

APRE

Agenzia per la Promozione
della Ricerca Europea



Horizon 2020:

Bandi Energia 2017: consigli pratici per la presentazione delle proposte

CHIARA POCATERRA

APRE - EU Horizon 2020 National Contact Point

Secure, clean and efficient energy

Food security, sustainable agriculture and forestry, marine and maritime and inland water research and the bioeconomy

EURATOM

Napoli, 30/03/2017

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Excellent Science

- **European Research Council**
 - Frontier research by the best individual teams
- **Future and Emerging Technologies**
 - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
 - Opportunities for training and career development
- **Research infrastructures** (including e-infrastructure)
 - Ensuring access to world-class facilities

Industrial Technologies

- **Leadership in enabling and industrial technologies**
 - ICT, nanotechnologies, materials, biotechnology, manufacturing, space
- **Access to risk finance**
 - Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**
 - Fostering all forms of innovation in all types of SMEs

Societal Challenges

- Health, demographic change and wellbeing
 - Food security, sustainable agriculture, marine and maritime research & the bioeconomy
-
- Smart, green and integrated transport
 - Climate action, resource efficiency and raw materials
 - Inclusive, innovative and reflective societies
 - Secure societies
- 

European Institute of Innovation and Technology (EIT)

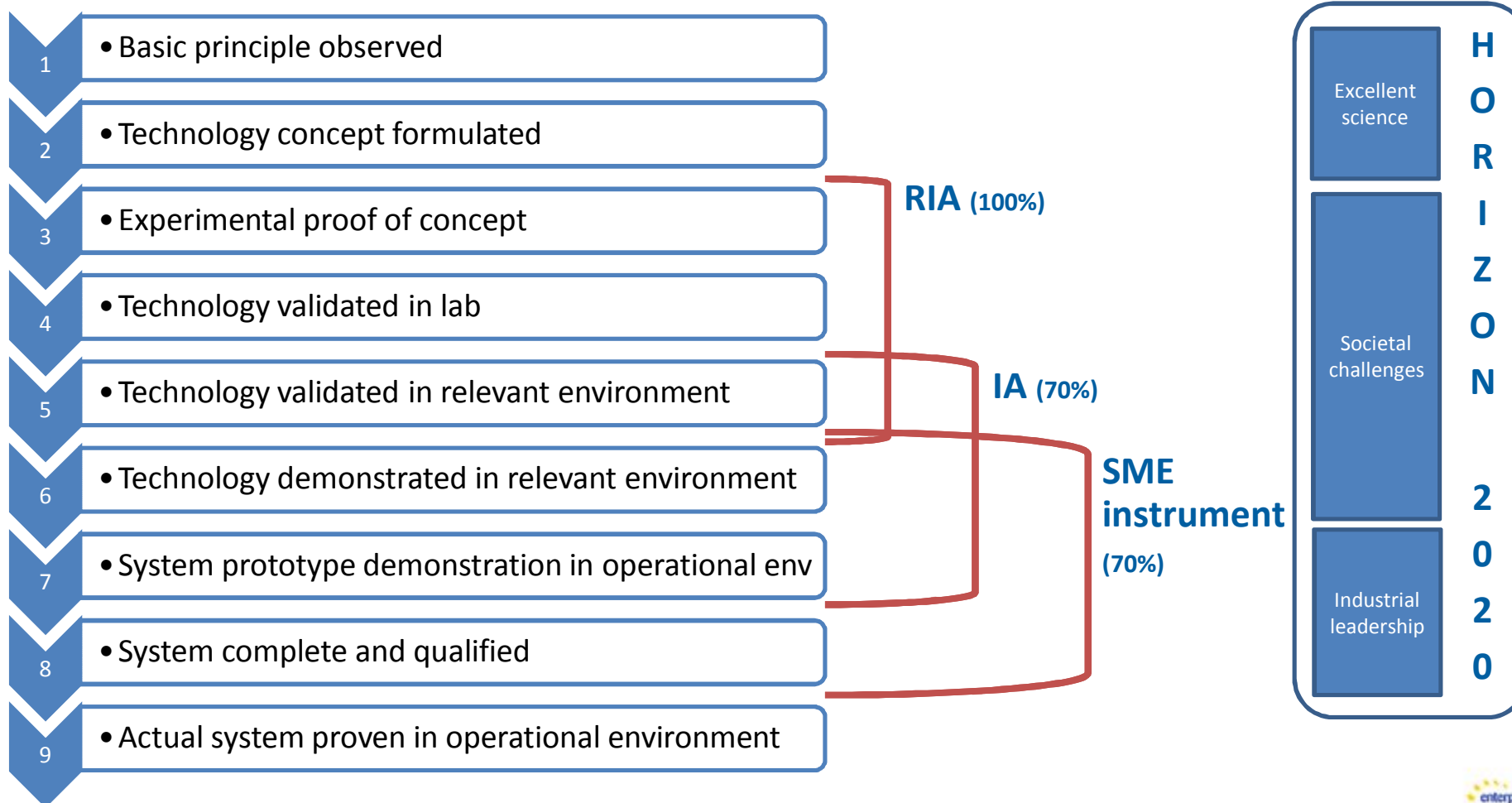
Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)



Technology Readiness Level



Coordination support actions

- “ *Description:* Actions consisting primarily of accompanying measures such as standardisation, dissemination, awareness-raising and communication, networking, coordination or support services, policy dialogues and mutual learning exercises and studies, including design studies for new infrastructure and may also include complementary activities of networking and coordination between programmes in different countries.
- “ Funding: 100%

Secure, clean and efficient energy

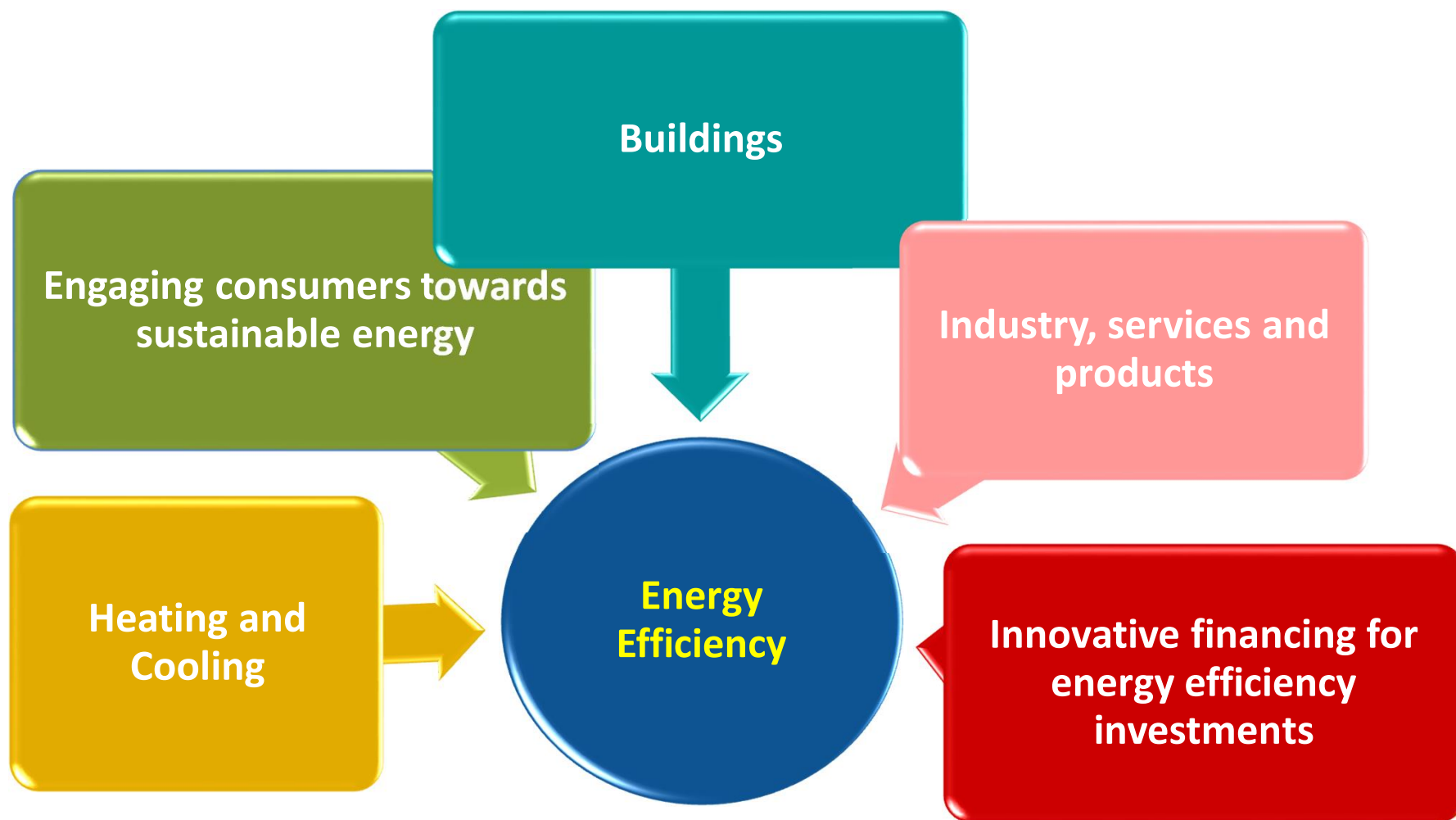
- ❖ Energy Efficiency (EE)
- ❖ Low Carbon Energy (LCE)
- ❖ Smart and Sustainable Cities (SCC)
- ❖ SME instrument
- ❖ Prizes



Call

Energy Efficiency (EE)

Sub-areas Energy Efficiency



Energy Efficiency 2017 Call

INNOVATION ACTIONS

EU support: 70%
1 to 6 M€ / project

49.000.000 €

CLOSING **19 January 2017**

COORDINATION AND SUPPORT ACTIONS

EU support: 100%
0,5 to 2 M€ / project

55.000.000 €

CLOSING **7 June 2017**

Energy Efficiency 2017 Call

Number of proposals submitted for the **19/01/2017 deadline** of the Call H2020-EE-2016-2017 (H2020-EE-2017-PPP and H2020-EE-2017-RIA-IA)

A total of **107 proposals** were submitted in response to this deadline:

- o EE-01-2017: Waste heat recovery from urban facilities and re-use to increase energy efficiency of district or individual heating and cooling systems: **8 proposals**
- o EE-04-2016-2017: New heating and cooling solutions using low grade sources of thermal energy: **11 proposals**
- o EE-07-2016-2017: Behavioural change toward energy efficiency through ICT: **45 proposals**
- o EE-12-2017: Integration of Demand Response in Energy Management Systems while ensuring interoperability through Public Private Partnership (EeB PPP): **24 proposals**
- o EE-17-2016-2017: Valorisation of waste heat in industrial systems (SPIRE PPP): **12 proposals**
- o EE-20-2017: Bringing to market more energy efficient and integrated data centres: **7 proposals**

Energy Efficiency 2017 Call

Heating and Cooling

COORDINATION AND SUPPORT ACTIONS

EU support: 100%
1-2M €

EE-02-2017: Improving the performance of inefficient district heating networks

SCOPE: ... schemes that guarantee substantial primary energy savings and efficiency gains, including the use of renewable and residual sources of heat as appropriate.

Proposals should engage and involve as necessary, those in charge of city networks, district heating companies, managers of buildings blocks, housing associations and other building owners/managers and end consumers.

Engaging consumers
towards sustainable
energy

Energy Efficiency 2017 Call

COORDINATION AND SUPPORT ACTIONS

EU support: 100%
1-2M €

EE-06-2016-2017: Engaging private consumers towards sustainable energy

SCOPE: Develop and roll out tailored and effective and innovative engagement actions to motivate changes in consumers' sustainable energy behaviour that would result in reduced energy consumption in buildings, heating/cooling systems and/or appliances. ...

EE-09-2016-2017: Engaging and activating public authorities

SCOPE: a) ... Proposals demonstrating an innovative approach in empowering public authorities to step up their active role to develop, finance and implement ambitious sustainable energy plans and measures. ...

b) Peer to peer learning for public authorities. ...

Buildings

Energy Efficiency 2017 Call

COORDINATION AND SUPPORT ACTIONS

EU support: 100%

EE-11-2016-2017: Overcoming market barriers and promoting deep renovation of buildings (1-2M €)

SCOPE: overcoming market barriers to deep renovation within the value chain. Any building type may be included (public or private, residential or non-residential).

EE-14-2016-2017: Construction skills (0,5-1M €)

SCOPE: upgrading or setting up large-scale qualification and training schemes.

Industry, services and
products

**COORDINATION AND SUPPORT
ACTIONS**

EU support: 100%
1-2M €

Energy Efficiency 2017 Call

EE-15-2017: Increasing capacities for actual implementation of energy efficiency measures in industry and services

SCOPE: A) Capacity building programmes for qualified and/or accredited experts carrying out energy audits ...

B) Staff trainings and capacity building programmes to enhance corporate policy towards energy efficiency, energy culture and sustainable supply-chain initiatives.

EE-16-2016-2017: Effective implementation of EU product efficiency legislation

SCOPE: building up the monitoring, verification and enforcement of the EU's energy-related products policy ...

EE-18-2017: Energy efficiency of industrial parks through energy cooperation and mutualised energy services

SCOPE: improve the energy efficiency of industrial parks (or neighbouring businesses) by unlocking the market potential for energy cooperation and by supporting the demand and offer of mutualised high-quality energy services

**Innovative financing
for energy efficiency
investments**

Energy Efficiency 2017 Call

**COORDINATION AND SUPPORT
ACTIONS**

EU support: 100%

EE-22-2016-2017: Project Development Assistance (0,5-1,5M €)

SCOPE: build technical, economic and legal expertise needed for project development and leading to the launch of concrete investments. ..

EE-23-2017: Innovative financing schemes (1-2M €)

SCOPE: development or replication of innovative financing schemes including various forms of on-bill financing. ..

EE-24-2016-2017: Making the energy efficiency market investible (1-1,5M €)

SCOPE: Development, demonstration and promotion of frameworks for the standardisation and benchmarking of energy efficiency investments.

Industry, services and
products

Energy Efficiency 2017 Call

PUBLIC PROCUREMENT OF INNOVATIVE SOLUTIONS

EU support: 35%
1-2M €

EE-19-2017: Public Procurement of Innovative Solutions for energy efficiency

SCOPE: Prepare and implement the PPI procurement and PPI contracts within the timeframe of the project to ensure the first application / commercialisation of the innovative solutions.

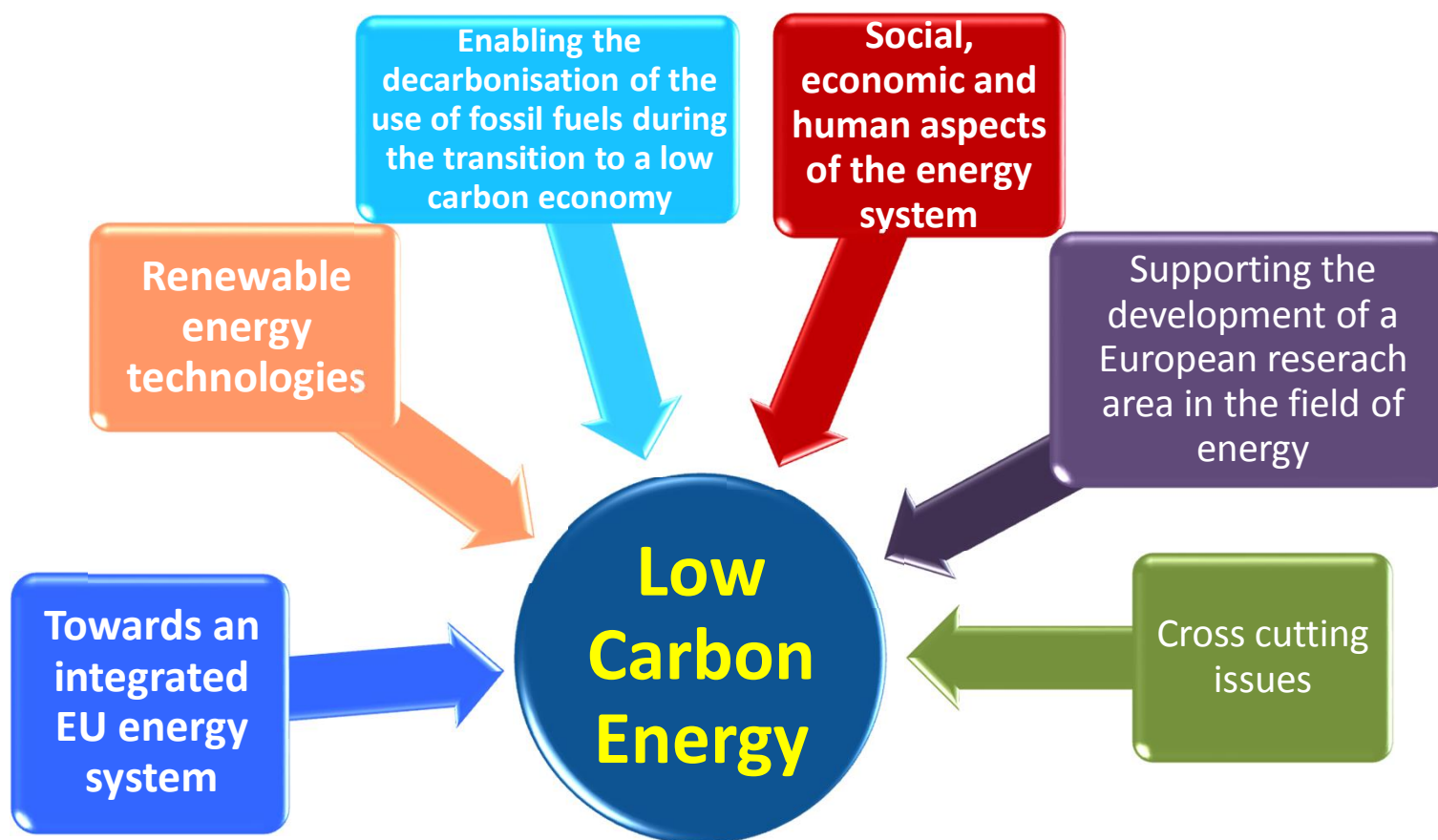
Public Procurement of Innovative Solutions (PPI) Cofund actions The objective of a PPI action is to reinforce early deployment of innovative solutions that address challenges of public interest. The aim is to enable transnational buyer groups of procurers to share the risks of acting as early adopters of innovative solutions and to overcome the fragmentation of demand for innovative solutions in Europe. Each PPI action focuses on one concrete unmet need that is shared by the participating procurers and requires the deployment of innovative solutions that are to a significant extent similar across countries and are therefore proposed to be procured jointly.



call

Low Carbon Energy (LCE)

Sub-areas Competitive Low Carbon Energy



Topics of 2017 (First Stage)

**Deadline
29 November 2016**

A total of **200 proposals** were submitted in response to the first stage of this call for the following 2017 topics:

- LCE-06-2017 (RIA) New knowledge and technologies: **77 proposals**
- LCE-07-2016-2017 (RIA) Developing the next generation technologies of renewable electricity and heating/cooling: **105 proposals**
- LCE-31-2016-2017 (RIA) Social Sciences and Humanities Support for the Energy Union: **18 proposals**



Topics of 2017 (Single Stage)

**Deadline
5 January 2017**

A total of **84 proposals** were submitted in response to this call for the following 2017 topics:

- LCE-08-2016-2017 (RIA) Development of next generation biofuel technologies: **30 proposals**
- LCE-27-2017 (RIA) Measuring, monitoring and controlling the potential risks of subsurface operations related to CCS and unconventional hydrocarbons: **4 proposals**
- LCE-28-2017 (RIA) Highly flexible and efficient fossil fuel power plants: **15 proposals**
- LCE-29-2017 (RIA) CCS in industry, including Bio-CCS: **12 proposals**
- LCE-30-2017 (RIA) Geological storage pilots: **4 proposals**
- LCE-21-2017 (CSA) Market uptake of renewable energy technologies: **19 proposals**



Topics of 2017 (Single Stage)

**Deadline
14 February 2017**

A total of 81 proposals were submitted in response to this call for the following 2017 topics (closure date 14 February 2017):

- LCE-01-2016-2017 (RIA) Next generation innovative technologies enabling smart grids, storage and energy system integration with increasing share of renewables: distribution Network: **54 proposals**
- LCE-04-2017 (IA) Demonstration of system integration with smart transmission grid and storage technologies with increasing share of renewables: **6 proposals**
- LCE-05-2017 (RIA) Tools and technologies for coordination and integration of the European energy system: **21 proposals**

Topics of 2017 (Single Stage)

**Deadline
 16 February 2017**

Topic	Activity	Budget (€)
LCE-35-2017 (ERA-NET Cofund)	Joint Actions to foster innovative energy solutions in renewable energy technologies	26,000,000
LCE-36-2016-2017 (CSA)	Support to the energy stakeholders to contribute to the SET-Plan (geothermal energy)	600,000
	Total	26,600,000

Scaduto

Topics of 2017 (Single Stage)

**Deadline
7 September 2017**

Topics (IA)	Activity	Budget (€)
LCE-10-2017	Reducing the cost of PV electricity	10,000,000
LCE-11-2017	Near-to-market solutions for reducing the water consumption of CSP Plants	12,000,000
LCE-12-2017	Near-to-market solutions for the use of solar heat in industrial processes	8,000,000
LCE-14-2017	Demonstration of large >10MW wind turbine	25,000,000
LCE-16-2017	2nd Generation of design tools for ocean energy devices and arrays development and deployment	7,000,000
LCE-17-2017	Easier to install and more efficient geothermal systems for retrofitting buildings	8,000,000
LCE-18-2017	EGS in different geological conditions	10,000,000
LCE-19-2016-2017	Demonstration of the most promising advanced biofuel pathways	15,000,000
LCE-20-2016-2017	Enabling pre-commercial production of advanced aviation biofuel	10,000,000
LCE-35-2017 (ERA-NET Cofund)	Joint Actions to foster innovative energy solutions in renewable energy technologies	26,000,000
	Total	131,000,000



call

Smart and Sustainable Cities (SSC)

Topics of 2017

A total of **17 proposals** were submitted in response to this call for the topic:

- **SCC-1-2016-2017** (IA) for Smart Cities and Communities lighthouse projects

A total of **45 proposals** were submitted in response to this call for the topic:

- **SCC-02-2016-2017** (IA) Demonstrating innovative nature-based solutions in cities



call

SME Instrument

Fase 1: concetto e valutazione della fattibilità



Input:

Idea/Concept in "**Business Plan I**" (~ 10 pages)

Main Activities:

Feasibility of concept
 Risk assessment
 IP regime
 Partner search
 Design study
 Pilot application

Output: elaborated "**Business plan II**"

Lump sum: around 50.000 €

~ 6 months

Fase 2: R&D, dimostrazione, market replication



Input:

"**Business plan II**" + "**Description of activities under Phase 2**" (~ 30 pp.)

Main Activities:

Development Prototyping
 Testing
 Piloting
 Miniaturisation
 Scaling-up
 Market replication

Output: investor-ready

"**Business plan III**"

0,5-2,5 (5) M€ EC funding

~ 12 to 24 months

Fase 3: Commercializzazione



Input:

"**Business plan III**"
 +

Opportunities:

'**Quality label**' for successful Phase 1 & 2

Easier access to private finance

Support via networking, training, coaching, information, addressing i.a. IP management, knowledge sharing, dissemination

SME window in the EU financial facilities (debt facility and equity facility)

No direct funding

Coaching

Le scadenze SME Instrument 2016-2017

2017	
<u>Fase 1</u>	<u>Fase 2</u>
15/02/2017	18/01/2017
03/05/2017	06/04/2017
06/09/2017	01/06/2017
08/11/2017	18/10/2017

call

Prizes



Prizes

	Budget	Deadline
Horizon prize for Integrated Photovoltaic System in European Protected Historic Urban districts	750,000	26 September 2018
Horizon prize for CO2 REUSE	1,500,000	3 April 2019
Horizon prize for LOW CARBON HOSPITAL	1,000,000	3 April 2019

1. Who can participate?

Any legal entity, regardless of its place of establishment, or international organization.

2. How can participate?

- (a) at least three legal entities shall participate in an action;
- (b) three legal entities shall each be established in a different Member State or associated country; and
- (c) the three legal entities referred to in point (b) shall be independent of each other.

3. Who is eligible for funding?

- (a) any legal entity established in a Member State or **associated country***, or created under Union law;
- (b) any international European interest organisation;
- (c) any legal entity established in a **third country** identified in the work programme (Annex A).

Associated Countries

- " Iceland
- " Norway
- " Albania
- " Bosnia and Herzegovina
- " the former Yugoslav Republic of Macedonia
- " Montenegro
- " Serbia
- " Turkey
- " Israel
- " Moldova
- " Switzerland
- " Faroe Islands
- " Ukraine
- " Tunisia
- " Georgia
- " Armenia

International Cooperation

In case of a participating legal entity established in a **third country not eligible for funding**, funding from the Union may be granted provided that at least one of the following conditions is fulfilled:

- a) The participation is deemed essential for carrying out the action
- b) Such funding is provided for under a bilateral scientific and technological agreement



Third countries not eligible

Industrialised countries: for instance US, Canada, Republic of Korea, Singapore, Australia, Taiwan, New Zealand, Macao, San Marino, Monaco, Andorra, Vatican, etc.

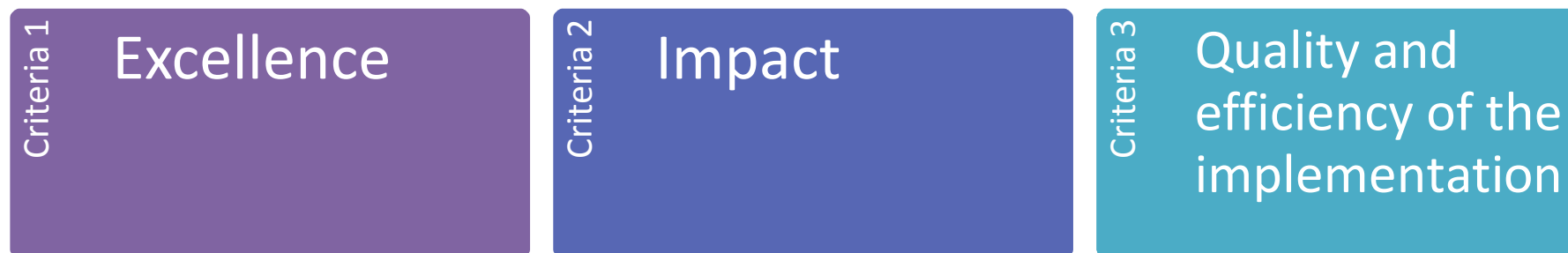
Emerging economies: BRIC+M Brazil, Russia, India, China and Mexico

4. How proposal are selected?

The evaluation is carried out by independent experts.

<http://ec.europa.eu/research/participants/portal/desktop/en/experts/index.html>

3 CRITERIA



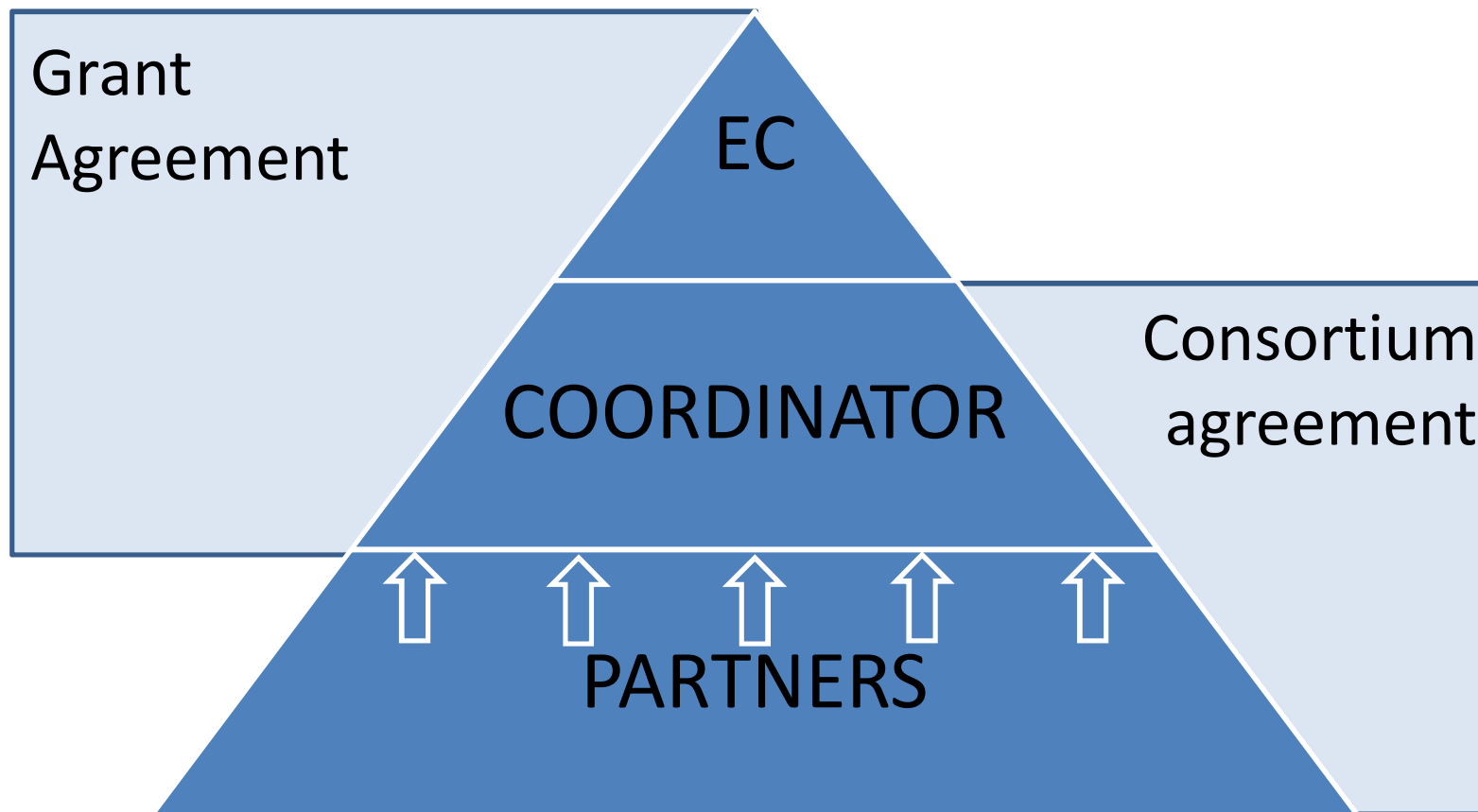
- POSSIBILI BANDI CON **PROCEDURA DI PRESENTAZIONE A DUE STEP**
- **ECCELLENZA**, UNICO CRITERIO PER LE AZIONI ERC
- PESO PONDERATO CRITERIO **'IMPATTO'** NELLE INNOVATION ACTION

5. When a project starts?



By default: the first day of the month following the date the **Grant Agreement** enters into force.

Legal frame



6. What are the funding rules?

1 reimbursement rate by action (same rate for all beneficiaries and all activities):

- “ Up to 100% for Research and Innovation Actions
- “ Up to 100% for Coordination and Support Actions
- “ Up to 70% for Innovation Actions (non-profit entities up to 100%) and programme co-fund actions

1 method for calculation of indirect costs:

- “ Flat rate of 25% of total direct costs, excluding subcontracting, costs of third parties and financial support to third parties
- “ If provided in WP, lump sum or unit costs

Funding of the action not exceed **total eligible costs minus receipts**

Frequent mishaps – Eligibility / Admissibility

- “ Call deadline is unchangeable: use all advantages of the electronic submission system to make the deadline!
- “ Completeness: one section missing makes your proposal inadmissible
- “ Partnerships: remember the principle of 3 participants from MS or AC (check work programme for exceptions)
- “ Page limit of 50 pages for CSA, 70 for IA+RIA: applied strictly during the evaluation

Frequent mishaps – Excellence

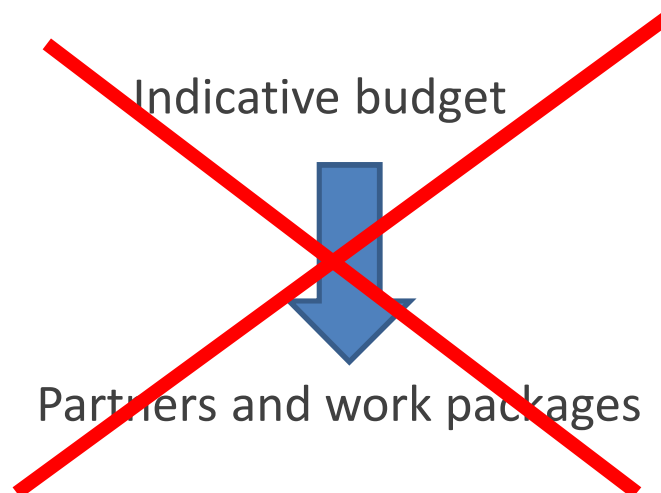
- “ Evaluation results: proposal often miss explanation of the concept and added value and innovation falls short.
- “ Be courageous – take choices, focus and innovate.
- “ “Explain the overall concept underpinning the project” -> do this not only from the perspective of the coordinator.. Input from your partners is key.
- “ Do not assume that evaluators know your specific context.
- “ Do not overcrowd objectives and show how you achieve them.
- “ You win by explaining!

Frequent mishaps – Impact and Implementation

- “ Evaluation results: ambition is not quantified / not realistic / not supported by action.
- “ Quantify! Describe in a concise, yet robust, manner your baseline, benchmarks and assumptions.
- “ Keep your challenge in mind!
- “ Plan activities to monitor your performance.
- “ The consortium of partners must be excellent and appropriate for the tasks.
- “ Be aware: keep the link to actual activities in your work plan!

Frequent mishaps – Resources

- “ Evaluation results: work plan not sufficiently detailed / budgets not justified / budgets seem top-down
- “ Make sure work description sufficiently detailed and clear
- “ Invest time into this: this is the opportunity to convince evaluators that you can materialize your vision
- “ Invest time into your resource planning bottom up:



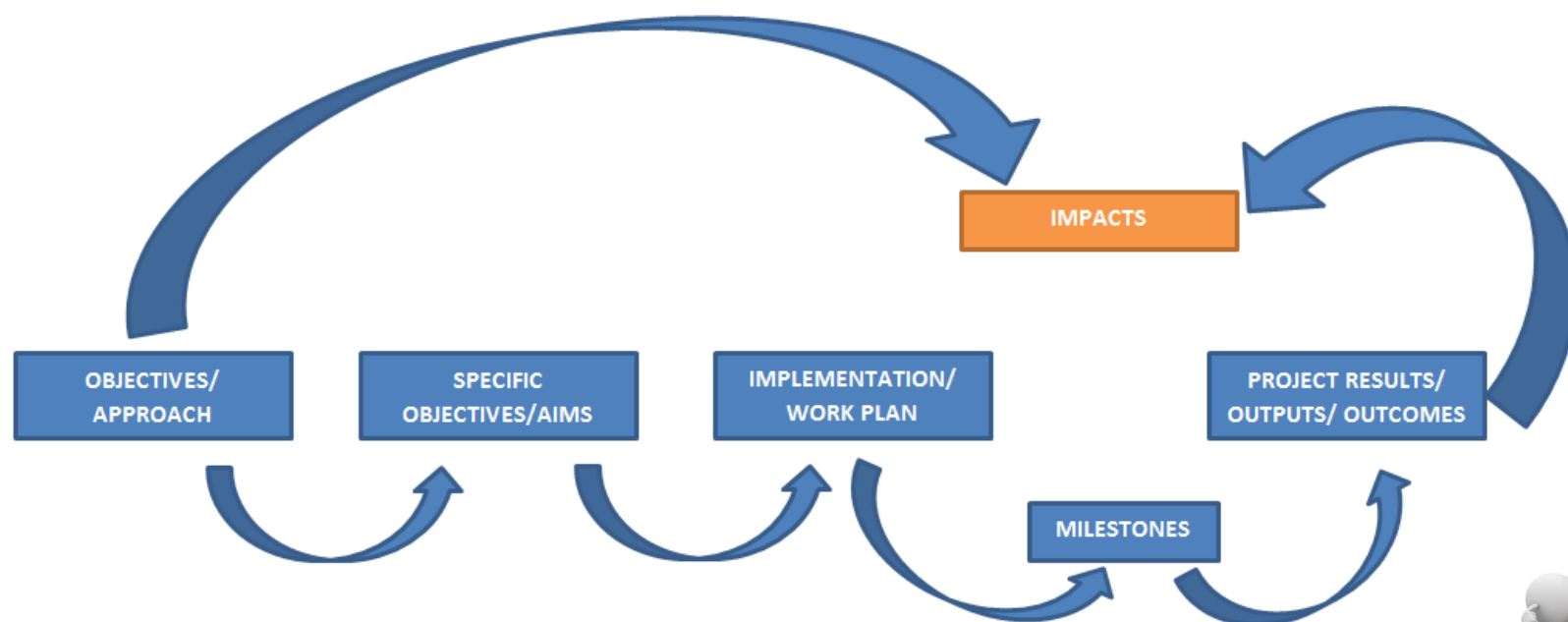
Tips for successful proposals

- “ Treat each section as if it is the most important section.
- “ Think about presentation and the layout of the proposal. Use diagrams to explain complex concepts.
- “ Ask an “informed outsider” for critical proof-reading and check for spelling mistakes (ask a native speaker check the English).
- “ Sell, don’t tell. Make the evaluator feel your passion. In addition to having an excellent idea which is the basis of any successful proposal, researchers must sell the concept to the evaluators.
- “ The Project has to serve the needs of the European Community / European Policies (Impact).

Tips for successful proposals

- ” Do not submit at the last minute!
- ” Do not hesitate to submit several versions.
- ” Read all the documents provided by the EC.
- ” Follow exactly the structure given in the guide for applicants.
- ” Be as concise and precise as possible. Avoid general statements.
- ” Have the evaluation criteria at the forefront when writing the proposal.

Coherence of the proposal



Consistency of the proposal

Description
of the
activities



Budget

Development of the text

- “ Introduce (new) concepts at the beginning, explain (do not introduce new concepts afterwards)
- “ Refer to public data (statistics) if relevant
- “ Refer to previously funded projects (innovation can be a follow-up)
- “ Use terminology relevant to the context of the Programme and the call (topic)
- “ Short and dense text (use the diagrams)
- “ Make the text clear, well structured and fluent
- “ Plan an index, use short paragraphs, point out key passages, schematise the concepts
- “ Insert only information relevant to the project



Structure and approach

Make the proposal readable.

Evaluator has few hours to read your proposal and evaluate it.

Write in **bold**, use *cursiv*, underline.

Better one table than thousand words...





Eleven centres and research groups active in andrology and medical sexology have been selected: Leuven (B), Muenster (D), Leipzig (D), Barcelona (E), Rome (I), Florence (I) (these biomedical centres also have interdisciplinary connections with psychological and psychosexual research groups and inter sectorial connections with research groups in the sectors of sociology and science of communication; complementary training described in point B2.1 will be organised in these Centres); Malmoe (S), Manchester (UK), Giessen (D), Tartu (EE), Lodz (PL) (centres with clinical and bio-molecular facilities). See also point B3 with the individual Centres description.

As previously noted, these centres are already active in the field. The project will be able to make use of an already existing infrastructure.

Also inserted in the Network will be the complementary training in the andrological field: Serono, Organon, Ferring, Eli Lilly, Pfizer, Bayer, and GSK, manufacturer of testosterone, Johnson & Johnson, manufacturer of the treatment for premature ejaculation, Schering-Plough, manufacturer of administration methods dedicated to andrology. The complementary training described in point B2.1 will be organised by experts in the field.

List of involved Centres

Malmö (S), University of Lund, Department of Urology, Chairman Prof. Hans-Juergen Glander
 Manchester (UK), Department of Endocrinology and Reproductive Medicine, Chairman Prof. Frederick Wu
 Tartu (EE), Department of Urology, Tartu University, Chairman Prof. Eberhard Nieschlag
 Leuven (B), Department of Endocrinology, University of Leuven, Chairman Prof. Giwerzman
 Muenster (D), Institute of Reproductive Medicine, University of Muenster, Chairman Prof. Andreas Meinhardt
 Giessen (D), Department of Dermatology, Justus Liebig University of Giessen, Chairman Prof. Andreas Meinhardt
 Leipzig (D), Department of Andrology and Dermatology, University of Leipzig, Hans-Juergen Glander
 Lodz (PL), Department of Andrology and Reproductive Endocrinology, Medical University of Lodz, Chairman Prof. Krzysztof Kula
 Barcelona (E), Fundacion Puigvert Andrology Service, Clinica de la Santa Creu, Chairman Prof. Osvlado Rajmil
 Rome (I), Department of Medical Physiopathology, University of Rome "La Sapienza", Co-Chairmen Prof. Andrea Lenzi and Prof. Franco Dondero



for the EAA. This new research and training project will be able to make use of an already existing infrastructure.

generation products active in the field. The project will be able to make use of an already existing infrastructure. The complementary training described in point B2.1 will be organised by experts in the field.

Prof. Giwerzman
 Prof. Frederick Wu
 Eberhard Nieschlag
 Prof. Andreas Meinhardt



!!!

centres	Competencies					
	Clinical	Laboratory	Sexological	Psychological	Ethical	Sociological
Rome	X	X	X	X	X	X
Malmo	X	X	x	-	X	-
Manchester	X	X			X	-
Tartu	X	X			-	-
Leuven	X	X			X	X
Muenster	X	X			X	X
Giessen	X	X			X	-
Leipzig	X	X			-	-
Lodz	X	X	X	-	-	-
Barcelona	X	X	X	X	X	X
Florence	x	X	X	x	x	X



.. The last tips!

- “ Your proposal must be written in order to solve European problems identified in EU policies.. Never give the impression that you are writing a project because trying to get funding!
- “ Don't considerate only scientific aspects (it is not an scientific paper!) but also political, economical and social!
- “ Confront with the NCP the consistency of your project idea!

NCP's Mission

Highly professional **SUPPORT SERVICES** operating nationally will form an essential component of Horizon 2020 implementation. By **SPREADING AWARENESS, GIVING SPECIALIST ADVICE, AND PROVIDING ON-THE-GROUND GUIDANCE**, they will ensure that the new programme becomes **KNOWN AND READILY ACCESSIBLE TO ALL POTENTIAL APPLICANTS**, irrespective of sector or discipline.

→ *In accordance with national law, systems should be in place to ensure that **confidential information** that comes into the possession of NCPs is treated accordingly.*

*"EC - NCP Guiding Principles"

http://ec.europa.eu/research/participants/portal/desktop/en/support/national_contact_points.html

A Dedicated Partner Search (PS) tool for H2020 Energy topics



Go to <http://www.c-energy2020.eu/>

Select PS link



Login

Username (E-Mail address):

Password:

LOGIN

Registration

Password lost?

Navigation

HORIZON 2020 - WORK PROGRAMME - Part 10. :

Dedicated Partner Search Facility

This C-Energy2020 Partner Search Facility has been set up to support its clients in establishing consortia. This is done under the Energy area of the Societal challenge Pillar.

On this web-service we discern between:

- **Partner Offer** - Researchers who offer their research project consortia

- **Partner Search** - Researchers or consortia with a specific expertise

- **Partner Search** - Researchers or consortia with a complement the expertise scope of the consortium

In order to get information on the already published

Register, create an account and password

(Login if account already created)

Further Information

- “ **Horizon 2020 Helpdesk - Research Enquiry Service:**
<http://ec.europa.eu/research/index.cfm?pg=enquiries>
- “ **Energy National Contact Points (NCPs) Network:**
<http://www.c-energy2020.eu/>
- “ **Enterprise Europe Network:**
<http://een.ec.europa.eu/about/branches>
- “ **Participant Portal:**
<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>



Non esitate a contattarci!

APRE

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