

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



Urban Mobility

Co-funded by the
European Union



“House rules” for the webinar

- Participants are automatically muted 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



May 25
2PM to 3PM

Bring your Pitch to the next level
By NextMove



June 02
11AM to 12

Cascade funds for startups and SMEs
By FundingBox



June 08
11AM to 12

Current opportunities to obtain financial support from European funds
By FundingBox

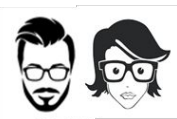
June 15
11AM to 12

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

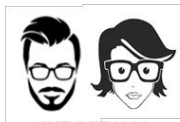
STAGE 2



**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

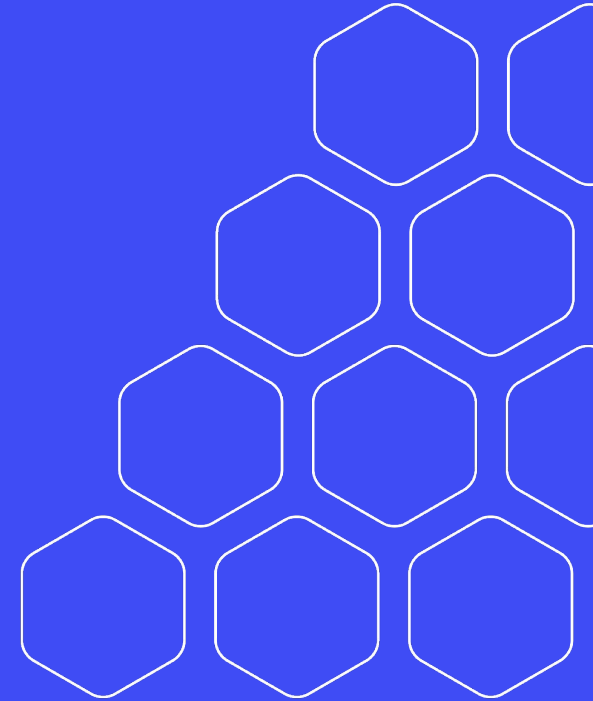
About **me**



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:

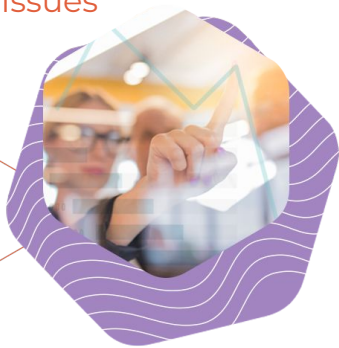
- predefined **start and end dates**
- a clear specification of the **objective** or **the scope of the work**
- a pre-established **budget**, and
- a **timeline** that is dismantled when the project is completed.

Ref.- (James P. Lewis, 1995)



1. EU Projects: Introduction

Key Issues



Innovation

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



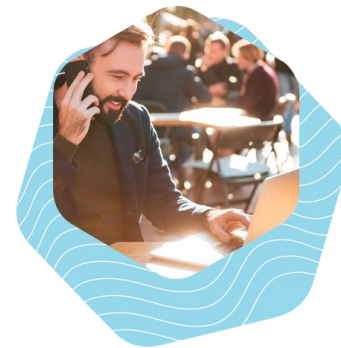
Piloting

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.

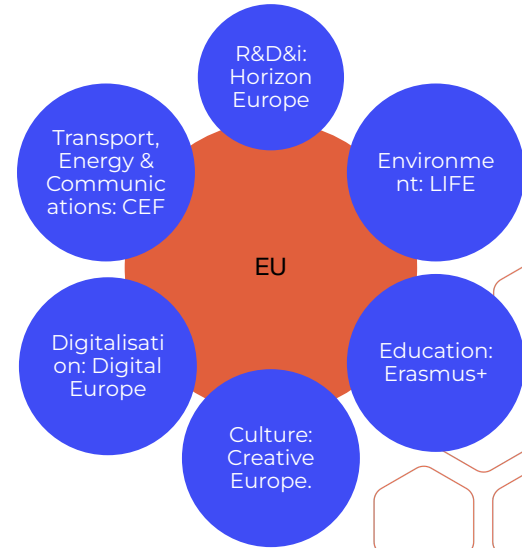
EUROPEAN ADDED VALUE

1. EU Projects: Introduction

Topics

EC Topics

Main EU Programmes by topic (2021-2027)



1. EU Projects: Introduction

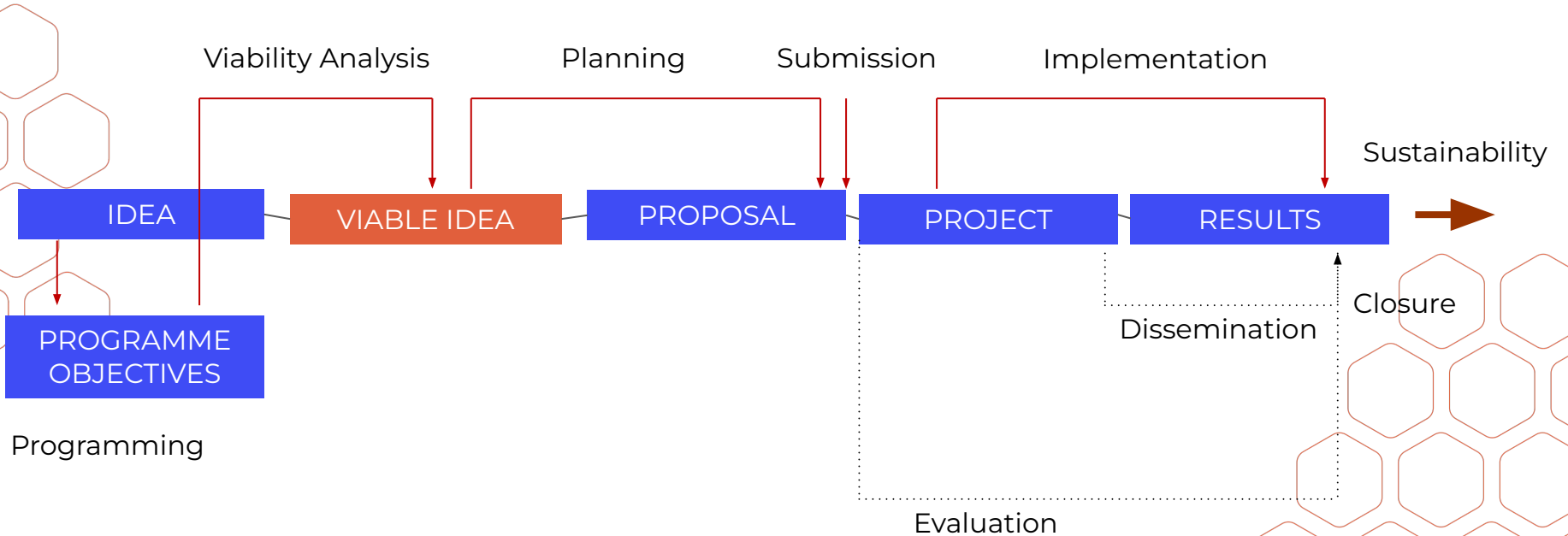
Where to find the information?
Funding & Tender Opportunities:

EU Programmes					
Asylum, Migration and Integration Fund (AMIF)	Border Management and Visa Instrument (BMVI)	Customs Control Equipment Instrument (CCEI)	Connecting Europe Facility (CEF)	Citizens, Equality, Rights and Values Programme (CERV)	Creative Europe (CREA)
Customs Programme (CUST)	Digital Europe Programme (DIGITAL)	Europe Direct (ED)	European Defence Fund (EDF)	European Parliament (EP)	EU Anti-fraud Programme (EUAf)
European Solidarity Corps (ESC)	Erasmus+ Programme (ERASMUS)	EU4Health Programme (EU4H)	European Social Fund + (ESF)	European Maritime, Fisheries and Aquaculture Fund (EMFAF)	Euratom Research and Training Programme (EURATOM)
Fiscalis Programme (FISC)	Innovation Fund (INNOVFUND)	Internal Security Fund (ISF)	Horizon Europe (HORIZON)	Single Market Programme (SMP)	Social Prerogative and Specific Competencies Lines (SOCPCL)
EU External Action (RELEX)	Interregional Innovation Investments (I3)	Justice Programme (JUST)	Protection of the Euro against Counterfeiting Programme (PERICLES)	Pilot Projects and Preparatory Actions (PPPA)	Programme for the Environment and Climate Action (LIFE)
Promotion of Agricultural Products (AGRIP)	Research Fund for Coal & Steel (RFCS)	Union Civil Protection Mechanism (UCPM)	Information Measures for the EU Cohesion policy (IMREG)		
Programming Period 2014-2020		Programming Period 2007-2013 (FP7 - CIP)		Overview of EU funding	
<div>Show less</div>					

<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

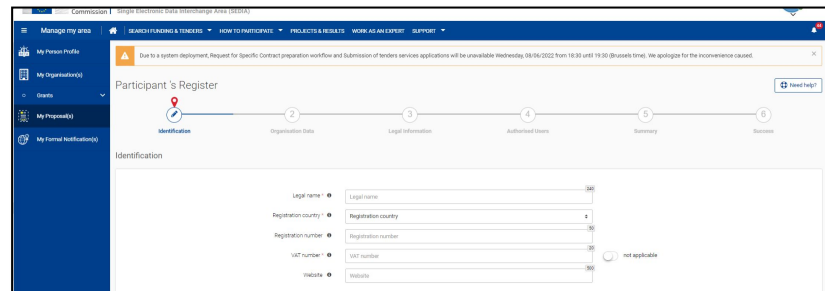
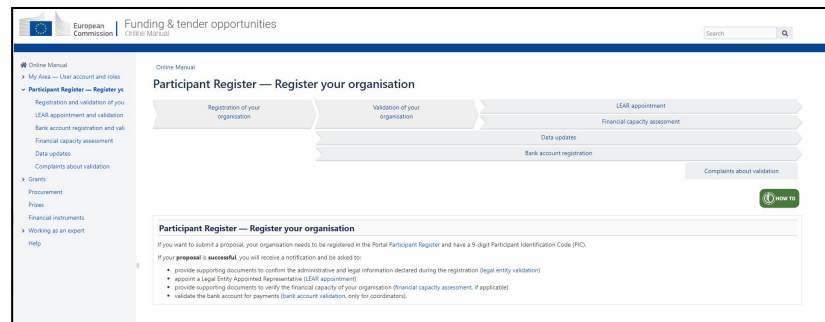
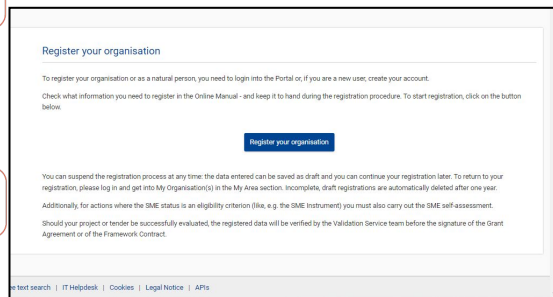
2. EU Projects: Steps to participate

Steps to Follow: Find my Niche II

TOPIC				BUDGET			DEADLINE	STP	
TopicName	ToA	Related previous	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 Robotics	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: Standardisation	CSA	[ICT-40-2017]	Standards	4.00	?	?	13-Nov-19	td	td
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 trusted	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 services	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. Steinbeis	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

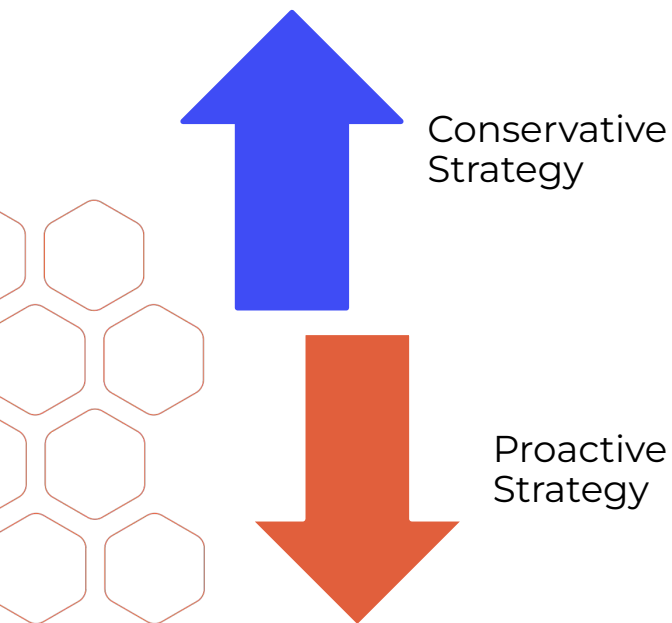
Steps to Follow: Online Registrations (Participant's Registration & PIC)



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

2. EU Projects: Steps to participate

Strategies



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-TRANSFORMATI(ONS-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) <i>[Pioneer: Impact Poland]</i>	Coordination - IT Development & Platform Integration - Sustainability Plan <i>[Pioneer Use Case Implementation 1: Public Funding distribution (Incubation & acceleration grants)]</i>	DK	OK
2.	IMEC <i>[Pioneer: Belgian City rbc]</i>	IT Development & IoT Platform Integration for Smart Cities - Sandbox and early testing (oracle) - <i>[Pioneer Use Case Implementation 2: Smart Cities]</i>	BG	OK
3.	NETS <i>[Pioneer: Danish Customs and Tax Admin SKAT]</i>	Use Case mentorship - Early testing (Blockchain of blockchains) - <i>[Pioneer Use Case Implementation 4: Taxation (Vehicle Wallet)]</i>	DK	TBC
4.	SILO COMPANY <i>[Pioneer Public Administration rbc]</i>	<i>[Pioneer Use Case Implementation 3: Public Procurement (PP)]</i>	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



The screenshot shows the CORDIS website, the primary source of results from EU-funded projects since 1990. The header includes the European Commission logo, the CORDIS logo, and a search bar. The main navigation bar has links for HOME, RESULTS PACKS, RESEARCH*EU MAGAZINES, PODCASTS & NEWS, PROJECTS & RESULTS (highlighted), ABOUT US, and SEARCH. A 'LOG IN' button is also present. Below the navigation bar, a large heading states 'CORDIS is the primary source of results from EU-funded projects since 1990'. A search bar with a dropdown menu and a search button is provided. Below this, there are four links with dropdown arrows: 'List projects by framework programme', 'See latest results', 'Download projects as open data', and 'Explore and visualise Horizon data'. The 'Latest updated projects' section features a table with two rows of project data.

Our Previous Projects

European Commission | **CORDIS** | EU research results

English **EN**

Search

HOME RESULTS PACKS RESEARCH*EU MAGAZINES PODCASTS & NEWS **PROJECTS & RESULTS** ABOUT US SEARCH LOG IN

CORDIS is the primary source of results from EU-funded projects since 1990

Search projects and results

List projects by framework programme

See latest results

Download projects as open data

Explore and visualise Horizon data

Latest updated projects

Acronym	Title	ID	Last update
GrapheneCore3	Graphene Flagship Core Project 3	881603	8 June 2022
BeFerroSynaptic	BEOL technology platform based on ferroelectric synaptic devices for advanced neuromorphic processors	871737	8 June 2022

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



INCENSE
Internet Cleantech Enablers Spark

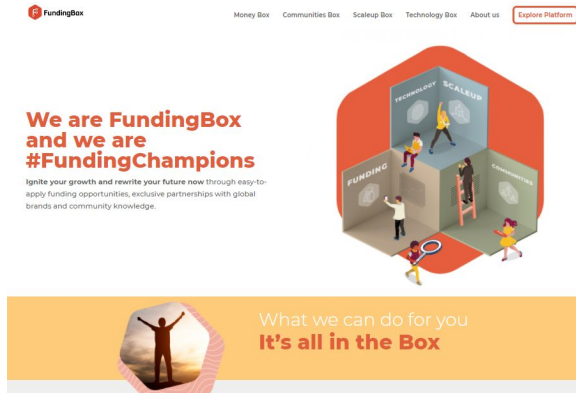
<IMPACT>
START ACCELERATE IMPACT

Subvencionamos, aceleramos e invertimos en los mejores emprendimientos de Internet mobile ayudándoles a generar impacto global.



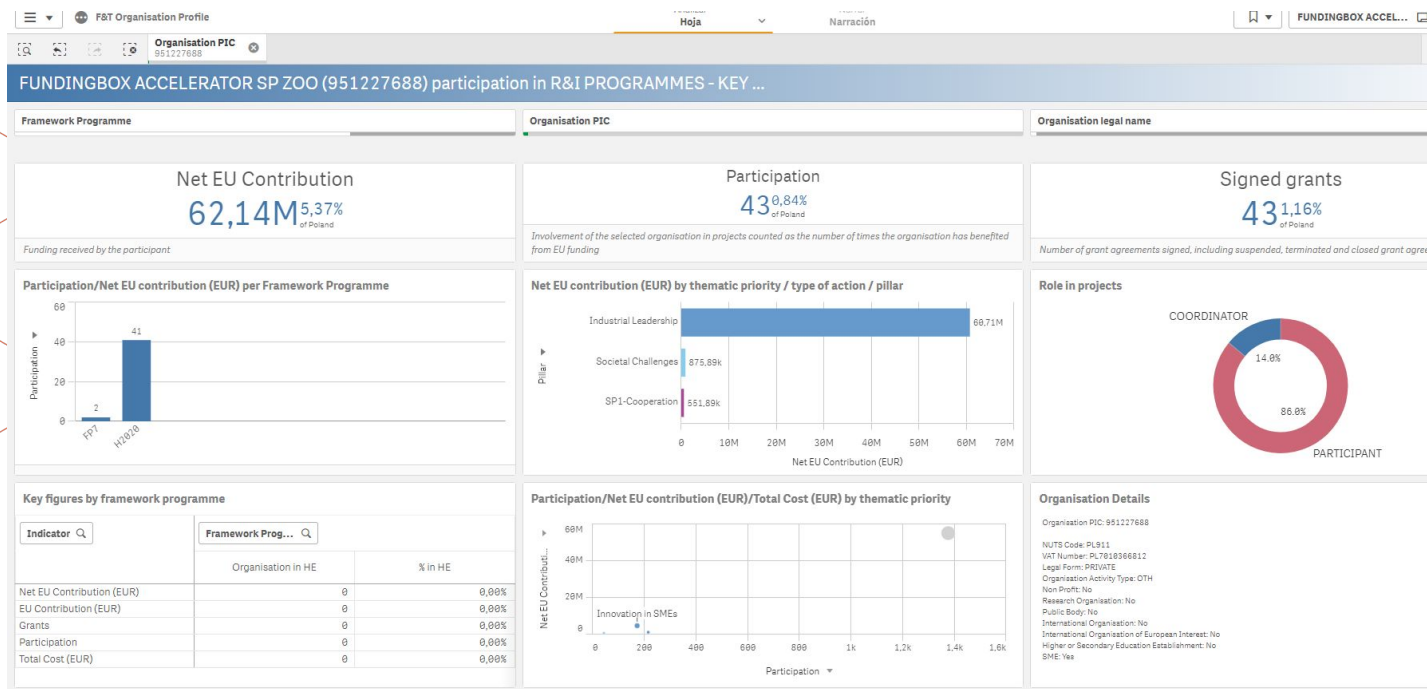
2. EU Projects: Steps to participate

Strategies: Our example



2. EU Projects: Steps to participate

Strategies: Our example



3. EU Projects: Partner Search



3. EU Projects: Partner Search

Introduction

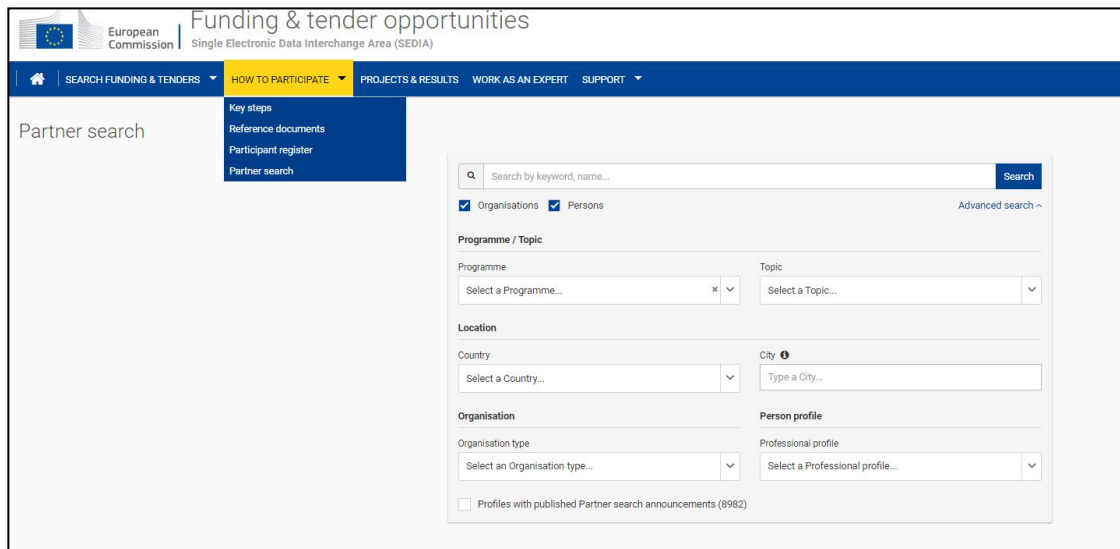
There are several online tools for partner search:

- 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



The screenshot displays the 'Funding & tender opportunities' portal by the European Commission. The main navigation bar includes 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE' (highlighted), 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. Under 'HOW TO PARTICIPATE', a dropdown menu shows 'Key steps', 'Reference documents', 'Participant register', and 'Partner search'. The 'Partner search' section features a search bar with the placeholder 'Search by keyword, name...' and a 'Search' button. Below the search bar, there are checkboxes for 'Organisations' and 'Persons', with an 'Advanced search' link. The search criteria are organized into sections: 'Programme / Topic' with dropdowns for 'Programme' and 'Topic'; 'Location' with dropdowns for 'Country' and a text input for 'City'; 'Organisation' with a dropdown for 'Organisation type'; and 'Person profile' with a dropdown for 'Professional profile'. At the bottom, there is a checkbox for 'Profiles with published Partner search announcements (9982)'.

3. EU Projects: Partner Search

Funding and Tenders Portal

The screenshot displays the 'AI for human empowerment (AI, Data and Robotics Partnership) (RIA)' page. The left sidebar shows a navigation menu with 'Partner search announcements' highlighted. The main content area is divided into 'General information' and 'Topic description'. The 'General information' section includes details about the programme (Horizon Europe Framework Programme), call (A HUMAN-CENTRED AND ETHICAL DEVELOPMENT OF DIGITAL AND INDUSTRIAL TECHNOLOGIES 2022), type of action (HORIZON-RIA HORIZON Research and Innovation Actions), and deadline model (single-stage). The 'Topic description' section includes the expected outcome: 'Proposal results are expected to contribute to at least one of the following expected outcomes: Truly mixed human-AI initiatives for human empowerment'.

On the right, a 'Partner search announcements' sidebar shows 171 announcements. Below this, a 'Start submission' button is visible.

Below the main content area, a search results page is shown for the topic 'AI for human empowerment (AI, Data and Robotics Partnership) (RIA)'. It displays 163 items found. The first result is 'FUNDACION PRIVADA HOSPITAL ASIL DEGRANOLLERS', which is a healthcare provider centre of the public integral health system of Catalonia (Spain). The result includes details about the organization type (Research Organisation), country (Spain), status (Published), type of request (Request date), and expertise offer (08 Jun 2022).

3. EU Projects: Partner Search

National Authorities

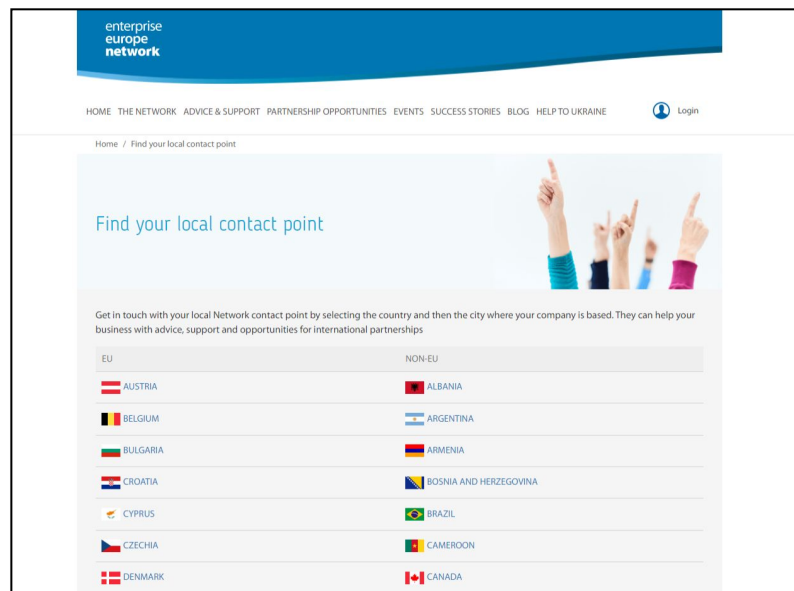
Spanish
example

The screenshot displays the CDTI (Centro para el Desarrollo Tecnológico Industrial) website. The header includes the CDTI logo and navigation links: "Orientación - Financiación - Internacionalización". A language selector shows "español / euskara / català / gallego". A search bar is in the top right. A blue star graphic with the text "Spanish example" is overlaid on the top right. A notification banner at the top states: "Due to a system deployment, Request for Specific Contract preparation workflow and Submission of tenders services applications will be unavailable Wednesday, 08/06/2022 from 18:30 until 19:30 (Brussels time). We apologize for the inconvenience caused." The main heading is "National Contact Points for Horizon Europe". Below it, a paragraph explains the NCP network. A search filter section includes dropdowns for "Country Group", "Country(ies)", and "Function(s)", a "Clear" button, and radio buttons for "Order By" (Country, Contact, Recent, Organisation). To the right, "NCP Services" are listed, including guidance on topics, administrative advice, training, documentation distribution, and partner search. The bottom of the page shows a sidebar with "Publicaciones", "Área Privada", and "Presentación de solicitudes de financiación", and a main content area with checkboxes for "Información general", "Compra Pública Innovadora", and "Prueba".

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

3. EU Projects: Partner Search

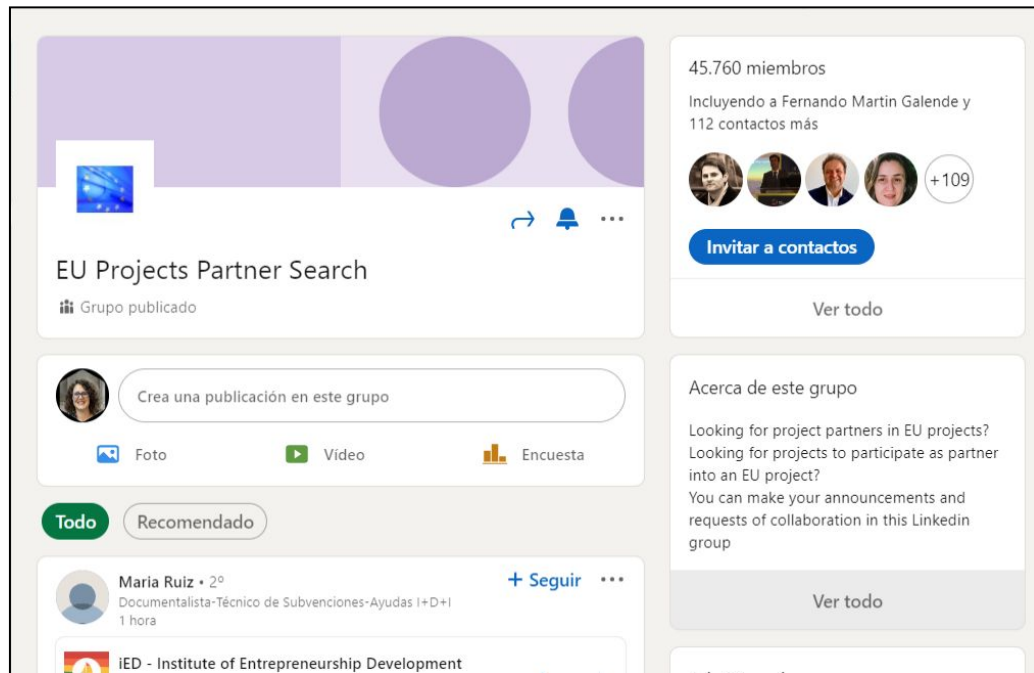
EEN- Enterprise Europe Network



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

3. EU Projects: Partner Search

LinkedIn Groups



3. EU Projects: Partner Search

Fundingbox.com

FundingBox Community

Our Deep Tech communities gather funding and Champions in their respective fields: Startups, SMEs, investors, corporates, researchers, and experts

Community Spaces

Startup & SME Lounge
Last message: 2 days ago

Check out our educational tips and inspiring content for startups and SMEs.

Tap into our Funding Opportunities
Last message: 9 days ago

Stay tuned for startup and SME funding opportunities in all industries!

Find a Partner for your Project
Last message: 23 days ago

Find the perfect match to help you successfully implement your innovative project.

FundingBox Projects
Last message: 4 months ago

Get a glance at FundingBox's Projects in to

FundingBox

Money Box Communities Box Scaleup Box Technology Box About us [Explore Platform](#)

We are Funding
and we are
#FundingChamps

Fundingbox community / Find a Partner for your Project - Started 6 years ago


Find the perfect match to help you successfully implement your innovation...

Intelligence partner to an university, by identifying partner to an university, it is desired that the prototype be able to recognize the behaviors in the category of dangerous ones and thus automatically transmit alarm signals. The member company wants to apply within the SECUR IT call on the type of instruments: Demonstration Instrument. The challenge of the project is Domain 3 - Protection of public spaces.

We are looking for a company with a proven track record in terms of Machine Learning and Human Behaviour projects, which can contribute to the successful implementation of the project so that it becomes a ready-to-market product. If you have members in your organization or a company with solid expertise in the above areas, don't hesitate to contact us at is@dlh.green and send a presentation of your company that includes the best projects carried out in the fields mentioned above. After analyzing the submitted expressions, we will contact the companies that meet the above requirements to establish the first meeting online, where we will discuss the prototype and the project in more.

[Read more](#)

SCC / [regimes](#) Last reply 3 months ago View Thread

**@g.servetti** 05/16/2022

Good morning All,

We are a company working in engineering consultancy services in several sector of the industry such as Automotive, Aerospace and Automation. We are involved in additive manufacturing and we have developed our software AMTOP® that we would like to develop further. In particular, we wanted to implement artificial intelligence capabilities and to improve the standardization procedure and current norm that are applied in additive manufacturing. We are looking to participate to the call of Pulsate however, for our experiment we would like to have a manufacturing partner with us who could print the part that we intend to study. If there is any company printing metal parts please contact us here or leave us a message or any body who would be interested to discuss more our idea is also free to contact us.

Best wishes



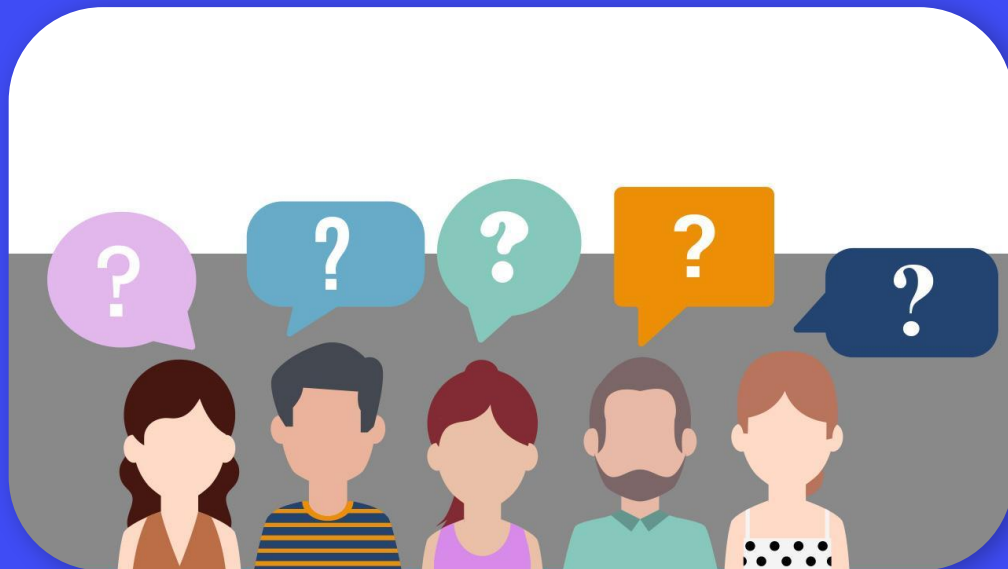
FundingBox
#FundingChampions



Urban Mobility

Co-funded by the
European Union





We are FundingBox And we are #FundingChampions

Champion with us at www.fundingbox.com!



Graciela Garrido Grela

Head of Sales

graciela.garrido@fundingbox.com

Reach me at @graciela Garrido in FundingBox



fundingbox.com
#FundingChampions

