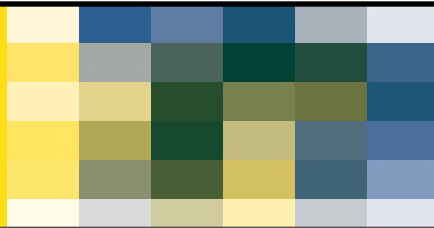


Tips to be successful in international corporation

by

Bent Egebart, Whyse aps
Copenhagen



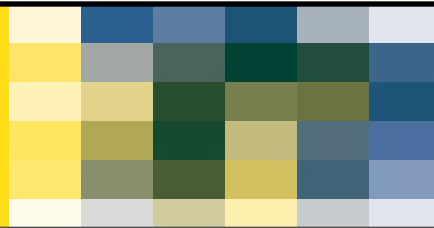
Whyse

Step 1.

You want to be involved in EU projects?

You have some knowledge and skills?

Your organisation have “capacity”?



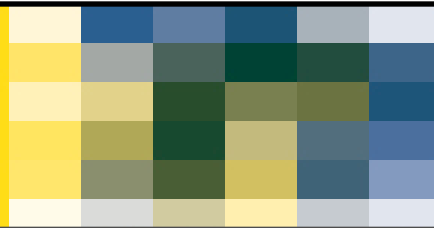
Step 2.

Find the right theme(s) of your interest

Find the associated Call (for proposals)

Find the right partners*

*lesson later this afternoon



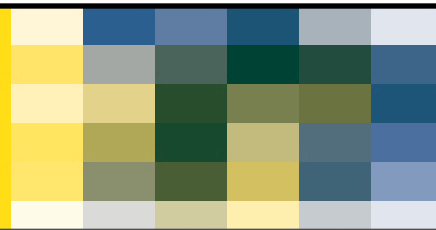
Step 3.

Find your role in the consortia

Find the right work to do (work packages)

Define you Intellectual Property Right

Find your cost for doing the job

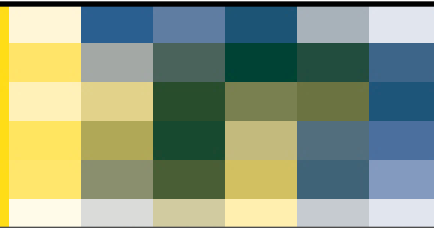


Step 5.

Make sure the proposal is finished in time

Make sure the proposal is review in total

Make sure the proposal is submitted in due time

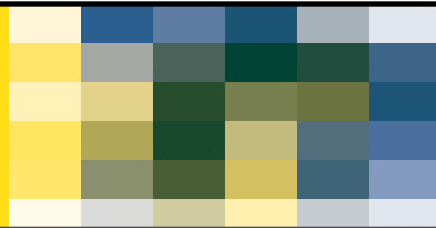


Step 6.

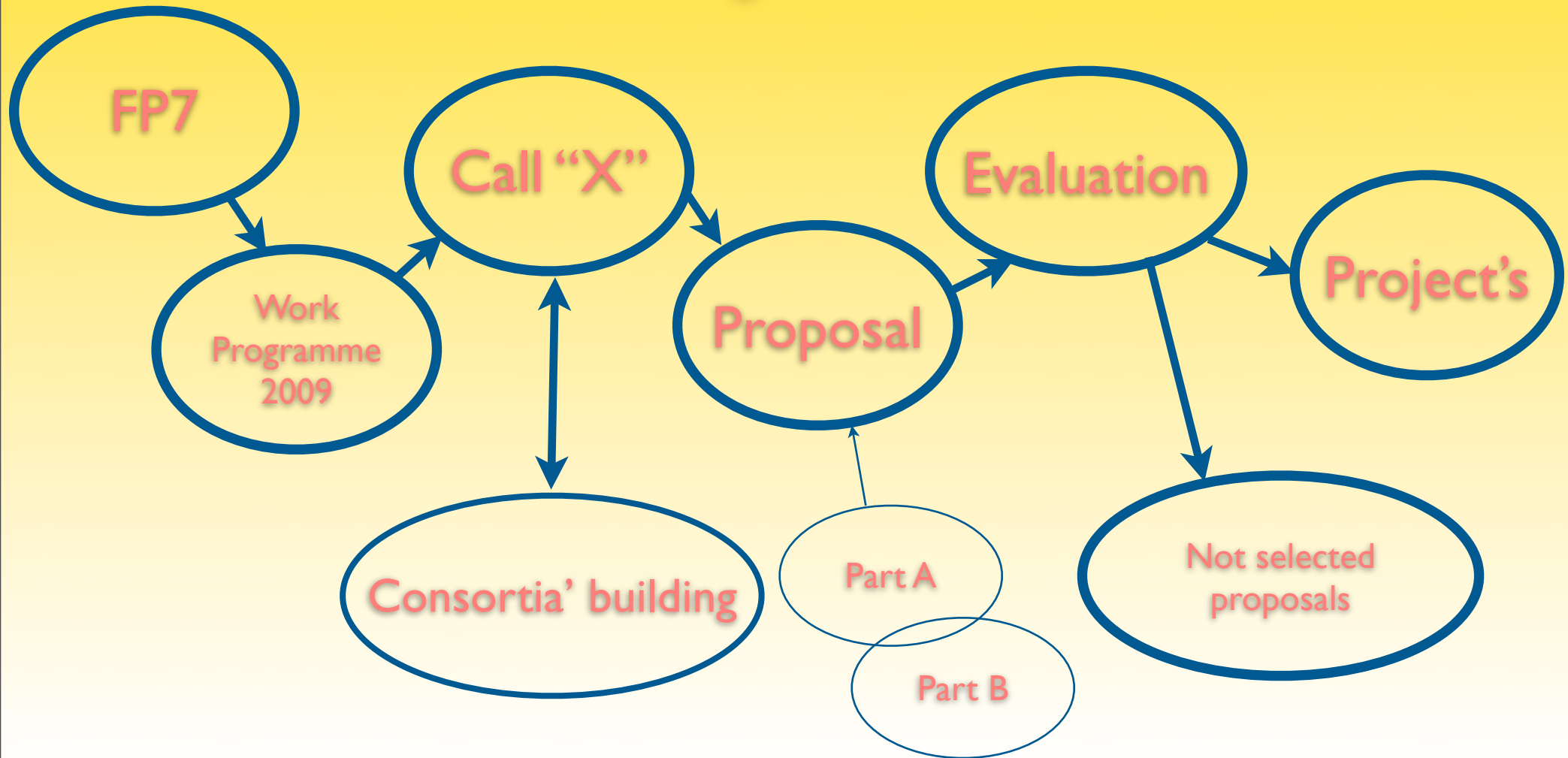
Wait for the result

Wait for the result

Wait....€€€€€€



Helicopter view



Terminology

Launch of Call
Closing of Call

IPR

Dissemination

exploitation

Part B

Type of project = Funding scheme

Roles in a project:
User, Integrator, Specialist,
Researcher

Advanced payment

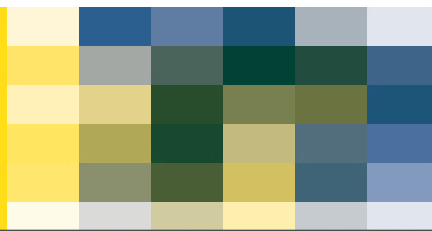
Rules of participation

Whyse

Let us look a bit closer

Finding the right “theme”

theme = technical area



Seventh Research Framework Programme (FP7)

Important Legal Notice

English (en)



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[Ideas](#)

[People](#)

[Capacities](#)

[Euratom](#)

[JRC](#)

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[Several FP7 calls launched](#)

What type of user are you?
The Seventh Framework Programme (FP7) is designed to support a wide range of participants... [read more](#)

- [Private company](#)
- [Public organisation](#)
- [Individual researchers](#)
- [Outside the EU](#)

Highlights
■ The updated version
(2000 05 03) - 511 -

Whyse

Cooperation

- Health
- Food, Agriculture and Fisheries, Biotechnology
- Information & communication technologies
- Nanotechnologies, materials & new production technologies
- Energy
- Environment (including Climate Change)
- Transport (including aeronautics)
- Socio-economic Sciences and the Humanities
- Space
- Security

Find a Call

FP7 Calls

Cooperation

Ideas

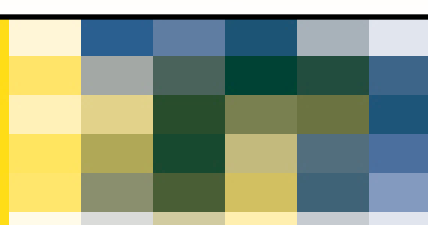
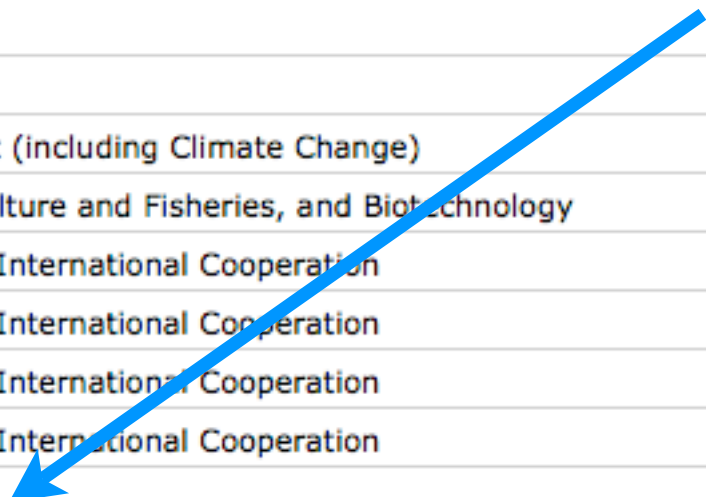
People

Capacities

Euratom

Latest Published Calls / Latest Call Information / Detailed Search ↓

Publication Date ▲ ▼	Programme ▲ ▼	Theme ▲ ▼	Call Identifier ▲ ▼
2008-09-03	Capacities	Research for the benefit of SMEs	FP7-SME-2008-3
2008-09-03	Cooperation	Security	FP7-SEC-2009-1
2008-09-03	Capacities	Research for the benefit of SMEs	FP7-SME-2008-2
2008-09-03	Cooperation	Space	FP7-SPACE-2009-1
2008-09-03	Cooperation	Health	FP7-Health-2009-single-stage
2008-09-03	Cooperation	Health	FP7-Health-2009-two-stage
2008-09-03	Cooperation	Environment (including Climate Change)	FP7-ENV-2009-1
2008-09-03	Cooperation	Food, Agriculture and Fisheries, and Biotechnology	FP7-KBBE-2009-3
2008-09-03	Capacities	Activities of International Cooperation	FP7-INCO-2009-1
2008-09-03	Capacities	Activities of International Cooperation	FP7-INCO-2009-2
2008-09-03	Capacities	Activities of International Cooperation	FP7-INCO-2009-4
2008-09-03	Capacities	Activities of International Cooperation	FP7-INCO-2009-5
2008-09-03	Cooperation	Energy	FP7-ENERGY-2009-1
2008-09-03	Cooperation	Energy	FP7-ENERGY-2009-2

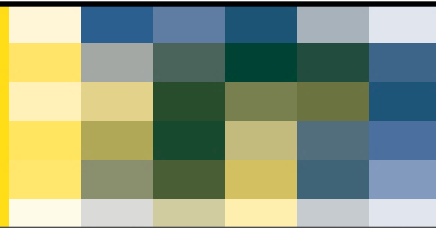


Whyse

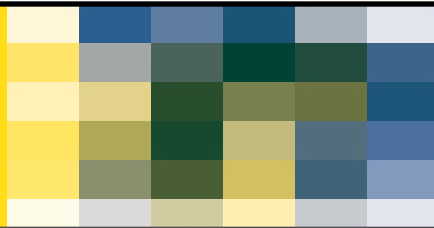
You found a theme!

Now it is time to read and check

1. Work Programme
2. Call fiche
3. Rules of participation

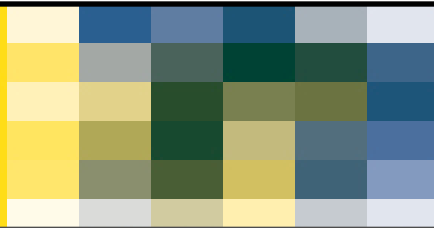


<input type="checkbox"/> Call Fiche	English PDF
<input type="checkbox"/> work programme - General Introduction	English PDF
<input type="checkbox"/> work programme - Energy	English PDF
<input type="checkbox"/> work programme - General annexes	English PDF
<input type="checkbox"/> Guide for Applicants (Collaborative projects - CP)	English PDF
<input type="checkbox"/> Guide for Applicants (Coordination and Support Action: Coordinating - CSACA)	English PDF
<input type="checkbox"/> FP7 factsheets	English PDF



Work Programme

- (Can you) Find a description of what you want to get involved in?



WORK PROGRAMME 2009

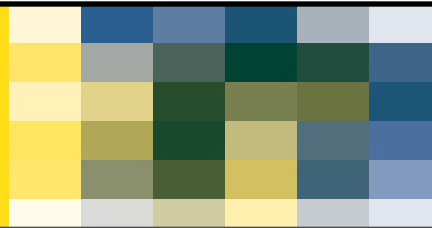
COOPERATION

THEME 5

ENERGY

(European Commission C(2008)4598 of 28 August 2008)

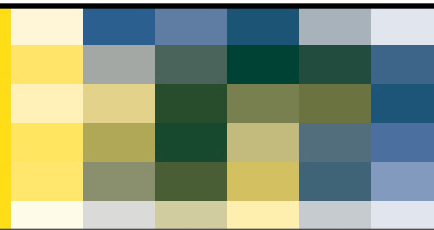
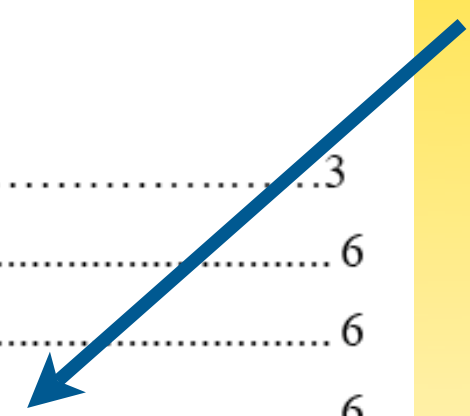
Something like approx. 60 pages



ANNUAL WORK PROGRAMME

2009

5.1. CONTEXT.....	3
5.2. CONTENT OF CALLS IN 2009	6
ACTIVITY ENERGY.1: HYDROGEN AND FUEL CELLS	6
ACTIVITY ENERGY.2: RENEWABLE ELECTRICITY GENERATION	6
ACTIVITY ENERGY.3: RENEWABLE FUEL PRODUCTION	12
ACTIVITY ENERGY.4: RENEWABLES FOR HEATING AND COOLING.....	16
ACTIVITY ENERGY.5: CO2 CAPTURE AND STORAGE TECHNOLOGIES FOR ZERO EMISSION POWER GENERATION.....	17
ACTIVITY ENERGY.6: CLEAN COAL TECHNOLOGIES	19



Topic ENERGY.2009.2.1.1: Efficiency and material issues for thin-film photovoltaics

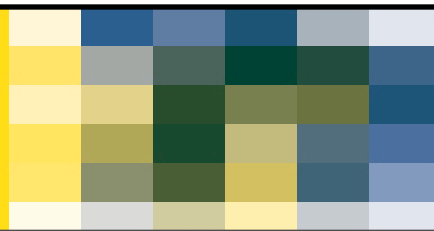
Content/scope: Thin-film photovoltaics has an inherent low-cost potential because its manufacture requires only small amounts of active materials and it is suited to fully-integrated processing and high throughputs. Research is needed to improve device quality and module efficiency, and to develop a better understanding of the relationship between the deposition processes and parameters, the electrical and optical properties of the deposited materials, and the device properties that result. Key issues to be addressed are improvement of understanding of electronic properties of materials and their interfaces, improvement of the quality and stability of transparent conductive oxides (TCOs), and development of advanced methods for optical confinement. Results should be transferred to production lines by the end of the project.

Funding scheme: Collaborative project

Expected impact: Accelerated market development of cost-effective and more efficient thin-film photovoltaics.

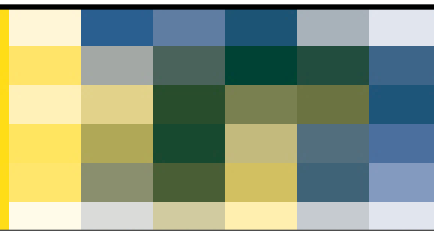
Other information: In order to maximise industrial relevance and impact of the research effort, the active participation of SMEs represents an added value to this topic. This will be reflected in the evaluation. The active participation of relevant Chinese partners could add to the scientific and/or technological excellence of the project and/or lead to an increased impact of the research to be undertaken; this will also be considered by the evaluators.

Open in call: FP7-ENERGY-2009-1



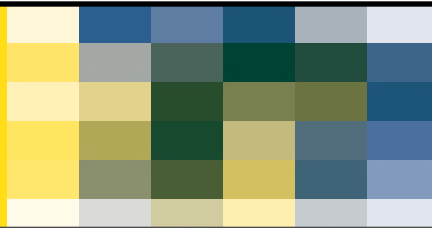
Indicative budget for the Energy Theme for the 2009 work programme²⁶

Call/ activity	RTD total Million EUR	RTD 2008 Million EUR	RTD 2009 Million EUR	TREN 2009 Million EUR
FP7-ENERGY-2009-1 ²⁷	83		83	
FP7-ENERGY-2009-2				100
FP7-ENERGY-2009-3	5.5		5.5	
FP7-ENERGY-2009- BIOREFINERY	15		15	15
General Activities (see Annex 4)	1.7		1.7	0.4
Other				5.2
Monitoring and review costs	0.4		0.4	
Other Actions ²⁸	0.2		0.2	
Evaluation costs	1.5	1.4 ²⁹	0.1	2.5
Estimated total budget allocation	107.3	1.4	105.9	123.1



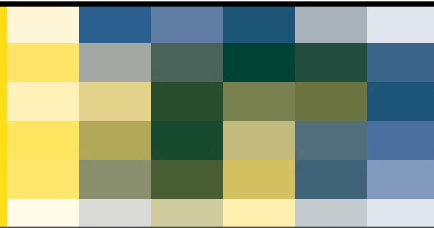
More information on Energy:

1. <u>ZHDANOK, Sergey (Dr)</u>	
Energy NCP	Record Control Number: 20084 Update Date: 2007-03-08
Institute of Heat and Mass Transfer P.Brovki Street, 15 220072 Minsk BELARUS	Tel: +375-17-2842136 Fax: +375-17-2922513 URL: http://www.itmo.by Email: Contact Programme acronym: FP7-ENERGY



Rules of participation

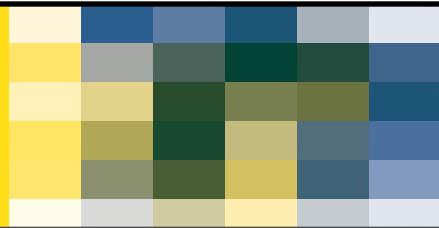
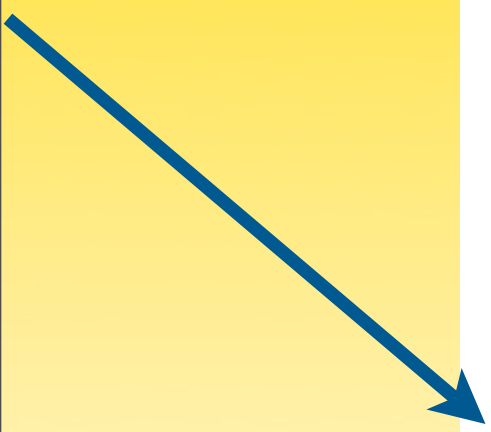
- Are you allowed to participate?
(the first and important question)
- Can you be funded?
- * Yes, normally you are allowed, but several other conditions must be meet



http://cordis.europa.eu/fp7/find-doc_en.html

FP7 legal basis:

- [FP7 EC](#) [HTML]
- [FP7 Euratom](#) [HTML]
- [SP Cooperation](#) [HTML]
- [SP Ideas](#) [HTML]
- [SP People](#) [HTML]
- [SP Capacities](#) [HTML]
- [SP Nuclear Research](#) [HTML]
- [EC Rules for participation](#) [HTML]
- [Euratom Rules for participation](#) [HTML]



Article 5

Minimum conditions

1. The minimum conditions for indirect actions shall be the following:

- (a) at least three legal entities must participate, each of which must be established in a Member State or associated country, and no two of which may be established in the same Member State or associated country;
- (b) all three legal entities must be independent of each other within the meaning of Article 6.

2. For the purposes of point (a) of paragraph 1, where one of the participants is the JRC, or an international European interest organisation or an entity created under Community law, it shall be deemed to be established in a Member State or associated country other than any Member State or associated country in which another participant in the same indirect action is established.

From the Work Programme:

Eligibility Conditions

The evaluation criteria, together with the eligibility, selection and award criteria, for the different funding schemes are set out in Annex 2 to this work programme

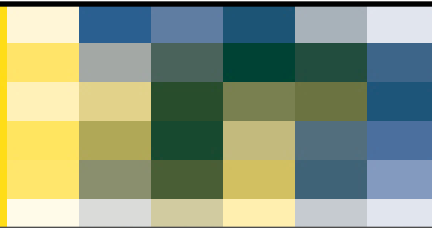
The minimum number of participating legal entities required, for all funding schemes, is set out in the Rules for Participation. They are summarised in the table below²³:

Funding scheme	Minimum conditions
Collaborative project	At least 3 independent legal entities, each of which is established in a MS or AC, and no two of which are established in the same MS or AC.
Coordination and support action(coordinating action)	At least 3 independent legal entities, each of which is established in a MS or AC, and no two of which are established in the same MS or AC.

EU jargon

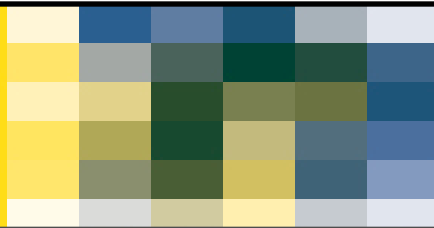
The Commission call it **funding scheme**
actually it is
project types

The Commission is doing very important things, when you do so important things it must not be easy to understand, that's why they find some cryptic names like:
funding scheme



Funding scheme

- Integrated projects, IP (big R&D projects)
- STREP (medium to small R&D projects)
- Demonstration (non R&D projects)
- Coordination and support actions, CSA (non demonstration, non R&D projects)



Tip “0”

All R&D are communicated in English!

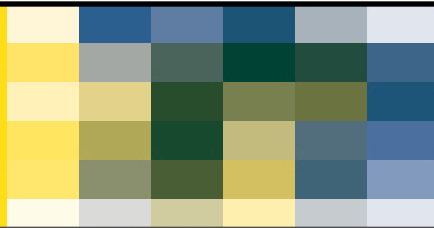
- do not fear it - as soon as you get involved it will be easy

All work are carried out in teams (EU = consortia's)!

- get involved in the right teams

Timing is probably the most important issue - at all!

- the research area of you interest will only be open for proposals once for approx. 2 years!!

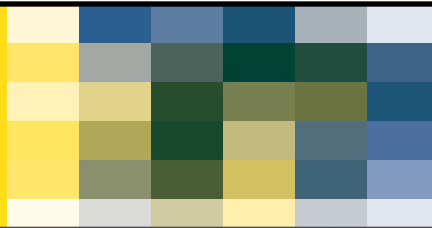


Tip 1

Get in touch with

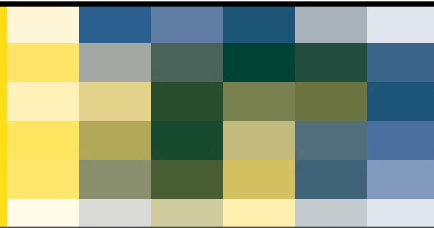


* NCP



Tip 2

learn from existing projects





- **FP7 Home**
- FP7 newsroom
- Understand FP7
- Participate in FP7
- Find a call
- Register your organisation (URF)
- Preparation and Submission of Proposals (EPSS)
- Get support
- Find project partners
- Find a project
- Find a document

	Cooperation	Ideas	
	People	Capacities	
Euratom		JRC	

What type of user are you?

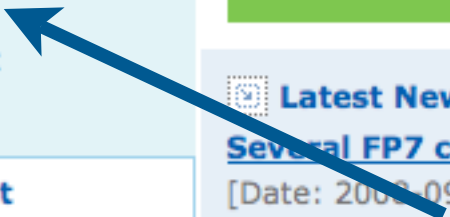
The Seventh Framework Programme (FP7) is designed to support a wide range of participants... [read more](#)

- Private company
- Public organisation
- Individual researchers
- Outside the EU

Highlights

- The updated version (2008-05-08) of the Negotiation Guidance Notes

Latest News
Several FP7 calls launched
[Date: 2008-09-03]



In the spotlight

Search Projects:

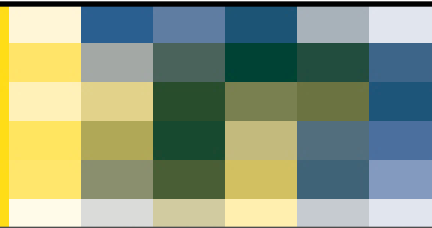
Enter search term(s):

Theme*:

- Any
- FP7-ENERGY**
- FP7-ENVIRONMENT
- FP7-EURATOM-FISSION
- FP7-EURATOM-FUSION

Activity*:

- ENERGY - Energy
- ENERGY-1 - Hydrogen and fuel cells
- ENERGY-1.1 - Fuel Cells
- ENERGY-1.2 - Hydrogen Supply



30 projects were found.

1. GREENSYNGAS

Title: Advanced cleaning devices for production of green syngas

Research area: **ENERGY**-2007-3.2-03 **ENERGY**.2007.3.2.3: High purity syngas cleaning technologies for biofuels

Project start date: [2008-01-01]

2. HYDROACTION

Title: Development and laboratory testing of improved action and Matrix hydro turbines designed by advanced analysis and optimization tools

Research area: ENERGY-2007-2.7-01 New or improved hydro components and concepts, ENERGY-2007-2.6-01 New components and concepts for ocean **energy** converters

Project start date: [2008-09-01]

3. SAFEWIND

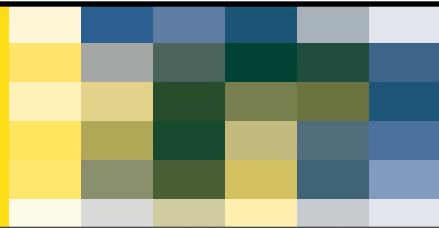
Title: Multi-scale data assimilation, advanced wind modeling and forecasting with emphasis to extreme weather situations for a secure large-scale wind power integration

Research area: ENERGY-2007-2.3-02 External conditions, resource assessment and forecasting for wind **energy**

Project start date: [2008-09-01]

4. FCHINSTRUCT

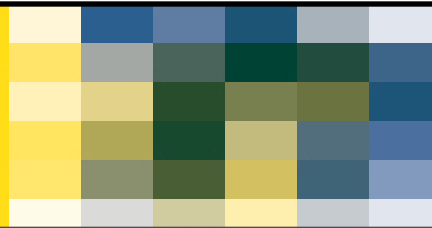
Title: Preparatory activities of the joint technology initiative for fuel cell and hydrogen



Project description

The overall concept of the proposed project is to improve the hydraulic efficiency of small action type turbines, through the development and application of a numerical optimization methodology, that will be validated by the construction and laboratory testing of the prototype models of Pelton, Turgo and Matrix turbines representing both action and reaction types. The methodology to be developed regards the adaptation and application of the Lagrangian Smoothed Particle Hydrodynamics model for the simulation of the flow. The application of the innovative design tool is expected to achieve an average increase in small action and Matrix hydro turbines efficiency of the order of 3 to 5%.

The flow analysis software to be implemented is characterised as cost effective and capable of fast processing of multi-parametric flows, whereas the optimization strategy will be based on Evolutionary Algorithms, resulting in enhanced economic feasibility of the proposed design procedure. The investigation of three different types of small hydro turbines will demonstrate the wide application range of the new methodology and evaluate its generality.



Project details

Project Acronym: HYDROACTION

Project Reference: 211983

Start Date: 2008-09-01

Duration: 36 months

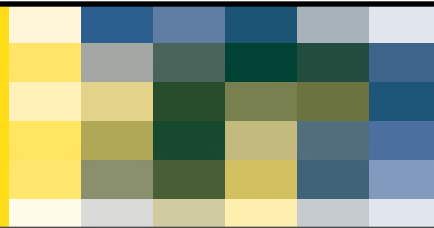
Project Cost: 3.28 million euro

Contract Type: Small or medium-scale focused research project

End Date: 2011-08-31

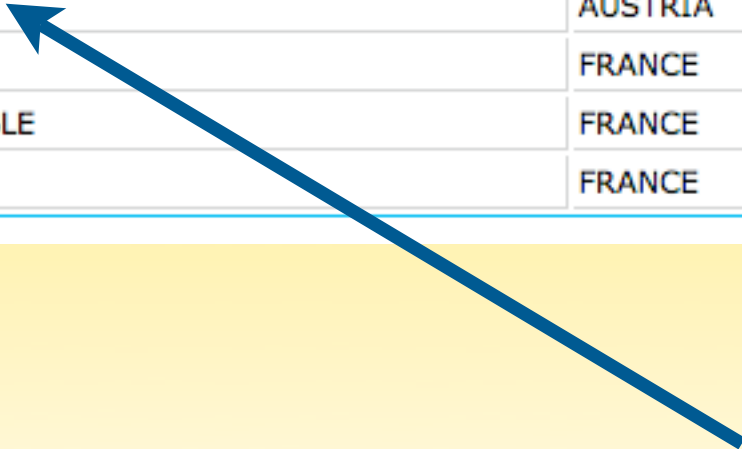
Project Status: Execution

Project Funding: 2.16 million euro



Participants

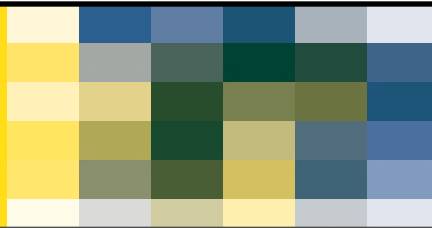
WIRTSCHAFT UND INFRASTRUKTUR GMBH & CO PLANUNGS KG	GERMANY
EUROPEAN SMALL HYDROPOWER ASSOCIATION - ESHA	BELGIUM
VA TECH HYDRO AG	SWITZERLAND
VA TECH HYDRO GMBH	AUSTRIA
SA TECHNIQUES HYDROELECTRIQUES	FRANCE
INSTITUT POLYTECHNIQUE DE GRENOBLE	FRANCE
ECOLE CENTRALE DE LYON	FRANCE



Tip 3

- Make sure the concept is logical and understandable (Soundness of concept)

Do not expect the evaluators to read between the lines, describe the building blocks, and let it be something like $2+3+1+2$ makes 8

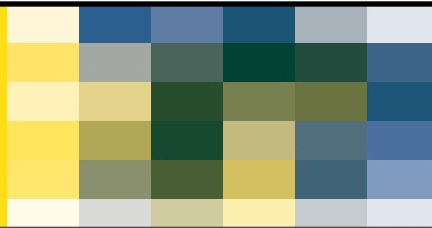


Tip 4

- You know the quality of objectives

But did you also describe it carefully for the evaluators?

By the way how do you describe quality?

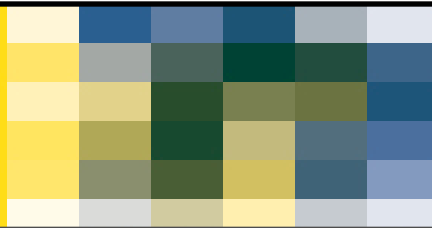


- You do not describe the quality explicit

but it is in the way you describe the working, the state of the art, beyond the state of the art, work packages, partners, allocation of work to partners, the outcome etc.

TEST:

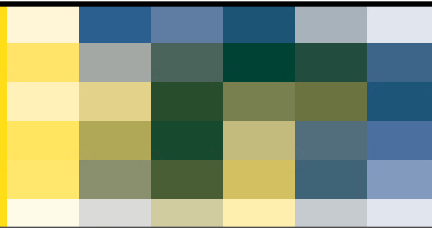
- The x-outcome is significantly better than ..
- The x-outcome is 12% faster than today



Tip 5

- The proposal must contribute to the “political” plans for the future Europe.

It is up to you and/or your partners to know and understand the political messages (ex. EU Parliament).



Tip 6

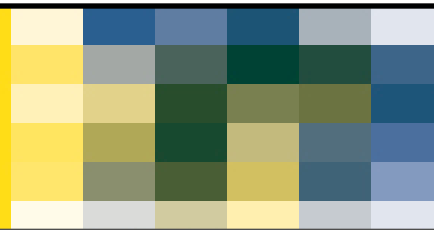
- Quality and effectiveness of the coordination mechanisms, and the associated work plan

Quality

Effectiveness

Mechanisms

Workplan



Tip 7

- Appropriateness of the management structure and procedures

Do you have a contingency plan?

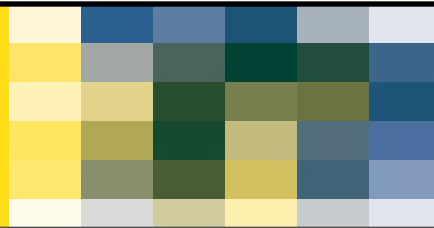
Did you describe your procedures?

Tip 8

- Quality and relevant experience of the individual participants

One of your task is A-job, do yo have an A-job expert in the team?

Or do you have a nearly A-job expert or do you only have a B-job expert to take care of the A-job?

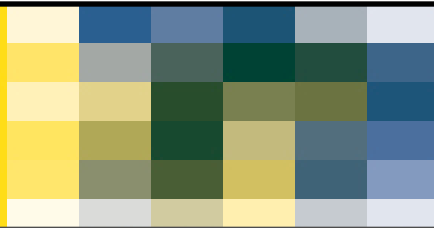


Tip 9

- Quality of the consortium as a whole (including complementarity, balance)

Why is x-partner included when Y-partner have the same expertise?

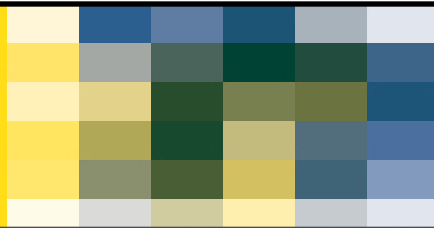
Does each partner have a significant job to do?



Tip 10

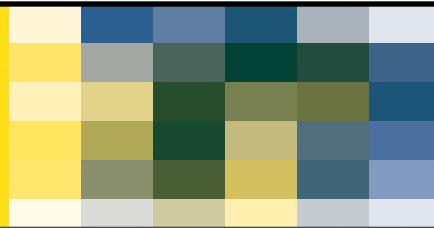
- Appropriateness of the allocation and justification of the resources to be committed (budget, staff, equipment)

Do not involve 2 or 3 A-job experts, it is not efficient and it's too costly!



Tip II

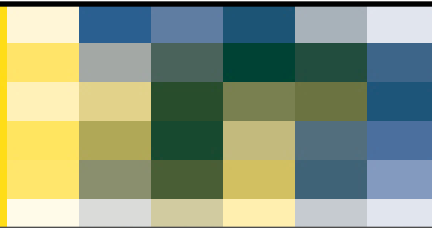
- Contribution, at the European and international level, to the expected impacts listed in the Work Programme.



Tip 12

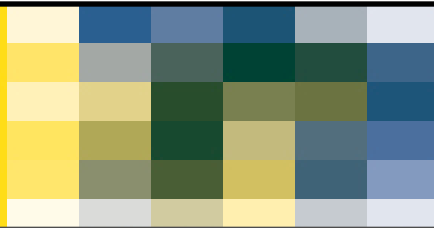
- Appropriateness of measures for spreading excellence, exploiting results, and disseminating knowledge, through engagement with stakeholders, and the public at large.

“The marketing and branding process”



Tip Total

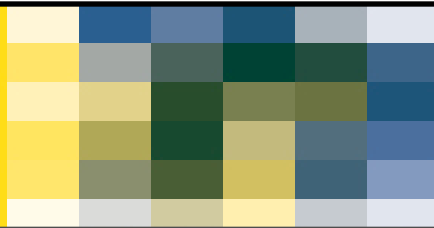
- Scientific and/or technological excellence
- Quality and efficiency of the implementation and management
- Potential impact through the development, dissemination and the use of the project results



Why-?

Do you need to know all this?

- Because you must be an active partner
- An active partner know the game
- Because you must also feel the proposal is as good as it can be (if not, say so!)
- Don't waste you time and chances by just listening - reflect and act on this “tips” and give added value from the start.



Thank you

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