



APRE

HOW TO WRITE A SUCCESSFUL PROPOSAL



Some key questions we should ask to ourselves

- Why are we interested in participate in the project?, Academic prestige, Financial Support to our research group, Technology Commercial Exploitation
- Are we aware of the added-value of our technology in the project?
- Do we know the possible applications of the project research results?
- Are we willing to devote time and effort to negotiate with the rest of partners the ownership of the results?
- Do we know how the results can be protected? Are we interested in exploit them?
- If the project results can be protected, are we willing to accept to be in charge of the protection, to make efforts in the drafting of documents, track the processing ...?



What potential participants should know at the proposal phase

- Which is our knowledge contribution to the project?
- Which knowledge will we need from the rest of partners?
- State of the art in the technical aspects in the project
- Should we establish a Protection, exploitation and dissemination strategy?
- Who will be the owner of the results?
- What happens in cases of joint ownership?
- Who and how will exploit the results?
- Who and how will disseminate the results?
- How are we protecting confidential information?



What is my Idea?

- What is the organisation STRATEGY?
- How does MY research fit in H2020 ?
- What are the FUNDING opportunities ?
- What is a REALISTIC choice for me ?
- What can I OFFER to a European project ?





Timeline: dall'idea al progetto

Idea progettuale

Preparazione della
proposta

Dai 3 ai 6 mesi

Sottomissione della
proposta



Timeline: dall'idea al progetto

Sottomissione
della proposta

Dai 2 ai 5 mesi

Prima indicazione della
Commissione Europea



Timeline: dall'idea al progetto

Prima indicazione della
Commissione Europea

○ Negoziazione

Dai 2 ai 3 mesi

Firma del Grant
Agreement



Timeline: dall'idea al progetto

Prima indicazione della
Commissione Europea

Negoziazione

Dai 2 ai 3 mesi

Firma del Grant
Agreement



Timeline: dall'idea al progetto

Firma del GA – Kick-off
Meeting

Period Reports

Da 1 ai 5 anni

Chiusura del progetto



Timeline: dall'idea al progetto

Idea progettuale

Dai 4 ai 6 anni

Chiusura del progetto

Documentazione

- Programma di Lavoro
'Work programme'
 - General annexes
 - Online manual
 - Templates
-
- Regole di Partecipazione
'Rules for the participation'
 - Contratto tipo
'Model Grant Agreement'
 - Annotated GA

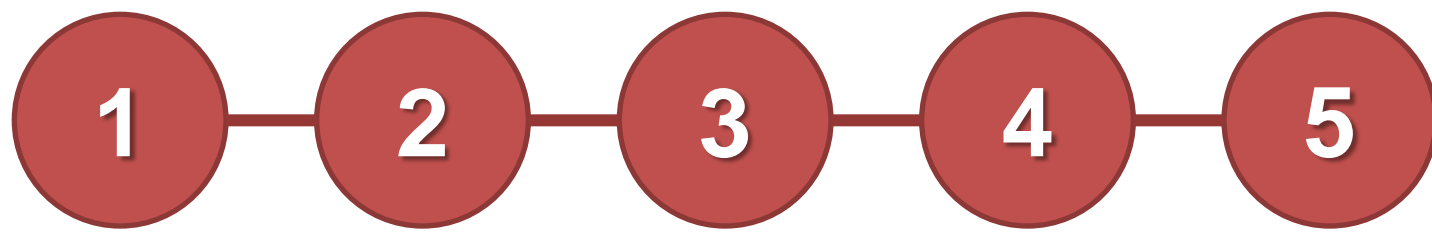
**Doc.
 ESSENZIALI**





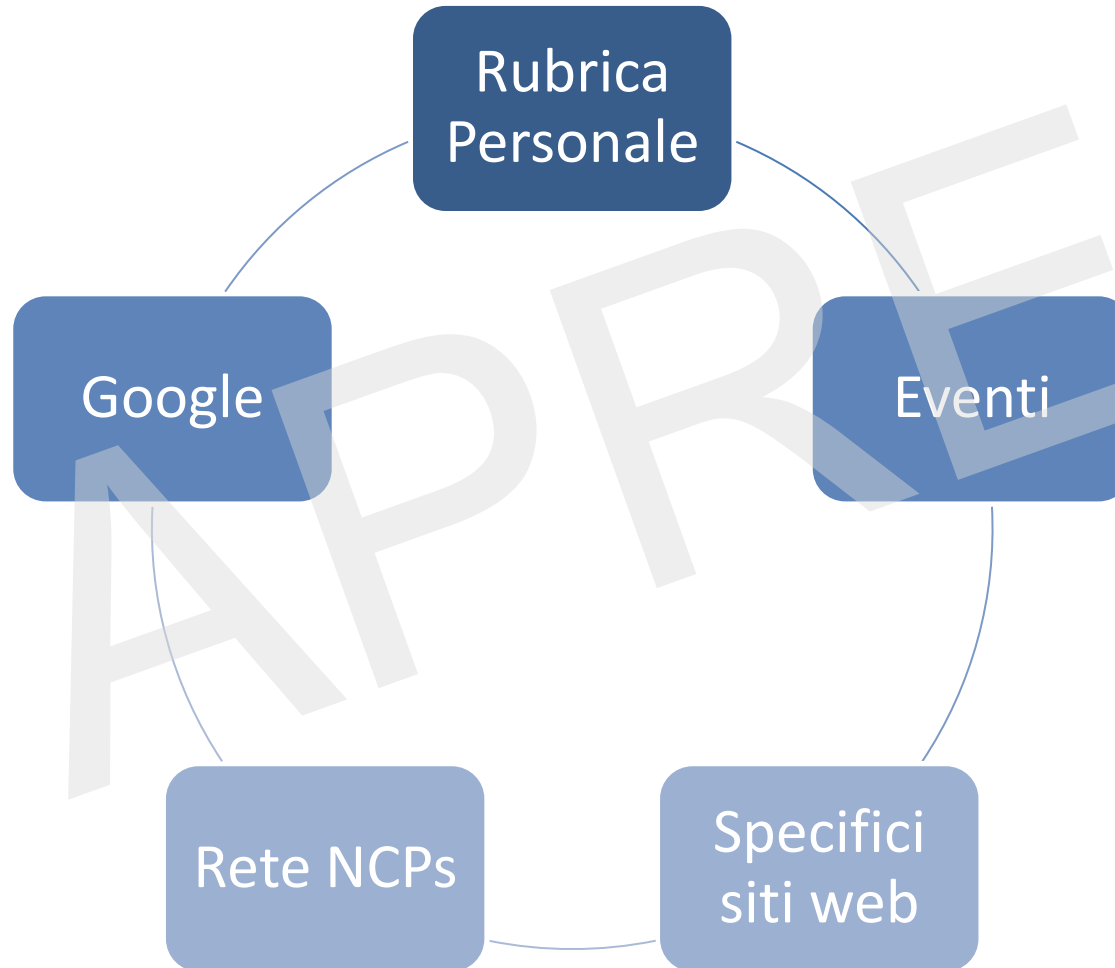
Ricerca Partner

APPRE





Ricerca Partner – Dove cercarli?





Useful link

- [CORDIS Partner Service](#)
- [Idealist Partner Search \(ICT\)](#)
- [Partner Search of Nanosciences and nanotechnologies, Materials and new Production technologies \(NMP\)](#)
- [Fit for Health](#)
- [IMI Partner Search](#)
- [Enterprise Europe Network Cooperation Opportunities Database](#)



Ricerca Partner – Partner Search?

Il servizio ricerca partner di APRE è provvisto di due funzioni:



Partner Search Database

In this section you can:

- Upload your own partner search
- Check the Partner Search Database



Profile Database

In this section you can:

- Upload your own profile
- Check the Profile Database

Partner Search Service



- Home
- Partner Search Database
- Upload your partner search
- Profile Database
- Upload your profile

Interested in participation in Research projects within the EU 7th Framework Programme?

Building an international consortium is the first step to take part in EU 7th Framework Programme. APRE has developed a new Partner Search service to assist organizations like universities, enterprises, research institutions, SMEs and other legal entities in finding appropriate partners/coordinators for participation in the EU 7th Framework Programme. This service provides you with details on partner profiles and active partnership requests from organizations across Europe and around the world.

Find a Partner Search

Code <input type="text"/>	Keywords <input type="text"/>
Country All <input type="button" value="v"/>	Organisation name <input type="text"/>
Status All <input type="button" value="v"/>	Call Identifier <input type="text"/>
Objective/Topic <input type="text"/>	Funding Scheme <input type="text"/>
<input type="button" value="Search"/>	

Logon

Useful Links

- VII Framework Programme
- National Contact Points
- International Cooperation
- FP7 calls for proposals
- Helpdesk

Are you a coordinator of a project proposal looking for partners?

[Publish your project idea in the Partner Search database »](#)

[Check the profile database to find a suitable partner search »](#)

Are you looking for participation in project proposal as a partner?

[Publish your Profile in the dedicated database »](#)

[Check the Partner Search database to find a project proposal to join »](#)



Partner Search Database

In this section you can:
 → Upload your own partner search
 → Check the Partner Search Database



Profile Database

In this section you can:
 → Upload your own profile
 → Check the Profile Database

Partner Search Service



- Home
- Partner Search Database
- Upload your partner search
- Profile Data

home > partner search database

Partner Searches Database

Cooperation

N. of ongoing / closed Partner Searches


› Health	5 / 5
› Food, agriculture, fisheries and biotechnology	8 / 0
› Information & communication technology	Ideal-ist
› Nanosciences, nanotechnologies, materials & new production technologies	NMP TeAm
› Energy	6 / 3
› Environment (including climate change)	6 / 10
› Transport (including aeronautics)	1 / 8
› Socio-economic sciences and humanities	NET4SOCIETY
› Space	6 / 4
› Security	0 / 8

Capacities

N. of ongoing / closed Partner Searches

› Research infrastructures	0 / 0
› Research for the benefit of SMEs	NCP-SME
› Regions of knowledge	0 / 0
› Research potential of convergence regions	0 / 0
› Science in society	0 / 5
› International cooperation	2 / 0

Partner Search Service



- Home
- Partner Search Database
- Upload your partner search
- Profile Data

home > profile database

Profiles Database

Search your profile by keywords

or choose a theme below

Cooperation

N. of ongoing Profiles

› Health	127
› Food, agriculture, fisheries and biotechnology	129
› Information & communication technology	111
› Nanosciences, nanotechnologies, materials & new production technologies	NMP TeAm
› Energy	127
› Environment (including climate change)	164
› Transport (including aeronautics)	158
› Socio-economic sciences and humanities	NET4SOCIETY
› Space	57
› Security	62

Capacities

N. of ongoing Profiles

› Research infrastructures	27
› Research for the benefit of SMEs	2
› Regions of knowledge	11
› Research potential of convergence regions	8
› Science in society	79
› International cooperation	62

Partner Search Service



Partner Search Service



- Home
- Partner Search Database
- Upload your partner search
- Profile Database
- Upload your profile

Profile Description

- **Code:** PROF-IT-SME-1119
- **Publication Date:** 30/05/2013

Organization details

- **Country:** Italy
- **Organization type:** SME
- **Organization description:** GEOCART is an Engineering Company providing technical services in the following sectors:
 - Earth Observation;
 - Environment;
 - Civil Protection;
 - Energy;
 - Information and Communication Technology;
 - Civil Engineering.
 The Company provides services of satellite image processing and refining-modeling geographic data coming from terrestrial and aerial mapping, using traditional and innovative techniques and instrumentation. Geocart's activities focus on the following fields:
 - hydro-geological risk management;
 - monitoring and detection of water resources;
 - intensive farming and forests monitoring;
 - urban planning and territorial governance;
 - planning, design and management of Geographic Information Systems;
 - check of infrastructures stability;
 - civil engineering support;
 - design and construction of plants for the electricity production from renewable sources;
 - monitoring of engineering works and infrastructure networks (railways, roads, power lines, pipelines);
 - applied research.a

Sector of interest

- **FP7 Programme:** Energy, Environment (including climate change), Space
- **Research topic:** Energy, Environment, Space

Logon

Useful Links

- VII Framework Programme
- National Contact Points
- International Cooperation
- FP7 calls for proposals
- Helpdesk

- Home
- Partner Search Database
- Upload your partner search
- Profile Database
- Upload your profile

home > partner search database > partner search view

Partner Search Description

- **Code:** PART-RO-UNI-243
- **Publication Date:** 04/04/2013

Organization details

- **Country:** Romania
- **Organization type:** University
- **Organization description:** The University of Petrosani has a long and beautiful tradition, being the successor of the Institute of Mining. Specialist training is done in three faculties: Faculty of Mining, Faculty of Mechanical and Electrical Engineering and the Faculty of Sciences. From 1945 until today, the University of Petrosani graduated thousands of engineers, economists, sociologists, mathematicians, teachers etc. Our University is currently training over 4500 students, post-graduates, supported by a team of over 200 teachers. Doctoral preparation is ensured by 19 scientific recognized personalities in the country and the world. The quality preparation offers students the opportunity to adapt and integrate quickly to the conditions and methods of other countries (USA, Canada, Italy, Spain, Israel, South America, Africa, Asia, etc). Everywhere, graduates trained at the University of Petrosani are ranked among the best professionals of the industry fields in which they operate.

Partner Search details

- **Programme / theme:** Environment (including climate change)
- **Topic:** ENV.2013.WATER.INNO&DEMO-1 Water innovation demonstration projects
- **Call deadline:** 04/04/2013
- **Project Title / Acronym:** WATEUR
- **Project Description:** University of Petrosani wants to create a consortium for the FP7-ENV-2013-WATER-INNO-DEMO appeal. Its purpose is to design eco-technologies based on extensive natural purifying wastewater, to recover energy and nutrients in a pilot phase. University of Petrosani is looking for partners for projects in different areas of expertise related to industrial water, industrial waste treatment and recovery of waste etc.
- **Partner Sought / Expertise required:** Description of the project
The main objective of this proposal is to design eco-technologies for wastewater treatment based on extensive natural processes, to recover energy and nutrients in the pilot phase. The goal is to transform domestic wastewater into clean energy resource, irrigation water, biofuel and compost. Technical objectives that want to be achieved in this proposal are:
 - Stimulate the biomass production by increasing the number of microorganisms using aeration lagoons with microalgae treatment systems at a small pilot scale.
 - Increase biogas production by anaerobic digestion of microalgae and other substrates.
 - Design for recovery technology and recycling nutrients from waste water
 - Design of filtration and disinfection systems, for the use of treated water in irrigation.
 - Development and implementation of irrigation water for crops from where biofuel can be obtained.
 - Implementation of some techniques of sludge compost Bio-Char used as a soil amendment in the pilot phase, while providing and obtaining biodiesel from sludge, joining in climate change strategies.

The scope of the proposal:

The purpose of this proposal is to make eco-technologies for wastewater treatment that can be used for systems sustainable and efficient treatment of wastewater from rural and suburban communities. To achieve its purpose, it is necessary the implementation of eco-technologies in pilot scale.

Technologies that will be designed and implemented extensive treatment will be based on the culture of microalgae, natural biological processes of wastewater filtration, low cost for maintenance and treatment, low energy consumption, sludge arising from wastewater will be well stabilized;

Expected Results/Impact:

The proposals want to be put in practice in rural and suburban communities, especially those with agricultural potential, in order to solve the economic and efficient wastewater sanitation problem. The main result of this proposal will be the production of energy and nutrients (stabilized sludge) from wastewater using eco-technologies.

The research results will be according with:

- The implementation of the Innovation Union Flagship Initiative 2020, and especially alignment goals in European Innovation Partnership on "Water";
- A partnership between public authorities, regulation authorities, water supply companies, researchers and public communities, to make effective the use of existing instruments and to adopt as soon as possible solutions for water treatment.

Logon

Useful Links

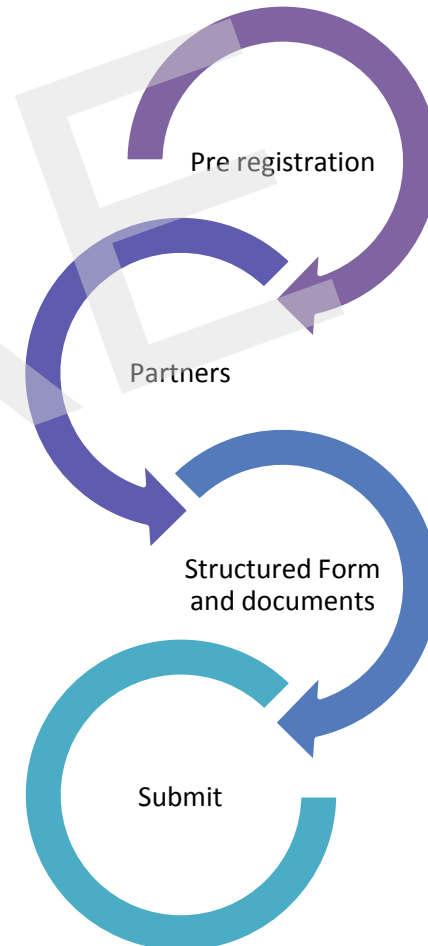
- VII Framework Programme
- National Contact Points
- International Cooperation
- FP7 calls for proposals
- Helpdesk



SEP Submission: what is it?

A wizard to create the proposal:

- A list of participants
- A set of structured forms (Legal, Financial...)
- A set of documents to attach



SEP

Step 1.
Log-in con l'account di
ECAS

External
European Commission Authentication Service (ECAS)
EUROPA > Authentication Service > Sign Up

Is the selected domain correct? External [Change it](#)

Login New password **Sign Up** Help

ECAS

 (authenticates your identity on European Commission websites)

Sign Up

[Help for external users](#)

Choose a username

First name *

Last name *

E-mail *

Confirm e-mail *

E-mail language *

 [Try another](#)
[Audio version](#)

Enter the code *

Privacy statement: by checking this box, you acknowledge that you have read and understood the [privacy statement](#) *

Sign up

* Required fields

SEP

Step 2.

Scegliere lo schema di finanziamento

Participant Portal
 Research & Innovation - Participants

European Commission > Research & Innovation > Participant Portal > Submission of Proposals

LOGIN FUNDING SCHEME CREATE DRAFT PARTIES EDIT PROPOSAL SUBMIT

Step 2

Funding Scheme

FP7-2012-NMP-ENV-ENERGY-ICT-EeB

Philippe Merle

Configuration unconfirmed!

You're using Chrome 16 on Windows. **Adobe Reader is not installed or not enabled.** Under these conditions, all PDF forms will have to be downloaded on your computer in order to be edited.

Funding scheme

Funding schemes are the types of research projects of the European Commission for the 7th Research Framework Programme. See more on funding schemes

Choose your funding scheme

SELECT

Small or medium-scale focused research project INFSO (STREP)
 CP-FP-INFSO
 closing on: 2012-02-02

You have selected: *Small or medium-scale focused research project INFSO (STREP)*, closing on: 2012-02-02

SEP

Step 3.

Inserire il PIC

A to Z | Sitemap | Search | About this site | Contact | Legal Notice | English (en) ▼

Participant Portal
Research & Innovation - Participants

European Commission > Research & Innovation > Participant Portal

LOGIN FUNDING SCHEME CREATE DRAFT PARTIES EDIT PROPOSAL SUBMIT

Step 3

Create a Draft Proposal

2011-SEP-PILOT-TEST

Philippe Merle

CP-FP-INFISO

SAT 01 December 2012 17:00:00 MET

323 days left until closure

Configuration OK

You're using Explorer 8 on Windows. **Adobe Reader (version 9 or above) is installed.**

For more information, go to the [help page](#), or read the [Starter Manual](#).

Create a Draft Proposal

Please enter the following information to create a draft proposal. Please note that fields marked with a star (*) are **mandatory**.

Your Organisation

In order to apply for this call, your organisation must be registered with the European Commission. If you know the unique 9-digit Participant Identification Code (PIC) of the organisation, enter it below. If not, please try searching for the organisation using the Search button below. If you cannot find your organisation you may apply for the PIC using URF (Unique Registration Facility) in Participant Portal.

Your organisation is also identified by a meaningful short name, usually provided during registration. You may change the default short name below if it is incorrect or missing. This change applies only to your current proposal and will not affect the official registration information.

PIC* Short name of the organisation*

Organisation you have been previously associated with. Click to select it.

993699817 ESKER 6 Rue des Emeraudes LYON, FR [VATTEST001]	976604052 HOLLYHILL INDUSTRIAL ESTATE CORK, IE []
---	--

Search for your organisation PIC

SEP

Step 4.

Gestione dei partner

Participant Portal
Research & Innovation - Participants

European Commission > Research & Innovation > Participant Portal > Submission of Proposals

LOGIN FUNDING SCHEME CREATE DRAFT **PARTIES** EDIT PROPOSAL SUBMIT

Step 4

Manage Your Related Parties

FP7-2012-NMP-ENV-ENERGY-ICT-EeB

Philippe Merle

CP-FP-INFISO

February 2012 17:00:00 Brussels Local Time

02

20 days left until closure

Acronym	ID	PIC	Contact
Acronym			
PMTT1			

Configuration unconfirmed!

You're using Chrome 16 on Windows. Adobe Reader is not installed or not enabled. Under these

Parties

In this step coordinators can manage and review the participants of your proposal.

Only coordinators can edit the elements on this screen

Note: Your changes will be applied only after you click the "Save changes" button.

Number of participants: 4 [Add Partner](#)

- Coordinator**
SAP AG
 SAP AG
 16 DIETMAR HOPP ALLEE, 69190 WALLDORF, DE
 PIC: 999911212
 Contact: Philippe Merle, David Baird
- Partner**
INP GRENOBLE
 INSTITUT POLYTECHNIQUE DE GRENOBLE
 46 AVENUE FELIX VIALLET, 38031 GRENOBLE CEDEX 1, FR
 FR: 999875225
 Contact: Marc Dostefano
- Partner**
Fraunhofer
 FRAUNHOFER-GESELLSCHAFT ZUR FOERDERUNG DER ANGEWANDTEN FORSCHUNG E.V.
 73231 HOFENSTRASSE, 89055 MÜNCHEN, DE
 Contact: Isabella Alba

SEP

Step 5.

Parte A e parte B

European Commission
RESEARCH - Participants

A to Z | Sitemap | Search | About this site | Contact | Legal Notice | English (en)

European Commission > Research > Participant Portal

LOGIN FUNDING SCHEME CREATE DRAFT **PARTIES** EDIT PROPOSAL SUBMIT

Step 5

Edit Proposal

2011-SEP-PILOT-TEST

Saul Mendizabal ramirez

CP-FP-INFSO

SAM 01 décembre 2012 17:00:00 CET

355 days until closure

Acronym ID PIC Contact

Draft ID
SEP-210002982

Configuration OK ✓

You're using Firefox 3.6 on Windows. Adobe Reader (version 9 or above) is installed.

For more information, go to the help page, or read the Starter Manual.

Administrative Forms

Edit will open the forms in Adobe Reader.

edit forms view history print preview

Part B and Annexes

In this section you may upload the proposal text itself (in PDF format only) and any other requested attachments.

download templates

Part B upload

<< back submit

Callouts:

- Banner giving you the action you can perform
- ID card of your proposal
- Compatibility results
- Navigation buttons



European Commission RESEARCH - Participants

European Commission > Research > Participant Portal

LOGIN FUNDING SCHEME CREATE DRAFT PARTIES EDIT PROPOSAL SUBMIT

Step 5 Edit Proposal

2011-SEP-PILOT-TEST

Saul Mendizabal ramirez

CP-FP-INFISO

01 décembre 2012 17:00:00 CET

354 days until closure

Acronym ID PIC Contact

Draft ID
SEP-210002982

Configuration OK

You're using Firefox 3.6 on Windows. Adobe Reader (version 9 or above) is installed..

For more information, go to the [help page](#), or read the [Starter Manual](#).

Edit Proposals' Forms

Edit forms: Fill the administrative forms in. Part A of the proposal

View the proposal history

[edit forms](#) [view history](#) [print preview](#)

Part B and Annexes

In this section you may upload the proposal text itself (in PDF format) and other attachments.

[download templates](#)

Part B [upload](#)

Download templates and other information files

Upload the files that will be part of the proposal. Part B

Print proposal preview

Submit the proposal package. Part A and Part B

[<< back](#) [submit](#)



Methodology for project design

APRE



Outline idea

- Describe on 1/2 page the following
 - What is the problem?
 - What are the goals?
 - What is your innovative solution?





Structuring a project

- Define clear objectives – WHY?
 - Objectives, NON results!!
- Define results – WHAT?
 - Measurable “deliverables”
- Plan activities – WHEN?
 - Work Packages, Gantt chart, Pert chart, etc.
- Responsibilities – WHO?
 - Each partner = role and responsibility
- Allocate resources – HOW MUCH?
 - to activities and partners





Objectives: WHY?

- Define the objectives in the European political contest
- General Objectives
 - Long term: beyond the duration of the project
 - Improve, strenght, facilitate, realize ...
- Specific Objectives
 - To be realized during the project implementation
 - Testing, pilot plant, develop new knowledge, ...



General vs Specific

- General objectives are **broad and long-term**. Specific objectives are short term and narrow in focus. The general objective is met through accomplishing each of the specific objectives.

Example :

- General Objective: Tom will increase profits in the lawn care division from ten thousand dollars annually to ten thousand , five hundred dollars by 1/15/2010.
- Specific objectives:
 - John will increase his monthly customer contacts for 40 to 65 or more by 5/1/08.
 - John will circulate 100 promotional flyers in at least 5 new counties by 2/2/09.
 - John will make follow up calls to at least 90% of the counties targeted above by 4/1/09.
 - John will increase his work hours from 20 to 25 or better beginning 4/1/09.

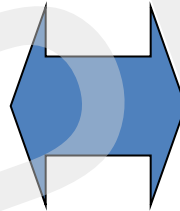


General Objectives

Organisations (PU/PRI)

Enhancement / Profit!

- Improving profit
- Enhancing innovation
- Improving efficiency
- Cost reduction
- Formare il personale
- Migliorare l'immagine
- Enter new market



European Union

Policies of the Community!

- generate growth
- job creation
- protecting the environment
- Creating industrial leadership
- move towards a low-carbon economy
- investing in skills & training
- modernising labour markets and welfare systems
- Increase the competitiveness of EU

Translate your own objectives into
 the political objectives of the EC



Example:

General objectives:

The aim of ESTERPHARMA is development of competitive and eco-friendly biotechnological routes for production of molecules with pharmacological (antimicrobial, antiviral, anti-inflammatory and/or antitumour) activity.

Specific objectives:

- Optimizing enzyme production, bringing the production of 4 native and 1 improved fungal feruloyl esterases and 2 native and 1 improved fungal glucuronoyl esterase from lab scale to fermentation level at 5-20 l scale with a production level of at least 10 mg/l.
- Developing improved downstream processes and methods for enzyme formulation and immobilisation: achieving at least 2-fold increase in conversion yield by using enzymatic cocktails, and developing immobilised biocatalysts recyclable at least ten times.
-



Gli obiettivi devono essere:

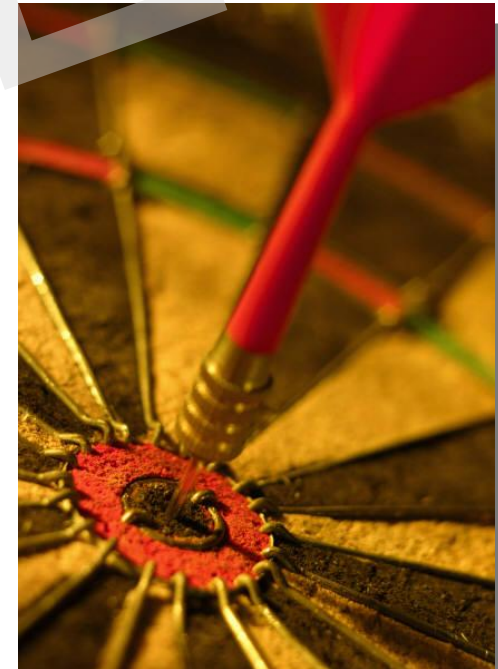
S *Specific*

M *Measurable, verifiable*

A *Achievable*

R *Relevant*

T *Timeliness*





Results: WHAT?

- Main results
 - Primary goals to realise the project objectives
- Detailed results
 - Intermediary results necessary for the achievement of the main results (deliverables)
 - Used for monitoring the project implementation
 - Material: prototype of platform, software, publications, report ...
 - Immaterial: new knowledge (in report), proven added value
- QUANTIFY E QUALIFY!



Planning activities: WHEN?

- Visibility of the work:
 - Work Breakdown Structure (WBS)
 - Work Packages (WP)
 - Tasks (T)
 - Flow chart (Pert Chart)
 - Bar/Gantt Chart
 - Milestones
- Management basis (monitoring)



Work Breakdown Structure

- Decomposition of a project into smaller components. It defines and groups a project's discrete work elements in a way that helps organize and define the total work scope of the project
- WBS is developed by starting with the end objective and successively subdividing it into manageable components in terms of size, duration and responsibility (e.g. tasks, subtasks and work packages) which include all steps necessary to achieve the objective



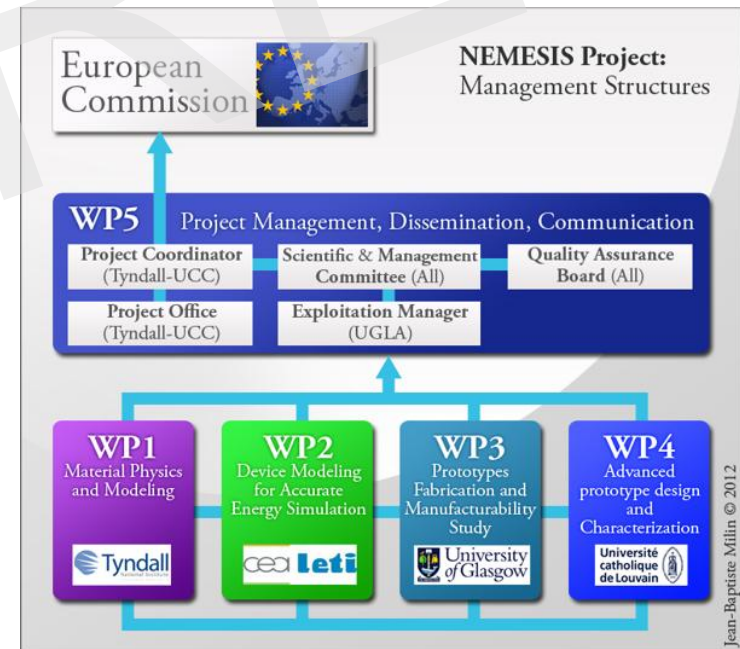
Il diagramma di Pert

Rappresentazione delle interdipendenze tra le attività (solitamente tra WP)

Lo scopo di tale rappresentazione è:

- definire il "cosa fare" in modo logico attraverso un diagramma di flusso

Esempio:

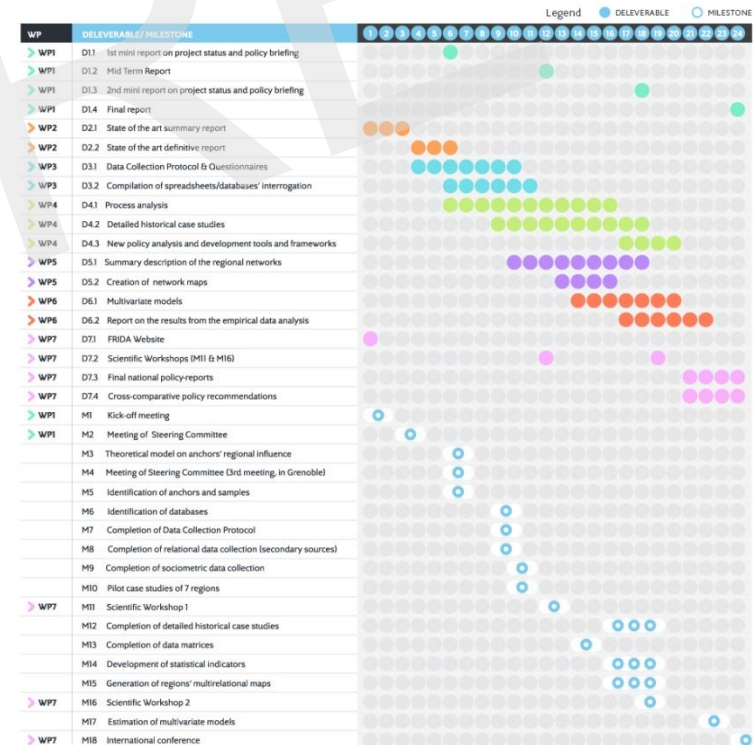


Il diagramma di Gantt

Rappresentazione temporale delle attività (WP e T)

Lo scopo del diagramma di Gantt è di definire:

- il "cosa fare" in una certa quantità di tempo (durata)
- un riferimento per il controllo dell'avanzamento
- eventi o date chiave (milestones)





Milestones

- Are control points where decisions are needed with regard to the next stage of the project.
- For example, a milestone may occur when a major result has been achieved, if its successful attainment is required for the next phase of work.
- Another example would be a point when the consortium must decide which of several technologies to adopt for further development.





Responsibility: WHO?

- Principal partners
 - each partner has a clearly defined role
 - Link the results to project partners
 - Complementarity
 - Different types
- Involvement of external stakeholders
 - Users: Evaluation Committee
 - Advisory committee
- Consortium agreement





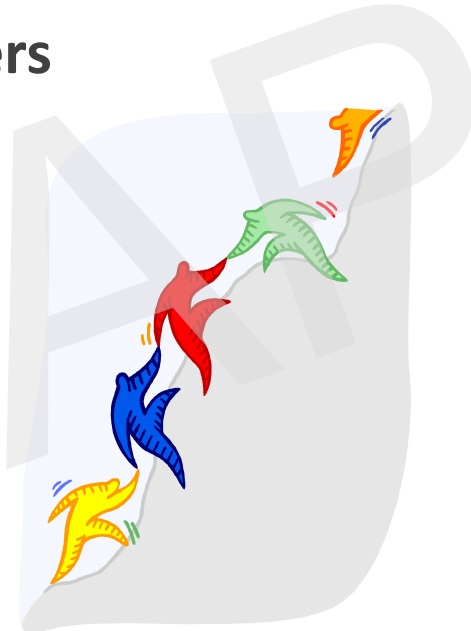
Roles in the project

Official roles

- Coordinator
- Partner
- WP leaders

Practical roles

- Technology/solution
- Developer
- End user
- Training specialist
- Project manager
- Dissemination expert
- ..





MNG STRUCTURE/PROCEDURES GOVERNANCE

- Decision making and/or executive bodies, their composition,
- Their competencies (coordination, monitoring, decision-making) procedures for appointment,
 - Timing and modalities for meetings,
 - Voting rules (unanimously, majority)

- **Procedures for GA/CA revision**
- **Decisions related to defaulting or leaving parties, access of new beneficiaries**



GOVERNANCE BODIES

- GENERAL ASSEMBLY
 - (all partners; the “consortium” in the GA)
 - EXECUTIVE COMMITTEE (or Management Board)
 - (coordinator+ WP leaders)
 - SUB WP MANAGEMENT BOARD
 - (all partners or WP leaders)
- OTHER SPECIFIC BOARDS
- (IPR; GENDER; ETHICAL aspects etc.)



You are only part of the puzzle

- Always look for
- Balance, Complementarity, Excellence, Commitment

**Create your
 consortium in line
 with the project
 objectives**

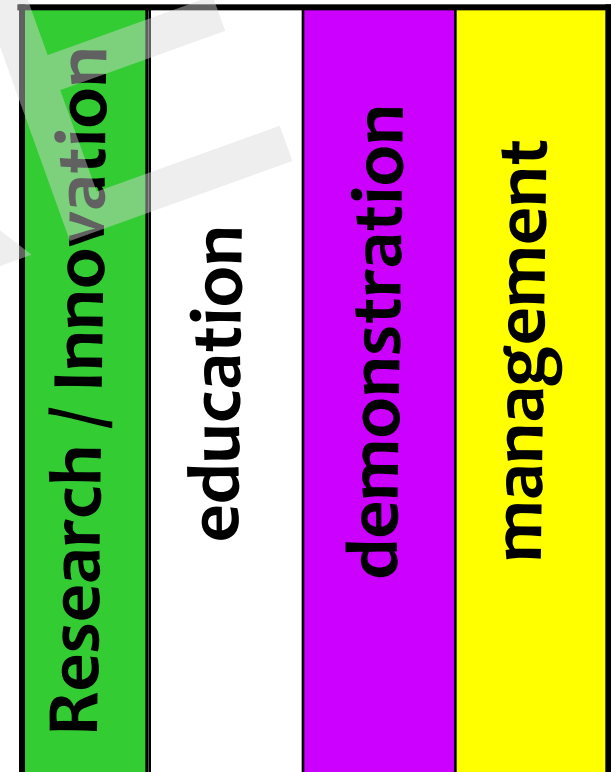




Allocate resources: HOW MUCH?

- Realistic Budget : AFTER the definition of:
- results, activities and roles of the partners **Activities**

- Eligible costs:
- Personnel
- Travel/subsistence
- Material/equipment
- Overheads
- Subcontract





TIPOLOGIE DI ATTIVITÀ

APPRE



ATTIVITA' DI RICERCA (RTD)



- *Attività rivolta alla creazione di nuove conoscenze, nuove tecnologie e nuovi prodotti*
- *Attività rivolta ad ampliare la conoscenza scientifica e tecnologica non direttamente collegata ad obiettivi commerciali o industriali*

ATTIVITA' DI DIMOSTRAZIONE (DEM)

Attività finalizzate a provare l'utilizzabilità di nuove tecnologie che presentano un potenziale vantaggio economico, ma che non possono essere commercializzate direttamente

Disegno e assemblaggio di prototipi

Test di validazione

Infrastrutture di validazione (es. Galleria del vento), trials clinici, miniaturizzazione, scaling up

Pre-certificazioni per test



ATTIVITA' DI MANAGEMENT (2)

I costi sostenuti per il Management comprendono:

Gestione del partenariato

(legale, etica, amministrativa e finanziaria)

Certificazione della rendicontazione (se prevista)

Spese per mantenimento Consortium Agreement

Gestione dei bandi lanciati dal consorzio (se previsti)



OTHER ACTIVITIES

Altre attività previste dai CP sono:

- **Attività direttamente correlate agli obiettivi del progetto**, con potenziale impatto sul risultato del progetto (Es. dibattiti e iniziative su questioni etiche, di genere, socio-economiche, ecc)
- **Attività di training** dei ricercatori e del personale coinvolto nel progetto
- **Attività di disseminazione dei risultati della ricerca**, considerate “tasks” integranti il progetto, in particolare:



PROPOSAL WRITING TIPS

APPRE



Un pò di LOBBY

PRIMA DELLA PRESENTAZIONE DEL PROGETTO !!

Confrontare con gli NCP, la Delegazione e i funzionari della Commissione la consistenza della vostra idea progettuale



Soddisfare..

CIASCUN criterio di valutazione

- Titolo accattivante, acronimo
- Sintesi organica del progetto (obiettivi, risultati, approccio R&D, partnership, utilità dei risultati, sfruttamento)
- Convincente background e stato dell'arte
- Chiarire obiettivi, metodi, risultati e deliverables
- Un piano di lavoro ben strutturato
- Un'appropriata struttura del management
- Un piano dettagliato per l'implementazione e lo sfruttamento dei risultati
- Una descrizione realistica dei costi
- Un consorzio bilanciato (ruoli, qualifiche)



Educate i valutatori

Non considerate solo gli aspetti scientifici
 (non è uno scientific paper!)

Ma anche quelli politici, economici e sociali!

E dimostrate la vostra preparazione anche su questi temi con
 dati e cifre



GRAZIE PER L'ATTENZIONE!

APRE

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