

How to make a successful proposal? Brokerage Tool Autumn Call 2024



Proposers' Brokerage Day, London 18/09/2024, Xavier Priem

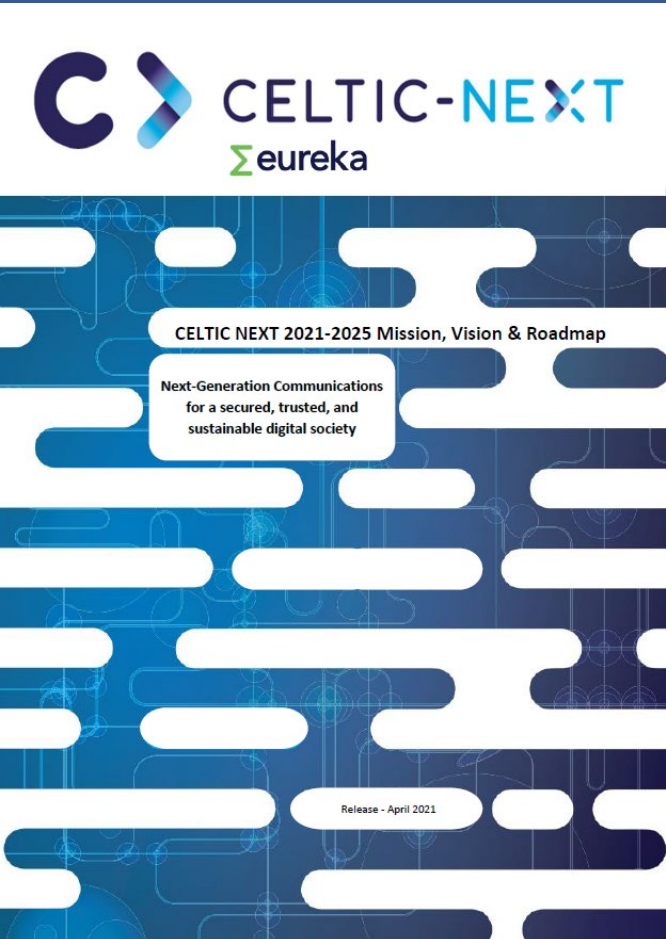
www.celticnext.eu



What shall a successful proposal target?

The “Basics”:

1. Targeting the Scope of the 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

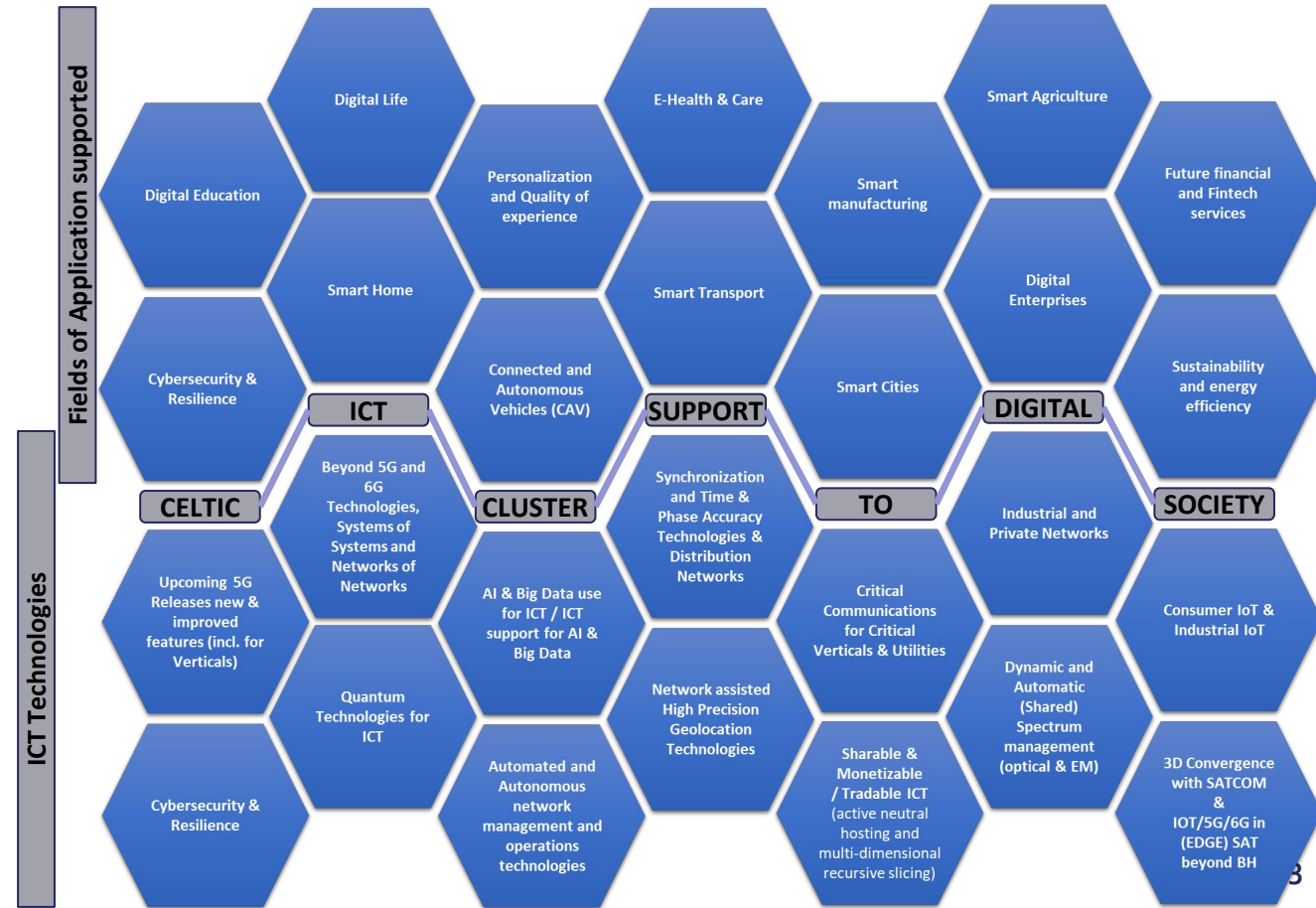
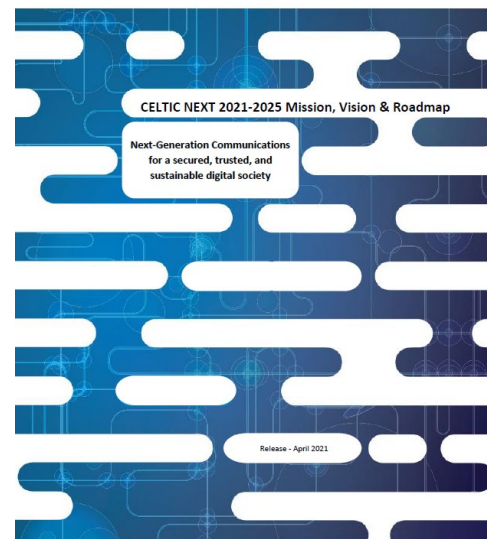
CELTIC-NEXT Strategic Roadmap 2021-2025

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/>

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**

Key points 1/2

- “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 !**

Key points 2/2

- “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!**

Templates

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

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).
- CELTIC-NEXT Self-funding Declaration Letter Legal document to be signed by partners who will be self-funded in the project (compulsory for self-funded partners in complement to the CLD document).

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).

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

As Proposer you can get a good guidance by reading the Proposal Guidelines document via:



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PROPOSAL GUIDELINES
 –
CELTIC PROJECT PROPOSAL (CPP)

The aim of these guidelines is to pragmatically help proposers to prepare a [Celtic Project Proposal \(CPP\)](#).

Proposal Hotline:

The following colleagues at the CELTIC Office are happy to help proposers with any questions regarding preparation of a CELTIC-NEXT Project Proposal:

- Christiane Reinsch: reinsch@celticnext.eu ; +49 6221 989 210
- Xavier Priem: priem@celticnext.eu ; +49 1515 796 2180

<https://bscw.celticnext.eu/pub/bscw.cgi/d112123/CPP-Proposal-Guidelines%20-%20%202022.pdf>



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

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

A: Submit your proposal



www.celticnext.eu

• **By 21th Oct. 2024***

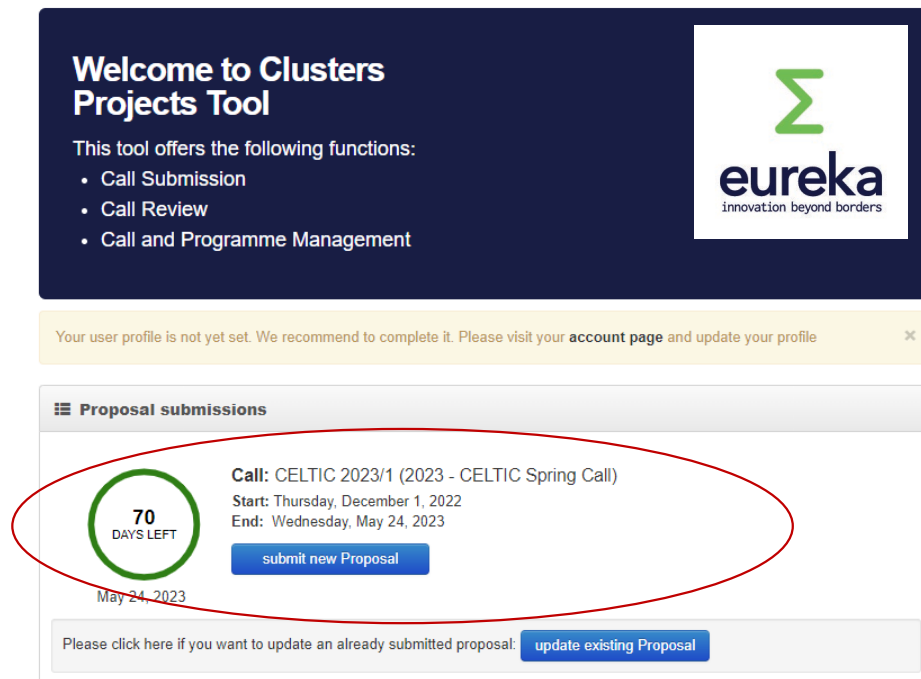
- Register on the Cluster Projects Tool
- Fill in the web forms
- Download the proposal templates for proposal
- Upload your proposal to the Cluster Projects Tool: <https://cluster-projects.eurestools.eu>

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

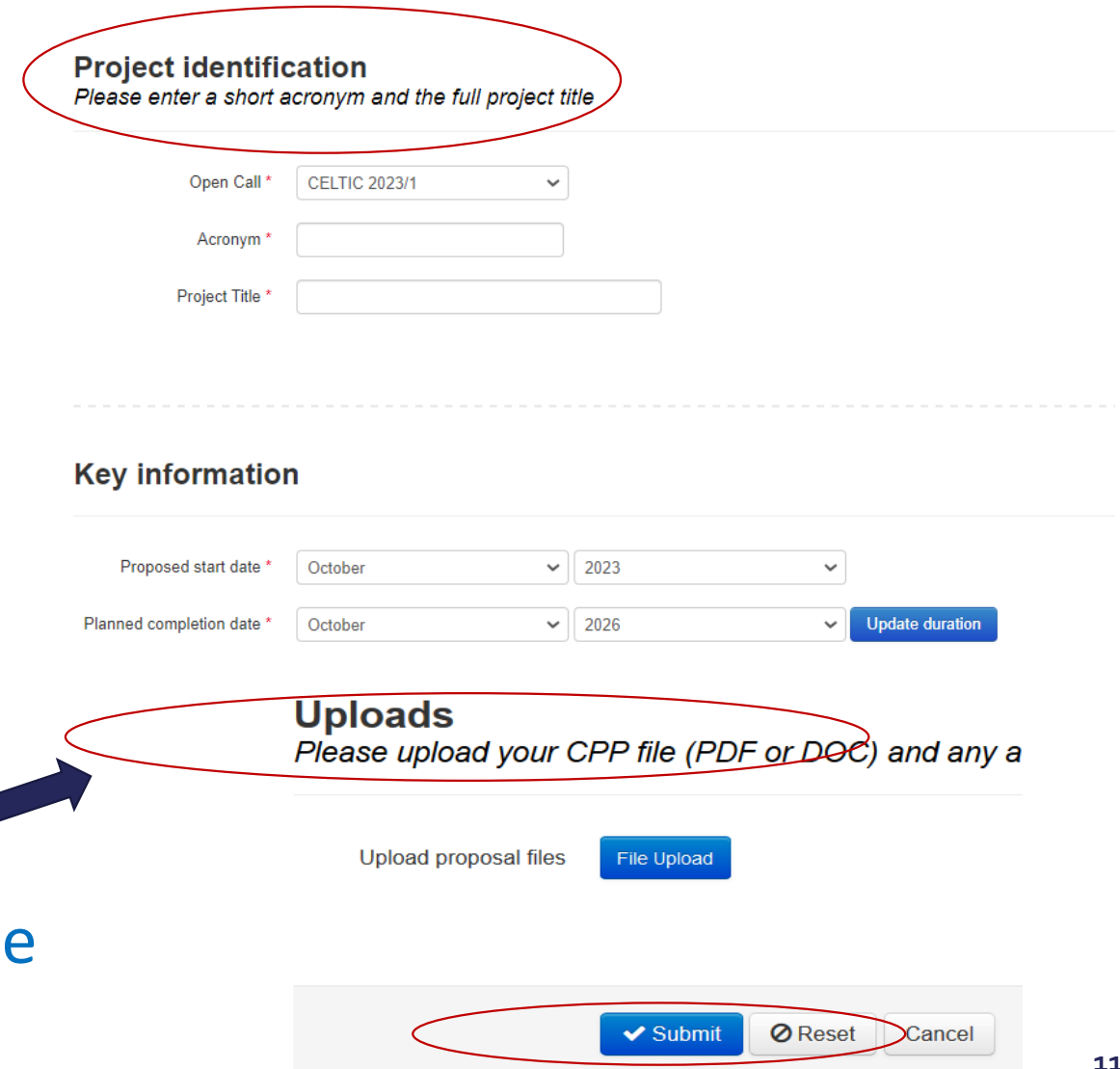
A: The Submission Interface

Register to the Tool:

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



CPP (Cluster Project Proposal) template available on CELTIC Web



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

C: 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



Time line: 6 weeks in total

Important criteria for labelling decision :

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

B: 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 can 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.



CELTIC Brokerage Tool



Upload your
Project idea



Share your
Expertise Offering



Search Partners to
collaborate with



Look for existing
Project Ideas

Start now and upload your expertise or new project idea

<https://www.celticnext.eu/brokerage-tool/>

Upload Project Idea

Title of my Project Idea *

Please enter a short title of your Project Idea. (max 255 characters)

Objective of my Project Idea *

Please enter a description of your Project Idea. (max 2000 characters)

Proposal key words

Types of partners being sought *

Name *

Email *

Contact Image *

 No file selected.

Telephone

Company Name *

Type of Organisation *

Country *

Brief Description of my Organisation

Web URL

Please insert a fully qualified URL containing the http:// or https://

Presentation *

Would you like to present your idea in one of the next Proposers Days?

Yes

No

Presentation File

Please Upload your PPT File

 No file selected.

Identity Management *

Do you wish your identity to be public or hidden?

For the Key Words, please re-select from the list as often as is necessary until all your relevant choices have been captured.

Submit your Expertise

Expertise Short Title *

Please enter a description of your Expertise Offering. (max 255 characters)

Expertise offered *

Please enter a description of your Expertise offered. (max 2000 characters)

Expertise key words

Name *

Email *

Contact Image *

 No file selected.

Telephone

Company Name *

Comapany Logo *

 No file selected.

Type of Organisation *

Country *

Brief Description of my Organisation

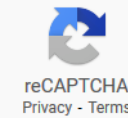
Web URL

Please insert a fully qualified URL containing the http:// or https://

Identity Management *

I confirm my profile and interests may be published in the Celtic-Next Brokerage service along with my contact information

Captcha *

 I'm not a robot

CELTIC Brokerage Tool

- The form fields tagged with a * are mandatory.
- The “PROPOSAL KEY WORDS” field is implemented using a taxonomy form field class which allows easy update of the key word list, such as renaming, deletion or addition of key words.
- The “IDENTITY MANAGEMENT” field determines whether Name, Telephone and Company Name are shown in the Project Idea overview list or search results. The Type of Organisation and Country are always shown. The email address is never shown.
- After submission the CELTIC Office will check and publish your Project Idea or your Expertise.

Partner Search

Expertise Offered Overview

Search for:

Type of Organisation:

 ▼

Country:

 ▼

Expertise key words:

 ▼

SEARCH

Search Project Ideas

Proposals & Ideas Overview

Search for:

Type of Organisation:

== ANY ==



Country:

== ANY ==



Proposal key words:

== ANY ==



SEARCH



MANY THANKS FOR YOUR ATTENTION.

CELTIC-NEXT



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[CELTIC-NEXT Video Channel](https://www.youtube.com/channel/UC...)