

**BUSINESS FINLAND, SUSTAINABLE MANUFACTURING PROGRAM  
EU INFO DAY 14.4.2020**

# **H2020 proposal and consortium building practicalities**



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# H2020 Calls in funding & tender portal

Match whole words only

GRANTS  TENDERS

**Filter by submission status**

FORTHCOMING  OPEN  CLOSED

**Filter by programme (only for grants)**

H2020

**Filter by programme part**

Leadership in enabling and industrial

**Filter by focus area**

Digitising and transforming European

**Filter by cross-cutting priority**

Select a Priority...

Oct 27, 2017

## AI for the smart hospital of the future

ID: DT-ICT-12-2020

**Focus area:** Digitising and transforming European industry and services (DT)  
Type of action:

◦ IA Innovation action Deadline Model : single-stage Opening: 19 November 2019

Horizon 2020

↳ **Work programme:** Information and Communication Technologies Work programme year: H2020-20

↳ **Call name:** Digitising and transforming European industry and services: digital innovation hubs and platforms | **Call ID:** H2020-DT-2018-2020  
[See all topics of this call >](#)

Topic Updates	<p><b>Topic Updates</b></p> <ul style="list-style-type: none"> <li>Apr 8, 2020 9:28:55 AM Please note that the submission deadline for this topic has been extended from 22 April to 17 June 2020. This extension is a response to the COVID-19 crisis that has severely af</li> <li>Oct 3, 2019 11:42:49 AM Please note that a <i>Guide to ICT-related activities in H2020 work programme 2018-20</i> has been published in the <i>Additional documents</i> section in <i>Topic conditions and documents of Specific proposal templates for topics DT-ICT-04-2020, DT-ICT-09-2020 and DT-ICT-12-2020</i> are now available under <i>Topic conditions and documents</i> part of the respective topics.</li> </ul> <p style="text-align: right;"><input style="border: none; background: none; padding: 2px 5px;" type="button" value="show more..."/></p>
Topic description	<p><b>Topic Description</b></p> <p>Specific Challenge:</p> <p>European health and care systems face a number of challenges linked to the ageing of the population and an increase in the prevalence of chronic conditions. With budget constraints, t</p> <p>to undergo adaption if they are to adequately respond to future population health needs.</p>

# How to read the Call text?

## The Call text defines e.g.

- Requested activity and results: Specific challenge, Scope, Expected impacts
- Max grant for your project (typically 3-15 M€)
- Funding rate; RIA 100%+25%, IA 70%+25%
- TRL, i.e., how close to market you are
- Consortium requirements: Typically 3 countries
- Duration; typically 36 months
- Single stage or two stage proposal process
- Deadline!



## What's essential in it?

- The proposal needs to respond in ALL the text. If something is missing, you're out.
- Remember to check Topic updates, Call updates and FAQs!
- Make decisions and kick off 4-6 months before DL!

Note: This includes only a few examples on what kind of conclusions you could make –not a thorough analysis!

### Specific Challenge:

- Resilience is critical to allow authorities to take proper measures in response to severe disasters, both natural (including climate-related extreme events) and man-made. Innovation for disaster-resilient societies may draw from novel technologies, provided that they are **affordable**, **accepted by the citizens**, and customized and implemented for the (cross-sectoral) needs of first responders.

Compare to current costs level

Task & partner type?

Consider all these!

tackle several simultaneous cases

- Proposals are invited to propose novel solutions improving the protection of first responders against multiple and unexpected dangers, **or** enhancing their capacities by addressing related research and innovation issues, in particular:
- Sub-topic 3: [2020] Methods and guidelines for pre-hospital life support and triage: Development of innovative tools, methodologies and European pre-hospital **guidelines for first responders of medical services, fire services and police and hospital trauma teams** in order to ensure **faster and more effective evaluation and control of numerous seriously injured casualties in disaster and/or emergency situations**. This should take account of lessons learned from military mass-casualty **techniques** such as damage-control surgery. The aim is to ensure more effective pre-hospital triage of victims with appropriate **digital traceability of actions and data transfer from the event to the hospital(s)**, including **across administrative and political boundaries**. If appropriate, proposals should demonstrate how they will **build on relevant previous and ongoing FP7 and/or H2020 projects**.

Focus in traceability & data transfer between systems

Find a partner who has know-how on military mass-casualty technology?

Check the topics of the previously funded projects!

Need know-how or partners from border(s), hospitals and other authorities like police?

systems based on the Internet of Things; solutions based on augmented or virtual reality; systems communication solutions between first responders and victims; risk anticipation and early warning technologies; mitigation, physical response or counteracting technologies; etc.

# Technology readiness level defines which call suits for you



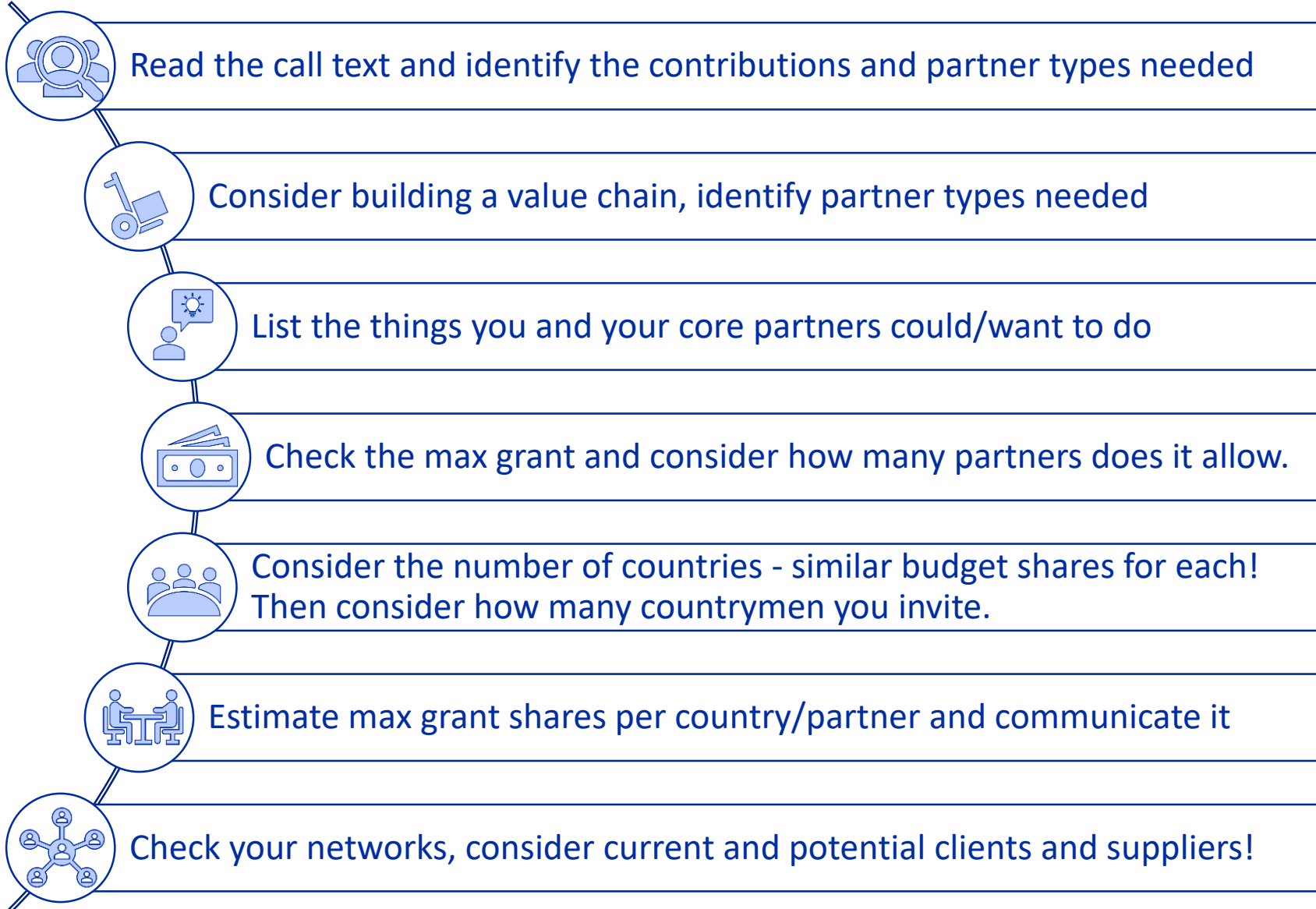
## H2020 TRL definitions

[https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014\\_2015/annexes/h2020-wp1415-annex-g-trl\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf)

- TRL 1 – basic principles observed
- TRL 2 – technology concept formulated
- TRL 3 – experimental proof of concept
- TRL4 – technology validated in lab
- TRL 5 – technology validated in (industrially\*) relevant environment
- **TRL 6 – technology demonstrated in (industrially\*) relevant environment**
- TRL 7 – system prototype demonstration in operational environment
- TRL 8 – system complete and qualified
- TRL 9 –actual system proven in operational environment (Competitive manufacturing\*)

\* In the case of Key Enabling Technologies

# How to build a consortium?



## How to find a missing partner?

- **Firstly utilise networks, both your own and your partners'!**
- Check Call page/Partner search
- Check EEN network
- Check H2020 brokerage platforms
- Call Business Finland
- Check Cordis for relevant earlier EU projects' and their consortiums partners



# Process from idea to product

Example target Call: Fast Track to Innovation, cut off 22.10.2020

From idea to product	Time
In-house R&D	2016?-
FTI idea development	Now - 06/2020
FTI proposal building decision	06/2019
<b>FTI proposal building process</b>	<b>06-10/2020</b>
Decision by EC estimated	01/2021
Grant negotiations estimated	02-03/2021
Project kick off estimated	04/2021
Pre-payment, usually 25% of grant	04/2021
Project ends	03/2023
New product launched at latest	2024

If possible, make decision & kick off before holiday season – after the central European holidays it is too short time left to DL!

## Proposal building process to 22.10.2020 DL

Analyse the call text to assure you understand the requirements

FTI: Select topic: Novelty & innovation, strong business opportunity, some risk

Crystallize the idea: Create a one-pager for selling it to your boss & partners

Contact & engage partners to build value chain, have regular planning meetings

Finalise & visualize project concept for the 1<sup>st</sup> version of WP structure

Distribute work (both writing & project roles) & agree how budget is shared

Consortium meeting: Fix workplan structure, roles and proposal action plan

First draft of the proposal text & budget

Partners inputs to the draft & budget

Full draft prepared, comments and inputs

Consortium meeting (F2F/Skype) on final division of budget and work

Polish, Refine, Review, Proofread and edit full proposal

Submit the proposal

# Proposal practicalities: Part A & B

## Funding & tender portal

1. Get a PIC Code
2. Open the proposal
3. Get the partners PICs and invite them
4. Type in partner organisation & contacts
5. Type in budgets & publishable summary
6. Upload Part B
7. Check and correct, then submit!
8. Improve & upload Part B & update part A
9. Submit!

Start SUBMISSION



”Part B”, the proposal of 70 pages  
Always use the requested proposal template!

- Chapter 1 Excellence, e.g.,
- Objectives
- Relation to the work programme
- Concept and approach
- Ambition, going beyond SotA

- Chapter 2 Impacts, e.g.,
- Expected Impacts
- Communications, dissemination and exploitation of results
- IP and regulatory issues

- Chapter 3 Implementation, e.g.,
- Work plan
- Management
- Risks & mitigation
- Consortium as whole
- Resources = PMs & budget

- Partners
- Partner descriptions
- Subcontracting



# For a newbie, the easiest access to EU funding is to find a consortium, but how to get onboard? Along with the "H2020 usual suspects"

**Contact the research players active in your sector and tell you'd like to join their EU project consortium**

- University or VTT research group
- The non-Finnish RTOs

**Contact friends who have EU projects. To know who has,**

- Download "H2020 organisations" database from Cordis <https://data.europa.eu/euodp/fi/data/dataset/cordisH2020projects>
- Search for organisations you know.
- If you find one, tell them that if they build/get onboard in a new consortium, you would be happy to join



# Participate in the infodays and brokerage events! Utilize online brokerage tools!

## In brokerage event

- Check the project idea posters and pitches
- For the interesting ones, contact the coordinator
- Pitch your own capabilities at pitching session
- Introduce yourself to the fellow next to you 😊

## In online brokerage tools, e.g. ECS Collaboration tool

- Create your own profile
- Search & scan the project ideas, request to joint the interesting ones
- Introduce your own idea



- Thank you for the attention! Take home:
- H2020 provides a multitude of funding opportunities!
  - Make the decision and kick off project building early enough!
  - Business Finland experts can help!

Take off utilising EU  
funding to build  
your success!