

How to submit a successful CELTIC proposal *Autumn Call 2022*

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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.



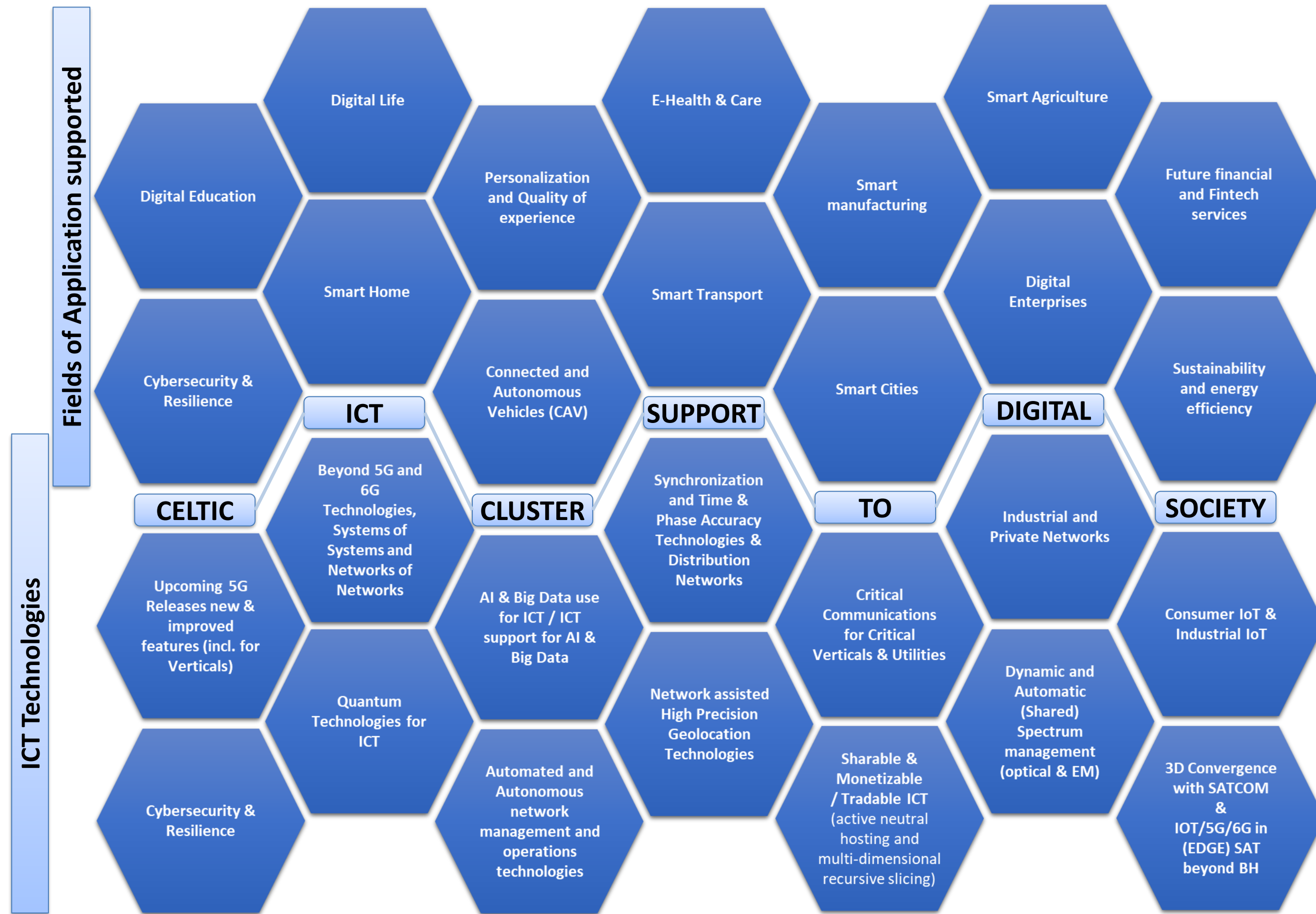
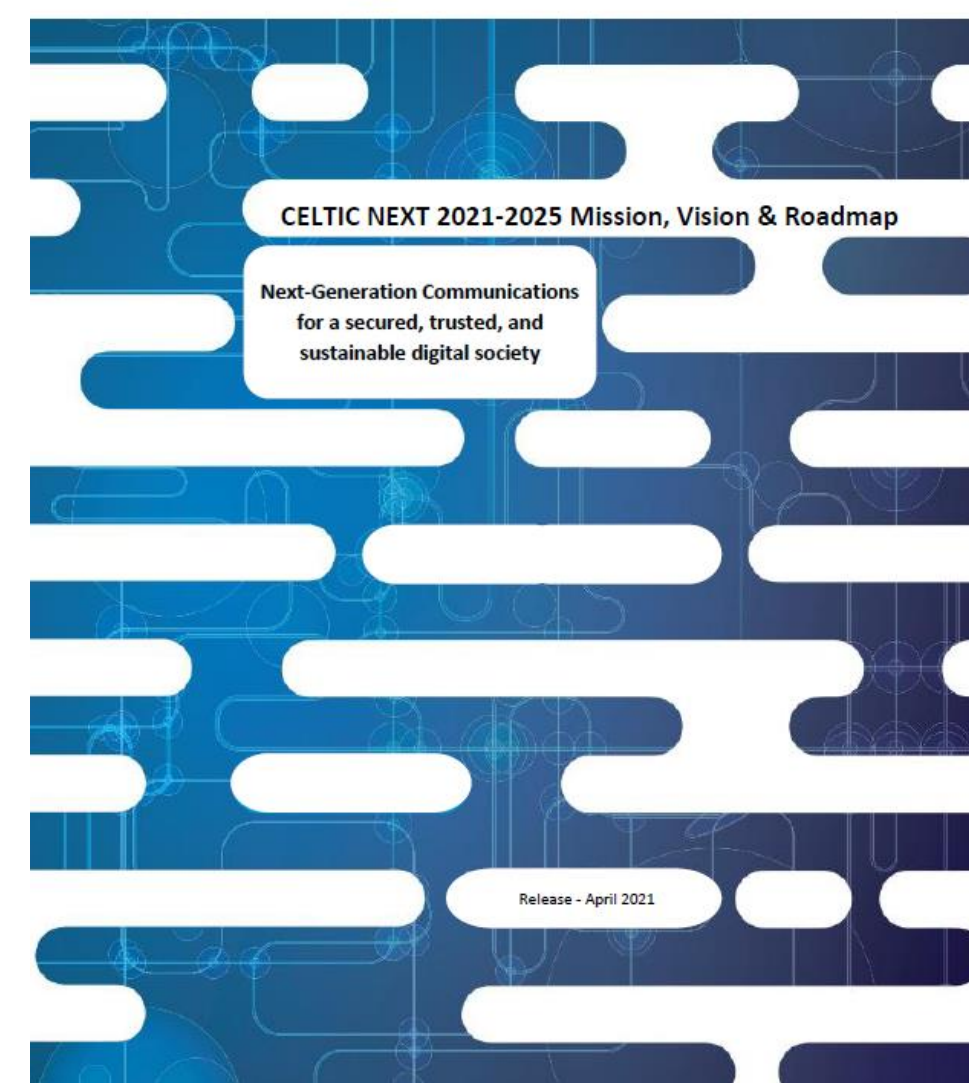
NEXT Strategic Roadmap 2021-2025

CELTIC-NEXT puts emphasis on Core technologies, Applications and E2E Services

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

<https://www.celticnext.eu/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



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 plans (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-templates/>



The screenshot shows the website interface for CELTIC-NEXT. At the top, there is a navigation bar with the CELTIC-NEXT logo and the Eureka Cluster logo. Below the navigation bar, there is a main header with the text 'Guides, Contracts & Templates'. The page content is organized into sections. The first section is 'Legal documents for CELTIC-NEXT & Celtic-Plus projects', which includes a sub-section for 'Autumn Call 2021 and later' with a list of documents: Confirmation Letter/ Declaration of Acceptance 2021 (CLD), Project Cooperation Agreement (PCA), Non-disclosure Agreement for proposals (NdA), and CELTIC-NEXT Frame Agreement. The second section is 'Valid documents such as guides, templates and logos to run and propose CELTIC-NEXT projects', which includes a sub-section for 'Guidelines' with a list of documents: CELTIC-NEXT Proposer's Guide, CELTIC-NEXT Project Management Guide, and Guidelines for the Celtic-Next Project Proposal (CPP). At the bottom of the page, there are two buttons: 'General Call Information' and 'Brokerage Tool'.

PROJECT PORTAL | LOG IN | REGISTER

CELTIC-NEXT
Σeureka Cluster

ABOUT CELTIC-NEXT | HOW TO PARTICIPATE | CALLS | PROPOSALS | PROJECTS | NEWS & EVENTS | CONTACTS

Guides, Contracts & Templates

HOME / GUIDES, CONTRACTS & TEMPLATES

Legal documents for CELTIC-NEXT & Celtic-Plus projects

CELTIC-NEXT Autumn Call 2021 and later | CELTIC-NEXT Autumn Call 2020 and Spring Call 2021 | CELTIC-NEXT Spring Call 2020 and earlier | Celtic-Plus legal documents

Autumn Call 2021 and later

- [Confirmation Letter/ Declaration of Acceptance 2021 \(CLD\)](#) To be signed and submitted by each partner upon proposal submission.
- [Project Cooperation Agreement \(PCA\)](#) As the CELTIC-NEXT Consortium Agreement.
- [Non-disclosure Agreement for proposals \(NdA\)](#) Recommended for the proposal preparation phase.
- [CELTIC-NEXT Frame Agreement](#) Legal document of the CELTIC Core Group (for reference only).

Valid documents such as guides, templates and logos to run and propose CELTIC-NEXT projects

Guidelines | CELTIC-NEXT Models-Templates | CELTIC-NEXT logos

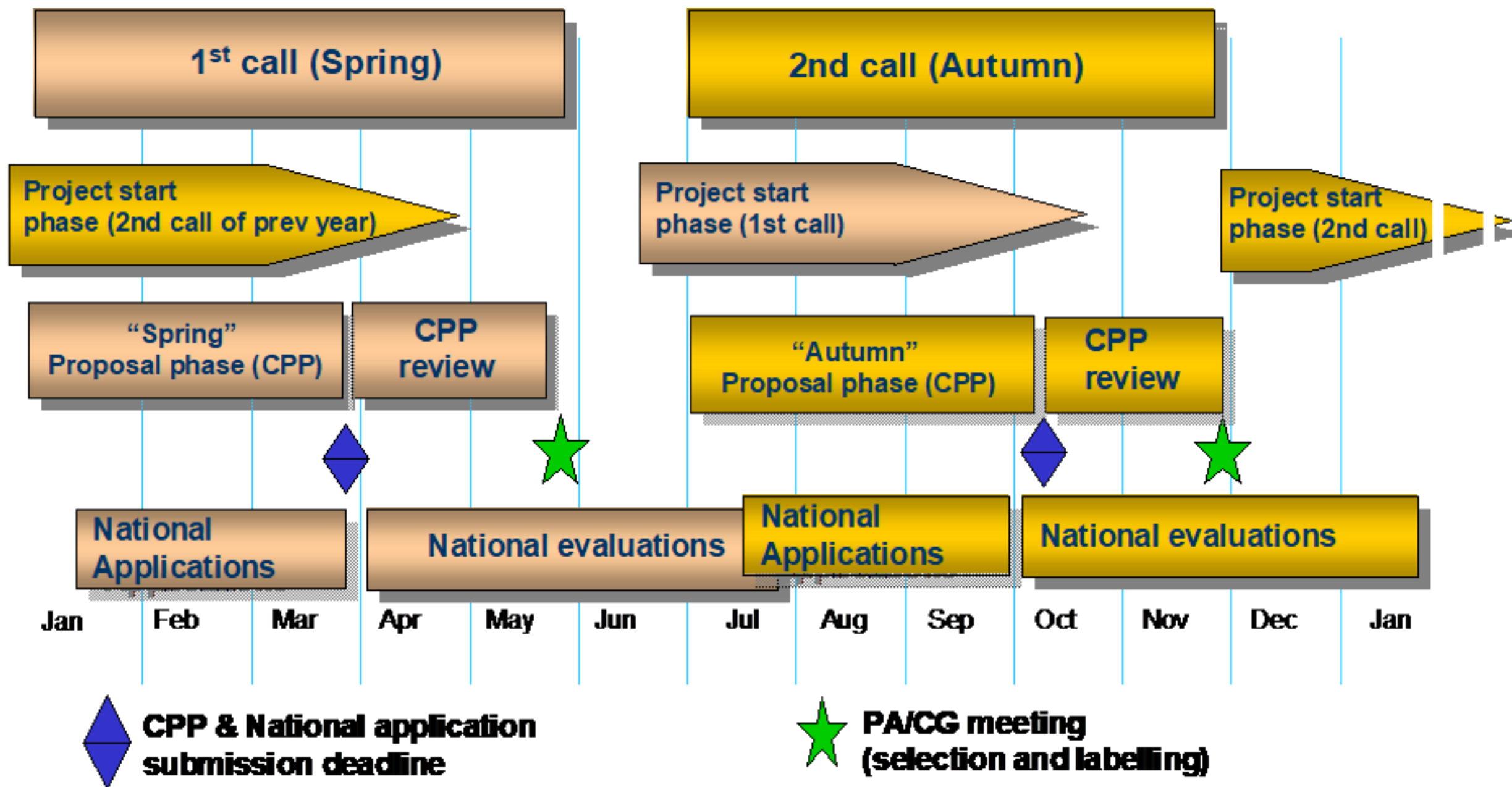
Guidelines

- [CELTIC-NEXT Proposer's Guide](#) – pdf
 - This Proposer's Guide is a general guideline and tool to assist projects and participants in preparing proposals and successfully running projects.
 - Documents: [Self-Assessment](#) – word | [Project Mid-Term Review](#) – word
- [CELTIC-NEXT Project Management Guide](#) – pdf
 - This Project Management Guide is a general support to help participants in running successful projects from the label phase to the end.
 - Documents: [Self-Assessment](#) – word | [Project Mid-Term Review](#) – word | [Project Final Review Report](#) – Word
- [Guidelines for the Celtic-Next Project Proposal \(CPP\)](#) – pdf
 - The aim of this Proposal Guidelines is to pragmatically help proposers to prepare a [Celtic-Next Proposal \(CPP\)](#).

If you have additional questions or need additional support, you may contact [CELTIC Office](#) for assistance.

[General Call Information](#) | [Brokerage Tool](#)

Time lines

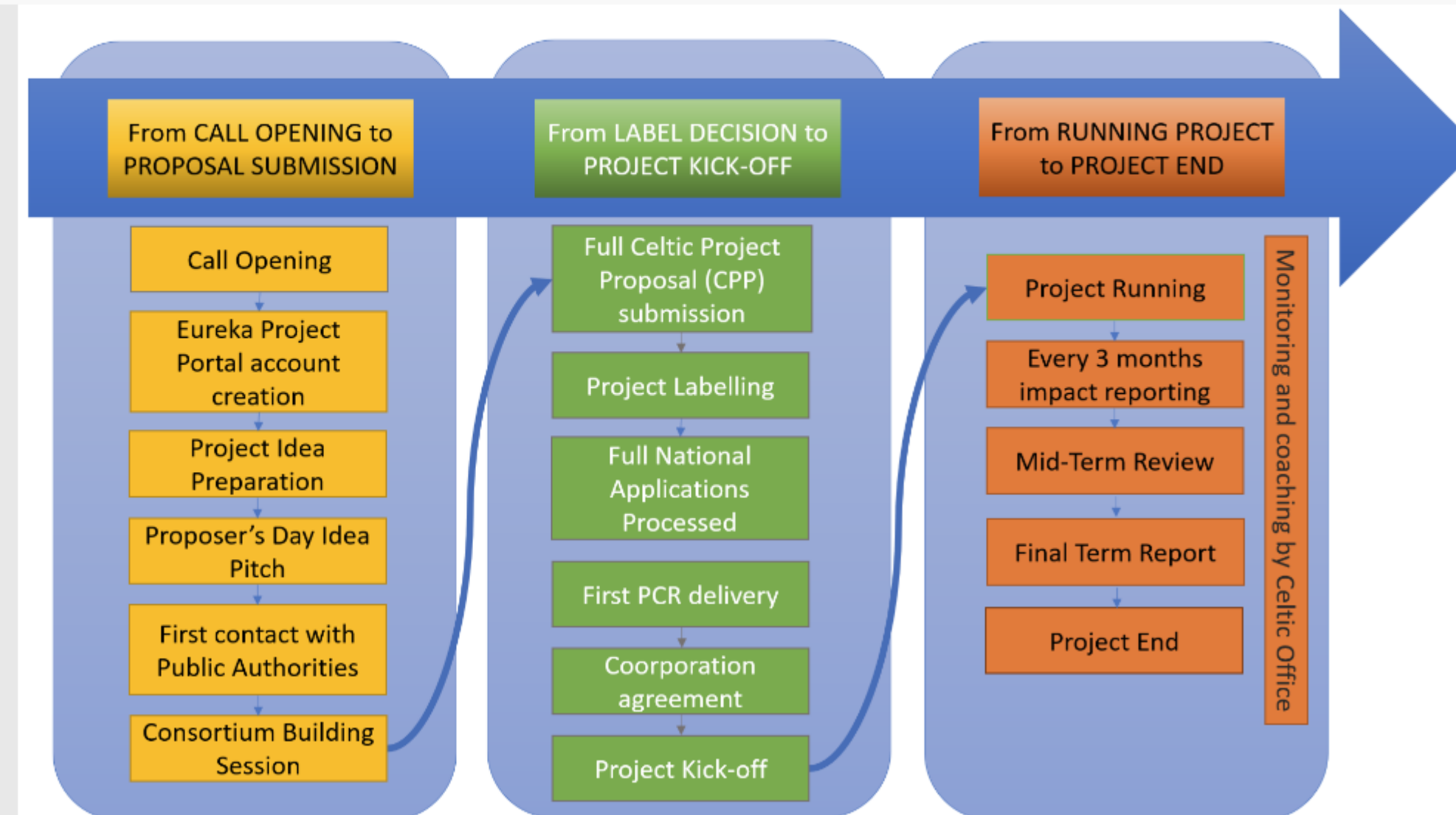


<https://www.celticnext.eu/call-information/>

Call Process

Interactive map of Celtic-Next calls and projects

Click on the map to guide you through the cluster project process and navigate the website.



Autumn 2022 Call Timeline



Important: please contact the Public Authorities before Projects submission:

<https://www.celticnext.eu/national-public-contacts-funding-schemes/>

Receiving their opinion early can avoid mistakes in your proposal, and will improve your chances to get the label by aligning with National Priorities and Schemes

CELTIC Label decision

A. Proposal Submission by proposers (one stage process)

B. Evaluation by: Industry Experts and Public Authorities

C. Label Decision: Public Authorities and CELTIC Core Group

Project Submission

CELTIC Label Decision



Time line: 6 weeks in total

A: Submit your proposal

By 21st October 2022

- Register on the Cluster Projects Tool
- Fill in the web forms
- Download the proposal templates for proposal
- Upload your proposal to the Cluster Projects Tool: <https://cluster-projects.eurestools.eu>



www.celticnext.eu

Any innovative ICT subject is eligible, including application to vertical sectors

A: The Submission Interface

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



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

Start: Friday, July 24, 2020

End: Monday, October 19, 2020

submit new Proposal

Oct 19, 2020

CPP (Cluster Project Proposal) template available on CELTIC Web

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 *

Cluster selection

Please select the appropriate cluster

Uploads

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

Upload proposal files

File Upload

Submit

Reset

Cancel

B: Proposal Evaluation

Evaluation by the CELTIC 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

B: Evaluation by PAs

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	Average	No
Project 1	Belgium	13		No Decision	No
Project 1	Germany	20	The proposal meets formal requirements	Average	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.	Average	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	Average	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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C: Label Decision

Important criteria for labelling decision :

- ✓ Technical quality
- ✓ Business relevance
- ✓ but also national priorities where they exist

Start the Project

Starting and running a Labelled project

- In EUREKA projects the funding is granted by ministries or Funding Agencies 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 contribution of 1.5% of his budget.



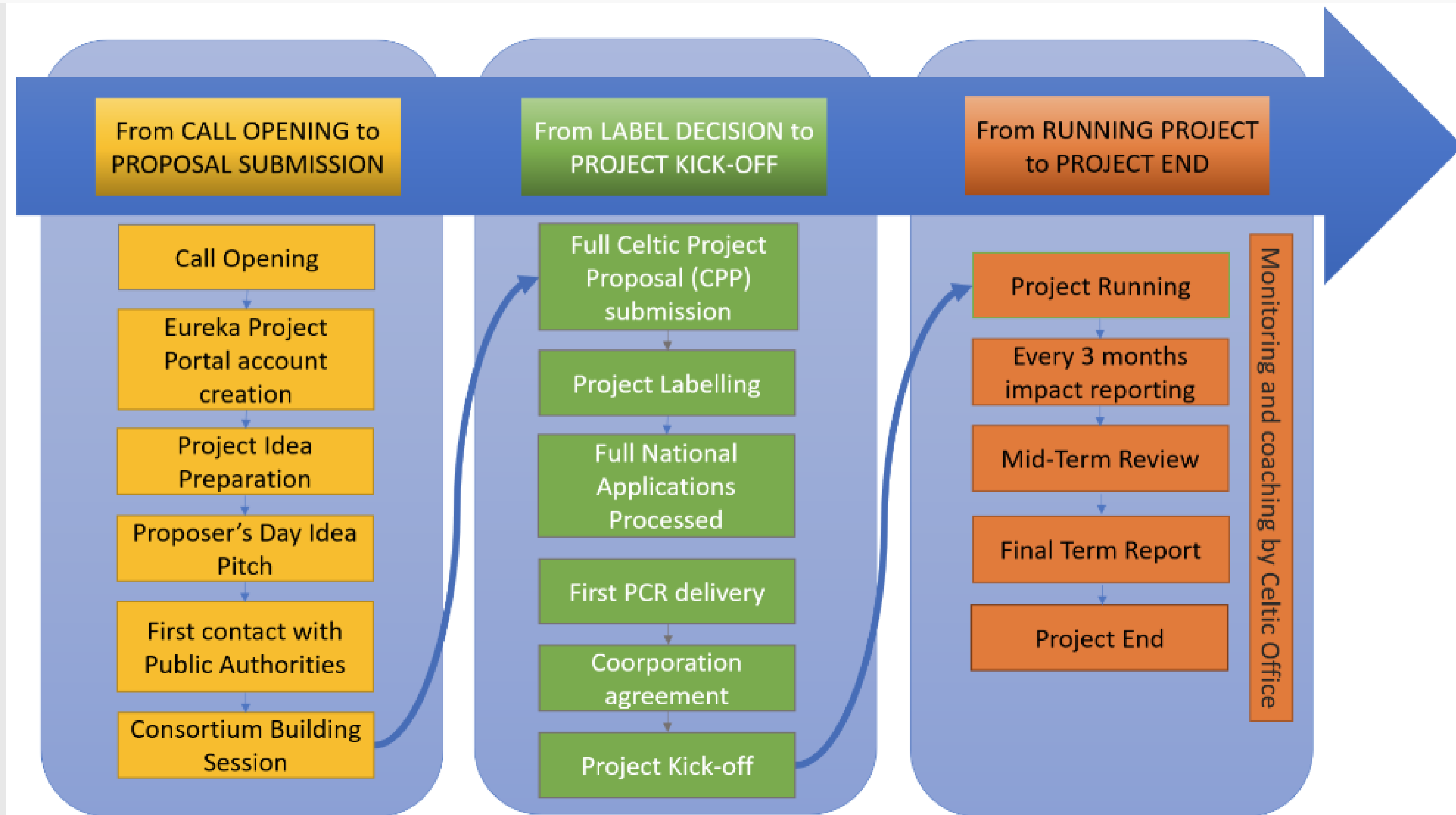
Project Life Cycle

➔ **Call Process**

<https://www.celticnext.eu/call-information/>

Interactive map
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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

Contact:

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 office@celticnext.eu

 <https://twitter.com/CelticNext>

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

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

- CELTIC “Space ICT” / “3D-NET” (TN-NTN Convergence) Flagship Programme (mid 2023)
- Critical Communications Flagship Programme (in planning)
- Regular CELTIC Bottom-up Spring Call 2023