



EM TRAININGS



Europa Media Trainings

From idea to Horizon Europe Proposal

Jelena Kajganović

Project Manager- Geonardo

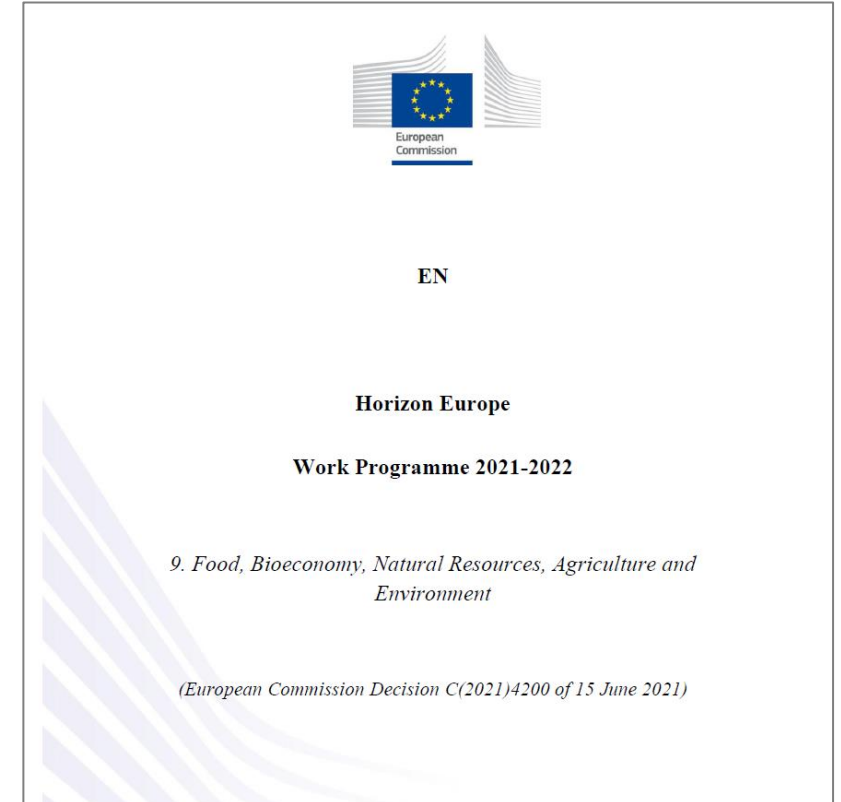
European Funding Academy
Horizon Europe Proposal Writing
17-18 March 2022

© Europa Media

It is strictly prohibited to use or distribute the content and design of this presentation without Europa Media's prior consent.

Work Programmes, Calls, Topics

- **Multiannual work programmes** – calls and topics for two/three years available
- **Deadlines** – single-stage, two-stage, continuously open
- **Flexible budget indications** – might be hard to estimate the number of proposals that will be funded under each topic
- Topic descriptions and deadlines may get **updated** – check regularly the Funding & Tenders Portal!



Call page

Assessing the impacts of digital technologies in agriculture – cost, benefits and potential for sustainability gains

TOPIC ID: HORIZON-CL6-2021-GOVERNANCE-01-22

Grant

| | | | |
|----------------------------|--|--|--|
| General information | General information | | |
| Topic description | Programme Horizon Europe Framework Programme (HORIZON) | | |
| Destination | Call Innovative governance, environmental observations and digital solutions in support of the Green Deal (HORIZON-CL6-2021-GOVERNANCE-01) | | |
| Conditions and documents | | | See budget overview |
| Partner search | Type of action HORIZON-RIA HORIZON Research and Innovation Actions | Type of MGA HORIZON Action Grant Budget-Based [HORIZON-AG] | Open for submission |
| Submission service | Deadline model single-stage | Opening date 22 June 2021 | Deadline date 06 October 2021 17:00:00 Brussels time |
| Topic related FAQ | | | |
| Get support | | | |
| Call updates | | | |

- Deadline model
- Deadline(s)
- Type of action
- Submission service
- Guides, Templates
- FAQ

WORK PROGRAMMES, CALLS, TOPICS

*Horizon Europe - Work Programme 2021-2022
Food, Bioeconomy, Natural Resources, Agriculture and Environment*

Table of contents

Introduction 15

Destination – Biodiversity and ecosystem services..... 22

Call - Biodiversity and ecosystem services 28

Conditions for the Call 28

Understanding biodiversity decline..... 29

HORIZON-CL6-2021-BIODIV-01-01: European participation in global biodiversity genomics endeavours aimed at identifying all biodiversity on Earth 30

HORIZON-CL6-2021-BIODIV-01-02: Data and technologies for the inventory, fast identification and monitoring of endangered wildlife and other species groups 32

HORIZON-CL6-2021-BIODIV-01-03: Understanding and valuing coastal and marine biodiversity and ecosystems services..... 34

HORIZON-CL6-2021-BIODIV-01-04: Assess and predict integrated impacts of cumulative direct and indirect stressors on coastal and marine biodiversity, ecosystems and their services 38

Work programme topic

HORIZON-CL6-2021-BIODIV-01-01: European participation in global biodiversity genomics endeavours aimed at identifying all biodiversity on Earth²⁰

| Specific conditions | |
|---|---|
| <i>Expected EU contribution per project</i> | The Commission estimates that an EU contribution of between EUR 10.00 and 20.00 million would allow these outcomes to be addressed appropriately. Nonetheless, this does not preclude submission and selection of a proposal requesting different amounts. |
| <i>Indicative budget</i> | The total indicative budget for the topic is EUR 20.00 million. |
| <i>Type of Action</i> | Research and Innovation Actions |
| <i>Eligibility conditions</i> | <p>The conditions are described in General Annex B. The following exceptions apply:</p> <p>International organisations with headquarters in a Member State or associated country are exceptionally eligible for funding given the global dimension of this topic.</p> <p>International cooperation is encouraged.</p> <p>If projects use satellite-based Earth observation, positioning, navigation and/or related timing data and services, beneficiaries must make use of Copernicus and/or Galileo/EGNOS (other data and services may additionally be used).</p> |

Work programme topic text

Expected Outcome | Scope

- Background
- Objectives
- Activities
- Methods
- Outputs
- Disciplines
- Geographical coverage
- EU contribution, duration
- Policies, publications, etc.
- Cross-cutting issues

Expected Outcome: In support to the EU biodiversity strategy for 2030 the successful proposal should provide knowledge to support EU and its Member States as well as relevant Associated Countries in the implementation of its actions and commitments by contributing to the integration of biodiversity and natural capital into public and business decision-making at all levels for the protection and restoration of ecosystems and their services. Successful proposals will contribute to all of the following expected outcomes:

- Inform the policy decisions affecting the environment through a better understanding of the condition of ecosystems and their services in Europe, helping fill the current knowledge gaps.
- Contribute to the evidence and awareness of the importance of biodiversity, healthy ecosystems and the social and economic values that emerge from them through a better understanding of ecosystems services in relation with ecosystems condition.
- Support restoration targets and secure the sustainability of human activities and human well-being through the definition of the minimum criteria for ecosystems to achieve or maintain a healthy state or a good condition.

Scope: The first EU-wide Ecosystem Assessment report states that Europe's ecosystems, on which we depend for instance for food, timber, clean air, clean water, climate regulation and recreation, suffer from unrelenting pressures caused by intensive use of land or sea, climate change, pollution, overexploitation of natural resources and invasive alien species. Ensuring that ecosystems achieve or maintain a healthy state or a good condition is a key requirement to secure the sustainability of human activities and human well-being.

The successful proposal should cover the main knowledge gaps identified by the EU Ecosystem assessment⁴⁷ report to improve the assessment of the condition of ecosystems while providing uptake of the assessment's outcomes in policy. It should develop and test indicators not yet available for supporting the ecosystem and services assessment. This includes developing the minimum criteria, reference levels and aggregation schemes to define good ecosystem condition. This definition is not restricted to protected areas, but should encompass also forests, agroecosystems, urban areas, soil ecosystems, wetlands, fresh water and marine ecosystems. The proposal should address regional diversity and the corresponding decision level.

Getting started with proposal development

Proposal Preparation Step by Step

From strategic planning to submission

- Screen the work programmes, **shortlist and prioritise** topics
- Try to estimate your **chances**
- Do a **background check** on the topic
- Shortlist **potential partners**
- Put together a **proposal abstract**
- Build your **consortium**
- Develop and **submit** the proposal



A glowing lightbulb with multiple filaments inside, set against a dark background with bokeh lights.

From idea to proposal

Have a specific project idea?

Have a general interest in a particular field?

Screen through the Work Programmes: **some fields are covered under several Work Programmes**

- **Environment** in Digital, Industry and Space (CL4)
- **ICT** in Health (CL1); Climate, Energy and Mobility (CL5)
- **Health** in Food, Bioeconomy, Natural Resources, Agriculture and Environment (CL6)
- **Socio-economic Sciences and Humanities** across all fields

Tip: Use the '[Search](#)' function on the Funding and Tenders Portal.



Can you estimate your
chances of getting funded?

Conditions for the Call

Indicative budget(s)¹⁸

| Topics | Type of Action | Budgets (EUR million) | Expected EU contribution per project (EUR million) ¹⁹ | Number of projects expected to be funded |
|--|----------------|-----------------------|--|--|
| | | 2021 | | |
| Opening: 22 Jun 2021 Deadline(s): 06 Oct 2021 | | | | |
| HORIZON-CL6-2021-BIODIV-01-01 | RIA | 20.00 | 10.00 to 20.00 | 2 |
| HORIZON-CL6-2021-BIODIV-01-02 | RIA | 10.00 | 3.00 to 5.00 | 2 |
| HORIZON-CL6-2021-BIODIV-01-03 | RIA | 16.00 | Around 16.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-04 | RIA | 10.00 | Around 10.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-05 | RIA | 5.00 | Around 5.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-06 | CSA | 4.00 | Around 4.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-07 | RIA | 13.00 | Around 13.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-08 | IA | 10.00 | Around 10.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-09 | CSA | 0.50 | Around 0.50 | 1 |
| HORIZON-CL6-2021-BIODIV-01-10 | IA | 10.00 | Around 10.00 | 1 |
| HORIZON-CL6-2021-BIODIV-01-11 | RIA | 12.00 | 4.00 to 6.00 | 2 |
| HORIZON-CL6-2021-BIODIV-01-12 | RIA | 7.00 | 3.00 to 4.00 | 2 |

Call updates

Updates - News

CALL :

Oct 4, 2021 9:39:40 AM

Deadline HORIZON-CL4-2021-RESILIENCE-01: 23.09.2021

A total of 225 proposals were submitted in response to this call.

The number of proposals for each topic is shown below:

HORIZON-CL4-2021-RESILIENCE-01-01: 34

HORIZON-CL4-2021-RESILIENCE-01-03: 1

HORIZON-CL4-2021-RESILIENCE-01-04: 9

HORIZON-CL4-2021-RESILIENCE-01-05: 4

HORIZON-CL4-2021-RESILIENCE-01-06: 7

HORIZON-CL4-2021-RESILIENCE-01-07: 4

HORIZON-CL4-2021-RESILIENCE-01-08: 3

HORIZON-CL4-2021-RESILIENCE-01-09: 1

HORIZON-CL4-2021-RESILIENCE-01-10: 11

HORIZON-CL4-2021-RESILIENCE-01-11: 10

HORIZON-CL4-2021-RESILIENCE-01-12: 18

HORIZON-CL4-2021-RESILIENCE-01-14: 8

HORIZON-CL4-2021-RESILIENCE-01-16: 2

HORIZON-CL4-2021-RESILIENCE-01-17: 19

HORIZON-CL4-2021-RESILIENCE-01-20: 47

HORIZON-CL4-2021-RESILIENCE-01-25: 2

HORIZON-CL4-2021-RESILIENCE-01-26: 6

HORIZON-CL4-2021-RESILIENCE-01-27: 7

HORIZON-CL4-2021-RESILIENCE-01-28: 1

HORIZON-CL4-2021-RESILIENCE-01-29: 25

HORIZON-CL4-2021-RESILIENCE-01-31: 6

Idea vs. call

Make sure that your project **idea fits 100%** the WP topic and that you include all of the **call requirements** in your project design.

- ✓ In case of doubt, check with your NCP or the EC officers.
- ✓ Regularly refer back to the WP topic during proposal development.



Putting together a proposal abstract

Basis for the full proposal and your key tool for consortium building/partner search

- Similar to a movie trailer
- Background – objectives – activities – results
- Utilise actively the Topic text
- Avoid proprietary or confidential information
- 1-3-page document, contact details, PDF





Project Concept Note

Call: Raising awareness of circular and sustainable bioeconomy in support of Member States to develop bioeconomy strategies and/or action plans (Topic ID: [HORIZON-CL6-2021-GOVERNANCE-01](#))

Destination: Innovative governance, environmental observations, and digital solutions in support of the Green Deal

Potential Title: Empowering the Central and Eastern European Countries to Develop Bioeconomy Strategies and Action Plans (**CEE2ACT**)

The Challenge: The European Green Deal, the Commission's growth strategy, has set Europe on its path to be the first climate neutral continent by 2050 and achieve a green transition that must be just, fair and inclusive. One of the seven core pathways to deliver on climate neutrality, identified in the Clean Planet Strategy is the bioeconomy. The updated EU bioeconomy strategy has highlighted the relevance of developing national bioeconomy strategies and action plans to deploy a sustainable and circular bioeconomy across Europe considering economic, social and environmental aspects. To date, there are still Member States, including many from Central and Eastern Europe that do not have a national bioeconomy strategy and/or action plan despite their high biomass resource base and new bioeconomy potential. This project will support Member States to develop strategies and/or action plans by improving knowledge and raising awareness of a sustainable, circular bioeconomy, its challenges, and opportunities as well as experiences made elsewhere.

Objective: The overall objective of this project is to empower the 12 beneficiary countries in Central Eastern Europe and beyond to develop bioeconomy strategies and action plans, through knowledge transfer and innovative governance models enabling sustainability and resilience, to achieve better informed decision-making processes, societal engagement and innovation. In so doing, the project will help CEE countries to make the transition to climate neutrality. Ensuring the active participation of decision makers and public administrators in different ministries will be crucial, as well as the involvement of relevant stakeholders such as knowledge providers, universities, investors, industry, primary producers and NGOs, and general public.

Geographical scope: Hungary, Slovakia, Czech Republic, Romania, Poland, Bulgaria, Croatia, Greece, Serbia, Germany, The Netherlands, Spain, Denmark, Austria, Finland, Sweden.

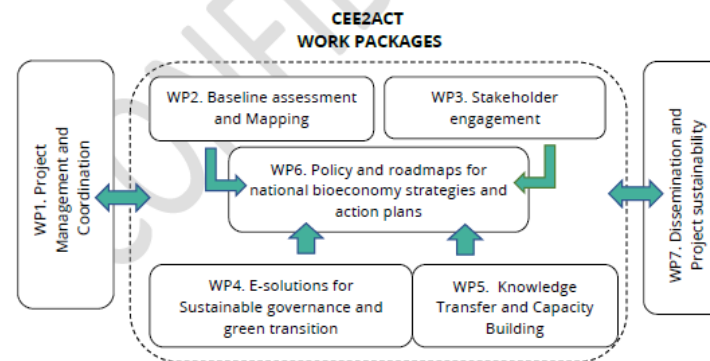
Funding: EUR 4M (only 1 project to be funded), Coordination and Support Action, single stage call.

Expected timeline

Deadline for submission – **6 October 2021**
 Expected evaluation results – January-February 2022
 Potential launch of the project – May 2022
 Duration of the project: 2 years



Initial Methodology: WP2 will consist of a baseline assessment of the socio-economic, environmental aspects and challenges for the development of national bioeconomy strategies in the beneficiary countries, comparative studies in the bioeconomy sphere and different sectors will be carried out to outline the coping strategies which have emerged in the recent years, comparing different regions and the mechanisms, including carrying out interviews with policy makers and review interrelations between types of policies. WP3 will focus on stakeholder engagement activities and will be carried out to ensure the proper involvement and active participation of all relevant stakeholders (policy and decision makers, public administrators, investors, industries, SMEs, feedstock providers (e.g., waste, side streams, farmers, foresters, fishermen). WP3 will also prepare these stakeholders for the strategy development process (trainings) to create a level playing field. WP4, will focus on developing digital solutions for sustainable governance and the promotion of a green transition in the beneficiary countries. WP5, will consist of knowledge exchange and interaction, exchange of know-how and best practices on technology transfer, and building the capacities of the stakeholders to develop bioeconomy strategies and action plans. In WP6, the findings of WP2, WP3, WP4, WP5 will be synthesized, in an analytical framework. Through this framework, practical tools, guidelines, and recommendations will be developed to support beneficiary countries to develop strategies and/or action plans, improving social understanding and citizen involvement and assisting them in the transition to climate neutrality. WP7 will consist of dissemination and project sustainability activities to ensure proper internal communication as well as external communication maximising project visibility, facilitate outreach, and increase exploitation of project results. WP1 (project coordination) will ensure smooth project implementation.



The project will monitor and evaluate its activities and output development throughout the project lifetime to enable ongoing improvement and ensure expected project impact. A project evaluation plan will be developed and carried out to structure this process.

| CEE2ACT Partners | | |
|------------------|--|-----------------|
| # | Name | Country |
| 1 | Geonardo Environmental Technologies (GEO) (WP1, WP4) | Hungary |
| 2 | The Institute of Soil Science and Plant Cultivation (IUNG-PIB) (WP2) | Poland |
| 3 | Centre on Sustainable Consumption and Production (CSCP) (WP3) | Germany |
| 4 | University of Wageningen / Wageningen Research (WUR)- (WP5) | The Netherlands |
| 5 | Czech University of Life Sciences- (WP6) | Czech Republic |
| 6 | Greenovate Europe (GIE) – (WP7) | Belgium |
| 7 | Centro de Investigación CIRCE de Recursos y Consumos Energéticos (CIRCE) | Spain |
| 8 | Cluster of Bioeconomy and Environmental of Western Macedonia (CLUBE) | Greece |
| 9 | University of Natural Resources and Life Sciences (BOKU) | Austria |
| 10 | Ministry of Environment, Water and Forests | Romania |
| 11 | Research Institutes of Sweden (RISE) | Sweden |
| 12 | Institute of Forestry | Serbia |
| 13 | WWF Adria | Croatia |
| 14 | Natural Resources Institute Finland (LUKE) | Finland |
| 15 | Executive Forest Agency | Bulgaria |
| 16 | Anteja ECG | Slovenia |
| 17 | Bioeconomy Cluster | Slovakia |

Contact details (Geonardo): María Beatriz Rosell (project manager) (maria.beatriz.rosell@geonardo.com)



Building a Consortium

Start with a core partnership –
consider who the key partners
should be

(e.g. from your network, depending on the project concept, etc.)

Building a Consortium

Expand the consortium once the **project's scope** and **geographical coverage** are defined

- Consider a balanced **geographical** representation and **complementarity** between types of institutions and expertise
- Involve **SMEs/industry** to maximise impact and exploitation
- Consider involving partners with **EU project references**
- If “**one proposal**” is expected to be funded – BE QUICK!



How do you find partners?

Building a Partnership

Typical set-up: at least **3** legal entities from **3** different Member States or Associated Countries with at least **1** of them established in a Member State

How to find them?

- Your own network!
- Info Days and other EU events
- [National Contact Points](#)
- [CORDIS](#)
- Partner Search Facilities: [BioHorizon](#), [S3](#), [ETNA2020](#), [NCPs CaRE](#), [Net4Society](#), [Security](#), [Ideal-Ist](#), [NMPTeAm](#)
- [European Partnerships in Horizon Europe](#)

Working Together

As the proposal coordinator, be ready to work a lot...

- But also to delegate tasks – e.g. to specialists, WP leaders – **collaborative work** starts at the proposal stage
- Do not scare your partners – prepare **templates**, ask for input to specific sections with clear **instructions** by realistic **deadlines**
- Gather and consolidate input on **collective capacity**: projects, networks, geographical outreach, exploitation potential, etc.
- There should be **one editor** – typically the coordinator (person) who has the overall picture of the project



Final tips: Pathway to success

Successful proposals

- Make sense
 - Concept responding to real needs, everything logically linked
- Are consistent
 - Pieces of the puzzle fit, proposal flows well
- Address everything
 - From work programme priorities to cross-cutting issues
- Consider the evaluator's perspective
 - Self-evaluation templates, different types of evaluators
- Look and sound good!
 - Style, formatting, language and visuals



Unsuccessful proposals

- Lack **focus**
- Do not reflect the **end-users' needs**
- Do not provide **added value**
- Are not sufficiently **ambitious**
- Have a **design flaw**
- Are not **clear**
- Are **messy**



Thank
you

for your attention

Jelena Kajganović
jelena.kajganovic@europamedia.org



FOLLOW US!
@EuropaMedia