How to submit a successful CELTIC proposal

Autumn Call 2022

Xavier PRIEM
Director CELTIC-NEXT Cluster
priem@celticnext.eu
www.celticnext.eu
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.*
Targeting the Scope of the new CELTIC-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/
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-templates/

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<table>
<thead>
<tr>
<th>Legal documents for CELTIC-NEXT &amp; Celtic-Plus projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>CELTIC-NEXT Autumn Call 2021 and later</td>
</tr>
<tr>
<td>Autum Call 2021 and later</td>
</tr>
<tr>
<td>- Confirmation Letter/ Declaration of Acceptance 2021 (CLD) To be signed and submitted by each partner upon proposal submission.</td>
</tr>
<tr>
<td>- Project Cooperation Agreement (PCA) As the CELTIC-NEXT Consortium Agreement.</td>
</tr>
<tr>
<td>- Non-disclosure Agreement for proposals (ND)(R) Recommended for the proposal preparation phase.</td>
</tr>
<tr>
<td>- CELTIC-NEXT Frame Agreement Legal document of the CELTIC Core Group (for reference only).</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Valid documents such as guides, templates and logos to run and propose CELTIC-NEXT projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guidelines</td>
</tr>
<tr>
<td>------------</td>
</tr>
<tr>
<td>CELTIC-NEXT Proposal's Guide - pdf</td>
</tr>
<tr>
<td>- This Proposal’s Guide is a general guideline and tool to assist projects and participants in preparing proposals and successfully running projects.</td>
</tr>
<tr>
<td>- Documents: Self Assessment – word</td>
</tr>
<tr>
<td>CELTIC-NEXT Project Management Guide - pdf</td>
</tr>
<tr>
<td>- This Project Management Guide is a general support to help participants in running successful projects from the label phase to the end.</td>
</tr>
<tr>
<td>Guidelines for the Celtic-Next Project Proposal (CPP) - pdf</td>
</tr>
<tr>
<td>- The aim of this Proposal Guidelines is to pragmatically help proposers to prepare a Celtic-Next Proposal (CPP).</td>
</tr>
</tbody>
</table>

If you have additional questions or need additional support, you may contact CELTIC Office for assistance.
Time lines

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

Evaluation by:
1. Industry Experts
2. Public Authorities

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

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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

Call: 2ND-CEL-EUR (Second Joint CELTIC - EUROGIA Call)
Start: Friday, July 24, 2020
End: Monday, October 19, 2020

38 DAYS LEFT
Oct 19, 2020

Submit Proposal

Project identification
Please enter a short acronym and the full project title

Open Call *
Acronym *
Project Title *

Cluster selection
Please select the appropriate cluster

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

CPP (Cluster Project Proposal) template available on CELTIC Web
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

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Rating</th>
<th>Recommendation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>R1</td>
<td>R2</td>
</tr>
<tr>
<td>Proposal 1</td>
<td>2.00</td>
<td>N</td>
</tr>
<tr>
<td>Proposal 2</td>
<td>3.00</td>
<td>M</td>
</tr>
<tr>
<td>Proposal 3</td>
<td>4.00</td>
<td>S</td>
</tr>
<tr>
<td>Proposal 4</td>
<td>4.50</td>
<td>S</td>
</tr>
</tbody>
</table>
## B: Evaluation by PAs

### 2. Evaluation by Public Authorities

Example of a typical outcome of PA Evaluations:

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

### 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.

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Project Life Cycle

Call Process

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

Interactive map of Celtic-Next calls and projects

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

www.celticnext.eu
Contact:

49 6221 989 000
www.celticnext.eu
office@celticnext.eu
https://twitter.com/CelticNext
https://www.youtube.com/user/CelticplusVideos
https://www.linkedin.com/groups/12181580/
Future Calls

- 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