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finanse edilmektedir



Technical Assistance for Turkey in Horizon 2020 Phase-II  
EuropeAid/139098/1H/SER/TR

# Understanding EU Funding & Horizon Europe

General Training Webinar

*Odysseas Spyroglou, KE2*

Online, 29 Jan 2021

Photo by Christian Lue on Unsplash



REPUBLIC OF TURKEY  
MINISTRY OF INDUSTRY  
AND TECHNOLOGY



# Meet the instructor

Odysseas Spyroglou  
Key Expert 2. Legal, Financial & IPR



- **Innovation consultant** with **engineering, ICT** and **financial** background.
- Over **20 years of working experience** in EU funded projects: preparing proposals, building consortia and managing projects under FP7, CIP, COSME, INTERREG, MED, H2020 and more.
- Specialise in **Project Management & Quality, Intellectual Property** and reengineering **business processes**.
- Designed and delivered more than **300 training sessions** on **Innovation** Management, IPR, Entrepreneurship, Proposal Writing, Project Management, financial administration.

**20+**  
Years

**60+**  
Projects

**90m+**  
Funds



[linkedin.com/in/ospyroglou](https://www.linkedin.com/in/ospyroglou)

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**slido.com**  
**#GIT2**



# Where do we start?

What you will learn in this webinar

#	MODULE	SESSIONS
1	Understanding EU Funding & Horizon Europe	<ul style="list-style-type: none"> <li>Types of funding: Grants, funds, funding schemes in EU (H2020, HE, National)</li> <li>What is a <b>project</b>: Project vs. Operations. Aim, objectives, Work, Tasks, Time, budget (Costs, Categories, preparation) / <b>Innovation. Disruption.</b> Impact.</li> <li>Understanding EU Programmes: <b>Programmes, Calls, requirements, consortia, proposals</b></li> <li><b>EC Political Priorities</b> in respect to <b>Horizon Europe</b></li> </ul>
2	Horizon Europe Structure	<ul style="list-style-type: none"> <li>Pillars: Understanding the different pillars and their purpose and target stakeholders</li> <li>Horizontal Areas: Widening, ERA etc. / Missions: core missions of European research / Partnerships</li> <li>Types of Action: Types of action. Selection Criteria, Changes to H2020</li> </ul>
3	From idea to the Grant: How to benefit from EU funding?	<ul style="list-style-type: none"> <li>Learn the tools: EU Funding Portal, CORDIS, Horizon Results Platform, Horizon Dashboard, EOSC Portal. Databases &amp; Repositories: Open data, business data, statistics, research tools, LinkedIn, Int.</li> <li>Find your call: Find a specific call and build your case, how to identify a call</li> <li>Prepare organisation literature: profile &amp; portfolio: Create your R&amp;I Profile, make your offer, present a concept</li> <li>Approach potential partners: Learn how to approach potential partners &amp; consortia</li> </ul>

# EU Goals & Values

From an economic to political union

- Peace & Wellbeing
- Freedom, Security and Justice
- Sustainable Development, balanced economic growth, price stability, market economy, full employment, social progress, environmental protection
- Social inclusion
- Scientific & Technological progress
- Economic, social territorial cohesion
- Cultural & linguistic diversity

# EU Policies

From an economic to political union



## Key Areas of EU Action

- Single Market, customs, competition, trade
- Employment & social Affairs
- Economic, social, territorial cohesion
- Transport
- Consumer Protection
- Energy
- Public Health
- And more...



## Policy Instruments

- EU Legislation:
  - Regulations
  - Directives
  - Decisions
  - Recommendations
- EU Standards

## Funding Programmes

# Types of EU Funding

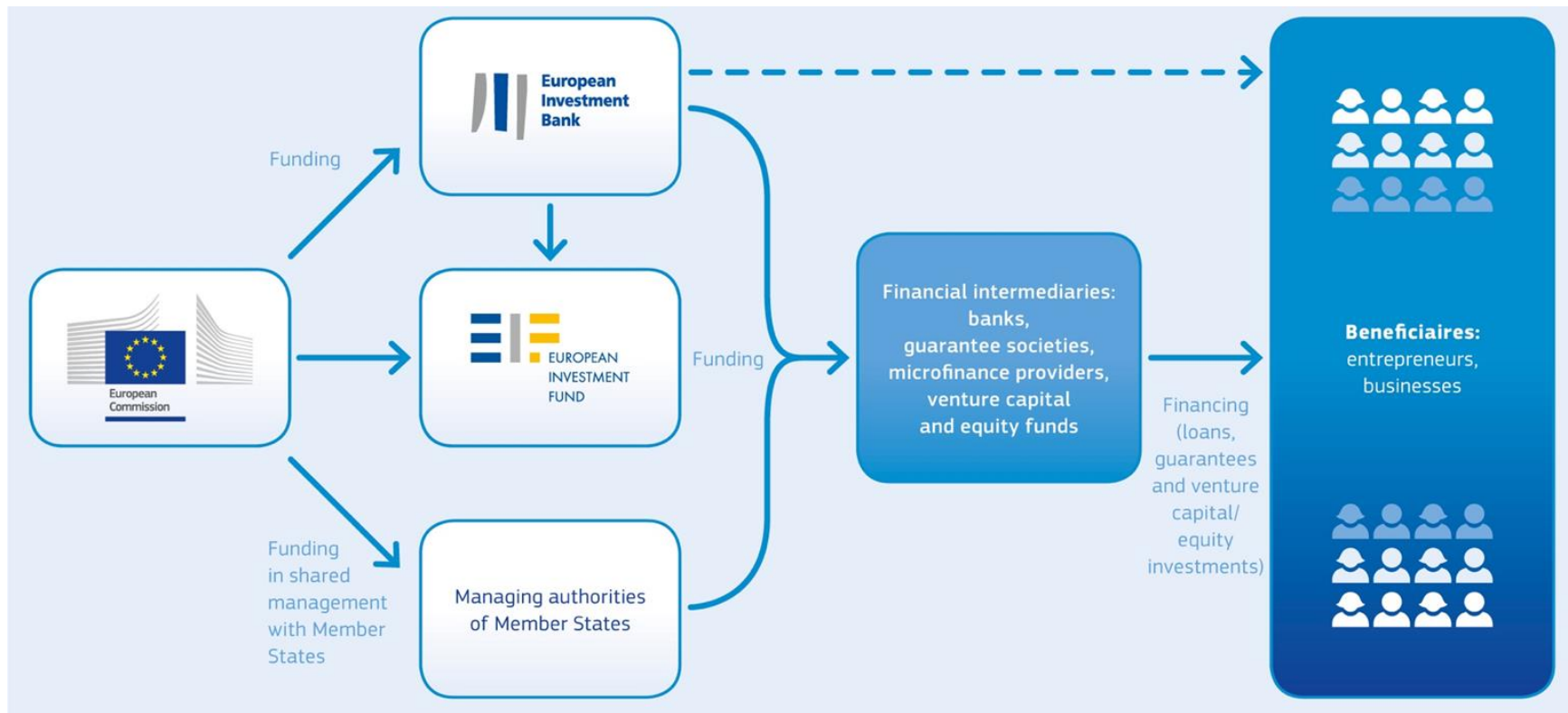
Many tools and opportunities to serve common EU policies

- **Grants** awarded to specific projects.  
*Research projects in climate change, medicine, digitisation, etc.*
- **Loans, Guarantees, Equity** as financial assistance through banks.  
*Guaranteed loans to startups*
- **Subsidies** as financial assistance to specific groups or sectors.  
*Subsidies to Farmers (CAP), support to workers due to covid-19 (SURE)*
- **Prizes to winners of contests**  
*Hozizon 2020, iCapital, RESponsible Island*



# Loans, Guarantees and Equity

Financial assistance through intermediaries





# Loans, Guarantees and Equity (II)

Financial assistance through intermediaries



Companies benefited from EIB Group's programmes,  
Source: EIF

- **Pan European Guarantee Fund:** Response to COVID19  
*Equity, debt funds, guarantee products for SMEs and mid-caps*
- **Erasmus+ Master Loan Guarantee Facility:**  
*Talking skills gap in Europe  
Student loans to complete a Masters degree in Erasmus countries*
- **European Fund for Strategic Investments (EFSI):** Investments in VC, PE funds  
*Equity investments in SMEs*

# Subsidies

Financing directly by EU Member States National Governments

- **Common Agriculture Policy (CAP)** : Farmers  
*Income support, direct payments, rewards for environmental farming*
- **Common Fisheries Policy (CFP)**: Fishermen  
*State aid, fuel subsidies, income support*

# Prizes(I)

EU awards and prizes for innovative solutions to societal challenges



## Individuals / Research Teams

- **Horizon prizes:** most effectively address innovation challenge.
- **EIC Horizon Prizes:** breakthrough solutions to society's challenges
- **EU Prize for Women Innovators:** most innovative women entrepreneurs
- **SOFT Innovation prize:** achievements in fusion energy



## Projects / Consortia

- **Horizon Impact Award:** EU-funded research projects adding value to society



## Places

- **iCapital:** European Capital of Innovation
- **RESponsible island:** Prize for renewable energy islands



# Prizes(II) Examples

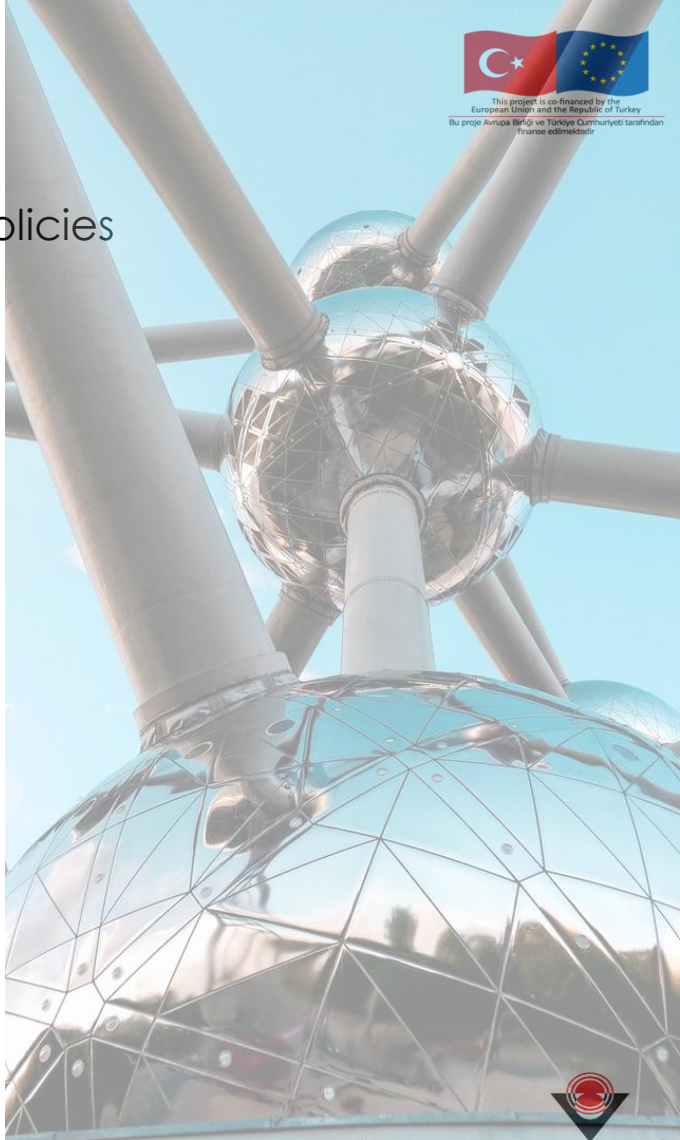
Some notable examples



# Grants

Funding contributing to the EU policies

- **Contributing to EU policies**
- Awarded in **various fields**:  
**Research, innovation**, education,  
humanitarian aid
- **Complementary financing**
- Awarder through **call for proposals**
- Specific **rules, eligibility**
- Awarded to **organisations** (public,  
private)



# Management of Grants

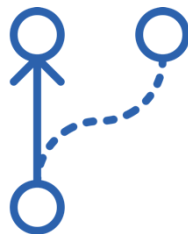
## EU Funding Management Modes

*Managing Grants: awarding grants, transferring funds, monitoring activities, selecting contractors, etc.*



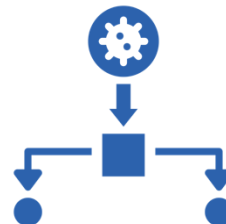
### Direct Management

- by EC, EU delegations,  
EU Executive Agencies.



### Indirect Management

- by non-EU countries,  
International  
Organisations,  
Development  
Agencies.

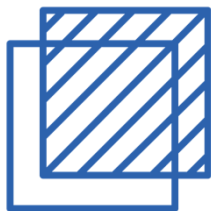


### Shared Management

- By EU countries w/ EC
- 80% of EU Funding

# Rules & Principles of EU Funding

The rules and principles governing EU funding



## Transparent Procedures

- Equal Treatment
- Access to Information
- Financial Transparency System (FTS)



## Accountability

- Annual Reports
- Audits (Court of Auditors)
- Anti-fraud measures:  
EDES (Early Detection & Exclusion System)



## Protection

- Privacy & Personal Data (GDPR)
- Intellectual Property
- Ethics Appraisal, checks & audits



# Who is it for?

Who is eligible for these funding?



## Small & Medium Enterprises (SMEs)

- Grants
- Business Loans, Microfinance, Guarantees,
- Equity, Venture Capital

### **For**

- Digitisation,
- Environmental technologies,
- Innovation, R&D,
- Growth



## NGOs & Civil Society

- Operating Grants
- Action Grants

### **For**

- Supporting EU policies
- Development & Humanitarian Aid



## Young People

- Education
- Internship programmes,
- Employment

### **For**

- Support education & Training
- Boost Skills & employability
- Support young Entrepreneurs



## Research & Academia

- Grants
- For**
- Basic & Applied Research
  - Innovation & Development
  - Support for Researchers



## Public Organisations

- Grants
  - Investments
- For**
- Digitisation
  - Greener solutions
  - Capacity building
  - Technical Assistance
  - Demo projects

# Which countries participate?

Depends on the funding  
programme.

(Map from H2020)



**REPUBLIC OF TURKEY  
MINISTRY OF INDUSTRY  
AND TECHNOLOGY**



COMPETITIVE  
SECTORS  
PROGRAMME

## Associated Countries:

Iceland  
Norway  
Albania  
Bosnia and Herzegovina  
North Macedonia  
Montenegro  
Serbia  
**Turkey**  
Israel  
Moldova  
Switzerland  
Faroe Islands  
Ukraine  
Tunisia  
Georgia  
Armenia

# Funding needs a budget

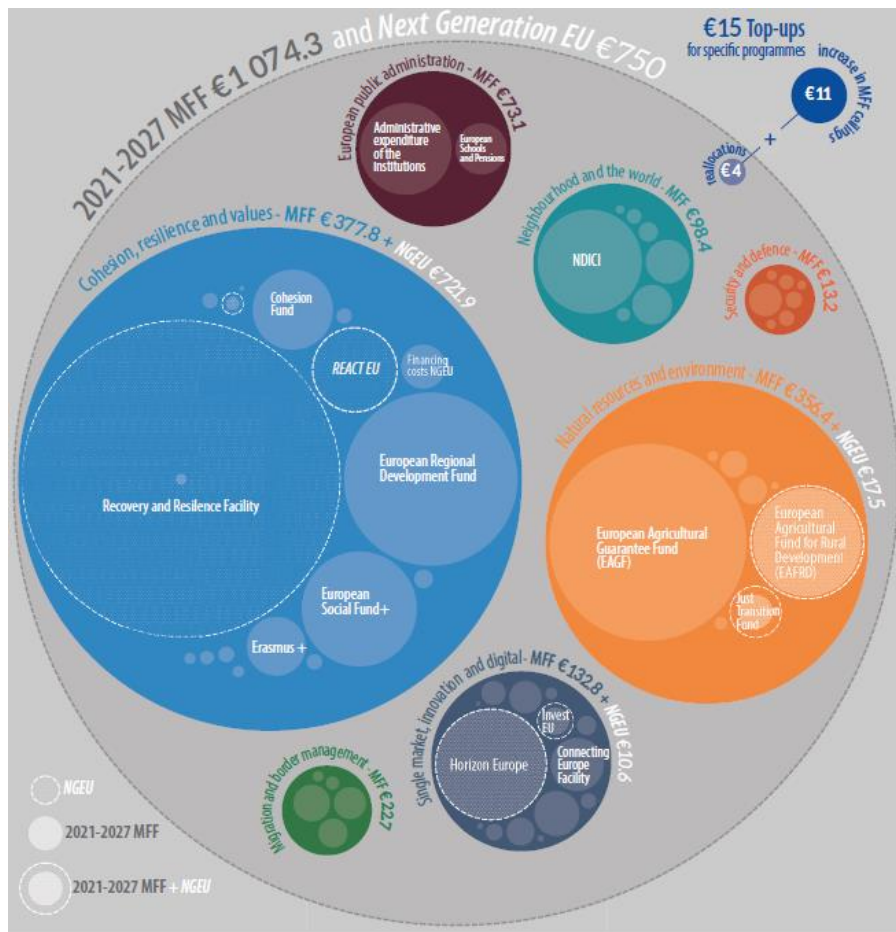
Understanding EU Multiannual Financial Framework 2021 - 2027

## MFF 2021-2027 total allocations per heading

	MFF	NEXT GENERATION EU	TOTAL
1. Single Market, Innovation and Digital	132.8	10.6	143.4
2. Cohesion, Resilience and Values	377.8	721.9	1 099.7
3. Natural Resources and Environment	356.4	17.5	373.9
4. Migration and Border Management	22.7	-	22.7
5. Security and Defence	13.2	-	13.2
6. Neighbourhood and the World	98.4	-	98.4
7. European Public Administration	73.1	-	73.1
<b>TOTAL MFF</b>	<b>1 074.3</b>	<b>750.0</b>	<b>1 824.3</b>

All amounts in EUR billion.  
Source: European Commission.

- **Next Generation EU** for postCOVID19 recovery
- **>50%** targeted to R&I, digitisation, climate health, recovery, resilience
- **30%** of budget for **Climate Change**



# Budget & Programmes

How EU Programmes are structured

## 1. Single Market, innovation and digital

Horizon Europe | Invest EU

Digital Europe | Space programme

Connecting Europe

## 2. Cohesion, resilience and values

Cohesion Policy funds (ERDF, ESF, CF)

rescEU – Civil Protection

Health Programme | EU4Health | Interreg

Erasmus+ | Creative Europe | European Urban Initiative

## 3. Natural Resources and Environment

CAP | Just Transition | EAFRD | EMFF | LIFE

## 4. Migration and Border control

Asylum and Migration Fund

## 5. Security and Defense

European Defense Fund | Internal Security Fund

## 6. Neighbourhood and the world

Neighbourhood Instrument

Development & International Cooperation

Humanitarian Aid Instrument

## 7. Public Administration

# Were you paying attention?

Time to test your knowledge

Join at  
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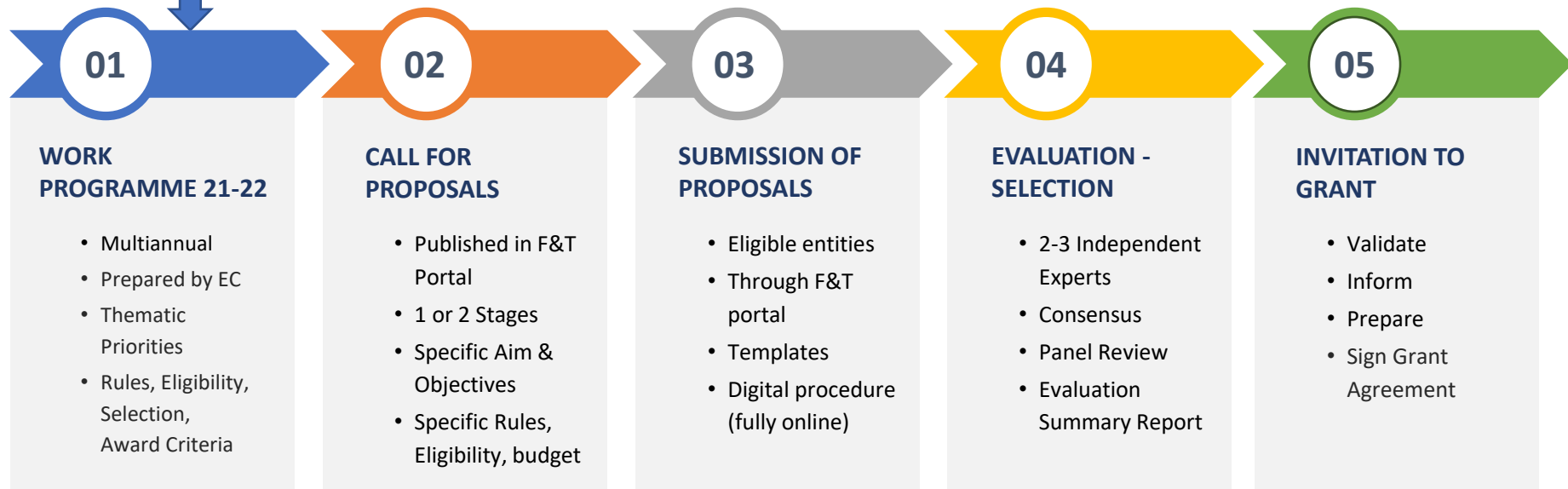


# How it works?

## The process of getting a grant

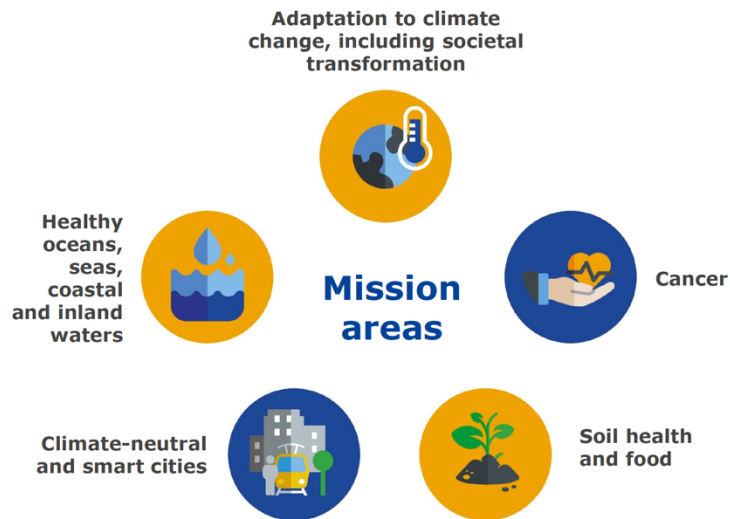
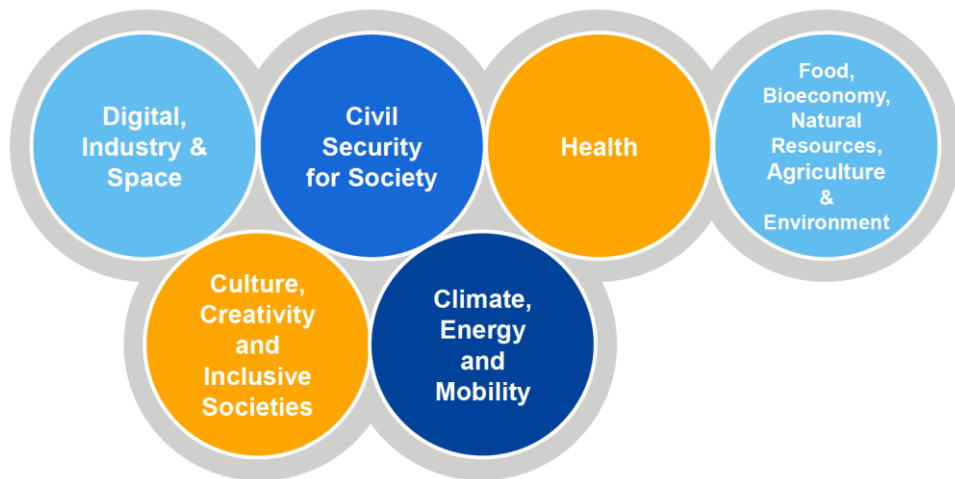
Horizon Europe Legal basis

Horizon Europe Strategic Plan 2021-2024



# Thematic Areas

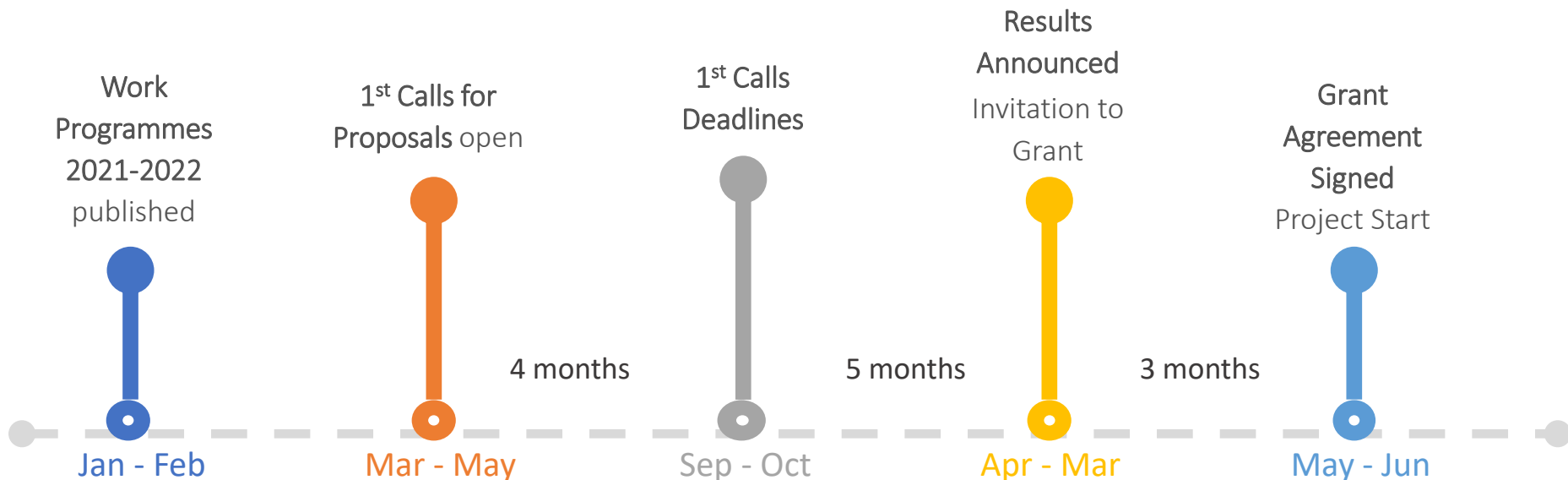
## Horizon Europe Clusters and Missions





# A timeline

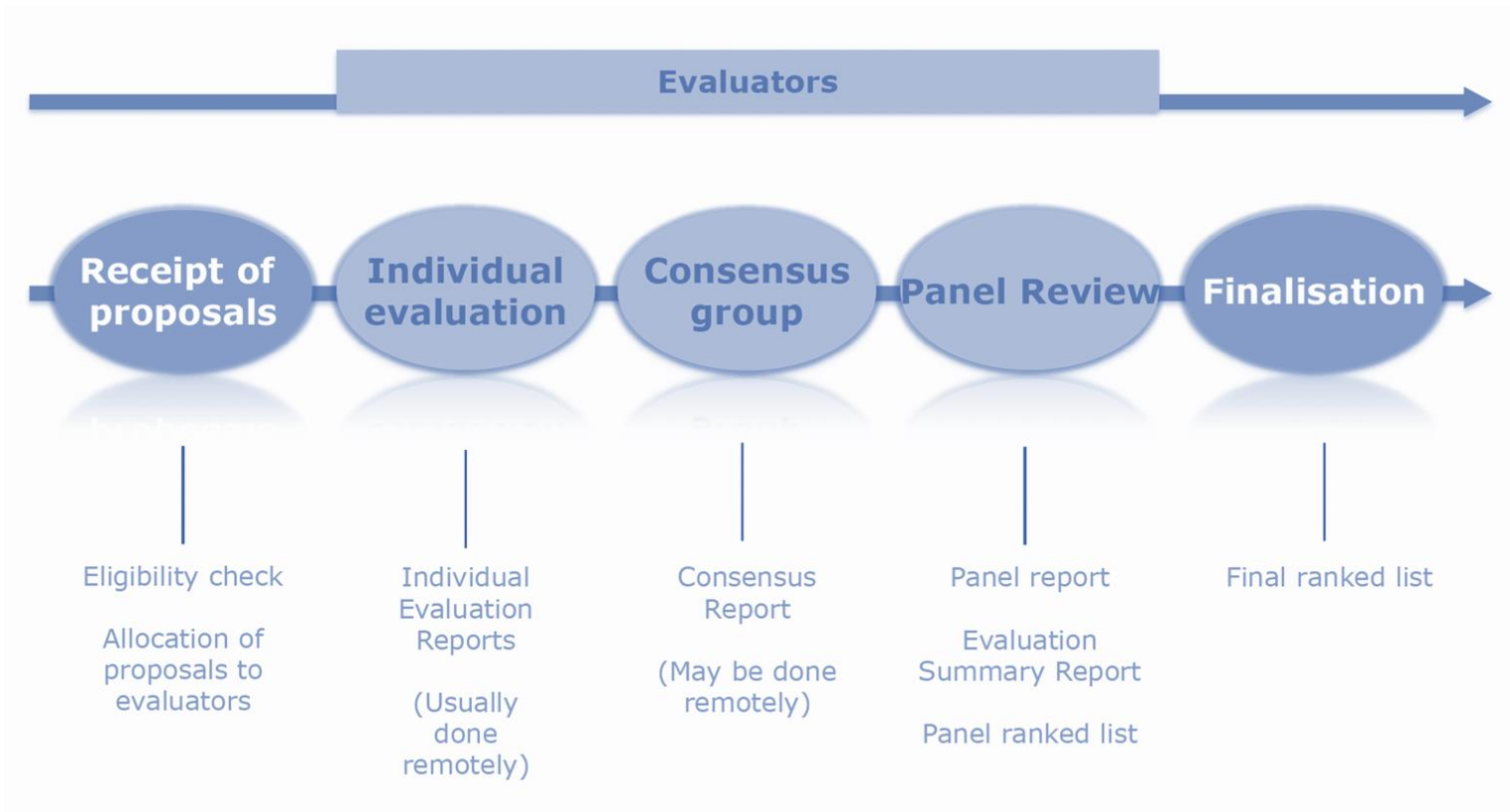
## The process of getting a grant



ALL days are merely INDICATIVE. Exact timeline no known yet (Jan 2021)

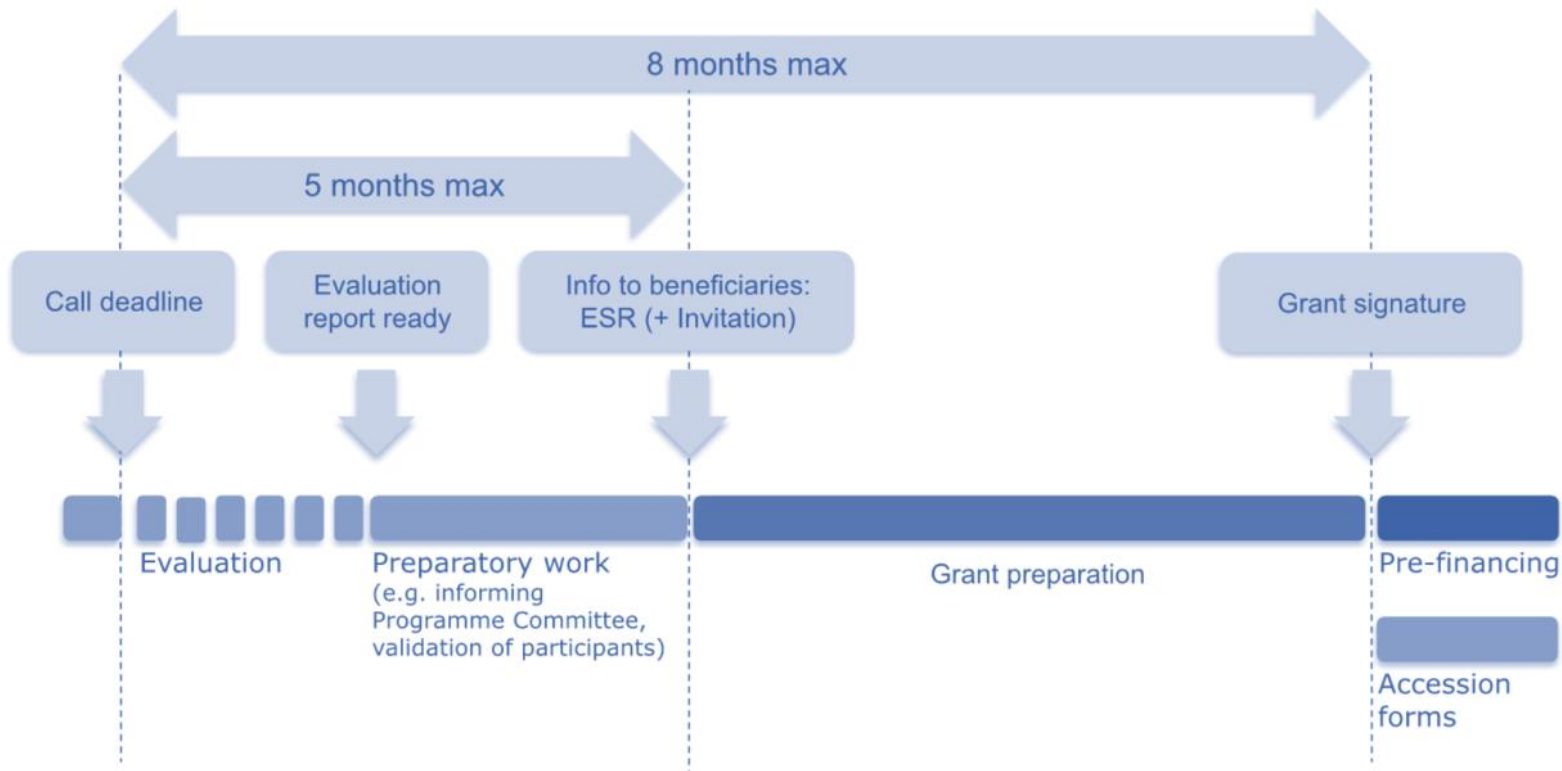
# Evaluation Process

From submission to invitation to a Grant



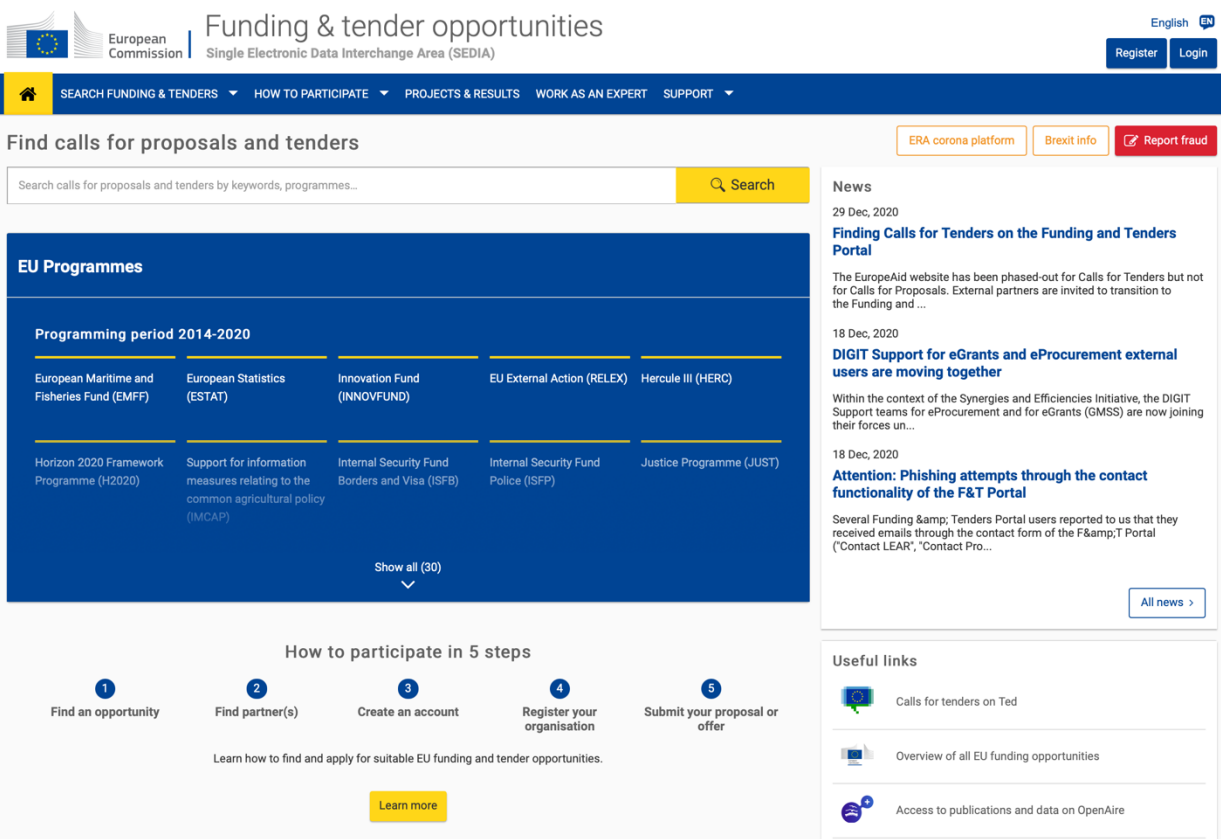
# How evaluation works?

The evaluation timeline



# Where to find the calls?

## The EU Funding and Tender Opportunities Portal



The screenshot shows the homepage of the EU Funding and Tender Opportunities Portal. At the top, there is a navigation bar with the European Commission logo and the text 'Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)'. Below this, there are buttons for 'Register' and 'Login'. The main content area is titled 'Find calls for proposals and tenders' and features a search bar with the placeholder text 'Search calls for proposals and tenders by keywords, programmes...'. Below the search bar, there is a section for 'EU Programmes' with a grid of links to various funding programmes, including 'European Maritime and Fisheries Fund (EMFF)', 'European Statistics (ESTAT)', 'Innovation Fund (INNOVFUND)', 'EU External Action (RELEX)', 'Hercule III (HERC)', 'Horizon 2020 Framework Programme (H2020)', 'Support for information measures relating to the common agricultural policy (IMCAP)', 'Internal Security Fund Borders and Visa (ISFB)', 'Internal Security Fund Police (ISFP)', and 'Justice Programme (JUST)'. A 'Show all (30)' link is also present. Below the grid, there is a section titled 'How to participate in 5 steps' with a numbered list: 1. Find an opportunity, 2. Find partner(s), 3. Create an account, 4. Register your organisation, 5. Submit your proposal or offer. A 'Learn more' button is located at the bottom of this section. On the right side of the page, there is a 'News' section with several articles, including 'Finding Calls for Tenders on the Funding and Tenders Portal', 'DIGIT Support for eGrants and eProcurement external users are moving together', and 'Attention: Phishing attempts through the contact functionality of the F&T Portal'. There is also a 'Useful links' section with links to 'Calls for tenders on Ted', 'Overview of all EU funding opportunities', and 'Access to publications and data on OpenAire'.

- **Most Important tool** for funding
- **All Directly Managed Funds & Tenders**
- **Open to all** potential participants

# Understand the call for proposals

From identifying a call to submitting a proposal

## Towards Climate-Neutral and Socially Innovative Cities

TOPIC ID: LC-GD-1-2-2020

Grant

General information

Topic description

Conditions and documents

Partner search

Submission service

Topic related FAQ

Get support

Call information

Call updates

 Go back to search results

### General information

Programme

**Horizon 2020 Framework Programme**

Call

**Building a low-carbon, climate resilient future: Research and innovation in support of the European Green Deal (H2020-LC-GD-2020)**

 See budget overview

Type of action

**RIA Research and Innovation action**

Open for submission

Deadline model

**single-stage**

Opening date

**22 September 2020**

Deadline date

**26 January 2021 17:00:00 Brussels time**

### Topic description

Specific Challenge:

The strategic long-term vision<sup>[1]</sup> published by the Commission for a prosperous, modern, competitive and climate-neutral economy calls for a drastic reduction of greenhouse gas emissions by 2050.

The European Commission's Green Deal<sup>[2]</sup> proposes a new growth strategy that aims to preserve the planet for future generations. It should serve as the compass to emerge from the present COVID-19 crisis and offers the opportunity to bounce forward and accelerate our progress towards meeting the EU climate change objectives. It sets an ambitious target of a 50%-55% reduction of greenhouse gas emissions by 2030. Through its roadmap for action it outlines a long-term vision for the environment, involving all sectors of the economy, geared towards reaching the goal of climate neutrality.

show more...

## Specific Challenge

- EC policies Broad framework.
- Description of the problem.

*The challenge resides with achieving significant progress towards climate neutrality at a large (European) scale by fostering climate-neutrality and social innovation in cities.*

# Understand the call for proposals (II)

From identifying a call to submitting a proposal

## Scope

- Purpose of specific Topic.
- What you must target.

..develop a **one-stop shop platform**  
providing the necessary technical,  
regulatory, financial and socio-  
economic expertise...

## Activities

- Proposed activities.
- Expected Results.

Develop innovative **urban**  
**greening assessment**  
**methodologie** for planning

## Expected Impact

- Your contribution  
to long term goals.

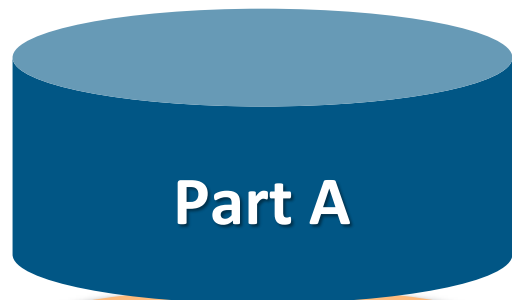
*Contribution to achieving  
climate neutrality by 2030*

## Modalities:

Eligibility rules, conditions, funding rate, budget, etc.

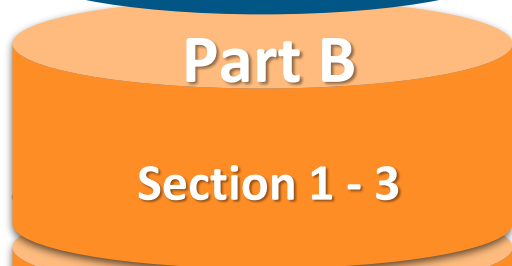
# What a proposal consists of?

All components of a proposal



**Part A**

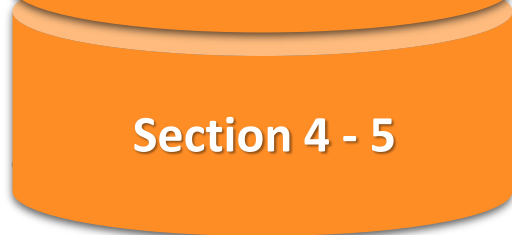
- General information
- Participants and Contacts
- Budget (per partner)
- Ethics issues
- Call specific questions



**Part B**

**Section 1 - 3**

- Table of participants
  - Proposal abstract
  - Abbreviations
  - Table of contents
- 1 – Excellence**  
**2 – Impact**  
**3 – Implementation**



**Section 4 - 5**

- 4 – Members of the consortium**
- 5 – Ethics and Security**



# What a proposal consists of? (II)

## The Description of Action (DoA)



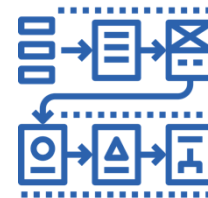
### Excellence

- **Why** do I want to conduct this project?
- What is my **aim** & **objectives**?
- What is the **solution** I propose?
- What is the **vision** & **ambition**?



### Impact

- What will be the **benefits** during this project and beyond?
- What **impact** will have in partners, sector, countries, Europe, World?



### Implementation

- **How** will I **conduct** this project?
- How **work** will be **organised**?
- What will we **deliver**?
- How **consortium** will **collaborate**?

# What is expected?

## What your proposal should be like

- **Response to call's challenges**
- **Ambition** but realism
- Appropriate **methodology** clearly described & **justified**
- State of the Art and beyond & **Innovation**
- Use existing knowledge (past R&D)
- **Interdisciplinary** expertise
- **Quantifiable** justifications
- **Solid financial & Business** model, **Commercialisation**
- Concreate **planning & collaboration**

# Research & Innovation as drivers

Why innovation is so important for a better future



**2/3**

of **EU productivity growth**  
over the last decades has been  
**driven by R&I investments**



**€11**

**Estimated leverage effect**  
of each euro invested in R&I  
at EU level



**€400-600 billion**

by 2030 is the estimated **GDP**  
**gain** from Horizon 2020

## R&I investments

- Critical driver of **productivity, economic growth**, and EU's **global competitiveness**.
- Crucial for **post COVID-19 recovery**.
- enhance **solidarity**, strengthen **value chains**, protect **technological sovereignty** and support **social innovation**.

# But what is Innovation?

Why innovation is so important for a better future

- **Idea into a solution** that **adds value** from a customer's perspective
- Application of ideas that are **novel** and **useful**.
- **Staying relevant**.
- **Creativity** is thinking of something new. **Innovation** is the implementation of it.
- The **future delivered**.

<https://www.ideatovalue.com/inno/nickskillicorn/2016/03/innovation-15-experts-share-innovation-definition/>



# The innovation components based on the responses of innovation experts



60%

Having an idea



60%

Executing the idea



40%

Addresses a real challenge



40%

Add value to the company



40%

Add value to customer



27%

Different perspective / thinking



13%

Moving forward



13%

Definition not important



7%

Addressing new market

**Executing an idea** which addresses a specific challenge and achieves value for both the company and customer.

# Innovation according to EU & OECD

Why innovation is so important for a better future



The Measurement of Scientific, Technological  
and Innovation Activities

**Oslo Manual 2018**

GUIDELINES FOR COLLECTING, REPORTING  
AND USING DATA ON INNOVATION



 OECD  eurostat

4<sup>th</sup> Edition

*An innovation is a **new or improved product or process** (or combination thereof) that **differs significantly** from the unit's **previous products** or processes and that has been made available to potential users (product) or brought into use by the unit (process).*

*OECD, Oslo Manual 2018*

# Innovation Chain

## From Research to the market

Basic Research

Feasibility

Validation

Demonstration

Market

Research

Development

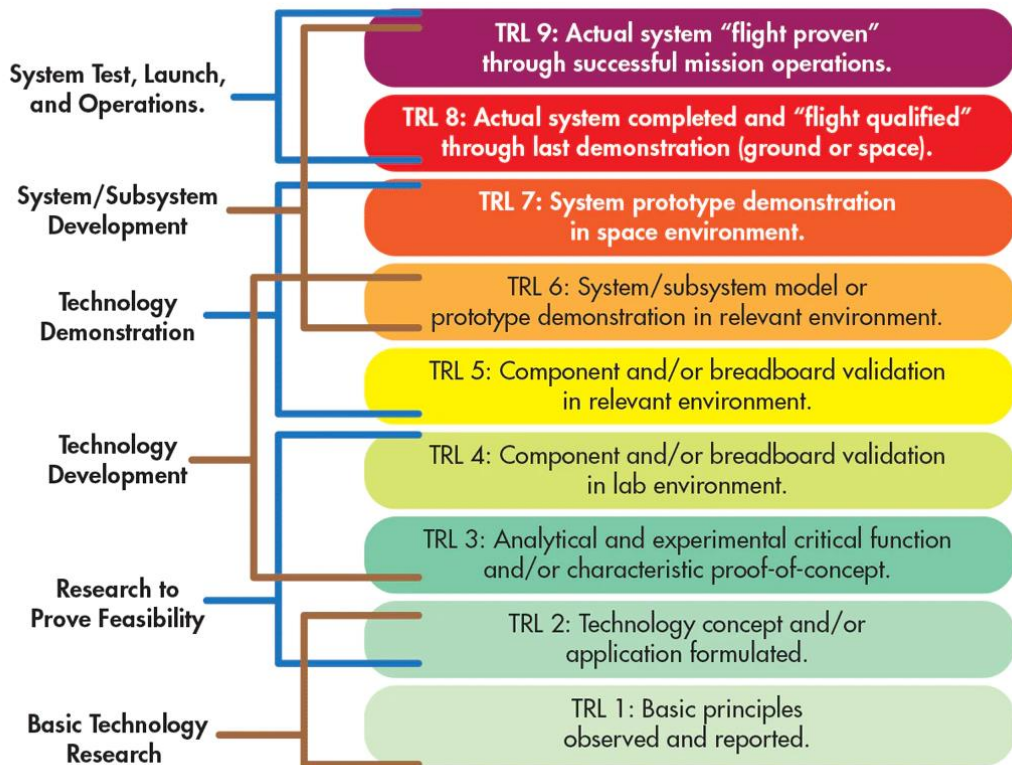
Innovation

Commercialisation



# TRL: Technology Readiness

## The Technology Readiness Levels



# What is innovation for you?

An open question

Join at  
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# Wrap it up

## Understanding EU Funding & Horizon Europe

- **EU Goals -> Policies -> Funding Programmes**
- Types of funding: Loans, Guarantees, Subsidies, Prizes, **Grants**
- **Budget & Funding programmes in 2021-2017**
- How Funding programmes work: From **Call for proposals** to project
- The role of **Innovation**
- **Technology Readiness Levels**





# Q&A

Time to ask your  
questions!

# Teşekkür ederim!

# Thank you!



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