



How to work on competitive proposal

New Delhi, 17 August 2011

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Priorities

- **Contacts**

- be pro-active
- expertise/idea offer on standard template
 - Template should attract attention
 - Should include links for further reading
- be VERY honest – avoid any misunderstanding at first contact
- update regularly your profile on EU-Portals and other partner search engines

- **Information ...**

Call information

PARTICIPANT PORTAL web site gives access to:

- Call fiches
- Calls Service
- Call texts
- Work programmes
- Participation guides

Alternative sources of information

- **Bulletins/newsletters**

- UKRO, EURESEARCH, KoWi (English)
- German NCPs, FFG (German)

- **Commercial supporters**

- HYPERION

- **„dirty guides“ for FP7 (excellent !)**

Whom you may ask for help?

- Contact NCP
- Check for support networks (BILAT-INCO-Nets)
- Contact Programme Officer
- Discuss your proposal with other applicants (even from different areas)
 - Ask your organization to arrange for an informal network)

Partner search engines

- **Partner Search CORDIS**

- http://cordis.europa.eu/partners-service/home_en.html

- **Managenergy**

- http://www.managenergy.net/partner_search

- **Ideal-IST**

- <http://www.ideal-ist.net/partner-search>

- **ICT-PSP**

- http://ec.europa.eu/information_society/activities/ict_psp/cf/partner/login/index.cfm

- **IGLO**

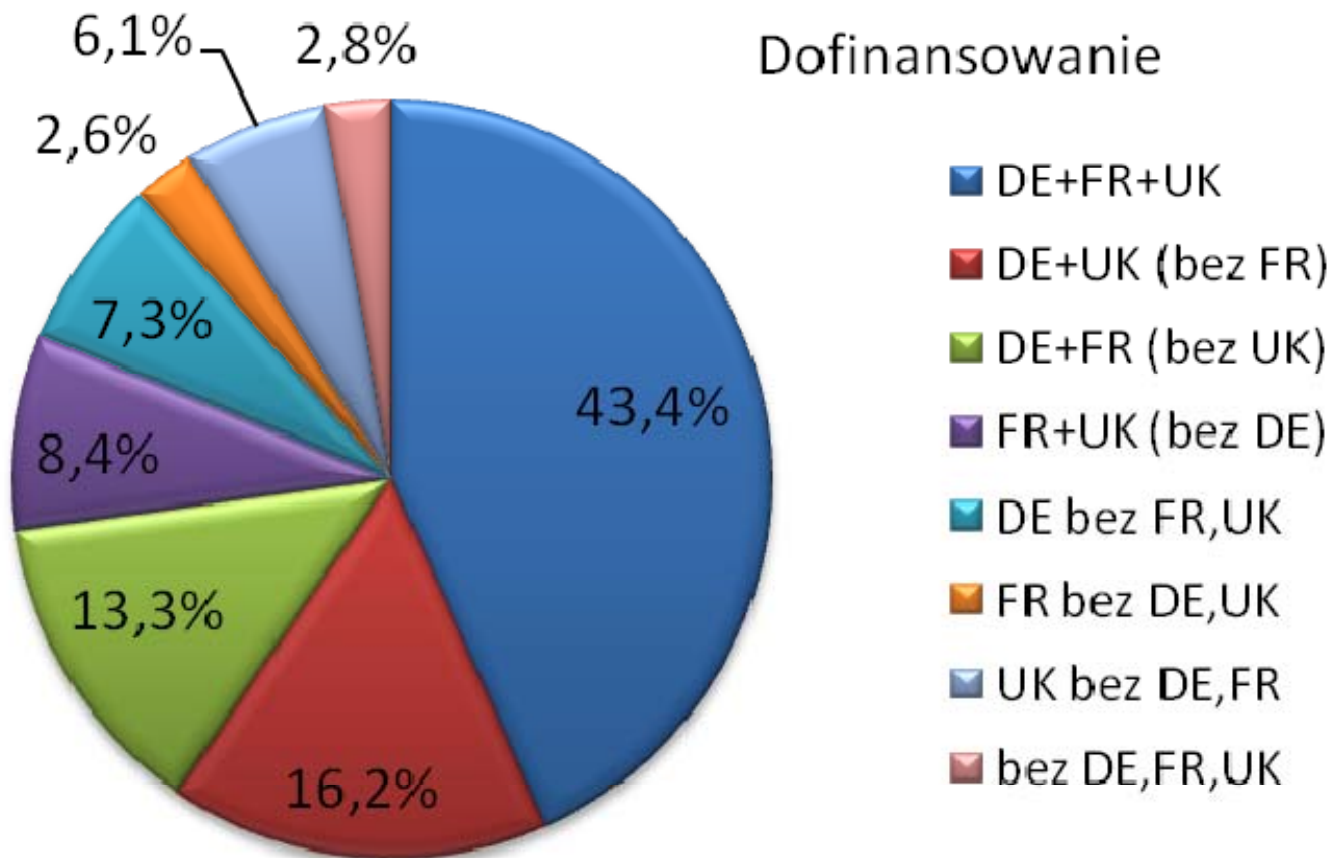
- <http://www.iglortd.org/services/partner.html>

- **SMEs**

- <http://www.ncp-sme.net/partner-search>

- www.enterprise-europe-network.ec.europa.eu/services/technology-transfer

„Jurek Supel's theory“



Data by courtesy of Jerzy Supel, NCP Warsaw

What and where you can contribute

- **Part A:** In part A you will be asked for certain administrative details that will be used in the evaluation and further processing of your proposal. Part A forms an integral part of proposal. Section A1 gives a snapshot proposal, section A2 concerns organisations, section A3 deals with money issues :
 - Section **A1**: Summary
 - Section **A2**: Participants (1 form per participant)
 - Section **A3**: Budget
- **Part B:** Scientific work and project management
 - Section **1**: Scientific and/or technical quality, relevant to the topics addressed by the call
 - Section **2**: Implementation
 - Section **3**: Impact
 - Section **4**: Ethical Issues

Use proper guidance

- **Include bullets and lists:** they draw attention to key facts and create a visual break;
- **Use short sentences with a basic structure:** subject, verb, object;
- **Include transitions:** at the beginning of a new paragraph or concept;
- **Keep related ideas and information together:** e.g. put clauses and phrases as close as possible;
- **Use strong, active verbs:** write "We will develop a cell line," not "A cell line will be developed";
- **Use verb forms instead of abstract nouns:** say 'creating the assay leads to...' rather than 'the creation of the assay leads to...'
- Replace with Word-Search all „plan“, „want“ etc

German special case

- Universities in „Land“ responsibility
- Very effective BAK (Bundesarbeitskreis der EU-Referenten)
- Networks of research institutions
 - Max-Planck (basic research)
 - Helmholtz (big instruments)
 - Fraunhofer (industrial research)
 - Leibnitz (ex „Blue List“)
- **ALL OF THEM HAVE LIAISON OFFICES IN BRUSSELS !!**

Federal "Research and Innovation" Funding Advisory Service

- The Federal "Research and Innovation" Funding Advisory Service
- the central point of contact for any questions concerning research and innovation funding.
- www.foerderinfo.bund.de/en/index.php
- Listing German funding for third countries !

History of European R&D Cooperation

- In 1971 COST Actions only form of cooperation in science and technology in Europe
- Since 1974 the European Science Foundation
- 1983 the First Framework Programme
- Since 1985 the EUREKA Programme

International cooperation

- **Regional approach:**
 - India Pilot Initiative on water related challenges:
 - Stakeholder conference in New Delhi (Nov 2010), Ministerial meeting with
 - Indian Minister in Brussels (Dec 2010), development of roadmap for joint research activities on water
- **Thematic approach:**
 - Pilot Initiative on Energy: Coordinated approach with the SET-Plan (low-carbon technologies) , partnership with the US
- **Improved Information sharing:** web-based sharepoint tool
- **Bi-regional dialogues:** preparation of a coherent European position in international summits; Pilots: EU-Latin America, EU - Africa
- **Next steps:** Analysis of common approaches with **China, USA**, and a political dialogue with **South East Asia**

Importance of FP7 funding

- FZK in FP6: 80 m€ in 209 projects
- KIT in 2009 22 m€ from 63 projects
- University Stuttgart in FP6: 54 m€

Indian Participation in FP7

- **In all proposals submitted (excluding Marie Curie and ERC)**
 - 587 proposals involving 949 Indian partners in the mainlist
 - 117 proposals involving 194 Indian partners (19.9% success rate)
 - 27 M€ EC contribution to Indian partners
 - 358 M€ total EC contribution to proposals involving Indian partners
- **INDIA IS THE 4th LARGEST PARTICIPANT COUNTRY IN FP7 OUTSIDE OF EUROPE**

www.access4.eu/india

- INDIA GATE increases the S&T cooperation between India and the EU by creating a “one-stop shop” for funding opportunities that are available in India for European organisations.
- The S&T agreement between India and EU recognizes the mutual benefit of access to respective funding programmes
- INDIA GATE aims to support European organisations who want to benefit from RTD funding sources from India.



ERA- NET

- ERA-NET New INDIGO
- www.newindigo.eu
- new call October 2011

CLIENT Call

- Addressing BRICS countries and Vietnam
- Climate protection and Environmental Technologies
- www.bmbf.de/foerderungen/14892.php
- Contact person
Patric Ziegler
patric.ziegler@dlr.de

EU-India S&T Cooperation

- **2001:** Signature of the Science and Technology Cooperation Agreement
- **2007:** First India- EU Ministerial Science Conference in New Delhi
- **2007:** 4rd Joint Steering Committee Meeting drawing the roadmap for a more strengthened and strategic partnership
Signature of the renewed Cooperation Agreement
- **2007:** Coordinated Call in Computational Materials Science (2 x €5 M)
- **2008:** Coordinated Call in Food and Nutrition Research (2 x €3 M)
- **2009:** Coordinated Call in Solar Energy Research (2 x €5 M)
- **2009:** Signature of the cooperation agreement on fusion research
- **2011:** Expected Launch of 2 EU-India Calls in Water research (2 x €10 M)+ (2 x €6 M)

EUROPEAN UNION

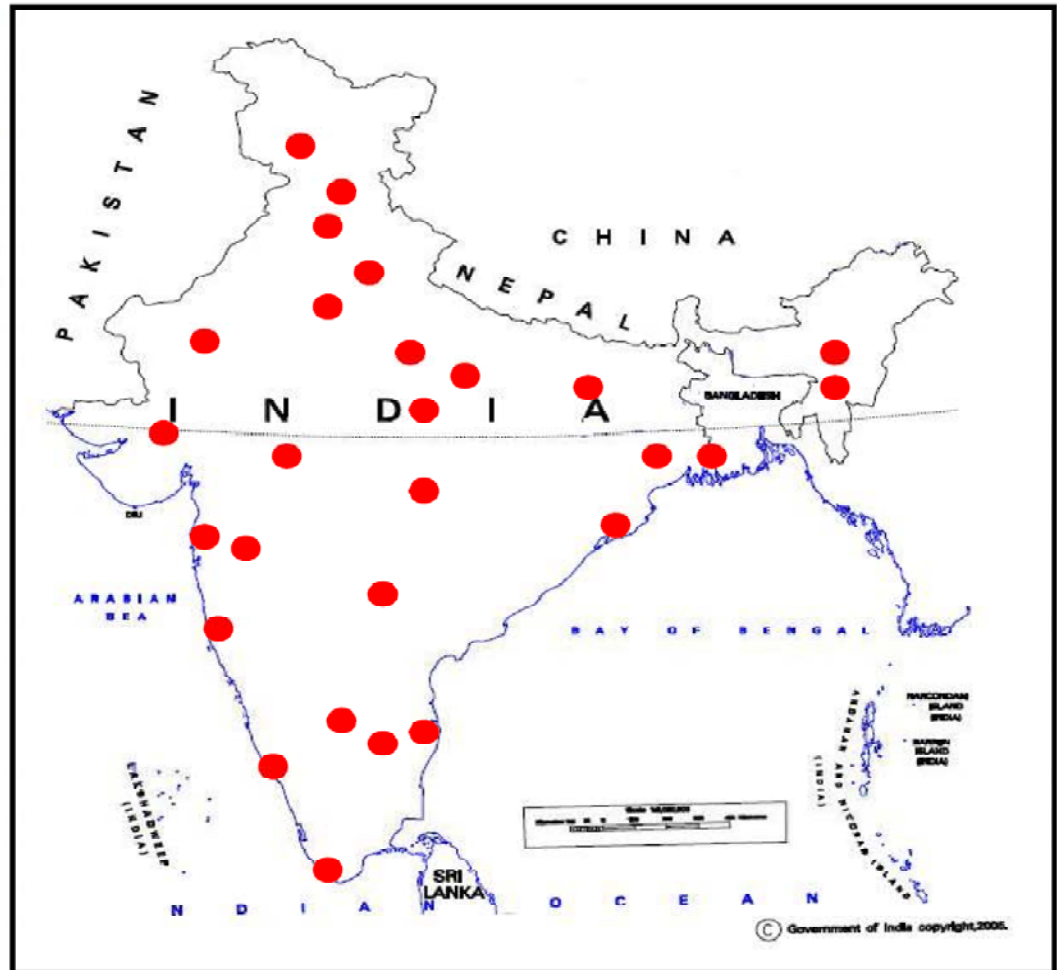
Acting together to promote research and innovation cooperation with India



**Awareness Raising and Information Campaign in India
13-24 June 2011**

Dr. Philippe de Taxis du Poët

1. Pune (13 June)
2. Goa (13 June)
3. Jodhpur (13 June)
4. Mumbai (14 June)
5. Jammu (15 June)
6. Ahmedabad (15 June)
7. Kolkata (15 June)
8. Patna (15 June)
9. Roorkee (15 June)
10. Kharagpur (16 June)
11. Lucknow (16 June)
12. Chandigarh (16 June)
13. Kanpur (17 June)
14. Allahabad (17 June)
15. Mandi (17 June)
16. Indore (20 June)
17. Chennai (20 June)
18. Kochi (20 June)
19. Guwahati (21 June)
20. Vellore (21 June)
21. Thiruvanthapuram (21 June)
22. Nagpur (21 June)
23. Bangalore (22 June)
24. Shillong (22 June)
25. Bhubaneshwar (23 June)
26. Hyderabad (23 June)
27. New Delhi (24 June)



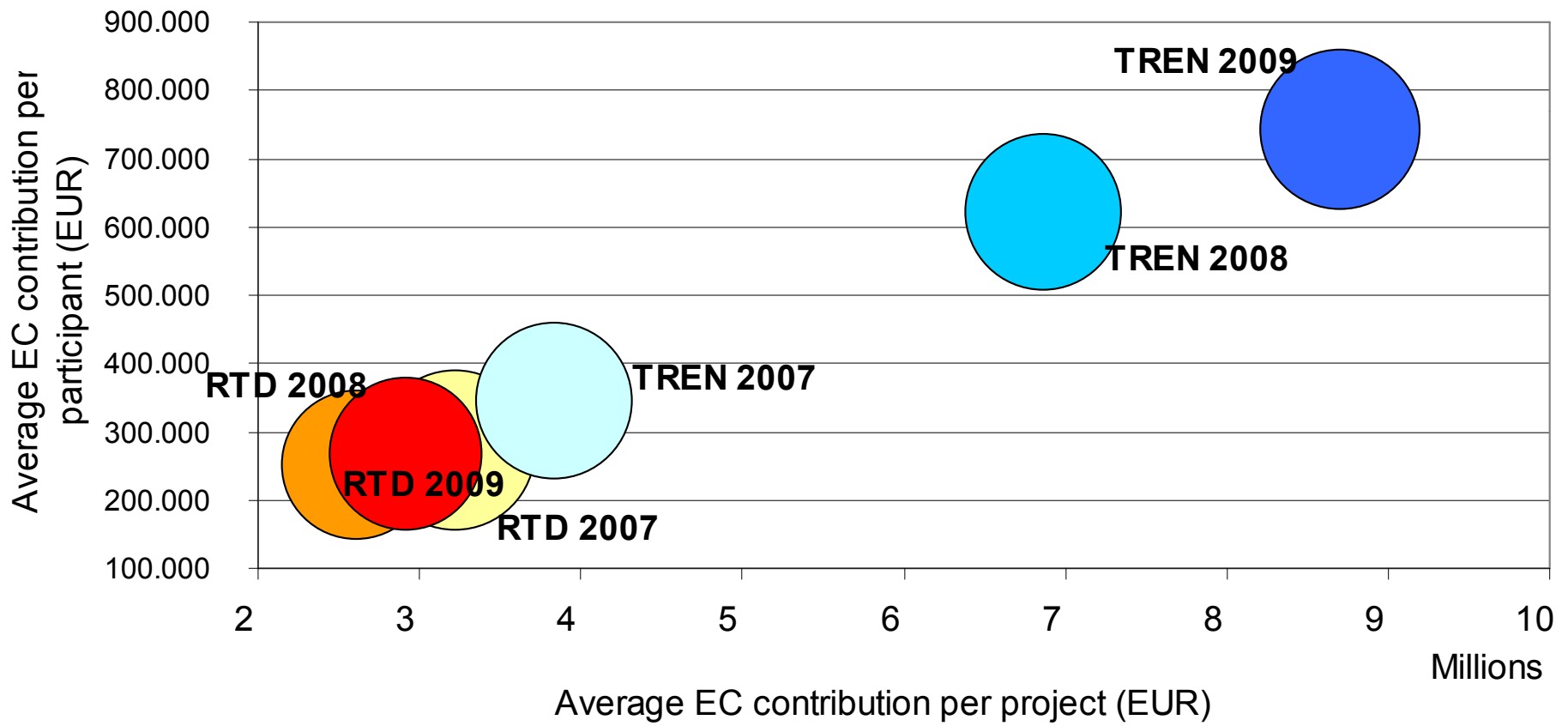
LARGECELLS, EU - India Coordinated Call,

- 1,64 m€, 3 years since 9/2010, coordinator Univ. Bayreuth
- Development of novel materials, device structures and fabrication methods suitable for thin film solar cells and TCOs including organic photovoltaics.



Energy Project Size

Development of project characteristics (RTD and TREN)



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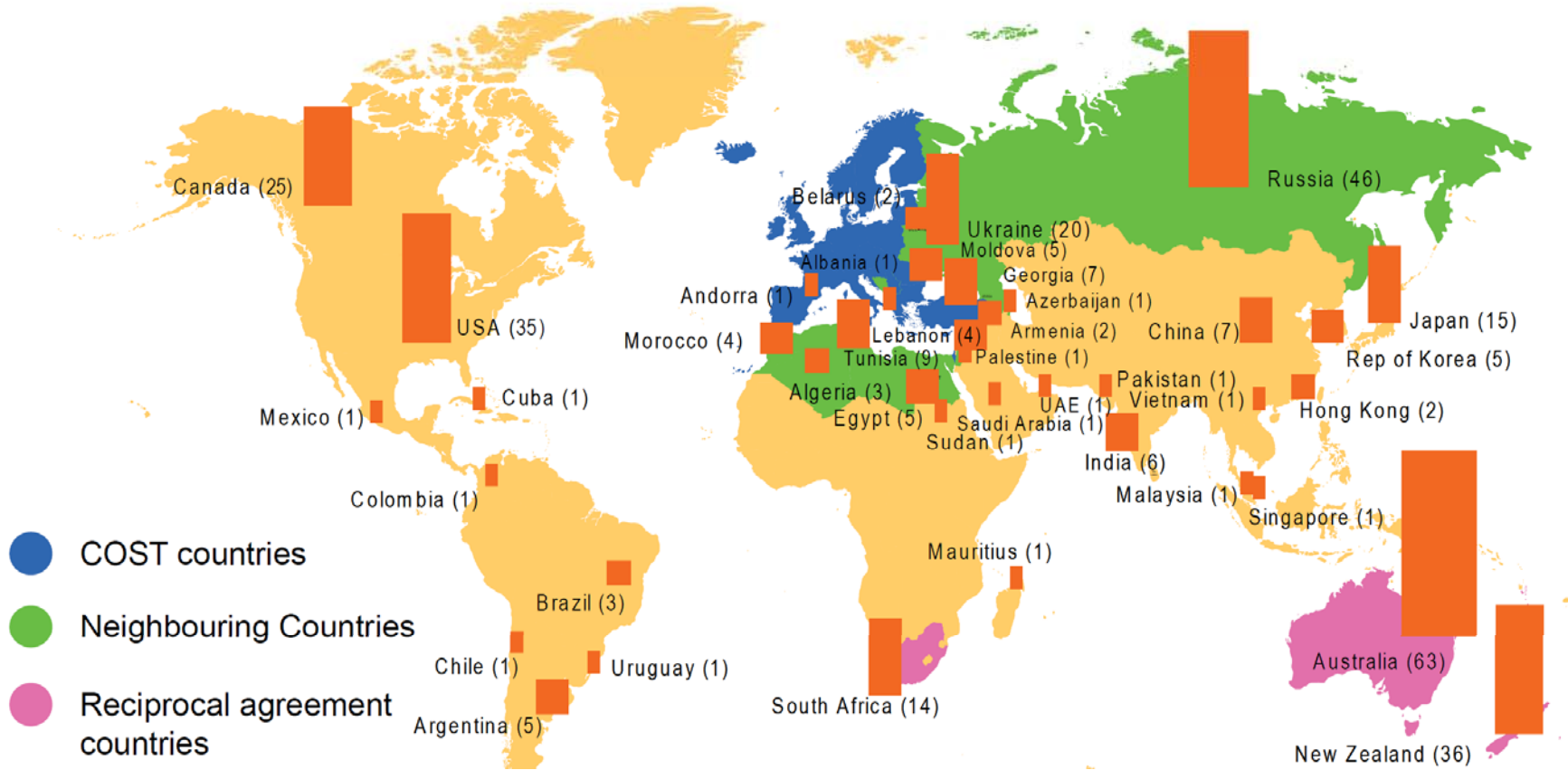
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COST

- Intergovernmental
- Since 1971
- Bottom-up, idea is approved, open for access during the whole lifetime
- 4 years duration, 100k€ p.a., average participation 19 countries
- 37 COST-countries, 3 countries with reciprocal agreement (AU, NZ, SA)

Participation of non-COST country institutions in 2009
 (Total: 340 participations from 40 countries in 126 Actions)



Indian Participation in COST

- India (Total: 6)
- FA (3) 859 University of Hyderabad
 - FA0605 International Centre for Genetic Engineering & Biotechnology (ICGEB)
 - FA0807 Sugarcane Research Station
- ICT (2)
 - IC0604 Wipro Technologies
 - IC0802 Indian Institute of Technology Kharag-pur
- MPNS (1)
 - MP0806 Indian Institute of Science

Support through instruments in FP7 CAPACITIES

- **Priority setting, targeting, regional dialogues**
 - INCONETs
- **Awareness raising, brokerage, participation**
 - BILATs
- **Partnership building with/amongst Member States**
 - ERANETs
 - INCONETs
 - BILATs
- **Reciprocity**
 - ACCESS4EU

ERA-WIDE

Further European Incentives

- EUREKA / EUROSTARS
- Pre-commercial procurement, PCP
- European Investment Bank, EIB
- Risk Sharing Finance Facility (RSFF)
- Public Private Partnerships (PPPs)

European Network of Energy-NCPs

- 3 years EU-Project C-ENERGY+
- www.c-energyplus.eu
 - Contacts
 - Evetnts
 - Partner Search (no dedicated engine)



Open FP7 Infodays

- 20 – 22 July 2011, Jakarta, Indonesia
- 23 – 24 July 2011, Bangkok / Thailand
- A number of FP7 funded projects involving Southeast Asian Partners are supporting the establishment of a network of Southeast Asian NCPs including SEA-EU-NET, BIOCIRCLE, INCONTACT, and SEACOOOP.

European Network of Energy-NCPs

- 3 years EU-Project C-ENERGY+
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 - Contacts
 - Events
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