



# Networking in H2020

---

ILIAS GIALAMPOUKIDIS

THANOS STAVROPOULOS\*

# How to start

---

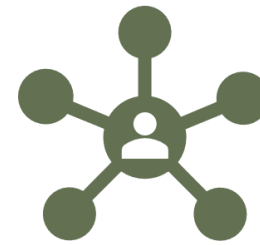


## Identify your area of expertise

Your technical offer has to be clear and innovative

Prepare to adapt your technologies into new problems as new challenges appear

Do not limit yourself and be open to new ideas



## Do not go alone

EU wants to foster collaboration among member states

Attach to someone who has scientific, technological and management skills

# How to make the next step

---



## **Suggest win-win collaborations**

Do not be afraid to offer something (e.g. invitation to a proposal, bilateral contract, etc.) before asking to be involved

Try to engage additional end-users with no technical background when joining a consortium



## **Show that your technologies are necessary and useful when reading the proposal abstract**

# Once you join a consortium

---



Try to support the proposal preparation



Comment anything that appears strange to you in the text



Do not hesitate to ask questions



Provide your requested contributions as fast as possible



Negotiate for your budget but allow the proposal coordinator to suggest a reasonable budget for your organization before entering

# How to keep the momentum

---

Produce something which can be demonstrated

Keep your website up to date and attractive

Post your achievements in social media platforms

Present yourself and your organization in networking events

- Try to present something even if you are allowed to speak only for 3 minutes
- Coffee breaks and lunch breaks are the most important slots!
- If you cannot speak directly with someone then find the one who speaks directly with him/her
- Avoid too technical and lengthy discussions; try to be sharp



---

# Important Networking Events (info-days & brokerage events and European networks

# Events

---

- -Info Day, Horizon 2020
  - Health, Demographic change etc.
- Proposers Day
- ICT (EU)

# Networks

---

- EIPonAHA
  - Meeting now
- Reference Sites
- AAL Prize
- EIT-Health



# Pitch presentation

(File: BDVA\_pitch\_CERTH-ITI.pptx)



---

Institution profile  
(in line with the relevant calls)  
CERTH-ITI example

#### 4.1.1 Information Technologies Institute, Centre for Research & Technology Hellas (CERTH)



The Centre for Research and Technology-Hellas (CERTH), founded in 2000, is the only research centre in Northern Greece and one of the largest in the country. CERTH has important scientific and technological achievements in many areas including: Energy, Environment, Industry, Mechatronics, Information & Communication, Transportation & Sustainable Mobility, Health, Agrobiotechnology, Smart farming, Safety & Security, as well as several cross-disciplinary scientific areas. Today CERTH includes the following five institutes: (a) Chemical Process & Energy Resources Institute (CPERI), (b) Information Technologies Institute (ITI), (c) Hellenic Institute of Transport (HIT), (d) Institute of Applied Biosciences (INAB), (e) Institute for Research and Technology Thessaly (IRETETH). Out of those, CERTH participates in aqua3S through ITI.

CERTH is essentially a self-supported Research Centre generating an average annual turnover of ~€ 22 Million coming from: (a) >30% from bilateral industrial research contracts, (b) >60% from competitive research projects, (c) <10% as government institutional funding. More than 600 people work at CERTH with the majority being scientists. CERTH has received numerous awards and distinctions such as the European Descartes Prize, the European Research Council (ERC) Advanced Grant, Microsoft International Contest Prize, the Trading Agents Competition Award and many more and is listed among the Top-20 of the EU's Research Centres with the highest participation in FP7 competitive research grants. CERTH has participated successfully in more than 1.000 competitive research projects (with a total budget exceeding 423 M€ and involving more than 1.100 international partner organizations) financed by the European Union (EU), leading industries from USA, Japan and Europe and the Greek Government via the General Secretariat of Research and Technology (GSRT).

The Information Technologies Institute (ITI) of the Centre for Research and Technology Hellas (CERTH) was founded in 1998 as a non-profit organisation under the auspices of the General Secretariat of Research and Technology of Greece (GSRT), with its head office located in Thessaloniki, Greece. Since 2000 it has been a founding member



of the GSRT supervised CERTH. CERTH's related areas of R&D activities include: semantic multimedia analysis, indexing and retrieval, multimedia and the Semantic Web, knowledge structures, ontology construction, reasoning and personalisation for multimedia applications, distributed environments and Grid technology. CERTH has participated in more than 70 EC IST and 85 National projects and sub-contracts. Over the last ten years, the ITI research team has authored over 200 publications in scientific journals, 65 books and book chapters and over 500 presentations to international conferences.

The participating team, namely the Multimedia Knowledge and Social Data Analytics laboratory (MKLab<sup>1</sup>), part of ITI, has significant experience and scientific expertise on the technical aspects of the proposed project, namely on multimedia analysis, indexing and retrieval, clustering and classification, semantic modelling and reasoning, as well as web and social media mining due to participation in relevant projects such as FP7 ICT MULTISENSOR, FP7 ICT IP Dem@Care, FP7 ICT PERICLES, H2020 ICT KRISTINA and H2020 ICT hackAIR. In the recent years, the team has coordinated and participated in more than 20 European and National research projects

in the areas of semantic content integration, multimedia processing, information extraction and social media monitoring and analysis. More specifically MKLab coordinates the H2020 DRS beAWARE, H2020 ICT MAMEM, H2020 ICT ChainReact and has leading roles in H2020 EO EOPEN, H2020 ICT hackAIR, H2020 ICT KRISTINA, H2020 REFLECTIVE DigiArt, FP7 SEC CP-FP HOMER, FP7 ICT Live+Gov, FP7 ICT REVEAL, FP7 ICT STREP WikiRate, FP7 ICT IP LinkedTV, FP7 ICT ForgetIT, FP7 ICT PERICLES and FCT ICT USEMP. MKLab has also successfully coordinated the FP7 ICT IP WeKnowIt and FP7 ICT IP SocialSensor and has participated in FP7 ICT STREP PESCADO. The complete list of MKLab projects is available online: <http://mklab.iti.gr/projects>.

#### Role

CERTH will be the project coordinator and will therefore lead the project management (T1.1), reporting to the Commission financial and administrative information required always on time (T1.2), ensuring the high quality standards of previous H2020 and FP7 project coordination, especially in the DRS domain. All partners will also contribute and be involved in WP1 for project administration aspects, financial and technical reporting. CERTH, as a technical partner, will provide technologies in area monitoring using Unmanned Aerial Vehicles and satellite images (such as in H2020-EOPEN), as well as crowdsourcing, social media (T3.3) and semantic technologies (T4.1) that will obtain visual analytics (T5.2) and the crisis classification module of aqua3S (T5.4), and will therefore lead the corresponding tasks. CERTH will also participate in the system integration WP7, as all technical partners, to integrate the developed algorithms and to support the creation of the technical requirements (T7.1), the system architecture (T7.2) and the user interfaces (T7.5). Finally, CERTH will participate in the dissemination and communication of aqua3S, as all partners, according to the dissemination and communication plan already described in Section 2.

#### Key personnel

**Dr. Ioannis (Yiannis) Kompatsiaris (male)** is a Senior Researcher (Researcher A<sup>1</sup>) with CERTH-ITI and head of the Multimedia Knowledge and Social Media Analytics lab (MKLab). His research interests include semantic multimedia analysis, indexing and retrieval, social media and big data analysis, knowledge structures, reasoning and personalization for multimedia applications, eHealth and environmental applications. He is the co-author of 144 papers in refereed journals, 51 book chapters, 10 patents and more than 490 papers in international conferences. He participates in 22 EC funded projects, in 8 as the co-ordinator and he has been the co-organizer of various international conferences and workshops and has served as a regular reviewer for a number of journals and conferences.

**Dr. Stefanos Vrochidis (male)** received the Diploma degree in electrical engineering from Aristotle University of Thessaloniki, the MSc degree in radio frequency communication systems from University of Southampton, and the PhD degree in electronic engineering from Queen Mary, University of London. He is a researcher with CERTH-ITI. His research interests include semantic multimedia analysis, indexing and retrieval, semantic search, multimedia search engines and human interaction, as well as environmental applications. Currently, Stefanos Vrochidis is the deputy Project Coordinator of the H2020 DRS project beAWARE, technical coordinator of H2020-EOPEN, project coordinator of H2020-ICT-V4Design and WP leader in many European and National projects (e.g. H2020-ROBORDER, H2020-CONNEXIONS, H2020-TENSOR), and has co-authored more than 100 related journal and conference publications.

<sup>1</sup> <http://mklab.iti.gr/>

**Dr. Theodora Tsirikika (female)** received the Degree in Computer Science from University of Crete, Heraklion, the MSc degree in Advanced Methods in Computer Science from Queen Mary, University of London, and the PhD degree in Computer Science also from Queen Mary, University of London. She is a researcher with CERTH-ITI and has previously worked as a researcher at CWI, Amsterdam, the Netherlands, the University of Applied Sciences Western Switzerland, Sierre, Switzerland, and the Royal School of Library and Information Science, Copenhagen, Denmark. Her research interests focus on the field of Information Retrieval (IR) and include IR models, Web retrieval, domain-specific search, combination of multiple sources of evidence, multimedia annotation and retrieval, evaluation, and bibliometrics. She has participated in many European projects and has co-authored more than 40 publications in refereed journals and international conferences.

**Dr. Anastasios Karakostas (male)** received the Degree in Computer Science and the PhD degree in Computer Science Aristotle University of Thessaloniki Greece. He is a Postdoctoral Researcher with ITI- CERTH. Currently, he is scientific manager of the H2020 DRS project **beAWARE**. **beAWARE** proposes an integrated solution to support forecasting, early warnings, transmission and routing of the emergency data, aggregated analysis of multimodal data and management the coordination between the first responders and the authorities. He has also participated in numerous European and national research projects and is the author of more than 60 publications in refereed journals and international conference. His research interests include decision support systems, semantic multimedia analysis, ontologies and semantic information modeling and reasoning. He has served as a reviewer in international Journals such as Computers and Education, IEEE Transactions on Learning Technologies and as Technical program committee in well reputed conferences and workshops such as CSCL, IEEE ICALT. He has been one of the organizers of the IEEE International Conference on Intelligent Networking and Collaborative systems (INCoS 2010) and 2018 IEEE Image, Video, and Multidimensional Signal Processing (IVMSP) Workshop.

**Dr. Ilias Gialampoukidis (male)** received the Bachelor degree in Mathematics and the M.Sc. in Statistics and Modelling from the Aristotle University of Thessaloniki, where he also received a PhD degree in Mathematics, with a special interest in applied mathematics, time series analysis, stochastic modelling, and network analytics. He has been awarded the “Aristeia” Postdoctoral Fellowship 2016 from the Aristotle University of Thessaloniki, Greece. At the moment, Dr. Ilias Gialampoukidis is an interdisciplinary postdoctoral researcher at CERTH-ITI and he serves as a Work Package leader in H2020 EO EOPEN (<http://eopen-project.eu/>) and he participates in H2020-beAWARE (<http://beaware-project.eu/>). He has served both as a reviewer and as rapporteur of the COST Association evaluations. His research interests involve information retrieval, Big Data analytics, change detection, multimodal fusion, supervised (deep) and unsupervised learning, and social media network analytics. He has co-authored more than 35 publications in international journals conferences.

#### Relevant publications/services/patents

- G. Orfanidis, K. Ioannidis, K. Avgerinakis, S. Vrochidis and I. Kompatsiaris, “A deep neural network for oil spill semantic segmentation in SAR images”, in IEEE Int. Conf. on Image Processing (ICIP 2018), Athens, Greece, October 2018.
- E. Michail, A. Moutzidou, I. Gialampoukidis, K. Avgerinakis, M. G. Scarpino, S. Vrochidis, G. Vingione, I. Kompatsiaris, K. Labbassi, M. Menenti, F.-E. Elghandour, “Testing a Flood Mask Correction Method Of Optical Satellite Imagery Over Irrigated

Agricultural Areas”, 2nd Mapping Water Bodies from Space Conference (MWBS2018), 27-28 March 2018, ESA-ESRIN Frascati, Italy.

- A. Moutzidou, S. Andreadis, I. Gialampoukidis, A. Karakostas, S. Vrochidis and I. Kompatsiaris, “Flood relevance estimation from visual and textual content in social media streams”, WWW 2018 Workshop on Exploitation of Social Media for Emergency Relief and Preparedness (SMERP), 23 April 2018, Lyon, France.
- Moßgraber, J., Hilbring, D., van der Schaaf, H., Hertweck, P., Kontopoulos, E., Mitzias, P., Karakostas, A., Vrochidis, S., Kompatsiaris, I. (2018). The Sensor to Decision Chain in Crisis Management. Int. Conf. on Information Systems for Crisis Response and Management (ISCRAM'18), accepted for publication
- K. Avgerinakis, P. Giannakeris, A. Briassouli, A. Karakostas, S. Vrochidis, I. Kompatsiaris, “LBP-flow and hybrid encoding for real-time water and fire classification”, ICCV-MSF 2017, IEEE/ISPRS 4th Joint Workshop on Multi-Sensor Fusion for Dynamic Scene

#### Relevant projects or activities

- **H2020 DRS beAWARE (CO)**: Enhancing decision support and management services in extreme weather climate events (<http://beaware-project.eu/>).
- **H2020 EO EOPEN**: Open interoperable platform for unified access and analysis of Earth Observation data (<http://eopen-project.eu/>).
- **H2020 ICT hackAIR**: Collective awareness platform for outdoor air pollution (<http://www.hackair.eu/>)
- **FP7 ICT STREP MULTISENSOR (CO)**: Mining and Understanding of multilingual content for Intelligent Sentiment Enriched context and Social Oriented interpretation (<https://www.multisensorproject.eu/>)
- **H2020 SEC ROBORDER**: autonomous swarm of heterogeneous Robots for BORDER surveillance (<http://roborder.eu/>)

#### Significant Infrastructure and Equipment

Through its involvement in the aforementioned projects, **MKLab** has built an infrastructure of considerable computational capacity (400+ cores, 600+GB RAM, 100+TB storage) and developed a sophisticated distributed architecture for data collection and indexing, as well as a variety of cutting edge data mining and retrieval algorithms. The team is therefore in excellent position to support a wide range of data collection, mining and indexing needs within research and innovation projects. In addition, **MKLab** has an Unmanned Aerial Vehicle (UAV) model DJI Inspire 2+Zenmuse X4S with Quadcopter and Gimbal Camera and the following characteristics: Max. Flight time: 27 min, Max. Trans. Distance: 7 km, Operable in low-GPS signal environments, External camera: 4K 60 fps. The UAV of **MKLab** is shown in Figure 1 and can support all aqua3S pilots.



Figure 1: MKLab's Unmanned Aerial Vehicle

# E-mail for joining consortia

Dear <First name>

*Who am I*

*How do I know you*

*Basic idea + relevant partners already confirmed*

*Why are we important in relevant domains*

*Why do we want you to join the consortium*

I would be happy to further discuss the idea and the potential involvement of your organization.

Kind regards,

Ilias

Dear Marc,

I'm Tasos (Anastasios) Karakostas a post-doctoral research fellow at Information Technologies Institute (ITI) [1] of the Centre for Research and Technology Hellas (CERTH) [2]. In particular, I'm of the senior researchers in the Multimedia Knowledge and Social Media Analytics Laboratory [3] and I'm leading the effort of submitting a proposal addressing the call SU-DRS03-2018-2019-2020 [4] regarding pre-standardisation for the....

We have met in a previous community of users, I think and we participated in the +++ proposal this year

The main idea of the proposal is to propose integrated solutions that will provide tools and strategies .... The proposal writing is coordinated by CERTH and includes very strong partners of the domain such as: ....

Our lab is very active in the security domain by coordinating beAWARE (<http://beaware-project.eu/> ) and participating to other security projects such as ROBORDER ([http://cordis.europa.eu/project/rcn/209949\\_en.html](http://cordis.europa.eu/project/rcn/209949_en.html) )

I believe that your organization will be ideal to support various aspects of this project.

I would be happy to further discuss the idea and the potential involvement of your organization.

Thank you and best regards,

Tasos

-----  
Anastasios (Tasos) Karakostas, PhD  
Post-doctoral Research Fellow  
Information Technologies Institute  
Centre for Research and Technology Hellas

[1] <http://iti.gr/iti/index.html>

[2] <http://certh.gr/root.en.aspx>

[3] <http://mklab.itigr/>

[4] <http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/su-drs03-2018-2019-2020.html>

# How to prepare the documentation

---



Assign responsibilities

Identify the most suitable person per Section and subsection of the proposal



Respect the font size and the page limit (70 pages for Sections 1-3)



Check the **eligibility criteria** before you proceed



Example:

At least the local governments of 2 cities or metropolitan areas in 2 Member States or Associated Countries must be beneficiaries (possibly, but not necessarily: coordinator) of the grant agreement and should be directly involved in the carrying out of the tasks foreseen in the grant.



Sections 1-3 Example – (File: Anonymised\_partB\_Project\_Title\_Sec1-3-v4.docx)