

## › **HORIZONT 2020 - Challenge ENERGY 2016-17**

Proposal submission

Piotr Swiatek, NCP Energy

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## Tackling Societal Challenges

- Health, demographic change and wellbeing
- Food security and the bio-based economy
- **Secure, clean and efficient energy**
- Smart, green and integrated transport
- Climate action, resource efficiency, including raw materials
- Inclusive, innovative and secure societies

*Note: EIT and JRC*

## Creating Industrial Leadership and Competitive Frameworks

- Leadership in enabling and industrial technologies
  - Information and Communication Technologies (ICT)
  - Nanotechnology, Materials, Manufacturing and Processing
  - Biotechnology
  - Space
- Access to risk finance
- Innovation in SMEs

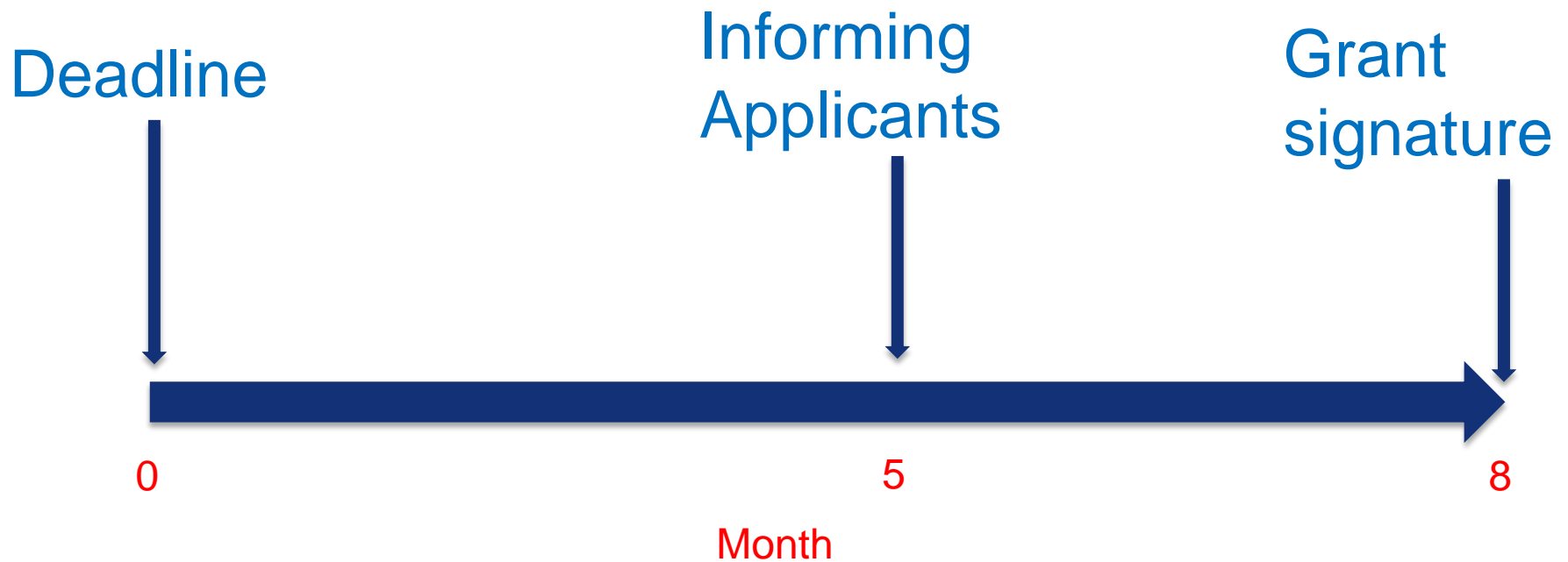
## Excellence in the Science Base

- Frontier research (ERC)
- Future and Emerging Technologies (FET)
- Skills and career development (Marie Curie)
- Research infrastructures

## Key factors for success

- › Excellence: only the best projects get funded
- › The proposal must address the topic within the work programme
- › The consortium of partners must be excellent and appropriate for the tasks (select the right partners)
- › The proposal must address all 3 evaluation criteria
- › „Convince the evaluators“
- › Respect the basic rules – deadlines (5pm CET => 4pm GMT!!!)
- › Talk to your NCP, EEN, Liaison Offices as soon as draft Work Programme is available

## Time to Grant, TTG



## Participant Portal:



On this site you can find and secure **funding** for projects under the following EU programmes:

- **2014-2020** Horizon 2020 - research and innovation framework programme
- **2007-2013** 7th research framework programme (FP7) and Competitiveness & Innovation Programme (CIP)
- Research Fund for Coal & Steel, COSME, 3rd Health Programme, Consumer Programme

### Non-registered users

- search for funding
- read the H2020 Online Manual & download the legal documents
- check if an organisation is already registered
- contact our support services or check our FAQs

### Registered users

- submit your proposal
- sign the grant
- manage your project throughout its lifecycle
- register as expert advising the Commission

# Call - Informationen

European Commission > Research & Innovation > Participant Portal > Calls

HOME

FUNDING OPPORTUNITIES

HOW TO PARTICIPATE

EXPERTS

SUPPORT ▾

 LOGIN

 REGISTER

## Horizon 2020

Calls



Search Topics

Call Updates



## FP7 & CIP Programmes

Calls



Call Updates



COSME

Other Funding Opportunities

## Horizon 2020

- ☐ Food security, sustainable agriculture and forestry, marine and maritime and inland water research
- ☒ 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
- ☐ Cross-challenge area
- ☐ Innovation in SMEs

### Type

☒ Proposal

☐ Tender

### Status

☒ Open

☐ Closed

☐ Forthcoming

FILTER

Sort by



Title



Call Id



Publication Date



Deadline Date

### Societal Challenges

CALL FOR COMPETITIVE LOW-CARBON ENERGY

H2020-LCE-2014-1

Pub.Date: 11/12/2013

Deadline: 01/04/2014

### Societal Challenges

CALL FOR COMPETITIVE LOW-CARBON ENERGY

H2020-LCE-2014-2

Pub.Date: 11/12/2013

Deadline: 10/09/2014

### Societal Challenges

CALL FOR COMPETITIVE LOW-CARBON ENERGY

H2020-LCE-2014-3

Pub.Date: 11/12/2013

Deadline: 07/05/2014

## Topics verstehen

- › Follow the streams from Information Days, e.g.
  - › <https://ec.europa.eu/inea/en/H2020-Energy-Infoday-presentations>
  - › Look for the dedicated trainings offered by NCP and available in internet,

Webinar 1: the 2015 Calls for Proposals for Low Carbon Energy

Webinar 2: the 2015 Calls for Proposals for Energy Efficiency

Webinar 3: the 2015 Calls for Proposals for Smart Cities and Communities

<https://connect.innovateuk.org/web/energyktn/article-view/-/blogs/material-from-horizon-2020-webinars-now-available->

[?p\\_p\\_auth=13qBEy9k&\\_33\\_redirect=https%3A%2F%2Fconnect.innovateuk.org%2Fweb%2Fenergyktn%2Farticles%3Fp\\_p\\_id%3D101\\_INSTANCE\\_okNCIW6dT09i%26p\\_p\\_lifecycle%3D0%26p\\_p\\_state%3Dnormal%26p\\_p\\_mode%3Dview%26p\\_p\\_col\\_id%3Dcolumn-1%26p\\_p\\_col\\_count%3D1](https://connect.innovateuk.org/web/energyktn/articles?p_p_auth=13qBEy9k&_33_redirect=https%3A%2F%2Fconnect.innovateuk.org%2Fweb%2Fenergyktn%2Farticles%3Fp_p_id%3D101_INSTANCE_okNCIW6dT09i%26p_p_lifecycle%3D0%26p_p_state%3Dnormal%26p_p_mode%3Dview%26p_p_col_id%3Dcolumn-1%26p_p_col_count%3D1)

# “virtual” team building

- ✓ Make the first idea of **problem definition and activities** on paper (A4)
- ✓ Analyse your network and build the **most interesting** consortium!
- ✓ **Communicate** to each candidate partner
- ✓ Analyse **strength** of each partner and assign WPs and tasks respectively.
- ✓ Involve partners actively in **drafting the WPs**/providing input
- ✓ **Signalize toward your team:** :
  - ❖ Competence
  - ❖ Experience
  - ❖ Democracy?
  - ❖ Flexibility
  - ❖ Enthusiasm
  - ❖ Efficiency & Effectiveness
  - ❖ But work clean set deadline!



# Partnersearch

- › CORDIS Partnerseach
  - › <https://cordis.europa.eu/partners/web/guest/home>
- › ManagEnergy Partnersearch
  - › <http://www.managenergy.net/partners.html>
- › "Ideal-ist,, Partnersearch
  - › <http://www.ideal-ist.eu/partner-search/pssearch>
- › CIP ICT-PSP Partnersearch
  - › [http://ec.europa.eu/information\\_society/activities/ict\\_psp/cf/partner/login/index.cfm](http://ec.europa.eu/information_society/activities/ict_psp/cf/partner/login/index.cfm)
- › IGLO Partnersearch
  - › <http://www.iglortd.org/partner-search>
- › EEN network has 2 databases, technical cooperation and business opportunire are tyyou may search them or register yourself
  - › <http://een.ec.europa.eu/services/technology-transfer>
- › C-Energy 2020 Partnersearch (starting ~ Jan. 2015)
  - › [http://www.c-energyplus.eu/partner\\_search.aspx](http://www.c-energyplus.eu/partner_search.aspx)

## Partnersearch

- › Databases from B2B events, e.g. Energy Proposers Day
  - › <https://www.b2match.eu/energycall2016>

You will find the full list under:  
<http://www.b2match.com/info/pages/events>

Ukraine	5
United Kingdom	15
<b>Total</b>	<b>450</b>

### Bilateral Talks

Participants	410
Meetings	1787

### Profile Views

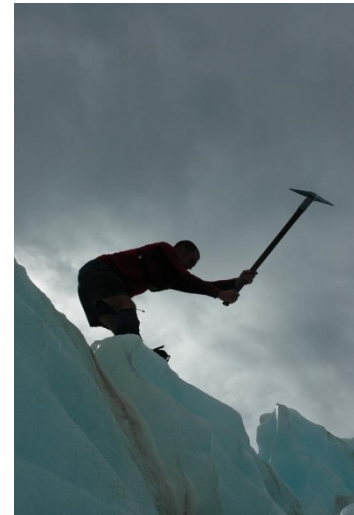
Before Event	45606
After Event	39024
<b>Total</b>	<b>84630</b>

- 1. Good is not enough**
- 2. Project proposal is an investment**
- 3. Wrong friends = failure**
- 4. Avoid wishful thinking, be realistic**
- 5. Kick out hopeless partners before you submit the proposal**

- **Reading the cooperation offer**
- **Work with the contents of the proposal**
- **Work with administrative forms**
- **Reading the draft proposal**
- **Consulting the work programme**

## Drafting the proposal

- ✓ Three tasks : **coordinating, writing, budgeting** (2-3 persons)
- ✓ **One leader** to collect all input!
  - Circulate the whole draft as often as possible among partners
  - Create a core writing team among WPs leaders
  - Create the interlinkages
  - Cite all relevant previous project
  - Read the call for proposals several times (during the drafting)
  - Zoom in and out!
- ✓ **Budgeting:**
  - Differences between partners?
  - Differences in hours allocation?
  - Differences in general budget allocation?
  - Harmony between hours and tasks!
- ✓ **Signalize:**
  - Confidence
  - Accommodating of concerns and interests



## Main factors

- Team building and proposal preparation → load-bearing structure of the project
- Negotiations with the European Commission → shaping your future
- Implementation of the project → real life ....

## The proposal must meet ALL requirements of the call, which means:

- ✓ It is submitted before the deadline
- ✓ You have at least the minimum number of participants
- ✓ You have filled in and completed all required forms, both administrative (A) and the description of work (B)
- ✓ You have understood the work programme correctly and your proposal corresponds to the call and the topic
- ✓ You have used the correct funding scheme
- ✓ You have followed all special clauses, limitations and additional requirements written down in the work programme of the call
- ✓ Your budget is within the allowed limits

## How to embed the SSH in Horizon 2020 in practical terms?

- › 37% of topics are 'flagged' for SSH, i.e. they point to SSH research as integral part of the expertise needed to properly address the issue outlined in the topic
- › SSH experts contribute to framing the questions and issues to be tackled in Horizon 2020
  - › Evaluation panels include SSH expertise; evaluators briefed on how to identify and evaluate SSH aspects
- › Proposals submitted for topics 'flagged' for SSH should contain meaningful, integrated contributions from SSH researchers



## SSH-flagged topics in 2015

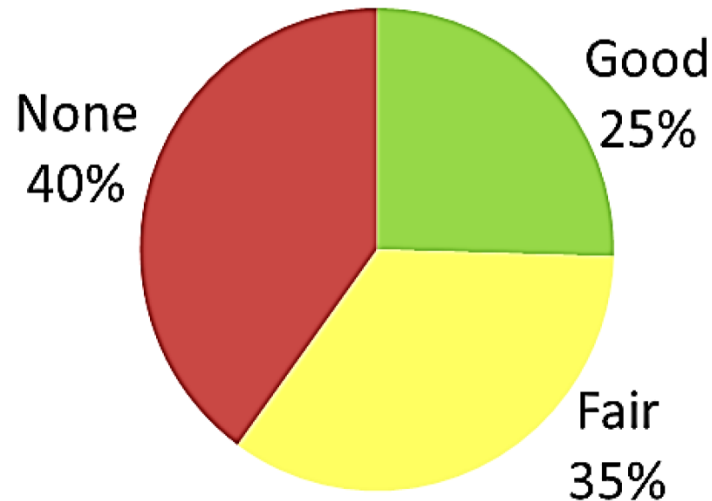
### **SC3 Secure, clean and efficient energy**

#### ***Call for Competitive low-carbon energy***

- LCE-06-2015    Transmission grid and wholesale market
- LCE-09-2015    Large scale energy storage
- LCE-21-2015    Modelling and analysing the energy system,  
its transformation and impacts\*

\* topic dedicated to SSH research

## SSH content in abstracts of retained proposals for a sample of 20 SSH-flagged topics



**GOOD** = significant contributions from a variety of SSH fields are integrated throughout the R&I chain

**FAIR** = contributions from a few recurring fields such as business models and user behaviour are included to serve a limited role

**NONE** = contributions from SSH are lacking or play an insignificant role

**These results indicate that we need to do a better job at informing potential applicants and mobilising SSH researchers**

# Tips

- Write clearly & simply
  - Don't use jargon/abbreviations/acronyms/obscure terms
  - Evaluator may not be a native English speaker
- Do not assume knowledge/specific expertise of evaluators
- Use diagrams and charts to illustrate your proposal
  - Pictures are often worth a thousand words!
- Keep within guidelines for text length
- Stay within scope
  - Refer back to Call Text & WP on a regular basis
- Ensure proposal does not duplicate previous projects, but builds on them!

# Tips

- Put yourself in the mind of the experts
- Ask a disinterested colleague look at your proposal, using the Commission criteria
- Be clear and concise, and obey the page limits, font etc
- Submit early, submit often!
- Revise your proposal once it's uploaded in EPPS
- The experts' evaluation is based on the content of the proposal. So be clear and logical concerning progress beyond state of the art, impacts, methodology, resources, consortia and work planning.

## Final remarks

- Abstract is a very important part of your proposal
- Evaluators are allocated ½ day [4 hours] to read, understand and report on 60-100 pages of text!
- Your project idea may be brilliant, HOWEVER, first impressions count!

**Be aware that it is a competition!!**

## Award criteria — Scoring

- › proposal will be evaluated against the following **award criteria**:
  - › excellence,
  - › impact
  - › quality and efficiency of implementation
- › according to the weighting and thresholds that are set out in the work
- › For each criterion, your proposal will be given scores of 0 to 5 (half marks are possible)
- › The maximum overall score is therefore 15.
- › **Exception:** If the work programme/call provides for a weighting factor.

<b>Type of action</b>	<b>Excellence</b>  The following aspects will be taken into account, to the extent that the proposed work corresponds to the topic description in the work programme.	<b>Impact</b>  The extent to which the outputs of the project should contribute at the European and/or International level to:	<b>Quality and efficiency of the implementation</b>  The following aspects will be taken into account:
<b>All types of action</b>	<b>Clarity and pertinence of the objectives;</b>  Credibility of the proposed approach.	<b>The expected impacts listed in the work programme under the relevant topic</b>	Coherence and effectiveness of the work plan, including appropriateness of the allocation of tasks and resources;  Complementarity of the participants within the consortium (when relevant);  Appropriateness of the management structures and procedures, including risk and innovation management.

<p><b>Research and innovation; Innovation; instrument</b></p>	<p><b>and SME</b></p>	<p><b>Soundness of the concept, including trans-disciplinary considerations, where relevant;</b></p> <p><b>Extent that proposed work is ambitious, has innovation potential, and is beyond the state of the art (e.g. ground-breaking objectives, novel concepts and approaches)</b></p>	<p>Enhancing innovation capacity and integration of new knowledge;</p> <p>Strengthening the competitiveness and growth of companies by developing innovations meeting the needs of European and global markets; and, where relevant, by delivering such innovations to the markets;</p> <p>Any other environmental and socially important impacts (not already covered above);</p> <p>Effectiveness of the proposed measures to exploit and disseminate the project results (including management of IPR), to communicate the project, and to manage research data where relevant.</p>	
<p><b>Coordination support actions</b></p>	<p><b>&amp;</b></p>	<p><b>Soundness of the concept;</b></p> <p><b>Quality of the proposed coordination and/or support measures.</b></p>	<p>Effectiveness of the proposed measures to exploit and disseminate the project results (including management of IPR), to communicate the project, and to manage research data where relevant.</p>	



## Impact, negative Kommentare aus ESR

- › project impacts not tailored to the expected impacts in WP or are described in general terms
- › lack of evidence and information supporting figures or data presented
- › lack of costs information
- › implementation sites limitation
- › impacts on jobs creation in rural areas not well developed (LCE11)
- › impacts not well-described
- › target cost reductions not presented and justified
- › risk environment analysis not considered
- › links between projects' outputs and European impacts not clear
- › lack of strong focus

- › lack of explanation (details about the reasons for using some technologies)
- › associated risks are not properly addressed
- › innovation potential not sufficiently/convincingly described
- › beyond state-of-the-art not described in detail
- › performance parameters not adequately substantiated
- › no details on the state-of-the-art/process costs
- › proposal not ambitious
- › specific targets for cost reduction and energy balance not indicated in sufficient details
- › lack of environmental aspects assessments and life-cycle perspectives

- › system integration not well-described
- › TRL to be reached not credible
- › safety issues not included in the work plan, where relevant
- › lack of information on concrete actions to achieve goals
- › missing description of current state-of-the-art
- › links between mentioned projects not well-described
- › specific technological solutions presented in a general way
- › lack of performance indicators
- › lack of actions to maintain MRLs in line with TRLs
- › limited innovation and progress beyond the state-of-the-art

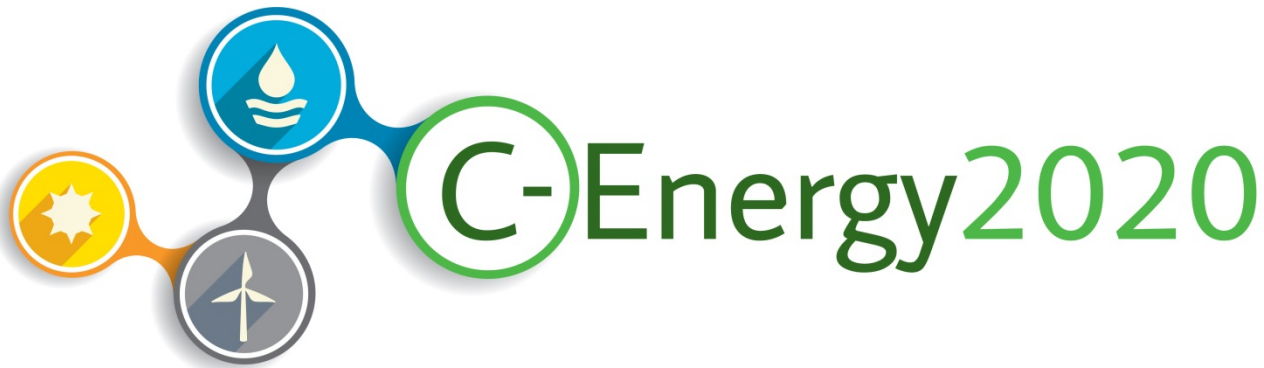
- › Clear form
  - › Well structured, bullets
  - › Strong statements with following justification
  - › No “plan”, “try”, - **WILL**
- › Understand the Challenges, WP is not enough !
  - › Read about Strategic Programming, SET-Plan objectives - for analysis and right wording
  - › Do not underestimate the IMPACT section – this is directly related to the impact !
  - › Pay attention to dissemination, exploitation and communication plan add **SOCIAL COMPONENTS !**

# Evaluation with the help of independent external experts guided by :

- › Excellence.
- › Transparency..
- › Fairness and impartiality.
- › Efficiency and speed.
  - › TTG 8 months only !
  - › **No room for corrections**

## European Network of Energy-NCPs

- › 4 year EU-Projekt C-ENERGY 2020
- › 20 NCPs as Partners
- › since January 2015



[www.C-Energy2020.eu](http://www.C-Energy2020.eu)

# **Example of administrative forms and template for the technical annex for proposals for Research and Innovation Actions (RIA) Innovation Actions (IA)**

[http://ec.europa.eu/research/participants/data/ref/h2020/call\\_ptef/pt/h2020-call-pt-ria-ia\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/call_ptef/pt/h2020-call-pt-ria-ia_en.pdf)

Developing a Horizon 2020 Proposal

# BUDGETCALCULATION



- › **General principles** according to **EU Financial Regulation**:
  - Transparency
  - Co-financing
  - no-profit principle
  - no double funding of the same costs
- › Reimbursement on the basis of **actual costs** as in FP7
- › **Single Certificate on the Financial Statement** when the amount claimed is equal or superior to EUR 325 000 at the end of the project
- › **Financial Viability Check** only for **coordinators** with funding equal or superior to EUR 500 000  
**Exception** in cases of doubt: financial viability check also for funding under EUR 500 000 as well as for other participants

Cost Category	Rates
<b>Direct costs</b>	<p>Research &amp; Development: max. 100%</p> <p>Close-to-market actions: max. 70%</p> <p><b>Exception:</b> Close-to-market actions for non-profit legal entities: max.100%</p>
<b>Indirect costs</b> <b>Flat rate</b>	<p>Flat rate: <b>25%</b> of total direct costs</p>
<b>Indirect costs</b>  <b>Actual indirect cost</b>	<p>No actual indirect costs</p> <p>Commission will issue guidelines for large infrastructures how parts of the indirect costs can be moved to direct costs</p>

# Budget calculation

“The following costing models can be used to assist in the calculation of your budget for your H2020 proposals. The model should be downloaded and completed locally (see instructions sheet in model). The completed model can then be forwarded to the research accountant for review.


This costing tool is to be used for budget preparation for all H2020 Collaborative Projects.

No expert knowledge of Excel is required. The instruction tab in each workbook provide guidelines.”

<http://www.ucd.ie/bursar/downloads/H2020-MultiplePartners%20V3-1.xls>

# H2020 FINANCIAL CALCULATOR

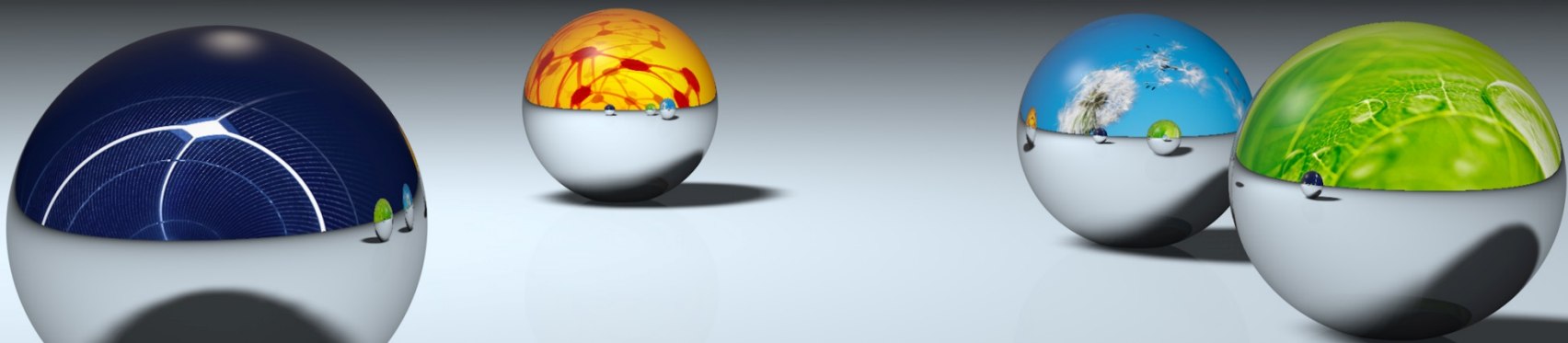
D12
 $f_x$  0

 H2020-MultiplePartners V3-1 [Kompatibilitätsmodus]

	A	B	C	D	E	F	G	H	I	J	K
1											
2		Project Name		0							
3		Budget Version		1-0							
4		Partner No		1							
5		Partner Name		UCD	2 RYC	3 AFBI	4 Uqeat	5 UU	6 AU	7 CRA	8 ICBF
6		WP Leader									
7											
8											
13		WP3	RTD	0	0	0	0	0	0	0	0
14		WP4	RTD	0	0	0	0	0	0	0	0
15		WP5	RTD	0	0	0	0	0	0	0	0
16		WP6	RTD	0	0	0	0	0	0	0	0
17		WP7	RTD	0	0	0	0	0	0	0	0
18		WP8	RTD	0	0	0	0	0	0	0	0
19			RTD	0	0	0	0	0	0	0	0
20			RTD	0	0	0	0	0	0	0	0
21			RTD	0	0	0	0	0	0	0	0
22			RTD	0	0	0	0	0	0	0	0
23			RTD	0	0	0	0	0	0	0	0
24			RTD	0	0	0	0	0	0	0	0
25			RTD	0	0	0	0	0	0	0	0
26			RTD	0	0	0	0	0	0	0	0
27		<b>Total RTD Man Months</b>		0	0	0	0	0	0	0	0
28											
29			DEMO	0	0	0	0	0	0	0	0
30			DEMO	0	0	0	0	0	0	0	0
31			DEMO	0	0	0	0	0	0	0	0
32			DEMO	0	0	0	0	0	0	0	0
33			DEMO	0	0	0	0	0	0	0	0
34		<b>Total DEMO Man Months</b>		0	0	0	0	0	0	0	0
35											
36		WP1	Mgt	0	0	0	0	0	0	0	0
37			Mgt	0	0	0	0	0	0	0	0
38			Mgt	0	0	0	0	0	0	0	0
39			Mgt	0	0	0	0	0	0	0	0
40			Mgt	0	0	0	0	0	0	0	0
41		<b>Total Mgt Man Months</b>		0	0	0	0	0	0	0	0
42											
43		WP9	Other	0	0	0	0	0	0	0	0
44			Other	0	0	0	0	0	0	0	0
45			Other	0	0	0	0	0	0	0	0
46			Other	0	0	0	0	0	0	0	0
47			Other	0	0	0	0	0	0	0	0
48		<b>Total Other Man Months</b>		0	0	0	0	0	0	0	0
49											
50		<b>Total Man Months</b>		0	0	0	0	0	0	0	0

Instructions
Project Details
**WP-Budget**
Budget
ManMonthBudget
CalcAvgMthRate
All-A3
P1
P2
P3
P4

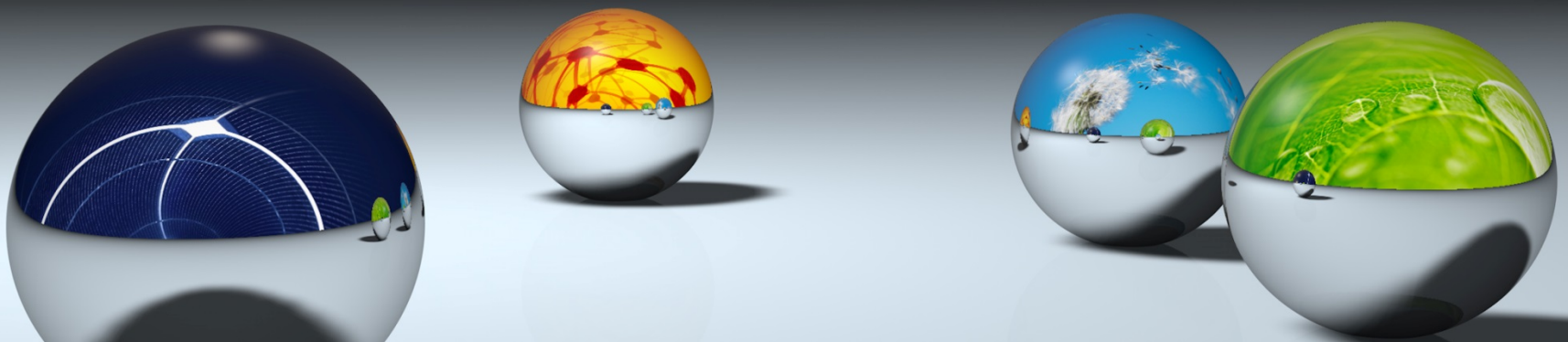
- Co-Finanzierung sollte im Hause vorab geklärt werden
- Keine Nachverhandlungen möglich !



**P. Zwi•tek**  
**p.swiatek@fz-**  
**juelich.de**  
**+49 170 211 96 12**  
**www.nks-energie.de**



**C-Energy 2020**  
**www.c-energy2020.eu**



**Thank you**

Bildnachweis Titelfolie:

3D-Montage: Projektträger Jülich, Forschungszentrum Jülich GmbH

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