



Best Practices for a Successful Proposal

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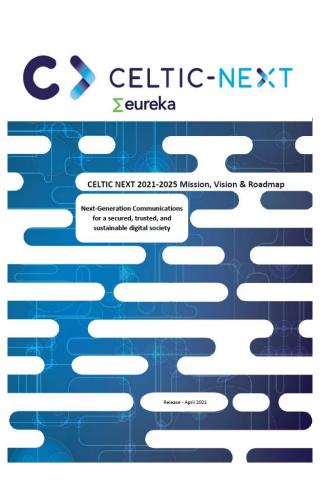
Jari Lehmusvuori
(Nokia - FI/Espoo , CELTIC-NEXT Vice Chair)





The "Basics":

- 1. Targeting the Scope of the new CELTIC-NEXT Strategic Roadmap 2021-2025 https://www.celticnext.eu/research-areas/
- 2. Technological Innovation It has to be new, innovative, forward bringing project for the community!
- 3. Market relevance and exploitation potential It must return value for money to the Consortium and to the Funding Countries!
- 4. Follow the Rules with Right mix and balance of participating Countries and Partners Create a good consortium (balanced, different countries and company profiles)!
 - It is not a National Project with "some" links abroad, but a true international balanced cooperation, ideally with no more than 60% and never over 75% of effort and/or budget in one country only.







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 Cluster experts during proposal evaluation are related to insufficient description of the SoA





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 fund your project





- "Your CELTIC-NEXT project should be successful and beneficial, and it must be managed and controlled properly in order to achieve this"
 - > Give confidence to the Experts and the Public Funders that you will be in control!
- "It should be used as a tool to develop your business, if the project scope is aligned with your strategies and future plans. However, it may take some time to reach commercial success."
 - ➤ Provide a clear outlook on your commercialisation plan, per product/partner and as a whole!





- "The best practices that help to carry out the project activities properly are based on the commitment of the consortium from the beginning to the end of the project"
 - > Build a strong and committed consortium and show clearly its commitment in the proposal!
- "The success of the project relies on three actions: deliverables, dissemination and exploitation of project activities"
 - ➤ Write a good proposal (not only research but also business impact, exploitation plan and dissemination; coordination and WP structure)!
- "Be aware that there may be changes in the project (consortium, activities, funding, etc.) that might affect the initial plants (Project Description)"
 - Provide a well described risk analysis section!





The "Guides", "Contracts" and "Forms" to support the writing of your application:

https://www.celticnext.eu/guidescontracts-forms-2/

Guides, Contracts, Forms for labelled CELTIC-NEXT Projects

HOME / GUIDES, CONTRACTS, FORMS FOR LABELLED CELTIC-NEXT PROJECTS

Project Support

Guidelines

- CELTIC-NEXT Handbook (pdf)
- CELTIC-NEXT Proposal Template (CPP)
- Guidelines to prepare a Project Description (PD)
- CELTIC-NEXT Project Description Template (PD)

Frequently Asked Questions

Collaborative Celtic services and tools

Call Process and Forms

Documents for Projects

Legal documents for CELTIC-NEXT projects

- Autumn Call 2021 and later: Confirmation Letter/ Declaration of Acceptance (CLD). To be signed and submitted by each partner upon proposal submission
- Autumn Call 2020 and Spring Call 2021: Confirmation Letter/ Declaration of Acceptance (CLD). To be signed and submitted by each partner upon proposal submission
- Spring Call 2020 and earlier: Confirmation Letter/ Declaration of Acceptance
 (CLD) To be signed and submitted by each partner upon proposal submission
- CELTIC-NEXT Project Cooperation Agreement (PCA) (Consortium Agreement)
- Non-disclosure Agreement for proposals (NdA) Recommended for proposal preparation phase
- CELTIC-NEXT Frame Agreement Legal document of the Celtic Core Group (for reference only)

Legal documents for Celtic-Plus projects

If you need Legal documents for Celtic-Plus projects (CLD, PCA, NdA), please contact Celtic Office, email: office@celticnext.eu

CELTIC-NEXT logos and Slide-Template

- CELTIC-NEXT Presentation Template (PPTX)
- CELTIC-NEXT-logo (png) (large)
- CELTIC-NEXT-logo (jpg) (small)
- Eureka-logo (jpg) The use of the logos is restricted to labeled project partners only.