

ORIZONT 2020



MINISTERUL
EDUCAȚIEI
NAȚIONALE

**SOCIETAL CHALLENGES “CLIMATE
ACTION, ENVIRONMENT, RESOURCE
EFFICIENCY AND RAW MATERIALS”
WORK PROGRAMME 2014-2015.
PRACTICAL ASPECTS**

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Process of WP adoption (I)

- When ?

From September - October of YEAR – 1 until approx. May of YEAR, for funds that will be spent in YEAR+1

- How ?

EC + EU MS +Associated State's contributions

- Who ?

1. EC services (mainly DG Research, but also in consultation with “research family DGs” - DG ENV, DG SANCO, DG TREN, DG INFSO, DG ENTR)

Process of WP adoption (II)

- Who (II) ?

2. R&D communities (workshops, seminars, etc.)

3. EU member states, during PC meetings, based on consultation with national actors (academics, business, NGOs, etc.)

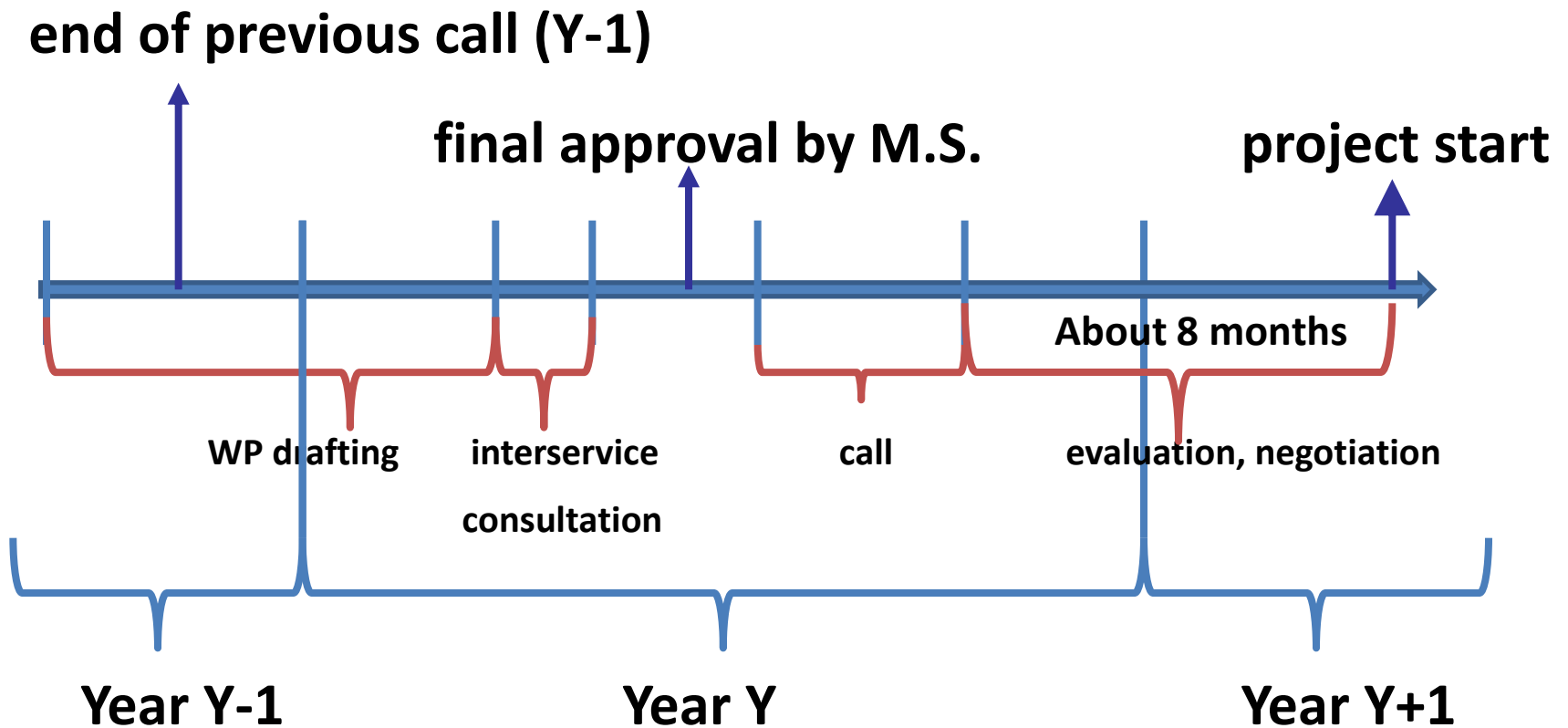
- Policy Frameworks

1. EU long term International Commitments

2. EU directives

3. Particular cooperation activities (e.g. Africa, Latin America, etc.)

Time frame of WP adoption and project submission + start



Next WP

- Discussions starts (about) in October
- Agreement among Member States expected in March – April 2015
- Call opened at the beginning summer of 2015
- Funding from 2016 - budget available for SC 5 projects

Before starting ... take into account...

FP 7 is program (I)

- Funded by European tax payers + associated countries;
- Designed to solve European scientific problems;
- Open to (almost) all countries in the world
- With specific topics which are not necessarily European but needed **both** by EU and third countries (e.g. tsunami, desertification, etc.)

Before starting ... take into account...

H2020 is program that:

- Identify solutions for global issues (e.g. climate change, arctic melting, etc.);
- Strengthen international cooperation in science & technology development;
- Pave the way for knowledge & technology transfer in Europe,
- etc., etc. ...

The start...

Assessment:

Step 1: **Research topic published in the work program**

Step 2: Which is **MY Research Capacity** ?

Step 3: Do I have **support available** (both scientific and non-scientific ?)

Horizon 2020

Search Topics

Calls

Call Updates

Other EU Programmes 2014-2020

Research Fund for Coal & Steel

COSME

3rd Health Programme

Consumer Programme

FP7 & CIP Programmes 2007-2013

Calls

Call Updates

Horizon 2020 Calls for Proposals

Status
<input type="radio"/> Forthcoming
<input checked="" type="radio"/> Open
<input type="radio"/> Closed

Food security, sustainable agriculture and forestry, marine and maritime and inland water research

Secure, clean and efficient energy

Smart, green and integrated transport

Climate action, environment, resource efficiency and raw materials

People in a changing world - inclusive, innovative and reflective Societies

Secure societies - Protecting freedom and security of Europe and its citizens

Spreading excellence and widening participation

Teaming of excellent research institutions and low performing RDI regions

Filter a call FILTER

Filters only programme and call titles and IDs, for extended search go to the [Search Topics page](#).

Sort by Title Call Id Planned Opening Date Deadline Date

Industrial Leadership Horizon 2020 dedicated SME Instrument - Phase 2 2014 H2020-SMEINST-2-2014 Deadlines: 09/10/2014 17/12/2014 Planned Opening Date: 03/03/2014	Industrial Leadership Horizon 2020 dedicated SME Instrument - Phase 1 2014 H2020-SMEINST-1-2014 Deadlines: 18/06/2014 24/09/2014 17/12/2014 Planned Opening Date: 03/03/2014
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In addition to the search facilities, the full list of H2020 Calls can be found [here](#).

Select "calls"

Select SC 5

Select "open" or "forthcoming" calls

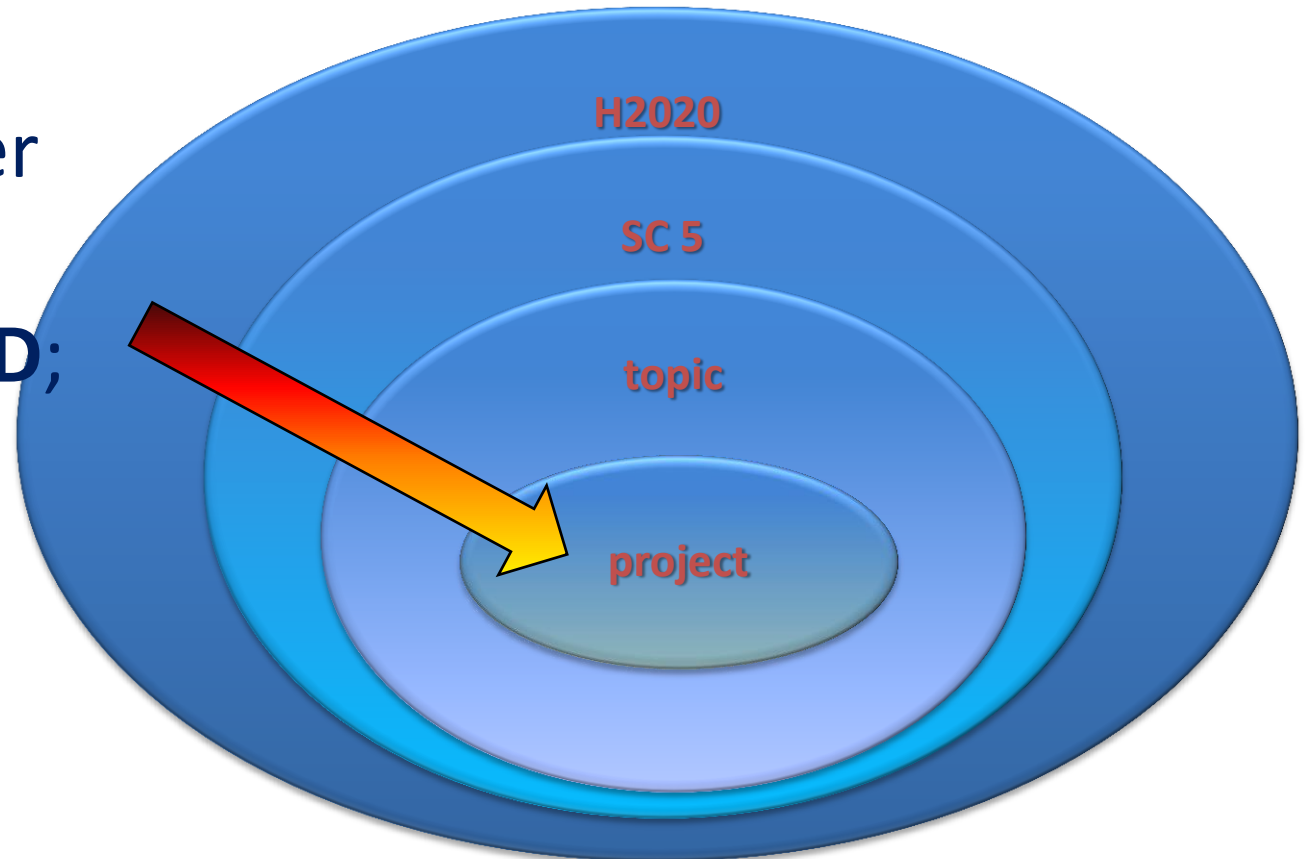
Documents NEEDED

- Topic description
 - Work Programme – SC 5
 - Guide for applicants (for the chosen
funding scheme)
 - Rules of participation (eligibility, submission, etc.)
 - Financial rules (how money are to be spent)
- CRUCIAL !**

“INFORMATION PACKAGE”

- After reading the work program, CHOSE the topic where you CAN participate

ALWAYS offer
what
IS REQUESTED;



Work Program (topic description)

participants/portal/desktop/en/opportunities/h2020/topics/2545-sc5-20-2014-1.html

Google

Horizon 2020

Search Topics

Calls

Call Updates

Other EU Programmes 2014-2020

Research Fund for Coal & Steel

COSME

3rd Health Programme

Consumer Programme

FP7 & CIP Programmes 2007-2013

Calls

Call Updates

Other Funding Opportunities

Horizon 2020 dedicated SME Instrument - Phase 1 2014

H2020-SMEINST-1-2014

Sub call of: [H2020-SMEInst-2014-2015](#)

Planned Opening date 03-03-2014

Publication date 11-12-2013

Deadline Date 17-12-2014 17:00:00 (Brussels local time)

Intermediate deadlines(s) 18-06-2014 17:00:00 (Brussels local time)

24-09-2014 17:00:00 (Brussels local time)

Total Call Budget €25,102,000

Status Open

Main Pillar Industrial Leadership

OJ reference [OJ C361/9 of 11 December 2013](#)

Topic: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials

SC5-20-2014-1

Topic Description

[Topic Conditions & Documents](#)

[Submission Service](#)

Specific challenge: Innovative SMEs have been recognised as being able to become the engine of the green economy and to facilitate the transition to a resource efficient, circular economy. They can play an important role in helping the EU to exit from the economic crises and in job creation. The potential of commercialising innovative solutions from SMEs is however hindered by several barriers including the absence of the proof of concept, the difficulty to access risk finance, the lack of prototyping, insufficient scale-up studies, etc. Growth therefore needs to be stimulated by increasing the levels of innovation in SMEs, covering their different innovation needs over the whole innovation cycle.

Innovative SMEs should be supported and guided to reach and accelerate their full green growth potential. This topic is targeted at all types of eco-innovative[1] SMEs in all areas addressing the climate action, environment, resource efficiency and raw materials challenge, focusing on SMEs showing a strong ambition to develop, grow and internationalise. All kinds of promising ideas, products, processes, services and business models, notably across sectors and disciplines, for commercialisation both in a business-to-business (B2B) and a business-to-customer (B2C) context, are eligible.

Scope: The SME instrument consists of three separate phases and a coaching and mentoring service for beneficiaries. Participants can apply to phase 1 with a view to applying to phase 2 at a later date, or directly to phase 2.

In phase 1, a feasibility study shall be developed verifying the technological/practical as well as economic viability of an innovation idea/concept with considerable novelty to the industry sector in which it is presented (new products, processes, services and technologies or new market applications of existing technologies). The activities could, for example, comprise risk assessment, market study, user involvement, Intellectual Property (IP) management, innovation strategy development, partner search, feasibility of concept and the like to establish a solid high-potential innovation

Topic number:

Topic description:

Work Program (topic description)

proposals requesting such amounts. Projects should last between 12 and 24 months.

In addition, in **phase 3**, SMEs can benefit from indirect support measures and services as well as access to the financial facilities supported under Access to Risk Finance of this work programme.

Successful beneficiaries will be offered coaching and mentoring support during phase 1 and phase 2. This service will be accessible via the Enterprise Europe Network and delivered by a dedicated coach through consultation and signposting to the beneficiaries. The coaches will be recruited from a central database managed by the European Commission and have all fulfilled stringent criteria with regards to business experience and competencies. Throughout the three phases of the instrument, the Network will complement the coaching support by providing access to its innovation and internationalisation service offering. This could include, for example, depending on the need of the SME, support in identifying growth potential, developing a growth plan and maximising it through internationalisation; strengthening the leadership and management skills of individuals in the senior management team and developing in-house coaching capacity; developing a marketing strategy or raising external finance.

What is looked for:

Expected impact:

- Enhancing profitability and growth performance of SMEs by combining and transferring new and existing knowledge into innovative, disruptive and competitive solutions seizing European and global business opportunities.
- Market uptake and distribution of innovations tackling the specific Challenge of 'Climate action, environment, resource efficiency and raw materials' in a sustainable way.
- Increase of private investment in innovation, notably leverage of private co-investor and/or follow-up investments.
- The expected impact should be clearly described in qualitative and quantitative terms (e.g. on turnover, employment, market seize, IP management, sales, return on investment and profit).

Type of project:

Type of action: SME Instrument (70%)

[1] http://ec.europa.eu/environment/eco-innovation/index_en.htm

Additional information

Project Draft

Describe shortly (max. 2 pages):

- Which are the project objectives vs. research topic
- How can you solve the issue mentioned in the topics ?
- How can you contribute to knowledge development, problem solving and support policy development ?
- Who are your partners to set up the core group ?
- Is it realistic to be a coordinator or is better to be a partner ?
-

Project structuring

Project objectives – WHY?

Objectives are different than results !



Results – WHAT?

Measurable



Responsibilities – WHO?

Each partner has its on responsibilities



Activity Plan – WHEN?

Work Packages, gantt diagrams, Pert, etc.



Resource allocation – HOW MUCH?

Per work package and partner

OBIECTIVES – WHY?

- Project objectives has to be defined within the European political context!
- General objectives
 - On long term
 - .. To improve, to strengthen, to facilitate, etc.
- Specific objectives
 - On short term
 - ... To test, to develop new knowledge, etc. ...

Objectives



- SPECIFIC

- MEASURABLE

- ACHIEVABLE (during the project life time)

- RELEVANTS

- TIMELY

RESULTS – WHAT?

- MAIN RESULTS
 - Main targets to fulfill project objectives
- DETAILED RESULTS
 - Milestones – (intermediary results)
 - Documents (maps, software, publications, etc.)
 - Immaterial results (new knowledge, test results, databases, etc.)
- QUANTITATIVE and QUALITATIVE !

RESPONSIBILITY – WHO?

MAIN partners

- each partner has a clearly defined role
- Link the results to project partners
- Complementarities
- Different types

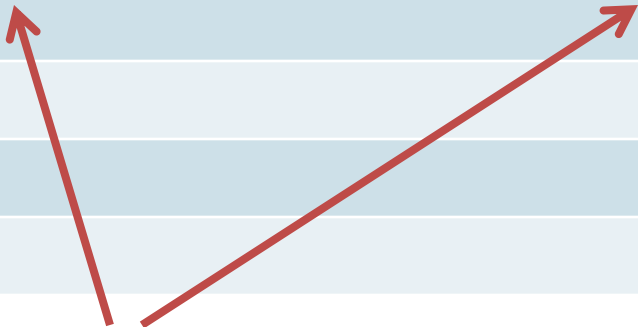
Involvement of external stakeholders

- Users: Evaluation Committee
- Advisory committee

Consortium agreement

ROLES IN A PROIECT (and not only)

Official role	Practical roles
➤Coordinator	➤Technology developer
➤Partner	➤Knowledge owner / provider
	➤User
	➤Trainer
	➤Dissemination
	➤.....



WHERE ARE YOU ??

YOU ARE A SMALL PART OF THE PUZZLE



- **Always look for Balance, Complementarities, Excellence, Commitment**

A successful partnership is ...

...a fully integrated and balanced team

- critical mass
- complementary, clear roles & functions
- no overlaps, no duplications
- experienced in EU RTD projects
- knowledge of the reputation of core partners
- involvement of SMEs
- Dissemination, Management

PERT – NO !!!!

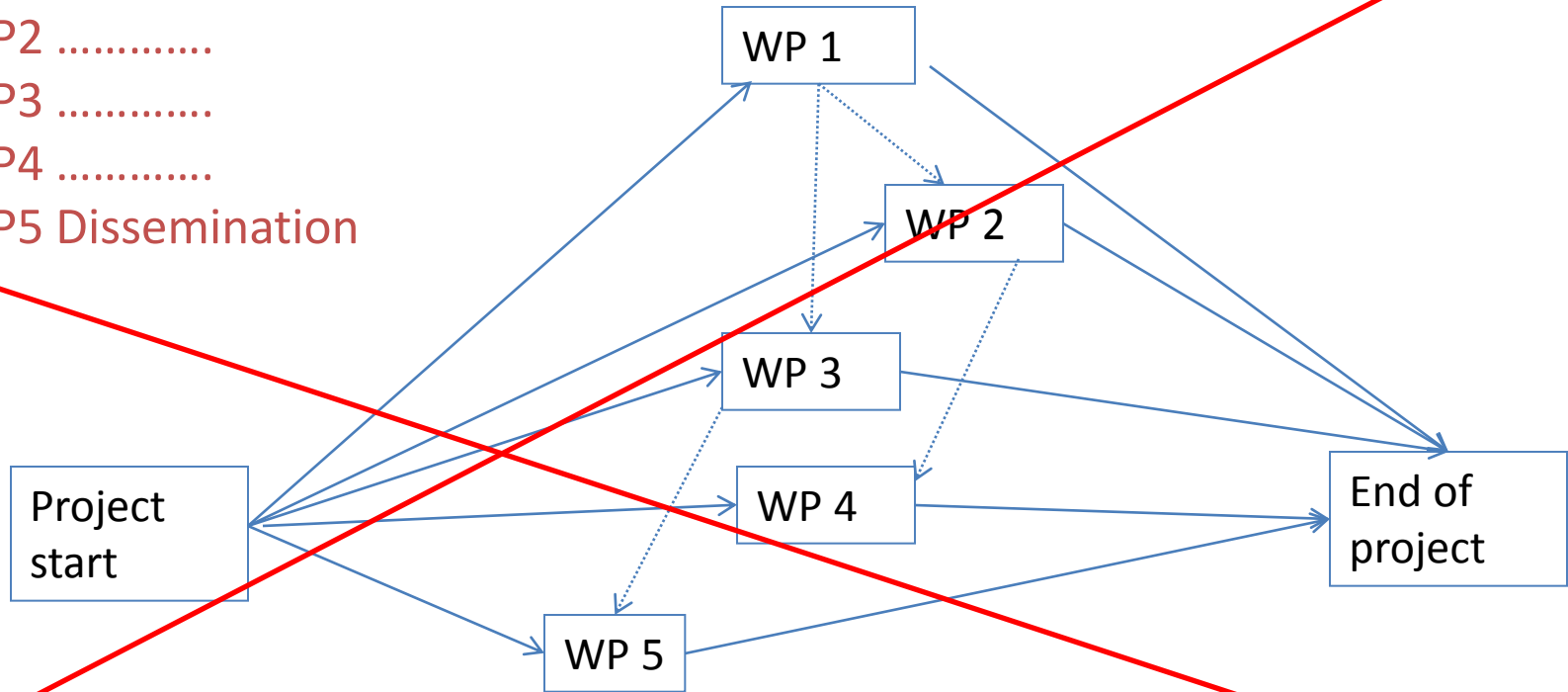
WP1 Management

WP2

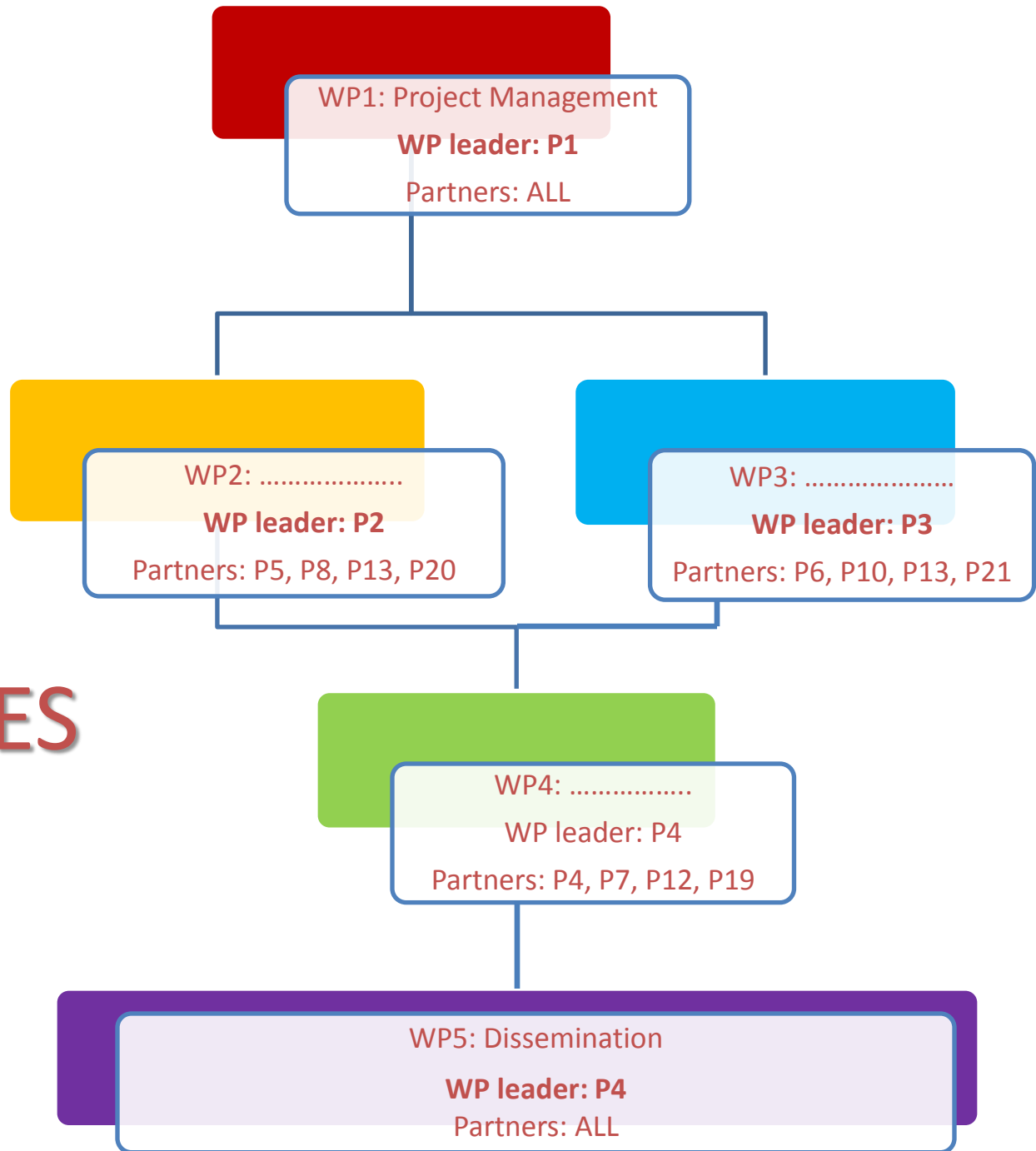
WP3

WP4

WP5 Dissemination

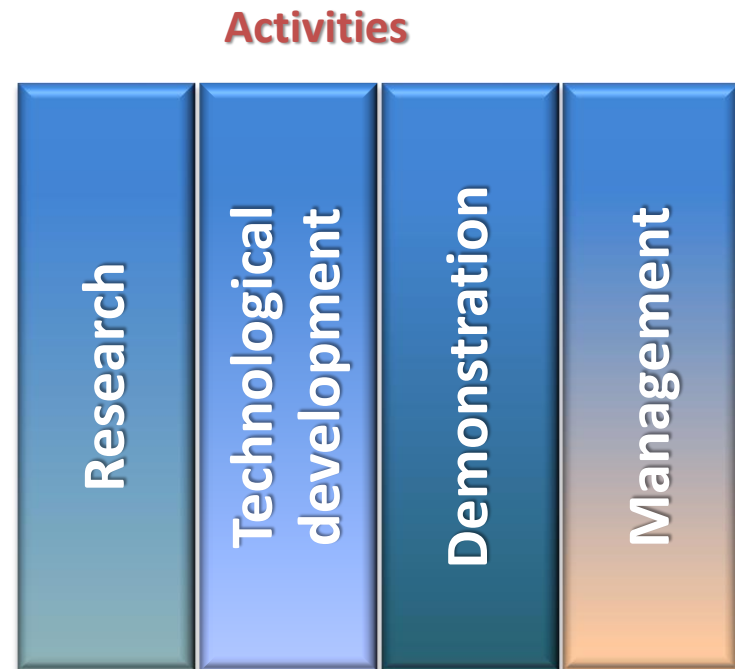


PERT - YES



RESOURCES – HOW MUCH?

- Realistic Budget, according to project involvement: balanced (per partner, per activities, per year)
- Eligible costs
 - Salaries
 - Travel
 - Equipments / materials
 - Overhead
 - Subcontracting



Tips in proposal writing (I)

- Use standard and concise English
- Make the text clear, well structured, and fluent
- Plan an index, use short paragraphs, point out key passages, schematise the concepts
- Insert only information relevant to the project
- Answer to ALL! the questions indicated in the form
- Use terminology relevant to the context of the Programme and the call
- Coherent language in all proposal paragraphs (e.g. service – system, experimentation – test etc.)
- Introduce (new) concepts at the beginning, explain and work out (do not introduce new concepts afterwards)

Tips in proposal writing (II)

- Maintain the discourse coherent
- Refer to public data (statistics) if relevant
- Refer to previously funded projects (innovation can be a follow-up)
- Short and dense text (use figures)
- Make the proposal readable. Evaluator has few
- hours to read your proposal and evaluate it.
- Write in **bold**, use *cursive*, underline.
- Better one table than thousand words...

Money are important but ...

- Your proposal must be written in order to **solve European problems** identified in EU policies
 - Never give the impression that you are writing a project because trying to get funded
-
- ▶ On specific scientific issues: **YOU ARE THE KNOWLEDGE OWNER**
 - ▶ Sell your competence at the right price: **DO NOT UNDERESTIMATE YOURSELF**
 - ▶ Build partnerships on: **TRUST and CONFIDENCE**

Project ENV-NCP-TOGETHER

(some) deliverables available (I)

- **WP3 – Proposal Pre-screening Tool**

Format of the Proposal Pre-screening Tool

- The Tool is broken down into sections and includes the following areas:
- Formal Guidance
- Common Errors
- Good Practice
- What the Evaluator Looks For
- Model Answers, with Good Practice Guidelines
- Checklist

(some) deliverables available so far (II)

Pre-screening Proposal Tool - Advice

Common errors	Good Practice	What the Evaluators Look For
<ul style="list-style-type: none"> • The proposal only partially covers the requirements of the call. • The objective is not clearly defined and the outcomes are not clearly described. • There are several issues regarding the objectives (either too much complexity in the explanation or too brief). • The proposal appears to be a <u>product development project</u>, rather than containing a high level of research with the concomitant risks. • The proposal implies that the work has already been completed and therefore that the funding is in reality for commercialisation. 	<ul style="list-style-type: none"> • Address the key questions: <ul style="list-style-type: none"> ◦ Why bother? (What problem are you trying to solve?) ◦ Is it a European priority? (Could it be solved at National level?) ◦ Is the solution already available? (Products, service, technology transfer?) ◦ Why now? (What would happen if this research was not completed now?) ◦ Why you? (Do you have the best consortium to do this work?) • Start off with a single high level objective that will enable the evaluator to immediately see that the proposal is related to the topic of the call. • If the project is not for a demonstration call, avoid the use of the term 'demonstration' and use instead terms such as 'trial', 'systems test' etc. 	<ul style="list-style-type: none"> • The evaluator wants to quickly understand what the proposal is about, its objective, scope and relevance to the call. This should be apparent both in the abstract and right at the beginning of the first section. • The project idea has to match the call – refer to the call text and the expected impacts described by EC in the Thematic Work Programme. • The project should have a substantial research content that will make clear and verifiable advances beyond the state of the art. The proposal should not be a <u>sales</u> and marketing document, nor a product development plan.

Checklist

- Is the concept explained clearly at the beginning of the proposal?
- Is the background to the project idea and the need for the project summarised?
- Are the objectives:
 - SMART?
 - Linked to the Work Plan (implementation)?
 - Ambitious but feasible?
 - Clearly stated?

(some) deliverables available so far (III)

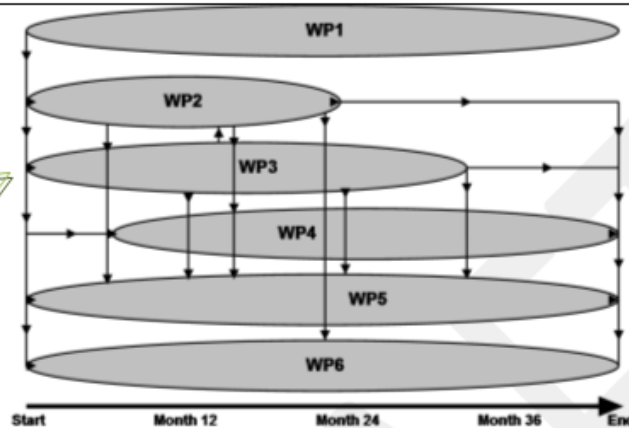
Pre-screening Proposal Tool – Model Answers

<p>The proposal starts off with a clear description of the overall aim of the project and its key deliverables or impacts. The project is described in one short paragraph, with one single overall aim or goal.</p>	
	1. Scientific and/or technical quality, relevant to the topics addressed by the call
	1.1 Concept and objectives
	1.1.1 Project concept
	<p>The concept of [ACRONYM] is to improve our understanding of the intimate mechanisms operating between dung beetle populations and their stressors (pests, diseases and pesticides) and to transfer this knowledge to farmers in the form of sustainable management strategies to minimise population decline. [ACRONYM] has been tailored to provide long-term solutions for the management of pests and diseases through the exploitation of genetic knowledge, the development of improved tools for monitoring pests and diseases, an improved understanding of stressor effects on physiology and behaviour, and ultimately more effective management strategies. [ACRONYM] will minimise dung beetle population losses by providing a better understanding of the causes of losses and effectively communicating project outputs to farmers.</p>
	<p>The ideas behind [ACRONYM] stem from previous research undertaken by a number of partners in the consortium that have developed techniques to characterise the genetics of dung beetles. This work, undertaken as part of an FP6 project (<u>EUROBUNG</u>), was successful in developing the methods that now need to be brought to bear to address the issues of population decline in a number of areas in Europe.</p> <p>...</p>
	<p>[ACRONYM] is required because the loss of populations of dung beetles in a number of areas of the EU have caused significant ecological problems. This has been highlighted in a number of studies, including ...</p> <p>...</p>

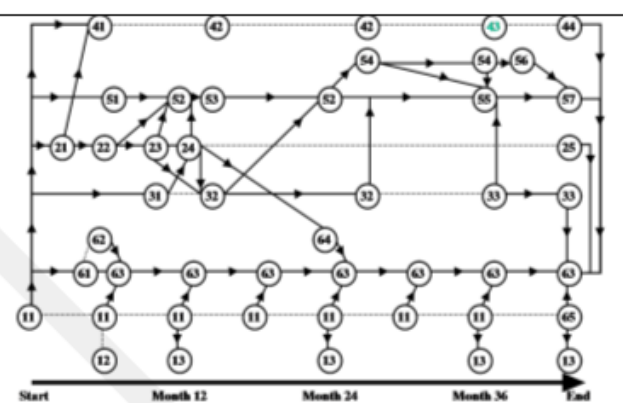
(some) deliverables available so far (IV)

Pre-screening Proposal Tool – Examples

PERT diagrams can take many forms, but essentially demonstrate the links between WPs. Break down into work packages and show constraints and events with the critical path identified.



PERT diagram showing timed WP interactions. Six monthly interactions between all WPs are not shown.



PERT diagram where circles represent events in the project, solid lines represent critical pathway linking events and broken lines represent non-activities that connect events

**DO NOT HESITATE,
PARTICIPATE!!!**