

"Proposal Development for Horizon 2020" Consortium Building & Budget Preparation

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IPR, Legal & Financial Issues Expert

Istanbul, 7/4/2016

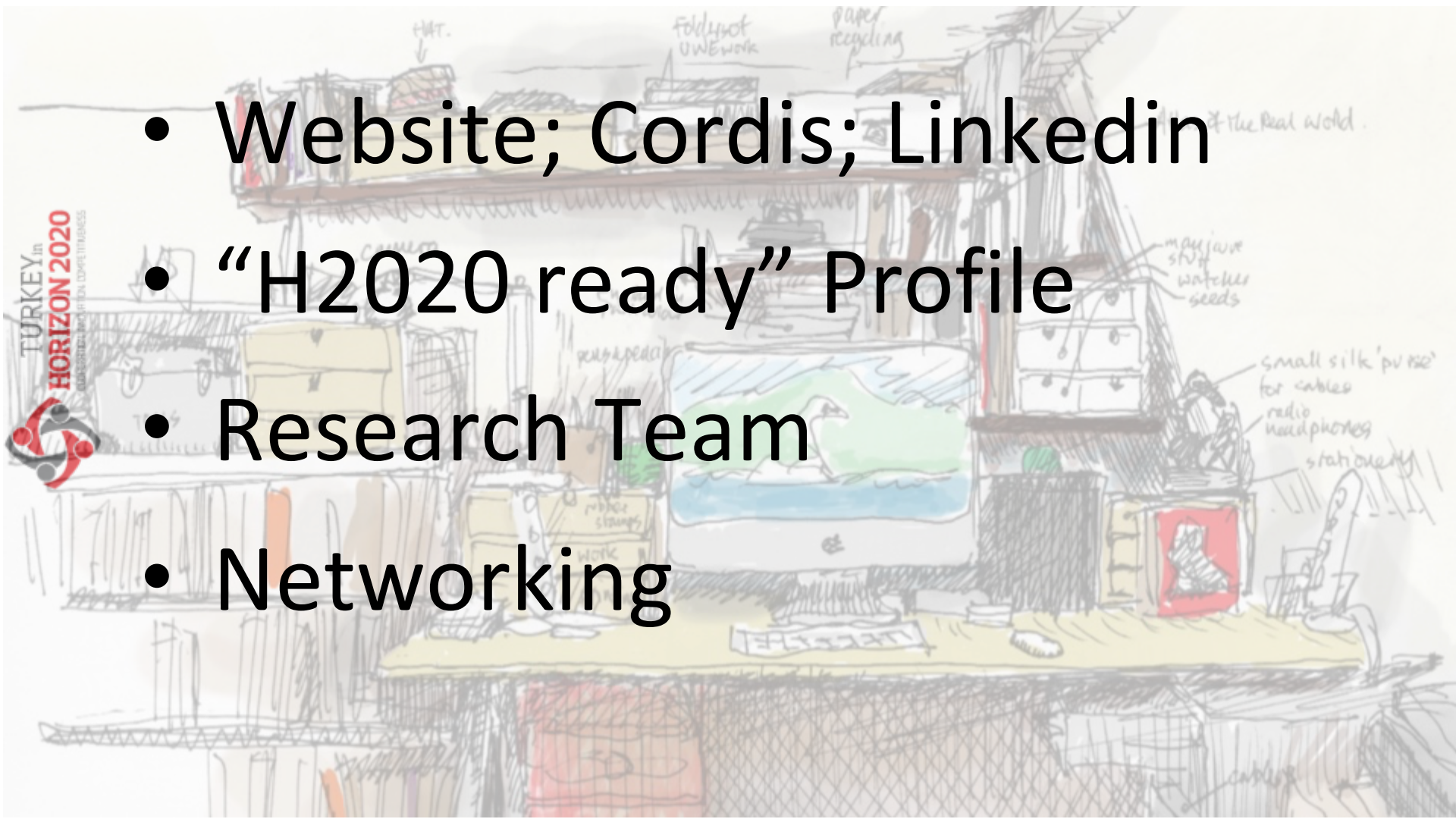
Build your Organisation Profile

What this is all about

- Create your Profile (as an organisation)
- Find synergies
- Build a consortium
- Prepare a proposal budget

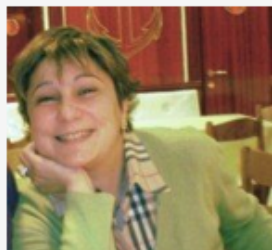
Build your online presence

- Website; Cordis; LinkedIn
- “H2020 ready” Profile
- Research Team
- Networking



Why not this ?

antonella silipigni (Italy)



FP7-HEALTH, FP7-ENERGY,
FP7-ENVIRONMENT, FP7-SSH,
FP7-SECURITY, FP7-COORDINATION,
FP7-IDEAS, FP7-PEOPLE, FP7-JRC

Transport, Renewable sources of energy,
Energy saving, Biofuels, Other energy
topics, Medicine, Health, Life sciences,
Agriculture, Food, Resources of the sea,
Fisheries, Water resource management,
Project management methodologies,
Safety, Environmental protection, Waste
management, Sustainable development,
Social aspects, Education, Training,
Information, Media, Economic aspects,
Regional development, Employment
issues, Security, Policies, Legislation,
Regulations, Forecasting, Evaluation,
Innovation, Technology transfer,
Coordination, Cooperation, Scientific
research, Business aspects, Research
ethics, Intellectual property rights

Profile completeness

78 % completed

Italian partners (public and private) and expertise ready to apply in your call

Partnership request description::

My Agency Tikkun Fenix has great experience working with European funding programmes including ENPI, LLP, Daphne III, ESF, EIF, TEMPUS, PROGRESS, Erasmus for Young Entrepreneurs, Youth in Action, Europe for Citizens and others. Last year we were part of different consortia that applied under FP7 and now we are taking part of the preparation of H2020 proposals for the next deadlines with many partners.

Partner offering expertise: **antonella silipigni (Italy)**

Partner expertise: Transport, Renewable sources of energy, Energy saving, Biofuels, Other energy topics, Medicine. Health, Life sciences, Agriculture, Food, Resources of the sea. Fisheries, Water resource management, Project management methodologies, Safety, Environmental protection, Waste management, Sustainable development, Social aspects, Education. Training, Information. Media, Economic aspects, Regional development, Employment issues, Security, Policies, Legislation. Regulations, Forecasting, Evaluation, Innovation. Technology transfer, Coordination. Cooperation, Scientific research, Business aspects, Research ethics, Intellectual property right

Call for proposal title: Reflective Societies: Cultural Heritage and European Identities

Call for proposal identifier: H2020-REFLECTIVE-SOCIETY-2014

Partner role: Project coordinator

Description of the collaboration sought:

Expertise sought: Research ethics, Business aspects, Coordination. Cooperation, Evaluation, Employment issues, Regional development, Economic aspects, Information. Media, Education. Training, Social aspects, Sustainable development,

Roles sought: Project participant, Project coordinator,

Countries sought: Italy, Ghana,

Call for proposal specific information

1. Themes covered by this call

REFLECTIVE-9-2014: Social Platform on Reflective Societies

2. Funding schemes applicable for this call (Please see call fiche for full details)

CSA (Coordination & support action)



or why not this ?

Profile summary

Uğur Demir (Turkey)



FP7-HEALTH, FP7-KBBE, FP7-ICT, FP7-NMP, FP7-ENERGY, FP7-ENVIRONMENT, FP7-TRANSPORT, FP7-SSH, FP7-SPACE, FP7-SECURITY, FP7-COORDINATION, FP7-JTI, FP7-IDEAS, FP7-PEOPLE, FP7-INFRASTRUCTURES, FP7-SME, FP7-REGIONS, FP7-REGPOT, FP7-SIS, FP7-COHERENCE, FP7-INCO, FP7-JRC

Industrial manufacture, Electronics, Microelectronics, Information processing, Information systems, Telecommunications, Transport, Aerospace technology, Construction technology, Materials technology, ICT Applications, Network technologies, Nanotechnology and Nanosciences, Industrial biotech, Space and satellite research, Automation, Robotics, Other technology, Fossil fuels, Renewable sources of energy, Energy storage, Energy, Transport, Energy saving, Medicine, Health, Agriculture, Food, Resources of the sea, Fisheries,

Profile

[My organisations](#)[Expertise](#)[My links](#)[My library](#)

Favourite theme

FP7-HEALTH, FP7-KBBE, FP7-ICT, FP7-NMP, FP7-ENERGY, FP7-ENVIRONMENT, FP7-TRANSPORT, FP7-SSH, FP7-SPACE, FP7-SECURITY, FP7-COORDINATION, FP7-JTI, FP7-IDEAS, FP7-PEOPLE, FP7-INFRASTRUCTURES, FP7-SME, FP7-REGIONS, FP7-REGPOT, FP7-SIS, FP7-COHERENCE, FP7-INCO, FP7-JRC

Expertise description

No expertise description provided

Expertise categories

Industrial manufacture, Electronics, Microelectronics, Information processing, Information systems, Telecommunications, Transport, Aerospace technology, Construction technology, Materials technology, ICT Applications, Network technologies, Nanotechnology and Nanosciences, Industrial biotech, Space and satellite research, Automation, Robotics, Other technology, Fossil fuels, Renewable sources of energy, Energy storage, Energy, Transport, Energy saving, Medicine, Health, Agriculture, Food, Resources of the sea, Fisheries, Agricultural biotechnology, Water resource management, Project management methodologies, Social aspects, Education, Training, Information, Media, Economic aspects, Regional development, Employment issues, Security, Innovation, Technology transfer, Coordination, Cooperation, Scientific research, Business aspects, Research ethics

Skills and competences

No skills and competences provided

Research infrastructure of the organisation

No research infrastructures of the organisation provided

One good example

Nick Timmons (Ireland)



FP7-ICT

Electronics, Microelectronics, Information processing, Information systems, Telecommunications, ICT Applications, Network technologies, Space and satellite research, Renewable sources of energy, Energy saving, Other energy topics, Biotechnology, Medical biotechnology, Agricultural biotechnology, Waste management

Profile completeness

64 % completed

About Nick Timmons

Nick Timmons has 0 recommendations

Nick Timmons has 1 connection

Nick Timmons has 0 active partnership requests

Nick Timmons belongs to 0 groups

Interact with Nick Timmons

Last update: 2014-03-24

Tutorials & Help

Wireless sensor network design and implementation.

Partnership request description::

We can provide wireless sensor network design for the remote monitoring of streetlighting, RF, antenna, and wireless design expertise, embedded systems, firmware and software applications, electronic hardware design, pcb design, prototyping services.

Partner offering expertise: Nick Timmons (Ireland)

Partner expertise: Electronics. Microelectronics, Information processing. Information systems, Telecommunications, ICT Applications, Network technologies, Space and satellite research, Renewable sources of energy, Energy saving, Other energy topics, Biotechnology, Medical biotechnology, Agricultural biotechnology, Waste management

Call for proposal title: CALL – SMART CITIES AND COMMUNITIES

Call for proposal identifier: H2020-SCC-2015

Partner role: Project participant

Description of the collaboration sought:

Industries, research groups, municipal entities, who are interested in the concept of smart cities and specifically the area of energy conservation.

Expertise sought: Environmental protection, Energy saving, Energy storage. Energy. Transport, Renewable sources of energy, Network technologies, ICT Applications, Telecommunications,

Roles sought: Project participant,

Countries sought: Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, United Kingdom,

Call for proposal specific information

1. Themes covered by this call

SCC-01-2015: Smart Cities and Communities solutions integrating energy, transport, ICT sectors through lighthouse (large scale demonstration - first of the kind) projects

2. Funding schemes applicable for this call (Please see call fiche for full details)

IA (Innovation action)



Another good example

Profile summary

Beliz OZUT (Turkey)



No favourite theme provided

Industrial manufacture, Electronics, Microelectronics, Information processing, Information systems, Telecommunications, Construction technology, Materials technology, ICT Applications, Network technologies, Nanotechnology and Nanosciences, Industrial biotech, Fossil fuels, Renewable sources of energy, Energy storage, Energy, Transport, Energy saving, Biofuels, Hydrogen and fuel cells, Other energy topics, Mathematics, Statistics, Medicine, Health, Biotechnology, Life sciences, Medical

Profile

[My contact details](#)[My organisations](#)[Expertise](#)[My links](#)[My library](#)

Favourite theme

No favourite theme provided

Expertise description

EBILTEM-TTO is a Technology Transfer Office of Ege University which serves for the university and the SMEs/Companies in the region with the aim of raising awareness, training and knowledge transfer, securing funds for R&D and innovation, finding a common ground for researchers and SMEs, providing IPR consultancy services, entrepreneurship and licensee for the ideas which can be turned into financial assets.

Since 2004, EBILTEM-TTO has coordinated or participated in a total of 18 EU Framework projects attracting a total of 5 Million Euros for the development of the innovation capacities of regional industries thereby improving their competitiveness in internal and global markets. Consequently, it has been a member of several international networks, such as Innovation Relay Centres (IRC), Ideal-Ist Network, EuroAcess, Enterprise Europe Network (EEN), European Patent Office - EPO, European Intellectual Property Rights Helpdesk - IPR Helpdesk, European Centre for Strategic Management of Universities - (ESMU, European Intellectual Property Teachers' Network - EIPTN, Patent Information Centres - PATLIB, The Competitiveness Institute - TCI Network and European Knowledge Transfer Society (EUKTS). EBILTEM-TTO cooperated with international consortia in six EU projects within the FP7 and the Competitiveness and Innovation Program (CIP), Leonardo and EuropAid, respectively."

Expertise categories

Industrial manufacture, Electronics, Microelectronics, Information processing, Information systems, Telecommunications, Construction technology, Materials technology, ICT Applications, Network technologies, Nanotechnology and Nanosciences, Industrial biotech, Fossil fuels, Renewable sources of energy, Energy storage, Energy, Transport, Energy saving, Biofuels, Hydrogen and fuel cells, Other energy topics, Mathematics, Statistics, Medicine, Health, Biotechnology, Life sciences, Medical biotechnology, Agriculture, Food, Resources of the sea, Fisheries, Agricultural biotechnology, Water resource management, Project management methodologies, Waste management, Radioactive waste, Sustainable development, Clean coal technologies, Climate change and Carbon cycle research, Social aspects, Education, Training, Information,

H2020 Participants Profile

ACRONYM: HWDU // PIC No: 923125234

Organisation description

Huawei is a leading global (2 – 3 paragraphs)

Products/ Services

Huawei is active in 2 sectors...

Role in the project (project specific)

HWDU is the coordinator of ... (1 – 2 paragraph)

Short CVs of Key Personnel

Dr. ... (3 – 4 people / 1 Paragraph each)

Relevant experience and knowledge

Publications, products, services or achievements relevant to the call content:

D. Soldani, D. Virette, G. Cordara, Q. Zhang: “An Enriched ...”

Relevant previous projects or activities:

LASIE: “Large Scale Information Exploitation Forensic Data”, FP7 – 2014 ...

Infrastructure:

Huawei ERC ...



LinkedIn: Showcase your Organisation

- Create a company page
- Create a fancy Showcase
- You can also showcase your products or projects.
- Present your projects & experiences

IBM Cloud 64,772 followers [Follow](#)

The IBM Cloud LinkedIn page welcomes cloud computing aficionados to discuss all things cloud. This page is managed by Liz Klipp and Daryl Pereira and follows the IBM Social Computing Guidelines.

Website
<http://www.ibm.com/cloud>

Industry
Information Technology and Services

Followers in your network

[See more](#)

IBM Cloud It's your #data. Now, watch it work. Introducing IBM's Connect series. <http://ibm.co/1qkiYmQ> #UnlockCloud

IBM - Connect
ibm.co • IBM Cloud Video provides the most comprehensive cloud video offering and will power the next wave of video for both consumers and enterprises.

Like (32) • Comment • Share • 17 hours ago

[Dragos Stoica](#), [Carlo Barretto](#) +30

Featured groups

IBM Cloud Co...
21,930 members
[Join](#)

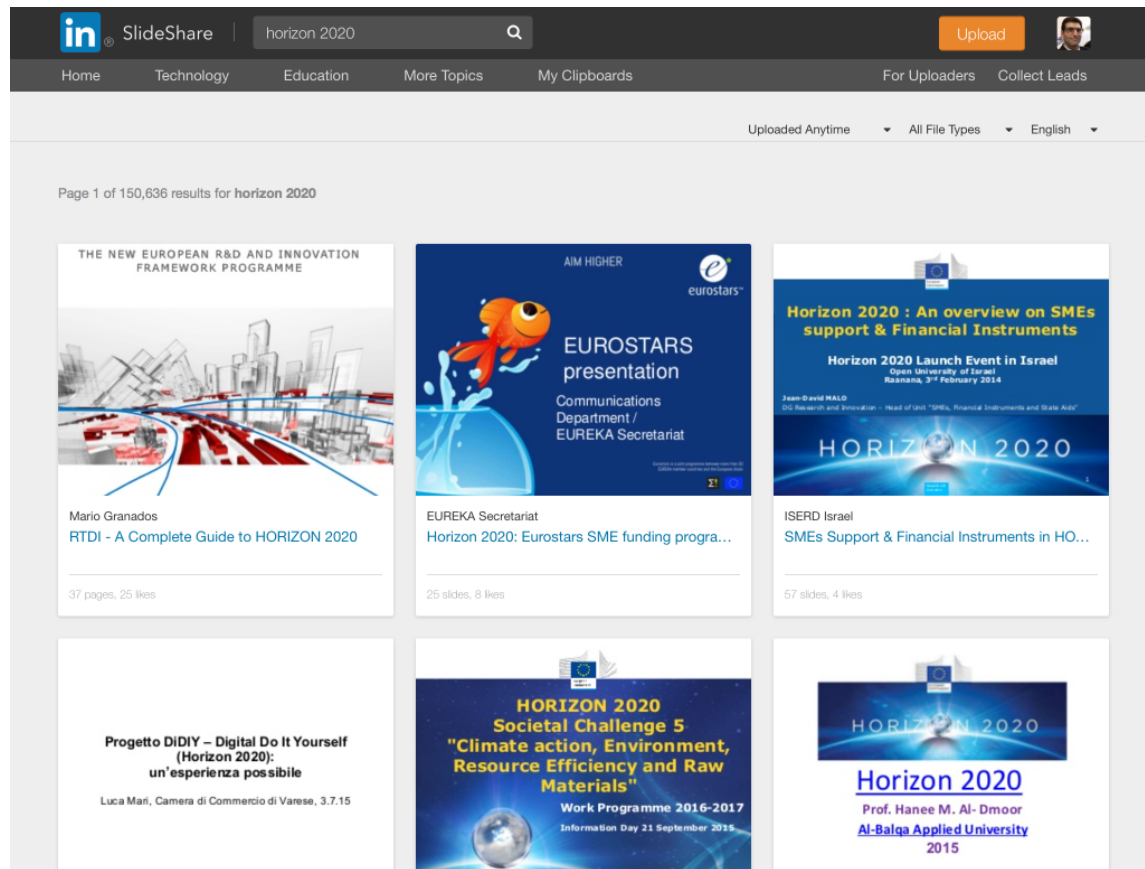
IBM Cloud We want to meet you at Cloud Expo Europe next week! Stop by IBM's Stand 960 to say hello and watch #IBMCLOUD come to life.

Welcome
cloudeurope.com • Busy
sialae huez theatrac huez stande

Enhance you message

- Create visual presentations of your profile or your services
- Share your knowledge

Use it both to support your clients and promote your ideas in H2020



<http://www.slideshare.net>

Present your solution/tech Stack

The set of tech solutions, tools, platform, infrastructure you use to offer your services.

Use it prove that you have a strong and reliable infrastructure and you know what you do.

<http://www.slideshare.net/meet.hak/facebook-technology-stack>

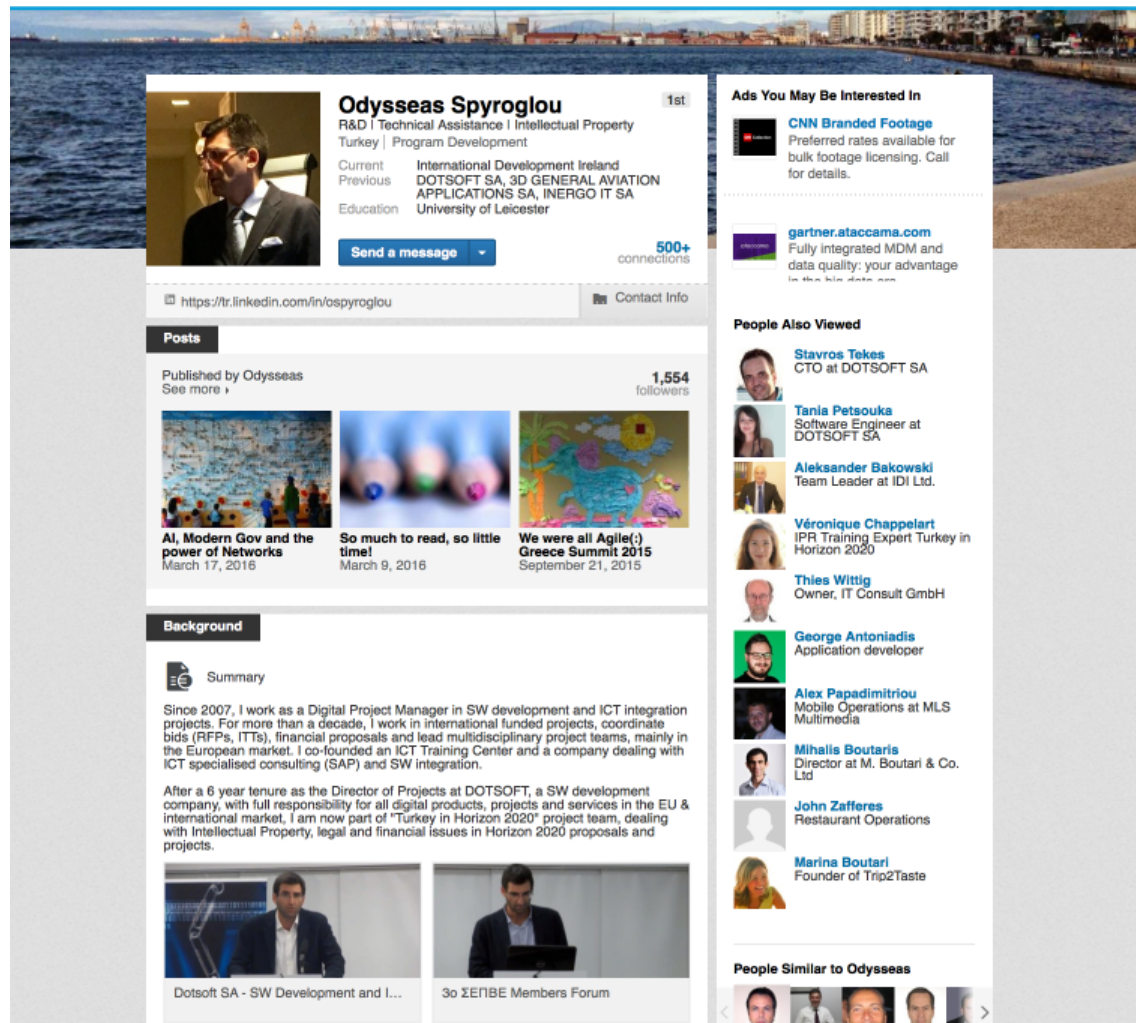
<http://techstacks.io>

<http://stackshare.io>

Build your Team's presence

Build your profile in LinkedIn

- Be brief
- Be consistent
- Use multiple levels of details
- Update your profile frequently
- Add your **projects**
- Always have handy your ***“Golden Paragraph”***



What's a "Golden paragraph"?

Mr. is the R&D Director of ACME. He is a Certified Project Manager (PMP ©) and an ISO Quality Auditor (ISO) with more than years of knowledge and experience in ICT integration projects and SW development. He holds a Diploma in from University (UK) and a M.Sc. in from University. He has worked for more than years as a senior researcher in the field of..... dealing with technology enhanced The last 8 years he is specialising in project management of large ICT and R&D projects in multinational environments (FP7, INTERREG & MED Community Initiative, structural funds and other) having successfully coordinated more than R&D 25 projects.

Enhance your presence Checklist

- ☐ Organisation Website
- ☐ Online Profiles (Cordis; Linkedin)
- ☐ Short Profile (H2020 compliant)
- ☐ Technology Stack (presentation)
- ☐ Updated Team Profiles

Participant or Coordinator?

Be a participant

1. Identify your calls [*\(participants portal\)>>*](#)
2. Map your capabilities
3. Prepare your value proposition
4. Advertise your profile online

Map your Capabilities

CALL TOPIC	CAPABILITY
Topic SEC-2013.1.6-1 Framework and tools for (semi-) automated exploitation of massive amounts of digital data for forensic purposes –Integration Project	We have valuable experience in data aggregation and dissemination and a Content Collection and Dissemination platform. See www.idi.com/...
Topic SEC-2013.1.6-2 Novel technologies and management solutions for protection of crowds – Integration Project	We can bring experience in microelectronics and sensors. We can bring as a partner our client HRT as end users.
Topic SEC-2013.2.1-1 Evidence based and integral security concepts for government asset protection – Capability Project	We can exploit its field knowledge for developing the IT Tools
Topic SEC-2013.2.1-2 Impact of extreme weather on critical infrastructure – Capability Project	Our company has worked in weather forecasting models and now casting services as part of project WEATHERX

Build your **value proposition**

Linkedin message/inMail:

R&D Project Opportunity under Horizon 2020: DRS 1

Dear,

I took the liberty of contacting you because we are preparing a project proposal under <http://ec.europa.eu/research/.....>

We are looking for a strong end user from the fire fighting domain. IDI is coordinating the project. IBM and University of also participate in the core consortium. Our company (www.xxx.com) is coordinating the proposal preparation. You can see a short presentation of our activities here (www.slideshare.com/xxx)

Of course if you are interested I'll be happy to elaborate.

I believe it would be great if(your organisation) could participate.

Looking forward to your feedback. You can reply directly to my email:
xxxx @ xxx. xx

European Enterprise Network Search

- Create profile
- Search Partnering Opportunities
- Create your personal alerts

All information goes through your selected EEN partner

<http://een.ec.europa.eu>

The screenshot shows the EEN website with the following elements:

- Header:** Includes the EEN logo, navigation links (HOME, ABOUT, CONTACT POINTS, OUR SERVICES, SECTOR GROUPS, EVENTS, SUCCESS STORIES), a search bar, and a "MEMBER'S CORNER" link.
- Main Content Area:**
 - Find your local contact point:** A section with a "MORE" button and a description of the network's services.
 - Partnering opportunities:** A section featuring a date (2015-11-23, Taiwan) and a headline: "A Taiwanese commercial agent is looking for European chocolate suppliers and organic food providers." It also mentions the agent's experience in distributing imported natural/organic products.
- Search Filters:** A section with a "Search EU country" dropdown (set to TURKEY) and a "Search" button.
- Partnering Opportunities Section:** A blue header with a search bar and filters:
 - Search:** A text input field.
 - Any word / All words:** Radio buttons for search criteria.
 - Compact View:** A dropdown menu.
 - Search:** A button to execute the search.
- Filter Panels:**
 - Profile type(s):** A list of checkboxes for "Business Offer", "Business Request", "Research & Development Request", "Technology Offer", and "Technology Request".
 - Profile country of origin:** A list of countries including Albania, Argentina, Armenia, Austria, Belarus, Belgium, Bosnia and Herzegovina, Brazil, and Bulgaria.
 - Client requested:** A list of countries including Albania, Argentina, Armenia, Austria, Belarus, Belgium, Bosnia and Herzegovina, Brazil, and Bulgaria.

IDEAL IST: An ICT specific network

- Create profile
- Search Partnering Opportunities
- Create your personal alerts



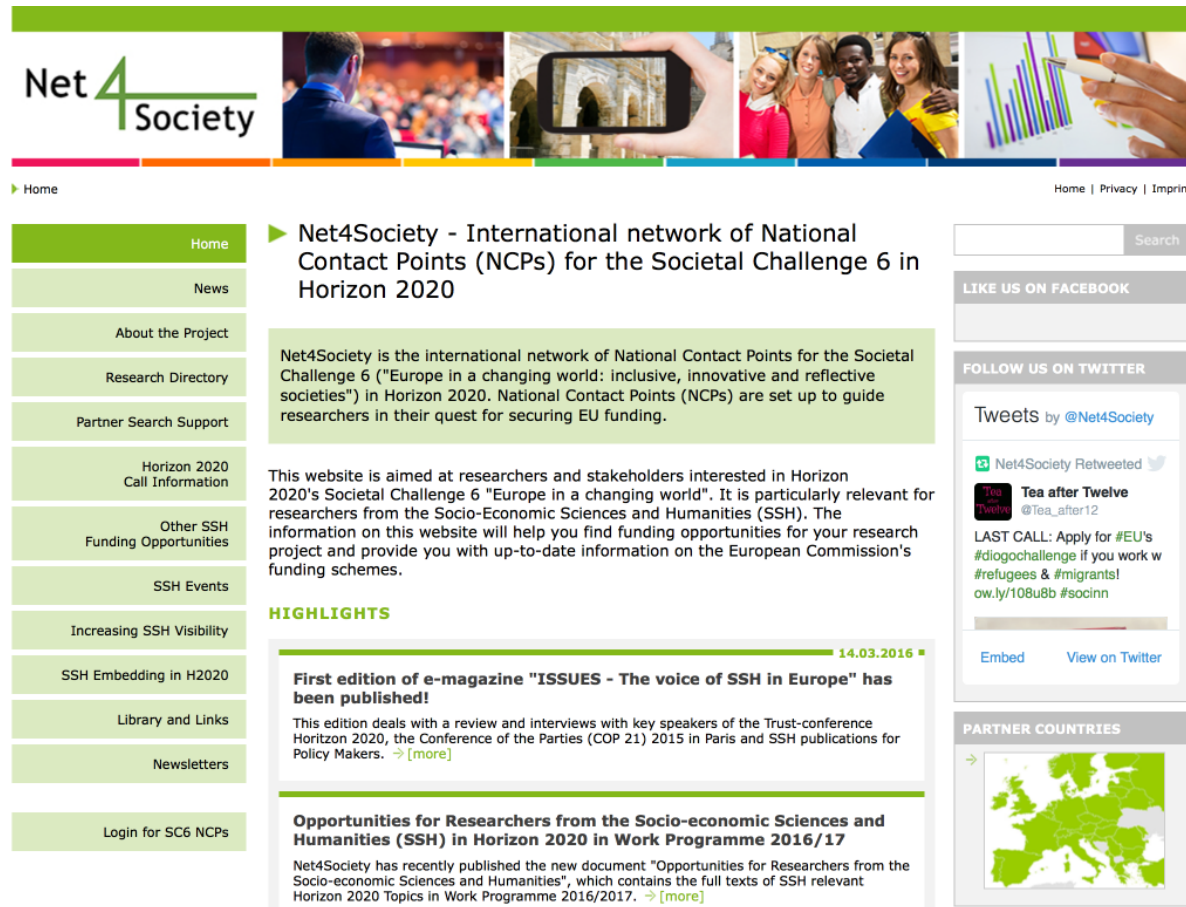
TUBITAK is the IDEAL-IST representative in Turkey

<http://www.ideal-ist.eu>

Net4Society: Societal Challenges

- Create profile
- Search Partnering Opportunities

TUBITAK is the Net4Society representative in Turkey.



The screenshot shows the Net4Society website homepage. At the top is a banner with the Net4Society logo and a collage of images including a person at a conference, a smartphone displaying a website, a group of people, and a bar chart. Below the banner is a navigation menu with links: Home, News, About the Project, Research Directory, Partner Search Support, Horizon 2020 Call Information, Other SSH Funding Opportunities, SSH Events, Increasing SSH Visibility, SSH Embedding in H2020, Library and Links, Newsletters, and Login for SC6 NCPs. The main content area features a headline: "Net4Society - International network of National Contact Points (NCPs) for the Societal Challenge 6 in Horizon 2020". Below this is a paragraph explaining the network's purpose. A "HIGHLIGHTS" section includes two announcements: "First edition of e-magazine 'ISSUES - The voice of SSH in Europe' has been published!" and "Opportunities for Researchers from the Socio-economic Sciences and Humanities (SSH) in Horizon 2020 in Work Programme 2016/17". On the right side, there are social media links for Facebook and Twitter, a "PARTNER COUNTRIES" map of Europe, and a search bar.

<http://www.net4society.eu>

Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing

- Create profile
- Make a partner offer
- Search Partnering Opportunities

Use this network for specific calls.



Home >> Partner Search >> NMP Partnersearch Home

PARTNER SEARCH

Login

Username (E-Mail address):

Password:

login

REGISTRATION
PASSWORD LOST?

PARTNER SEARCH HOME
LIST OF PARTNER SEARCHES
LIST OF PARTNER OFFERS
SEARCH FOR PARTNER ENTRIES
SEARCH FOR PARTNER PROFILES

Links

Get information on how to register and create your own partner searches and partner offers

Partner Search - Partner Offer

Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing in HORIZON 2020

The NMP TeAm Partner Search Facility has been established by the network on NMP NCPs in order to offer best support to its clients. This web service is strictly focused on the open calls for proposals of the key enabling technologies **Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing of HORIZON 2020**, related actions like FET open, ERA-NETs like SIINN and M-ERA.NET and inducement prize (Horizon Prize on materials for clean air). **The Partner Search Facility is open now for the NMBP-related call topics within the Horizon 2020 Work Programme 2016/2017.**

On this web-service we discern between

- **Partner Offer** - Researchers who offer their research expertise and who seek for collaboration in possible project consortia and

- **Partner Search** - Researchers or consortia with a definite idea for a project who are looking for further partners to complement the expertise scope of the consortium

In order to get information on the already published entries, please enter: [Search for partner entries](#)

In order to submit your own partner offer or partner search you first have to register.

With the related online forms, you have the opportunity to upload your own partner offer or partner search. The information will appear online as soon as it has been quality checked by the


<https://www.nmp-partnersearch.eu>




Fit for Health: Health & life sciences

- Create profile
- Make a partner offer
- Search Partnering Opportunities

Use this network for specific calls.

Home Dashboard Fit for Health 2.0





euMatch 2.0 Partner Search and Matchmaking platform



Covering “Health, Demographic Change and Wellbeing”, together with health-related topics in other themes, this matchmaking tool implemented by Fit for Health 2.0 offers very unique possibilities to match your expertise and your interest in joining a research consortium with specific EU research project initiatives. Choose some topics in current calls, select in a list of matching interests and get into contact with your future partners.

[See available topics](#)

Recent Expertise Profiles

 CeGaT GmbH Companies & Enterprises	Expertise description: For our gene diagnostic services we have established highly automated workflows for: - nucleic acid extraction from a variety of sources (including blood, FFPE tumor tissue, plasma/serum,...) - execution of Next-generation sequencing (NGS), array CG... click to view more
 Leitat Companies & Enterprises	Expertise description: Cancer therapy: targets, drug generation & characterization, targeting and drug delivery. Analysis of the therapeutic efficacy of new compounds. Inflammation, autoimmune diseases. Diagnosis, prognosis and monitorization: biomarkers, reagents, tools... click to view more

Recent Project Initiatives

 DIOMUNE Companies & Enterprises	Expertise required: Any complementary research proposal will be welcome or we could consider joining an existing consortium. Vaccine development, virus host-interactions, transmission, and its epidemiology click to view more
 Engineering Ingegneria Informatica Companies & Enterprises	Expertise required: - expertise in EU projects and in H2020 programme and instruments; - strong expertise on CHF and Atrial Fibrillation diseases from a clinical point of view; - strong expertise in clinical trials; - reasonable pool of users to be recruited for the ... click to view more

<http://www.fitforhealth.eu>

Be a Coordinator

- Requires experience
- A lot more resources
- Ability to manage the project
- A clear strategy in every aspect
- Knowledge of Horizon 2020
- A strong network of partners

Start from the Concept note

- Develop your idea
- Find the relevant call
- Prepare the concept note
- Find the core partners
- Expand the consortium
- Coordinate the preparation
- Submit the proposal

H2020 Concept Note: Call

CALL	H2020-REFLECTIVE-6-2015 / Reflective societies: cultural heritage and European identities
CALL DATA	<p>Publication date: 11-12-2013 / Deadline Date: <u>28-05-2015 17:00:00 (Brussels)</u></p> <p>Total Call Budget: €10,000,000 / Main Pillar :Societal Challenges</p>
SOOPE	<p>Europe has a vast cultural heritage (CH) available in scientific collections, archives, museums, libraries and cultural heritage sites. This can (should) be transformed into digital assets, integrate and reuse them in order to create value ...</p>
OBJECTIVE	<p>Enhance analysis of Cultural Resources (CR) >> Improve understanding on EU identity >>Use CR to foster Innovation</p>
	<ul style="list-style-type: none"> • Support and promote access to and reuse of digital cultural heritage resources • Enable new models & demonstrations of analysis, interpretation and understanding of CH • Bring Cultural Content to new audiences in novel ways
BUDGET	<p>Contribution of 2-4 mil. (Projects may include limited research and development activities)</p> <p>Funding rate: 70% (except for non-profit legal entities, where a rate of 100% applies)</p>

H2020 Concept Note: Proposal

TITLE / ACRONYM	AmazeME: “Find a catchy & Descriptive title”
WHY ? (BACKGROUND)	<ul style="list-style-type: none"> • What problem you trying to address. Why bother? • Is it a European priority? Could it be solved at National level? • Is the solution already available? • Why now? What would happen if we did not do this now? • Why you? Are you the best people to do this work?
SOLUTION?	What is the proposed solution ?
HOW?	<ul style="list-style-type: none"> • How is it going to be achieved ? • What will be the outcomes? How are you going to validate them? • Expected results - what will come out of the project? • Who will use the results? • Why do they want to use the results? • How are you planning the transfer of results? • What will be changed? Post project situation
CONSORTIUM	COORDINATOR / PARTNERS (Name / Web Site / Role in the Project / Contacts)
PROPOSED BUDGET	Per Partner / Per WP / Per Task

Preparing your Budget

Understanding the Costs

ELIGIBLE COSTS

DIRECT (Actual)

- **Personnel costs** (incl. employer's costs)
- Travel
- Equipment (depreciation rules apply)
- Goods, works and services
- Subcontracting

INDIRECT (25% on all Direct Exp. Subcontracting)

- Overhead

INELIGIBLE COSTS

- Deductible VAT (Note: non deductible/non identifiable VAT is eligible)
- Losses due to fluctuation of exchange rates
- Interest owed
- Provisions for future losses or debts

What is person time? (PDays / Pmonths)

One Person working for 3 months (Full time)

=

3 Persons working for 1 month (Full time)

=

6 Persons working for ½ month

ANY DURATION

Travel

- **Transportation**
 - Number of Trips
 - Destinations
 - Duration of travels
 - Number of people traveling
- **Flat Subsistence Allowance**
 - *eligible if in line with beneficiary's usual practices on travel*

See: http://ec.europa.eu/research/participants/data/ref/fp7/89566/flat-rates-subsistence_en.pdf

Equipment

- Always verify specific rules
- Depreciation (not full cost)
- According to National Legislation

Example:

- Every item has an economic life (e.g. 4 years according to National Legislation in Greece)
- After 4 years its value = 0
- Losing 25% of its value every year
- If the project lasts 4 years you can charge the full cost



Other Costs

- Short Consultancies
- Catering
- Printing services
- Etc.

Some times these can go to subcontracting

**ALL MUST BE DETAILED AND
JUSTIFIED**

Subcontracting

- Always check specific rules
- Only small amount
($<15\text{-}20\%$ of the partner's budget)
- Avoid it if you can

Indirect Costs (Overheads)

- Necessary for every functioning organisation
- Connected to productive personnel
 - Utilities
 - Office costs
 - Communications
- How to determine the % ?
 - FLAT 25% of ALL Direct costs (*except Subcontracting*)
- They do NOT have to be justified

Phases of Budget Building

1. Define the total cost
2. Partner distribution draft
3. Prepare WBS and PM / WP
4. Determine Personnel Costs
5. Define Other Costs
6. Circulate budget to partners
7. Negotiate and finalise

Define the Final Budget

- Make a rough evaluation
- Based on restrictions
 - Call budget
 - Previous Projects
 - Ask your NCP about competition
- Must be realistic
- Start moderate so you can increase it during preparation
- Negotiate early with partners
 - Distribute your proposal in the beginning
 - Even if you have not all the partners, you know the roles

Personel Costs

Start from Work Breakdown Structure (WBS)

	WP1	WP2	WP3	WP4	WP5	WP6	WP7	WP8	WP9	Total
COORD	17,0	3,0	26,0	0,0	2,0	0,0	8,0	0,0	2,0	58
1/HB	1,0	4,0	12,0	10,0	3,0	1,0	0,0	14,0	1,0	46
2/DOT	2,0	2,0	0,0	0,0	0,0	0,0	32,0	0,0	6,0	42
3/FU	3,0	1,0	0,0	0,0	17,0	17,0	2,0	0,0	2,0	42
4/PE	1,0	0,0	0,0	3,0	10,5	9,0	5,0	0,0	5,5	34
4/JMU	2,0	21,0	2,5	1,0	2,0	0,0	2,0	4,5	4,0	39
5/PMT	1,0	0,0	2,0	0,0	0,0	0,0	0,0	0,0	12,0	15
6/TM	1,0	2,0	2,0	5,0	2,0	0,0	2,0	4,0	2,0	20
7/HS	2,0	0,0	6,0	18,0	0,0	0,0	2,0	2,0	2,0	32
Total	30,0	33,0	50,5	37,0	36,5	27,0	53,0	24,5	36,5	328

Horizon 2020 Personnel Cost Model

Average Person Month Cost = weighted mean value of the different profiles



Profile	PM Cost	PM	Total
Director	8.000,00 €	2	16.000,00 €
Senior Researcher	5.000,00 €	8	40.000,00 €
Junior Researcher	2.500,00 €	10	25.000,00 €
		20	81.000,00 €
	AVERAGE COST:		4.050,00 €

Taken into account only for Proposal Phase. During Project Implementation you need actual costs.

Why is it important ?

- Wrong assumptions lead to problems
- Poor planning creates uncertainty
- Practical Example

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Teşekkür ederim!

Thank you!

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