

CELTIC-NEXT Spring Call 2022

Best Practices for a Successful Proposal

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What shall a successful proposal target?

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**

What shall a successful proposal target?

- “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 !**

What shall a successful proposal target?

- “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!**

What shall a successful proposal target?

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

<https://www.celticnext.eu/guides-contracts-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.