



E U R O P E A N A L L I A N C E

Workshop 4 - How to write a competitive European proposal Pillar II (for researchers who have experience with Horizon Europe).



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Project Proposal Tech Description Part B IA-RIA

Section 1: Excellence

Section 2: Impact

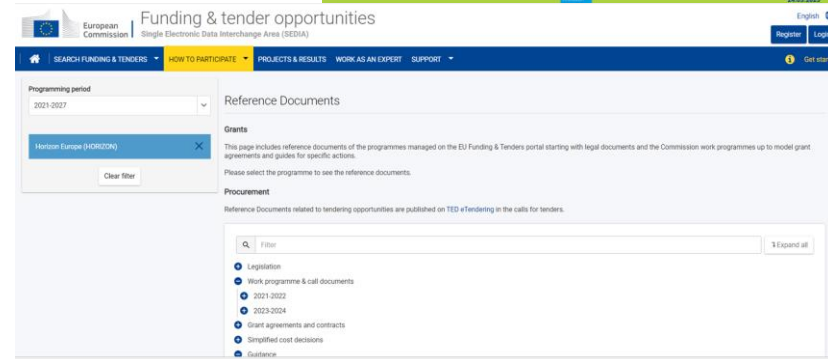
Section 3: Implementation

- A balance in **points**= a balance in **efforts** and in the **nº of pages**
- Your goal will be to get the 15 points
- A proposal is a project



To have always with you ...

- Work Programme
- The Topic
- The Evaluation Guidelines
- Briefings for evaluators



SECTION 1: EXCELLENCE

Definition: The quality of being outstanding or extremely good.

EXCELLENCE

- ✓ Clarity and pertinence of the **project's objectives**, and the extent to which the proposed work is ambitious, and goes **beyond the state-of-the-art**.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, **interdisciplinary approaches**, **appropriate consideration of the gender dimension** in research and innovation content, and the quality of **open science practices** including sharing and management of research outputs and **engagement of citizens, civil society and end users** where appropriate.

IMPACT

- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of **each participant**, and extent to which the **consortium** as a whole brings together the necessary expertise.

Proposals aspects are assessed to the extent that the proposed work is within the scope of the work programme topic

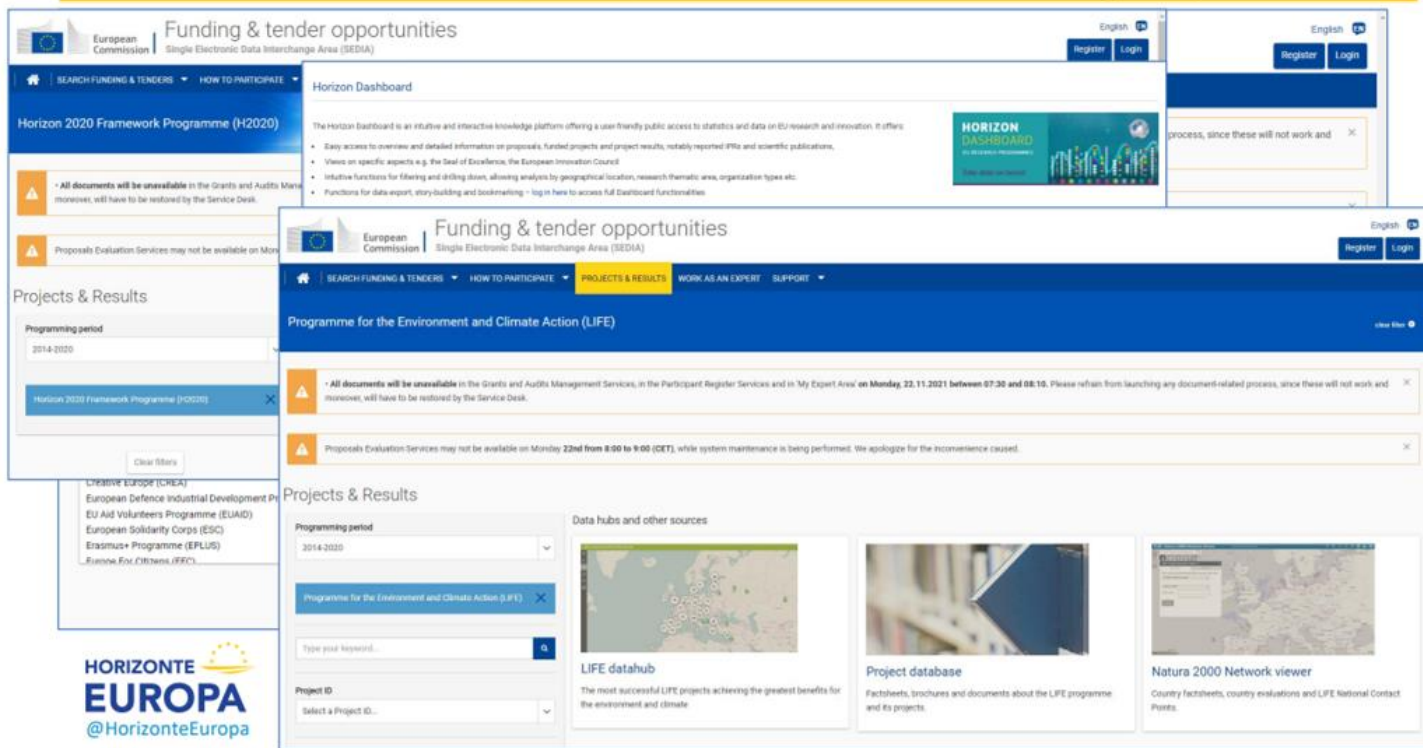
1.1 Objectives and ambition

- Objectives
- Beyond the SoA? \longleftrightarrow Position of the project

1.2 Methodology

- Concepts, models and assumptions \longrightarrow Objectives
- Challenges and how to overcome
- National/International activities related to the project (link to SoA)
- Inter-disciplinarity (link to the consortium composition)
- SSH
- Gender dimension (sex/gender analysis)
- Open science
- DMP
- Others

SoA= positioning your proposal



The image displays two overlapping screenshots of the European Commission's 'Funding & tender opportunities' portal. The top screenshot shows the 'Horizon Dashboard' for the Horizon 2020 Framework Programme (H2020). It features a navigation menu with 'SEARCH FUNDING & TENDERS' and 'HOW TO PARTICIPATE'. The main content area includes a 'Horizon Dashboard' section with a brief description and a list of features: 'Easy access to overview and detailed information on proposals, funded projects and project results, notably reported IPAs and scientific publications', 'Views on specific aspects e.g. the Seal of Excellence, the European Innovation Council', 'Intuitive functions for filtering and drilling down, allowing analysis by geographical location, research thematic area, organization types etc.', and 'Functions for data export, story building and bookmarking - log in here to access full Dashboard functionalities'. A 'HORIZON DASHBOARD' banner is also visible.

The bottom screenshot shows the 'Programme for the Environment and Climate Action (LIFE)' page. It has a navigation menu with 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. The main content area includes a 'Programme for the Environment and Climate Action (LIFE)' section with a 'view filter' icon. Below this, there are two orange warning banners: 'All documents will be unavailable in the Grants and Audits Management Services, in the Participant Register Services and in 'My Expert Area' on Monday, 22.11.2021 between 07:30 and 08:15. Please refrain from launching any document-related process, since these will not work and moreover, will have to be restored by the Service Desk.' and 'Proposals Evaluation Services may not be available on Monday 22nd from 8:00 to 9:00 (CET), while system maintenance is being performed. We apologize for the inconvenience caused.' Below the warnings, there is a 'Projects & Results' section with a 'Programming period' dropdown set to '2014-2020'. A search bar is present with the text 'Type your keyword...'. At the bottom, there are three columns: 'LIFE datahub' (with a map of Europe), 'Project database' (with a document icon), and 'Natura 2000 Network viewer' (with a map icon).

On the left side of the bottom screenshot, there is a sidebar with a 'Clear filters' button and a list of funding programmes: 'CREATIVE EUROPE (CREA)', 'European Defence Industrial Development Programme (EDIDP)', 'EU Aid Volunteers Programme (EUAVP)', 'European Solidarity Corps (ESC)', 'Erasmus+ Programme (EPLUS)', and 'Erasmus+ Programme (EPLUS) - Erasmus+ Programme (EPLUS)'.

At the bottom left of the bottom screenshot, there is a logo for 'HORIZONTE EUROPA @HorizonteEuropa'.

SoA= positioning your proposal

Societal Readiness Levels defined according to Innovation Fund Denmark

SRL 1 – Identifying problema and societal readiness	1	• TRL 1 – Basic principles observed
SRL 2 – Formulation of problema. Propose solutions and potential impact.	2	• TRL 2 – Technology concept formulated
SRL 3 – Initial testing of proposed solutions	3	• TRL3 – Experimental proof of concept
SRL 4 – Pilot testing in relevant environment	4	• TRL4 – Technology validated in a lab
SRL 5 – Proposed solutions validated by relevant stakeholders	5	• TRL 5 – Technology validated in a relevant environment
SRL 6 – Solutions demonstrated in relevant environment and with relevant stakeholders	6	• TRL 6 - Technology demonstrated in a relevant environment
SRL 7 – Refinement of project and solution (retesting..)	7	• TRL 7 – System prototype demonstration in an operational env.
SRL 8 – Proposed solutions and plan for societal adaptation complete and qualified	8	• TRL 8 – System complete and qualified
SRL 9 – Actual project solutions proven in relevant env.	9	• TRL 9 – Actual system proven in an operational environment

Ejemplo

HE - Work Programme 2021-2022, General Annexes

Business Readiness Level

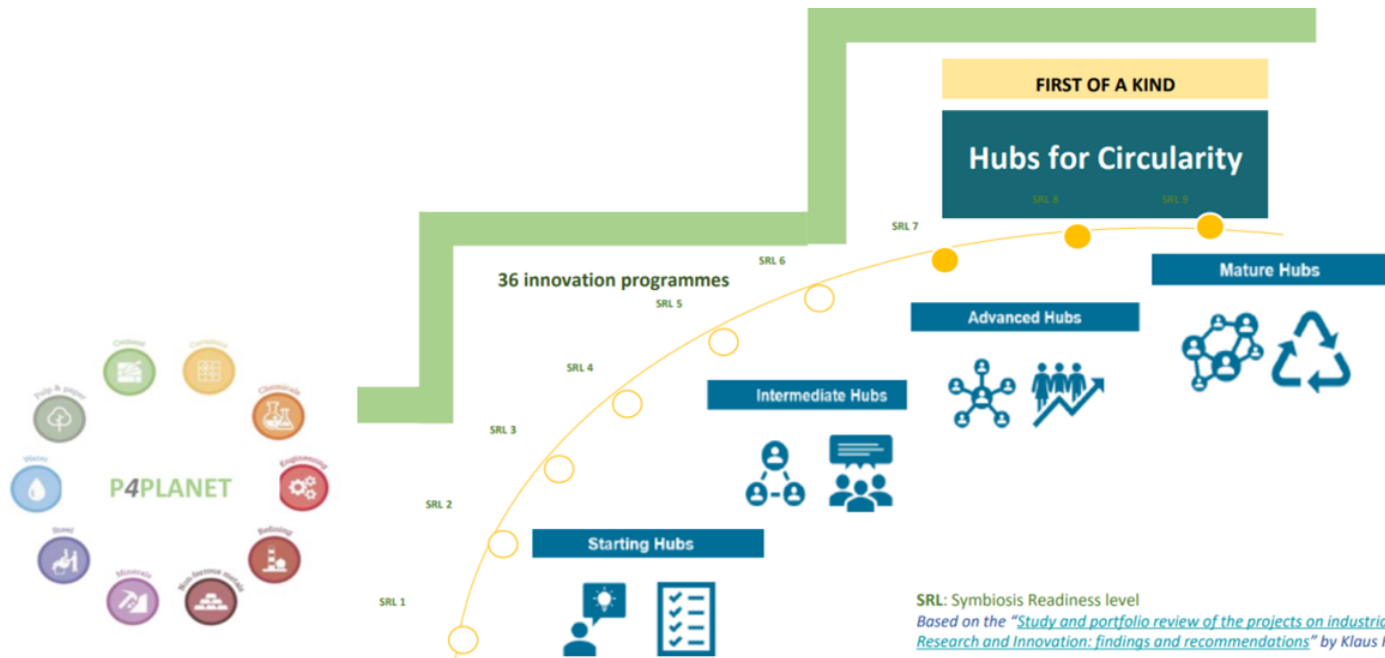
TECNOLOGÍA

0	IDEA
1	BASIC PRINCIPLES OBSERVED
2	TECHNOLOGY CONCEPT FORMULATED
3	EXPERIMENTAL PROOF OF CONCEPT
4	TECHNOLOGY VALIDATED IN LAB
5	TECH. VALIDATED IN RELEVANT ENVIRONMENT
6	TECH. DEMONSTRATED IN RELEVANT ENV.
7	SYSTEM PROTOTYPE DEM. IN OPERATIONAL ENV.
8	SYSTEM COMPLETE AND QUALIFIED
9	ACTUAL SYSTEM PROVEN IN OPERATIONAL ENV.

0	IDEA
1	BASIC NEED RESEARCH
2	NEEDS FORMULATION
3	NEEDS VALIDATION
4	SMALL SCALE STAKEHOLDERS OFFER
5	LARGE SCALE EARLY ADOPTER OFFER
6	PROOF OF TRACTION
7	PROOF OF SATISFACTION
8	PROOF OF SCALABILITY
9	PROOF OF STABILITY

MERCADO

Symbiosis Readiness Level



SRL: Symbiosis Readiness level

Based on the [“Study and portfolio review of the projects on industrial symbiosis in DG Research and Innovation: findings and recommendations”](#) by Klaus H. Sommer

1.1. OBJECTIVES

The main objective of **NATIOONS** is reaching out to and preparing regional and national stakeholders seen as potential actors to apply for and implement soil health LLs, facilitating the deployment of the Mission across European regions in close collaboration with the Mission Secretariat, the upcoming European LL network coordination and other projects under the Mission. A result-oriented workplan will be implemented to achieve this main goal, operationalised through **5 SMART objectives (Specific, Measurable, Achievable, Relevant, Time-bounded)**:

01. To raise awareness among national and regional stakeholders on the Soil Mission

S	Raising awareness of the importance of soil health, the eight Mission objectives, the concept and operation of LLs, and the specific regional soil health challenges.
M	100% of targeted countries engaged for implementation of events, 70% with regular communications during the project (deep engagement). Inclusion of one soil health challenges session in all national events.
A	<i>Medium risk:</i> depending on national contexts, project partners might come across some difficulties to actively engage with stakeholders. Therefore, the process will build on already existing networks.
R	<i>“Raise awareness and build ownership of the soil mission’s objectives as well as the definitions, concept and criteria for soil health living labs and lighthouses (...) on key soil health challenges identified in the different regions (...) Steer a conversation on the regions or areas and sites which would be most suitable to set up the first living labs in each country”</i>
T	Two sets of national engagement events held in Q1 2023 and Q4 2023.

Methodology



Policies and Horizontal Aspects

These aspects must normally be considered in **all HE calls** (unless explicitly mentioned in the topic description).



Open Science across the programme



Gender dimension in R&I content



Do no significant harm principle (DNSH)



Artificial intelligence (AI)



Specific calls may include other aspects to take into account

- SSH
- International cooperation
- Multi-actor approach
- (Cross-cutting Priorities)



Open
Science

An approach based on open cooperative work and systematic sharing of knowledge and tools as early and widely as possible in the process. Including active engagement of society.

Mandatory immediate Open Access to publications: beneficiaries must retain sufficient IPRs to comply with open access requirements;

Data sharing as 'open as possible, as closed as necessary': mandatory Data Management Plan for FAIR (Findable, Accessible, Interoperable, Reusable) research data.

- Work Programmes may incentivize or oblige to adhere to **open science practices** such as involvement of citizens, or to use the **European Open Science Cloud**.
- Assessment of open science practices through the **excellence award criteria** for proposal evaluation. Under **quality of participants** previous experience on open sciences practices will be evaluated positively.
- Dedicated support to **open science policy actions**.
- **Open Research Europe** publishing platform (<https://open-research-europe.ec.europa.eu/>).

https://ec.europa.eu/info/research-and-innovation/strategy/strategy-2020-2024/our-digital-future/open-science_en

Gender Dimension

Addressing the gender dimension in research and innovation entails taking into account sex and gender in the whole research & innovation process.

The **integration of the gender dimension** into R&I content is **mandatory**, unless it is explicitly mentioned in the topic description

Why is gender dimension important? Some examples:

- Why do we observe differences between women and men in infection levels and mortality rates in the **COVID-19 pandemic**?
- Does it make sense to study **cardiovascular diseases** only on male animals and on men, or **osteoporosis** only on women?
- Does it make sense to design **car safety equipment** only on the basis of male body standards?
- Is it responsible to develop **AI products** that spread gender and racial biases due to a lack of diversity in the data used in training AI applications?
- Is it normal that household travel surveys, and thus **mobility analysis and transport planning**, underrate trips performed as part of caring work?
- Did you know that pheromones given off by men experimenters, but not women, induce a **stress response** in laboratory mice sufficient to trigger pain relief?
- And did you know that **climate change** is affecting sex determination in a number of marine species and that certain populations are now at risk of extinction?

Do Not Significant Harm Principle

European Green Deal

In line with the European Green Deal objectives, the research and innovation activities should not make a significant harm to any of the six environmental objectives (EU Taxonomy Regulation).

The **DNSH principle** needs to be taken into consideration in the **scientific methodology** and **impact** of the project.

However, **evaluators will not score applications in relation to their compliance with the DNSH principle** unless explicitly stated in the work programme, (currently, this is the case only for actions in the European Innovation Council Work Programme 2021).

The six environmental objectives :

-  Climate change mitigation
-  Sustainable use & protection of water & marine resources
-  Pollution prevention & control
-  Climate change adaptation
-  Transition to a circular economy
-  Protection and restoration of biodiversity & ecosystems

EU Finance @EU_Finance

Say hello to the new #EUtaxonomy Compass! 🗺️
ec.europa.eu/sustainable-fi...

This online tool will help you navigate through the EU taxonomy, check which activities are included for each objective & display the according criteria. It will always be up-to-date & you can even download it!



TAXONOMY COMPASS

European Commission

EU Taxonomy Compass

Home > EU Taxonomy Compass

Filter by sector or activity

Activities by sector ▾

- All sectors
- All activities
- Forestry
- Environmental protection and restoration activities
- Manufacturing
- Energy
- Water supply, sewerage, waste management and remediation
- Transport
- Construction and real estate activities
- Information and communication
- Professional, scientific and technical activities
- Water supply, sewerage, waste management and remediation activities
- Construction and real estate
- Financial and insurance activities
- Education
- Human health and social work activities
- Arts, entertainment and recreation

Sector ▾	Activity ▾	Pollution prevention	Biodiversity
Arts, entertainment and recreation	Creative arts and entertainment activities		
Arts, entertainment and recreation	Libraries, arches, museums and cultural activities		
Arts, entertainment and recreation	Motion picture, video and television programme production, sound recording and music		

Trustworthy Artificial Intelligence

Due diligence is required regarding the trustworthiness of all AI-based systems/ techniques used or developed in projects funded under Horizon Europe.

Under Horizon Europe, the **technical robustness*** of the proposed AI based systems must be evaluated under the **excellence** criterion.

(*) Technical robustness refers to technical aspects of AI systems and development, including resilience to attack and security, fallback plan and general safety, accuracy, reliability and reproducibility.

AI-based systems or techniques should be or be developed to become:

- **Technically robust, accurate and reproducible**, and able to deal with and inform about possible failures, inaccuracies and errors, proportionate to the assessed risk posed by the AI-based system or technique.
- **Socially robust**, in that they duly consider the context and environment in which they operate.
- **Reliable and function as intended**, minimizing unintentional and unexpected harm, preventing unacceptable harm and safeguarding the physical and mental integrity of humans.
- Able to provide a suitable explanation of its **decision-making process**, whenever an AI-based system can have a significant impact on people's lives.

Social Sciences and Humanities

Assessing the effective contribution of social science and humanities disciplines and expertise as part of the scientific methodology of the project.

When the **integration of SSH is required**, applicants have to show the roles of these disciplines or provide a justification if they consider that it is not relevant for their project.

Why integrating social sciences and humanity matters?

Many societal challenges are too complex to be overcome by a single scientific discipline. Technical solutions are often preconditions for new policy outcomes, but in themselves insufficient to have a meaningful impact. The lasting societal impacts that policy-makers seek are often equally reliant on insights from social sciences and the humanities. A few examples:

- **Social sciences** (law, ethics, psychology, political sciences...) are an essential component of the research responses to public health emergencies.
- **Economics and political science** are major components of projects focusing on socio-economic evaluation of climate-change impact.
- **Psychology, cultural considerations, ethics and religion** are essential to improve the support to palliative care patients.
- **Linguistics, cultural studies and ethics** are an important part of projects aiming to develop AI enhanced robotic system and improve human/robot interaction.
- **Economics and social sciences** are essential to devise effective measures of recovery after the Covid-19 pandemic.



18 May 2021

Modulate cooperation with third countries

- Develop **targeted international cooperation actions** in calls for proposals in areas of mutual interest under Horizon Europe and exploit the opportunities for association to Horizon Europe.
- Develop **strategic research and innovation plans for Africa** and launch a comprehensive 'Africa Initiative' under Horizon Europe.
- Seek to agree on the **EU-China Joint Roadmap on science, technology and innovation** cooperation to secure a level playing field and reciprocity as a precondition for future cooperation.
- Implement the Strategic Roadmap of the **EU-CELAC Action Plan on Science, Technology and Innovation** (2021-2023) and support the **ASEAN-EU Dialogue on Science and Technology**.



Cooperación Internacional

Cooperación internacional
≠
Financiación a terceros países



Impact and Exploitation

2 – Impact

2.1 Project's pathways towards Impacts

- 2.1.1 Expected outcomes and impacts
- 2.1.2 Scale and significance of the contribution of the project
- 2.1.3 Requirements and potential barriers

2.2 Measures to maximise impact – Dissemination, Exploitation and Communication

- 2.2.1 Dissemination activities
- 2.2.2 Communication activities
- 2.2.3 Exploitation of results
- 2.2.4 Management of Intellectual Property

2.3 Summary (Impact Canvas)

Don't mix concepts

1) Impact logic

Key Impact Pathways

Key Impact Pathways (KIPs):

Indicadores establecidos por la Comisión para medir el cumplimiento de los objetivos de Horizonte Europa

2) Practical implications

Project's pathway to impact

Project's Pathway towards Impacts:


El camino que sigue el Proyecto hacia la consecución de los impactos esperados

2 - Impact

2.1 Project's pathways towards Impacts

2.1.1 Expected outcomes and impacts

Describe the **unique** contribution of your project results to the expected outcomes and impacts

-  - State the target groups that would benefit from your project results
- Break target groups into particular interest groups or segments of society relevant to your project

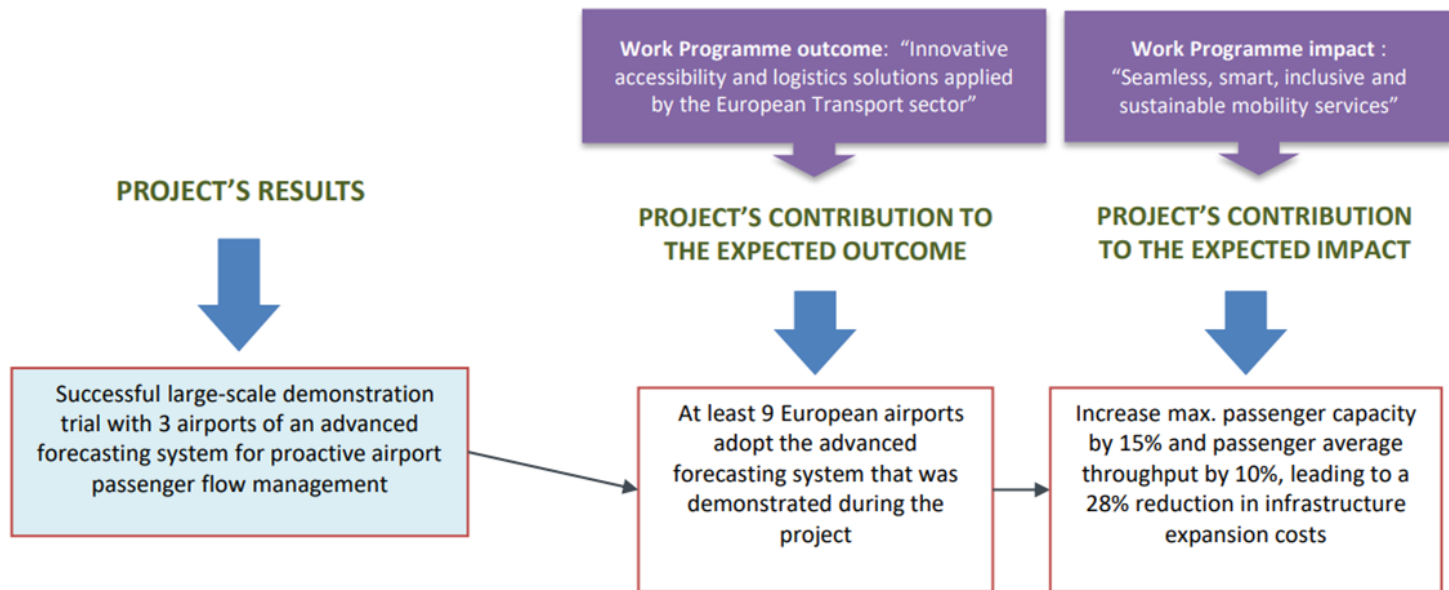


Scientific		
Outcome specified in the topic	Project contribution	Means of verification
Impact specified in the Destination	Project contribution	Means of verification
Economic/Technological		
Outcome specified in the topic	Project contribution	Means of verification
Impact specified in the Destination	Project contribution	Means of verification
Societal		
Outcome specified in the topic	Project contribution	Means of verification
Impact specified in the Destination	Project contribution	Means of verification

2.1.1 Expected Outcomes and Impacts

<p>PROJECT RESULTS</p>	<p>What is generated during the project implementation. This may include for example know-how, innovative solutions, algorithms, proof of feasibility, new business models, policy recommendations, guidelines, prototypes, demonstrators, databases and datasets, trained researchers, new infrastructures, networks, etc. Most project results (inventions, scientific works, etc) are “Intellectual Property”, which may, if appropriate be protected by formal “Intellectual Property Rights” (short term)</p>
<p>EXPECTED OUTCOMES => TOPIC</p>	<p>The expected effects of projects over the medium term. This may include the uptake, diffusion, deployment, and/or use of the project’s results by direct target groups. <u>Outcomes generally occur during or shortly after the end of the project.</u> (medium term)</p>
<p>EXPECTED IMPACTS => DESTINATION</p>	<p>Wider long term effects on society (including the environment), the economy and science, enabled by the outcomes of R&I investments. <u>Impacts generally occur some time after the end of the project.</u> (long term)</p>

2.1.1 Expected Outcomes and Impacts - Ejemplo



Where are outcomes and impacts

Outcomes=>
en cada uno
de los topics

HORIZON-CL5-2021-D3-02-01: Demonstration of wave energy devices to increase experience in real sea condition

Specific conditions	
<i>Expected EU contribution per project</i>	The Commission estimates that an EU contribution of around EUR 15.00 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts.
<i>Indicative budget</i>	The total indicative budget for the topic is EUR 15.00 million.
<i>Type of Action</i>	Innovation Actions
<i>Admissibility conditions</i>	The conditions are described in General Annex A. The following exceptions apply: The page limit of the application is 70 pages.
<i>Legal and financial set-up of the Grant Agreements</i>	The rules are described in General Annex G. The following exceptions apply: The granting authority may object to a transfer of ownership or the exclusive licensing of results under certain conditions.
Expected Outcome: Project results are expected to contribute to all of the following expected outcomes:	
<ul style="list-style-type: none"> • Demonstrated performance and reliability of wave energy devices producing comparable and public results using international metrics • Improved knowledge on how to operate wave energy devices, their availability maintainability and to increase the impact it is expected that projects are sharing project data. • Reduction of the LCOE in line with the SET Plan targets (actions should clearly justify estimated LCOE at project start and end, using a recognised calculation methodology). • Reinforced industrial supply chain in Europe. • Attraction of private investors to the sector and reduction of the cost of their investment by presented evidences and credible key performance indicators. 	
Scope: The action is expected to:	
<ul style="list-style-type: none"> • Demonstrate wave energy devices in real sea conditions for long periods of time (12-24 months) providing invaluable learnings regarding performance, reliability, availability, maintainability, survivability and environmental impact. 	

Destination – Sustainable, secure and competitive energy supply

The **expected impact**, in line with the Strategic Plan, is to contribute to “*More efficient, clean, sustainable, secure and competitive energy supply through new solutions for smart grids and energy systems based on more performant renewable energy solutions*”, notably through

- Fostering European global leadership in affordable, secure and sustainable **renewable energy technologies** and services by improving their competitiveness in global value chains and their position in growth markets, notably through the diversification of the renewable services and technology portfolio (more detailed information below).
- Ensuring cost-effective uninterrupted and affordable supply of energy to households and industries in a scenario of high penetration of variable renewables and other new low carbon energy supply. This includes more efficient approaches to managing **smart and cyber-secure energy grids** and optimisation the interaction between producers, consumers, networks, infrastructures and vectors (more detailed information below).
- Accelerating the development of **Carbon Capture, Use and Storage (CCUS)** as a CO₂ emission mitigation option in electricity generation and industry applications (including also conversion of CO₂ to products) (more detailed information below).

Fostering the European global leadership in affordable, secure and sustainable renewable energy technologies

The main impacts to be generated by topics targeting the renewable energy technologies and solutions under this Destination are:

- Availability of disruptive renewable energy and renewable fuel technologies and systems in 2050 in order to accelerate the replacement of fossil-based energy technologies.
- Reduced cost and improved efficiency of renewable energy and renewable fuel technologies and their value chains.
- De-risking of renewable energy and fuel technologies with a view to their commercial exploitation and net zero greenhouse gas emissions by 2050.
- Better integration of renewable energy and renewable fuel-based solutions in energy consuming sectors.
- Reinforced European scientific basis and European export potential for renewable energy technologies through international collaboration (notably with Africa in renewable energy technologies and renewable fuels and enhanced collaboration with Mission Innovation countries).
- Enhanced sustainability of renewable energy and renewable fuels value chains, taking fully into account social, economic and environmental aspects in line with the European Green Deal priorities.

Impactos =>
en la
introducción
de cada
Destination

2 - Impact

2.1 Project's pathways towards Impacts

2.1.2 Scale and significance of the contribution of the project

- To the expected outcomes and impacts
- Provide quantified estimates
- Explain your baselines, benchmarks and assumptions used for those estimates
- Explain assumptions, referring for example to any relevant study or statistics
- Try to use only one methodology for calculating your estimates, not different methodologies for each partner



- **“Scale”** => refers to how widespread the outcomes and impacts are likely to be. For example, in terms of the size of the target group, or the proportion of that group that should benefit over time
- **“Significance”** => refers to the importance, or value of those benefits. For example, number of additional healthy life years, efficiency savings in energy supply

2 - Impact

2.1 Project's pathways towards Impacts

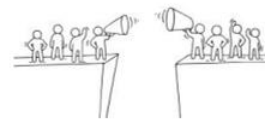
2.1.3 Requirements and potential barriers

Requirements and potential barriers to achieve the outcomes and impacts
<i>Describe any requirements and potential barriers - arising from factors beyond the scope and duration of the project - that may determine whether the desired outcomes and impacts are achieved.</i>
Mitigating measures to address identified barriers
<i>Describe any mitigating measures you propose, within or beyond your project, that could be needed should your assumptions prove to be wrong, or to address identified barriers</i>

- These may include, for example, other R&I work within and beyond Horizon Europe; regulatory environment; targeted markets; user behaviour
- Is any potential negative environmental outcome or impact identified? (including when expected results are brought at scale, such as at commercial level)
- Is the management of the potential harm properly described?
- Indicate if these factors might evolve over time



- This does not include the critical risks inherent to the management of the project itself, which should be described under 'Implementation'.



COMMUNICATION, DISSEMINATION AND EXPLOITATION WHY THEY ALL MATTER AND WHAT IS THE DIFFERENCE?

Communication: Promote your action and results

Inform, promote and communicate your activities and results



Reaching multiple audiences

Citizens, the media, stakeholders



How?

- Having a well-designed strategy
- Conveying clear messages
- Using the right media channels



When?

From the start of the action until the end



Why?

- Engage with stakeholders
- Attract the best experts to your team
- Generate market demand
- Raise awareness of how public money is spent
- Show the success of European collaboration

Legal obligation of your Grant Agreement

Dissemination: Make your results public

Open Science: knowledge and results (free of charge) for others to use



Only to scientists?

Not only but also to others that can learn from the results: authorities, industry, policymakers, sectors of interest, civil society



How?

Publishing your results on:

- Scientific magazines
- Scientific and/or targeted conferences
- Databases



When?

At any time, and as soon as the action has results



Why?

- Maximise results' impact
- Allow other researchers to go a step forward
- Contribute to the advancement of the state of the art
- Make scientific results a common good

Legal obligation of your Grant Agreement

Exploitation: Make concrete use of results

Commercial, Societal, Political Purposes



Only by researchers?

Not only, but also:

- Industry including SMEs
- Those that can make good use of them: authorities, industrial authorities, policymakers, sectors of interest, civil society



How?

- Creating roadmaps, prototypes, softwares
- Sharing knowledge, skills, data



When?

Towards the end and beyond, as soon as the action has exploitable results



Why?

- Lead to new legislation or recommendations
- For the benefit of innovation, the economy and the society
- Help to tackle a problem and respond to an existing demand

Legal obligation of your Grant Agreement

What else?



Acknowledge the EU funding!



EUROPEAN COMMISSION TOOLS



Research and Innovation success stories ●●●

A collection of the most recent success stories from EU-funded Research & Innovation.



Horizon Dashboard ●●●

An intuitive and interactive knowledge platform where you can extract statistics and data on EU Research and Innovation programmes – sorting by topics, countries, organisations, sectors, as well as individual projects and beneficiaries!



CORDIS ●●●

Multilingual articles and publications that highlight research results, based on an open repository of EU project information.



Horizon Results Booster ●●●

A service free of charge in case you would like to apply to benefit from one of these services:

1. Portfolio Dissemination & Exploitation Strategy
2. Business plan development
3. Go-to-Market Support



Horizon Magazine ●

The latest news and features about thought-provoking science and innovative research projects funded by the EU.



Innovation Radar ●●

A data-driven method focused on the identification of high potential innovations and the key innovators behind them in EU-funded Research and Innovation projects.



Horizon Impact Award ●

An annual prize to recognise and celebrate outstanding projects that have used their results to provide value for society. The award enables individuals or teams to showcase their best practices and achievements, and inspire beneficiaries of research and innovation funding to maximise the impact of their research!



Horizon Results Platform ●●

A public platform that hosts and promotes research results thereby widening exploitation opportunities. It helps to bridge the gap between research results and generating value for economy and society. You can create your own page to showcase your results, find collaboration opportunities and get inspired by the results of others!

- Communication
- Dissemination
- Exploitation

Keep in touch

-  Contact your PO
-  Funding & Tenders Opportunities portal
-  Research Enquiry Service

2 - Impact

2.3 Summary (Impact Canvas – new) (1/2)

SPECIFIC NEEDS	EXPECTED RESULTS	D & E & C MEASURES
<p><i>What are the specific needs that triggered this project?</i></p> <p>Example 1 Most airports use process flow-oriented models based on static mathematical values limiting the optimal management of passenger flow and hampering the accurate use of the available resources to the actual demand of passengers.</p> <p>Example 2 Electronic components need to get smaller and lighter to match the expectations of the end-users. At the same time there is a problem of sourcing of raw materials that has an environmental impact.</p>	<p>What do you expect to generate by the end of the project?</p> <p>Example 1Successful large-scale demonstrator: Successful large-scale demonstrator: Trial with 3 airports of an advanced forecasting system for proactive airport passenger flow management.</p> <p>Algorithmic model: Novel algorithmic model for proactive airport passenger flow management.</p> <p>Example 2 Publication of a scientific discovery on transparent electronics.</p> <p>New product: More sustainable electronic circuits.</p> <p>Three PhD students trained.</p>	<p>What dissemination, exploitation and communication measures will you apply to the results?</p> <p>Example 1 Exploitation: Patenting the algorithmic model.</p> <p>Dissemination towards the scientific community and airports: Scientific publication with the results of the large-scale demonstration.</p> <p>Communication towards citizens: An event in a shopping mall to show how the outcomes of the action are relevant to our everyday lives.</p> <p>Example 2 Exploitation of the new product: Patenting the new product; Licencing to major electronic companies.</p> <p>Dissemination towards the scientific community and industry: Participating at conferences; Developing a platform of material compositions for industry; Participation at EC project portfolios to disseminate the results as part of a group and maximise the visibility vis-à-vis companies.</p>

2 - Impact

2.3 Summary (Impact Canvas – new) (2/2)

TARGET GROUPS	OUTCOMES	IMPACTS
<p><i>Who will use or further up-take the results of the project? Who will benefit from the results of the project?</i></p> <p>Example 1 9 European airports: Schiphol, Brussels airport, etc.</p> <p>The European Union aviation safety agency.</p> <p>Air passengers (indirect).</p> <p>Example 2 End-users: consumers of electronic devices.</p> <p>Major electronic companies: Samsung, Apple, etc.</p> <p>Scientific community (field of transparent electronics).</p>	<p><i>What change do you expect to see after successful dissemination and exploitation of project results to the target group(s)?</i></p> <p>Example 1 Up-take by airports: 9 European airports adopt the advanced forecasting system demonstrated during the project.</p> <p>Example 2 High use of the scientific discovery published (measured with the relative rate of citation index of project publications).</p> <p>A major electronic company (Samsung or Apple) exploits/uses the new product in their manufacturing.</p>	<p><i>What are the expected wider scientific, economic and societal effects of the project contributing to the expected impacts outlined in the respective destination in the work programme?</i></p> <p>Example 1 Scientific: New breakthrough scientific discovery on passenger forecast modelling.</p> <p>Economic: Increased airport efficiency Size: 15% increase of maximum passenger capacity in European airports, leading to a 28% reduction in infrastructure expansion costs.</p> <p>Example 2 Scientific: New breakthrough scientific discovery on transparent electronics.</p> <p>Economic/Technological: A new market for touch enabled electronic devices.</p> <p>Societal: Lower climate impact of electronics manufacturing (including through material sourcing and waste management).</p>

SECTION 3: IMPLEMENTATION PLAN

Quality and efficiency of the implementation – aspects to be taken into account

– *Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the **effort assigned to work packages**, and the **resources overall***

– *Capacity and role of **each participant**, and extent to which the **consortium as a whole** brings together the necessary expertise.*

SECTION 3: GENERAL CONSIDERATIONS

- Begin Section 3 as soon as the objectives of Section 1 have been determined.
- Discuss with draft partners with breakdown of work packages and leaderships
- Adequate number of WPs taking into account size and complexity of project (WP Project coordination; WP Awareness, Impact creation & exploitation/sustainability; technical WPs)
- Determine important roles: scientific/technical coordinator, Innovation Manager, Exploitation Manager, dissemination/sustainabilityManager, dissemination/communication leader...
- Do not include too many editors

Work plan and resources *[e.g. 14 pages – including tables]*

Please provide the following:

- brief presentation of the **overall structure of the work plan**
- **timing** of the different **work packages** and their components (**Gantt chart** or similar)
- graphical presentation of the **components** showing how they **inter-relate** (**Pert chart** or similar)
- detailed work description, i.e.:
 - o a list of work packages (table 3.1a)
 - o a description of each work package (table 3.1b)
 - o a list of deliverables (table 3.1c)

- a list of **milestones** (table 3.1d)
- a table showing number of **person months** required (table 3.1f)
- a table showing description and justification of **subcontracting costs** for each participant (table 3.1g)
- a table showing justifications for '**purchase costs**' (table 3.1h) for participants where those costs **exceed 15% of the personnel costs** (according to the budget table in proposal part A)
- if applicable, a table showing justifications for 'other costs categories' (table 3.1i)
- if applicable, a table showing in-kind contributions from third parties (table 3.1j)

Consortium as a whole

Capacity of participants and consortium as a whole [e.g. 3 pages]

- *The individual participants of the consortium are described in a separate section under Part A. There is **no need to repeat that information** here.*
- Describe the consortium. How does it **match the project's objectives**, and bring together the necessary disciplinary and inter-disciplinary **knowledge**. Show how this includes expertise in social sciences and humanities, open science practices, and gender aspects of R&I, as appropriate. Include in the description affiliated entities and associated partners, if any.
- Show how the partners will have **access to critical infrastructure** needed to carry out the project activities.
- Describe how the **members complement one another** (and cover the value chain,

Consortium as a whole

- In what way does each of them **contribute to the project**? Show that each has a valid role, and adequate resources in the project to fulfil that role.
- If applicable, describe the industrial/commercial involvement in the project to ensure **exploitation of the results** and explain why this is consistent with and will help to achieve the specific measures which are proposed for exploitation of the results of the project.
- **Other countries and international organisations:** If one or more of the participants requesting EU funding is based in a country or is an international organisation that is not automatically eligible for such funding explain why the participation of the entity in question is essential to successfully carry out the project.

Operational capacity and interdisciplinarity

U UNIVERSITIES

- UEX Spain
- IP LEIRIA Portugal
- UNIPR Italy
- UNIFI Italy
- DMU Egypt
- TSP France
- ADU Turkey
- UTM Tunisia

R RESEARCH AND TECHNOLOGY ORG.

- IBE Italy
- CICYTEX Spain

S SME/INDUSTRIES

- IPBR France
- JASSP France

- EU Member States
- Non EU Member States



Last but not least

- Ask **feedback** from a colleague/support staff not directly involved
- Ask for **support**

Get guidance:

- [Funding & Tenders portal](#)
- Support office of your organisation
- National Contact Point



- Don't wait until the last minute -> **resubmit improved versions**
- Don't give any excuses to be marked down - **make it worth the investment**





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