

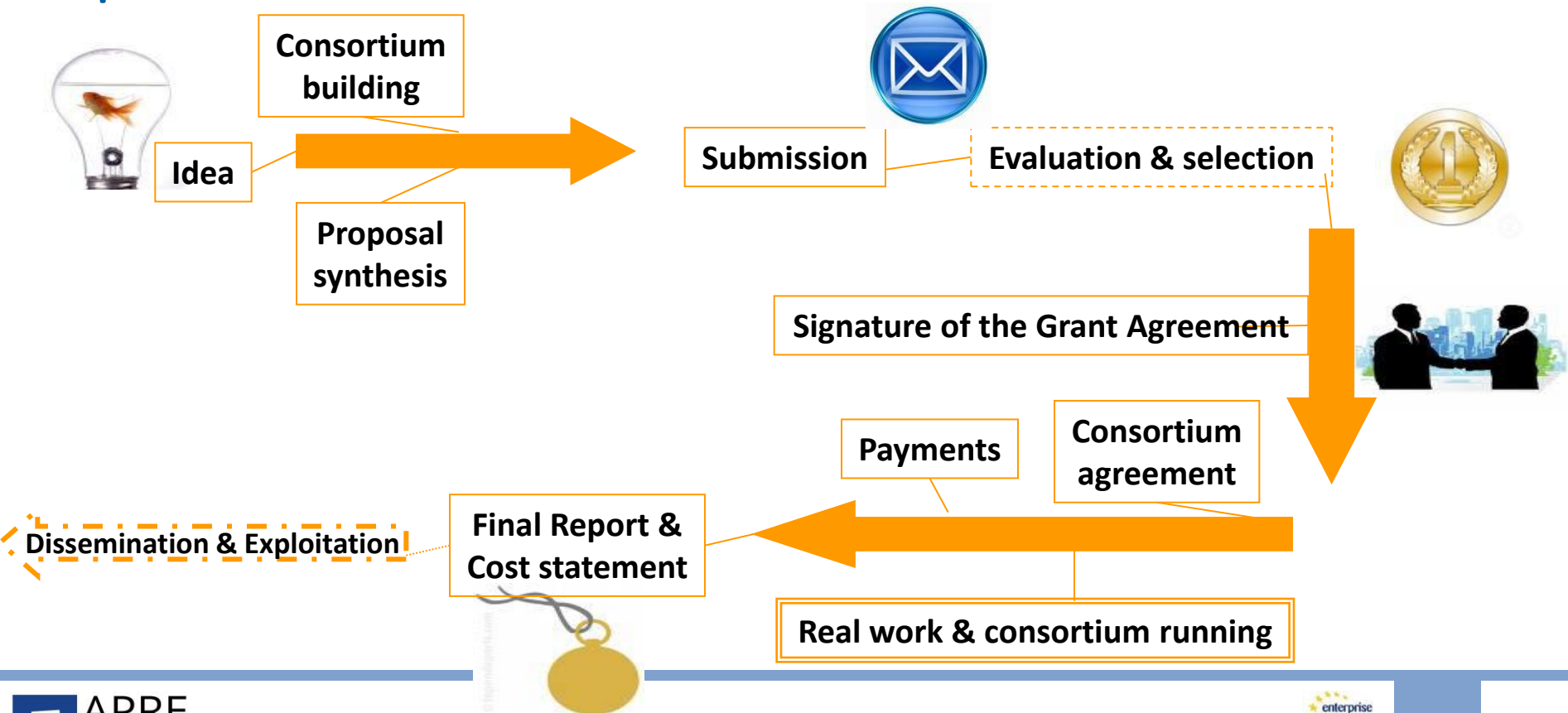
Idea Building

Come scegliere il bando adatto per la propria idea

Università degli studi di Foggia
28 Ottobre 2019

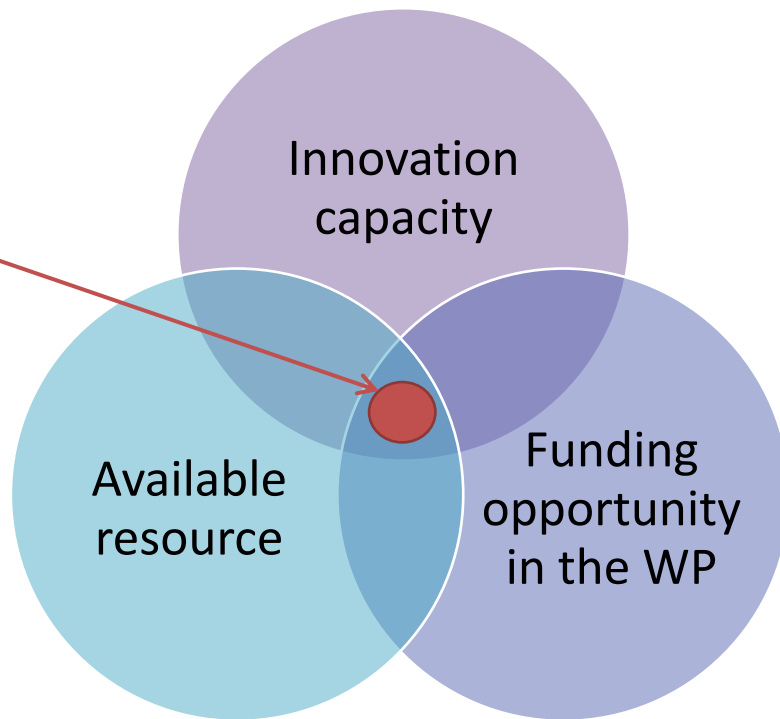


Il processo



La tua idea è vincente?

Your Idea



Definisci la tua idea

Descrivi in una pagina i seguenti elementi:

- Obiettivi
- Target group
- Attività più importanti
- Possibili partner di consorzio

Assicurati di conoscere lo stato dell'arte (ricerca e mercato)



La mia idea è innovativa?

- [Patent databases](#)
- [IPR helpdesk](#)
- [CORDIS](#) (Repository dei progetti europei finanziati nei FP)
- [Funding & Tender Opportunities](#)
- Bibliografie
- Google



La mia idea è coerente con H2020?

Dove trovo le opportunità di finanziamento?

[Funding & Tender Opportunities](#)

Percorso per i WP di H2020:

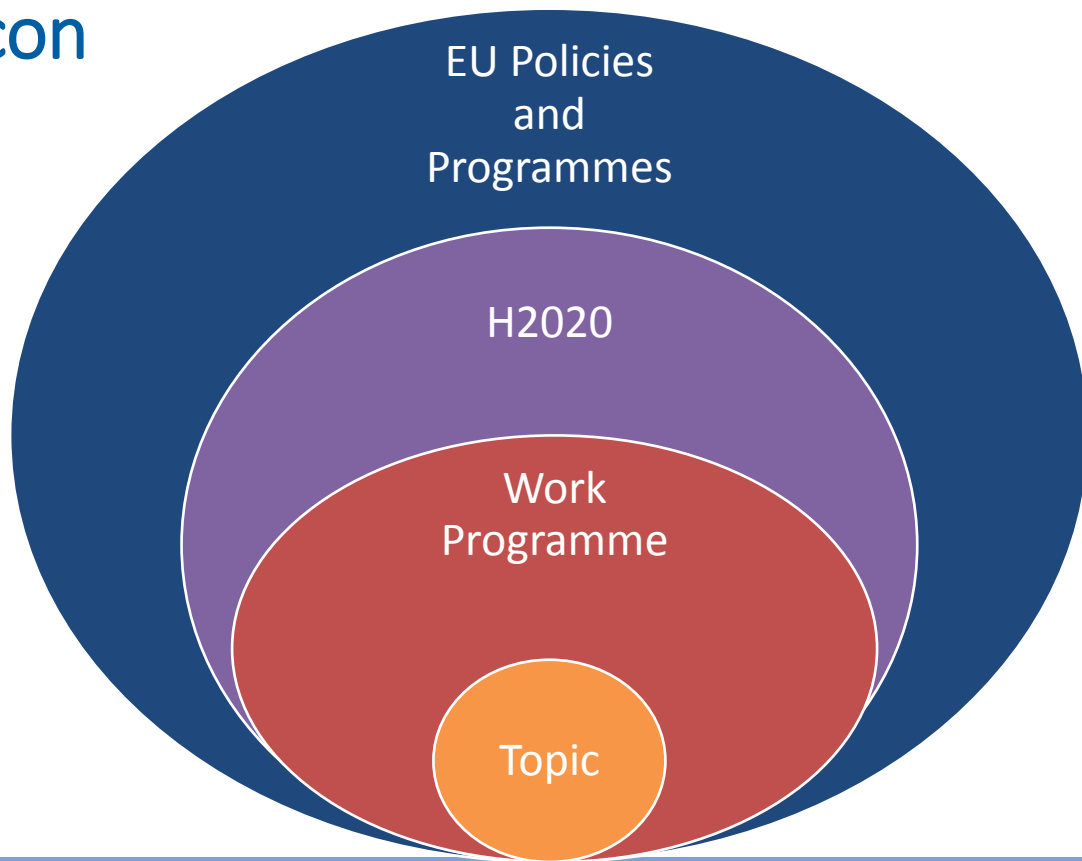
How to participate

Reference Documents

Filter by programmes: H2020

Work Programmes

2018-20



Work programme

Call

Topic

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Specific Challenge: Key enabling technologies 18, in addition to their importance to industry, provide new solutions to global challenges and are changing both societies and working conditions. Dialogue with citizens is therefore essential, in order to focus on the correct priorities and in identifying issues during development, as well as for building trust. The challenge is two-fold: (i) enhance public understanding of cutting-edge technologies and their diverse applications; and (ii) engage citizens in dialogue and co-creation on priorities, expectations and concerns.

Scope: Previous work on societal engagement has focused on specific technologies, notably nanotechnology, and their potential benefits and risks. The human dimension has also been considered, notably in manufacturing technologies.

The proposal should build on this work, to engage with wider society in the broader context of key enabling technologies, in order to develop those technologies in ways that intrinsically reflect societal values and needs. The proposal should launch a participatory multi-actor engagement process, including workshops, deliberations and working groups, using primarily existing practical models of engagement. The proposal should consider selected applications addressing global challenges, e.g. health, climate and the circular economy, as well as the changing nature of work.

This multi-actor engagement process should include appropriate disciplines of Social Sciences and Humanities (SSH), researchers, industry, manufacturers, professional users and citizens, paying attention to the roles of citizens as workers and consumers. The proposed action should take into account the diversity of cultural contexts of processes and communication within Europe, and start with an evaluation of previous related projects and societal debates on emerging technologies. It should use dynamic public engagement concepts designed specifically for co-creation. The activities should take into account gender, social and cultural aspects, as well as existing knowledge on Responsible Research and Innovation (RRI).

The Commission considers that proposals requesting a contribution from the EU around EUR 1.5 million (depending on the additional activities pursued) would allow this specific challenge to be addressed appropriately. Nonetheless, this does not preclude submission and selection of proposals requesting other amounts.

Expected Impact:

- A toolbox, freely available to all stakeholders, for citizen engagement in key enabling technologies. This should cover practical steps to enable industry to work with citizens in order to recognise and respond to societal trends, and develop corporate social responsibility. This would subsequently be of use to technology projects and industrial partnerships.
- Recommendations and tested activities for citizen engagement in technologies, usable by industry, procurers (such as cities) and other stakeholders;
- An enhanced understanding of the role of key enabling technologies in society and in the workplace; and
- two-way citizen engagement in the strategies behind the support for, and applications of, key enabling technologies;

Type of Action: Coordination and support action

Struttura del topic

'NMBP-38-2020'

'Specific challenge'

sets the context, the problem to be addressed, why intervention is necessary

'Scope'

delineates the problem, specifies the focus and the boundaries of the potential action BUT without describing specific approaches

'Expected impact'

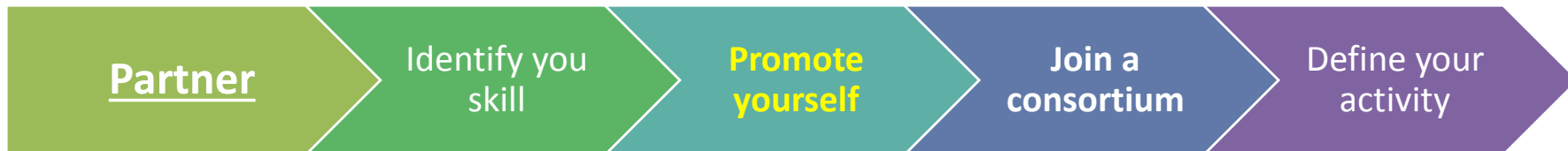
describe the key elements of what is expected to be achieved in relation to the specific challenge

'Type of action'

funding scheme: RIA, IA, CSA, etc...

Idea
progettuale o
competenza?

Coordinatore o partner?



Brainstorming della tua idea

- What can I OFFER to a European project?
- Should I discuss the idea with the NCP/EC?
- Do I have the necessary time to prepare the proposal?
- Is the organisation supporting me?
- Discuss the idea with the potential partners
- Consult market actors, check their understanding and interest



BEFORE INVESTING YOUR TIME!!!!

Idea progettuale – definizione del concept

Topic code

Title/ACRONYM

Objective

The aim of the proposal is to...

The key research question/challenge is to...

Background/short description

- Why bother? What problem are you trying to solve?
- Is it a European priority? Could it be solved at National level?
- Is the solution already available?
- Why now? What would happen if we did not do this now?
- Why you? Are you the best people to do this work?

Results/impact

- Expected results - what will come out of the project? Who will use the results?
- Why do they want to use the results?
- How are you planning the transfer of results?
- What will be changed? Post project situation

Activities/phases (science part)

Project consortium

Duration/cost

Dove cercare partner per la mia idea?

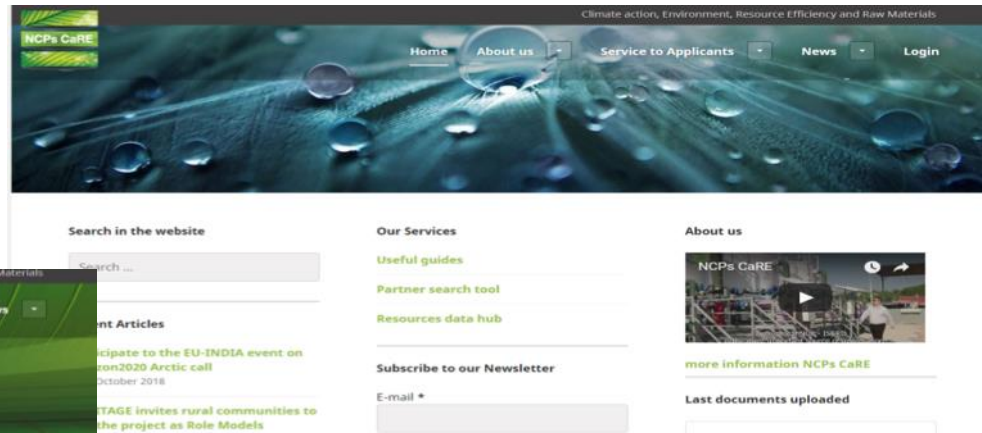
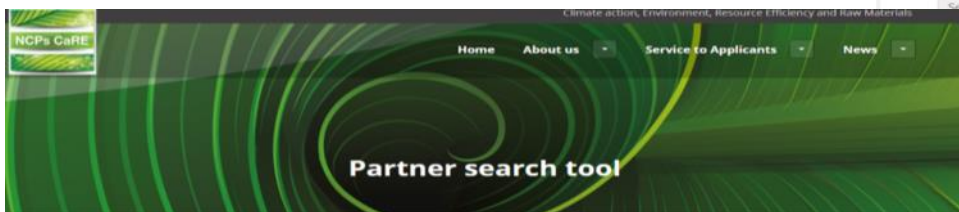
- Rubrica personale
- [CORDIS](#)
- Eventi – Brokerage event, Infoday europei/nazionali, conferenze tematiche
- NCP Networks – Partner search, profili nei brokerage event
- Funding & Tender opportunities
 - [Ricerca generica](#)
 - Ricerca su un topic specifico → sulla pagina del topic



NCP Networks – I database per la partner search

- ICT: <http://www.ideal-ist.eu/partner-search/pssearch>
- NMP: <https://www.nmp-partnersearch.eu/index.php>
- SC3 Energy: <http://www.partnersearch.c-energy2020.eu/>
- SC5 Climate: <http://partnersearch.ncps-care.eu/>
- SC6 SSH: <http://www.net4society.eu/public/pss.php>
- SC7 Security: <http://www.security-research-map.eu/>
- EEN (SME): <http://een.ec.europa.eu/services/going-international>

Esempio: SC5 – NCP Care



Common Registration Platform for Partner Search Tool

In view of the European Commission launching new Horizon 2020 work programmes for 2018-2020 - the partner search service of the Horizon 2020 NCP network projects NMP TeAm, NCPs CaRE and C-Energy 2020 have improved their services for you! These entail the following:

- Common registration level for the three activities. This will allow registered users to enter partner searches and offers on call topics of all the activities. Which means, that a registrant only needs to fill in his/her profile once and can still chose the specific database of interest.
- Topic specific deadlines to avoid entries on already closed calls for proposals.
- General overhaul of the tool

- [Login](#)
- [Registration](#)

Partner search

- [Partner Search Home](#)
- [Search Entries](#)
- [Search Profiles](#)
- [List Entries Offer](#)
- [List Entries Search](#)
- [Other NCP partner search tools](#)

- Create an account and register
- Log in if your account has already been created

<http://www.ncps-care.eu/>

Funding & Tender opportunities – Ricerca generica

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

select programme

Horizon 2020 Framework Programme (H2020) clear filter

Search by Involvement in EU funded programmes

Partner Search

Online manual "Find partners"

IT HOW TO "Partner search"

Keyword

Type your Keywords ...

Topic

Type a topic ...

Call

Select a call ...

Programme

Horizon 2020 Framework Programme (H2020)

Search by Organisation details

Any use of the Funding and Tenders Portal for a commercial purpose is forbidden. Any misuse of it will lead to the refusal of access to the Funding and Tenders Portal.

Find partners for your project ideas among the participants in past EU projects.

- Enter a keyword or a topic of a past call for proposals for finding related organisations.
- Search by geographical criteria or by types of organisation.
- For more specialised partner search service see Online Manual.

Results: 0 Download excel list Search..

ORGANISATION NAME	ORGANISATION TYPE	ORGANISA... STATUS	COUNTRY	CITY	#PROJECTS
No records found					

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/partner-search>

Funding & Tender opportunities – Topic Specifico



Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

English

Register Login



SEARCH FUNDING & TENDERS

HOW TO PARTICIPATE

PROJECTS & RESULTS

WORK AS AN EXPERT

SUPPORT

select programme



Oct 27, 2017

Food Systems Africa

ID: LC-SFS-34-2019

Focus area: Building a low-carbon, climate resilient future (LC)

Type of action:

RIA Research and Innovation action

Deadline Model : two-stage

Planned opening date: **16 October 2018**

Deadline: **23 January 2019 17:00:00 Brussels time**

2nd stage Deadline: **04 September 2019 17:00:00 Brussels time**

Forthcoming

Feedback



Feedback



Topic Updates

Topic description

Conditions and documents

Partner Search

Submission service

Get support

Call information

Go to top

Partner Search

25 Organisations are looking for collaborating partners for this topic

View / Edit

LEARs, Account Administrators or self-registrants can publish partner requests for open and forthcoming topics after logging into this Portal.

Go to top



Go back to search results



Agenzia per la promozione della Ricerca Europea

Organizza il tuo tempo!

Consigli e raccomandazioni pratiche per organizzare il lavoro di scrittura della proposta con una tempistica adeguata ed evitare le full-immersion stressanti



Tempistiche - Dall'apertura della call alla deadline

<u>1st stage</u>	<i>Aim of the project, research question, distribution of work</i>	5-6 months before deadline
Consortium meeting	(Science, Management and Editors!!)	
<u>2nd stage</u>	<i>Proposal writing</i>	4-5 months before deadline
Homework	(inputs from partners – WP leaders and coordinator!)	
<u>3rd stage</u>	<i>First proposal draft</i>	3 months before deadline
Preparation of first draft of Proposal	(summarized by lead scientist and support service: science, impact, implementation)	
<u>4th stage</u>	<i>IN or OUT</i>	3 months before deadline
Core group meeting	<i>Final agreement</i> (aim and research question, WP, timeline, outputs/deliverables, budget, etc.)	
<u>5th stage</u>	<i>Proposal writing (including editing, proof read and external review)</i>	Last two months
Full proposal completion	(Lead scientist, Support service, External experts)	

Effort: alcuni numeri

1. Average time spent **by coordinator**: 350-450 hours = **45-60 working days (full time)**
2. Average time spent **by Work package leader**: 70-100 hours = **9-14 working days (full time)**
3. **Approx. 50% Emailing (!!!)**



Based on following source: Deloitte (2011 monitoring report) available at http://ec.europa.eu/research/evaluations/pdf/archive/other_reports_studies_and_documents/rtd_annual_report_evaluation_activities_2011.pdf

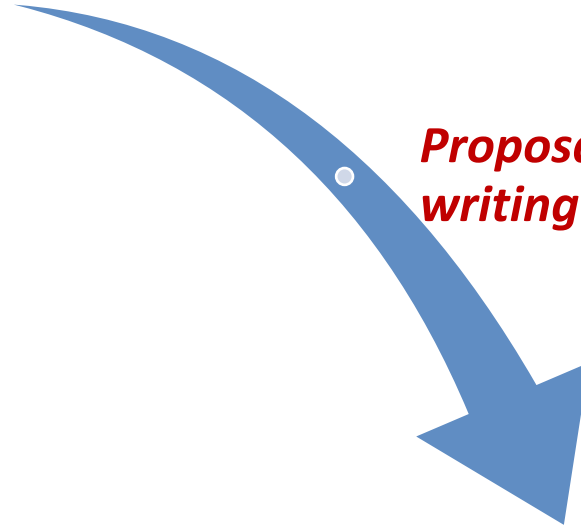
Timeline: From idea to project

3 to 6 months

Project idea

*Proposal
writing*

*Proposal
submission*



Timeline: From idea to project

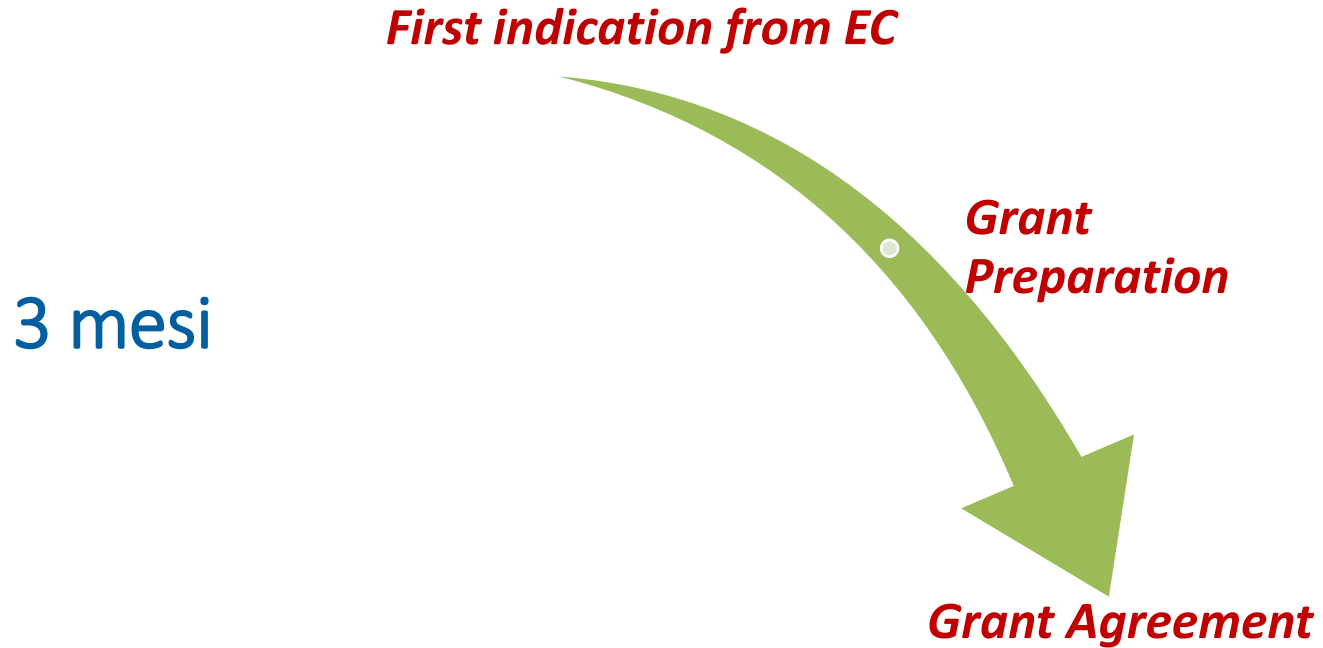
*Proposal
Submission*

5 months

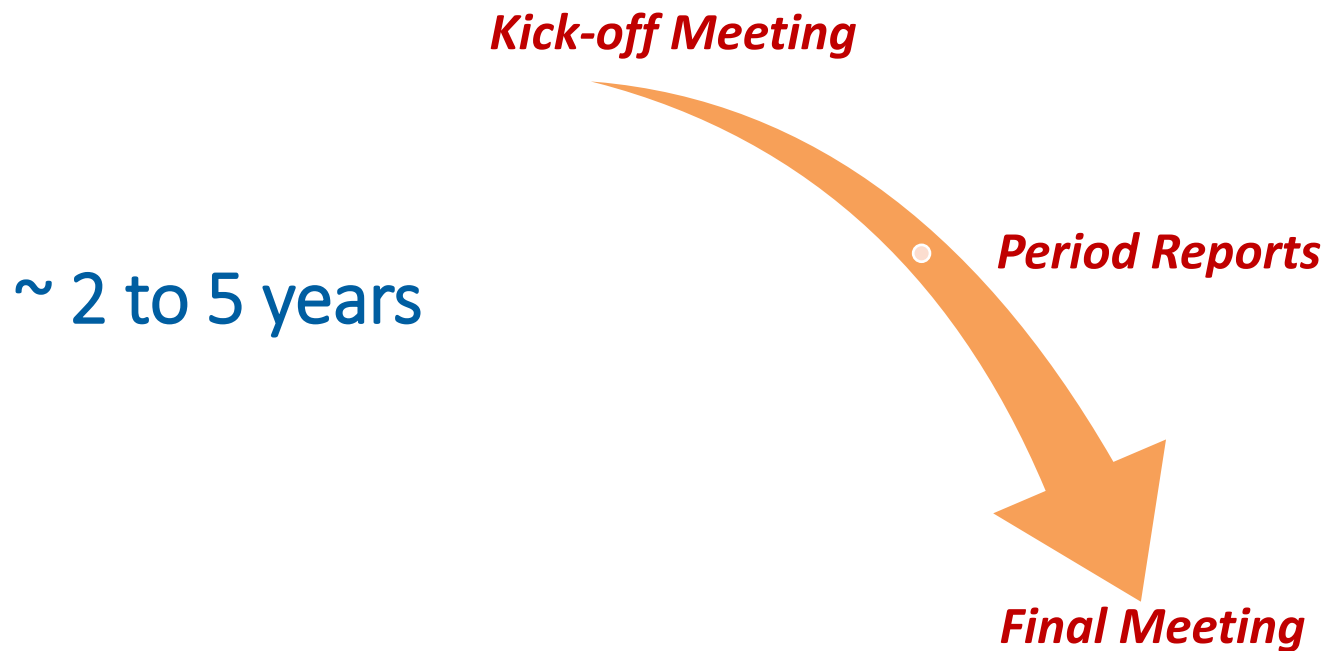


*First indication
from EC*

Timeline: From idea to project



Timeline: From idea to project



Timeline: From idea to project

~ 4 ai 6 anni

Project Idea



Final meeting

Esercizio – *Leggere un topic*



Immagina di aver scelto di presentare una proposta sul topic che ti è stato fornito.

Leggilo attentamente e comprendi cosa si aspetta la Commissione Europea da te, sotto diversi punti di vista (obiettivi, impatto, attività, ecc).

Quali elementi dovrai considerare nella scrittura della proposta?

Quali partner potresti o dovresti obbligatoriamente coinvolgere (tipologia ente, nazionalità, ecc)?

Quali sono gli elementi base da tenere a mente? (durata progetto, budget, tipologia azione, ecc)?

Quali altre considerazioni ti vengono in mente dopo aver letto il topic?

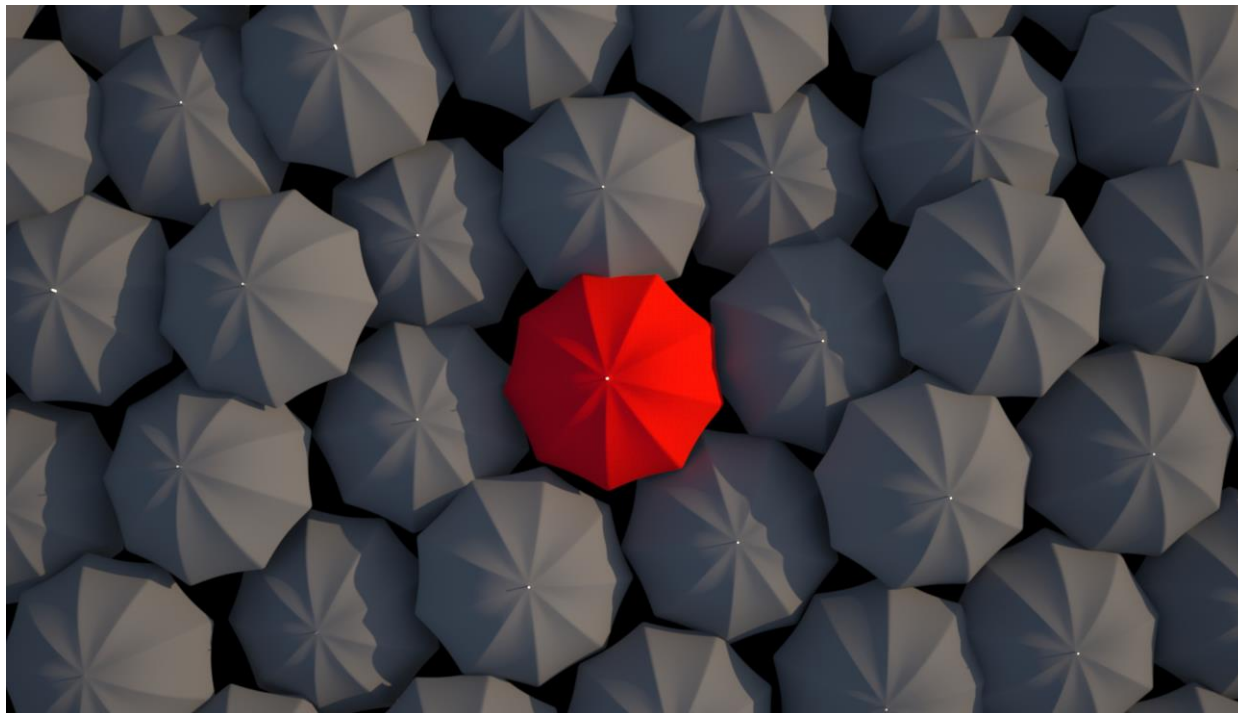
Leggere un topic

Porsi le domande giuste

Challenge	1. Qual è il problema che il topic intende risolvere? 2. Quale è la sfida il topic intende affrontare? 3. Quale è la frase "chiave di volta" del paragrafo?
Scope	4. Quali attività il topic chiede di fare? a. Quali sono le attività principali? Quanti ne individui? b. Quali le attività secondarie? Quanti ne individui?
	5. Quale deve essere la dimensione geografica dell'indagine del progetto secondo il topic?
	6. Il topic dà delle indicazioni sul tipo di competenze tecniche e/o scientifiche che devono essere coinvolte?
	7. Il topic dà delle indicazioni sulla tipologia di enti da coinvolgere?
	8. Quali sono gli aspetti trasversali che il topic chiede di tenere in considerazione?
	9. Quale deve essere la dimensione economica del progetto secondo la Commissione Europea?
Impact	10. Quanti (contali) e quali impatti il topic si aspetta che il progetto raggiunga?
	11. Quali saranno i aggiunti nell'arco di vita del progetto e quanti sono a lungo termine (quindi successivi alla fine del progetto)?
	12. Riesci di "etichettare" gli impatti attesi dal topic secondo le definizioni illustrate di seguito.

?

Unique Selling Point

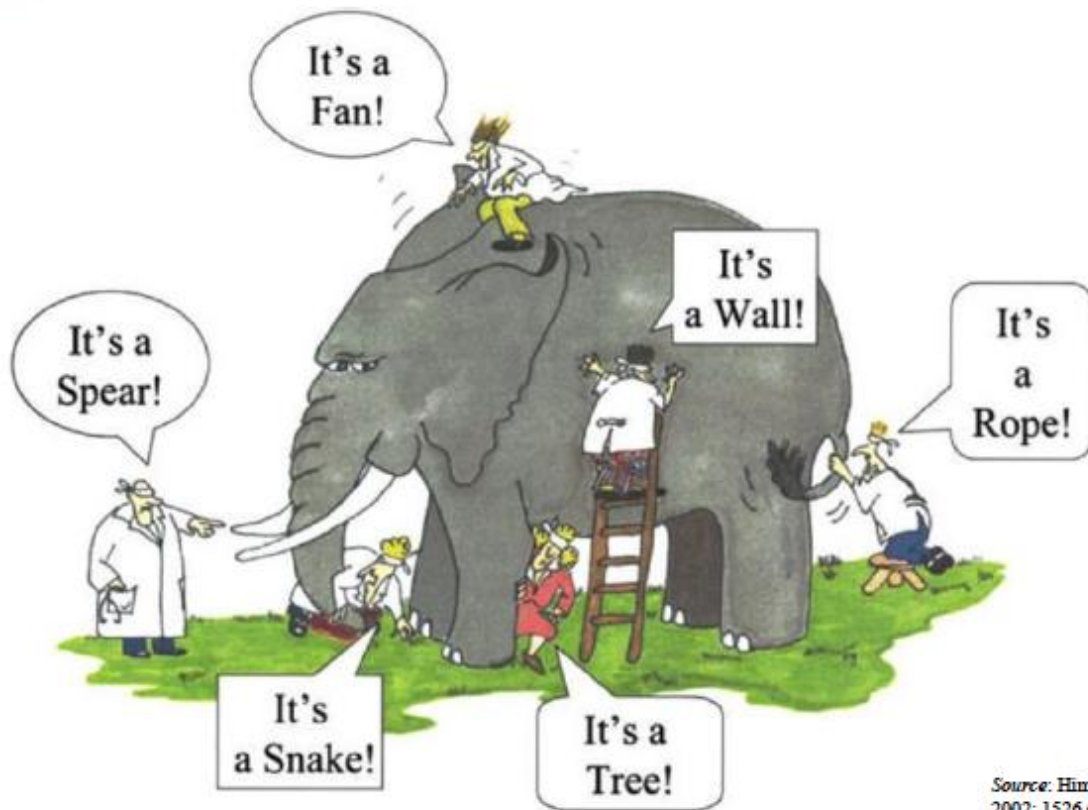


Regole/1

- I partecipanti sono divisi in 3 gruppi a cui vengono assegnati 3 topic diversi
- All'interno di ogni gruppo, vengono individuati 1 o 2 valutatori che si allontanano dal gruppo per lavorare in autonomia
- I restanti sono suddivisi nei seguenti stakeholders:
 - Ricercatori
 - Policy makers
 - NGO
 - Imprenditori

Regole/2

- I partecipanti, singolarmente, leggono il topic (10 minuti), provando ad analizzare – dalla prospettiva dello stakeholder da essi rappresentato – il loro ruolo all'interno del progetto e i risultati a cui sono interessati
- I partecipanti si consultano all'interno dello stesso gruppo di stakeholder per decidere una linea comune (5 minuti)
- Ogni stakeholder relaziona di fronte ai valutatori (2 minuti a testa)
- I valutatori di ogni gruppo giudicano se quanto emerso è attinente o meno alle richieste dei 3 topic (3 minuti a testa)
- Debriefing della classe



Source: Himmelfarb et al
2002: 1526 (artist: G. Renee
Guzlas). All rights reserved

Stakeholder analysis



Stakeholder Engagement Process

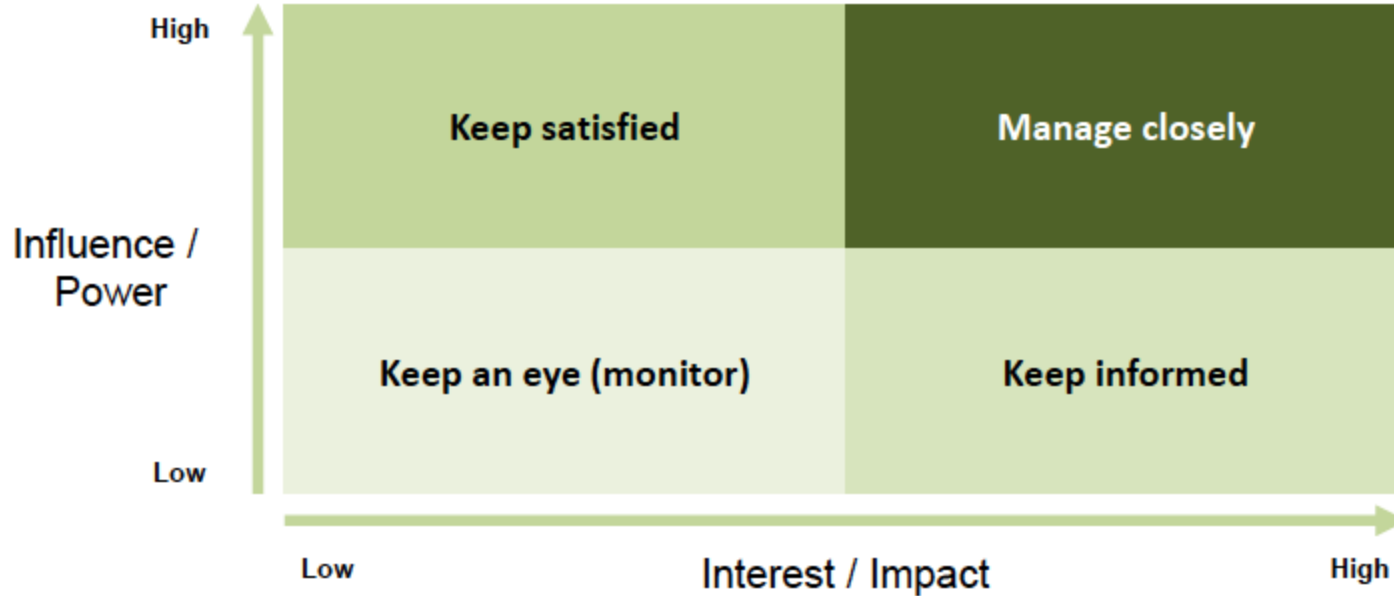
Reproduced from The Influence Agenda
by Dr Mike Clayton (Palgrave Macmillan)

1 – Identify stakeholders

STEP 1: IDENTIFY STAKEHOLDERS

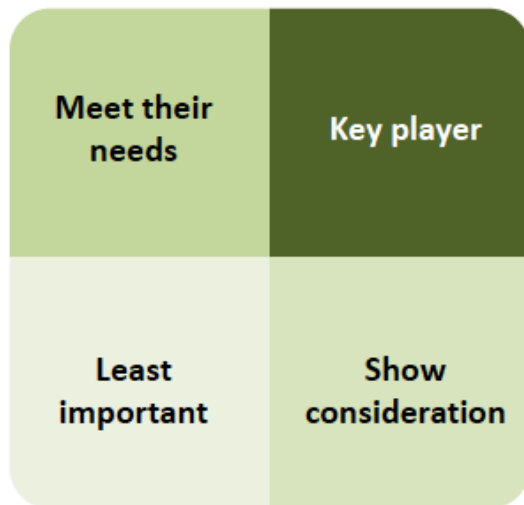
- Who are the owners of and the dependents on the resources?
- Who are the potential beneficiaries?
- Which organisations are active in the area?
- Who is affected, positively or negatively, by the issue?
- Who are the potential supporters and/or opponents for a project dealing with this issue?

2- ANALYSE LEVEL OF INTEREST AND INFLUENCE

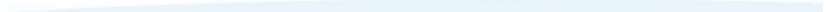
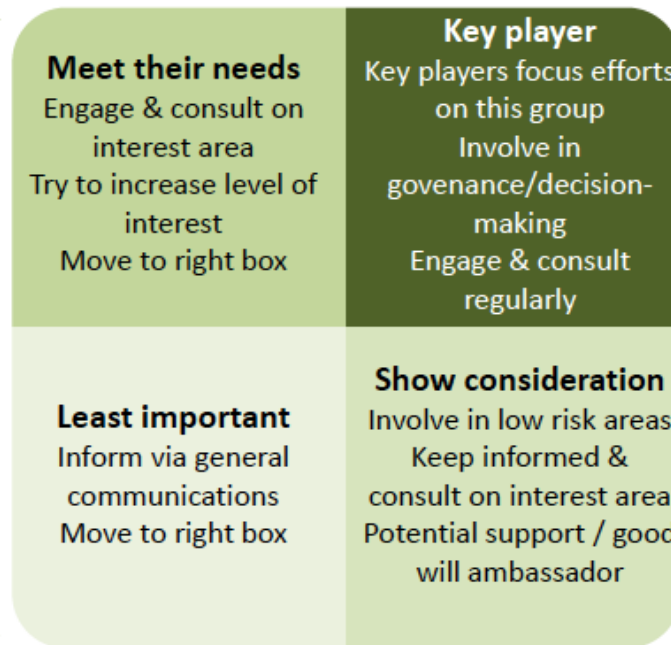


Tools per analisi stakeholders: <https://www.stakeholdermap.com/stakeholder-analysis.html>

3 – PLAN INVOLVEMENT



Adapted from: <https://www.stakeholdermap.com/stakeholder-analysis.html>



4 - ACT

Stakeholder Analysis

Stakeholder Analysis is the process of understanding who has a vested interest in a change effort and working with them to ensure success.

The diagram features four cartoon characters, each with a thought bubble containing a question:

- Character 1 (Woman): "Who has a vested interest in this project?"
- Character 2 (Man): "Would they be supportive?"
- Character 3 (Woman): "What's in it for them?"
- Character 4 (Man): "How should we stay connected?"

https://goleansixsigma.com/wp-content/uploads/2014/03/Stakeholder-Analysis_GoLeanSixSigma.com_.png



5 – REVIEW OF THE STRATEGY

Look to your on-going project:

- Do you see other stakeholders than at the beginning of the project?
- Which stakeholders are the most important to invite at your next events?
- And what deliverables and output of the project will help them with what needs?

- Which stakeholders can be involved in exploitation of your project results?