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Last-minute changes before Horizon Europe proposal submission

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SPEAKER

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- On [Twitter](#) as @gabocsek
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Proposal Development

Our checklist for HE

- ✓ Formulation of the idea – get it right!
- ✓ Concept development
- ✓ Finding Core Partners and Consortium building
- ✓ Impact and how to maximise that
- ✓ Potential end-user assessment
- ✓ IPR and exploitation routes
- ✓ Sustainability
- ✓ Finding the right targets and KPIs
- ✓ Work plan development
- ✓ Budget Development

The concept

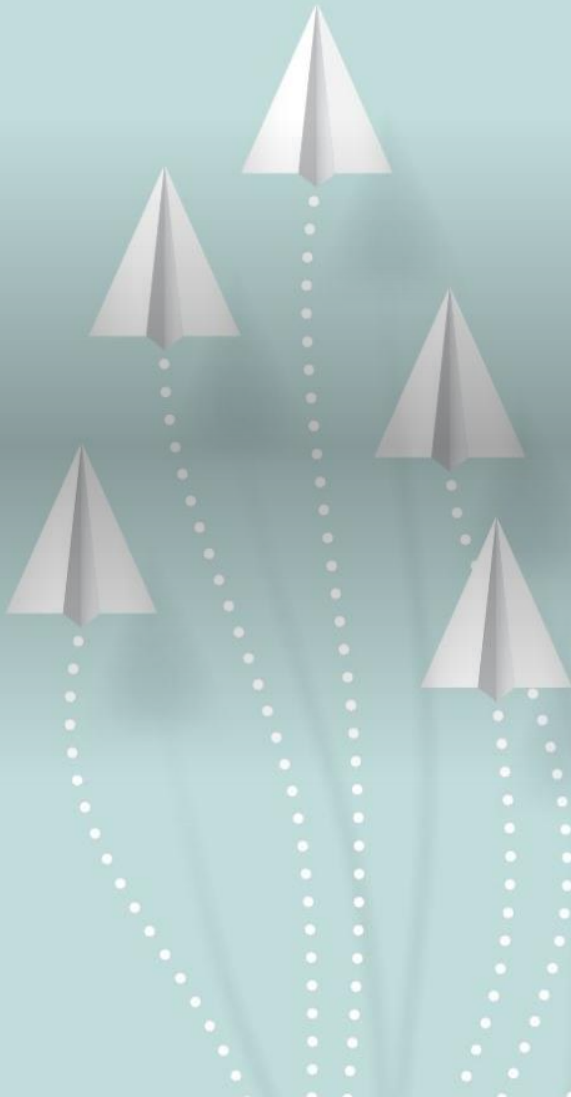


How to decide

- Can we change the whole concept 1 month before the submission?
- Can we change the work plan structure 2 weeks before submission?



A partner leaves



How to avoid

- Signed agreements – confidentiality
- Try to meet with all partners f2f – but with all of them have bilateral discussions at least online
- Test your partners well before submission
- Kick-out those who do not commit
- Always have a Plan B



Consultants help

Or not?



How to avoid

- Principles to be laid down: Scientific expertise comes first
- Convincing the coordinator
- Quitting the proposal?

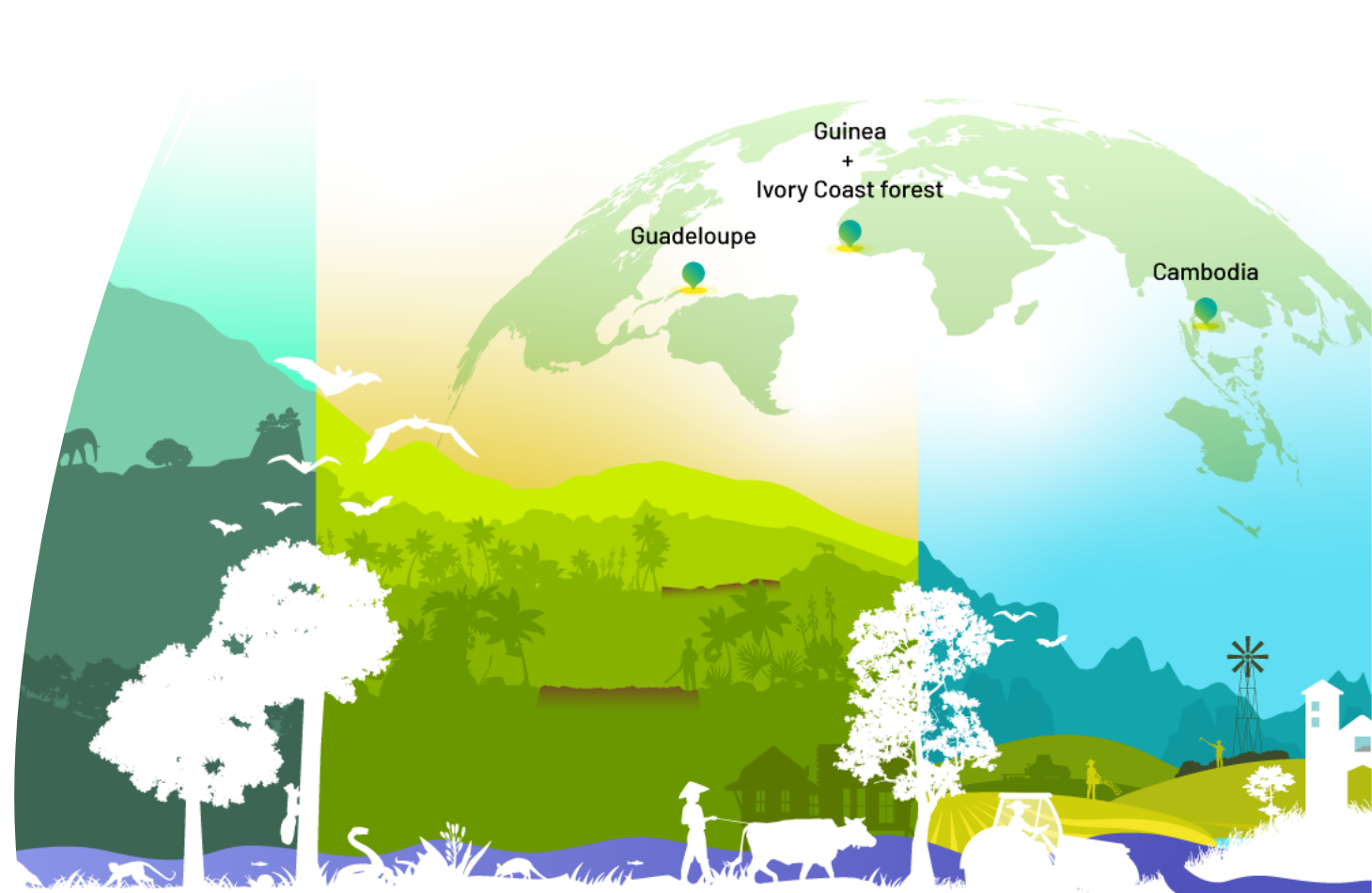


The visuals



How to avoid

- Just accept – there will be very last-minute changes
- Make sure the designer understands and remains available also the last day



a ion



Biodiversity &
ecosystemic services



Socio-economic
factors



Environmental
factors

Administrative changes

Budget, partner info, ethics – so.Part A



How to avoid

- Budget shall be ready 1 week before submission
- PIC info collected asap
- Partner info collected in word also 1 month before submission
- Ethics checked by ethical expert – not last minute





Exploitation comes last

Partners realise last minute they should
exploit the results they develop

How to avoid

- Impact workshop and discussions with all partners is a must
- Table with all background - foreground - IP protection plans information
- Bilateral discussions on KERs
- Link all this with dissemination and communication properly
- Link with innovation management



Final notes

- Do you really have all important actors in the consortium, or did you make sure that all key stakeholders will be engaged throughout the implementation?
- Did you consider for your results all potential users? And all potential uses? Do you really meet the needs of your end-users?
- Objective – Activities – (Outputs – Outcomes) – Impact is your normal logic when developing the proposal. Do not forget that Horizon Europe needs a different logic, as „Results lead to Impact“. Start from the expected impact listed in the work programme and figure out what results need to be delivered for that - go backwards till developing your objectives.
- Do you have jointly developed results? Will any of the partner need access to another partner's background to be able to do exploitation? Describe the joint ownership regime and joint/individual exploitation routes under section 2.2 in adequate detail.
- Innovation is welcome in all its forms – also existing product/solution in different contexts/areas of application (incremental innovation). NB: 1.4 section in the proposal: Ambition is not only about technological innovation – it is also about meeting the societal needs of your target groups
- Is sustainability properly considered? Did you link it with the every-day activities of the partner organisations? Did you secure any funding for that?



QUESTIONS?

Thank
you

for your attention

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