How to submit a CELTIC proposal

CELTIC-Day,
2nd of December 2020

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www.celticnext.eu
5 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 puts 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/cletic-next-scope-and-research
Important: please contact the Public Authorities before Projects submission:

https://www.celticnext.eu/public-authorities/

Receiving their opinion early can avoid errors
5 Factors for a Successful Project

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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
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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
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Constantly supporting 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

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Active Countries in CELTIC

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CELTIC Label decision

- Proposal Submission by proposers (one stage process)
- Evaluation by: Industry Experts and Public Authorities
- Label Decision: Public Authorities and CELTIC Core Group

Timeline: 6 weeks in total
Step 1: Submit your proposal

By 12th April 2021

- 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
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

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

CPP (Cluster Project Proposal) template available on CELTIC Web
Step 2: 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>Proposal 1</td>
<td>2.00</td>
<td>N M N N</td>
</tr>
<tr>
<td>Proposal 2</td>
<td>3.00</td>
<td>M M M M</td>
</tr>
<tr>
<td>Proposal 3</td>
<td>4.00</td>
<td>S M S S</td>
</tr>
<tr>
<td>Proposal 4</td>
<td>4.50</td>
<td>S S S 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></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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Step 3: Label Decision

Important criteria for labelling decision:

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

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.

www.celticnext.eu
The CELTIC offices support with tools, templates, and advice.

Project Life Cycle

Project Preparation
- Project Idea
- Project Proposal
- Submission to CELTIC
- Cluster Label
- Get funding in partner 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
CELTIC-NEXT Newsletter

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