



MARCO POLO
NEW WAYS TO A GREEN HORIZON

Marco Polo - your programme

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Marco Polo Baltic Conference
Gdansk, 23-24 September 2009



<http://ec.europa.eu/marcopolo>

Agenda

Where do we fit in?

- Why Marco Polo?
- Where do we stand?
- What next?



What is the EACI?

The first Executive Agency created by the Commission
- previously known as the IE EA



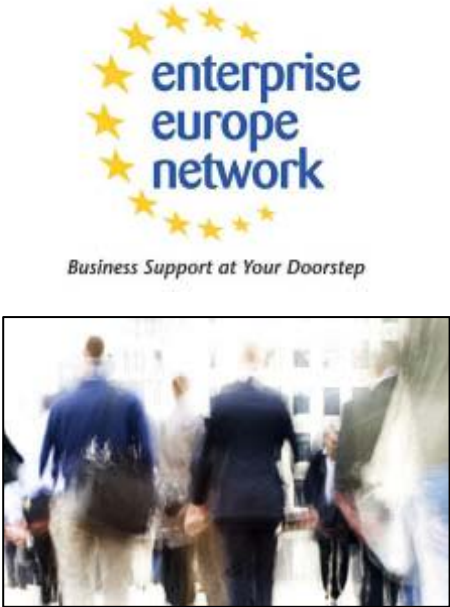
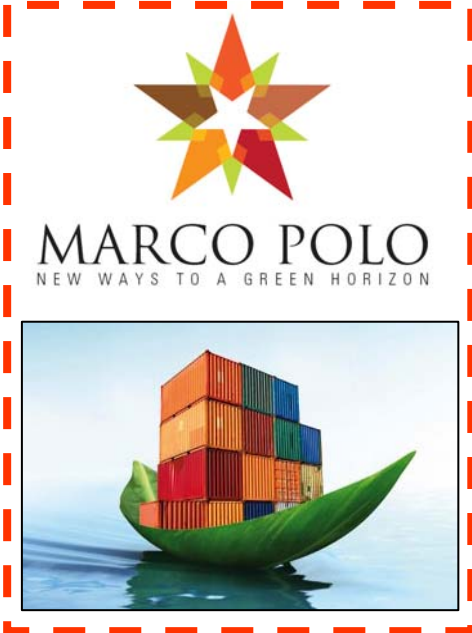
Why an Executive Agency?



- **Separating programming and implementation: the Commission and the agency can concentrate on their core tasks**
- **Need for high level expertise and flexibility to implement the Community programmes**
- **Need for higher visibility and improved dissemination of results**



The EACI portfolio



Working in partnership



- **Official handover from Commission to EACI on 1 March 2008**
- **The added value of the EACI:**
 - ▶ More efficient project management
 - ▶ More presence in the field
 - ▶ Quicker response to upcoming issues
 - ▶ Links to other EU funding programmes
- **Close cooperation between the EACI and the Commission**



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What is at stake?



- Freight transport affects each and every one of **us**
- European **roads** are often the preferred mode of transport
- **Traffic** on European roads will experience a dramatic increase
- This has a significant bearing on the **economy, society** and the **environment**
- **Other** modes of transport have spare capacity and are underused



A new approach to freight transport



Modal shift



Catalyst action



Motorways of the sea



Traffic avoidance



Common learning

- ▶▶ Use alternatives to road such as short sea shipping, railways and inland waterways
- ▶▶ Support innovations that help overcome technical barriers to intermodal transport
- ▶▶ Use motorways of the sea in combination with other modes of transport
- ▶▶ Reduce the need for transporting goods by road via improved logistics
- ▶▶ Address training and other ‘soft’ factors within the transport business





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Three good reasons to take part



- Enables you to start up a new service
 - Helps you find new business partners and markets across Europe
 - Provides your company with green credentials and a quality label
- ▶▶ Don't be put off by the application process... it's manageable!



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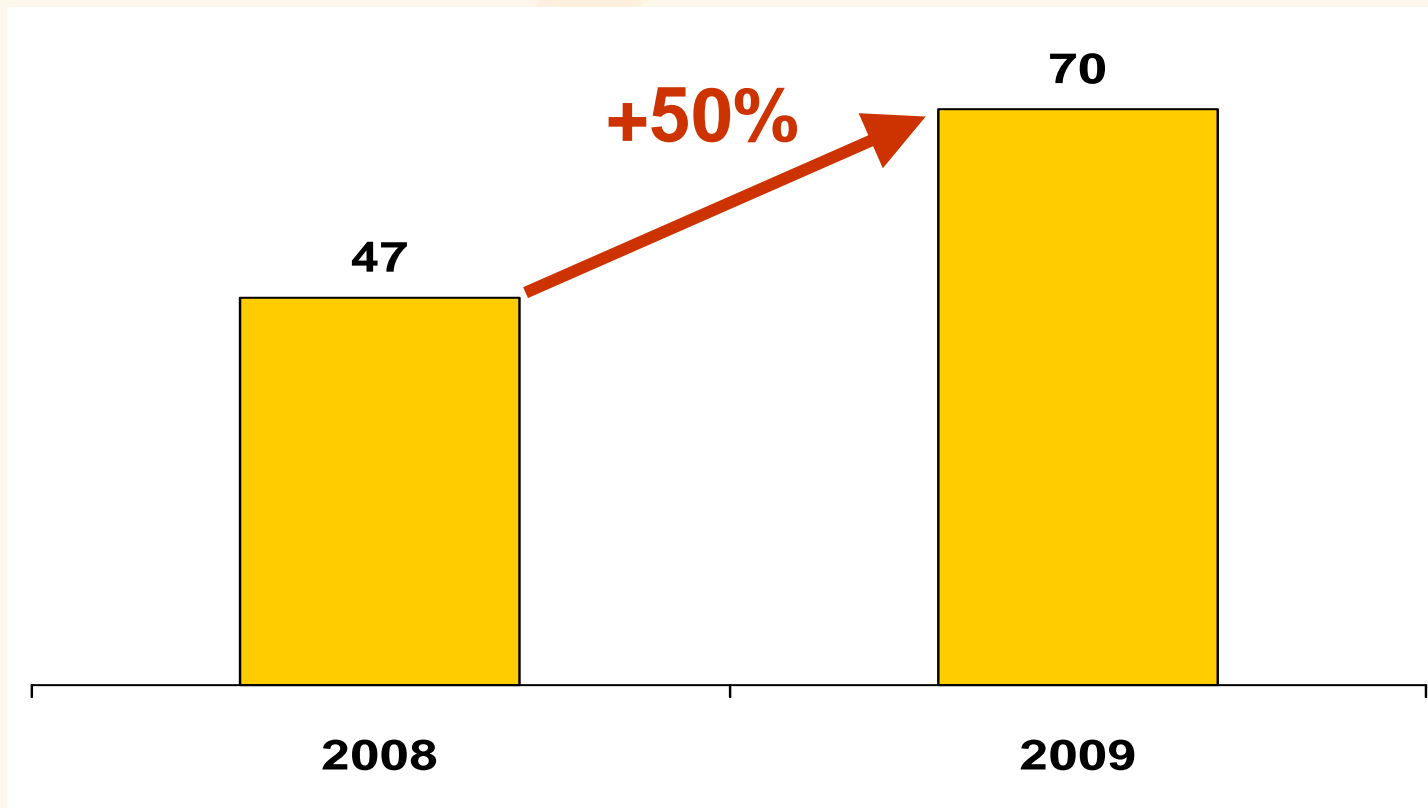
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Call 2009: A clear break with the past



Call 2009: Covering all five key actions

	2007 (contracts)	2008 (contracts)	2009 (proposals)
Modal shift	17	25	46
Catalyst	2	1	7
Common learning	2	2	9
Motorways of the sea	1	0	5
Traffic avoidance	0	0	3



Call 2009: Selection underway



- Out of the 70 proposals received, 38 were eligible for funding
- The best 20 are currently in negotiation, the other 18 are in the reserve list
- Negotiations are expected to be finalised by early November
- Grant agreements shall be signed during Q1 2010
 - ▶ Pending DG TREN's decision, additional budget could become available to fund projects from the reserve list



Call 2008: Kicking off new projects



- 28 grant agreements signed
- 34 out of 58 million euros committed
- All contracts signed by beneficiaries
 - ▶ Some start-up difficulties due to the crisis



Serving beneficiaries



- More than 300 written questions and 450 phone calls to the MP helpdesk during the 2009 call
- Most responses within 24 hours
- 2008 call pre-financing payment delay down to 18 days on average
- More on-site visits: 50 carried out to date
- Better on-site monitoring through standard check lists.



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Some materials to help you further

■ A new leaflet with all essential information

- ▶ To explain what the programme can do for you



WHY MARCO POLO?

- Because the EU wants to reduce road congestion and pollution and encourage environmentally responsible trade.
- Because low-pollution alternatives – rail, sea, inland waterways – are available.
- Because using alternative transport modes generates substantial economic, social and environmental benefits.
- Because EU companies can make the difference.

TEN GOOD REASONS TO TAKE PART IN MARCO POLO:

- <1> contributes to your business's bottom line
- <2> gives a greener image to your company
- <3> opens up a new market for your business
- <4> makes it easier for you to apply for investment aid from the Member States
- <5> helps you find new business partners
- <6> helps you expand your business to new markets
- <7> enables you to start up a new service
- <8> helps you find new suppliers to save money on your business
- <9> makes you feel good about the environment
- <10> provides you with a good way of contacts to manage your project

FIND OUT MORE ONLINE AT:

<http://ec.europa.eu/marcpolo>
or contact ec.europa.eu/marcpolo@ec.europa.eu

Marco Polo is managed by the European Commission Directorate General for Innovation and Research, in cooperation with the European Commission Directorate General for Energy and Transport.

FOUR THINGS COMPANIES CAN'T BE WRONG

Between Marco Polo's creation in 2003 and 2009, more than 100 projects involving nearly 400 firms received funding. Companies who receive funding under Marco Polo come from all parts of the European Union. Besides lowering companies' project financing costs, Marco Polo is the expected generator of environmental, economic and social benefits for Europe worth over €1 billion in the coming years.

<http://ec.europa.eu/marcpolo>


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Some materials to help you further

- A brochure with a selection of Marco Polo business cases
 - ▶ To give you further inspiration



Upcoming events

- **The Marco Polo Info Day
(Brussels, 10 February 2010)**

- ▶ To learn all about the
new call for proposals



Stay tuned...

- Visit the Marco Polo website:
<http://ec.europa.eu/marcopolo>




NEWS ALERT 14 10 September 2009

Don't miss the Marco Polo Baltic Conference

At the next Marco Polo conference in Gdansk on 23 and 24 September you will hear about:

- The ongoing changes of the Marco Polo regulation
- The results of the 2009 call for proposals
- The application process and some useful tips
- The presentation of six business projects from across Europe

You will also have the chance to visit the port of Gdansk and to schedule a one-to-one meeting with the EACI staff.

To check the latest details and register for the event visit:
http://ec.europa.eu/transport/marcopolo/events/conf_en.htm

The Marco Polo leaflet

Curious about Marco Polo and what it can do for you? The Marco Polo leaflet offers a good overview of the programme, its objectives and how to apply. Check it out:
http://ec.europa.eu/transport/marcopolo/publ/publications_en.htm

Your EACI Team

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**Good luck
with your next proposal!**