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Project acronym: **FASSBINDER**

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Thematic Priority: **Software and Services (2.5.5)**

D 5.5 FINAL REPORT

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Atos Origin Spain

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SETTING THE SCENARIO

The situation of the software and IT services industry in Europe, its market, future trends and evolution, as well as its research lines, cannot be conceived in an isolated way.

The way this sector is evolving in United States, and the exponential growth of software production that is taking place in third countries like India or China, will be determining factors that will modify, positively or negatively, the evolution of European software businesses.

New concepts such as the free open source software are generating new business models in the Software and Services industry. New markets such as the Indian and Chinese are developing an enormous activity on Software and Services industry influencing the worldwide economy, especially de European, in terms of jobs creation, growth and competitiveness.

All these factors drives to the idea that FASSBINDER should go one step beyond and perform specific actions, establishing a set of recommendations to guide the European public authorities and private investors where they should invest on research within the field of software and IT services in the coming years and how to address the relationship with third countries.

The work performed during the project, the conclusions and recommendations have been gathered in the FASSBINDER White Book

The project has enhanced the cooperation with China and India the two most dynamic economies in the world by means the organisation of three international workshops in Bangalore (India), Beijing (China) and Brussels (Belgium).

These events have allowed creating a scientific and technological cooperation and synergies between European and Indian and Chinese software and services market's stakeholders whose main guidelines have been reflected in the FASSBINDER International Strategy.

FASSBINDER started in June 2006 and ended May 2008 and it has been the first European project that has studied and analysed extensively the intense software development activity taking place in third countries.

The project activities targeted all relevant key actors: research funding public bodies such as regional authorities, public administration with competencies in S&S and R&D investment, national European governments and general policy makers, software industry and associations, IT Services providers, software developers, IT integrators, the scientific community such as research institutions and academia contacts and of course general audience.

The dissemination activities have included not only the three international workshops but also the project website, leaflets, press releases and presentations in related events.

The Consortium, which carried out this project, consisted of the following partners:

Atos Origin (Spain):



ATOS ORIGIN, the first European IT services Company, has always based its strategy on turn of client visions to profitable results, in a seamless combination of trust customer relationship and a vast technology command.

The ATOS Research and Innovation (ARI) group concentrates on the realisation of international projects, combining the most up-to-date technological developments with a high awareness of the human factors. The department is composed of specialised units in different fields of application such as e-learning, ICT for businesses, ICT for innovative government and security, e-health and biotechnologies, GIS and Environmental Applications, Grid systems and services and software and services.

ENGINEERING Ingegneria Informatica (Italy):



Founded in 1980 and established in Italy, Engineering Ingegneria Informatica S.p.A is the leader of the Engineering Group consisting of 11 firms specialised in different IT services, but sharing the same cultural identity and mission. The main areas of interest of the R&D Department are concerned with Service-Based Software Engineering, Multi-Agents System, Software Architecture, Knowledge Management, and Human-Computer Interaction.

Since 1987, current and past research initiatives have been accomplished at European level. Engineering R&D is now participating to the EC 6FP with several projects on different action lines.

1.1.1 Fraunhofer-Gesellschaft (Germany)



The Fraunhofer-Gesellschaft is Germany's leading organisation of institutes for applied research.

The Fraunhofer-Gesellschaft works within the framework of the European Union's technology programs, working to improve the competitiveness of European industry by enhancing technical systems and processes. Contracted and funded by the federal and state governments, the Fraunhofer-Gesellschaft undertakes strategic research projects which contribute to the development of innovations in key technologies and spheres of major public concern such as energy, transport and the environment.

BSEAC Beijing Software Enterprise Advisory Center (China):



Established in March, 2001, Beijing Software Enterprise Advisory Center (BSEAC) is a non-profit organisation with a sole mission to foster a win-win environment that

will enable the growth and development of the Chinese software and IT industries to compete in a global market. It is also the International Cooperation Department of Beijing Software Industry Association (BSIA), which represents over 600 software and IT companies in Beijing.

BSEAC has been actively involved in the organisation of large-scale exhibitions, trade fairs and seminars. In addition to its strong organisational skills, BSEAC's invaluable assets are its close connections with the Chinese government departments, not to mention its close relationship with its member companies.

THALES (France):

 **THALES** Thales is a global electronics group serving professional equipment, systems and related services markets in three main areas: defence, aerospace and security. Its activities include prime contracting for large-scale programmes, complex system architecture, and the supply of equipment and systems and related support services.

Technological excellence is an essential component of Thales' strategy and identity, and innovation is a key factor in the success of its current and future systems. The technology content of Thales' business has increased considerably in recent years and the Group invests heavily in research and development.

Indian Institute of Science (India):



The Indian Institute of Science is India's premier research Institute which has contributed in a significant way towards the scientific and technological growth of India as well as producing outstanding intellectuals to manage Industries, Business houses and Institutions.

The Institute is concerned with research in frontier areas and education in currently important areas of technology. The Institute has pioneered research in conventional science and engineering disciplines as well as emerging areas such as Genomics, Nano Science and technology, Space science, genetic engineering, internet and communication technology, IPR, energy and environmental technology, developmental research in appropriate technology, energy policy and management.

2 ACTIVITIES

The project activities have been organised in 5 Work-packages as described in the following figure:

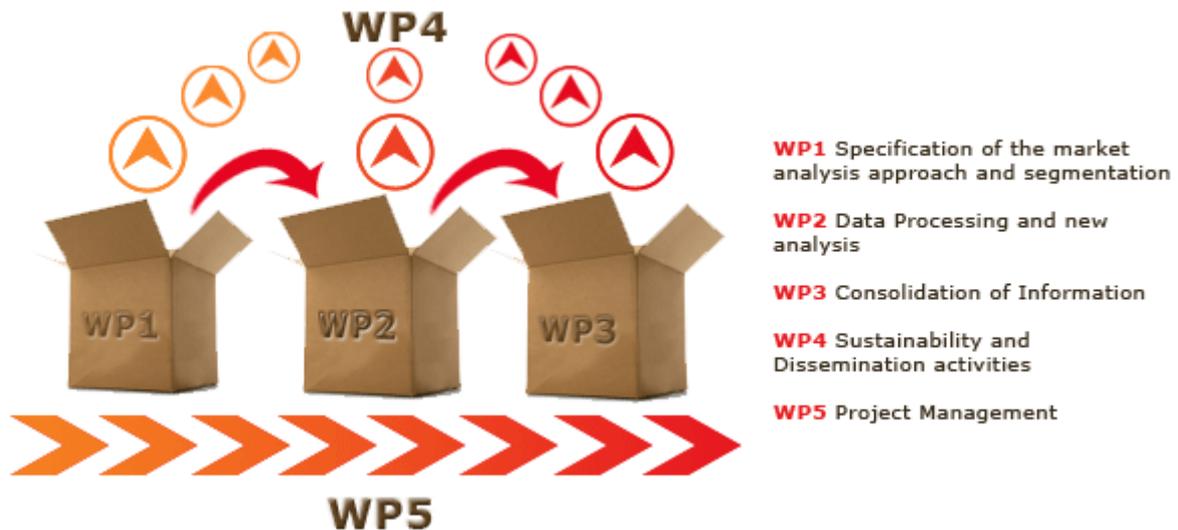


Figure 1 – Work Packages structure

The starting point of the project was the elaboration of a specific segmentation market in order to settle the bases for a deeper analysis of the software and IT services market. This previous analysis allowed us to investigate a set of technologies focusing on identifying the Return of Research Investment per each technology.

Other important point in the investigation was analyse the status of the market, highlighting the main research lines to be followed paying special attention to the impact of third countries software factories on the European Software and Services economy

All the work performed in the first year of the project was consolidated in a set of useful documents establishing a set of conclusions respect to the market, recommendations for research investment and a strategy for enabling synergies between European companies and third countries software associations. The collaboration of an advisory group formed by high level experts in the software and services area, as well as decision makers, was essential in order to validate the information and conclusions generated. This Advisory group count on two members from China, two members from India and experts from the NESSI Board.

The FASSBINDER White Book is the main outcome of the project and consolidates all relevant information to be distributed to the interested community.

The cooperation and feedback of the three geographical areas involved in the project has been reached by means the organisation of three international workshops in Bangalore (India), Beijing (China) and Brussels (Belgium). These dissemination activities have been essential to create awareness and cohesion in the Software and Services community and institutions about the project and

establish the foundations for a common R&D strategy between European industries and third countries.

The structure and synergies established among the different task are described in the figure below:

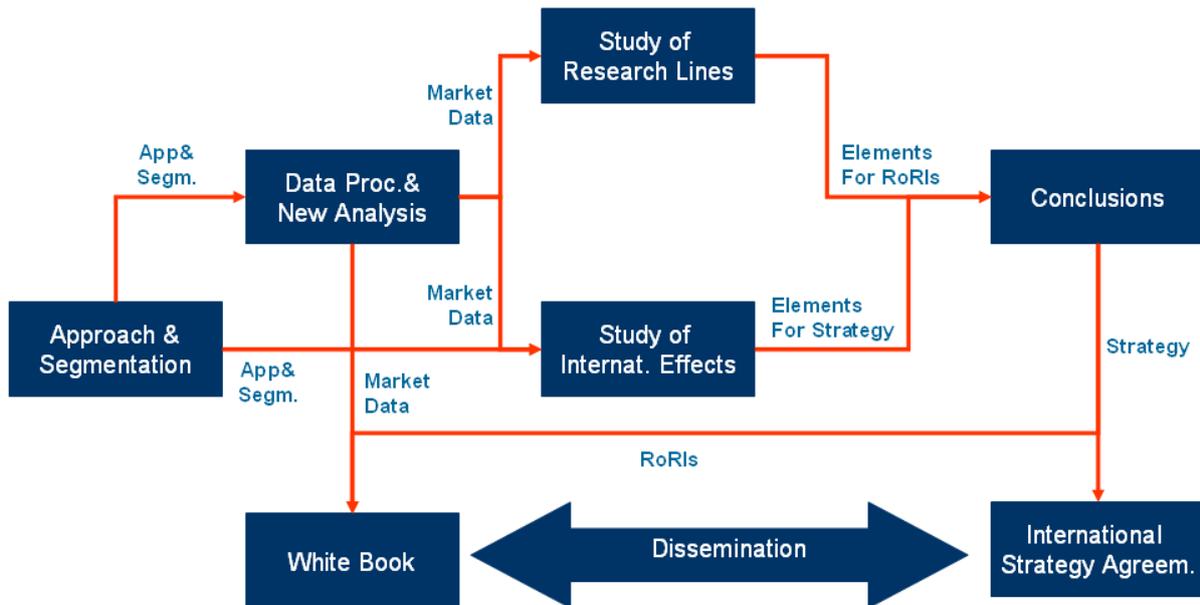


Figure 2 – Structure of the tasks

Consistent graphic identity and effective dissemination materials are essential to reach the awareness required and communicate more effectively the outcomes of the project to the target audience. The first step consisted of the design of the project logotype.



Figure 3 FASSBINDER Logotype

The logotype proposes pieces of puzzle with the flag of the geographical areas involved to enhance the collaboration among Europe, China and India. The arrangement of the pieces strength the concept of the web services (different pieces which work together offering different services).



Figure 4 Image of the project

To reinforce the graphic identity of the project it was designed an image which was included in all dissemination means: leaflet, posters and website.

The concept is the same than in the logotype: communicate the idea of cooperation among the three geographical areas.

The main tool for disseminating the project is the website: www.fassbinder-project.eu

The website offers information related to the project: overview, goals, partners, public deliverables, related links, FASSBINDER international workshops, last news, most popular contents etc.



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FASSBINDER: Future Actions on Software and Services Based on Market Analysis of Market Evolution, Effects of International Factors, and Return on European Research Investment.

THE MOST POPULAR

- Workshops
- Partners
- What is Fassbinder project?
- Overview and Objectives of the project

FASSBINDER Final Workshop

The Final FASSBINDER workshop "Strategy for the Software and service industry towards india and china" will be held on 28th of May 2008 in Brussels, to present the results obtained by FASSBINDER project.

Further information will be available soon.

FAQ's

FASSBINDER outline (Download)

Events Calendar

May 2008

M	T	W	T	F	S	S
28	29	30	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1

This month

Advisory Group Access

Username
advisory

Password
password

Remember me

Login

Lost Password? No account yet? Register

PRIVATE AREA

Figure 5 FASSBINDER Website's home

It offers three different accesses to different audiences:

Public access: general audience. People do not need to log to access to all public contents.

Advisory group access: members of the advisory group can access to a private area with comments and forum facilities.

Private area: partners can access to a private area with collaborative working environment facilities.

The information is provided both English and Chinese languages.

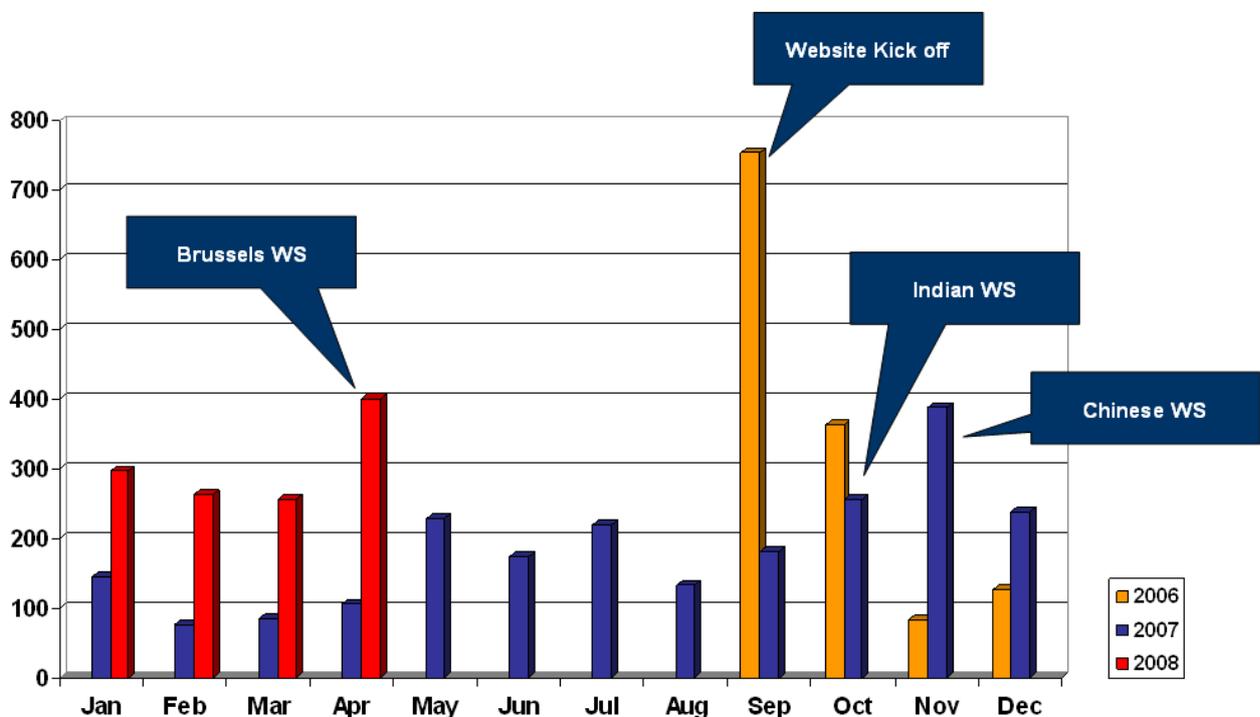


Figure 6 – Website visits

This chart shows the evolution of the visits according to the relevant milestones of the project.

During 2006 the highest number of visitants was reached when the website was launched.

During 2007 the two greatest picks in the visits were reached with the announcement of both conferences in Bangalore and Beijing.

And finally in 2008, April was the month which registered a highest number of visits with the announcement of the final workshop in Brussels.

The following chart shows the evolution of the visits during the whole duration of the project. Besides the picks of visits mentioned in the previous chart, it's observed an increasing trend along the two years.

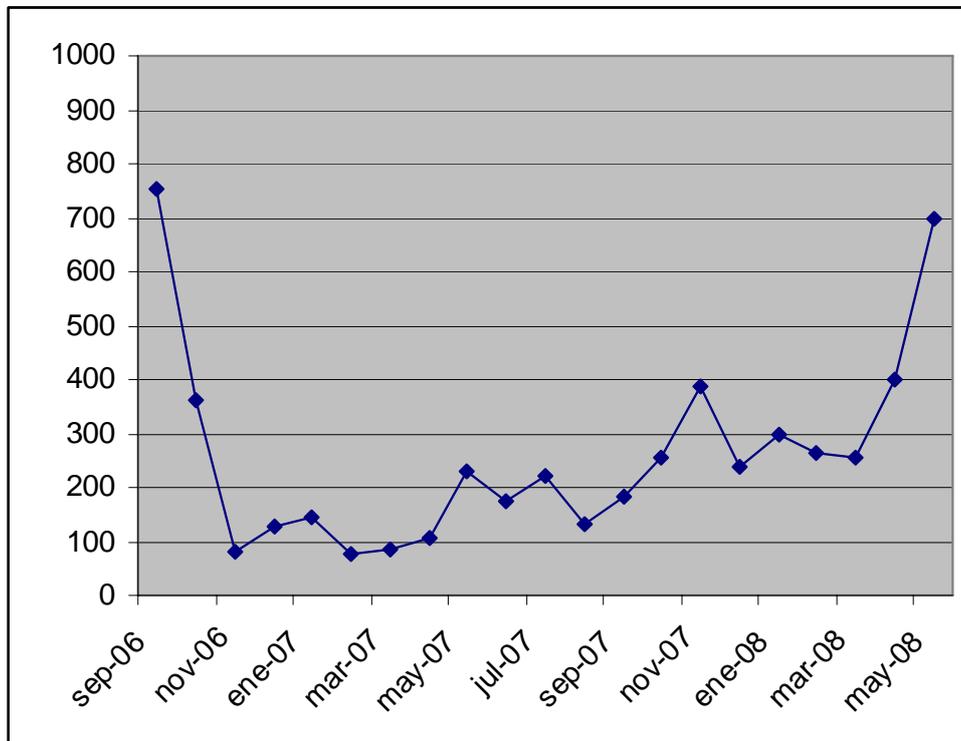


Figure 7 – Evolution of the visits. 2006-2008

This chart reflects not only the peaks of visits corresponding on the main milestones of the project, but also the continuous increasing trend kept during the two years of the project.

If we analyse the unique visitors to eliminate the people who visit several time the site, we can see the following evolution

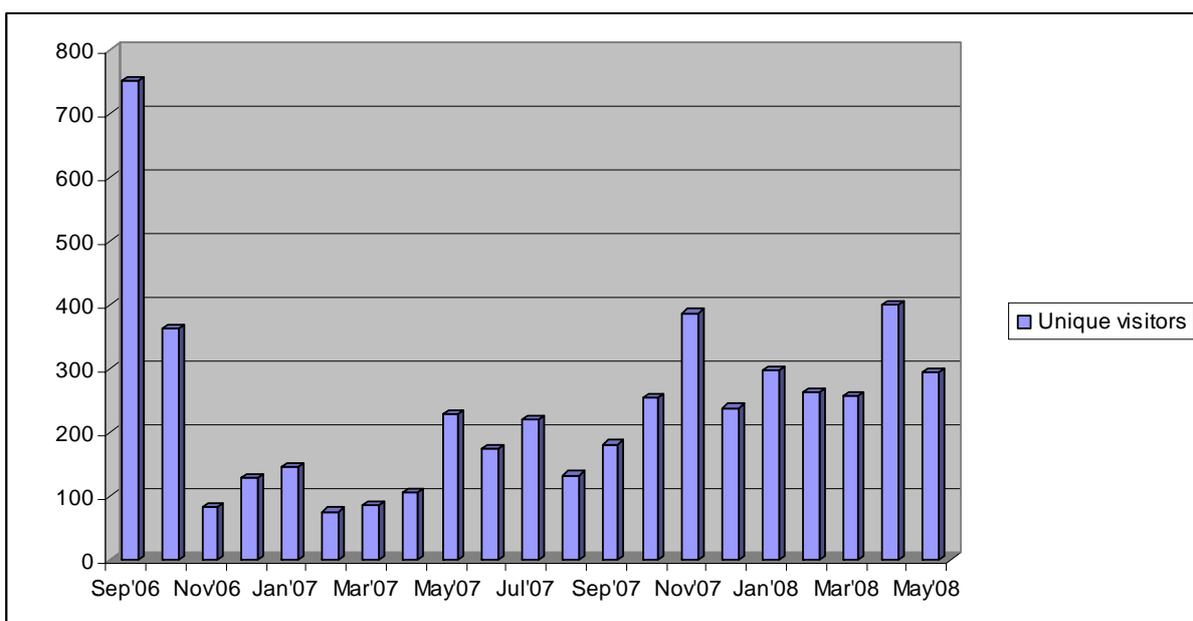


Figure 8 – Unique visitors

At the end of the project, FASSBINDER White Book represents 16.2% of downloads.

It is remarkable the dissemination of the public deliverables by downloading from the web (second and third position) and the participation of the Chinese audience so 16% of downloads correspond to the leaflet in Chinese.

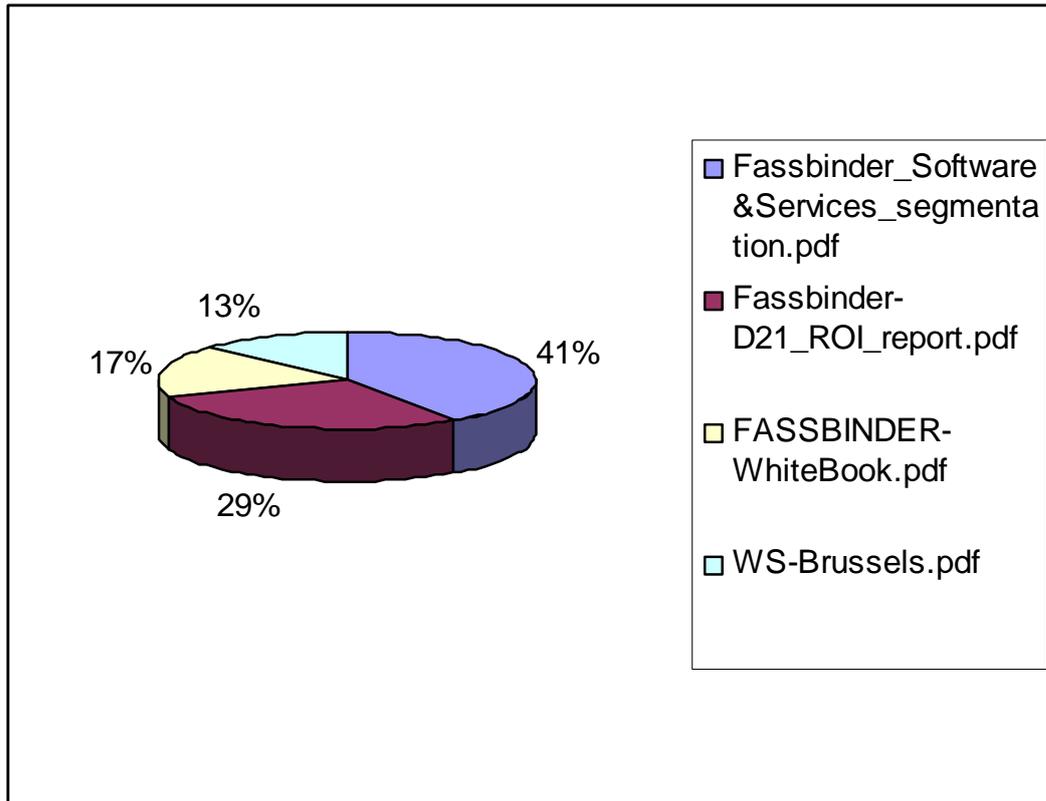


Figure 9 – Top downloads

3 ACHIEVEMENTS

According to the objectives of the project focus on determining where the European public authorities and private investors should invest on research in the Software and IT Services in the coming years analysing among other factors the enormous activity of software development taking place in China and India, the main outcomes of the project are:

- Awareness creation and consensus of software and services needs and structure among stakeholders from industry and the key decision-makers by means the three **FASSBINDER International Workshops**.
- The development of a common approach and strategic alliances between European industry and third countries software associations in the software and services space by means of the **FASSBINDER Strategy Agreement**.
- The publication of the **FASSBINDER White Book** with a set of recommendations for investment reviewed and validated by the members of the FASSBINDER Advisory Group.

The following figure shows a detailed mapping of the achievements versus the initial project objectives:

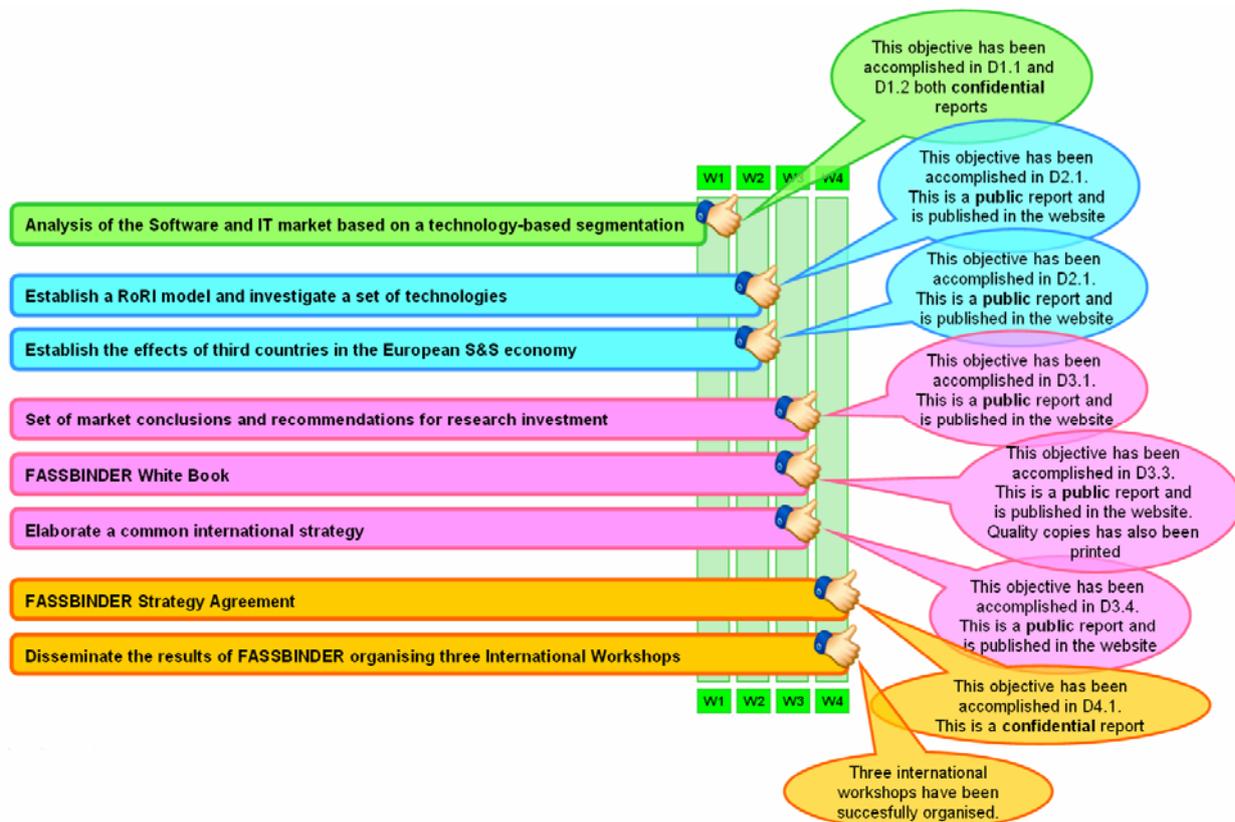


Figure 10 – Mapping of the achievements versus initial objectives

The level of accomplishment of the objectives of the project has been very high. Nevertheless there are some aspects that have limited the scope of the project. It has been made a great effort in order to extend the data collection for the market analysis, however although the ratio of response has not as high as expected the results got are value and useful for the work.

The market watch and research line study represents a wider analysis about the Chinese and Indian situation, competitive value and best practises and its relationship with European market.

The White Book presented at Brussels workshop includes interesting findings, analysis and projections. The conclusions derived by the work done, are focused on the relationships, implications, consequences, opportunities and threats for the European S&S industry. These conclusions set up the bases of the FASSBINDER proposal for an international strategy reflected in the FASSBINDER Strategy Agreement a confidential report which establish the principles for cooperation between Europe and India and China.

All the work performed and FASSBINDER White Book has successfully disseminated in the three International Workshops held in Bangalore, Beijing and Brussels. These events constituted key opportunities to an interactive and useful exchange of views among involved experts in the software & services field and to consolidate the findings and conclusions of the project.

3.1 FASSBINDER International Workshops

The project's consortium has organised three International Workshops in Bangalore (India), Beijing (China) and Brussels (Belgium) with the aim of reinforcing the dissemination of the common R&D strategy and promotes the cohesion between EU and China and India institutions.

The general results of the Workshops are measured in terms of the number of participants, number of Feedback forms completed during the workshops and number of the face to face meetings held.

3.1.1 6th September 2007- FASSBINDER Beijing Workshop

Cooperative Investment in Software and Services: Europe, China & India

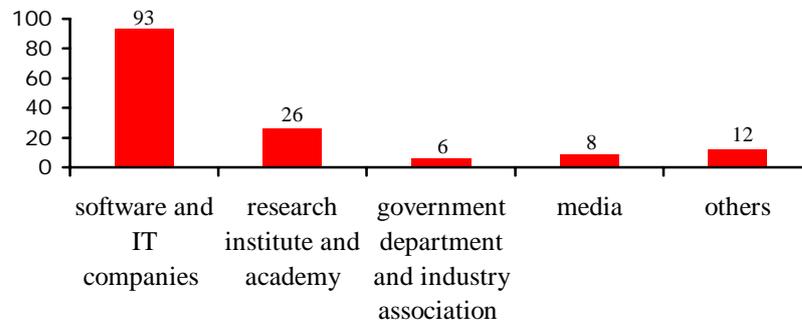
FASSBINDER (Beijing) Workshop was a one-day event in parallel with the International Cooperation Symposium on China Software and IT Industry, which is the most important component of Zhongguancun IT Festival (ZITF), the largest IT event in Beijing, China.

The main goal of the Beijing Workshop was disseminate the research result of the project and to validate the assumptions of the research activities. In addition, industry experts from the three regions had a chance to learn more about each other and had laid solid foundation for cooperation in the future having the opportunity to make contacts and meet potential partners.

Participants

- Number of speakers: 15
- Number of Conference Participants: 145

- Number of media sources covering the event: 12 (pre-event: 8, post-event: 4)



The distribution of participants is shown in the table below. Participants from software and IT companies took 64% of the total number followed by research institute and academy.

The profile of the participants and speakers was very high and the EC Delegation in Beijing, EC-DG INFSO, the Chinese Ministry of Science and Technology were in attendance at the workshop.



Figure 11 – Attendees to the FASSBINDER Beijing Workshop

Feedbacks Forms

A feedback form was developed and translated into Chinese in order to gather relevant information about S&S trends. The form was put into the conference handbags, and a special session was organised at the end of the presentations in order to push the Chinese participants to fill in the forms and give it back to the organisers.

Altogether 55 feedback forms were collected from the workshop and another 75 forms were gathered from other events in parallel and after the FASSBINDER Beijing event and from campus of leading universities in Beijing.

Face to Face meetings

In order to push the collaboration between European and Chinese companies, it was offered to the participants the possibility to have a face-to-face meeting with the speakers.

The Bilateral IT Collaboration Seminar (BITCS) was organised on September 7th. BITCS is an important component of International Cooperation Symposium on Software and IT Industry (CITOS & BITCS) under the 10th Zhongguancun IT Festival (ZITF).

The Bilateral IT Collaboration Seminar (BITCS) is specially designed to be a central feature of the Symposium. The Seminar provides foreign participants with a unique opportunity to present their latest research achievements and publicize their intentions or strategies in the Chinese market. Moreover, it provides a unique platform for foreign participants to meet with their potential Chinese partners, who are carefully pre-selected by the organizers as per the requirements of the foreign participants, to carry out in-depth discussions on future cooperation in fields of mutual interest.



Figure 12 - Attendees to the FASSBINDER Beijing Workshop

3.1.2 30th October 2007- FASSBINDER Bangalore Workshop

Cooperative Investment in Software and Services: Europe, China & India

The FASSBINDER (Bangalore) Workshop was organised at the Chanakya Hall, Hotel Grand Ashok that is situated midway between the current location having high-density of software industry intensive areas of Bangalore and the Venue of the BangaloreIT.in. The workshop, Cooperative Investments in IT Software and Services: Europe, India and China, was timed to synchronize with the annual

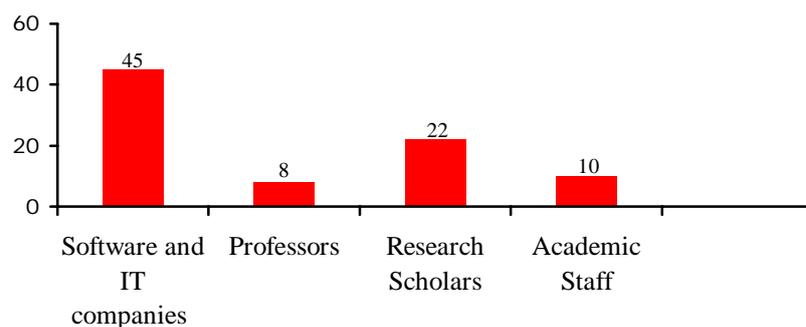
BangaloreIT.in festival so that it would also attract a large number of software professionals who would visit this festival and thereby broaden the nature of inputs received.

The overall theme planned for the workshop was to examine and analyse the emerging trends and therefore understand the pattern of opportunities for Europe-India-China cooperation in S&S areas in the future as well as to disseminate the research results of the project.

Participants

- Number of speakers: 15
- Number of Conference Participants: 85

The distribution of participants is shown in the table below. Participants from software and IT companies took 53% of the total number followed by research scholars.



The profile of the attendees covered IT Software Services Managing Directors, Senior Directors, Senior Managers etc as well as experts from the academia and research environment.



Figure 13 - Attendees to the FASSBINDER Bangalore Workshop

Feedbacks Forms

There was a focused feed back session seeking the participants' cooperation filling the questionnaire. The questionnaire had directed scaled questions asking for responses from the participants on issues relevant to FASSBINDER project.



Figure 14 – Presentation during the FASSBINDER Bangalore Workshop

3.1.3 28th May 2008- FASSBINDER Brussels Workshop

Cooperative Investment in Software and Services: Europe, China & India

The FASSBINDER (Brussels) Workshop was hosted at KoWi - EU Liaison Office of the German Research Organisations (Koordinierungsstelle EG der Wissenschaftsorganisationen) in Brussels. As a Central Research Facility financed by the German Research Foundation (Deutsche Forschungsgemeinschaft, DFG), KoWi is enabling the successful participation of scientists located in Germany within the EU Framework Programme for Research and Development. Therefore, the location was considered as an ideal host for the workshop.

The workshop, Cooperative Investments in IT Software and Services: Europe, India and China, is the sixth part of the workpackage "Sustainability and dissemination activities" (WP 4). The objectives of the fourth workpackage of FASSBINDER are the following:

- To promote, disseminate and consolidate the R&D investment strategy from WP 3 during the project's execution and after the finalization of the project.
- To support long-term sustainability of the R&D investment strategy defined in WP3 by developing a concrete FASSBINDER Strategy Agreement between main stakeholders of Europe and software associations in China and India
- To disseminate the results of the FASSBINDER project and White Book in

the research funding public bodies, national European governments, European Commission, and private investors.

There were 20 participants in the workshop representing 14 different international organisations.

Participants

Number of speakers: 10

Number of Workshop Participants: 20

Number of media sources covering the event: 5

The need of an effective international cooperation is a credo of FASSBINDER. In order to meet credo, participants from 14 different organizations were received. Thereby the level of the workshop was raised to a national, and thus truly international standard. Participants of the workshop arrived e.g. from the countries of Germany, Spain, India and China.

There were altogether 20 participants in Fassbinder Brussels Workshop. The following organizations were represented: AZSPA, ATOS, BSEAC, EC, EIRC, ENG, FIT, IFF, IISC, Most Foundation – 3S Project, NTUA, STRC, THALES. The distribution of participants with respect to their organizations is shown in the table below.

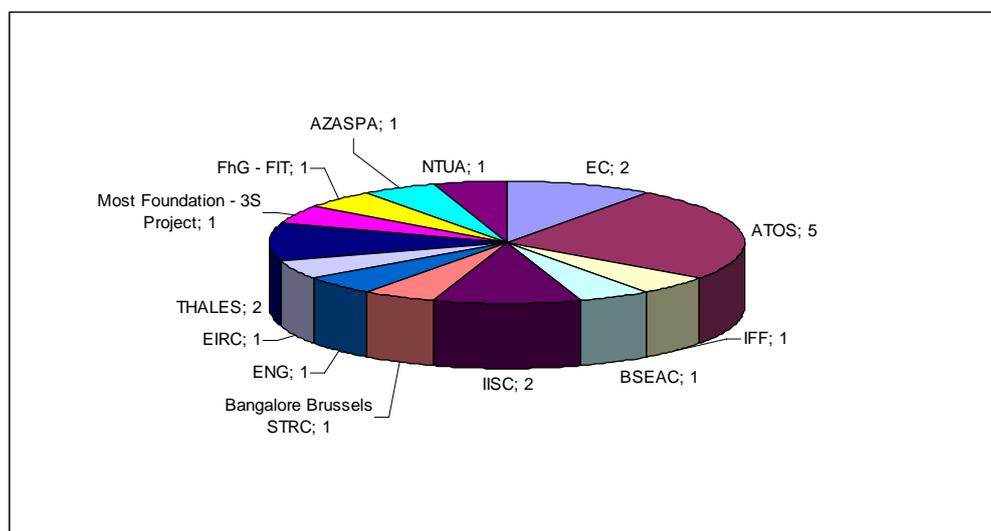


Figure 15 – Distribution of participants



Figure 16 – Attendees to the FASSBINDER Brussels Workshop

Round Table

A round table was organised during the Brussels workshop in order to dynamize and get feedback in order to consolidate the findings of the project related to conclusions of the FASSBINDER White Book and Strategy Lines.

This feedback was gathered by means of feedback forms.

Almost half of the feedback forms showed that the respective participant strongly agreed with the FASSBINDER strategy with respect to the structure of the EU framework programme 50% agreed and 2 % were neutral.

The collaborative strategy against piracy is well accepted: one fifth strongly agreed, two fifth agreed, none of the feedback forms showed any form of disagreement.

Even more acceptance met the framework agreements. All participants strongly agreed or agreed with the respective strategy.

The strategy with respect to the development of nearshore activity was the only one with a disagreement vote (one feedback form). Still, 21 % of the feedback forms showed a strong agreement, more than half an agreement, and 14 % neutrality.

Altogether, the analysis of the conference feedback showed that 30 % of the participants strongly agree with the FASSBINDER strategy. 50 % agree, 12 % are neutral and 3 % disagree with respect to the strategy.

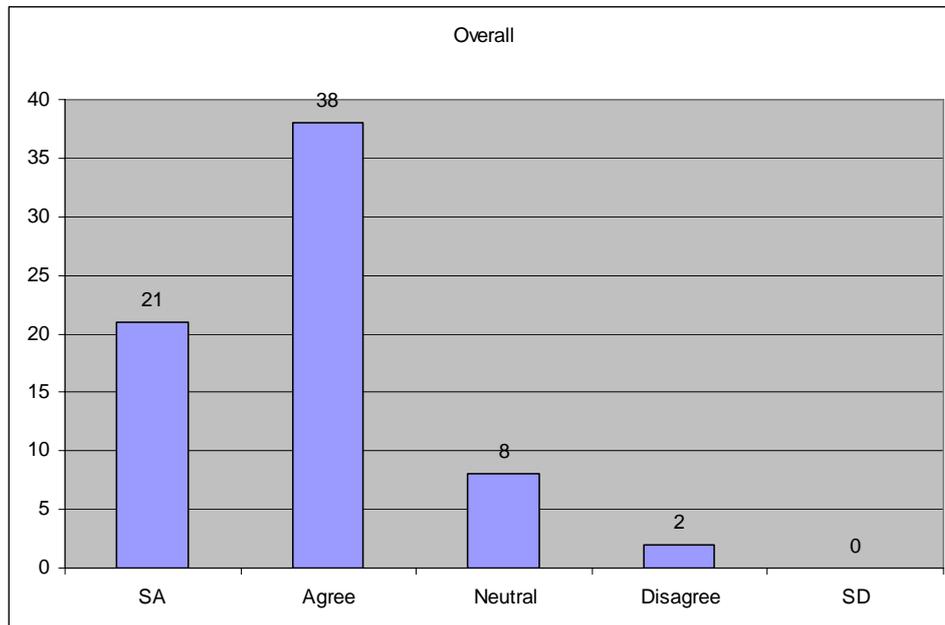


Figure 17 – Attendees to the FASSBINDER Brussels Workshop

3.2 FASSBINDER Strategy Agreement

The FASSBINDER International Strategy together with the FASSBINDER White Book is the main outcome of Fassbinder project. FASSBINDER has proposed a set of guidelines to establish a common strategy between Europe and third countries for software and services future actions under FP7 and addressing the needs from the ESRA on software and services.

This International Strategy will be expressed in framework agreements between India, China and Europe in FASSBINDER Strategy Agreement.

This framework agreement comprises four main aspects:

- Benchmarking
- Education
- Piracy
- Standards

3.3 FASSBINDER White Book

The FASSBINDER White Book objective is to present a summary of all the information generated and analysed by the project and extract useful recommendations for decision makers dealing with public research funding in the Software and Services field.

To prepare the white book, the information about the evolution and potential of software and services sector in the Europe and third countries like India and

China has been gathered and analysed. The studies and analyses address the aspects of globalisation, of the economical, social and technology context of each of the geographical regions covered (Europe, China and India), an overview of the different research lines within the Software and Services area, and the Return on Research Investment, which is a new model presented by the FASSBINDER project.

The products of those analyses have been presented as recommendations for research funding public bodies, such as national European governments, European Commission, and private investors interested in collaboration and the promotion of a common European RTD strategy. Those recommendations focus on aspects such as innovation, education, entrepreneurship and potential collaboration with Eastern Europe:

1. Reinforce the bridge between research and innovation
2. Change the curriculum of the Higher Education Centres
3. Promote entrepreneurship in Europe
4. Cooperation with Asia
5. Foster the "Go East" policies

Based on those recommendations, the next step will be to formulate international strategy plans, which are the object of future work.

The FASSBINDER White Book is understood to be a work in line with that defined by the European Commission as a White Paper, which is a document detailing proposals for actions in a certain field. In the FASSBINDER White Book, we intend to provide recommendations and detail the possible plans for action in the field of Software and Services.

Structure of the FASSBINDER White Book

The structure of the white book is based on the project's goals and ideas:

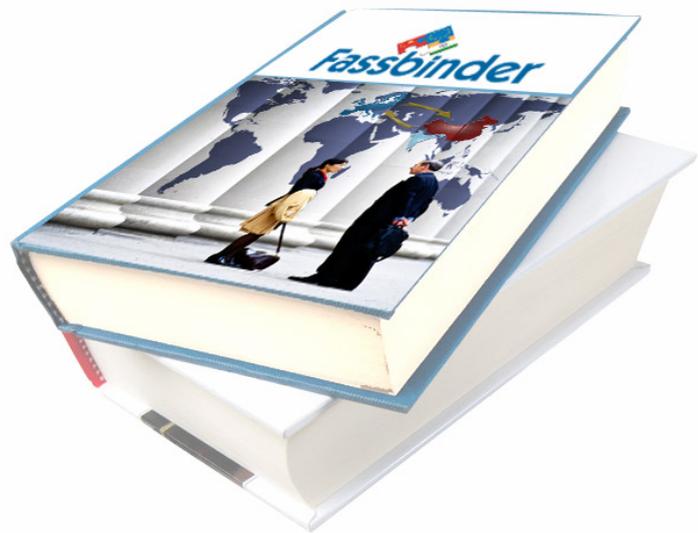
- SWOT analyses of each of the considered regions (China, India and Europe). A comprehensive analysis performed in the project draws an objective image of the different markets, which is deeper than a simple economical analysis. Furthermore, these analyses allow us to set the base to enunciate future recommendations for the European SW&S Industry to maintain its competitive advantage.
- Outsourcing/Offshoring. Focusing on China and India as third-countries is an important trend to be considered.
- Current research interests. Where are real investments?
- The RORI system modelled. One of the main goals of FASSBINDER was to create a model to estimate the RORI (Return on Research Investment).
- Technical aspects outlook. Open Source, SoA and GRID are the technological trends that are creating the largest expectations in the industry.

- Intellectual Property Rights. Speaking about China and India, SW&S industry and Europe, Intellectual Property Rights gain importance as an endemic threat.
- ecommendations and Conclusions. As a result of this compilation, using all the background acquired during the project lifespan and the feedback from the workshops, this white book presents some action lines.

Audience

The FASSBINDER White Book address to research funding public bodies which includes local, regional, national and international administrations and European decision makers but also the Software industry and associations, scientific community, users and general audience.

The White Book has been high-quality printed to be offered to the interested community.



4 LESSONS LEARNT

The activities which have presented some difficulties are the organization of the workshops due to their special characteristics attending to the different cultures and languages that taken place in this kind of events.

There were three different workshops planned in the project and the lessons learnt during the first workshop in Beijing allowed the consortium to build on the first experience and foresee and solve difficulties before they happened during the second event. Consequently the experience acquired during the two first events will be essential for the organization of the third event.

The interchange of information was probably the most critical issue in the case of the Beijing workshop considering the language difference and the project's objectives. In both workshops, Beijing and Bangalore, some cultural aspects were taken into account to get a satisfactory result.

Here is a description of the problems encountered and the solutions implemented.

1. Language issues

There were important communications troubles between Europeans and Chinese's at the China workshop. To solve this problem, the consortium decided to engage a team of translators in Beijing.

The translators received a training session on the activities they had to perform during the event.

As result of the implementation of this solution, there was a large increase of the information exchange. The lesson learnt is that in the case of international conferences with a collaboration scope behind, it should not undervalued language issues therefore it is necessary to foresee interpretation and translation costs and organisation. The training session was also an important factor in the performance of the translators.

2. Cultural issues

During the Q&A session in Beijing workshop, not many questions were raised. This was perhaps caused by the introvert personality of Chinese people. However, this factor was taken into consideration when BSEAC discussed with all partners on how to organise the Q&A session and to get a good outcome.

Eventually, in Bangalore workshop, more interaction was added during the conference, i.e., to have a short Q&A session after two speakers instead of leaving all the questions to the end of the day. Q&A session turned into heated discussion at the end in order to avoid the lack of feedback. So, the solution implemented proved to be effective.

The feedback forms have demonstrate to be other good method to get feedback from the participants.

3. Networking sessions

The previous experience about the difficulties to stimulate the participation has caused the introduction of the networking session in third conference schedule

Brussels workshop is a good opportunity to test the participation of people from different cultures in this kind of sessions in order to implement networking sessions in future events in India and China.

4. Dissemination of project's information

The website has provided the most important support for the dissemination of the workshop:

- Before the workshop: providing information about profile of participants, venue issues, agenda, speakers, contact etc.
- After the workshop: providing information about the results of the workshop, photographs of the participants, presentations on line etc.

Announcements in related websites have played a key role in the promotional campaign as well as the massive email campaigns carried out by the organisers.

5. Selection of the speakers / participants

Ensuring quality participation was an important aspect to determine the success of the workshops. To ensure this, the workshops' agendas were prepared in such a way that they included representative presentations from industry, academic, governance and project partners. The lesson learnt is that to have a quality, well-prepared and sufficient advance organisation is essential for the success of the event as well as a contingency plan to solve problems such as unexpected cancellations of speakers.

5 CONCLUSIONS

FASSBINDER has been a very satisfactory experience for all people involved in the project. From the differences of culture and language to the development of the work and organisation of the different events have been stimulating challenges for all partners.

Beijing and Bangalore workshop were a success with a number of participants that exceeded the expectations. The quality of the events was extremely high with high-level presentations and discussions during the workshops.

The three events, especially the two that took place in China and India were an excellent opportunity to meet industry experts and stakeholders of the software & services area from the three regions to learn more about each other and establish solid foundation for cooperation in the future.

The FASSBINDER International Workshops have been the scenario to develop the guidelines for a common strategy between Europe and third countries for software and services future actions. During the Brussels workshop the strategy was defined in the "Strategy towards India and China" round table session.

This common strategy has been reflected in the FASSBINDER Strategy Agreement.

The FASSBINDER White Book has compiled all the work performed during the project and has been a great effort from all partners. It will be presented during the Brussels workshop.

This project is one more step in the building of an enhanced relationship between Europe and China and India underpinning the EU presence in both countries.

The project has provided potential benefits for all parts involved: on the one hand European research community can benefit even more from the scientific and knowledge potential on software and services of India and China on the other hand China and India can take advantage of the knowledge about the European market provided by the project.

FASSBINDER has developed beneficial strategies taking into account the strengths and weaknesses of Europe, India and China in the software industry establishing guidelines for the European commission to enable the politicians to make the right decisions to strengthen the European software industry.

6 CONTACT DETAILS



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