Session 6: How to exploit successfully the targeted CL6 calls as a Turkish Beneficiary

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Next Steps as Coordinator

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- Step 1(C): Identify the most appropriate call to focus
- Step 2(C): Study the targeted call in detail
- Step 3(C): Prepare a proposal concept/summary
- Step 4(C): Get feedback
- Step 5(C): Finalise the core consortium
- Step 6(C): Coordinate the grant application writing
- Step 7(C): Have the full proposal externally evaluated
- Step 8(C): Submit

Step 1(C): Identify the most appropriate call to focus

Identify this one call based on your

- Expertise
    - Are the keywords of the call fully aligned with your specialisation?
    - Based on your scientific specialisation can you elaborate convincingly on the SoA limitations?
    - Have you been involved in previous research initiatives that lead to results (Knowledge, solutions, infrastructure, etc) which can be used as starting point in this call?
    - Do you have the expertise to lead the development of a grant application?
- Resources
    - Do you have the time ahead (~3-5 months) to lead a proposal?
    - Do you have the people to support you in proposal writing?
- Network
    - Do you have access to a wide network of all the key actors from various EU member states/regions?
    - Can your network involve as many as possible associate partners?

Step 2(C): Study the targeted call in detail

- Do you understand what are the key challenges that have to be addressed with your proposed project?

- Do you understand which results and objectives are expected from your proposed project?

- Do you understand what are the benefits that are expected from each of your project results by the end of the project?

- Do you understand what are the benefits that are expected from each of your project results some years after the end of the project?

- Do you understand the size and profile of your potential consortium in order to deliver a winning project under this call?

- Have you noticed any other specificities that will make the difference and should be addressed by the winning projects?

Step 3(C): Prepare a proposal concept/summary

Further to Step 2 (C), prepare a 3-4 pages document as your proposal concept/summary which will contain

1. The key challenge and key purpose of your project

2. The Scientific, Social and Economical Challenges

3. Outline your objectives as solutions to address each of the identified challenges

4. Elaborate more on the State of Art limitations and why no-one has managed to overcome them

5. Explain the methodology/approach, expertise and resources needed in order to overcome each of the identified limitations

6. Match the needed expertise and resources with type of organisations and from which regions if possible

Step 4(C): Get feedback

Get feedback on the **value and alignment** of your proposal concept/summary with the targeted call from

- Your NCP
- TH2020II experts
- EC Officers
- Other Experts
- Key actors from previously funded projects
- …

Step 5(C): Finalise the core consortium

- Use your own network

- Exploit [Cluster 6 2024 calls brokerage](#) event (Open till 25 Dec 2023)

- Exploit the related [F&T Portal Search](#) partner facility

- Exploit the [participant list](#) from the Cluster 6 infoday in 27-28 Sept 2023

- Identify Key actors from related [previously funded projects](#) (search with research keywords)

- Use Social Media and especially Linkedin Groups such as

    - [Horizon Europe, Framework Programme for Research and Innovation](#)

    - " [HORIZON EUROPE " Framework Programme for Research and Innovation](#)

    - And post proposal summary and an expression of interest form for potential partners to apply – Tip: State that priority will be given to highly experienced organisations that can involve you in other similar initiatives

    - Explore contacts from related European Partnerships such as [Circular Bio-based Europe](#), [Biodiversa+](#) etc

Step 6(C): Coordinate the grant application writing

- A. Assign clear roles in the grant application writing
  - Who writes what,
  - who assures quality,
  - who evaluates,
  - who supports in administration,
  - who communicates with externals

- B. Use online word processing to contribute jointly to the application writing

D. Ensure the following in grant application
- **Excellence**
  - Key challenge and key purpose
  - State of the Art/scientific limitations and Project Objectives
  - Measurable project objectives
  - Methodology focus on overcoming those limitations and ac
  - Why you are the best consortium for the suggested method
  - Open Science, cross-cutting issues,
- **Impact**
  - Measurable expected outcomes and impacts (target groups
  - Plans to achieve TRL 9 after the project
  - Barriers to achieve those impacts
  - Pathways/strategy to overcome those barriers
- **Implementation**
  - Alignment between workplan and objectives
  - Risks mitigation/preventive measures per task
  - 80/20 & 70/30 rule on allocation of resources, Lump sum

Step 7(C): Have the full proposal externally evaluated

- Ensure the final draft is ready 2 weeks before the deadline

- Engage an expert (either a paid one and/or for free from TH2020II programme) to evaluate your proposal

- Detailed feedback on each subsection of the full grant application should be received –Focus on Weaknessess

- Address each of the received evaluation comments

Step 8(C): Submit

S. Submit the final proposal

- Send a thank you message to all partners

- Tidy-up your office and e-folders

- Last but not least –   with your team that supported you!

Great Tip!

- Do you know that you can use AI (e.g. Bard at https://bard.google.com/chat or chatGPT and help you in order to conduct all the steps from 1 (C) to 7(C)

Next Steps as Potential Partner

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- Step 1(P): Identify those calls you can bring value

- Step 2(P): Outline your assets as partner in potential proposals

- Step 3(P): Identify previously funded projects related to your targeted calls

- Step 4(P): Engage intelligently with the key partners from those funded projects

- Step 5(P): Explore with those partners potential collaboration possibilities in your targeted calls

- Step 6(P): Provide high value contributions to any proposals you are involved

- Step 7(P): Stay in touch with all the ones contacted

Step 1(P): Identify those calls you can bring value

Value due to your

1. Experience on the scientific and research area of the call

2. Access to essential infrastructures for the call

3. Involvement in previous related funded projects or with actors from those

4. Access to key actors needed (e.g. end-users and policy makers) in the call

5. Ability to conduct a full-pilot with the involvement of associate partners

6. Understanding of the specificities of the call

7. Connection with the related EC Policy Officers

8. Competency to provide high value contributions during the proposal writing

9. Capability to engage for free a high-calibre consultant/EC Expert to evaluate the final draft from the TH2020II programme

Step 2(P): Outline your assets as partner in potential proposals

- Any of the ones applicable for you from Step 1(P)

- Be specific, for example
  - prove your experience on the scientific and research area of the call with a detailed State of Art Analysis of the topic and focus on the limitations that winning projects should overcome
  - Identify specific names of EC Policy Officers from the related infoday, i.e. for CL6 and send them an email
    - Mr. Panagiotis Balabanis (Head of RTD B1) Panagiotis.Balabanis@ec.europa.eu,
    - Mrs Rosalinda Scalia (RTC C5) Rosalinda.Scalia@ec.europa.eu
    - Mr. Bertrand Vallet (RTD B1) Bertrand.Vallet@ec.europa.eu

Step 3(P): Identify previously funded projects related to your targeted calls

	Action	Base projects as a starting point with keywords as	Indicative Projects
Destination 3 Circular Economy			
HORIZON-CL6-2024-CircBio-01-1	CSA	CCRI-PDA Circular Cities and Regions	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-10	RIA	Aquatic extremophiles	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-2	IA	Circular solutions for textile	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-3	IA	Circular solutions for furniture	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-4	IA	Circular solutions for tourism	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-5	RIA	Biodegradation of bio-based materials	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-6	RIA	Digital/ICT for bio-based products	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-7	IA	GHG economies	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-8	CSA	Bioeconomy assitance	[Use Cordis](#)
HORIZON-CL6-2024-CircBio-01-9	CSA	Bioeconomy start-up villages	[Use Cordis](#)
Destination 4 Zero Pollution			
HORIZON-CL6-2024-ZEROPOLLUTION01-1	IA	Safe regional nitrogen and phosphorus boundaries	[Use Cordis](#)
HORIZON-CL6-2024-ZEROPOLLUTION01-2	CSA	Recycle fertilising products from secondary raw materials	[Use Cordis](#)
HORIZON-CL6-2024-ZEROPOLLUTION01-3	RIA	Environmental impacts of food systems	[Use Cordis](#)
HORIZON-CL6-2024-ZEROPOLLUTION02-1-two-stage	IA	Water quality in urban areas	[Use Cordis](#)
HORIZON-CL6-2024-ZEROPOLLUTION02-2-two-stage	RIA	Zero pollution, zero-waste biorefineries	[Use Cordis](#)

Step 4(P): Engage intelligently with the key partners from those funded projects

Send an email as follows

- Start with an honest compliment (e.g. congratulate about their project and explain why)

- Elaborate on your high interest and expertise in their key research area

- Express your offer to get more involved in their project (if still running), e.g. as peer-reviewer, AB/stakeholders member, speaker in their event (NB. Give and shall receive)

- Ensure you get a response. e.g. Follow-up over the phone (You never send an email to anyone if you are not determined to follow-up and should persist to get a response)

Step 5(P): Explore with those partners potential collaboration possibilities in your targeted calls

- Use any applicable assets from Step (2(P) For example, highlight any current discussions with policy makers(EC, EP, national authorities) and other key actors (e.g. initiators of similar projects, EU partnerships, end-users) related to your research area (see values 1-9)

- Conclude with your desire to virtually meet and have a discussion on any ideas for the forthcoming identified HEU call in **Cluster 6**

- See example next

Email Example/template

Subject: **Collaboration Opportunity under Horizon Call topic: …**

Dear …..…,

I am ……. and I decided to contact you based on your [expertise/or active involvement] in …. because we are working in the same area with some [unique knowledge/ideas/solutions/ products, select whatever applicable] related to the following call under Cluster x: http://ec.europa.eu/research/…..

In case you are active in submitting a grant application under the above call, we would like to discuss in a quick zoom meeting how we can add high value and jointly submit a successful proposal in this call. Please note the following points that we believe are essential for success in this competitive call.

[Apply tips for values/assets 1 to 9]

[Example on assets/values 1,2,7, 8]. We have investigated heavily the expectations from this call with the help also from the EC project Officer responsible for this call Mr./Mrs… and you can find our brief analysis attached

[Example on asset/value 3]. Furthermore, we are already in communication with other related projects that their results can form an excellent starting point for a winning proposal under this call. Such projects are …

[Example on asset/value 4, 5]In addition to our organisation we could also bring a very strong end user from the XXX domain as well as a policy maker (i.e. the ministry of …) as direct or associate partner. With our participation proposal value chain as well as its geographical coverage could be significantly enhanced. We can undertake the responsibility of running a pilot for this call with the involvement of associate partners from our network.

[Example on 8, 9] Our team (www.xxx.com) could provide top-notch support in the proposal preparation and also engage an experienced EC expert as external evaluator of the proposal final draft with no cost from your side.

[Example on 1] You can see a short elaboration on the related SoA analysis applicable on the targeted call and I'll be happy to elaborate further.

I hope we will have the chance to work together and prepare a successful proposal. Looking forward to your feedback. You can reply directly to my email: xxxx @ xxx. xx or mobile phone: +xx xxxxxxxxx

Best regards

[First Name]. [Position]

[Full Name]

Step 6(P): Provide high value contributions to any proposals you are involved

Similar to Step 6(C) but **suggest** instead of **coordinating** to

- A. Assign clear roles in the grant application writing
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- B. Use online word processing to contribute jointly to the application writing

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- **Implementation**
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Step 7(P): Stay in touch with all the ones contacted

- Engagement is like muscles: The more we work, the stronger they become

- Find interesting topics to share such as
    - Related publications
    - Events to join
    - Calls to colloborate
    - Offer to join advisory groups
    - Explore Twinning and Teaming actions
    - etc
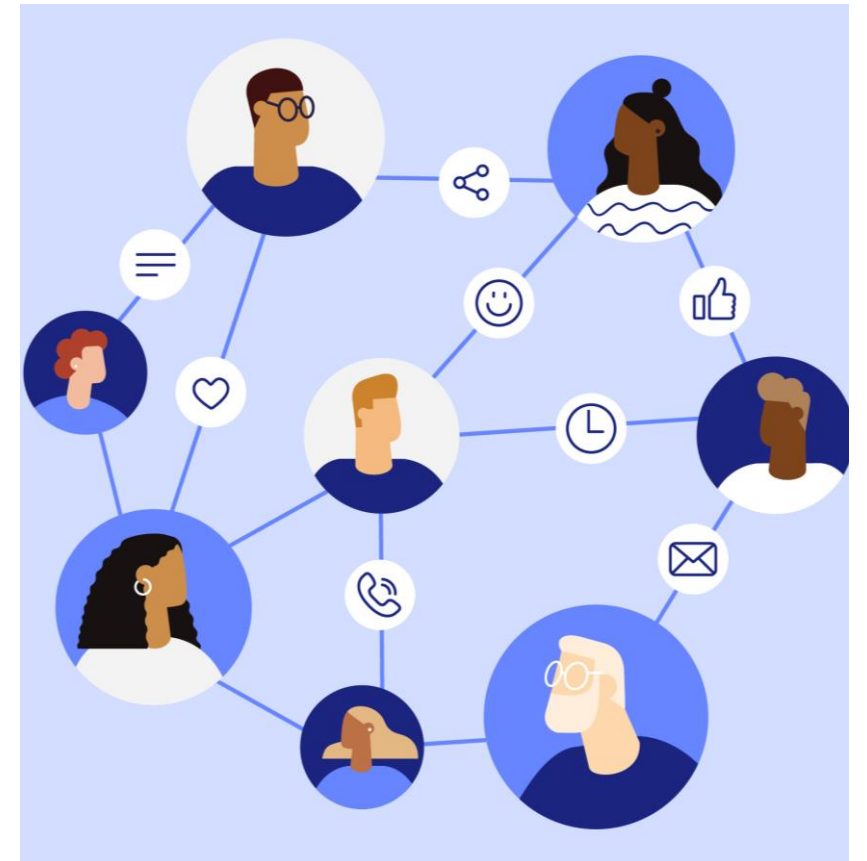
Great Tip!

- Do you know that you can use AI (e.g. Bard at https://bard.google.com/chat or chatGPT and help you in order to conduct all the steps from 1 (P) to 7(P).

top tip!

Applied Knowledge is power

Knowledge is not power, applied knowledge is

Practice NOW with the proper support and apply what you learned in class

Indicative Tasks to choose to work from.

Hint: You can use AI (e..g Bard or ChatGPT or Bing) to support you on those tasks

Morning Tasks – Hands on Practice

1. Task 1: Deconstruct your targeted call (As coordinator or partner -Step 2(C)) [Check this via Bart](#)
2. Task 2: Identify contact details of previously funded projects as potential proposal initiators (As partner - Step 3(P)) or as Coordinator – Step 5(C)) [Check this via Bing chat](#)
3. Task 3: Prepare an email to connect with them with emphasis on your assets (As partner Step 5(P)) – [Check this via Bart](#)

Presentations/Reflections on tasks done and receive feedback

Afternoon Tasks – Hands on Practice

1. Task 4: Repeat above steps for another call - topic
2. Task 5: Prepare a proposal concept /proposal summary (as coordinator –Step 3(C))
• Anything else suggested by the participants

Presentations/Reflections on tasks done and receive feedback