

How to support researchers to get into HORIZON 2020

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What you as an IM need to know:

You need:

- A good understanding of the H2020 structure (pillars) and topics
- To know how to search on the Participant Portal
- To know the eligibility rules (or know where to find them):
 - LEIT and SC is simple
 - MSCA: Early-stage researchers (ESR), Experienced researchers (ER), Academic sector, Non-academic sector, Beneficiaries, Partner organisations
 - ERC: Principal Investigator, calculation of the eligibility period, restrictions for submission
 - SME Instrument
 - ...



What you as an IM need to know:

... you need:

- To find out about the motivation of the researcher: is he/she aware of the contractual implications, ...
- To understand the new dimension of "Innovation"



How do you give advice?

There are of course many ways to give advice.

The two extremes are:

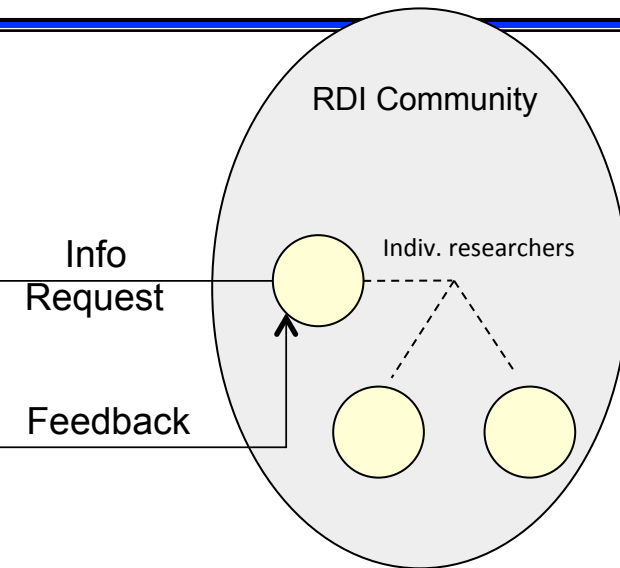
1. One-time advice
2. Continuous advice from idea to proposal:
Coaching



The one-time Advice

Individual meetings:

- Suitability of the idea
- Mapping ideas to calls
- Motivation of researcher
- Developing partner profile

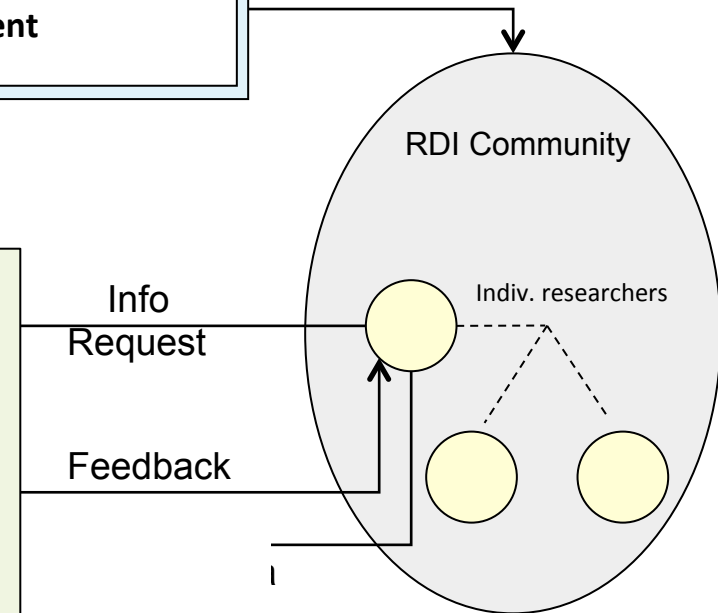


The Coaching Model



Individual meetings:

- Motivation of researcher
- Mapping ideas to calls
- Developing partner profile
- Proposal design
- Proposal pre-evaluation



Motivation of Researchers



Why to try to get in and why not

It is important to be clear about that

- It is not easy to get an H2020 project
- The competition will remain high (15% success rate, even below 10% for Turkey so far)
- It requires a substantial amount of work
- You need to team up with a European consortium



Why to try to get in and why not

Do you have the right motivation to try and get in ?



- Is it for widening your research perspectives or those of your department/institute ?
- Do you have the backing of the management/ dean of your organization ?
- Are you prepared to accept dependencies on other partners in the research work to be done ?
- Are you aware of the administrative, management and reporting overheads ?
- ~~Is the money the main reason ?~~

Why to try to get in and why not

Some pre-conditions you should be aware of:

- Do you have a good **research track record** to convince potential partners (academia)?
- Do you have an **up-to-date development or production environment** (SME)
- Does a **research team** exist at your university, or are you an individual researcher ?
- Does your institute/company have **medium to long-term research/development perspectives?**



Remember ...

- The ultimate aim is to convince the evaluators that your proposal is the best !



But before you come to that step

- You have to win your place in a consortium !

Take the answers of the previous questions and create a convincing profile of yourself and your organisation/research group

Some final words

My previous comments may sound rather restrictive, but my advice is:

Try everything to get into collaborative projects

- It will boost your scientific experience
- The cross-cultural experience is invaluable
- ... and last but not least: **it is real fun !**

