We are #FundingChampions

Event
5GTurbo
Funding Webinar

Date
15.06.2022

Speaker
Graciela Garrido Grela
Head of Sales

Building partnerships-positioning champions in various EU proposals

FundingBox
#FundingChampions

eit Urban Mobility

Co-funded by the
European Union

“House rules” for the webinar

- Participants are automatically mutated at the start of the webinar.
- All participants are requested to use their real name and surname.
- During the presentation participants can write questions which will be answered in the Q&A session.
- This webinar is recorded. We will use this to send you after the session.
- For further questions, please kindly introduce yourself and keep your questions short and concise.

5GTurbo coaching services: **Funding**

STAGE 1

Webinar — May 25, 2PM to 3PM
Bring your Pitch to the next level
By NextMove

Webinar — June 02, 11AM to 12
Cascade funds for startups and SMEs
By FundingBox

Webinar — June 08, 11AM to 12
Current opportunities to obtain financial support from European funds
By FundingBox

June 15, 11AM to 12
Building partnerships - positioning champions in various EU proposals
By FundingBox

June 27, 2PM to 3PM
Building an efficient proposal in Horizon Europe compared to H2020
By NextMove

STAGE 2

INDIVIDUAL SESSIONS

Individual preparation to pitch in front of NextMove committee of business experts
By NextMove

Pitch training in front of NextMove committee of business experts
By NextMove

INDIVIDUAL SESSIONS

Grand scan - Analysis of funding opportunities for your development needs
By FundingBox

About **me**

Graciela Garrido

#FundingCoach

1. EU Projects: Introduction
2. EU Projects: Steps to Participate
3. EU Projects: Partner Search

1. EU Projects: Introduction

1. EU Projects: Introduction

What is a project?

A project is a single piece of work with:

- predefined **start and end dates**
- a clear specification of the **objective** or **the scope of the work**
- a pre-established **budget**, and
- a **timeline** that is dismantled when the project is completed.

Ref.- (James P. Lewis, 1995)

1. EU Projects: Introduction

Key Issues

Innovation

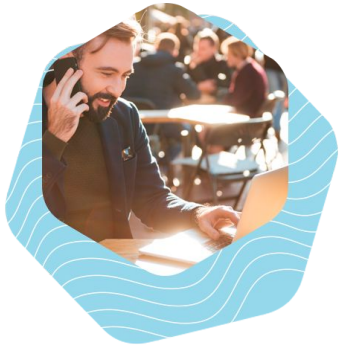
Sufficiently novel in terms of the subject, technology, methodology, target group, etc.

Piloting

It must contain a testing component, which must be tested before being executed. This is the experimental part.

Transnationality

Problem with a Europe-wide presence, results that can be transferred to other countries.



Multiplier effect

A problem and solution that can be disseminated and replicated.

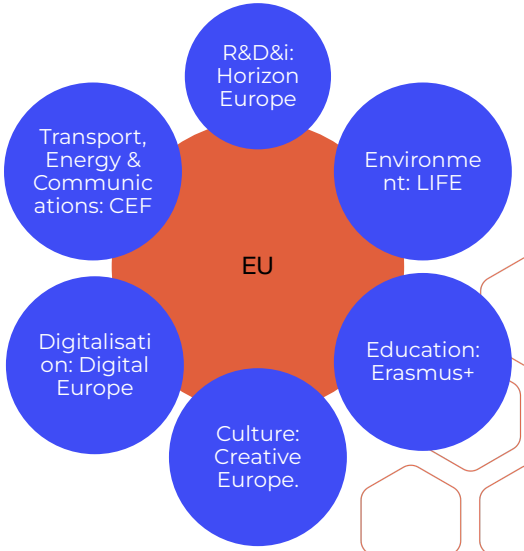
EUROPEAN ADDED VALUE

1. EU Projects: Introduction

Topics

EC Topics

Main EU Programmes by topic (2021-2027)



1. EU Projects: Introduction

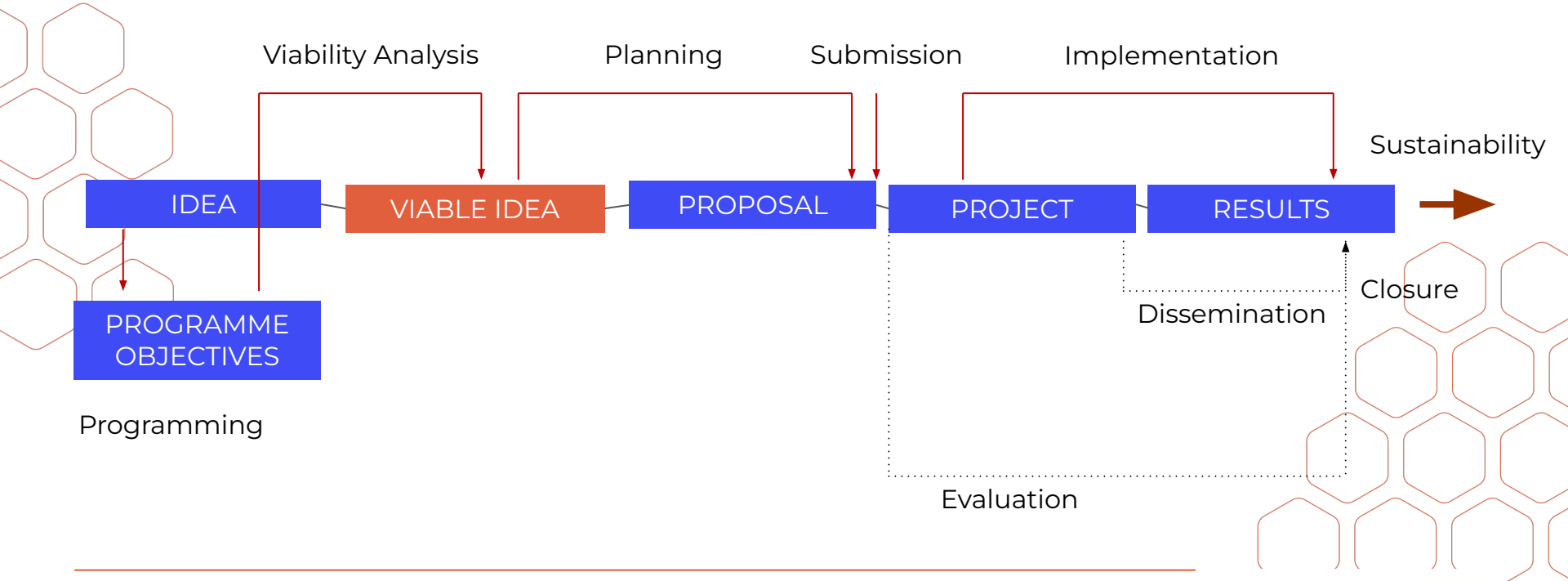
Where to find the information?

Funding & Tender Opportunities:

https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home

1. EU Projects: Introduction

Project Life cycle



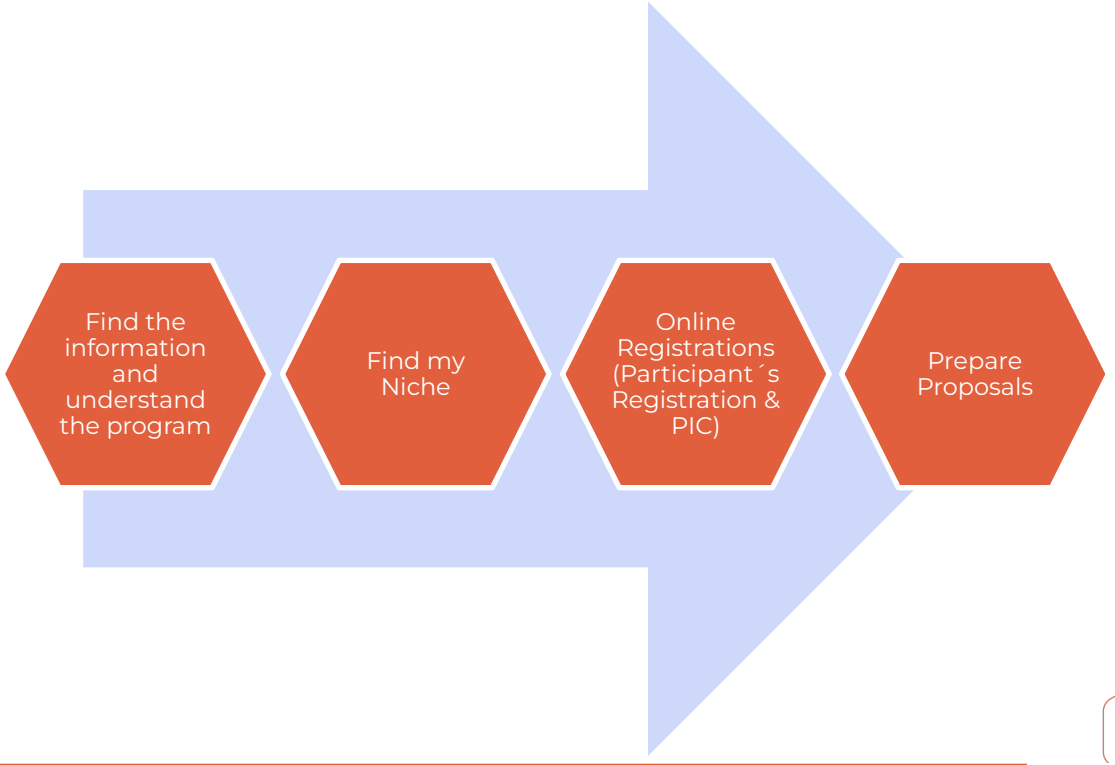
2. EU Projects: Steps to Participate

2. EU Projects: Steps to participate

Introduction

2. EU Projects: Steps to participate

Steps to Follow



2. EU Projects: Steps to participate

Steps to Follow: Find the information and understand the program

Calls for proposals

- Priorities
- Specific Objectives

Programme Guidelines

- Registration
- Financial conditions

Participant Portal

- Online forms and instructions
- Submission procedures
- Timeline
- Grant Agreement

Guide for applicants

- Start date and maximum duration.
- Objectives.
- Maximum Grant.
- Minimum consortium.
- Type of organisations in consortium.
- Target groups (end-users/beneficiaries).
- Scope and type of activity.
- Award criteria.
- Deadlines.

2. EU Projects: Steps to participate

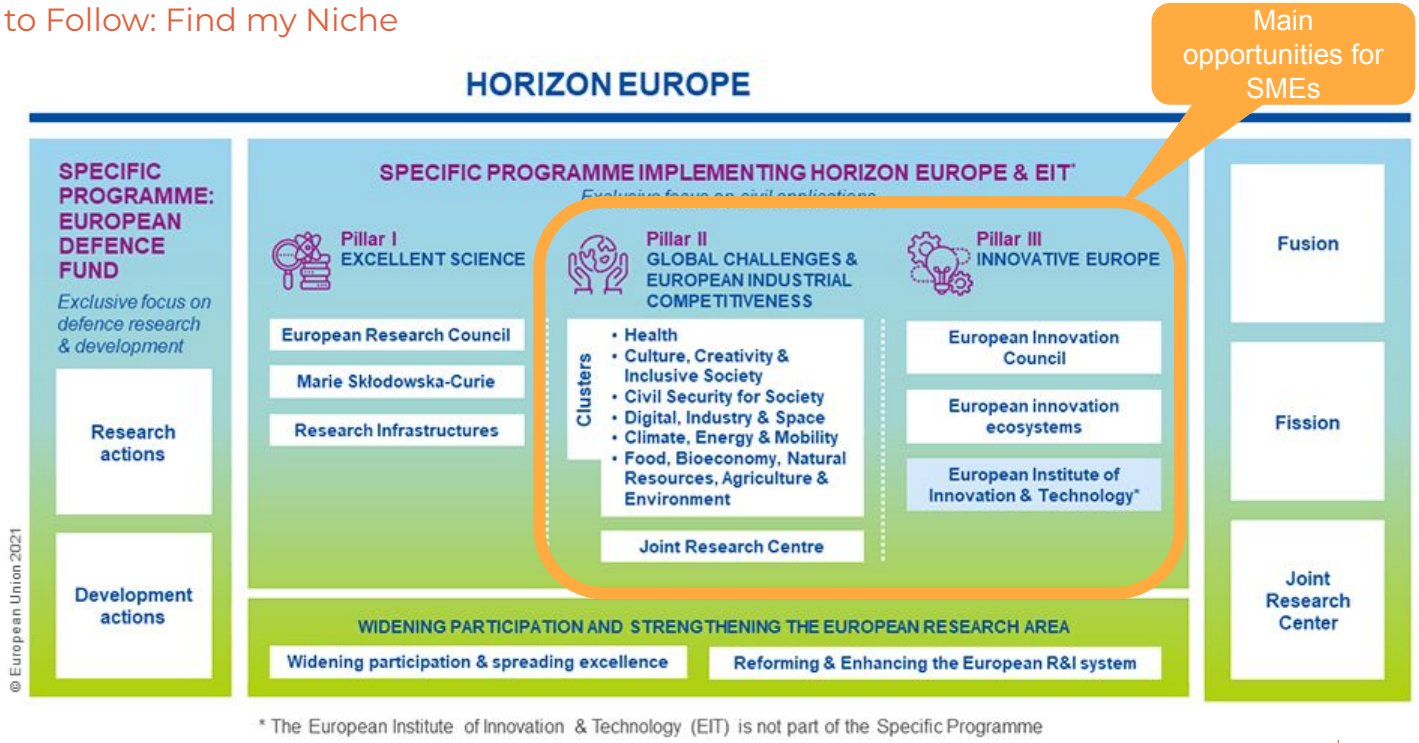
Steps to Follow: Find my Niche

Identify:

- Programmes and/or topics of interest
- Type of activities I can develop
- Needed collaborations

2. EU Projects: Steps to participate

Steps to Follow: Find my Niche



* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme

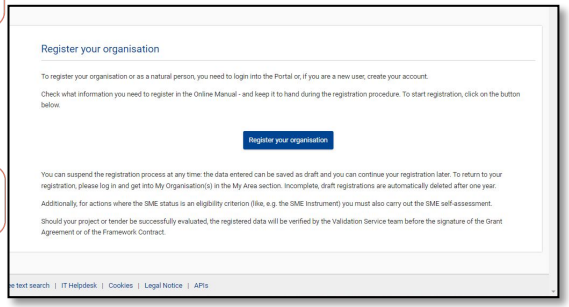
2. EU Projects: Steps to participate

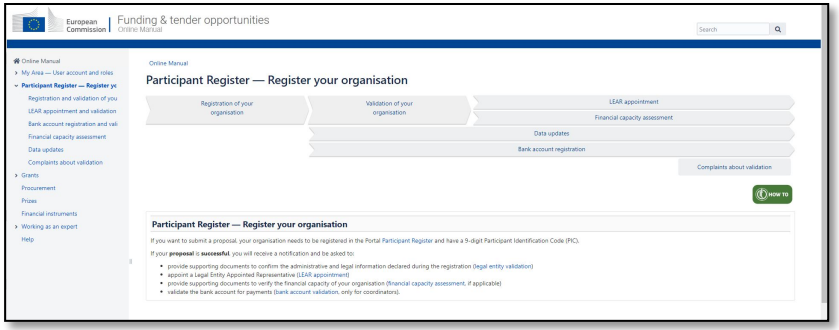
Steps to Follow: Find my Niche II

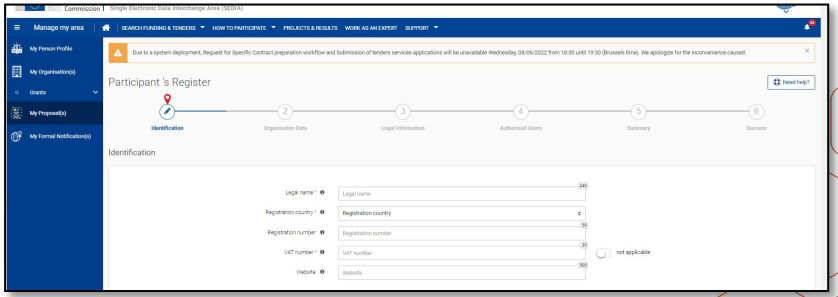
TOPIC				BUDGET			DEADLINE	STP	
TopicName	ToA	Related previou	Big Areas	Budget	# projects	EC Contribution/project	Deadline	%	Euros
ICT-48-2020: Towards a vibrant European network of AI excellence centres	CSA		AI	2.00	1	2M	13-Nov-19		
ICT-48-2020: Towards a vibrant European network of AI excellence centres_i. Basics of AI	RIA		AI	48.00	Up to 4, 1	12M	13-Nov-19	0.00%	2,4M
ICT-48-2020: Towards a vibrant European network of AI excellence centres_i. Basics of AI	RIA		AI	48.00	Up to 4, 1	12M	13-Nov-19	0.00%	2,4M
ICT-48-2020: Towards a vibrant European network of AI excellence centres_ii. Future of Robotic	RIA		AI	48.00	1.00	12M	13-Nov-19	0.00%	2,4M
ICT-48-2020: Towards a vibrant European network of AI excellence centres_iii. Human AI	RIA		AI	48.00	1.00	12M	13-Nov-19	0.00%	2,4M
ICT-48-2020: Towards a vibrant European network of AI excellence centres_iv. HW in AI	RIA		AI	48.00	1.00	12M	13-Nov-19	0.00%	2,4M
ICT-45-2020: Reinforcing European presence in international ICT standardisation: Standardisatic	CSA	[ICT-40-2017]	Standarts	4.00	?	?	13-Nov-19	tbd	tbd
ICT-55-2020: Interactive Technologies	IA	[related with ICT	NGI	17.00	8-11	1.5M-2M	13-Nov-19		
DT-ICT-03-2020: I4MS (phase 4)	CSA		DIH	1.00			13-Nov-19		
DT-ICT-03_i_smart modelling, simulation, and optimisation for digital twins	IA		DIH	70.00	1-2	8M	13-Nov-19	0.00%	4M
DT-ICT-03_i_smart modelling, simulation, and optimisation for digital twins	IA		DIH		1-2	8M	13-Nov-19		
DT-ICT-03_ii_Laser based equipment in advanced and additive manufacturing	IA		DIH		1-2	8M	13-Nov-19	0.00%	4M
DT-ICT-03_iii_Innovative Artificial Intelligence in manufacturing	IA		DIH		1-2	8M	13-Nov-19	0.00%	4M
DT-ICT-03_iv_Cognitive autonomous systems and human-robot interaction	IA		DIH		1-2	8M	13-Nov-19	0.00%	4M
DT-ICT-03_v_Widening Digital Innovation Hubs	IA		DIH		1.00	8M	13-Nov-19	0.00%	4M
DT-ICT-05-2020: Big Data Innovation Hubs - Sub-topic 1: federated hub	IA		DIH	30.50	1	7M-13M	13-Nov-19		
DT-ICT-05-2020: Big Data Innovation Hubs - Sub-topic 2: Innovation experiments, secure and tru	IA	[ICT-14-2016-20	DIH	30.50	1-2	7M-13M	13-Nov-19	0.00%	3,5-6,5M
DT-ICT-05-2020: Big Data Innovation Hubs - Sub-topic 3: Innovation experiments, data driven se	IA		DIH	30.50	1	5M	13-Nov-19	0.00%	2,5M
EuroHPC-05-2019: Stimulating the innovation potential of SMEs	RIA		HPC	10.00	1.00	8M-10M	14/11/2019	0.00%	6.4M-8M
ICT-38-2020: Artificial intelligence for manufacturing. GRADIANT	RIA	ICT-26-2018-202	AI	47.00	43,657.0	4M-6M	16-Jan-20		
ICT-38-2020: Artificial intelligence for manufacturing. Steinbeiss	RIA	ICT-26-2018-202	AI	47.00	43,657.0	4M-6M	16-Jan-20		
ICT-38-2020: Artificial intelligence for manufacturing. ATOS	RIA	ICT-26-2018-202	AI	47.00	43,657.0	4M-6M	16-Jan-20		
ICT-38-2020: Artificial intelligence for manufacturing - Cooperation EU-Japan	CSA	ICT-26-2018-202	AI	1.00	1	0,5M	16-Jan-20		

2. EU Projects: Steps to participate

Steps to Follow: Online Registrations (Participant´s Registration & PIC)







https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/participant-register

2. EU Projects: Steps to participate

Strategies

Conservative Strategy

Proactive Strategy

2. EU Projects: Steps to participate

Strategies: Conservative Strategy

To showcase ourselves as **partners** we should disseminate the following information:

- Entity Description
- Show our experiences and capabilities
- Prepare short CVs of Key people

2. EU Projects: Steps to participate

Strategies: Conservative Strategy

2. EU Projects: Steps to participate

Strategies: Conservative Strategy

2. EU Projects: Steps to participate

Strategies: Proactive Strategy

If we are planning to **coordinate a proposal**, we should prepare the information:

- Project summary with objectives and activities
- Define the needed partners profile with the tasks they will assume
- Information about the call for proposals (deadlines, requirements)

2. EU Projects: Steps to participate

Strategies: Proactive Strategy

Proposal acronym	TOKEN
Proposal full name	Transformative Impact Of BlocKchain tEchnologies IN Public Services
Call	GOVERNANCE FOR THE FUTURE 2019
Deadline	*14TH MARCH 2019*
Objective	DT-TRANSFORMATIONS-02-2019: Transformative impact of disruptive technologies in public services
Funding scheme	RIA Research and Innovation Action Coordination and support action (100% of funding). *Action primarily consisting of activities aiming to establish new knowledge and/or to explore the feasibility of a new or improved technology, product, process, service or solution. For this purpose they may include basic and applied research, technology development and integration, testing and validation on a small-scale prototype in a laboratory or simulated environment. Projects may contain closely connected but limited demonstration or pilot activities aiming to show technical feasibility in a near to operational environment.*
Approximate total project cost	€ 3.000.000 - € 4.000.000
Scheme budget available	€ 7.000.000
Number of projects per scheme	Up to 3
SoA & Background documentation references	http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52016DC0178&from=EN http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52017DC0134&from=EN

List of participants (proposal coordinator first)

	Name of organisation	Role in the project	Country	Status
1.	FundingBox Group (Coordinator) *(Pioneer: Impact Poland)*	Coordination - IT Development & Platform Integration - Sustainability Plan	DK	OK
		Pioneer Use Case implementation 1: Public Funding distribution (incubation & acceleration grants)	PL	OK
2.	IMEC *(Pioneer: Belgian City tbc)*	IT Development & IoT Platform Integration for Smart Cities - Sandbox and early testing (oracle) - Pioneer Use Case implementation 2: Smart Cities	BG	OK
3.	NETS *(Pioneer: Danish Customs and Tax Admon SKAT)*	Use Case mentorship - Early testing (blockchain of blockchains) - Pioneer Use Case implementation 4 : Taxation (Vehicle Wallet)	DK	TBC
4.	SILO COMPANY *(Pioneer Public Administration tbc)*	Pioneer Use Case implementation 3: Public Procurement (PPI)	SP	OK
5.	Infrachain	Blockchain governance model - Use Case mentorship - Marketing & Communication (Attraction of Early Adopters)	LU	OK
6.	Department of Economics, University of Cantabria (UC)	Policy learning - Assessment of implications in terms of: Users (Civil Servants - Gov - Citizens), regulation, environment.	SP	OK

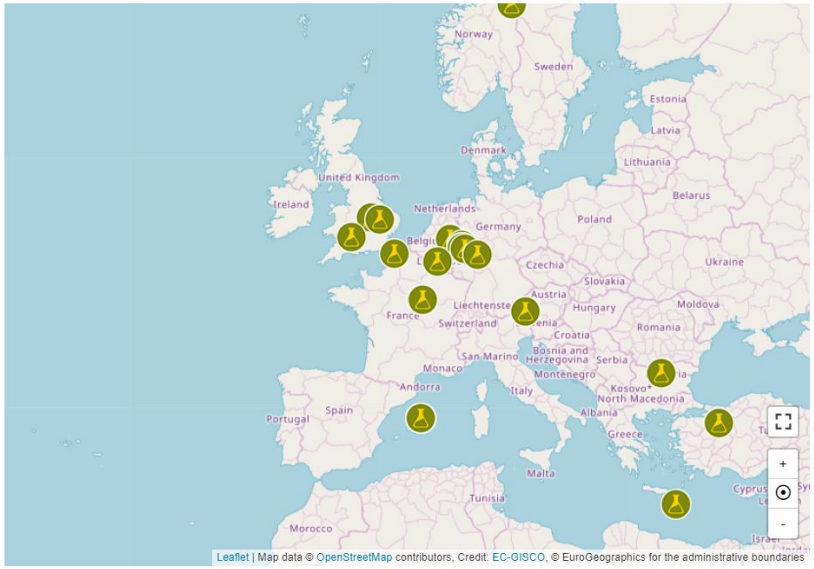
Only if needed (being assessed): specialist in Crypto technologies & ID management - IT Development & Standardization

2. EU Projects: Steps to participate

Strategies: Proactive Strategy

2. EU Projects: Steps to participate

Strategies: Proactive Strategy



2. EU Projects: Steps to participate

Strategies

In general terms:

2. EU Projects: Steps to participate

Strategies: Our example

Reactive Strategy

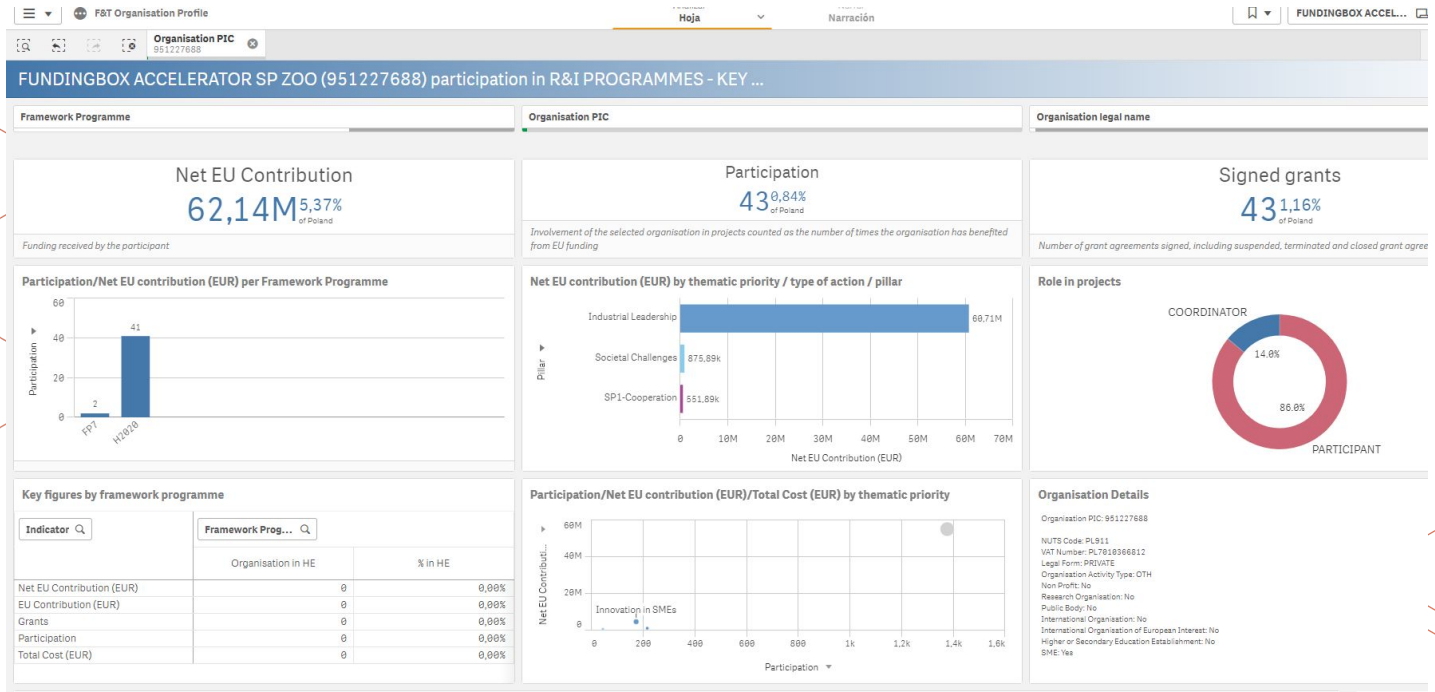
Proactive Strategy

2. EU Projects: Steps to participate

Strategies: Our example

2. EU Projects: Steps to participate

Strategies: Our example



3. EU Projects: Partner Search

3. EU Projects: Partner Search

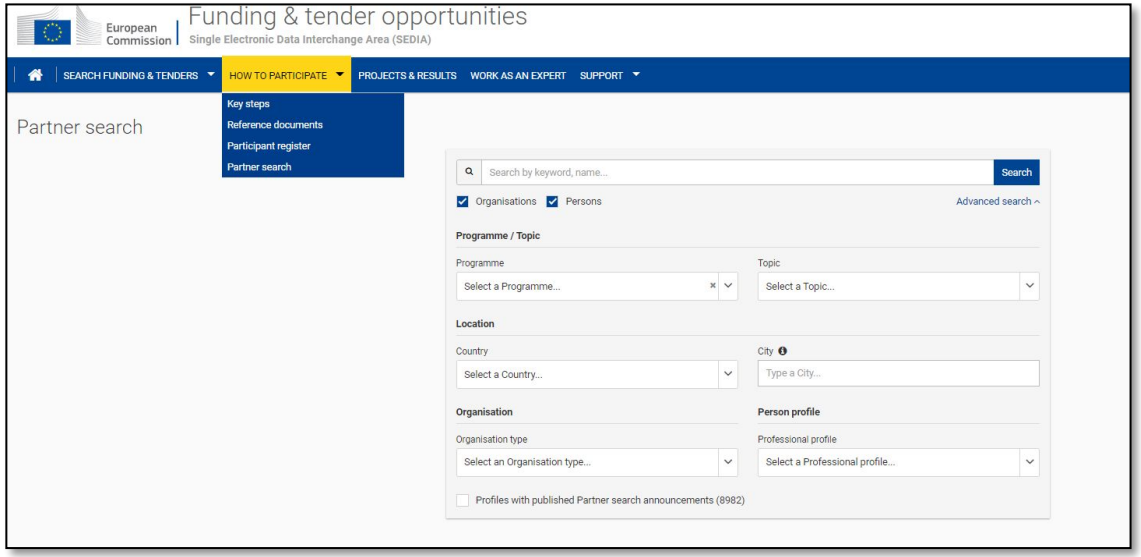
Introduction

There are several online tools for partner search:

- Programs databases such as funding and tenders portal
- National Agencies/ NCPs
- EEN
- LinkedIn Groups
- FundingBox Spaces

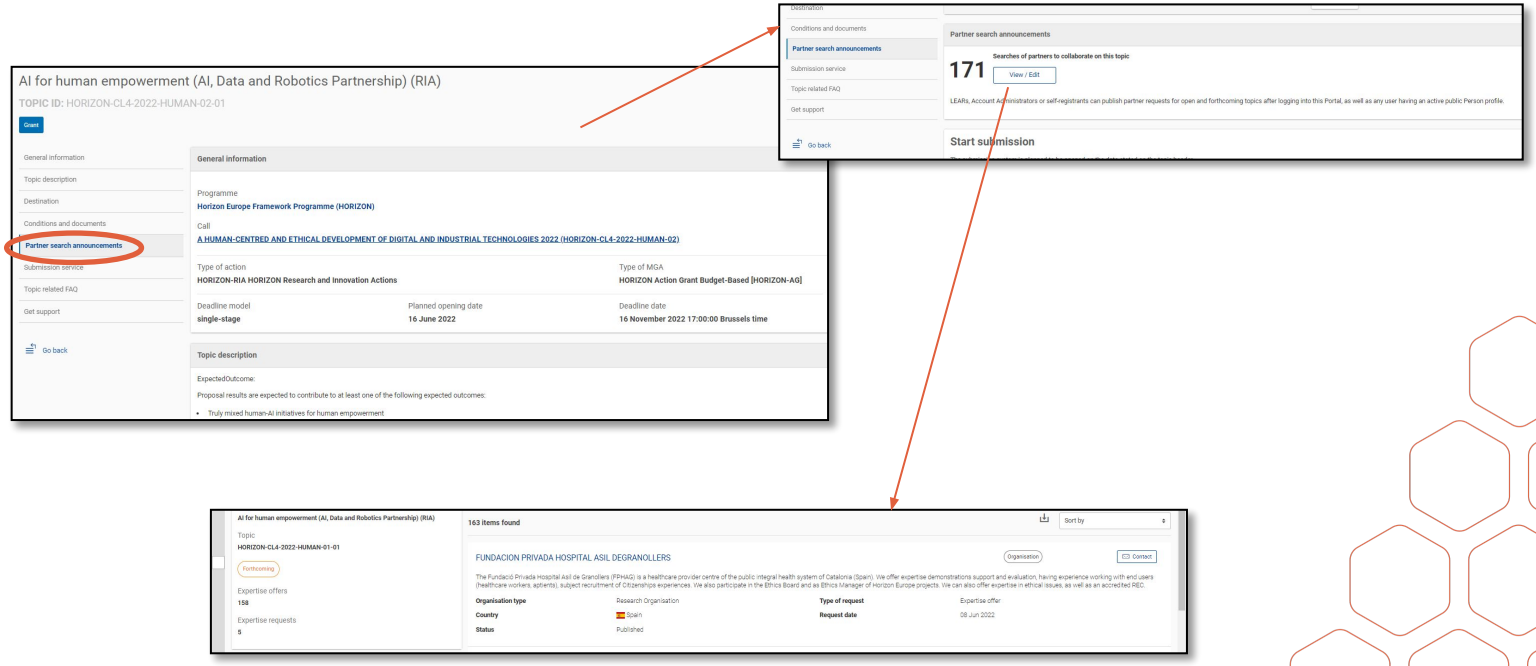
3. EU Projects: Partner Search

Funding and Tenders Portal



3. EU Projects: Partner Search

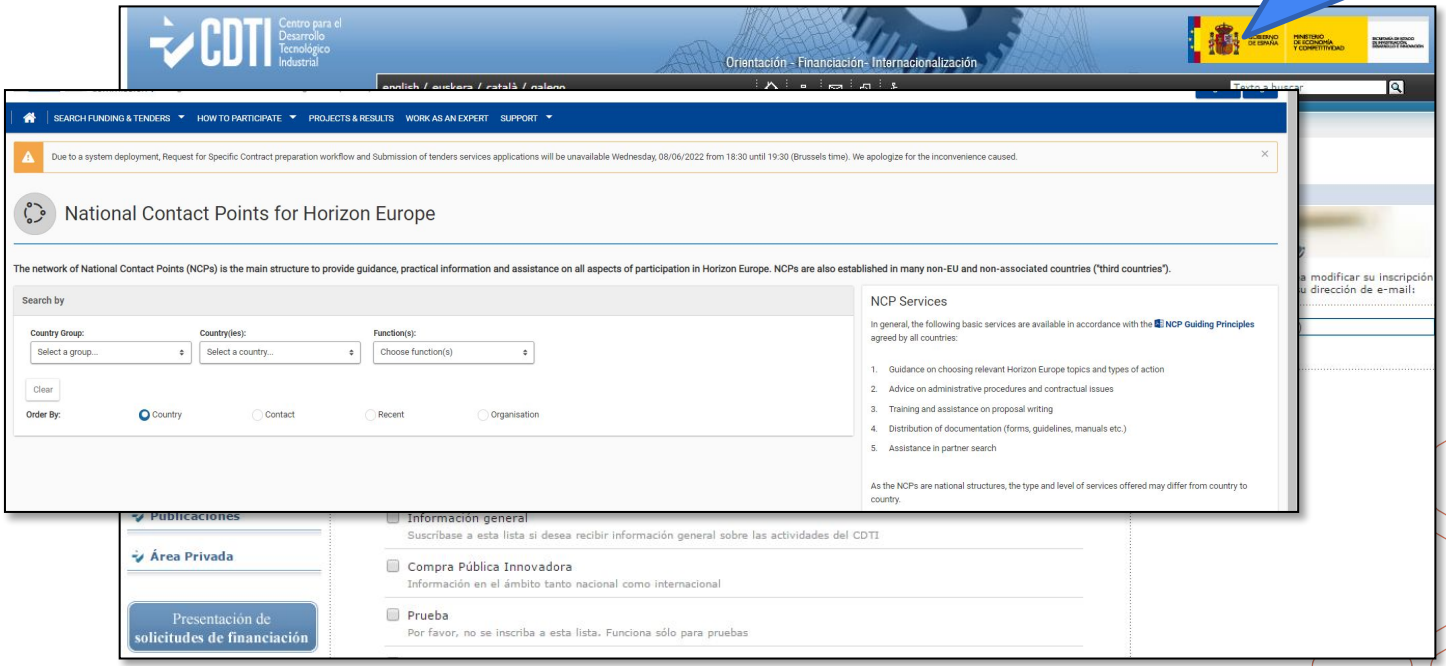
Funding and Tenders Portal



3. EU Projects: Partner Search

National Authorities

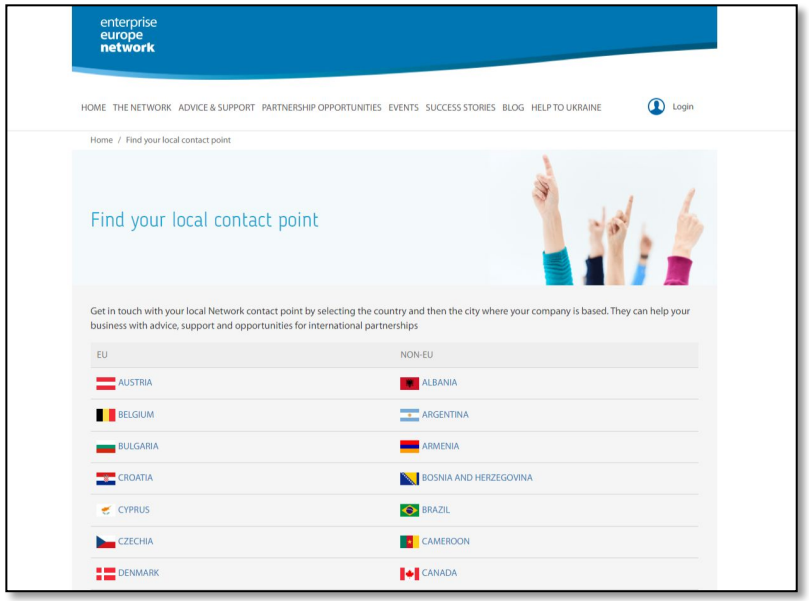
Spanish example



https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/ncp

3. EU Projects: Partner Search

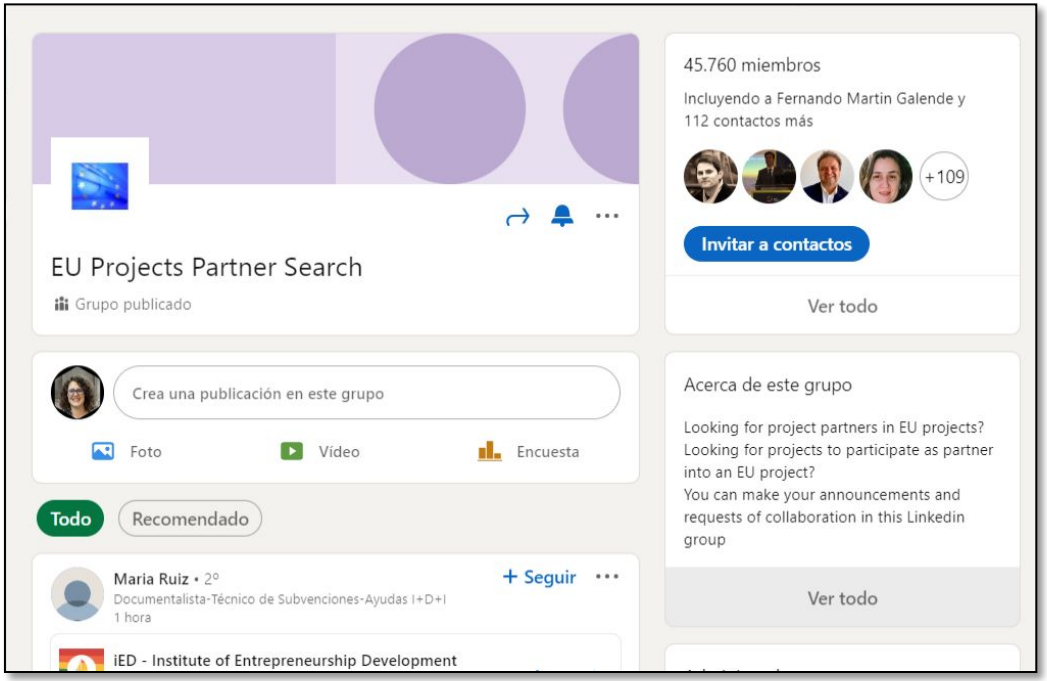
EEN- Enterprise Europe Network



https://een.ec.europa.eu/about/branches

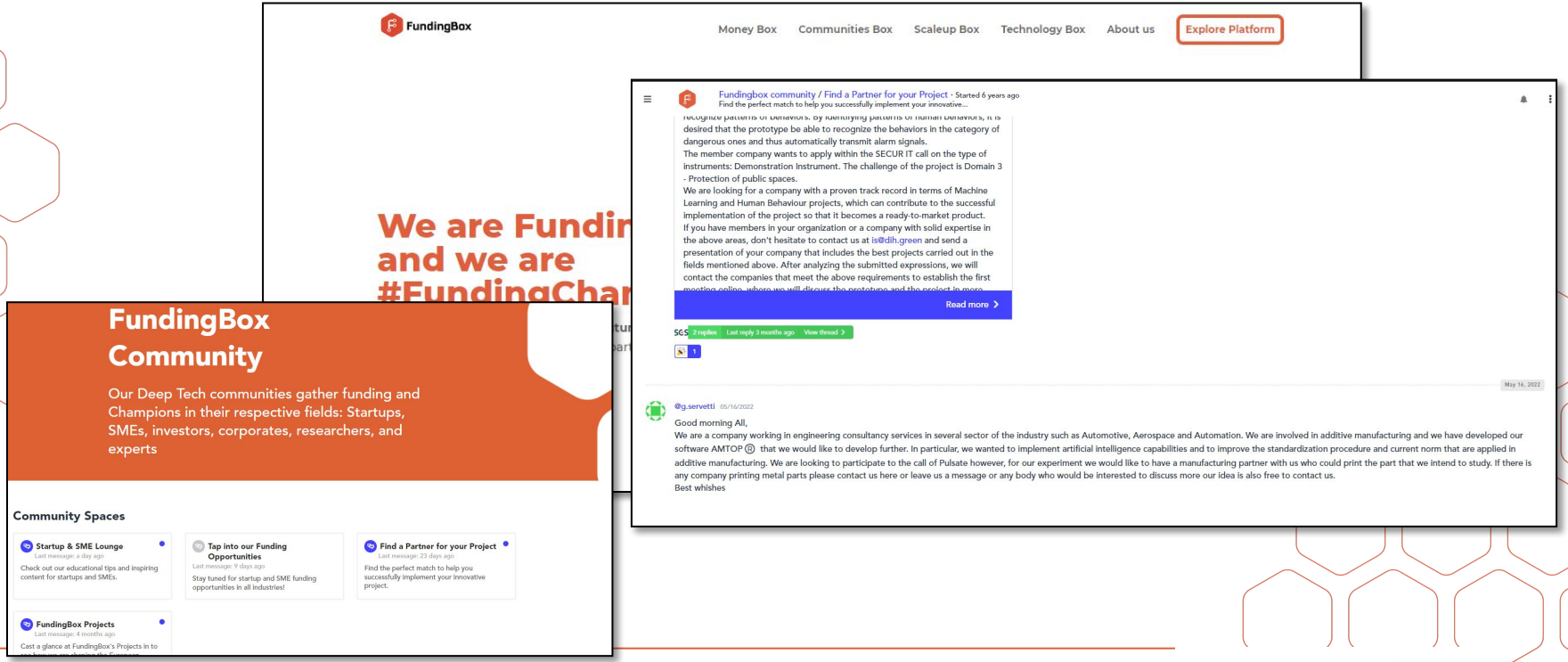
3. EU Projects: Partner Search

LinkedIn Groups



3. EU Projects: Partner Search

Fundingbox.com



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Champion with us at www.fundingbox.com!

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graciela.garrido@fundingbox.com

Reach me at @gracielagarrido in FundingBox

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