



MARCO POLO 
NEW WAYS TO A GREEN HORIZON



Handover of the management of the Marco Polo projects EACI New responsibilities

Marco Polo Conference
Venice, 10 – 11 June 2008

Patrick Vankerckhoven, Head of unit Marco Polo
Executive Agency for Competitiveness & Innovation (EACI)



 eaci

 European Commission

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



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Handover status

- Official handover has taken place and accepted by EACI Director on the 1st of March 2008
- Financial capacity since 1st of June
- Handover documents and summaries provided by DG TREN
- This includes the historical administrative and financial files managed by DG TREN since 2003
- In depth analysis of each file content has been done by EACI staff
- Take over negotiations for the call 2007
- Take over evaluation of the call 2008



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Marco Polo unit staffing

- 90% of staff has been recruited and is operational since the 1st of March
- Last P.O. is under recruitment
- Staff composition:
 - ▶ 1 HoU
 - ▶ 1 HoS contracts
 - ▶ 4 project officers contracts
 - ▶ 2 financial officers
 - ▶ 2 secretaries
- Additional resources Communication- audit/finance controller



Operational management by EACI MP Unit (1)

- Complete management of the grants life cycle
- Prepare annual calls
- Evaluate annual calls from 2008 onwards
- Prepare and sign new grant agreements (call 2007 and...)
- Follow-up and control of grants
- Review and analyse technical and financial reports
- Execute intermediate and final payments
- Terminate/close contracts
- Organise dissemination of results and increase visibility of the programme





Operational management by EACI MP Unit (2)

- **Increased presence in the project fields**
- **Increased rate of contacts with beneficiaries**
 - ▶ **Monthly reporting and contact**
 - ▶ **Annual verification visits**
- **Increased follow-up in order to be aware of upcoming problems and resolve blocking problems if possible**



Role of the European Commission

- **Prepare the annual work programme**
- **Marco Polo Committee**
- **Contacts with other EC services**
- **Consultation of European Parliament**
- **Propose revisions/updates of MP Regulation**
- **Establish future strategies**
- **...**





Dissemination and "marketing" of MP II programme

- **New website address:**
<http://ec.europa.eu/transport/marcopolo>
- **Creation of an electronic newsletter – free subscription on-line**
- **Creation of a visual identity for Marco Polo (new logo, new presentation/image)**
- **Creation of short promotion movies for TV broadcast**
- **Dissemination material for professional conferences**



Who are the Marco Polo beneficiaries?

- **Period 2003 – 2007**
- **78 Subventions granted**
- **Global commitment of 118.891.000 €**
- **Grant beneficiaries over the period are SME's at 50%**
- **Financial beneficiaries over the period are SME's at 38% and non - SME's at 62%**





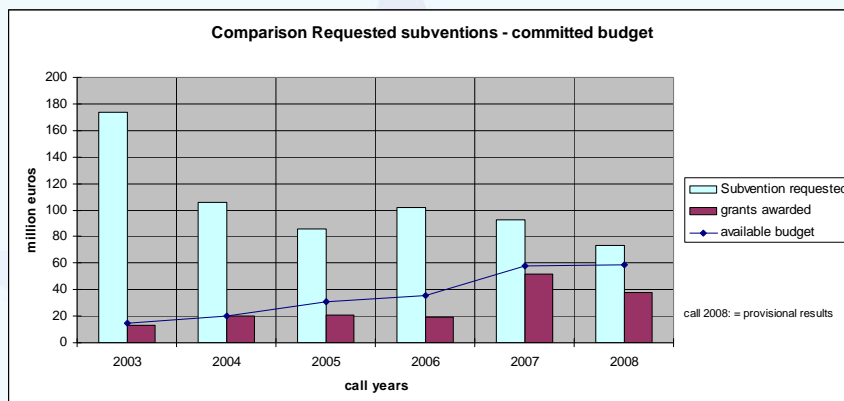
Interest in the Marco Polo programme

Period 2003 – 2008

- Decrease of the requested subventions...
- Lack of good and professional proposals...
- Main focus on transport business...increasing risk of competition on same routes...
- Manufacturing industry partners would open new potential horizons for Marco Polo developments



Evaluation of requested subventions – committed budget





A Difficult Situation

- Increasing political will for a greener transport
- More funds and new financial tools to launch new initiation
- MP budget multiplied by 4 between MP I and MP II
- MP regulation revisited to make programme more attractive



In conclusion

What do we see?

- Decreasing demands for average subvention
- Less projects on our tables
- Several poorly prepared proposals





What are the reasons?

- **Complicated system?**
- **Lack of awareness of the program?**
- **Lack of positive image?**

Let's open the debate!



Thank you for your attention

Patrick Vankerckhoven