your attention !



Patricia SANDRE : Head of Innovation Department

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