How to write a successful proposal in H2020?
17.10.2018, Kyiv

Gorazd Weiss, Centre for Social Innovation (ZSI), Austria
I. Short H2020 INTRO & Resources
II. EU Log In & PIC CODE
III. Project identification
IV. Deconstructing the Call
V. Partner Search Tools
VI. Types of Actions/Projects in H2020
VII. RIA Proposal Excellence (A forms & B1 part)
Terminology

H2020:
EC GLOSSARY
IPR HELPDESK: https://www.iprhelpdesk.eu/glossary/a

GENERAL PM TERMINOLOGY:
https://www.smartsheet.com/complete-glossary-project-management-terminology
Information about administrative issues

Awareness about the legal, administrative and financial requirements – H2020 Funding Guide

http://ec.europa.eu/research/participants/docs/h2020-funding-guide/index_en.htm
Resources

✓ Horizon 2020 Online Manual
  http://ec.europa.eu/research/participants/docs/h2020-funding-guide/grants/grant-management/communication_en.htm

✓ Annotated GA

✓ Brochure "Communicating EU Research & Innovation"

✓ Science communication Event – 24 July 2016

✓ Video tutorials
  https://www.youtube.com/playlist?list=PLvpwIjZTs-Lhe0wu6uy8gr7JFfmv8EZuH
What is Horizon 2020?

• Your access to European research and innovation

Horizon 2020 is open to the world!

• The EU Framework Programme for Research & Innovation

• The biggest multinational programme of its kind with a budget of almost € 80 billion

• Horizon 2020 welcomes researchers & institutions, public or private, from all over the world
04. Horizon 2020: Three priorities

1. **Excellent science**
   - €24.4 billion

2. **Industrial leadership**
   - €17 billion

3. **Societal challenges**
   - €31 billion

**Industry driven**
Strategic investments in key technologies
Support to innovative companies

**Researchers driven**
Excellent science is the foundation of tomorrow’s technologies, jobs and wellbeing

**Society driven**
Address concerns of citizens and society/EU policy objectives
Multidisciplinary collaborations
Horizon 2020 Structure

**EXCELLENT SCIENCE**
- European Research Council
- Future and Emerging Technologies (FET)
- Marie Skłodowska-Curie research grant scheme
- Research Infrastructures

**INDUSTRIAL LEADERSHIP**
- **ICT**
- **Key Enabling Technologies (KETs):**
  - Microelectronics
  - Photonics
  - Nanotechnologies
  - Advanced materials
  - Production systems
  - Biotechnologies
- **Space**
- **Innovation in Small and Medium Enterprises (SMEs)**
- **Access to Risk Finance**

**SOCIETAL CHALLENGES**
- Health, wellbeing and aging
- Food security, bioeconomy, ...
- Safe, clean, efficient energy
- Intelligent, green, integrated transportation
- Climate, environment, raw materials
- Inclusive, innovative society, capable of reflection
- Security

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Spreading of best practices and widening participation

Science with and for Society

European Institute of Innovation and Technology (EIT)

Joint Research Centre (JRC)
How to participate in Horizon 2020

There are two ways to participate:

1. FUNDING FOR COLLABORATIVE RESEARCH
   Together with at least 3 legal entities from 3 different countries of the EU or from Countries Associated to Horizon 2020 + international partner

2. FUNDING FOR INDIVIDUAL RESEARCHERS
   Researchers of all nationalities are welcome to participate
FUNDING FOR COLLABORATIVE RESEARCH IN HORIZON 2020!

How to participate in a collaborative project?

• As a legal entity you can take part in collaborative projects of Horizon 2020

• All proposals must meet certain minimum conditions:
  • 3 participants from different EU member states or associated countries
  • The international partner (countries not Associated to H2020) must come in addition to this minimum
Leadership in enabling and industrial technologies (LEIT)

- Manufacturing
- ICT
- Biotechnology
- Nanotechnology
- Materials
- Processing
- Space
Societal Challenges

• Health, demographic change and wellbeing
• Food security, sustainable agriculture and forestry, marine and maritime and inland water research and the bio-economy
• Secure, clean and efficient energy
• Smart, green and integrated transport
• Climate action, environment, resource efficiency and raw materials
• Europe in a changing world: Inclusive, innovative and reflective societies
• Secure societies – Protecting freedom and security of Europe and its citizens
FUNDING FOR INDIVIDUAL RESEARCHERS IN HORIZON 2020

Where in Horizon 2020 can you find funding for individual research?

- European Research Council (ERC)
  = excellent research

- Marie Skłodowska-Curie Actions (MSCA)
  = mobility of researchers and technical staff
Cross-cutting issues

- International cooperation
- Social Sciences & Humanities
- Open access & Data management
- Climate action & Sustainable development
- Ethics
- Gender
- SMEs
- ERA-NETs
- Links to regional policy
- Intellectual property
- Innovation procurement

III. EU LOG IN & Registration
The European Commission's main authentication service (ECAS) has gone through a major redesign phase to make it more user-friendly. More than a new look and feel, its name also changed to "EU Login".

This ensures a secure, “single sign-on” approach: 1 person = 1 e-mail address = 1 “EU LOGIN” account.

The creation of an EU LOGIN account is free and easy.
Register or log in to your EU LOGIN account
Create an account

Fill in the “E-mail” field using your individual professional email address.

Note: the e-mail is the main identifier (1 person = 1 e-mail address = 1 ECAS account)
confirmation e-mail with confirmation link to your inbox
What is a PIC code?

A Participant Identification Code is a unique 9-digit identifier for the European Commission to confirm your organisation’s details.

Before registering it is recommended that you confirm your organisation does not already have a PIC code. In order to do so, follow the link below:

PM Cycle in H2020 projects - Extended

Project Identification
- Project idea
- Identification of a H2020 Call
- Identification of project partners

Project/Proposal preparation, design and planning
- Proposal writing
- Project Budget Proposal submission
  - ECAS (EU Portal)

Evaluation of the proposal by independent experts

Grant Agreement preparation and signature
- ECAS portal
  - preparation of Annex I. to GA= Description of Action (DoA)

Project Implementation, Monitoring and reporting

Project closure & final scientific and financial reporting
IV. Project Identification
Project Idea =>

Identification of the Horizon 2020 Call that matches your project idea

Preparation of your Research Profile (profile of your institution)

Identification of partners in EU relevant to the Call

Register in Participant portal (get a PIC number and validate your institution)

Read the latest EU documents related to your topic:

- Europe 2020 strategy (http://ec.europa.eu/europe2020/index_en.htm)
- EU policies (http://ec.europa.eu/policies/index_en.htm)

Read the latest scientific papers related to your topic
Innovation in H2020 means successful exploitation of new ideas to produce tangible benefits.
What kind of project will I implement? (scope, limits, objectives, expected impact)
What will I do with the results? (exploitation, dissemination, knowledge transfer)
With whom will I implement this project? Who does what? (consortium, respective tasks, responsibilities)
Why should my project be funded by the EC? (European added value)
How will I successfully carry it to term? (resources, management, methodology)
How much will it cost? What funding can I expect? (budget plan and EC contribution)
Do I have my organization’s support? (human and financial resources)
How to find funding for your research idea?

Participant Portal – search for the funding opportunities

Horizon 2020
How to search?

a) by area of interest

b) by keyword

c) by Horizon 2020 priority areas
# How to search?

a) By **area of interest**

Horizon 2020 basic website  

**Agriculture & Forestry** | **Aquatic Resources** | **Bio-based Industries**  
**Biotechnology** | **Energy** | **Environment & Climate Action** | **Food & Healthy Diet**

**Funding Researchers** | **Health** | **ICT Research & Innovation**

**International Cooperation** | **Key Enabling Technologies** | **Partnerships with Industry and Member States** | **Raw Materials** | **Research Infrastructures**

**Security** | **SMEs** | **Social Sciences & Humanities** | **Society** | **Space** | **Transport**
b) By **keyword**

Keyword Search: **Health**

If you don't find your topic, you can also use the **free text search**.

Select the Programme
Hold the 'CTRL' key to select several programmes.

**H2020**

Forthcoming

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**Topic: BG-08-2018-2019: All Atlantic Ocean Research Alliance Flagship**

**Publication date:** 27 October 2017

**Types of action:** RIA Research and Innovation action

**Deadline Model:** two-stage

**Opening date:** 16 October 2018

**Deadline:** 23 January 2019 17:00:00
**2nd stage Deadline:** 04 September 2019 17:00:00

**Time Zone:** (Brussels time)
Open, Closed, Forthcoming
Calls for Proposals
Identify your topic
What information do thematic work programmes provide?

- Introduction
- Overview of the scheduled call(s)
- **Description of the topics**
- **Call Key data:**
  - Opening date, deadline
  - indicative budget per Topic/Call
  - one-stage/two-stage procedure
  - indicative date for evaluation outcome & grant signing
- Budget

https://ec.europa.eu/programmes/horizon2020/h2020-sections
• The EC will launch new re-designed participant portal in the next months!
IV. DECONSTRUCTING THE CALL
Deconstructing a call text

- **Specific Challenge**: introduces the problem/question at stake
- **Scope**: presents what exactly is expected to be done
- **Expected impacts**: lists what is supposed to be achieved

- **Objectives `=> Specific challenge**
- **Relation to the work programme => Scope**
- **Concept and approach => TRL, (inter)national activities linked to the project,...**
- **Ambition=> beyond the state-of-the-art and innovation potential**
Deconstructing the call

**Example: SFS-32-2018: Supporting microbiome coordination and the International Bioeconomy Forum**

**Specific challenge:** Knowledge of the potential of microbial systems, or microbiomes, throughout the food chains, is seen as a promising means to ensuring the sustainability of our food system. [...]  

**Scope:** Proposals should aim at a platform for collaboration and coordination across various microbiome-related research and innovation programmes, in Europe and worldwide, throughout the food systems and beyond, including both terrestrial and aquatic environments (e.g. linkages among microbiome related work in plants, animals, soils, marine and human health). [...]  

**Indicative Budget:** The Commission considers that proposals requesting a contribution from the EU in the range of EUR 3 million would allow this specific challenge to be addressed appropriately. Nonetheless, this does not preclude submission and selection of proposals requesting other amounts. [...]  

**Expected Impact:** In line with the EU Bioeconomy Strategy, in the short/medium term proposals will:  

- Improve coherence and reduce the overlap between national and EU funding in microbiome research; reinforce collaborations and knowledge exchange with international networks to promote coherence and applicability of microbiomes; [...]  

**Type of Action:** Coordination and support action
(1) Planned Title of the project:
(2) Objectives/Aim of the project:
(3) Project background:
(4) Expected results and lead users of these results:
(5) How do you want to achieve these objectives?
   Work phases of the project:
(6) Which partner expertise is necessary to achieve these objectives? Consortium in brief:
(7) Planned duration of the project:
(8) Expected budget:
V. Partner Search Tools
Online Partner search databases

- Bilateral contacts
- Bilateral projects
- Young researchers
- Brokerage events
- International conferences/workshops
Roles of project participants

- Each of the project partners can have different roles.
- Roles are defined in the project workplan description
- Roles:
  - Work package leader
  - Task leader
  - Activity leader
  - Task participant...
Boundary conditions for the partner search

• Consider which competences / partners (type of institutions, expertise, origin) you need to fulfill all the objectives / carry out all activities

• Consider how many partners you can “afford” with the available budget

• Consider to present a project with balanced participation from different regions

• Consider that each partner should have a dedicated position in the consortium but at the same time that you might want to have more than one partner covering a “key” expertise (risk mitigation in case one partner has problems to deliver)
A balanced consortium

- Depends on the type of action (CSA, RIA, etc.)
- Excellent research
  - Science and technology partners (multidisciplinarity, complementarity)
- Sound implementation
  - Dedicated partners with expertise to develop, test, validate; users of technology; pilot sites, demonstration, excellent management
- High impact
  - Partners with experience and expertise to exploit the knowledge generated, disseminate results, etc. (multipliers)
Profile of your institution/organisation/company

2 PAGES ONLY!

Provide targeted information about your institution:

✓ a description of the your institution and your competences with an explanation of how its profile matches the tasks in the proposal (half page limit)

✓ CVs of the persons, including their gender, who will be primarily responsible for carrying out the proposed research and/or innovation activities; (6 lines maximum)

✓ a list of up to 5 relevant publications, and/or products, services or other achievements relevant to the call content;

✓ a list of up to 5 relevant previous projects or activities, connected to the subject of this proposal;

✓ a description of any significant infrastructure and/or any major items of technical equipment, relevant to the proposed work;

✓ Include your logo

✓ Contact details of your institutions (Name in English/national language, Acronym/ PIC number, full address, contact details (including email, phone…))
Finding the right partners

• Use existing contacts with experience of EU funding programs

• Use Partner Search facility on the Horizon 2020 Participant Portal website:

• Search the CORDIS database for participants similar projects in FP7/H2020: http://cordis.europa.eu/projects/home_en.html

• Use social media (e.g. LinkedIn forums)
Partners Search – Online database

• Bilateral contacts
• Bilateral projects
• Young researchers
• Brokerage events
• International conferences/workshops

https://cordis.europa.eu/partners/web/guest
Partners Search – Online database – CORDIS (running and previous projects)

Marie Sklodowska-Curie Actions

Net4Mobility: http://www.net4mobility.eu/

Research Infrastructures

RICH: http://www.rich2020.eu

Information and Communication Technologies

IDEALIST: http://www.ideal-ist.eu/

Nanotechnologies, advanced materials, advanced manufacturing and processing, biotechnology

NMP TeAm 3 http://www.nmpteam.com/

Innovation in SMEs, Access to Risk Finance

ACCESS4SMES http://www.access4smes.eu/
Nanotechnologies, advanced materials, advanced manufacturing and processing, biotechnology

NMP TeAm 3 http://www.nmpteam.com/

Innovation in SMEs, Access to Risk Finance

ACCESS4SMES http://www.access4smes.eu/
Societal Challenge 1: Health, Demographic Change and Wellbeing
Health NCP Net 2.0 (HNN 2.0)  
http://www.healthncp.net/health-ncp-net-hnn-20

Societal Challenge 2: Food Security, Sustainable Agriculture and Forestry, Marine, Maritime and Inland Water Research and the Bioeconomy
BioHorizon: a network of BIO NCPs.  
http://www.ncp-biohorizon.net/

Societal Challenge 3: Secure, clean and efficient energy
C-ENERGY 2020:  
http://www.c-energy2020.eu/

Societal Challenge 4: Smart, Green and Integrated Transport
ETNA Plus:  
http://www.transport-ncps.net/
Societal Challenge 5: Climate action, environment, resource efficiency and raw materials
NCP CaRe: http://www.ncps-care.eu/

Societal Challenge 6: Europe in a changing world: inclusive, innovative and reflective societies
Net4Society: http://www.net4society.eu/

Societal Challenge 7: Secure societies - protecting freedom and security of Europe and its citizens
SEREN3: http://www.seren-project.eu/

Science with and for Society
SiS Net: http://www.sisnetwork.eu/
Contacting the partners

• Initial contact -> indication of interest
• Identify specific contact person
• Provide summary of the project
• Request description of their activities and background related to the proposal topic, information about experiences / track-record, unit costs for budget planning, administrative information (PIC, etc.)
VI. Types of Actions
Types of Actions/ Projects in H2020

Coelborative projects

- Research and Innovation Action (RIA);
- Coordination and Support Action (CSA);
- Innovation Action (IA);
- Marie Skłodowska-Curie Actions (MSCA) - Research and Innovation Staff Exchange (RISE), Research networks (ITN), Co-funding of regional, national and international programmes (COFUND)

Individual projects

- European Research Council (ERC);
- Marie Skłodowska-Curie Actions (MSCA) - Individual Fellowship (IF).

Modalities of the participation

Formal participation with the Grant Agreement (GA)
- Coordinator;
- Partner
- Associated party;
- Third party.

Without Grant Agreement

- Subcontractor
- International partner: connected or dependent to a project partner, but which is not formally connected to the project and do not sign an agreement.
<table>
<thead>
<tr>
<th>Type of Action/Project</th>
<th>What?</th>
<th>Who?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research and Innovation Actions (RIA)</td>
<td>Funding available for collaborative research projects tackling clearly defined challenges which can lead to the development of new knowledge or new technology.</td>
<td>Consortia of partners from different countries, industry and academia. Min. 3 legal entities established in 3 Member States or Associated Countries.</td>
</tr>
<tr>
<td>Innovation Actions (IA)</td>
<td>Funding available for closer-to-the-market activities including prototyping, testing, demonstrating, piloting, scaling-up etc. for new or improved products, processes or services.</td>
<td>Consortia of partners from different countries, industry and academia. Min. 3 legal entities established in 3 Member States or Associated Countries.</td>
</tr>
<tr>
<td>Coordination and Support Action (CSA)</td>
<td>Funding available for actions consisting primarily of accompanying measures, such as the coordination and networking of research and innovation projects, programmes and policies (e.g. training, dissemination, exploitation, standardization, policy dialogues, etc.). Funding for research and innovation per se not covered.</td>
<td>Single entities or consortia of partners from different countries, industry and academia. Min. 1 legal entity established in 1 Member State or Associated Country.</td>
</tr>
</tbody>
</table>
Technology Readiness Levels (TRLs)

✓ The TRL is a **new dimension in Horizon 2020**.
✓ Many of the call topics have a defined TRL at which the implementation of the proposal is intended to start, as well as a target TRL.
✓ The use of Technology Readiness Levels (TRLs) as a measurement of the maturity level of particular technologies is a new development in Horizon 2020.

✓ This measurement system **provides a common understanding of technology status and addresses the entire innovation chain**.
✓ By evaluating a technology project against the parameters for each Technology Readiness Level one can assign a TRL rating to the project based on its stage of progress.
✓ There are nine technology readiness levels; TRL 1 being the lowest and TRL 9 the highest.
VII. STRUCTURE OF THE PROPOSAL (RIA)
Example: structure of a RIA (Research & Innovation Action)

**Part A**
(online form)
- Administrative forms

**Part B**
(to be uploaded as pdf PDF)
1. Excellence
2. Impact
3. Implementation
4. Members of the consortium
5. Ethics and Security
a) Part A: administrative forms:

A1: General Information

Project Title
Akronym
Keywords
Abstract
Declarations

A2: Administrative data of all participating institutions

All beneficiaries need to have a valid PIC number
Contact persons from each institution should be added
Part A to be completed online
A3: Budget

Budget per beneficiary

Indirect costs are calculated automatically

3 - Budget for the proposal

<table>
<thead>
<tr>
<th>No</th>
<th>Participant</th>
<th>Country</th>
<th>(A) Direct personnel costs/€</th>
<th>(B) Other direct costs/€</th>
<th>(C) Direct costs of sub-contracting/€</th>
<th>(D) Direct costs of providing financial support to third parties/€</th>
<th>(E) Costs of in-kind contributions not used on the beneficiary’s premises/€</th>
<th>(F) Indirect Costs / € (=0.25(A+B-E))</th>
<th>(G) Special unit costs covering direct &amp; indirect costs / €</th>
<th>(H) Total estimated eligible costs / € (=A+B+C+D+F+O)</th>
<th>(I) Reimbursement rate (%)</th>
<th>(J) Max.EU Contribution / € ((+=Pi))</th>
<th>(K) Requested EU Contribution/ €</th>
</tr>
</thead>
<tbody>
<tr>
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</tr>
</tbody>
</table>

Part A to be completed online
**A4: Ethic and issues**

### 4 - Ethics issues table

<table>
<thead>
<tr>
<th>1. HUMAN EMBRYOS/FOETUSES</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does your research involve Human Embryonic Stem Cells (hESCs)?</td>
<td>Yes  No</td>
</tr>
<tr>
<td>Does your research involve the use of human embryos?</td>
<td>Yes  No</td>
</tr>
<tr>
<td>Does your research involve the use of human foetal tissues / cells?</td>
<td>Yes  No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2. HUMANS</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does your research involve human participants?</td>
<td>Yes  No</td>
</tr>
<tr>
<td>Does your research involve physical interventions on the study participants?</td>
<td>Yes  No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3. HUMAN CELLS / TISSUES</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does your research involve human cells or tissues (other than from Human Embryos/ Foetuses, i.e. section 1)?</td>
<td>Yes  No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>4. PERSONAL DATA</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does your research involve personal data collection and/or processing?</td>
<td>Yes  No</td>
</tr>
<tr>
<td>Does your research involve further processing of previously collected personal data (secondary use)?</td>
<td>Yes  No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>5. ANIMALS</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does your research involve animals?</td>
<td>Yes  No</td>
</tr>
</tbody>
</table>

**Part A to be completed online**
Part B

1. Excellence
   1.1 Objectives
   1.2 Relation to the work programme
   1.3 Concept and methodology
   1.4 Ambition

2. Impact
   2.1 Expected impacts
   2.2 Measures to maximise impact Dissemination and exploitation of results Communication (internal/external) activities

3. Implementation
   3.1 Work plan - Work packages, deliverables
   3.2 Management structure, milestones and procedures
   3.3 Consortium as a whole
   3.4 Resources to be committed

4. Members of the consortium
   4.1 Participants (applicants)
   4.2 Third parties involved in the project (including use of third party resources)

5. Ethics and Security
   5.1 Ethics
   5.2 Security
VII/B: RIA PART B: EXCELLENCE
Example: structure of a RIA (Research & Innovation Action)

Part A
(online form)

- Administrative forms

Part B
(to be uploaded as pdf PDF)

1. Excellence
2. Impact
3. Implementation
4. Members of the consortium
5. Ethics and Security
RIA (Part B)

1. Excellence
   1.1 Objectives
   1.2 Relation to the work programme
   1.3 Concept and methodology
   1.4 Ambition

2. Impact

3. Implementation

4. Members of the Consortium (*no page limit*)

5. Ethics and Security
B1. Excellence

1. Objectives
2. Relation to the work programme
3. Concept and methodology
4. Ambition
B1.1 Objectives

- Overall aim => Short introductory paragraph answering 5 KEY QUESTIONS
  - Which problem are you trying to solve?
  - Is it a European priority or could it be solved at national level?
  - Is the solution already available?
  - Why now?
  - Why you? Are you the best consortium to do this work?

- 2-3 OVERALL OBJECTIVES

- Specific objectives (not more then 5)
B1.1 Objectives

Describe the specific objectives for the project, which should be clear, measurable, realistic and achievable within the duration of the project.

Objectives should be consistent with the expected/identified exploitation and impact of the project.
S M A R T OBJECTIVES

S  specific, concrete
  •  What exactly are you going to achieve?
  •  Is the objective written in a clear and comprehensible way?

M  measurable
  •  How can you tell if the objective is reached?
  •  Are there clear indicators or parameters to measure the objective?
A  acceptable
  – Acceptence of project results by stakeholders?
  – Do the objectives provide an acceptable solution to the problem?

R  realistic
  – Is the objective achievable, given the time and resources committed?

T  timely
  – When will the objectives be achieved?
1.2 Relation to the work program

Indicate the work programme topic to which your proposal relates, and explain how your proposal addresses the specific challenge and scope of that topic, as set out in the work programme.
Make a table of all relevant elements of the topic text and the way you deal with them in the project.

<table>
<thead>
<tr>
<th>The scope of call XXX is:</th>
<th>Our project (Acronym) will provide/responds with</th>
</tr>
</thead>
<tbody>
<tr>
<td>„……“</td>
<td>….</td>
</tr>
<tr>
<td>„……“</td>
<td>….</td>
</tr>
</tbody>
</table>
(a) Concept

- Describe and explain the **overall concept** underpinning the project. Describe the **main ideas, models or assumptions** involved. Identify any **inter-disciplinary considerations**; where relevant, use of stakeholder knowledge.

- Describe the **positioning** of the project e.g. where it is situated in the spectrum from ‘idea to application’, or from ‘lab to market’. Refer to **Technology Readiness Levels** where relevant.
• The right question:
  – How the objectives will be reached?

• The wrong question:
  – What exactly and when will be done?
**Concept**

- the concept should be based on a certain *model/hypothesis/assumption* that should be clearly stated and elaborated....(best if the hypothesis is based on findings of consortium members!)
- ...some *facts/figures/numbers* to the current situation
- this section is still *quite general*, not too much methodological detail with regards to the „how“
- Include a *table about projects/knowledge you build upon*
- Describe any *national or international research and innovation activities* linked to the project
(b) Methodology

- Describe and explain the overall methodology, distinguishing, as appropriate, activities indicated in the relevant section of the work program, e.g. for research, demonstration, piloting, first market replication, etc;

- demonstrate the excellence of the consortium...

- you will be applying gender analysis = Where relevant, describe how gender analysis is taken into account in the project’s content.

  - NOT: how many women and men work in your project
1.4 Ambition

- Describe the **advance** your proposal would provide **beyond the state-of-the-art**, and the extent to which the proposed work is **ambitious**.

- Describe the **ground-breaking nature of the objectives**, concept, trans-disciplinarily considered, **innovation potential**...
• Possible to break down into several subareas:
  – What is the state of the art in this field?
  – How does your project go beyond this state of the art?

• Stress the AMBITION of the project!

• don’t be unrealistic!
THANK YOU FOR YOUR ATTENTION!

CONTACT:
Gorazd Weiss, Project Coordinator
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Sources: European Commission - DG Research & Innovation (public available presentations) & Horizon 2020 funded projects

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