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Horizon 2020 Energy Efficiency Call for Proposals 2019

Energy Efficiency Topics – How to prepare a
~~good~~ an excellent proposal

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EASME

Energy

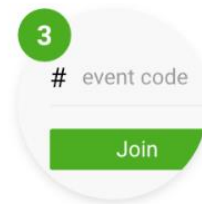
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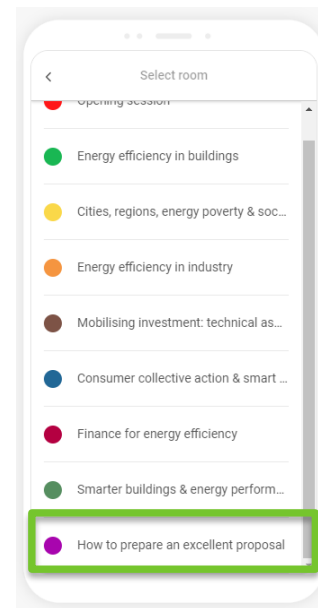


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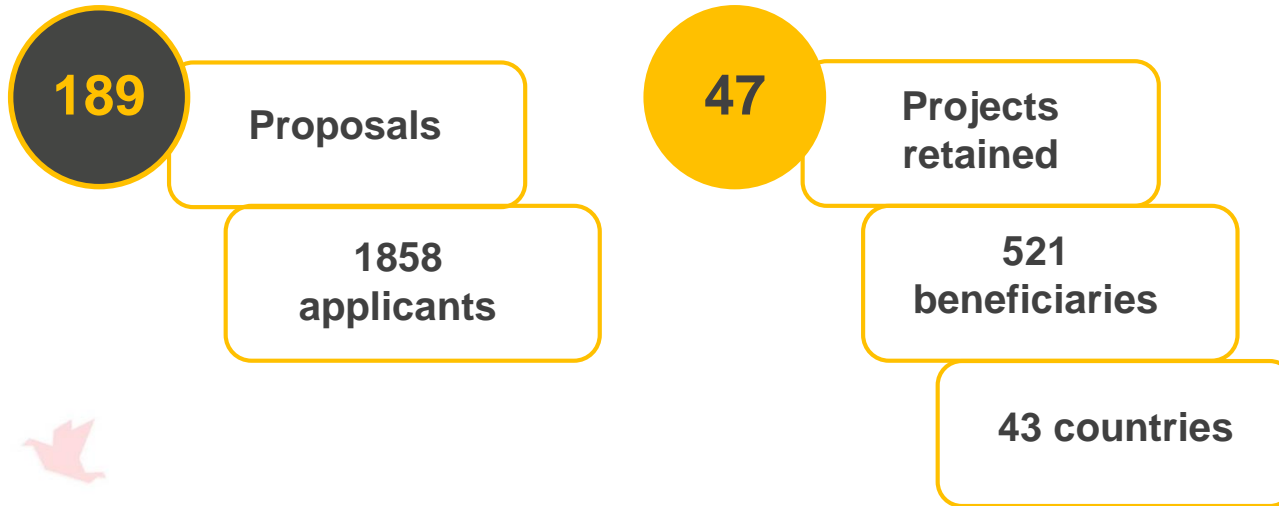


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Horizon 2020 Energy Efficiency Call for Proposals 2018 in numbers



*Example of 2018 Energy Efficiency Call for Proposals - Preliminary data on number of retained projects subject to successful grant preparation

Horizon 2020 Energy Efficiency Call for Proposals 2018 Results



Public Authorities

5 projects
~8.5 M€



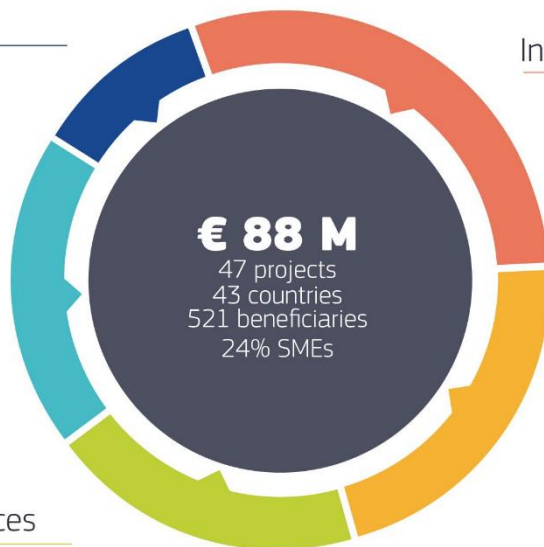
Innovative Financing

14 projects
~ 18 M€



Consumers & Services

10 projects
~18.5 M€



€ 88 M

47 projects
43 countries
521 beneficiaries
24% SMEs

Industry & Products

9 projects
~22.5 M€



Buildings

9 projects
~20.5 M€



Energy Efficiency: Types of action



Research & innovation
actions that establish new knowledge or develop more energy-efficient technologies and solutions.
EU funding rate: 100%.

Minimum 3 beneficiaries



Innovation
actions that demonstrate the viability of new technologies and solutions or support their first deployment in the market.
EU funding rate: 70%.

Minimum 3 beneficiaries



Coordination & support
actions* that improve skills, mobilise large-scale investments or facilitate EU policy implementation.
EU funding rate: 100%.

*Mostly minimum 3 beneficiaries (check the Work Programme 2018-2020)

Funding areas



Buildings



Consumers & Services



Industry & Products



Public Authorities & Policy Support



Financing Energy Efficiency



- The evaluation process – basic principles

- Before you start - tips and lessons learnt
- Keys to success - feedback from our experts
- How to inform yourself - the information gateways

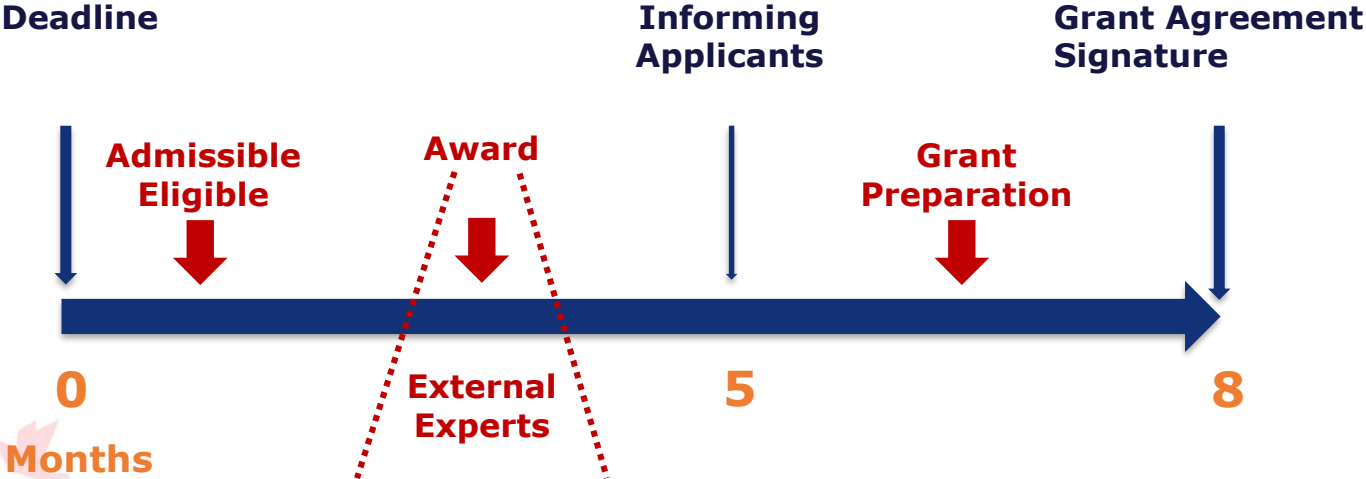


Evaluation Principles

- Fair and equal treatment of all proposers
- Based on the criteria announced in the Call
- Independent external experts
- Avoidance of conflicts of interest
- Confidential process



H2020 evaluation process



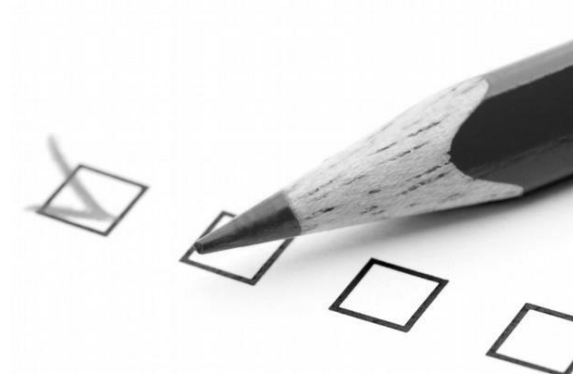
How do we brief the experts?

- Experts are briefed to understand the Call text, the evaluation criteria - and their mandate
- Only the best proposals should be selected – not requiring any negotiations
- Only evaluate the proposal, no other source
- Clear drive towards tangible impact (Topic in Work Programme, application form)
- Evaluate individually 7-9 proposals, half day per proposal

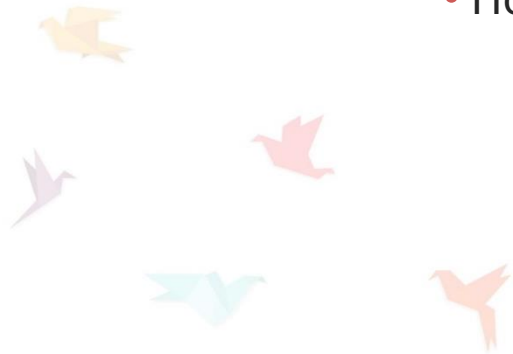


Evaluation – Award Criteria

- **Excellence**
- **Impact**
- **Quality & efficiency of implementation**
- **Detailed aspects** to be taken account of for each of the main criteria
- **Self-evaluation** form available
- **No negotiation** takes place → only the very best are retained for funding



- The evaluation process – basic principles
- Getting started - tips and lessons learnt
- Keys to success - feedback from our experts
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Start early ... start now!



From today, 22 January 2019:

- ... <2 months until the Call opens
- ... <8 months until the submission deadline

Call opening: 12 March 2019

Submission deadline: 3 September 2019

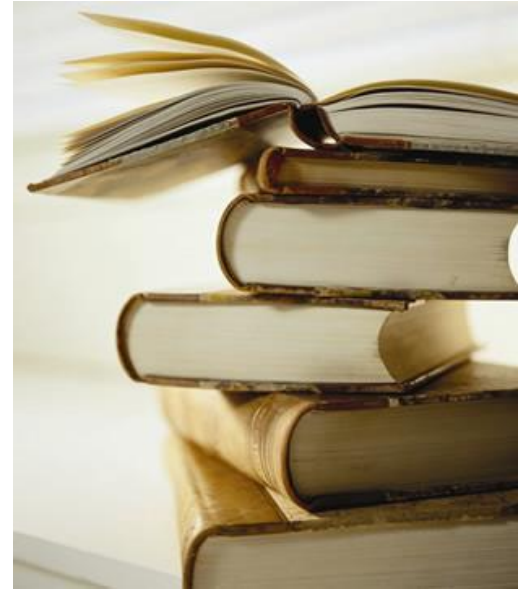
Learn the language



- **Proposal:** Your application for funding
- **Funding & Tenders Portal:** the Commission's electronic submission tool – compulsory gateway for H2020 proposals
 - **SEDIA (the Single Electronic Data Interchange Area)**
- **Consortium:** A team of organisations *jointly* submitting a proposal – with one defined Coordinator

Read the relevant information

- **Energy Challenge Work Programme 2018-2020:** background, topics and budgets
- **General annexes to the Work Programme:** list of countries, eligibility and admissibility conditions, evaluation criteria and procedure, scoring and thresholds, etc.
- **Submission forms and templates:** essential forms and guides to draw up and submit your proposal
- **Participant Portal H2020 Online Manual**



Ethics assessment

- An ethical review is carried out to assess and address the ethical dimension of your activities
- The ethical review ensures that all activities under H2020 are conducted in compliance with fundamental ethical principles
- Specific issues are checked, e.g. humans cells, animals, environmental protection, protection of personal data,...
- Participants should conduct an Ethics Self-assessment
- All proposals considered for funding will undergo an Ethics Review carried out by independent ethics experts

Data Protection

- Protection of personal data is a fundamental right!
- In EU member states: General Data Protection Regulation (GDPR) entered into force on 25 May 2018
- Beneficiaries need to be aware of their obligations with respect to the GDPR and under the terms of the Horizon 2020 grant for funding from the EU
- For further information:
 - ☞ Commission webpage on [GDPR](https://ec.europa.eu/justice/smedataprotect/index_en.htm)
(https://ec.europa.eu/justice/smedataprotect/index_en.htm)
 - ☞ webpages of [national data protection authorities](https://ec.europa.eu/newsroom/article29/item-detail.cfm?item_id=612080)
(https://ec.europa.eu/newsroom/article29/item-detail.cfm?item_id=612080)

Know the structure of your proposal

Section 1-3 'Technical Annex'

Your Proposal description

- Excellence
- Impact
- Implementation

Section 4-5

- Description of your partnership & CV's
- Ethics

Online Forms

- Admin. data

Optional Annexes

- Where relevant

Ask some questions, make some choices ...

Ask yourself if you have:

- a clear project **objective**?
- a clear **understanding** of the current (research or market) situation and your starting point
- a clear (set of) **target group(s)**?
- a clear **set of partners** – are they *the* voice of the market?
- a clear path to **make a difference** – what impact do you want to have?

Produce a first outline of your idea

Write a preliminary 2-3 page outline:

- **objectives**
- **target group**
- **major steps** (work packages)
- **intended consortium** (countries, types of organisations)



Internal reality check: Use it as first base to discuss with potential partners

External reality check: Consult with market actors – check their understanding and interest

Your consortium

- **Be consistent** – remain relevant to your objective & target group
- **Be adaptable** - be ready to renounce a country if you do not secure the right partner
- **Involve partners in the preparation** – avoid surprises after submission
- **Keep consortium motivated** - agree a working method for the proposal phase, make a plan for their contributions
- **Do not cover the EU map artificially**

Start writing the detailed proposal – Work Plan

- **Fine-tune** your objectives and your target group
- **Take your time** to decide the best methodology to be applied – can it deliver? Think impact!
- Define your **main working steps**
- Follow the guidance in the **application forms & proposal template**
- Keep strictly within the **number of pages**



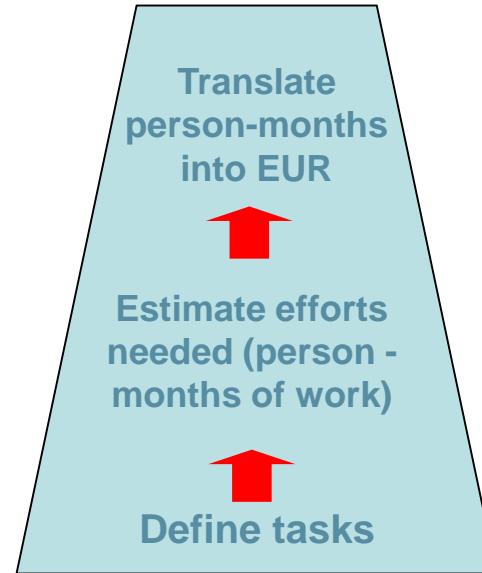
Final polishing

- The technical annex must give a detailed description of the project idea and work plan, which:
- divides the planned work into work packages,
- assigns the related responsibilities and resources within the consortium,
- sets out a project time schedule, main milestones and deliverables,
- describes the project management structure,
- describes the communication and exploitation plans.



Create the budget

- Define your budget 'bottom-up'
- Wait until the tasks are sufficiently specified and agreed – then design define the budget
- Check consistency regularly while advancing on with your Work Plan - share of resources, appropriate levels between partners, appropriate weight of person-months between major work steps



Last check: consistency / language

- Ask an 'informed outsider' for critical reading and feedback
- Check consistency of your description of activities and budget
- If you have the chance, have a native speaker check the English



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Frequent mishaps – Eligibility / Admissibility

- **Call deadline is unchangeable:** use all advantages of the electronic submission system to meet the deadline!
- **Completeness:** one section missing makes your proposal inadmissible
- **Partnerships:** remember the principle of 3 participants from Member States or Associated Countries (always check the Work Programme 2018/20 for exceptions)
- **Page limit:** 50 pages for CSA / 70 pages for IA+RIA: applied strictly during evaluation

Excellence – your selling point to the experts

- **Innovate:** Horizon2020 is the European Union's Research & Innovation Programme
- **Focus:** Make choices, have a clear direction
- **Check what's being done by others:** >200 proposals were financed until today in Horizon2020 Energy Efficiency. Check them out: <http://cordis.europa.eu/>
- **Win by explaining:** experts are briefed to make their decision based on the content of your proposal, not on other sources
- **If you are re-submitting:** use the feedback in your Evaluation Summary report

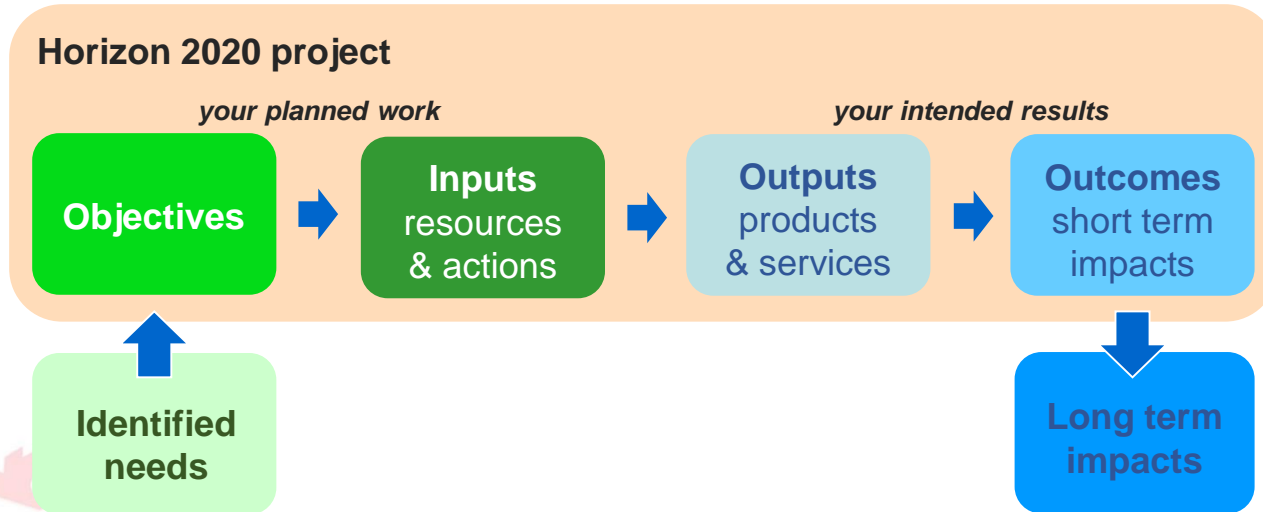
Frequent mishaps – Excellence

Evaluation feedback: Proposal lacks an explanation of the concept / added value and innovation are insufficiently demonstrated

What to do in your proposal:

- Focus and show how you innovate
- Explain the overall concept underpinning the project not only from the perspective of the Coordinator... input from your partners is essential
- Don't assume that the evaluators know your specific context
- Be clear - you win by explaining!

Impact – The logical conclusion of your activities



Frequent mishaps – Impact

Evaluation feedback: Ambition is not quantified / not credible / not supported by action

What to do in your proposal:

- Address the requirements of the work programme
- Quantify! Describe in a concise, yet robust, manner your baseline, benchmarks, assumptions and calculation.
- Ambitious impacts need ambitious actions
- Keep your 'challenge(s)' in mind
- Plan activities to monitor your performance

Frequent mishaps – Quality of implementation

Evaluation feedback: Measures not sufficiently detailed / fully appropriate

Communication

promoting the action
itself and its results

Dissemination

public disclosure of
the results

Exploitation

utilisation of results

... in research.

... in creating/offering a
product, process or service.

... in standardisation activities.

What to do in your proposal:

- Identify communication, dissemination as well as exploitation actions.
- State what, for whom, how often, for what purpose you do it.
- Outline your exploitation strategy, even for internal use of results.

Frequent mishaps – Quality of implementation

Evaluation feedback: The work plan is not sufficiently detailed / budgets are not justified / budgets seem top-down

What to do in your proposal:

- Make sure the work description is sufficiently detailed, clear and consistent
- Invest time into this: this is the opportunity to convince evaluators that you can materialise your vision
- Invest time into your resource planning –bottom up



Perfect proposals ... ?

We don't expect perfection, but:

- We look forward to innovative, well implemented proposals
- Submitted by competent, motivated and inspired project teams
- Aiming to deliver and make a 'change'

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Information sources and support

Funding & tender opportunities

- Check the Frequently Asked Questions
- Contact the Research Enquiry Service
- Speak to your National Contact Point (NCP) for guidance, practical information and assistance

Horizon2020 and FP7 projects

- CORDIS database

Intelligent Energy Europe (IEE II)

- IEE database

Information platforms and portals

- BUILD UP, ManagEnergy, ...

EASME's H2020 Energy Efficiency newsletter

- Register for updates and success stories



Thank you!

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www.ec.europa.eu/easme/





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Time for questions!

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Horizon 2020 Energy Efficiency Call for Proposals 2019

**Networking cocktail
17:30 – 18:00**

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