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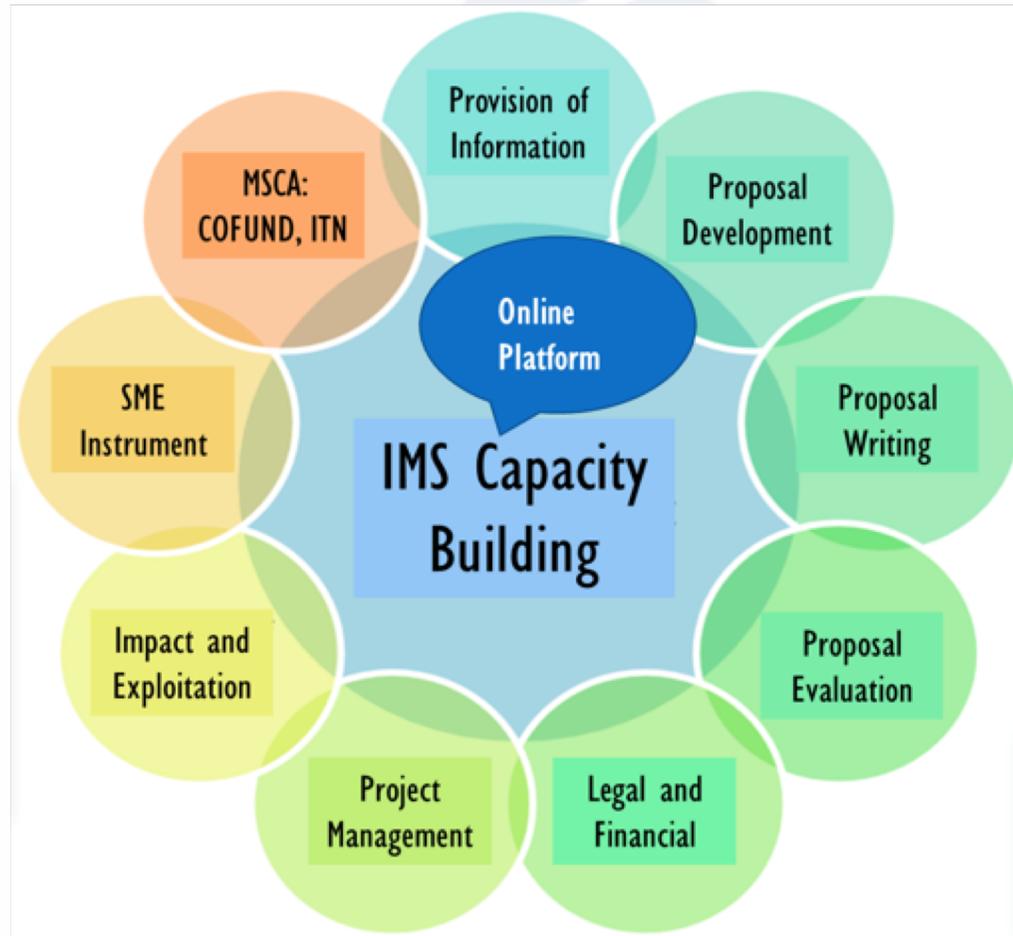


Technical Assistance for Turkey in Horizon 2020 Phase-II
EuropeAid/139098/IH/SER/TR

IMS Training Actions and Lessons Learned from Phase I.

Training Needs Analysis Workshop Ankara, 18 April 2019

Training Sessions (Phase I)



Information Multipliers System (Phase I)

- ✓ 77 Information Multipliers appointed by TUBITAK
- ✓ 9 Workshops and Dedicated Training Sessions organised in regular intervals 3-4 months
- ✓ Online Communication Platform operational since March 2016
- ✓ Average participation per training: 46 (60%)
- ✓ 54 participated in at least 50% of trainings
- ✓ 9 international experts involved

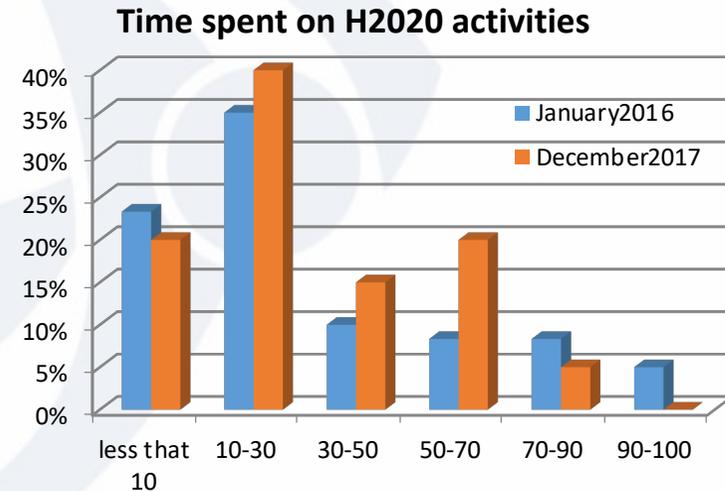
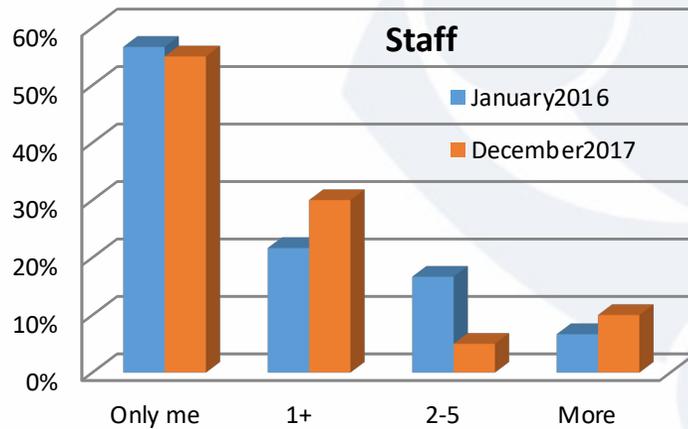
Information Multipliers System (Phase I)

- Diversified group in terms of organizations, level of knowledge and capacities:



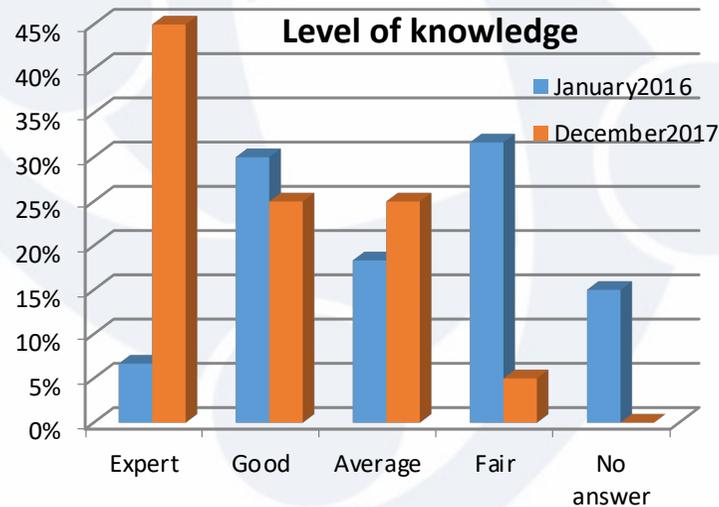
Information Multipliers System (Phase I)

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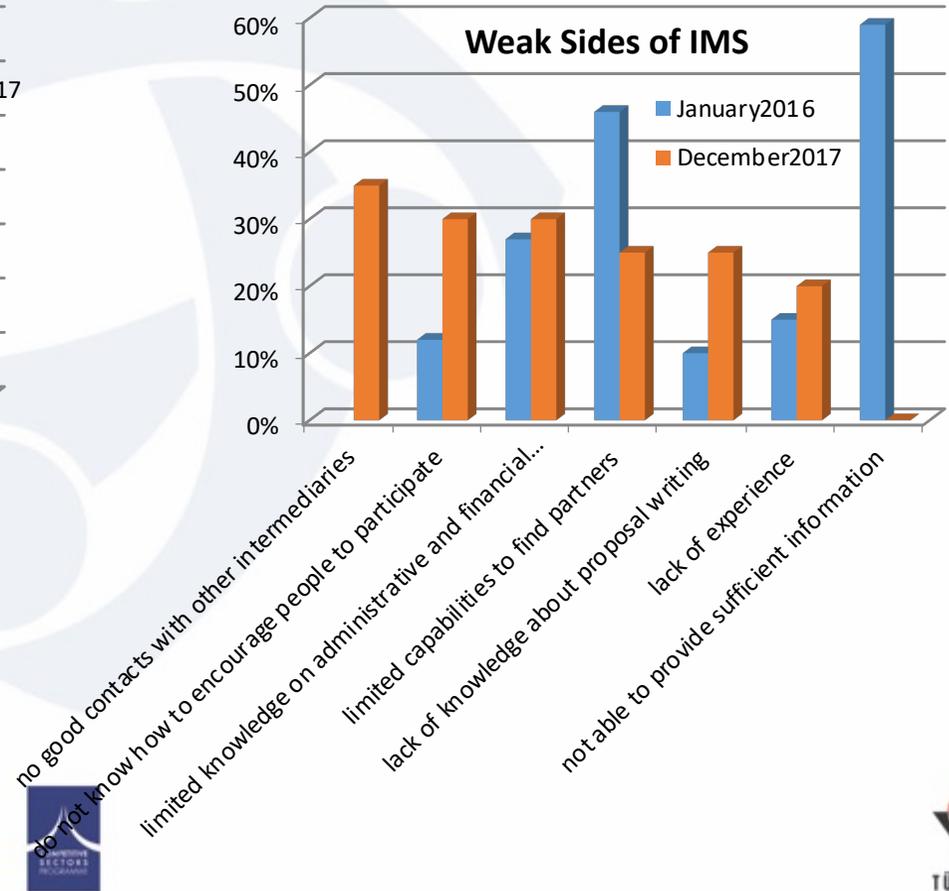
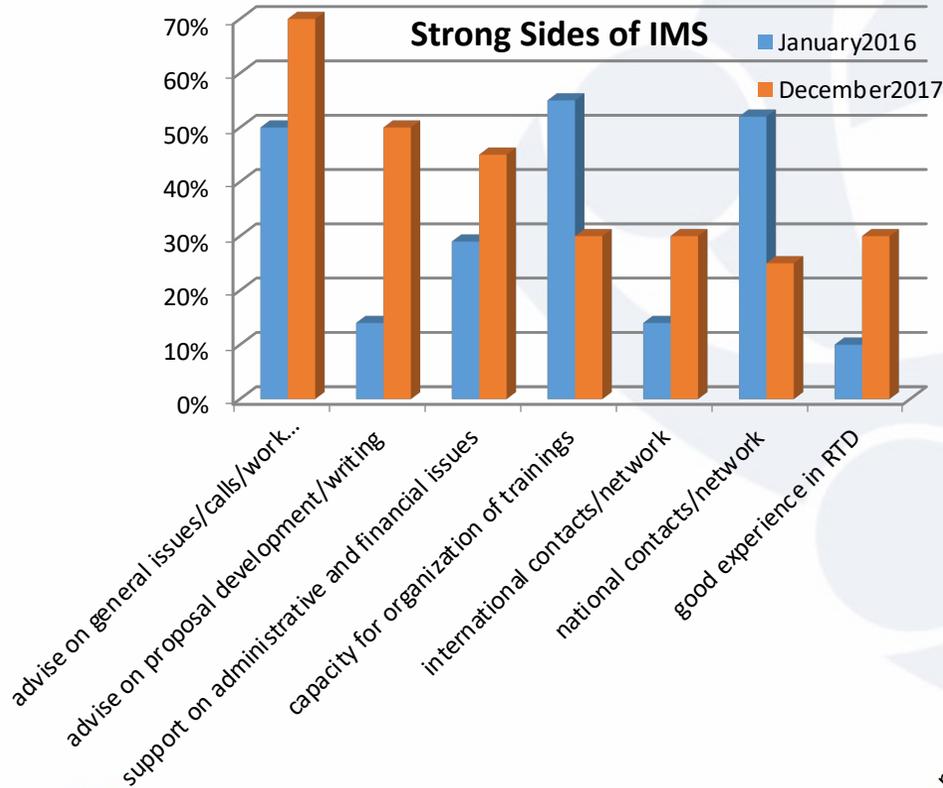
Information Multipliers System (Phase I)

- Diversified group in terms of organizations, level of knowledge and capacities:



Information Multipliers System (Phase I)

- Strong and weak sides:



Recommendations (Phase I)

- More practical workshop based on case studies and experiences from other projects should be provided and shared with IMS.
- IMs should be supported in:
 - establishing international contacts and networks,
 - consortium building and partner search activities.
- Communication and knowledge transfer among IMs should be further improved. Networking between them should be stimulated.

SME Survey - Course Preferences

TOP

Activities that improve ability to understand what's needed and incorporate into proposals

MIDDLE

Supportive activities - mentoring, checking content, presenting, etc.

LOW

General activities not directly linked to proposals.

SME Survey – Conclusions from Workshop

- FOCUS
 - Developing proposal content and quality
 - International brokerage, networking, partnering
 - Investment readiness – EC and commercial
- CONTENT
 - Business planning
 - Market awareness, competitors, marketing strategy
 - Project management, financials
- DELIVERY
 - Through regional intermediaries – regional agencies, science parks, etc.
 - On-line and face-to-face
 - Mentoring

Project objectives regarding IMS (Phase II)

			
<p>TERRITORIAL & SECTORAL EXPANSION</p>	<p>DEEPER OUTREACH</p>	<p>SERVICE IMPROVEMENT</p>	<p>ACCESS TO INTERNATIONAL CONSORTIA</p>
<p>Increasing the number of Information Multipliers from 75 to 100. Expansion in territorial coverage and throughout sectors. Expansion targeted on Universities, Technoparks, TTOs, Regional Development Agencies, Industry associations.</p>	<p>Ensuring that each information multiplier creates outreach and leverage, e.g. by creating institutional level dissemination, increasing interactions between the information multipliers, developing communication channels across institutions.</p>	<p>In order to ensure the highest possible impact, information multipliers should have high expertise and acquire high experience via proper trainings and workshops that includes not only familiarity with H2020 but also on motivating and empowering .</p>	<p>In order to actively involve more Turkish organizations in larger number of proposals opportunities will be offered to IMs to meet key international palyers and get access to international consortia.</p>

Workshops and Training Sessions (Phase II)

INFORMATION MULTIPLIERS TRAININGS & WORKSHOPS			
TRAININGS	6 Sessions / One every 6 months (March/April, & October/November)	DAYS	2
WORKSHOPS	3 Events / One every year combined with the trainings	PARTICIPANTS	60
AUDIENCE	Information Multipliers	VENUE	4* Hotel
LOCATIONS	Ankara, Istanbul		
CONTENT	Hot topics for IMs: exploiting successfully different H2020 funding schemes, consortium building, motivating and empowering, financial & legal issues, Innovation management.		
DETAILS	Participation of EC officials at the Workshops		
DATES	The actual dates will be decided by TUBITAK and MoIT Year 1 and 2 we will focus on Horizon 2020. Year 3 will focus on Horizon Europe modalities since the next Framework programme commences after M24.		

1st Training Session (Phase II)

INFORMATION MULTIPLIERS TRAINING

DATE	9-10 April, 2019
AUDIENCE	Information Multipliers
LOCATION	Ankara
VENUE	Limak Ambassadore Hotel
CONTENT	Project Launch Event (09.04.2019 half day) 1st IMS Training on exploiting successfully different H2020 funding schemes

Contact

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Teşekkür ederim!

Thank you!