How to submit a Joint Call proposal

CELTIC-EUROGIA Online Proposers Day,
15th of September 2020

Peter HERRMANN – CELTIC Office Director
Pierre BESSE – EUROGIA Vice President

www.celticnext.eu
www.eurogia.com
Joined CELTIC – EUROGIA Call

- Submit a CELTIC-NEXT Proposal
- Submit a EUROGIA Proposal
- Submit an Joined CELTIC-EUROGIA Proposal

https://cluster-projects.eurestools.eu/
Call Timeline

Please contact Public Authorities before Projects submission:
https://www.celticnext.eu/public-authorities/
Receiving their opinion early can avoid errors
Factors for a Successful Project

1. Targeting the Technology Roadmap
2. Technological Innovation
3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. Proposal submission
Targeting the Technology Roadmap: CELTIC-NEXT Scope & Research Areas

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

Current trends:
- Serving more vertical sectors with 5G and beyond
- Meeting the needs of the citizens e.g. mobility and privacy/security

https://www.celticnext.eu/celtic-next-scope-and-research/
The evolution of ICT services will be achieved via a partnership model where the vertical sectors collaborate in determining their ICT solutions.

Thus CELTIC-NEXT will put emphasis on Core technologies, Applications and Services serving Vertical sectors:

- content (video, gaming),
- e-health,
- smart industry/ manufacturing
- smart agriculture,
- smart energy
- smart mobility (including connected cars)
- smart cities
- e-commerce, fintech,....

https://www.celticnext.eu/celtic-next-scope-and-research
<table>
<thead>
<tr>
<th>Energy generation</th>
<th>Wind</th>
<th>Solar</th>
<th>Geothermal</th>
<th>Biomass</th>
<th>Marine Renewable Energies</th>
<th>Oil &amp; Gas, Green Coal</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy storage</td>
<td>Batteries</td>
<td>Fuel cells</td>
<td>Thermal storage</td>
<td>Hydrogen storage</td>
<td>Other</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Energy efficiency System operation</td>
<td>Smart grid</td>
<td>Micro grid</td>
<td>Smart meters</td>
<td>Zero Carbon Buildings</td>
<td>Co-generation &amp; CHP</td>
<td>Electronics &amp; appliances</td>
<td>Smart Sensors</td>
</tr>
<tr>
<td>Energy Management technologies &amp; services</td>
<td>Demand Side Management</td>
<td>Demand forecast</td>
<td>Energy as a service</td>
<td>Electric Vehicles</td>
<td>Batteries</td>
<td>Fueling/charging infrastructure</td>
<td></td>
</tr>
<tr>
<td>ICT for Energy Applications</td>
<td>IoT</td>
<td>AI</td>
<td>Data storage</td>
<td>Blockchain</td>
<td>Carbon Capture &amp; Storage &amp; Utilization</td>
<td>Monitoring</td>
<td>Equipment and material innovation</td>
</tr>
</tbody>
</table>
Factors for a Successful Project

1. Targeting the CELTIC-NEXT or Eurogia Scope and research Areas
2. Technological Innovation
3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. Proposal submission
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 Custer experts during proposal evaluation are related to insufficient description of the SoA
Factors for a Successful Project

1. Targeting the CELTIC-NEXT or Eurogia Scope and research Areas
2. Technological Innovation
3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. Proposal submission
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 finance your project
Factors for a Successful Project

1. Targeting the CELTIC-NEXT or Eurogia Scope and research Areas
2. Technological Innovation
3. Market relevance and exploitation potential
4. **Right mix of participating Countries**
5. Proposal submission
Constantly Involved Countries

There may be other counties participating if a good Project comes in

Austria
Belgium (3 regions)
Canada
Czech Republic
Finland
France
Germany
Hungary
Israel
Luxemburg
Norway
Poland
Portugal
South Korea

Spain
Sweden
Switzerland
Turkey

https://www.celticnext.eu/public-authorities/
Active Countries in CELTIC

https://www.celticnext.eu/public-authorities/
Active Countries in CELTIC

Project Effort

https://www.celticnext.eu/public-authorities/
EUROGIA²⁰₂⁰ in numbers
Achievements and key figures since 2008

Domain graph 41 Labelled Projects
Factors for a Successful Project

1. Targeting the CELtic-NEXT or Eurogia Scope and research Areas
2. Technological Innovation
3. Market relevance and exploitation potential
4. Right mix of participating Countries
5. Proposal submission
CELTIC Label in 6 Weeks

a. Proposal submission
b. Evaluation
c. Label decision

Time line: 6 weeks in total

www.celticnext.eu
Step 1: Submit your proposal

By 19th October 2020

- Register on the Cluster Projects Tool
- Fill in the web forms
- Download the proposal templates for proposal
- Upload your proposal to the CELTIC-NEXT Projects Tool

Any innovative ICT and/or Smart Energy subject is eligible, including application to vertical sectors
Step 1: Proposal Submission

Register to the Tool:
https://cluster-projects.eurestools.eu/

Submit Proposal

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

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

CPP (Cluster Project Proposal) template available on CELTIC and EUROGIA Web
Step 2: Proposal Evaluation

Evaluation by the CELTIC and EUROGIA 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>
Step 2 Evaluation

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>No Decision</td>
<td></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>Average</td>
<td>No</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>Avarage</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>Avarage</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**

www.celticnext.eu
Step 3: Label Decision

- The decision on the label of proposals is taken in a common meeting of the Public Authorities and the CELTIC Core Group.
- In addition to technical quality and business relevance national priorities can also be a criterion.
Step 3: Label Decision

- The Public Authorities are in the loop for the Labelling decision by the Cluster Board.
- In addition to technical quality and business relevance national priorities can also be a criterion.
Next Steps

Starting and running a Labelled project

• In EUREKA projects the funding is granted by ministries 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/Eurogia contribution of 1.5% of his budget.

www.celticnext.eu
Project Life Cycle

The CELTIC and Eurogia offices support with tools, templates and advice.

Project Preparation
- Project Idea
- Project Proposal
- Submission to CELTIC-Eurogia
- Cluster Label
- Get funding in part. countries
- Cooperation Agreement
- Project Kick-Off

Project Active
- Mid-Term Review
- Final Review
- Exploitation of Results
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
CELTIC-NEXT Newsletter

Please have a look at our Newsletter

https://www.celticnext.eu/newsletter/

and register for free subscription

https://www.celticnext.eu/news-subscription/

www.celticnext.eu
Contact:

+ 49 6221 989 000

www.celticnext.eu

operations@celticnext.eu

https://twitter.com/CelticNext

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

https://www.linkedin.com/groups/12181580/
Contact:

+ 32 492882345

www.eurogia.com

contact@eurogia.com

https://twitter.com/Eurogia

https://www.linkedin.com/groups?gid=2320526