



Europa Media Trainings

Introduction to Proposal Development under Horizon Europe

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EU R&I proposals

General features & tips

- Understand the EC expectations = **top-down specifications** in work programmes
- Competition at EU/Programme level = **best projects** are awarded grants
- Minimum partnership requirements = **transnational cooperation** and **multidisciplinarity**
- Understand the evaluation process – proposals are evaluated by **independent experts**



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!



EN

Horizon Europe

Work Programme 2023-2024

9. Food, Bioeconomy, Natural Resources, Agriculture and Environment

(European Commission Decision C(2022)7550 of 6 December 2022)

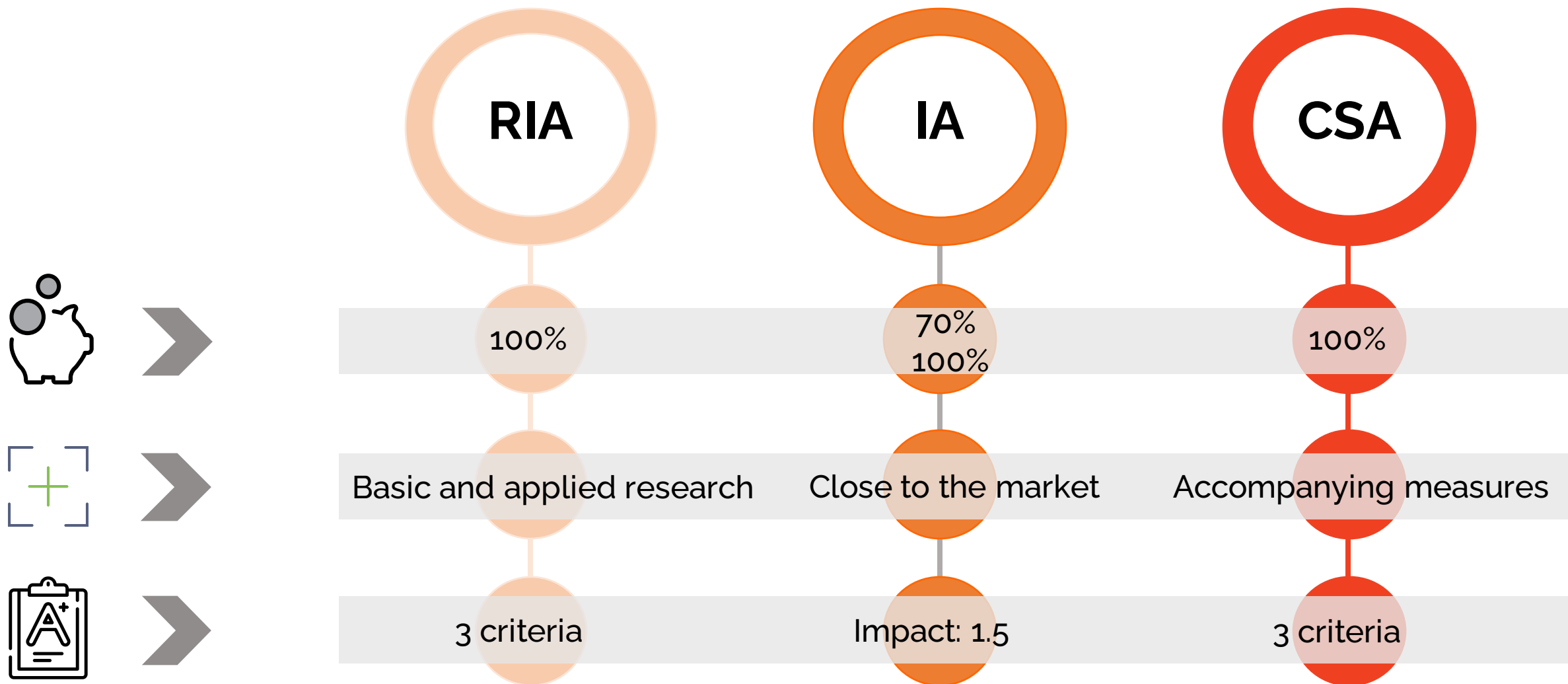
Call page

General information	General information		
Topic description	Programme		
Destination	Horizon Europe Framework Programme (HORIZON)		
Conditions and documents	Call		
Partner search announcements	Sustainable, secure and competitive energy supply (HORIZON-CL5-2023-D3-01)		
Submission service	<div style="text-align: right;">See budget overview</div>		
Topic related FAQ	Type of action	Type of MGA	Open for submission
Get support	HORIZON-IA HORIZON Innovation Actions	HORIZON Action Grant Budget-Based [HORIZON-AG]	
Call updates	Deadline model	Opening date	Deadline date
Go back	single-stage	13 December 2022	30 March 2023 17:00:00 Brussels time

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

What is the difference
between RIA, IA and CSA?

Most common types of actions



EXAMPLE**DRS-09-2014-2015**

Science and innovation for adaptation to climate change: from assessing costs, risks and opportunities to demonstration of options and practices

Types of action: CSA Coordination and support action, RIA Research and Innovation action

Deadline Model: single-stage **Deadline:** 28 August 2014 17:00:00

Types of action: IA, Innovation action

Deadline Model: single-stage **Deadline:** 27 August 2015 17:00:00

“Scope”

CSA

- Develop a platform to organise consultations and **facilitate dialogue** among different stakeholder groups .. **Establishing linkages** with international developments in the field;
- **Support clustering and close cooperation** among ... initiatives in the field .. Promote foresight and **large-scale dissemination** activities, and foster **the science-policy interface** across the EU

RIA

- **Develop standardised methods** to assess climate change impacts, vulnerabilities, ... methods should focus on long-term climate change and extreme events for EU sectors of particular socio-economic significance;
- Provide **state-of-the-art decision support tools** to facilitate decision-making by different end-users, while developing adaptation plans and measures.

IA

- **Support, test and disseminate technological and non-technological options** ... to address climate-related risks;
- Develop frameworks for **monitoring the performance and effectiveness of developed approaches**, and for ensuring their optimum performance, addressing also post-implementation requirements ... for **successful replication and follow-up**;
- Provide innovative solutions for **major implementation projects**.

Work programme topic

HORIZON-CL6-2024-CircBio-02-2-two-stage: Increasing the circularity in plastics value chains

Specific conditions	
<i>Expected EU contribution per project</i>	The Commission estimates that an EU contribution of around EUR 5.00 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 10.00 million.
<i>Type of Action</i>	Innovation Actions
<i>Admissibility conditions</i>	The conditions are described in General Annex A. The following exceptions apply: Applicants submitting a proposal under the blind evaluation pilot (see General Annex F) must not disclose their organisation names, acronyms, logos, nor names of personnel in Part B of their first stage application (see General Annex E).
<i>Technology Readiness Level</i>	Activities are expected to achieve TRL 6-8 by the end of the project – see General Annex B.
<i>Procedure</i>	The procedure is described in General Annex F. The following exceptions apply: This topic is part of the blind evaluation pilot under which first stage proposals will be evaluated blindly.

- How many proposals will be funded?
- What types of activities can be included?
- Attention!
- Maturity of the proposed technology(ies)

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.

Specific Challenge

Getting started with proposal development

Proposal development timeline

M1

- Appropriate call
- Proposal idea and initial concept note

M3

- Core partnership
- Advanced concept and approach

M6

- Full partnership
- Collaborative proposal development and submission

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





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)⁷

Topics	Type of Action	Budgets (EUR million)	Expected EU contribution per project (EUR million) ⁸	Indicative number of projects expected to be funded
		2023		
Opening: 08 Dec 2022 Deadline(s): 20 Apr 2023				
HORIZON-CL4-2023-TWIN-TRANSITION-01-02	IA	48.00 ⁹	5.00 to 6.00	8
HORIZON-CL4-2023-TWIN-TRANSITION-01-04	IA	37.60 ¹⁰	5.00 to 7.00	6
HORIZON-CL4-2023-TWIN-TRANSITION-01-07	RIA	32.00 ¹¹	4.00 to 6.00	6
HORIZON-CL4-2023-TWIN-TRANSITION-01-08	CSA	1.00 ¹²	Around 1.00	1
HORIZON-CL4-2023-TWIN-TRANSITION-01-31	RIA	32.00 ¹³	8.00 to 10.00	3
HORIZON-CL4-2023-TWIN-TRANSITION-	IA	35.67 ¹⁴	12.00 to	3

After the call is closed (a few weeks/months) – **Call updates**

The breakdown per topic is:

- HORIZON-CL4-2023-TWIN-TRANSITION-01-02 51: proposals
- HORIZON-CL4-2023-TWIN-TRANSITION-01-04 31: proposals
- HORIZON-CL4-2023-TWIN-TRANSITION-01-07 42: proposals
- HORIZON-CL4-2023-TWIN-TRANSITION-01-08 04: proposals
- HORIZON-CL4-2023-TWIN-TRANSITION-01-31 14: proposals
- HORIZON-CL4-2023-TWIN-TRANSITION-01-33 06: proposals

HORIZON-CL4-2023-TWIN-TRANSITION-01-02	IA	48.00 ⁹	5.00 to 6.00	8
HORIZON-CL4-2023-TWIN-TRANSITION-01-04	IA	37.60 ¹⁰	5.00 to 7.00	6
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-01-02
-01-04
-01-07
-01-08
-01-31
-01-33

51: proposals
31: proposals
42: proposals
04: proposals
14: proposals
06: proposals

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**

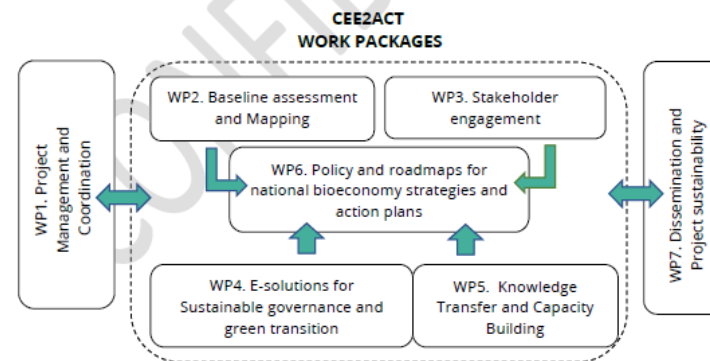
Expected evaluation results – January-February 2022

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

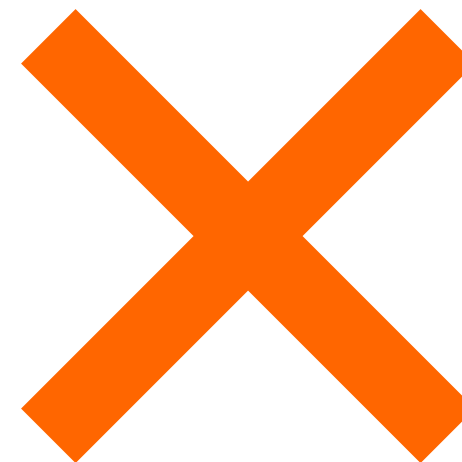
Successful proposals

- 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

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