



This project is co-financed by the
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Bu proje Avrupa Birliđi ve Türkiye Cumhuriyeti tarafından
finanse edilmektedir



TURKEY in
HORIZON 2020
COOPERATION INNOVATION COMPETITIVENESS

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



COMPETITIVE
SECTORS
PROGRAMME



TÜBİTAK

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

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



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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**

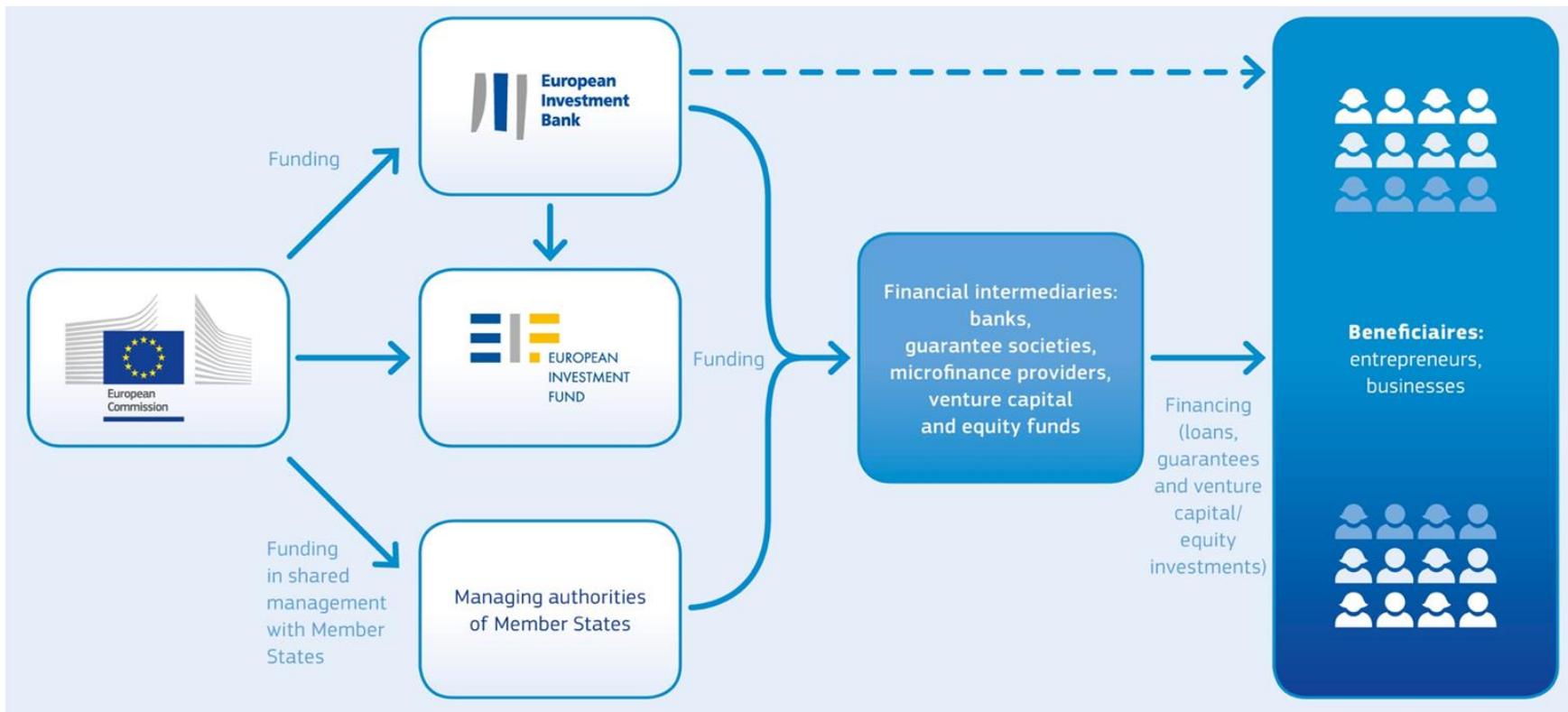
Types of EU Funding

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

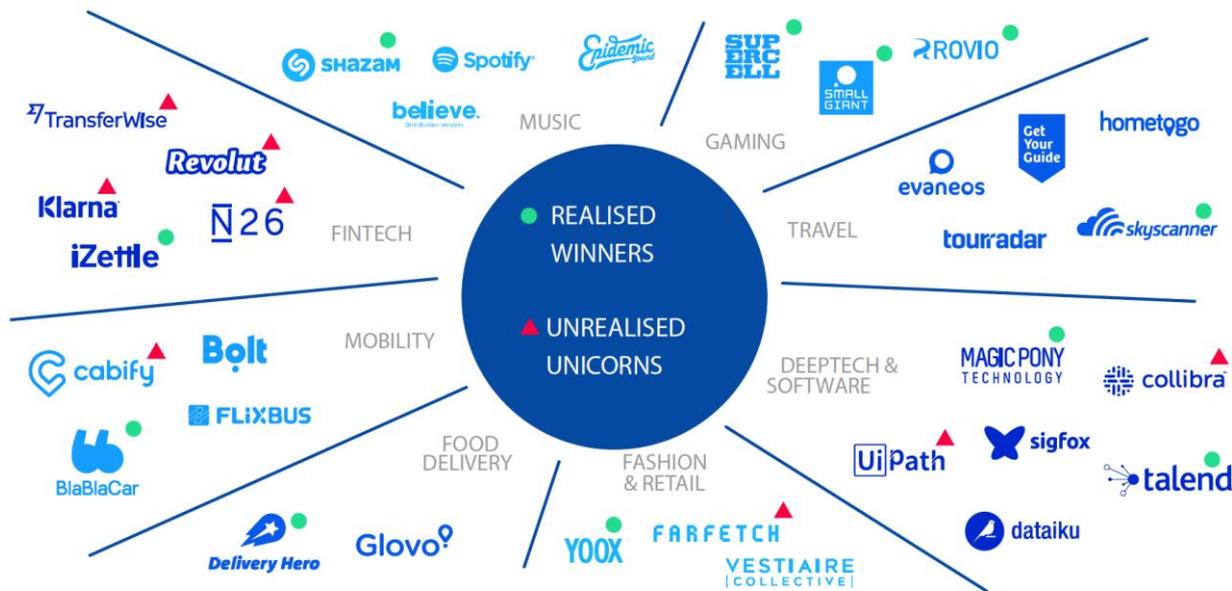
Loans, Guarantees and Equity

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

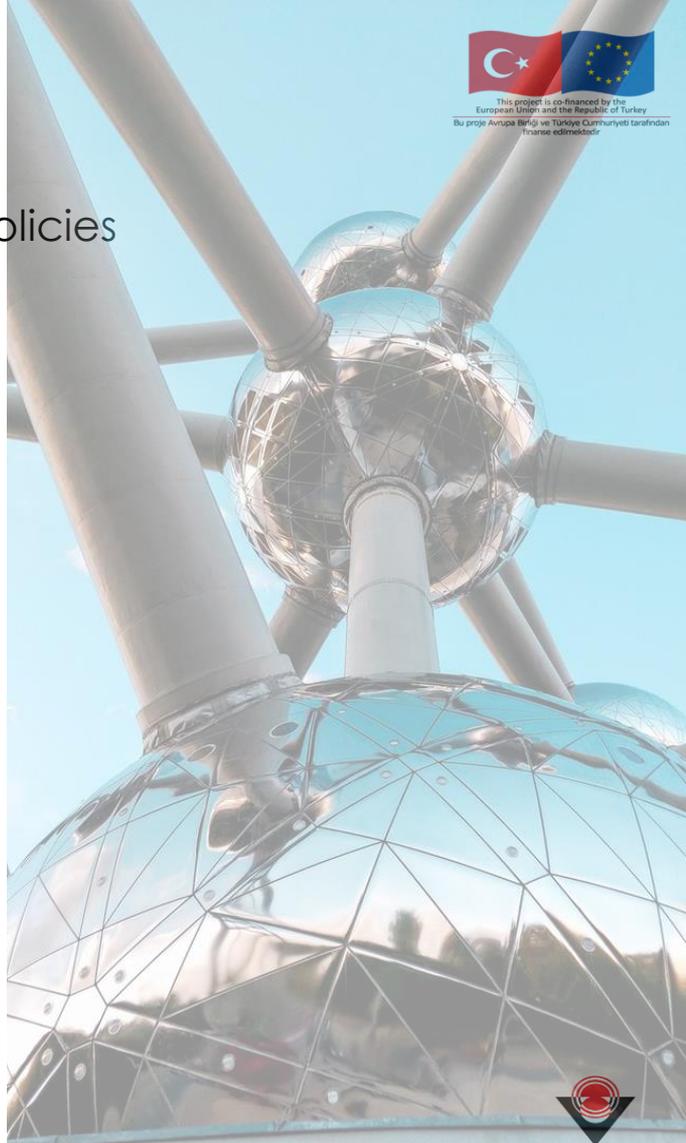
Some notable examples



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

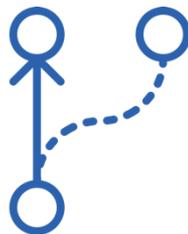
EU Funding Management Modes

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



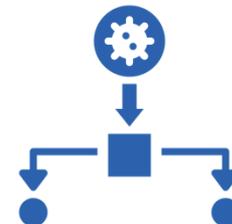
Direct Management

- by EC, EU delegations,
EU Executive Agencies.



Indirect Management

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

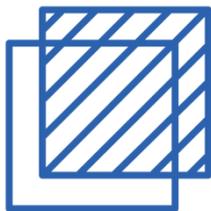


Shared Management

- 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

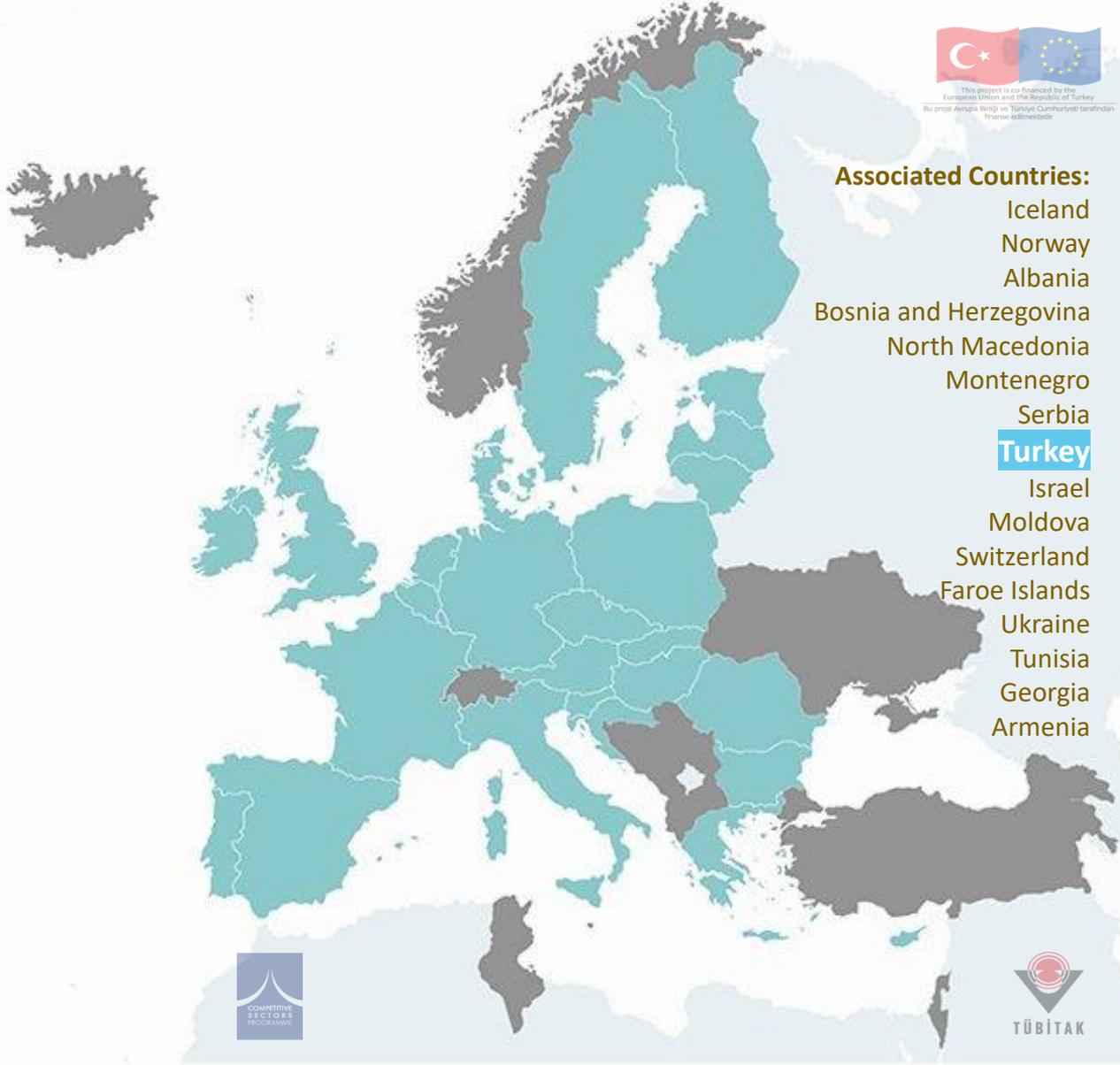
- Grants
- For**
- Basic & Applied Research
 - Innovation & Development
 - Support for Researchers

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)



Funding needs a budget

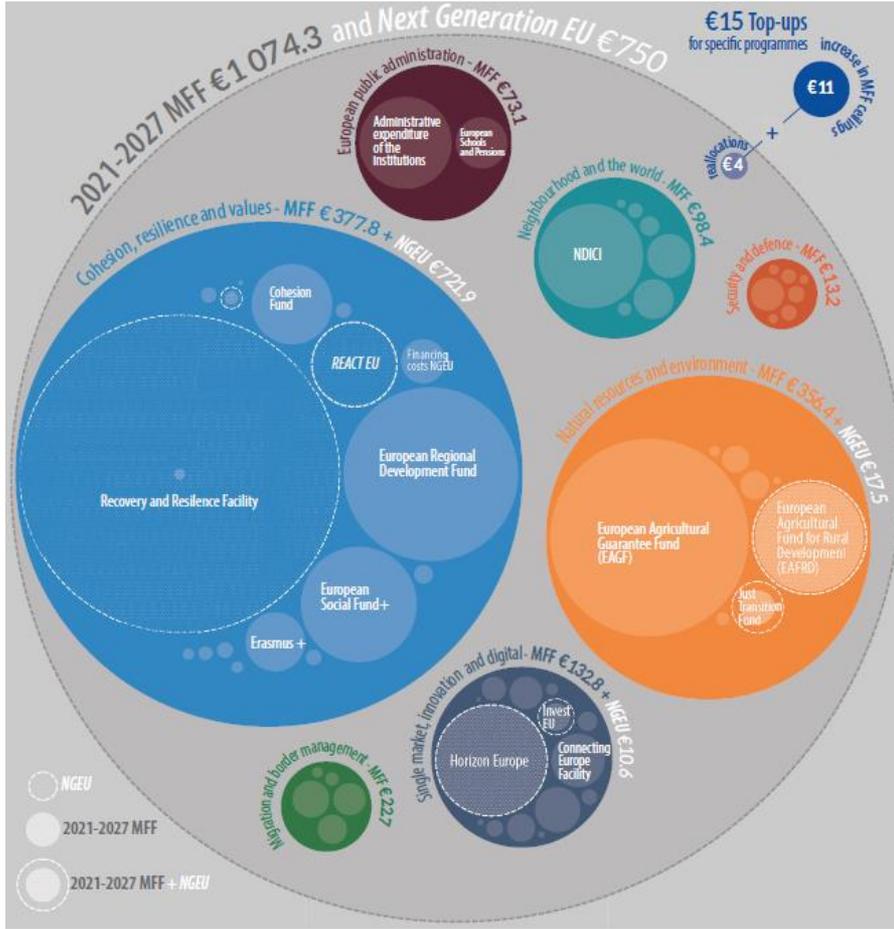
Understanding EU Multiannual Financial Framework 2021 - 2027

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
TOTAL MFF	1 074.3	750.0	1 824.3

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

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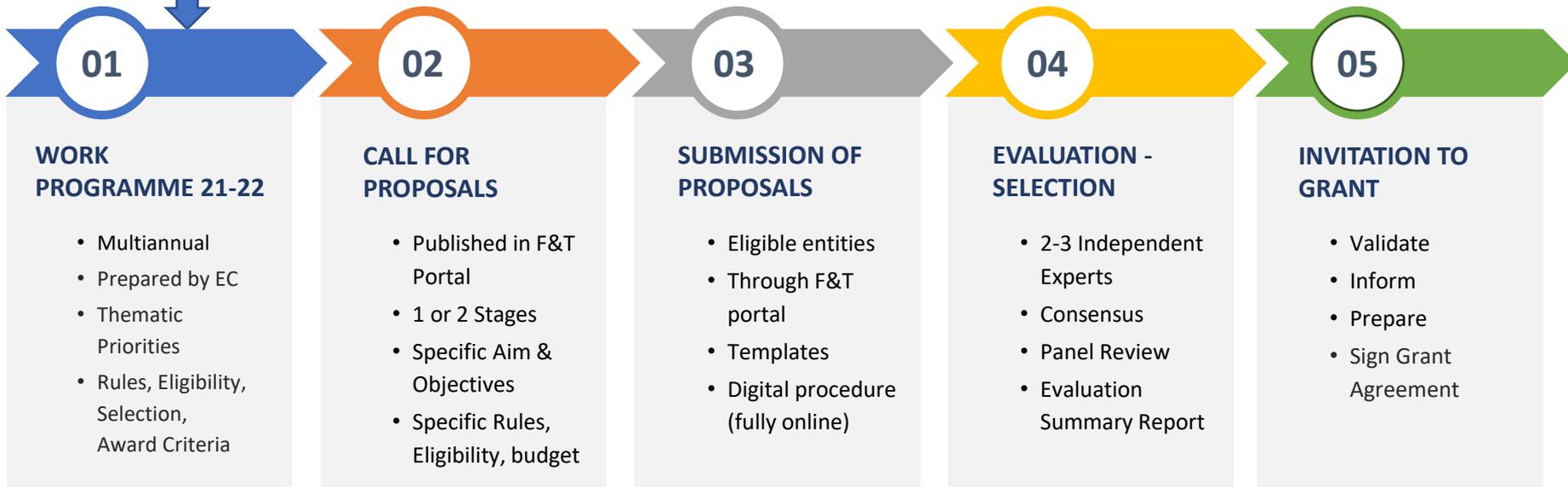


How it works?

The process of getting a grant

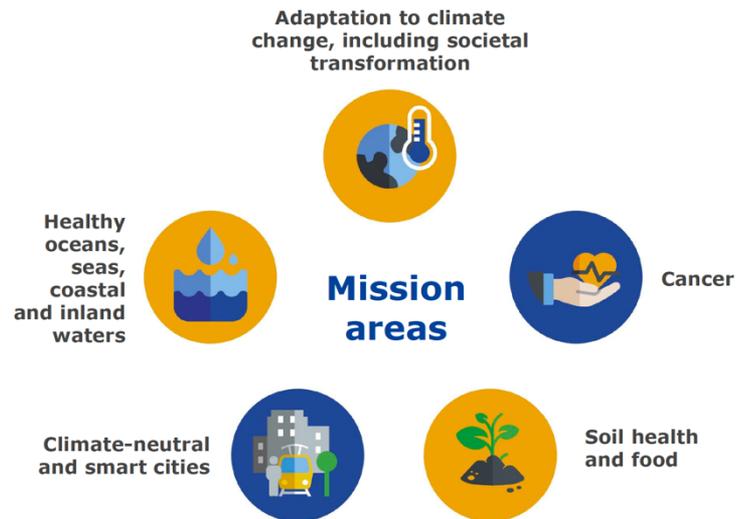
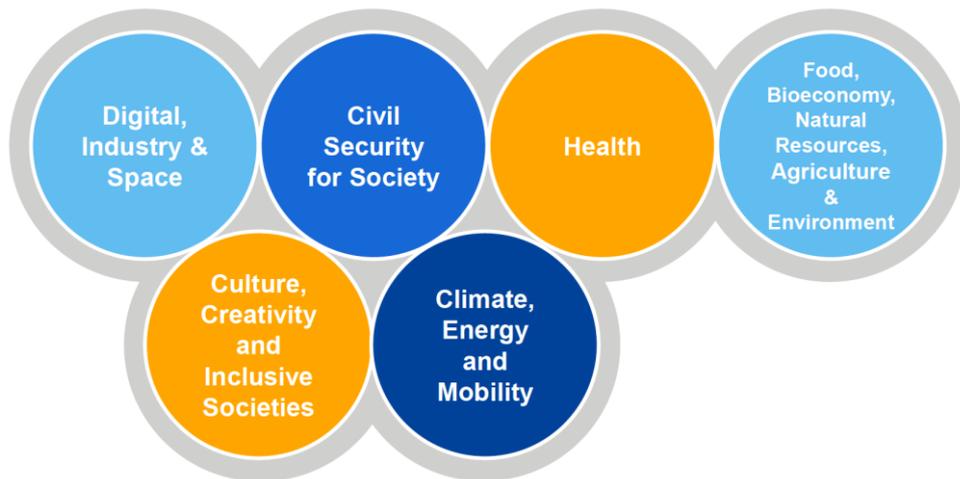
Horizon Europe Legal basis

Horizon Europe Strategic Plan 2021-2024



Thematic Areas

Horizon Europe Clusters and Missions



A timeline

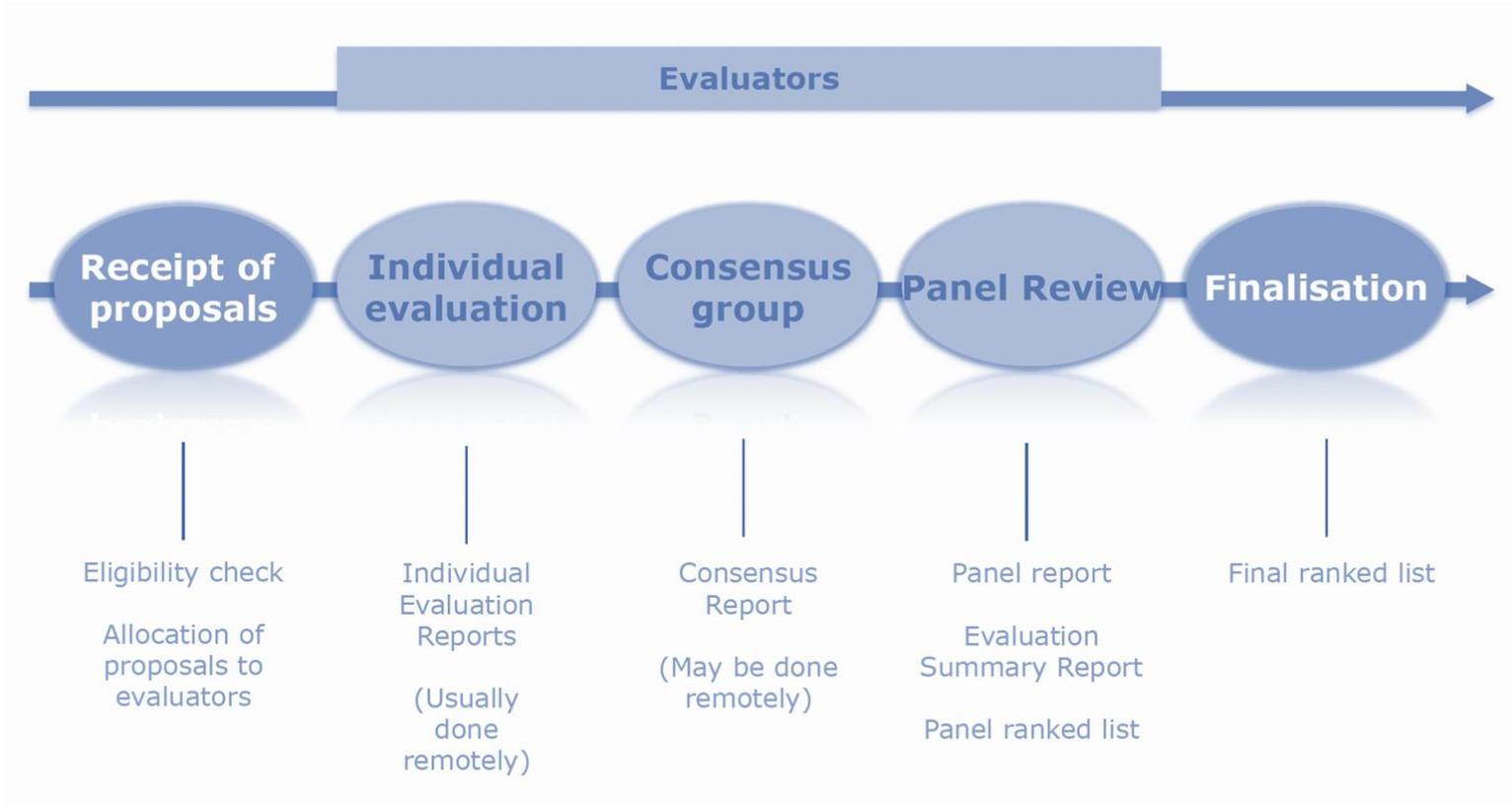
The process of getting a grant



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

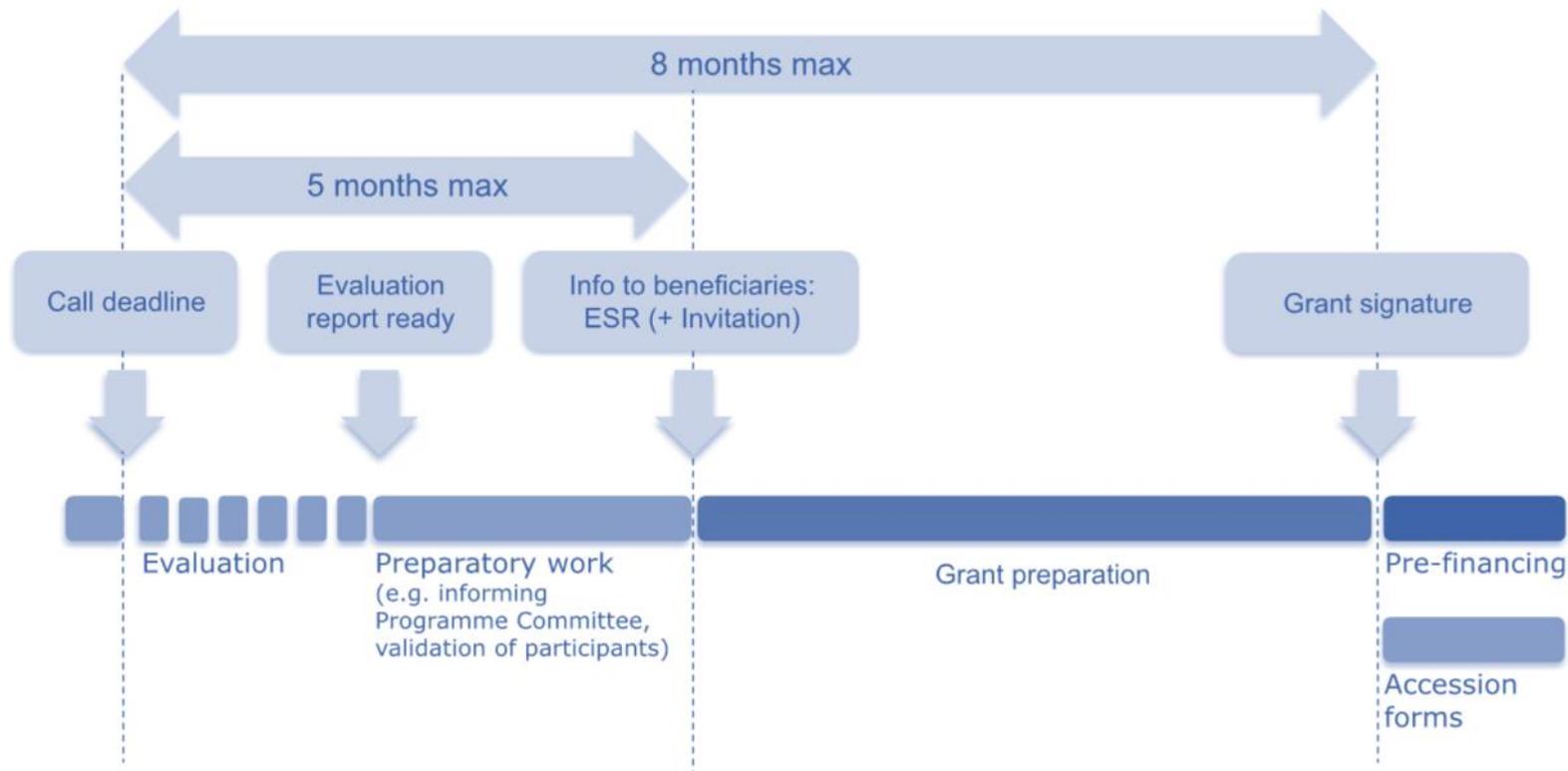
Evaluation Process

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



European Commission | Single Electronic Data Interchange Area (SEDIA)

English EN

Register Login

SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT

Find calls for proposals and tenders

EU Programmes

Programming period 2014-2020

European Maritime and Fisheries Fund (EMFF)	European Statistics (ESTAT)	Innovation Fund (INNOVUND)	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)	Justice Programme (JUST)

Show all (30)

How to participate in 5 steps

- 1 Find an opportunity
- 2 Find partner(s)
- 3 Create an account
- 4 Register your organisation
- 5 Submit your proposal or offer

Learn how to find and apply for suitable EU funding and tender opportunities.

Learn more

- ERA corona platform
- Brexit info
- Report fraud

News

29 Dec, 2020
Finding Calls for Tenders on the Funding and Tenders Portal
The EuropeAid website has been phased-out for Calls for Tenders but not for Calls for Proposals. External partners are invited to transition to the Funding and ...

18 Dec, 2020
DIGIT Support for eGrants and eProcurement external users are moving together
Within the context of the Synergies and Efficiencies Initiative, the DIGIT Support teams for eProcurement and for eGrants (GMSS) are now joining their forces un...

18 Dec, 2020
Attention: Phishing attempts through the contact functionality of the F&T Portal
Several Funding & Tenders Portal users reported to us that they received emails through the contact form of the F&T Portal ("Contact LEAR", "Contact Pro...

All news >

Useful links

- Calls for tenders on Ted
- Overview of all EU funding opportunities
- 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	Opening date	Deadline date
single-stage	22 September 2020	26 January 2021 17:00:00 Brussels time

Topic description

Specific Challenge:

The strategic long-term vision^[1] 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^[2] 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.

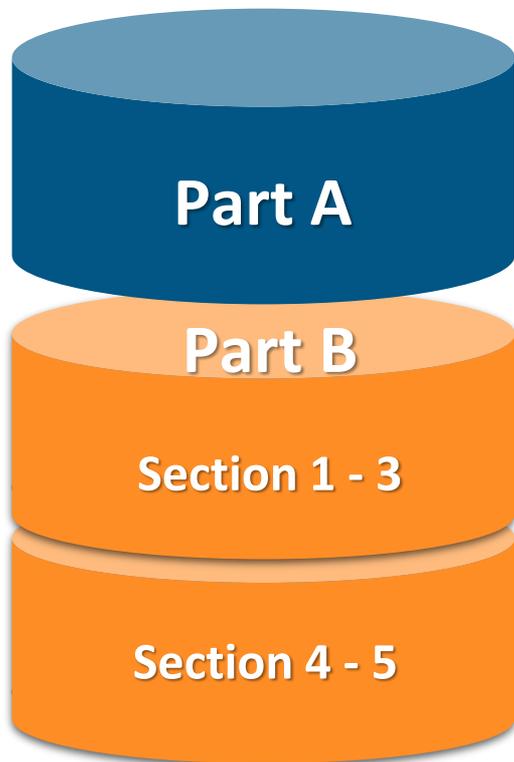
Contribution to achieving climate neutrality by 2030

Modalities:

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

What a proposal consists of?

All components of a proposal



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

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

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

What a proposal consists of? (II)

The Description of Action (DoA)



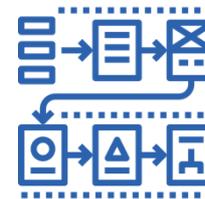
Excellence

- **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

4th 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

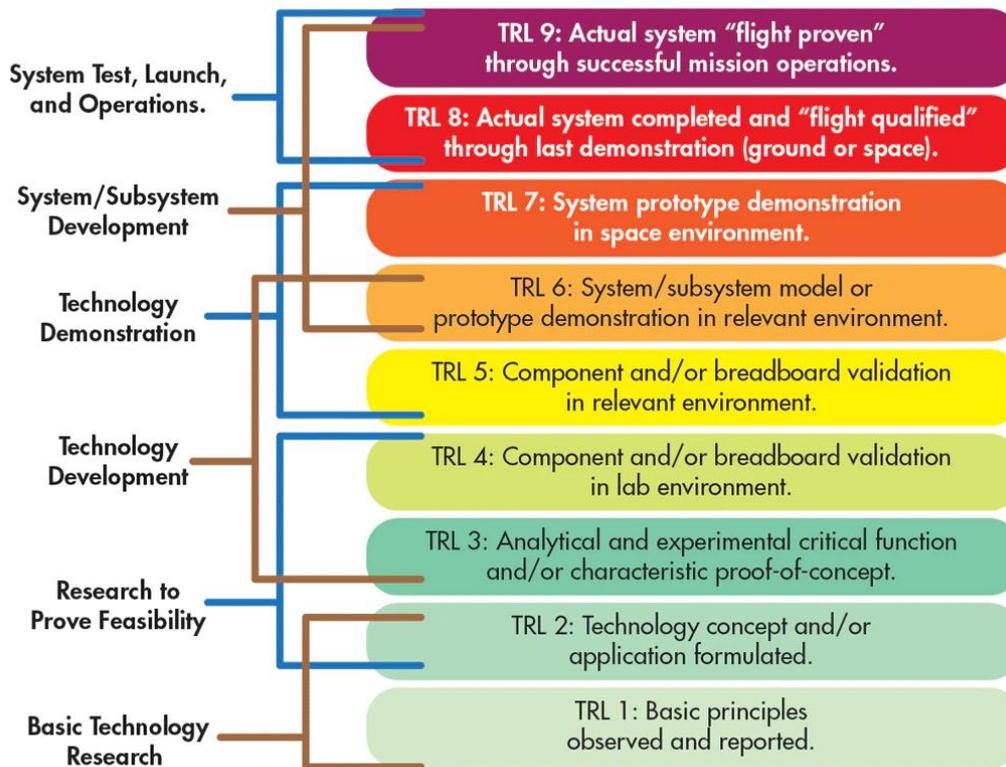
Development

Innovation

Commercialisation

TRL: Technology Readiness

The Technology Readiness Levels



What is innovation for you?

An open question

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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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