

# Horizon 2020

General Introduction & Structure  
Funding Mechanisms & Partner Search  
Proposal Preparation & Support

6<sup>th</sup> International Conference  
on Sustainable Waste Management  
NAXOS, 14 June 2018 – Session XII



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Energy–Environment–Water Research Centre



• H2020 “*Briefly*”...

**Structure, Programmes, Types of Actions..!**

• Consortium... “*Mechanics*”

**Partner Search overview**



• Proposal Support... “*Prescreening*”... Hints-&-Tips

**Philosophy Approach Competencies**



## ■ Professional (past) Experience:

- 2000-2005. Laboratory Researcher (Aegean & Stevens)
- 2007-2008. Environment Research Officer (Univ. Nicosia)
- 2008-2017. National Contact Point & Programme Committee Member FP7 – H2020 (Research Promotion Foundation):



→ “Marie Curie” | EURAXESS | “Climate Action & Environment” | Space



## ■ Cyl – EEWRC:

– EMME-CARE...!



**EMME-CARE**

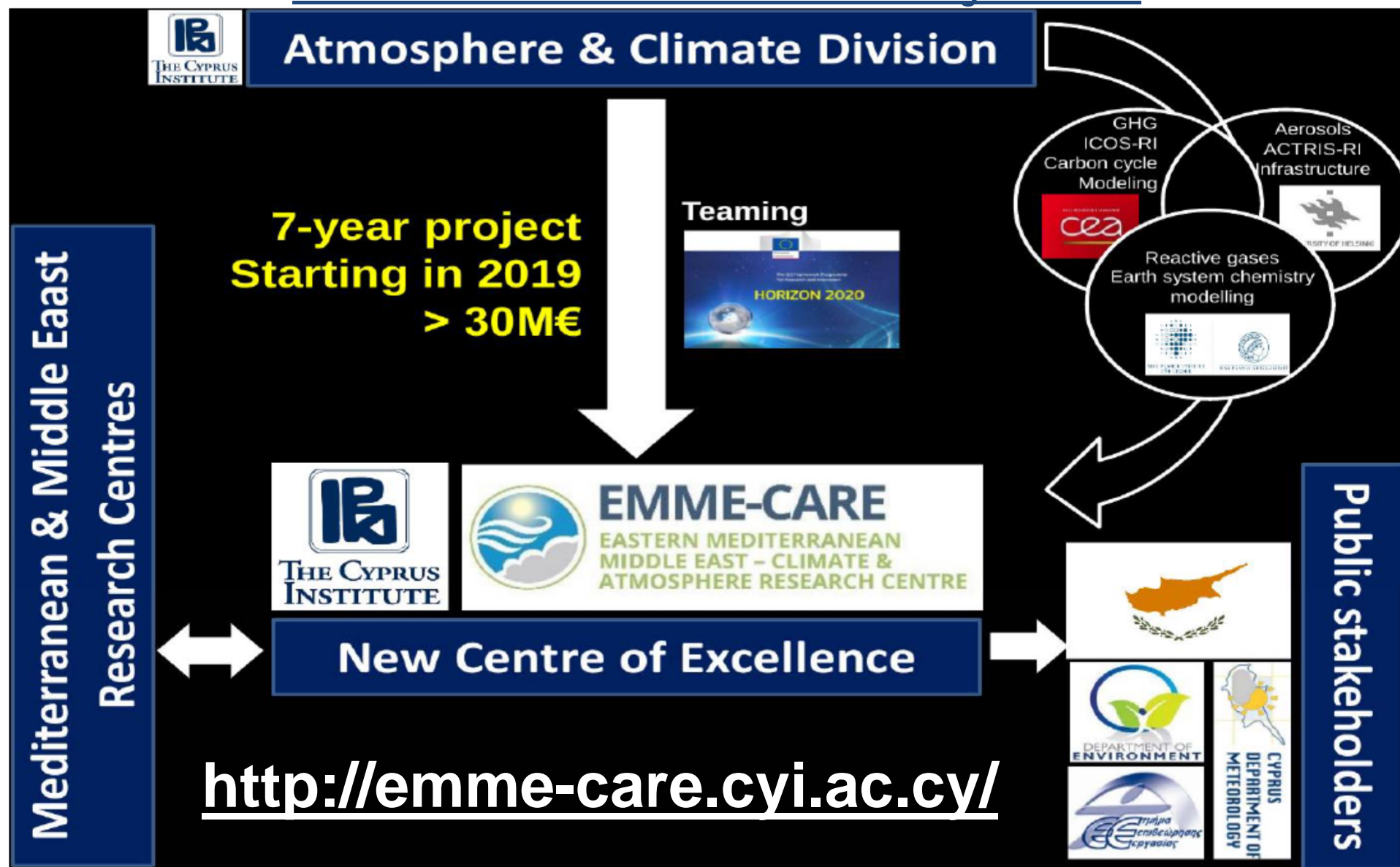
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ATMOSPHERE RESEARCH CENTRE

- Project Management
- Identification of (funding) Opportunities and Networking
- Proposal Writing Support
- Mentoring/ Training/ Capacity Building for European Grants
- MSCA-IF/ ERC/ EURAXESS/ Environment/ Space/ Security/ et.al. ...

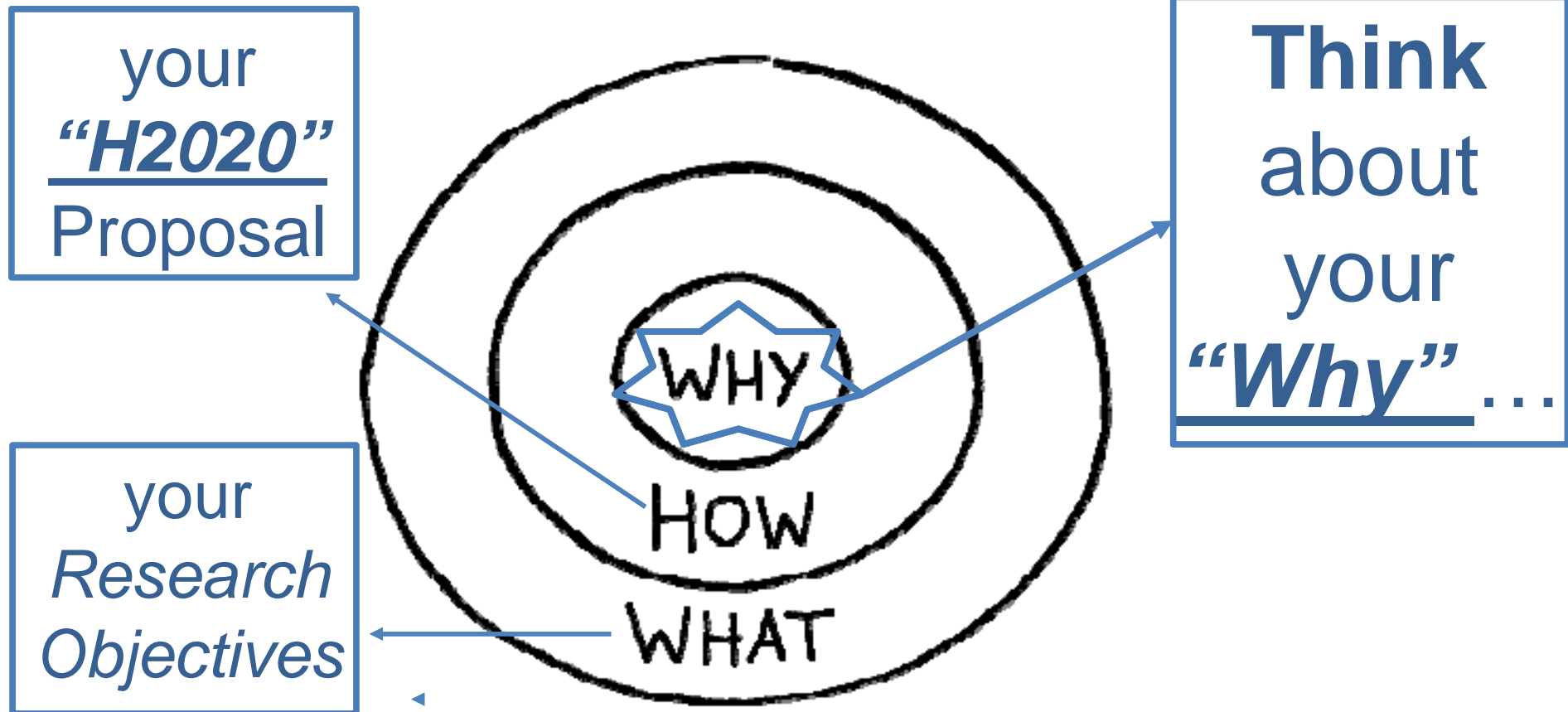




# The... "EMME-CARE" Project...!



# The Golden Circle



©2015 Simon Sinek, Inc. Simon Sinek – <https://www.startwithwhy.com/>



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EEWRC

## H2020... At a Glance...

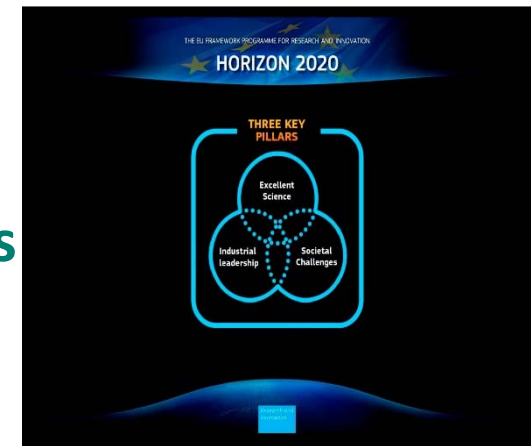
1. EU's largest legal instrument for funding research and innovation in Europe (proposed by the Commission and adopted by the Council and Parliament)

2. ~ € 80 billion for the period 2014 – 2020

3. Programmes address Societal Challenges

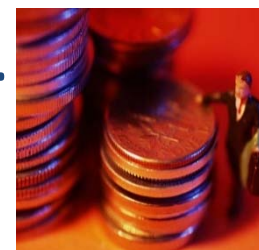
(Environment, Health, Energy,...), Industrial Leadership and Competitiveness (ICT, Space, Nano,...), as well as Excellence in world leading scientists, future & emerging technologies and training & career development through mobility

4. Projects are funded through competitive Calls-for-Proposals, stemming from 2-year Work Programmes, and must have a "European Dimension" and "Impact"



## “Truths” to...Realize Before Starting..!

- The Proposal is **NOT** a Paper/ Article for a Journal..
- It is a *science-&-innovation pitch* of your research...  
→ so as to receive funding...!
- EC has been doing this for quite a few FPs... There are **particular policy and mandate backgrounds**. There's a **particular language-jargon, structure, process...**
- The philosophy is “**Competitive Calls**” for Proposals...  
**NOT “subsidies”...!**





# “Truths” to...Realize Before Starting..!



- You need **EUROPEAN ADDED VALUE**...!
- Problem/ Issue attempted to be solved or the technology/ innovation attempted to be developed **cannot be of local or regional character but rather of pan-European...** scale/complexity of the “solutions” for EU and not “just X-Country”.
- **Transnationality, replicability and transferability** should be the keywords for both the “challenges”/ “problems” addressed, and the “solutions” proposed.
- not just through “transfer of knowledge” or “networking” or “EU-wide dissemination”, but rather it should be clearly shown in the proposal how the issue addressed is of a “wider interest” and how the solution proposed indeed has wide applicability.



**2014 Main Report of DG RTD:**

[https://ec.europa.eu/research/iscp/pdf/publications/Final\\_European\\_Added\\_Value\\_inco\\_MainReport.pdf](https://ec.europa.eu/research/iscp/pdf/publications/Final_European_Added_Value_inco_MainReport.pdf)

**Strategic Forum for International S&T Cooperation (SFIC):**

[http://ec.europa.eu/research/iscp/pdf/sfic/sfic-annual-report-2011\\_en.pdf#view=fit&pagemode=none](http://ec.europa.eu/research/iscp/pdf/sfic/sfic-annual-report-2011_en.pdf#view=fit&pagemode=none)





## Before... “Glancing” further...:

- In...three (3) minutes:
- Let’s think quickly together about what you already know of H2020:
  - How many / Which are the H2020 Pillars...
  - How many / Which Programmes per Pillar do you know...
  - How many / Which Types of Actions do you know...

## Pillar 1. Excellent science



### **European Research Council (ERC)**

Frontier research by the best individual teams



### **Future and Emerging Technologies**

Collaborative research to open new fields of innovation



### **Marie Skłodowska-Curie Actions (MSCA)**

Opportunities for training and career development



### **Research infrastructures (including e-infrastructure)**

Ensuring access to world-class facilities



## Pillar 2. Industrial leadership



### **Leadership in enabling and industrial technologies (LEITs)**

(ICT, nanotechnologies, materials, biotechnology, manufacturing, space)



### **Access to risk finance**

Leveraging private finance and venture capital for research and innovation



### **Innovation in SMEs**

Fostering all forms of innovation in all types of SMEs





## Pillar 3. Societal challenges



1. Health, demographic change and wellbeing

2. Food security, sustainable agriculture and forestry, marine and maritime and inland water research, and the bioeconomy

3. Secure, clean and efficient energy

4. Smart, green and integrated transport

5. Climate action, Environment, resource efficiency and raw materials

6. Inclusive, innovative and reflective societies

7. Secure societies

## Excellence Science

- **European Research Council**  
Frontier research by the best individual teams (ERA)
- **Future and Emerging Technologies**  
Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie Actions**  
Opportunities for training and career development
- **Research Infrastructures (Including e-infrastructure)**  
Ensuring access to world-class facilities

## Industrial Leadership

Leadership in enabling and industrial technologies

- **ICT**
- **Nanotechnologies materials, biotechnologies, manufacturing**
- **Space**
- **Access to risk finance**  
Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**  
Fostering all forms of innovation in all types of SMEs

## Societal Challenge

- **Health, demographic change and wellbeing**
- **Food security, sustainable agriculture, marine and maritime research, and the bio-economy**
- **Secure, clean and efficient energy**
- **Smart, green and integrated transport**
- **Climate action, resource efficiency and raw materials**
- **Europe in a changing world – inclusive, innovative, reflective societies**
- **Secure Societies**

European Institute of Innovation and Technologies (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)

Euratom

Fast Track to Innovation

Source: [APRE.it](http://APRE.it)



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- One project one funding rate

Maximum of 100% of the total eligible costs (except for innovation actions, where a 70% maximum will apply for profit making entities)

- Three Evaluation Criteria

**Excellence**

**Impact**

**Implementation**

- International Cooperation facilitated





## Who Can Participate?

- Basically everybody - but always check  
**Call for Proposals**

- In Europe and the rest of the world  
(legal entities and natural persons)



## Who Can Participate and Receive Funding?

All participants from:

- Member States
- Associated Countries  
(eg. Iceland, Norway, Israel, Serbia)
- Participants from Third Countries *where identified in the Calls for Proposals*



**High Income Countries are  
generally not eligible**

## Minimum Conditions

- Standard collaborative actions

At least **three legal entities** each established in a different Member State or an Associated Country;

- SME instrument:

**One SME** established in a Member State or in an Associated Country.

### Additional Conditions

Always check the **Work Programme!**

- ✓ There might be specific conditions for participation



# Types of Actions...

## TYPES OF ACTIONS

Source: CY-RPF

TYPE OF ACTION	DESCRIPTION OF ACTION	MINIMUM CONDITIONS	FUNDING RATE
<b>Research and Innovation Actions</b>	<b>Main Activity Type:</b> Research & Development (e.g. basic and applied research, technology development and integration, testing and validation)	≥ 3 legal entities from 3 MS/AC	100%
<b>Innovation Actions</b>	<b>Main Activity Type:</b> Innovation Activities close to the market (e.g. prototyping, testing, demonstrating etc)	≥ 3 legal entities from 3 MS/AC	70% - except 100% for non-profit legal entities
<b>Coordination &amp; Support Actions</b>	<b>Main Activity Type:</b> Accompanying Measures, Dissemination, Networking & Coordination or Support Services	1 legal entity from MS/AC	100%
<b>SME Instrument</b>	<b>Phase 1:</b> Concept & Feasibility Assessment (e.g. risk assessment, market study, IPR etc)  <b>Phase 2:</b> Innovation Activities (e.g. demonstration, testing, prototyping, piloting etc)  <b>Phase 3:</b> Commercialisation and access to the financial facilities supported under H2020	1 SME from MS/AC	Phase 1 lump sum 50,000 €  Phase 2 70%, except 100% where the research component is strongly present  Phase 3 no direct funding
<b>COFUND Actions</b>	<b>ERA-NET:</b> Implementation of the co-funded joint Call for Proposals to fund trans-national research and innovation projects  <b>Pre-Commercial Procurement (PCP):</b> Steer development to public sector needs  <b>Public Procurement of Innovative Solutions (PPI):</b> First buyer for innovative solutions  <b>Marie Skłodowska - Curie Actions (MSCA):</b> Co-funding new or existing Programmes to open up to, and provide research training	<b>ERA-NET</b> ≥ 3 legal entities from MS/AC  <b>PCP &amp; PPI</b> ≥ 3 legal entities from MS/AC & 2 ≥ public procurers from MS/AC  1 legal entity from MS/AC	<b>ERA-NET</b> 33%  <b>PCP</b> 70%  <b>PPI</b> 20%  <b>MSCA</b> 50%
<b>Prizes</b>	<b>Inducement Prize:</b> Induce future activities  <b>Recognition Prize:</b> Recognise past achievements	1 legal entity	n/a

# “NAXOS-2018 6<sup>th</sup> International Conference on Sustainable Waste Management” Consortium “*Mechanics*” ...



# Consortia... Partners...



- To achieve **European Added Value...**
- to achieve **Transnationality, replicability and transferability...you need...**
- Good **PARTNERS** and good **Consortium...!**





# Consortia... Partners... in H2020...

## Good characteristics in partners...

- Are they reliable?
- Are they suitable for the purposes of the Project?
- Is their Organisation able to provide the necessary resources?
- Do they bring added value to the Consortium?
- Do they contribute to gender balance?



## Characteristics of a Good Consortium

- ✓ Experienced coordinator
- ✓ Scientists with track record
- ✓ Relevant expertise and skills
- ✓ Good infrastructure and resources
- ✓ Involvement of competent staff
- ✓ Partners contributing to “triple helix” and “triple i” dimension
- ✓ Gender Balance
- ✓ Multidisciplinary
- ✓ Partners have Complementarity (no major overlaps) and synergies
- ✓ Relevant stakeholders
- ✓ Good distribution of work
- ✓ Added value of each partner
- ✓ Previous collaborations
- ✓ Commitment



H2020... "Networking Means" Exercise



- In...three (3) minutes:
- Let's think together...
  - Three (3) Partner Search means and/or approaches you would suggest
  - One (1) that you would not suggest

## Where should I look for “Core” Partners?

- Personal contacts with (reliable) people and institutions you have worked with in other scientific/ research endeavours
- Previous Collaborations in (EU) Projects
- Contacts from participation in Working Groups / Committees





## How about additional Good Partners?

- **COST Actions:** [www.cost.eu](http://www.cost.eu)
- **NCP Networks' Partner Search Tools:**
  - [http://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/applying-for-funding/find-partners\\_en.htm](http://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/applying-for-funding/find-partners_en.htm)
  - ICT, Health, Energy, Environment, Transport
- **EEN Cooperation Opportunities Database**
  - <http://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch>
- **Brokerage Events, Info-days, Seminars, Conferences**
- *Linked In, ResearchGate.net, Academia.edu, Angel List*





## Now...let's Suppose...:

- Researcher / Research Team:
  - Environmental Protection...
  - Sustainable Use of Resources
  - Sustainable Development and Management...
  - Waste Management...
- 
- Renewable Energy Sources...
  - Climate Change (Adaptation and Mitigation)...
  - Use of Novel Technologies and Innovations for the Environment...

# Where to look for Calls and Info...?

<http://ec.europa.eu/research/participants/portal>

**RESEARCH & INNOVATION**

European Commission

Participant Portal

European Commission > Research & Innovation > Participant Portal > Funding Opportunities

HOME **FUNDING OPPORTUNITIES** HOW TO PARTICIPATE PROJECTS & RESULTS EXPERTS SUPPORT

LOGIN REGISTER

**EU Programmes 2014-2020**

Search Topics

Updates

Calls

**H2020**

3rd Health Programme

Asylum, Migration and Integration Fund

Consumer Programme

COSME

European Statistics Programme

Hercule III Programme

Internal Security Fund – Borders

Internal Security Fund – Police

Justice Programme

Pilot Projects & Preparatory Actions

Promotion of Agricultural Products

Research Fund for Coal & Steel

**Funding Opportunities** H2020 ONLINE MANUAL

Find the European Union funding opportunities and search for new or closed calls of the programmes described on this page.

See the full list of the Commission funding programmes.

**Horizon 2020**

Horizon 2020 is the new EU funding programme for research and innovation running from 2014 to 2020 with a €80 billion budget. H2020 supports **SMEs** with a new **instrument** that runs throughout various funded research and innovation fields, enhances EU **international research** and Third Country participation, attaches high importance to integrate **social sciences** and **humanities** encourages to develop a **gender dimension** in project.

**Cosme**

Programme for the Competitiveness of Enterprises and SMEs (COSME) will run from 2014 to 2020, with a planned budget of €2.3bn. It will facilitate SME access to finance, create supportive environment for business creation, help small businesses operate outside their home countries and improve their access to markets.

# Where to look for Calls and Info...?

The screenshot shows the 'Participant Portal' for 'RESEARCH & INNOVATION' under the 'European Commission'. The breadcrumb trail is 'European Commission > Research & Innovation > Participant Portal > Reference Documents'. The main navigation bar includes 'HOME', 'FUNDING OPPORTUNITIES', 'HOW TO PARTICIPATE' (highlighted with a red circle and arrow), 'PROJECTS & RESULTS', 'EXPERTS', and 'SUPPORT'. On the right of the navigation bar are 'LOGIN' and 'REGISTER' buttons. A left sidebar contains links: 'Reference Documents' (highlighted with a red circle and arrow), 'Participant Register', 'Partner Search', 'H2020 Financial Viability Self-Check', and 'SME Participation'. The main content area is titled 'Reference Documents' and contains a text block explaining the scope of documents (H2020 & FP7) and a list of actions: 'Click on a folder' and 'Click on ARROW to have more information about the document and its available translations'. Below this is a search prompt: 'You can search a specific H2020 or FP7 document on the [Europa Search](#) service.' A filter bar shows 'H2020' (selected), 'Other EU programmes', and 'FP7'. A red text notice states: 'All contents of the H2020 Grants Manual folder below are being transferred to the [ONLINE MANUAL](#)'. Below the notice is a tree structure of folders: 'Legislation' (with a subfolder 'European institute of Innovation and Technology (EIT)'), 'Work Programmes' (with subfolders '2014-15', '2016-17', and '2018-20' which is highlighted with a red circle and arrow), and 'Grant agreements, contracts and rules of contest'.



# Where to look for Calls and Info...?

**But also  
the... “less  
obvious”...**

**Keep an eye  
at the...  
obvious...**

- 📁 Legislation ⓘ
  - 📁 Framework programmes (EC-Euratom)
  - 📁 Rules for participation
  - 📁 Specific programme
  - 📁 European institute of Innovation and Technology (EIT)
- 📁 Work Programmes
  - 📁 2014-15
  - 📁 2016-17
  - 📁 2018-20
    - 📁 Main WP
      1. Introduction 2018-20 >
      2. Future and Emerging Technologies (FETs) 2018-20 >
      3. Marie Skłodowska-Curie actions (MSCA) 2018-20 >
      4. Research infrastructures (including e-Infrastructures) 2018-20 >
      5. Introduction to Leadership in enabling and industrial technologies (LEITs) 2018-20 >
      - 5i. Information and communication technologies (ICT) 2018-20 >
      - 5ii. Nanotechnologies, advanced materials, advanced manufacturing and processing, biotechnology 2018-20 >
      - 5iii. Space 2018-20 >
      6. Access to risk finance 2018-20 >
      7. Innovation in SMEs 2018-20 >
      8. Health, demographic change and well-being 2018-20 >
      9. Food security, sustainable agriculture and forestry, marine and maritime and inland water research and the bioeconomy 2018-20 >
      10. Secure, clean and efficient energy 2018-20 >
      11. Smart, green and integrated transport 2018-20 >
      12. Climate action, environment, resource efficiency and raw materials 2018-20 >
      13. Europe in a changing world - inclusive, innovative and reflective societies 2018-20 >
      14. Secure societies – protecting freedom and security of Europe and its citizens 2018-20 >
      15. Spreading excellence and widening participation 2018-20 >
      16. Science with and for society 2018-20 >
      17. European Innovation Council (EIC) 2018-20 >
      18. Dissemination, Exploitation and Evaluation 2018-20 >
    - 📁 General Annexes to the Main WP
    - 📁 European Research Council
    - 📁 Euratom

# Priority 3. Societal Challenges



1. Health, demographic change and wellbeing
2. Food security, sustainable agriculture and forestry, marine and maritime and inland water research, and the bioeconomy
3. Secure, clean and efficient energy
4. Smart, green and integrated transport
5. Climate action, Environment, resource efficiency and raw materials
6. Inclusive, innovative and reflective societies
7. Secure societies



**Decarbonisation.**



**Climate adaptation, impacts and services.**



**Connecting economic and environmental gains - the circular economy.**

**Inter-relations between climate change, biodiversity and ecosystem services**



**Water for our environment, economy and society**

**Innovating cities for sustainability and resilience.**



**Protecting and leveraging the value of our natural and cultural assets: Earth observation .....**

# Priority 3. Societal Challenges



1. Health, demographic change and wellbeing
2. Food security, sustainable agriculture and forestry, marine and maritime and inland water research, and the bioeconomy
- 3. Secure, clean and efficient energy**
4. Smart, green and integrated transport
5. Climate action, Environment, resource efficiency and raw materials
6. Inclusive, innovative and reflective societies
7. Secure societies





**Energy efficiency**

**Global leadership in renewables.**

**Smart and clean energy for consumers..**

**Smart citizen-centred energy system..**

**Enabling near-zero CO2 emissions from fossil fuel power plants and carbon intensive industries .....**





LC-CLA-03-2018: Climate change impacts in Europe...

CE-SC5-01-2018: Methods to remove hazardous substances and contaminants from secondary raw materials .....

CE-SC5-04-2019: Building a water-smart economy and society

CE-SC5-06-2018: New technologies for the enhanced recovery of by-products .....

CE-SC5-07-2018-2019-2020: Raw materials innovation for the circular economy: sustainable processing, reuse, recycling and recovery schemes .....

SC5-15-2018: Strengthening the benefits for Europe of the Global Earth Observation

System of Systems (GEOSS) - establishing 'EuroGEOSS' .....

SC5-16-2019: Development of commercial activities and services through the use of GEOSS and Copernicus data.....

SC5-17-2018: Towards operational forecasting of earthquakes and early warning capacity for more resilient societies .....

LC-SC3-RES-1-2019-2020: Developing the next generation of renewable energy technologies.....

LC-SC3-RES-2-2018: Disruptive innovation in clean energy technologies .....

LC-SC3-RES-22-2018: Demonstration of cost effective advanced biofuel pathways in retrofitted existing industrial installations.....

LC-SC3-NZE-1-2018: Advanced CO2 capture technologies ..

CE-SC3-NZE-2-2018: Conversion of captured CO2.....

CE-SFS-25-2018: Integrated system innovation in valorising urban biowaste

“Hints” ...

“Tips” ...



**Evaluator's  
“Eyes”**



**Common  
Errors**

**H2020  
Proposal  
Writing**



**Best  
Practice**







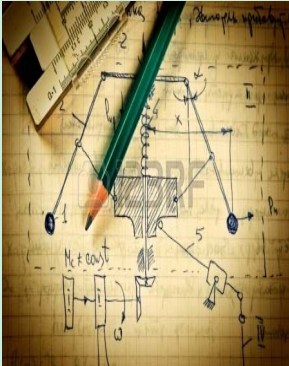
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**EEWRC**



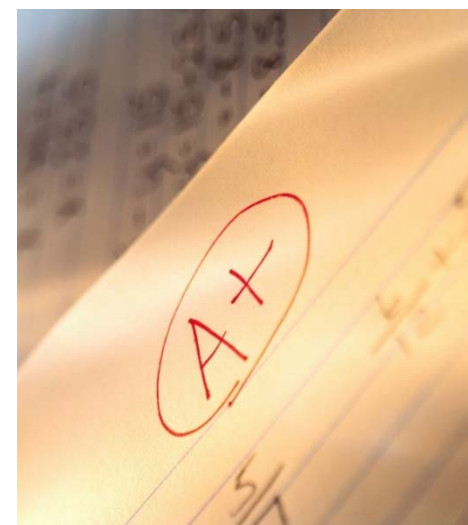
	Excellence	Impact	Implementation
Weighting and <i>Ex Aequo</i> Priority	Check Calls!!!		
"Content"    	<ul style="list-style-type: none"> <li>•Clarity and pertinence of the <b>objectives</b>;</li> <li>•<b>Credibility</b> of the proposed approach.</li> <li>•Soundness of the <b>concept</b>;</li> <li>•Quality of the proposed <b>coordination and/or support measures</b>;</li> <li>•Progress <b>beyond the state-of-the-art</b>.</li> </ul>	<ul style="list-style-type: none"> <li>•The <b>expected impacts listed in the work programme</b> under the relevant topic;</li> <li>•Enhancing <b>innovation capacity</b> and integration of <b>new knowledge</b>;</li> <li>•Strengthening the <b>competitiveness and growth</b> of companies by developing and delivering innovations meeting the needs of European and global markets;</li> <li>•Effectiveness of the proposed <b>measures to exploit and disseminate the project results</b> (including management of IPR), to communicate the project, and to manage research data where relevant.</li> </ul>	<ul style="list-style-type: none"> <li>•Coherence and effectiveness of the <b>Work Plan</b>, including appropriateness of the allocation of tasks and resources;</li> <li>•<b>Complementarity of the participants</b> within the consortium (when relevant);</li> <li>•Appropriateness of the <b>management structures</b> and procedures, including <b>risk and innovation management</b>.</li> </ul> <div style="display: flex; justify-content: space-around; align-items: center;">   </div>



	Excellence	Impact	Implementation
<p>“Hints...”</p>  	<p><b>Objectives</b> and overview Research <b>methodology and approach</b>: highlight the type of research and innovation activities proposed Explain the <b>contribution that the project is expected to make to advancements within the project field.</b> Describe any <b><u>novel</u> concepts</b>, approaches or methods that will be employed.</p>	<ul style="list-style-type: none"> <li>•Important field of research for Europe</li> <li>•<b>High practical value</b> of the project and also results can be applied to larger class of problems (tackling also <b>multidisciplinarity</b>)</li> <li>•Comparison of experience in relevant field outside Europe and showing that <b>project will promote European research and excellence and EU competitiveness</b> (also showing potential for new jobs creation)</li> <li>•<b>Dissemination, Exploitation and Outreach of the project results</b> IPR, Open Access, Scientific Community but also Wider Public.</li> </ul>	<p><b>Work Packages</b> description <b>Deliverables</b> (= tangible output: report, document, technical diagram, software, etc.) <b>Milestones</b> (=control/ decision points that help to chart progress) <b>Gantt Chart</b> (=Table of Activities over planned time) and <b>PERT-gram</b> •<b>Synergies of Partners</b>: each has clear contribution and role <b>Progress monitoring and management structure</b>, including the <b>financial management strategy</b> •<b>Risk management</b> for Risks that might endanger reaching the project's objectives and the <b>contingency plans</b> to be put in place should risk occur.</p>

→ What Evaluators expect

- Well-organised, “flowing” text. Proposal should make the Evaluator’s “life” easier: consistent, well-written, following guidelines/templates.
- Proposal should help the Evaluators score it more easily: “built” around the Evaluation Criteria.
- Proposal has to convince that it will add value in the specific field, for the EU at large.
- Clear description of the **contribution to beyond-the-state-of-the-art**, as well as of the **competencies and synergies of Consortium**.
- Clear Work Plan with **Contingency Planning**, **IPR management considerations**, and **Outreach/Dissemination Plans**.

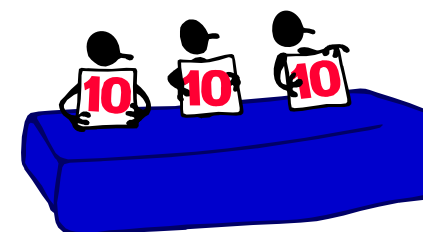


## “Hints” ...

- Evaluators don't have too much time... Keep it simple and concise
- Always revisit the Criteria-questions... **Stay within “Scope” and “Expected Impact”**  
(→ copy from Documentation and work around it)
- No duplications of previous works/projects, but... building on them
- Clear language and organised contents
- Explain abbreviations / Use Glossary
- Use tables and diagrams (relevant and easily understandable)
- Use Structure and Table-of-Contents from Templates... Use Headings and subheadings from Templates...

## “Tips” ...

General “Good Practice”



## “Hints” ...

## “Tips” ...

- Use Margins and Font Size / Page-Numbering / Page Limits set in Templates...!
- **Accurate, Verifiable and Professional content (refer. where needed)**
- No “emphatic” statements and claims that are unsubstantiated
- Consistent in UK English throughout. NO jargon or slang.
- **Write for the “non-specialist” – educate te Evaluator to understand what you want to do and why it’s worth the funding... !**
- No typos, no inconsistencies, no obvious cut-&paste, no numbers which don’t add up, no missing pages...
- Proof – Read at the end...

General  
“Good Practice”





“Hints” ...

“Tips” ...

Good to follow the  
“Logical Framework” approach:

- WHY a project is carried out
- WHAT it is expected to achieve (and what not...)   
→ So, Project Objectives (and non-Objectives)
- WHO is going to do the work...   
→ So, Consortium and the synergies and complementarity of Partners
- HOW the project is going to achieve the above...   
→ So, Work-Plan and Phases of Work, as well as Means/ Resources to be utilized.



Proposal – Writing Basic Hints by Cyl-EEWRC...!

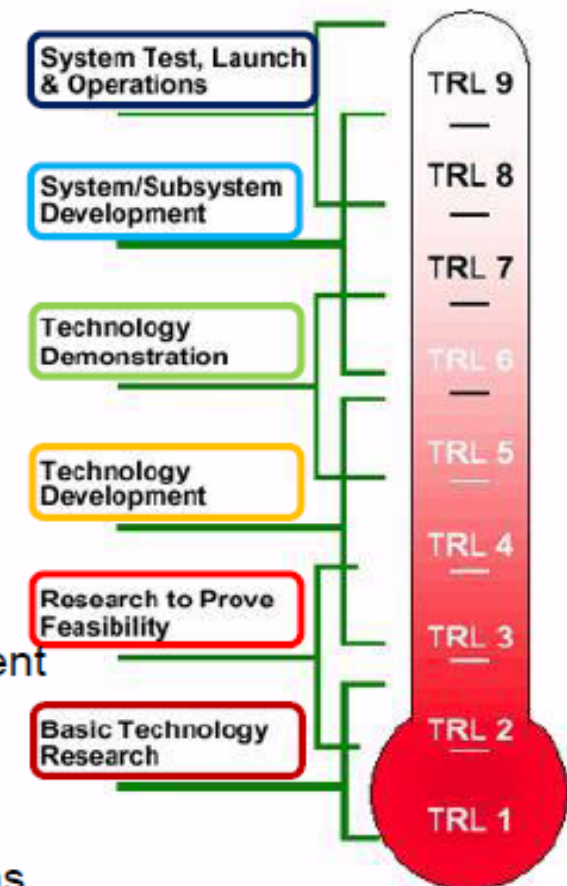
- ✓ Develop end-to-end applications!
- ✓ Showcase and build on trials, and develop/ further enhance any early prototypes...
- ✓ Underline the Innovative, Beyond-the-State-of-Art character of your solution/ project...
- ✓ Provide Public Benefits from your solution/ project...
- ✓ Strengthen the community of relevant developers of technologies!
- ✓ Exploit (if any) mature business concepts...
- ✓ Don't forget **Technology Readiness Level(s)**...!
- ✓ Take into account relevant standards and regulations (eg. Safety and security)...!



## Technology Readiness Level – TRL

- to assess the maturity of evolving technologies during its development.

- TRL 1: Basic principles observed and reported
- TRL 2: Technology concept and/or application formulated
- TRL 3: Analytical and experimental critical function and/or characteristic proof of concept
- TRL 4: Component and/or breadboard validation in laboratory environment
- TRL 5: Component and/or breadboard validation in relevant environment
- TRL 6: Prototype demonstration in relevant environment
- TRL 7: Prototype demonstration in an operational environment
- TRL 8: System completed and qualified through test and demonstration
- TRL 9: System proven through successful mission operations



## → Overall Useful Links...!

- **Participant portal**

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/index.html>

- **Horizon 2020 Helpdesk**

[http://ec.europa.eu/research/participants/portal/desktop/en/support/research\\_enquiry\\_service.html](http://ec.europa.eu/research/participants/portal/desktop/en/support/research_enquiry_service.html)

- **Horizon 2020 On-line manual**

[http://ec.europa.eu/research/participants/docs/h2020-funding-guide/index\\_en.htm](http://ec.europa.eu/research/participants/docs/h2020-funding-guide/index_en.htm)

**Annotated Model Grant Agreement (version 26Oct2017)**

[http://ec.europa.eu/research/participants/data/ref/h2020/grants\\_manual/amga/h2020-amga\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/amga/h2020-amga_en.pdf)

**EURAXESS (Charter-&-Code, Policy...)**

<https://euraxess.ec.europa.eu/>

<https://euraxess.ec.europa.eu/useful-information/policy-library>





Proposal – Writing “General Advice” by Cyl-EEWRC...!

- ✓ Start early... Get Guidance and Info...!
- ✓ Create/Join Consortia on time, based on whom you know/ have worked with or valid suggestions
- ✓ Get your “Policy Background” together → Impact...
- ✓ Follow the Template-GfA → cover all requested
- ✓ Divide effort over the Evaluation Criteria!
- ✓ When you write...KISS (keep it simple & short)
- ✓ When you image/table...KILL (keep it large & legible)
- ✓ Details! Details!
- ✓ Get your Proposal PRESCREENED... and PROOF-READ...!



“Hints” ...

“Tips” ...

Proposal – Writing “General Advice” by Cyl-EEWRC...!

## Successful Proposals are...

**S** *Specific*

**M** *Measurable, verifiable*

**A** *Achievable*

**R** *Relevant*

**T** *Timely*



(Doran, G.T., 1981. Management Review)

## Services..!

**SMART** Proposals are...  
“Prescreened”...!!!



- We offer **FREE** (but not cheap...) guidance to our *Team and Collaborators*.

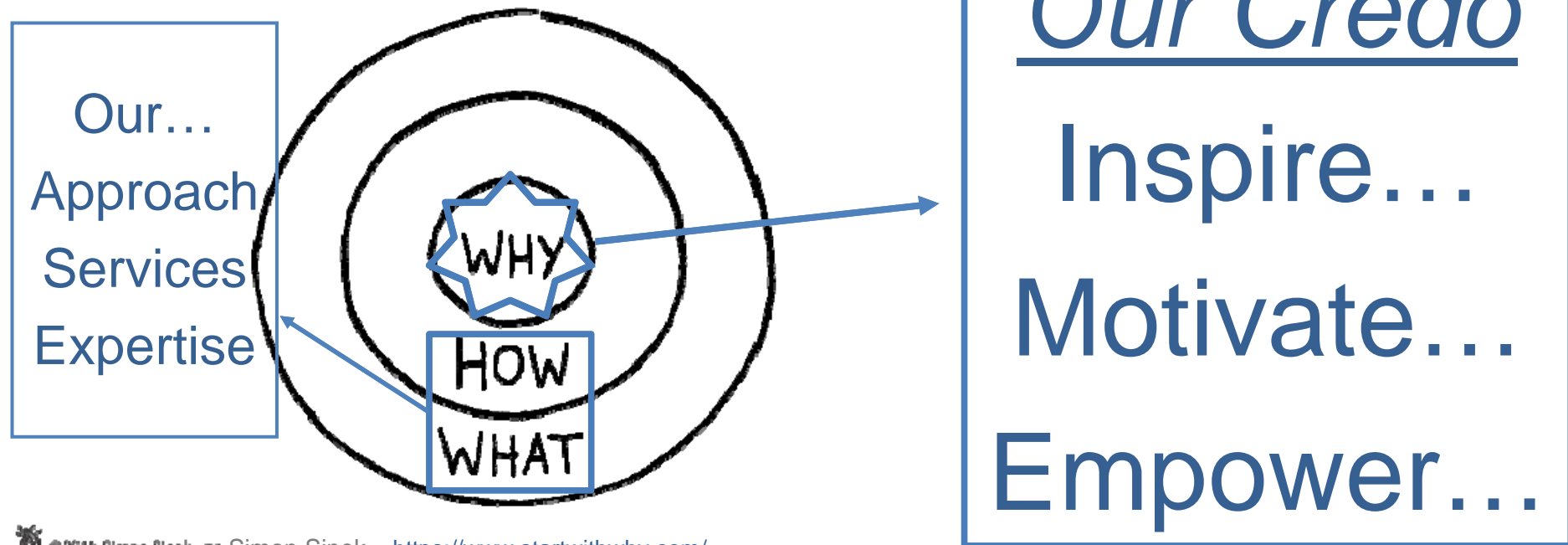


- Cyl-EEWRC “Intensive Mentoring” approach:
  - proof-reading (“commas” and “fullstops”)
  - “Deciphering” of EC-jargon and Addressing of Template’s Questions
  - Strategy and Text Suggestions



Define ... ... your "Why"...

# The Golden Circle



©2015 Simon Sinek, re. Simon Sinek – <https://www.startwithwhy.com/>

*...We believe in holistic and inspirational solutions, of environmental, social and technological consciousness and maturity, motivating scientific research and empowering next generations for the future...*



# Thank You ...



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**Dream it !  
Team it !  
Make it happen !**

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