



# How to submit a Joint Call proposal

**CELTIC-EUROGIA Online Proposers Day,  
15<sup>th</sup> of September 2020**

**Peter HERRMANN – CELTIC Office Director**  
**Pierre BESSE – EUROGIA Vice President**

# Joined CELTIC – EUROGIA Call



- Submit a CELTIC-NEXT Proposal
- Submit a EUROGIA Proposal
- Submit an Joined CELTIC-EUROGIA Proposal

A banner for the 'JOINT CALL 2020' featuring two central circular graphics. The left graphic is titled 'Connectivity, Networks & Telco Cloud' and includes terms like Smart Energy, Automotive Telecom, Smart Home, Fintech, Public Safety, Digital Society, Personal Services, eHealth, IoT, and AI. The right graphic is titled 'Smart Connected Energy World' and includes Renewable Energy, Smart Mobility, IoT, Clean Connected Energy, Smart Enterprise & Factory, Public Safety, Energy Efficiency, and Energy Storage. The banner also features the CELTIC-NEXT and eurogia 2020 logos, the text 'JOINT CALL 2020', 'Open until 19th of October', and a 'SUBMIT YOUR PROPOSAL' button.

CELTIC-NEXT eurogia 2020  
Next Generation Communications for the Digital Society

## JOINT CALL 2020

Open until 19th of October

[SUBMIT YOUR PROPOSAL](#)

<https://cluster-projects.eurestools.eu/>



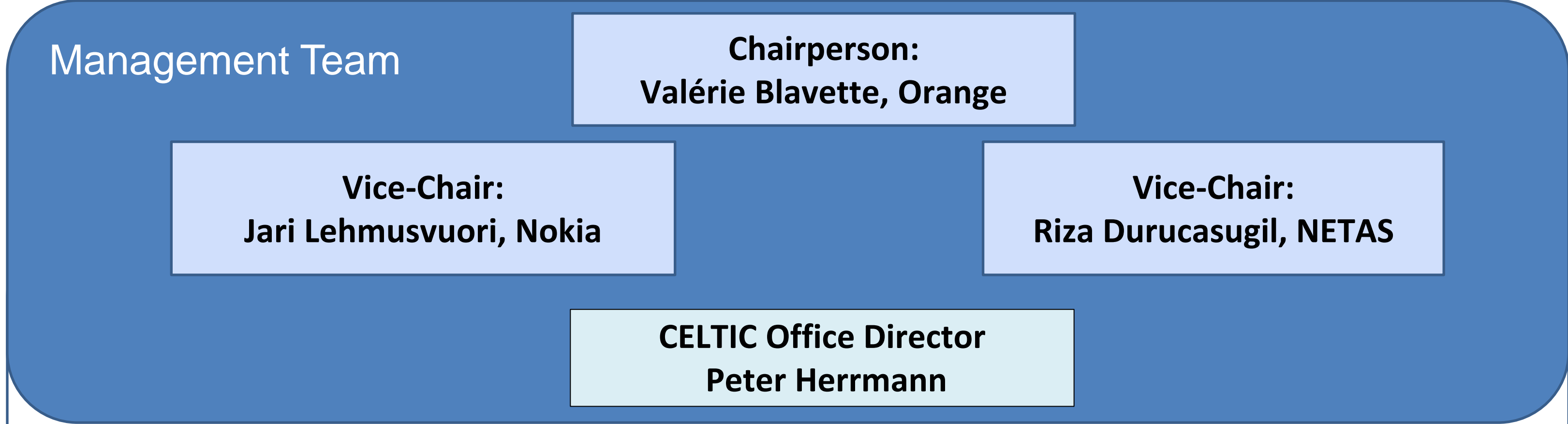
# CELTIC-NEXT

# Organisation

Industry  
18 CELTIC-NEXT  
Core Group (CG)



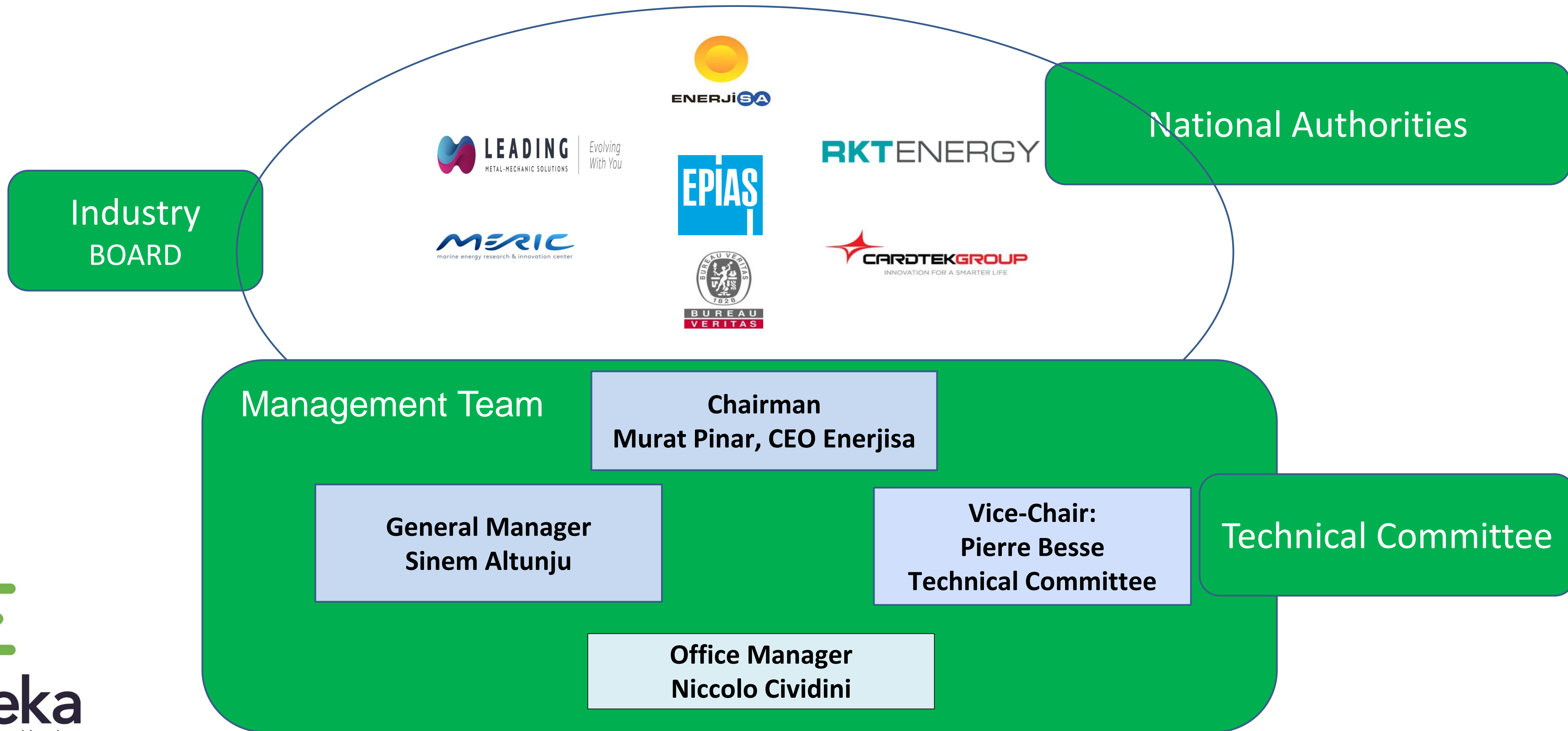
National Authorities  
CELTIC Authorities Committee  
(CELTAC)



## CELTIC OFFICE



# Organisation



Industry BOARD

National Authorities

Management Team

**Chairman**  
Murat Pinar, CEO Enerjisa

**General Manager**  
Sinem Altunju

**Vice-Chair:**  
Pierre Besse  
Technical Committee

Technical Committee

**Office Manager**  
Niccolo Cividini

# Call Timeline



Call Opening  
July 2020

Project  
Submission  
19<sup>th</sup> October  
2020

Project  
Evaluation &  
Labelling  
October -  
November

Project Start  
from January  
2021

Please contact Public Authorities before Projects submission:

<https://www.celticnext.eu/public-authorities/>

Receiving their opinion early can avoid errors

# Factors for a Successful Project

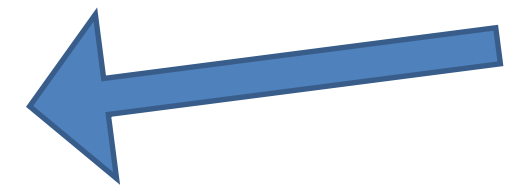


1. Targeting the Technology Roadmap
2. Technological Innovation
3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. Proposal submission



# Targeting the Technology Roadmap: CELTIC-NEXT Scope & Research Areas

A	NETWORKING
A1	Networks Elements and Infrastructures
A2	Mobile / Wireless
A3	Broadband, fixed networks
A4	Optics
A5	Satellite
A6	Broadcast
A7	Energy efficiency (of networks)
A8	Network architectures and connectivity
A9	Network infrastructure and platforms
A10	Network Management and operation
A11	Autonomic / Open Networks / Ad-hoc Networks
A12	Network evolution
A13	Network Security / Privacy
A14	Network Safety / Robustness
A15	Other network infrastructure aspects

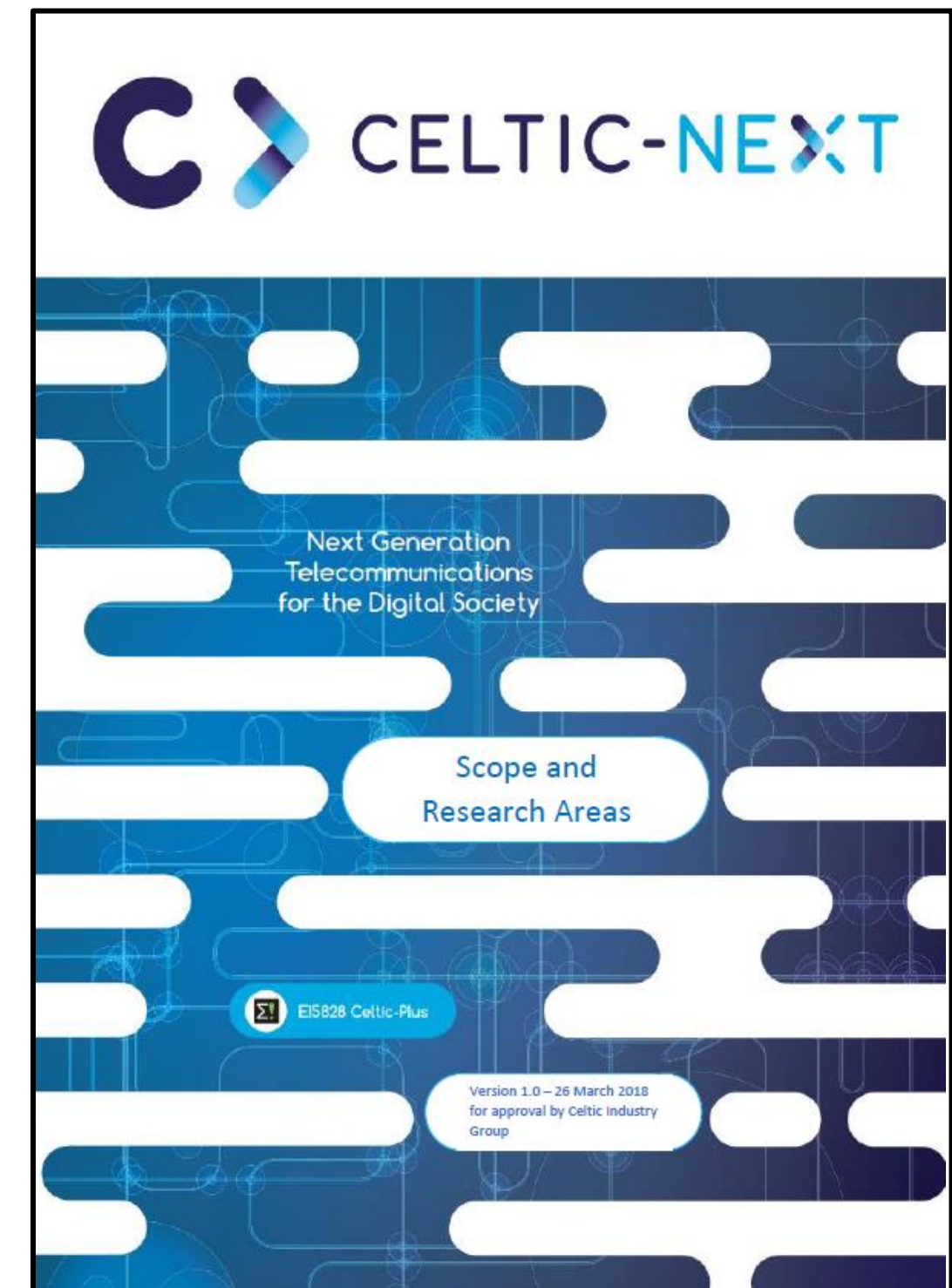


- A. NETWORKING**
- B. SERVICES AND APPLICATIONS**
- C. FUTURE SERVICE ENABLERS**
- D. FUTURE INTERNET / CLOUDS**
- E. FUTURE USAGE AREAS AND MULTI-DISCIPLINARY APPROACH**

## Current trends :

- Serving more vertical sectors with 5G and beyond
- Meeting the needs of the citizens e.g. mobility and privacy/security

<https://www.celticnext.eu/celtic-next-scope-and-research/>





# CELTIC-NEXT end to end perspective including verticals

The evolution of ICT services will be achieved via a partnership model where the vertical sectors collaborate in determining their ICT solutions.

Thus CELTIC-NEXT will put emphasis on  
Core technologies, Applications and Services serving Vertical sectors :

- content (video, gaming),
- e-health,
- smart industry/ manufacturing
- smart agriculture,
- smart energy
- smart mobility (including connected cars)
- smart cities
- e-commerce, fintech,.....



<https://www.celticnext.eu/celtic-next-scope-and-research>



# EUROGIA<sup>2020</sup> Technology Scope

<b>Energy generation</b>	<ul style="list-style-type: none"> <li>Wind</li> <li>Solar</li> <li>Geothermal</li> <li>Biomass</li> <li>Marine Renewable Energies</li> <li>Oil &amp; Gas, Green Coal</li> <li>Other</li> </ul>
<b>Energy storage</b>	<ul style="list-style-type: none"> <li>Batteries</li> <li>Fuel cells</li> <li>Thermal storage</li> <li>Hydrogen storage</li> <li>Other</li> </ul>
<b>Energy efficiency System operation</b>	<ul style="list-style-type: none"> <li>Smart grid</li> <li>Micro grid</li> <li>Smart meters</li> <li>Zero Carbon Buildings</li> <li>Co-generation &amp; CHP</li> <li>Electronics &amp; appliances</li> <li>Smart Sensors</li> </ul>

<b>Energy Management technologies &amp; services</b>	<ul style="list-style-type: none"> <li>Demand Side Management</li> <li>Demand forecast</li> <li>Energy as a service</li> </ul>
<b>Electric Vehicles</b>	<ul style="list-style-type: none"> <li>Batteries</li> <li>Fueling/charging infrastructure</li> </ul>
<b>ICT for Energy Applications</b>	<ul style="list-style-type: none"> <li>IoT</li> <li>AI</li> <li>Data storage</li> <li>Blockchain</li> </ul>
<b>Decarbonizing Technologies</b>	<ul style="list-style-type: none"> <li>Carbon Capture &amp; Storage &amp; Utilization</li> <li>Monitoring</li> <li>Equipment and material innovation</li> </ul>

# Factors for a Successful Project



1. Targeting the CELTIC-NEXT or Eurogia Scope and research Areas
- 2. Technological Innovation**
3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. Proposal submission

# Technological Innovation



## Innovation above the State of the Art (SoA) is a Key Criterion

- **Rationale for the project:** Why is the subject of the proposed project important; which problems will be solved and which results will be generated that are currently not available?
- **State-of-the-art situation:** Describe the current technological situation, the current problems and gaps and indicate the technological improvements that you want to achieve.
- **Technological innovation and strategic relevance:** Strategic relevance and expected impact of your proposal on a per-country perspective. What new businesses will be generated.
- **50 % of criticism of the Custer experts during proposal evaluation are related to insufficient description of the SoA**

# Factors for a Successful Project



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# Market relevance and exploitation potential



**Market analysis:** Technological value chain and added value of the collaboration

- Value chain: Right mix of partners in the Consortium
  - Added value of the cooperation at technology level
  - Added value of the cooperation at business level
  - Consortium/partner access to the market
- **These are Key aspects to motivate Public Authorities to finance your project**

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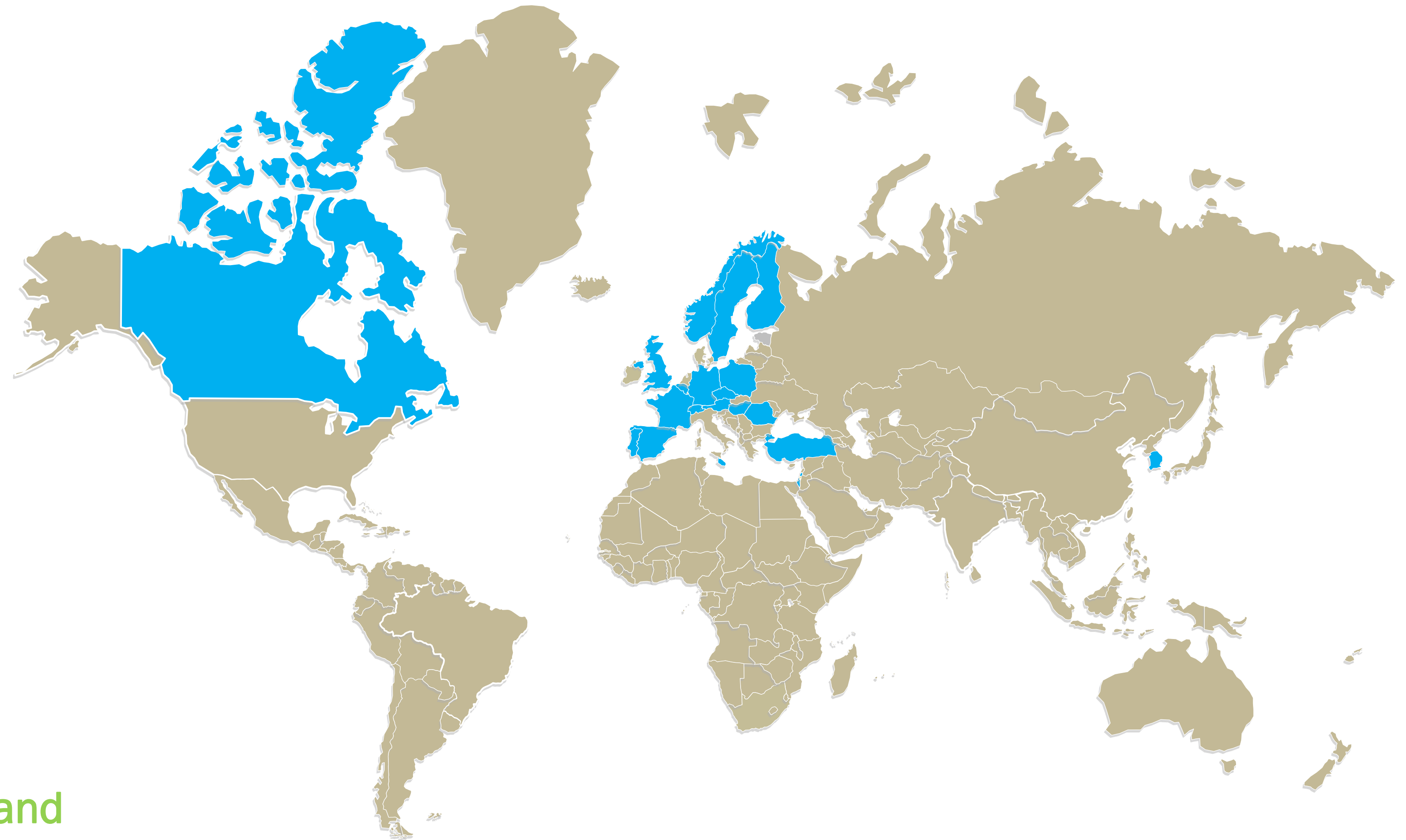


# Constantly Involved Countries

eurogia 2020

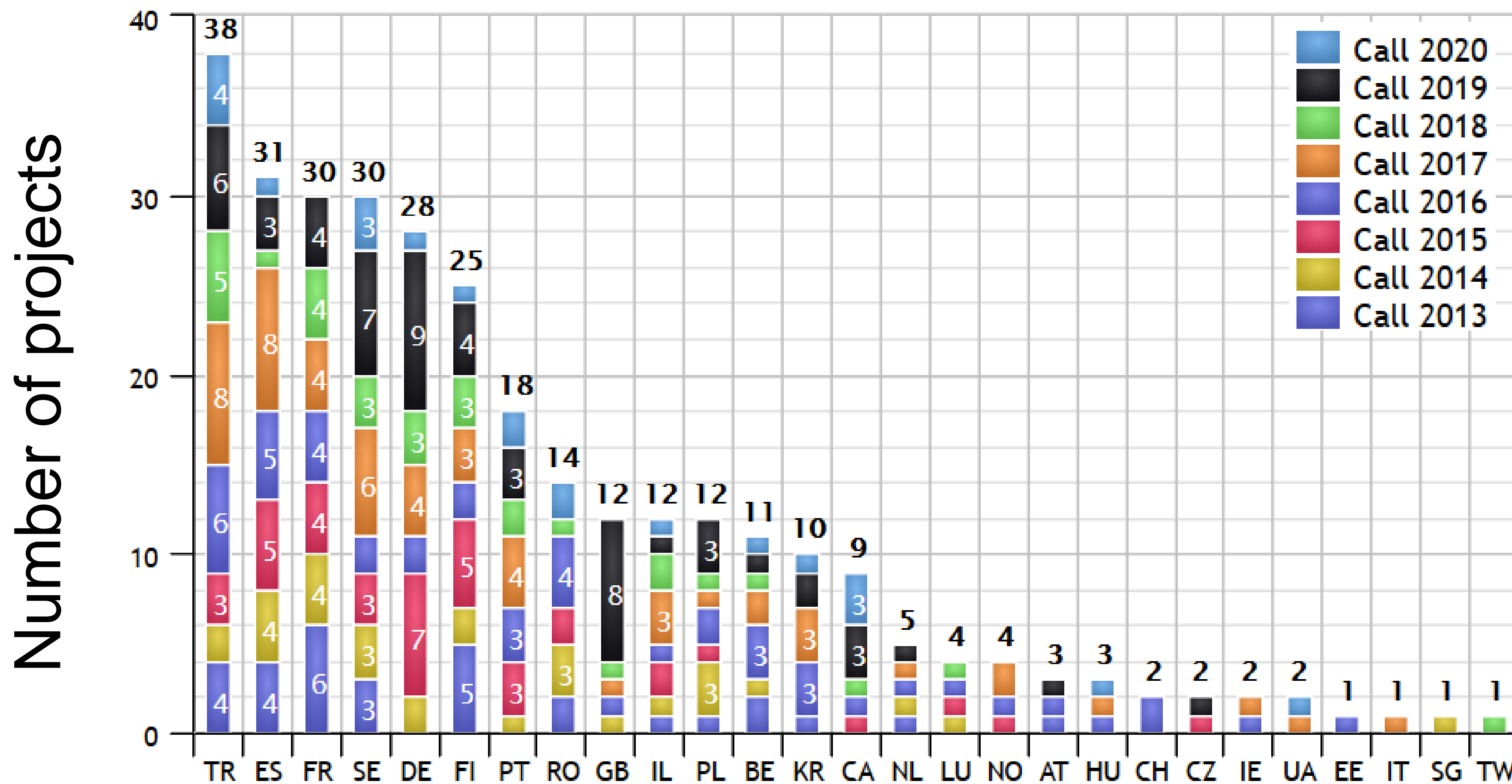
There may be other countries participating if a good Project comes in

- Austria
- Belgium (3 regions)
- Canada
- Czech Republic
- Finland
- France
- Germany
- Hungary
- Israel
- Luxemburg
- Norway
- Poland
- Portugal
- South Korea
- Spain
- Sweden
- Switzerland
- Turkey





# Active Countries in CELTIC

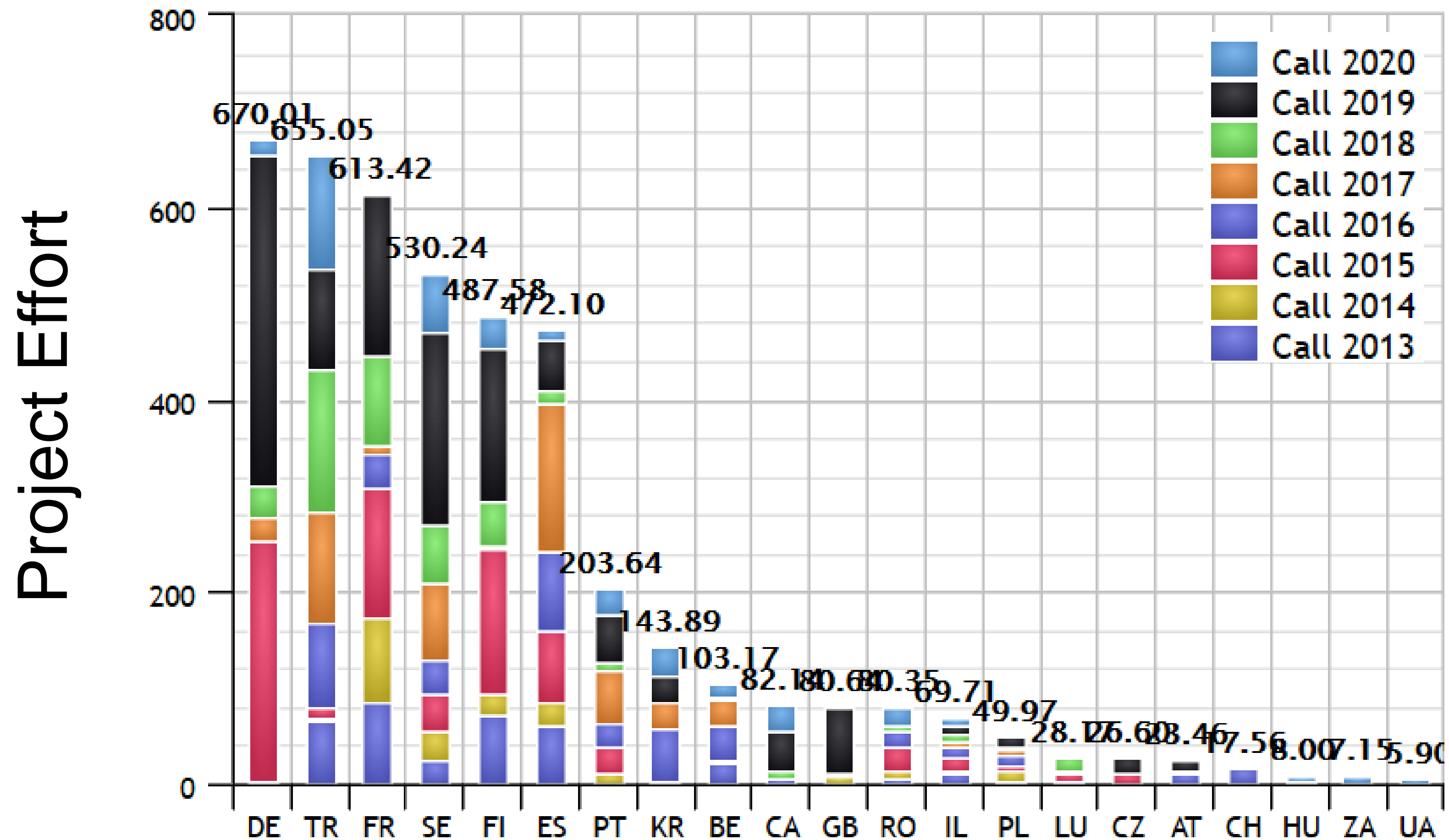


<https://www.celticnext.eu/public-authorities/>





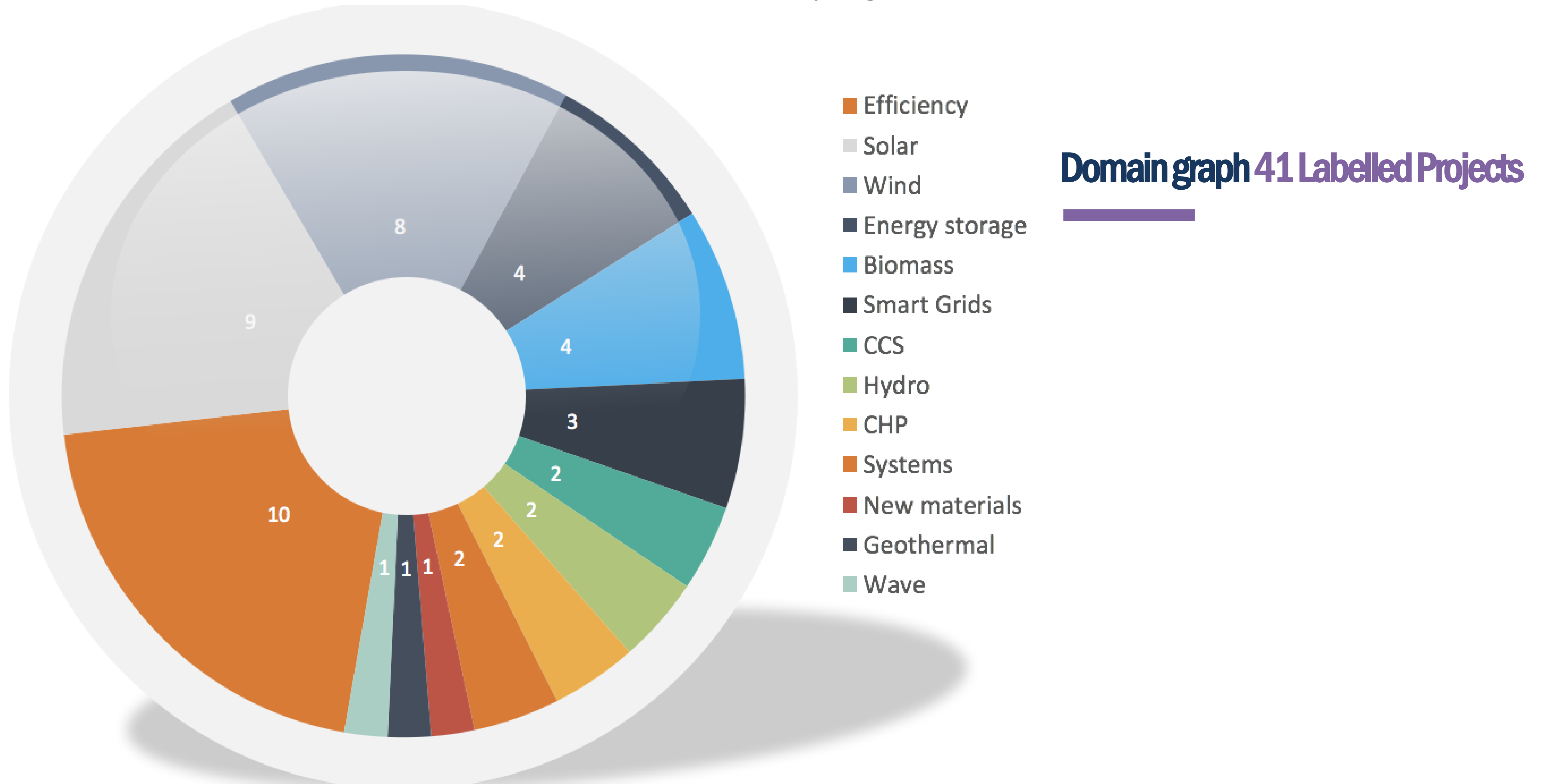
# Active Countries in CELTIC



<https://www.celticnext.eu/public-authorities/>

# EUROGIA<sup>2020</sup> in numbers

Achievements and key figures since 2008



# Factors for a Successful Project



1. Targeting the CELTIC-NEXT or Eurogia Scope and research Areas
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3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. **Proposal submission**

# CELTIC Label in 6 Weeks



Time line: 6 weeks in total

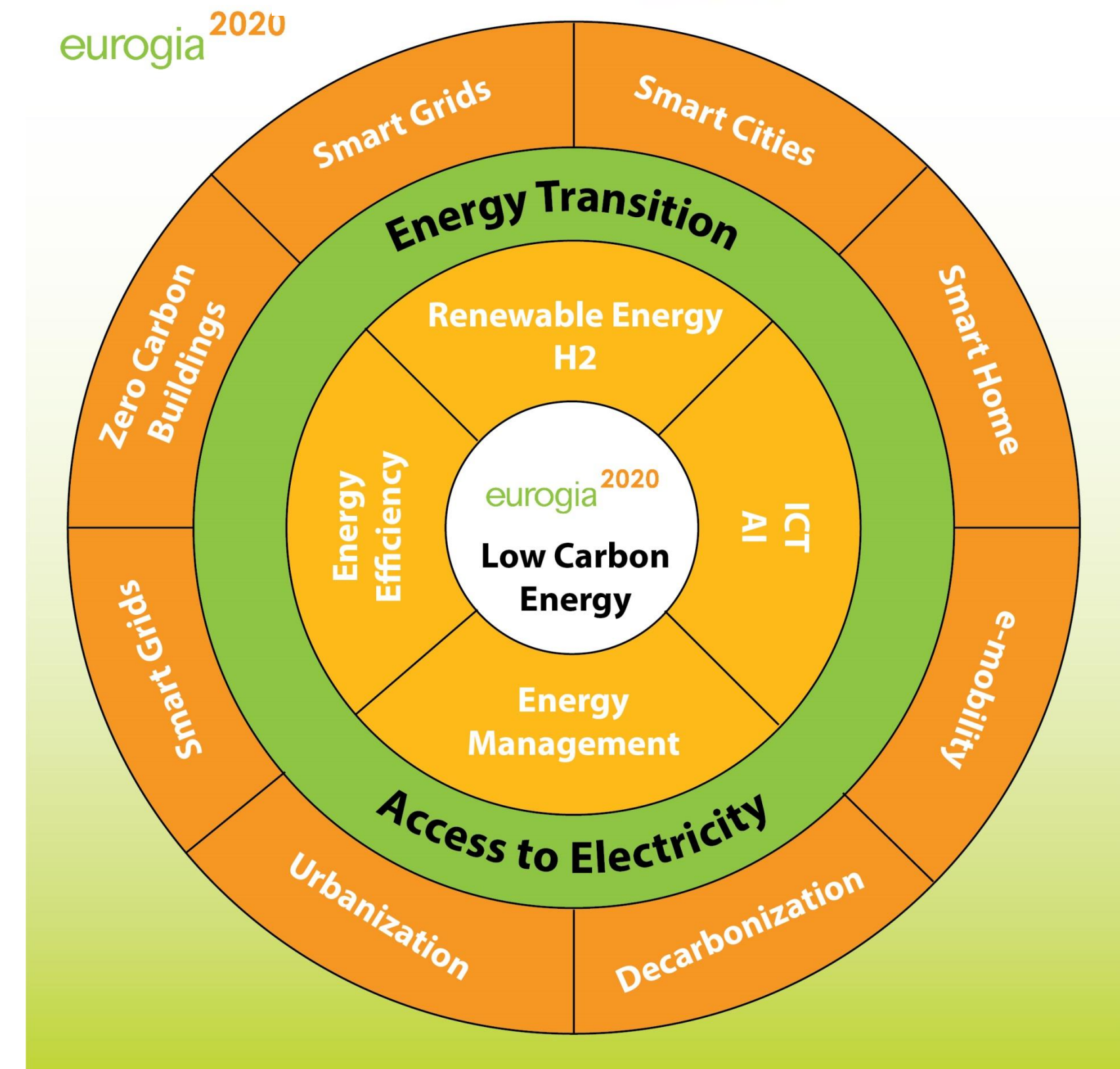
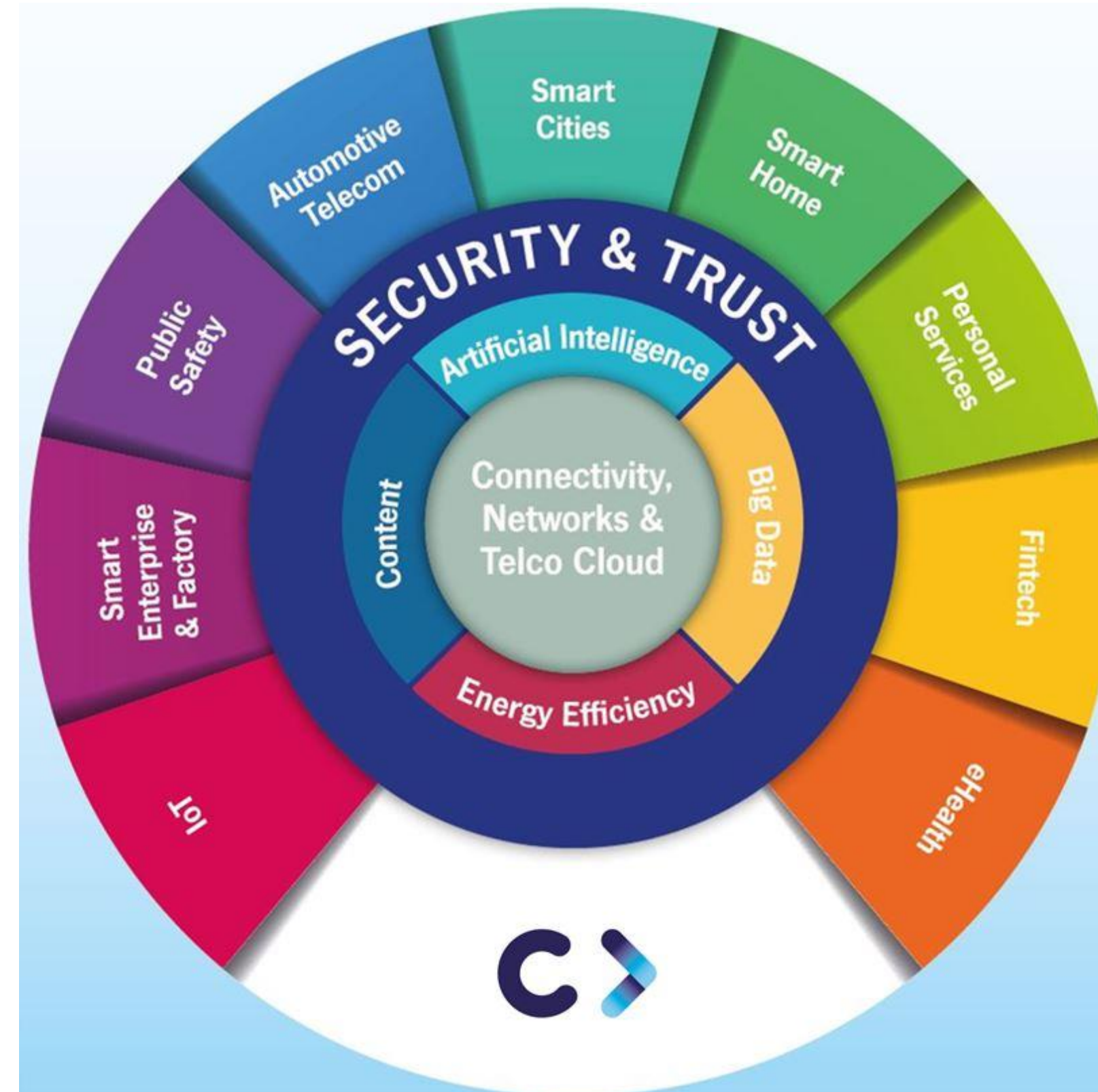
- a. Proposal submission
- b. Evaluation
- c. Label decision

# Step 1: Submit your proposal



**By 19<sup>th</sup> October 2020**

- Register on the Cluster Projects Tool
- Fill in the web forms
- Download the proposal templates for proposal
- Upload your proposal to the CELTIC-NEXT Projects Tool



**Any innovative ICT and/or Smart Energy subject is eligible, including application to vertical sectors**

# Step 1: Proposal Submission


Register to the Tool:

<https://cluster-projects.eurestools.eu/>

## Welcome to Cluster Projects Tool

This tool offers the following functions:

- Proposal Submission
- Proposal Review
- Project change Requests



### Proposal submissions



Oct 19, 2020

Call: 2ND-CEL-EUR (Second Joint CELTIC - EUROGIA Call)

Start: Friday, July 24, 2020

End: Monday, October 19, 2020

submit new Proposal

## Submit Proposal

**Info:** All project data will be handled strictly confidentially (except for Project Key information and abstract).

**Note:** \* = required fields

### Project identification

Please enter a short acronym and the full project title

Open Call \* 2ND-CEL-EUR

Acronym \*

Project Title \*

### Uploads

Please upload your CPP file (PDF or DOC) and any a

Upload proposal files

CPP (Cluster Project Proposal) template available on CELTIC and EUROGIA Web

# Step 2: Proposal Evaluation



## Evaluation by the CELTIC and EUROGIA Experts \*)

### List of Evaluation Criteria:

1. Excellence and technological innovation
2. Strategic relevance and impact
3. Potentials for exploitation of the results and for future business
4. Quality and efficiency of the implementation of the project proposal
5. Quality of the proposed consortium

S = Suitable for Labelling

M = Modifications required

N = Not suitable for Labelling

\*) **Most Experts are from Industry**

**They provide their Industry Knowhow to the proposals**

Example of a typical outcome of the evaluations of the 3 reviewers

Group of Experts evaluation					
Acronym	Rating	Recommendation			
		R1	R2	R3	S
Proposal 1	2.00	N	M	N	N
Proposal 2	3.00	M	M	M	M
Proposal 3	4.00	S	M	S	S
Proposal 4	4.50	S	S	S	S

# Step 2 Evaluation

## 2. Evaluation by Public Authorities

Example of a typical outcome of PA Evaluations:

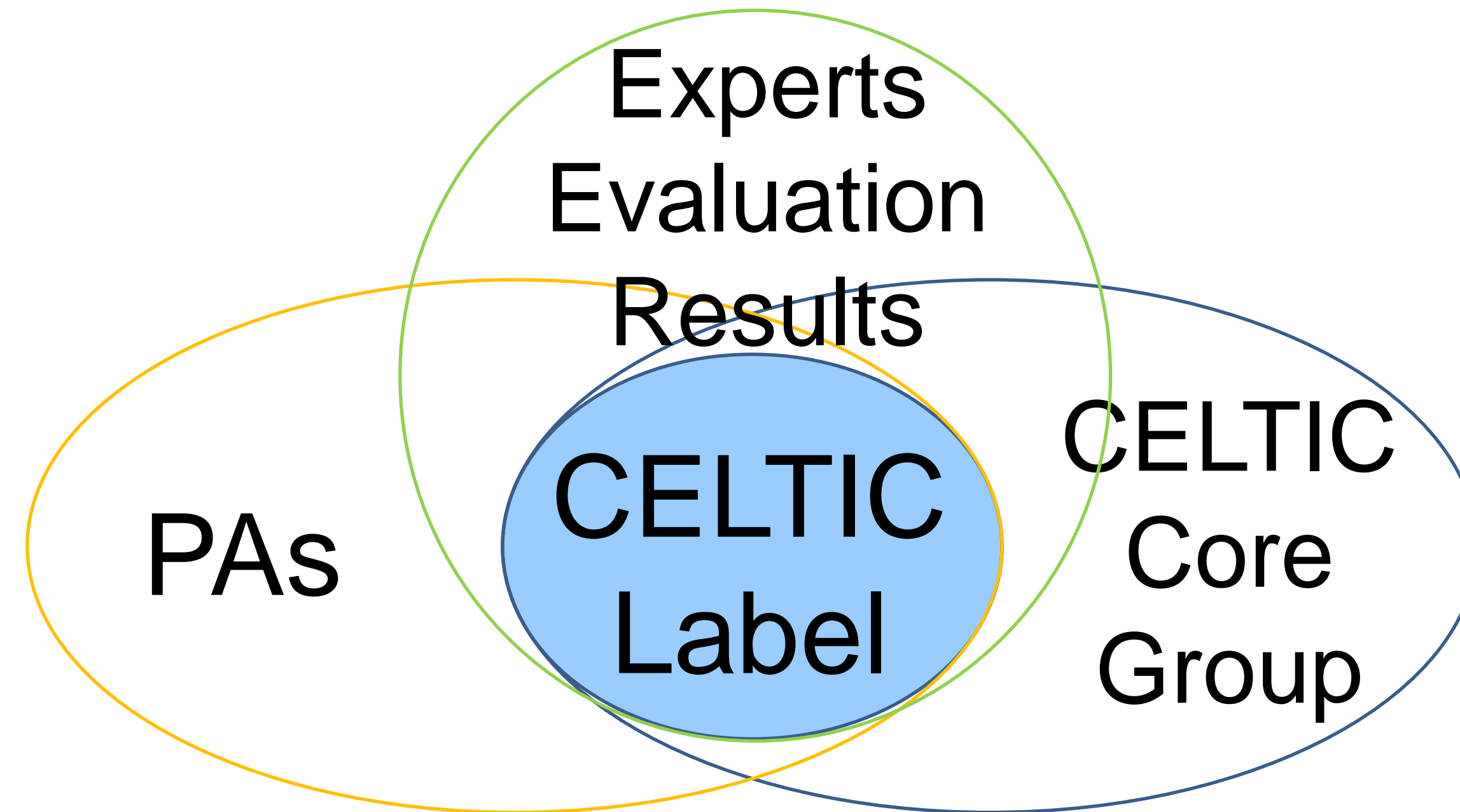
Acronym	Country	Budget share in %	Comment	Status for funding	Funding Application
Project 1	Austria	17	The proposal meets formal requirements	Avarage	No
Project 1	Belgium	13		No Decision	No
Project 1	Germany	20	The proposal meets formal requirements	Avarage	No
Project 1	Italy	6	No funding for EUREKA Cluster Projects	No funding	No
Project 1	Sweden	49	The proposal meets formal requirements	Low chances	Provisional
Project 2	Canada	10	Balanced mix of small and large firms and techn. Instit.	Avarage	Provisional
Project 2	Spain	15	Very interesting topic and balanced Spanish consortia	Good	Yes
Project 2	Finland	2	1-2 medium or midcap size companies should join	Avarage	No
Project 2	Hungary	6		No Decision	No
Project 2	S-Korea	12	Korean Company is eligible	Good	Provisional
Project 2	Sweden	45	Strong Swedish industry-driven consortium	Good	Yes
Project 2	UK	10	fits technological scope good consortium	Good	Provisional

### Colour Codes Legend:

Ok, good for funding	Average chance for funding	Low chance for funding	Little or no chance for funding	No decision yet
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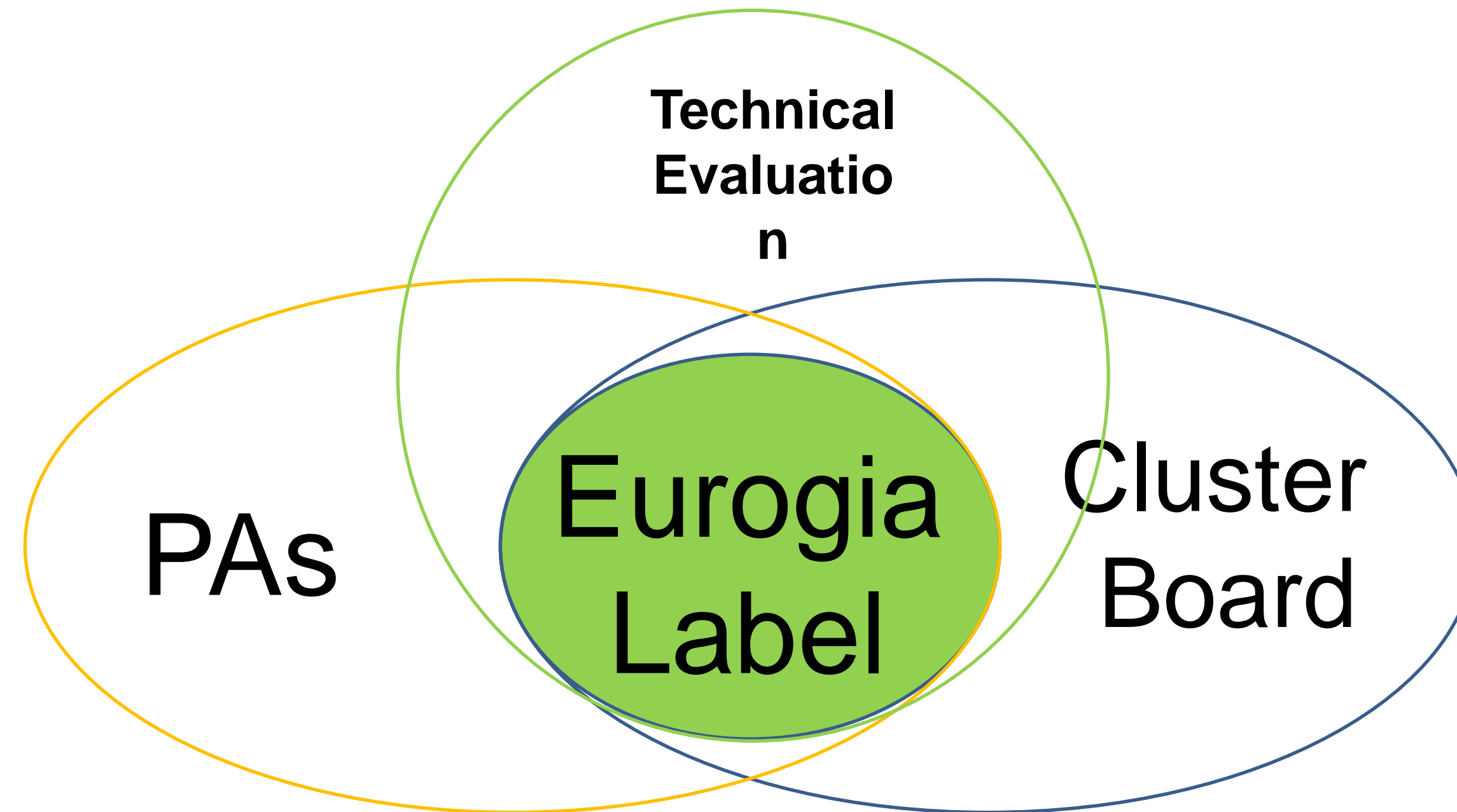


# Step 3: Label Decision



- The decision on the label of proposals is taken in a common meeting of the Public Authorities and the CELTIC Core Group.
- In addition to technical quality and business relevance national priorities can also be a criterion.

# Step 3: Label Decision



- The Public Authorities are in the loop for the Labelling decision by the the Cluster Board.
- In addition to technical quality and business relevance national priorities can also be a criterion.

# Next Steps



## Starting and running a Labelled project

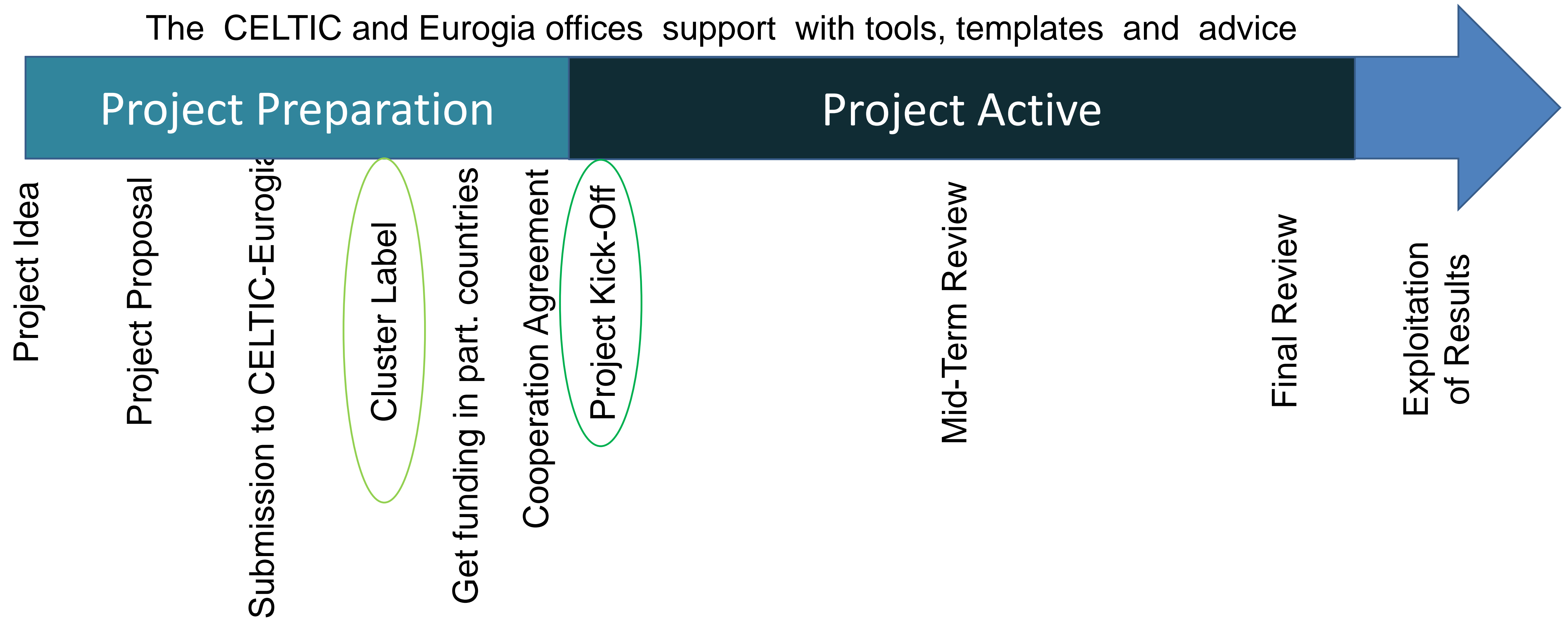
- In EUREKA projects the funding is granted by ministries of the participating countries.
- Projects usually start when mandatory partners have green light for funding.
- In the last years a success rate for running projects of more than 50 % has been achieved.
- When a partner becomes active in a running project he will pay the CELTIC/Eurogia contribution of 1.5% of his budget.



# Project Life Cycle



The CELTIC and Eurogia offices support with tools, templates and advice



# Join a Labelled Project



Check Projects Overviews at CELTIC-NEXT website, with status classification of “set-up” or “running”:

<https://www.celticnext.eu/running-projects/>

- In case of interest directly contact the Coordinator
- For information on funding contact the Public Authorities
- For information on the Programme contact the CELTIC-NEXT Office

# CELTIC-NEXT Newsletter

Please have a look at our Newsletter

<https://www.celticnext.eu/newsletter/>

and register for free subscription


<https://www.celticnext.eu/news-subscription/>

[www.celticnext.eu](http://www.celticnext.eu)



# Contact:



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 <https://twitter.com/CelticNext>

 <https://www.youtube.com/user/CelticplusVideos>

 <https://www.linkedin.com/groups/12181580/>

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<https://twitter.com/Eurogia>



<https://www.linkedin.com/groups?gid=2320526>