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O.P.E.I. (Oficina de Proyectos Europeos de Investigación)

## Escritura de propuestas en Horizonte Europa



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Instituto de  
Investigación  
e Innovación  
en Ingeniería

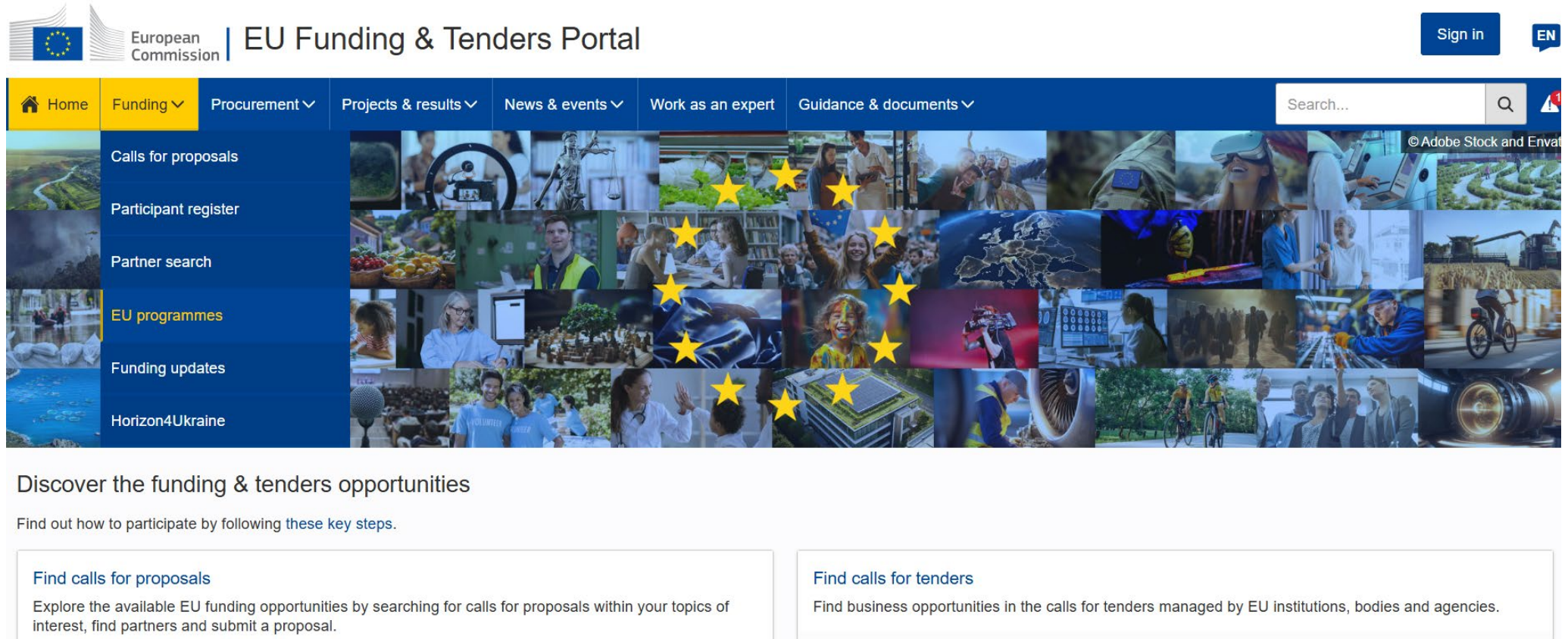
Antonio Morán Palao



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1. EU Funding & Tenders Portal: the forest
2. HORIZON EUROPE
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3. Choosing the right path...
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# 1. Portal de financiación y licitaciones de la UE



The screenshot shows the homepage of the EU Funding & Tenders Portal. At the top, there is a header with the European Commission logo and the text "EU Funding & Tenders Portal". To the right of the header are "Sign in" and "EN" buttons. Below the header is a navigation bar with tabs: "Home", "Funding", "Procurement", "Projects & results", "News & events", "Work as an expert", and "Guidance & documents". A search bar is located on the right side of the navigation bar. The main content area features a large banner with a collage of images related to EU funding and tenders, including people working, infrastructure, and the EU flag. Below the banner, there is a section titled "Discover the funding & tenders opportunities" with the text "Find out how to participate by following these key steps." Below this text are two boxes: "Find calls for proposals" and "Find calls for tenders".

European Commission | EU Funding & Tenders Portal

Sign in EN

Home Funding Procurement Projects & results News & events Work as an expert Guidance & documents

Search...

© Adobe Stock and Envato

Discover the funding & tenders opportunities

Find out how to participate by following these key steps.

Find calls for proposals

Explore the available EU funding opportunities by searching for calls for proposals within your topics of interest, find partners and submit a proposal.

Find calls for tenders

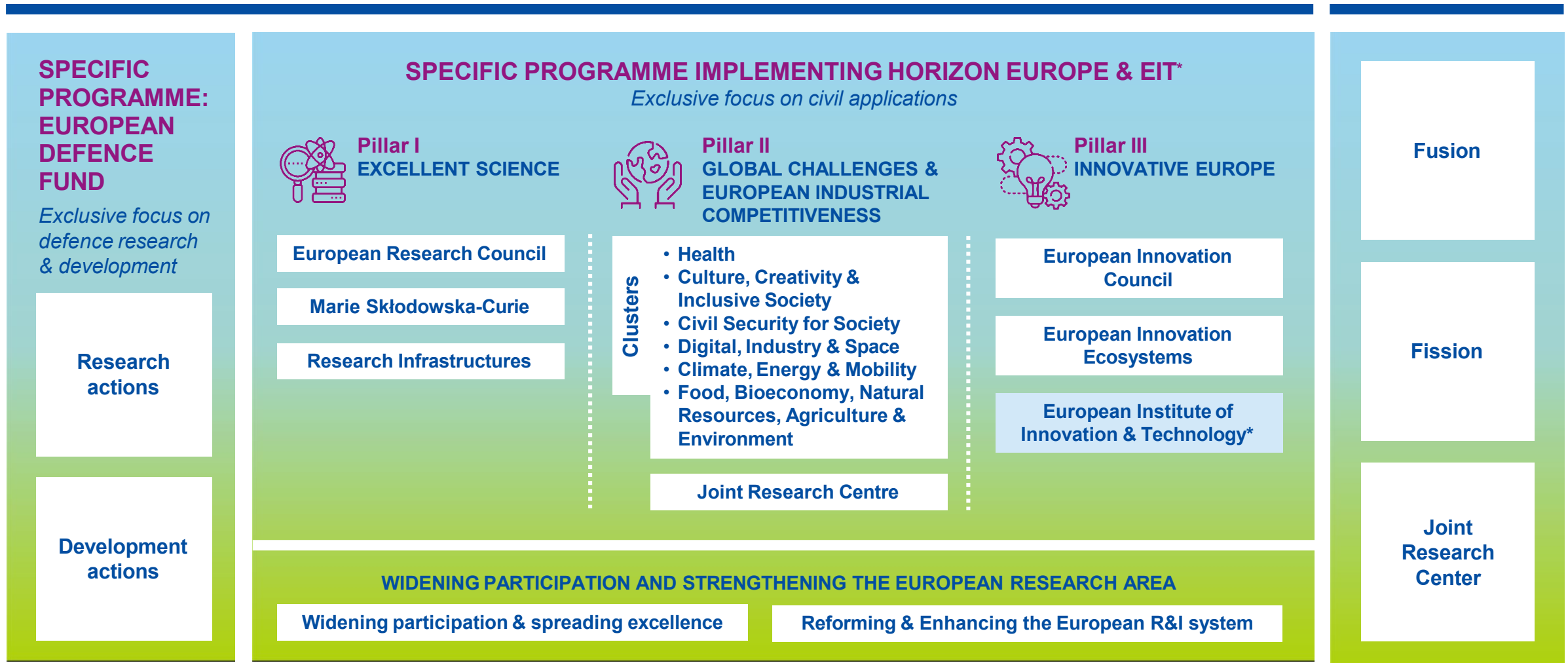
Find business opportunities in the calls for tenders managed by EU institutions, bodies and agencies.

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home>

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/programmes>

## 2. HORIZON EUROPE

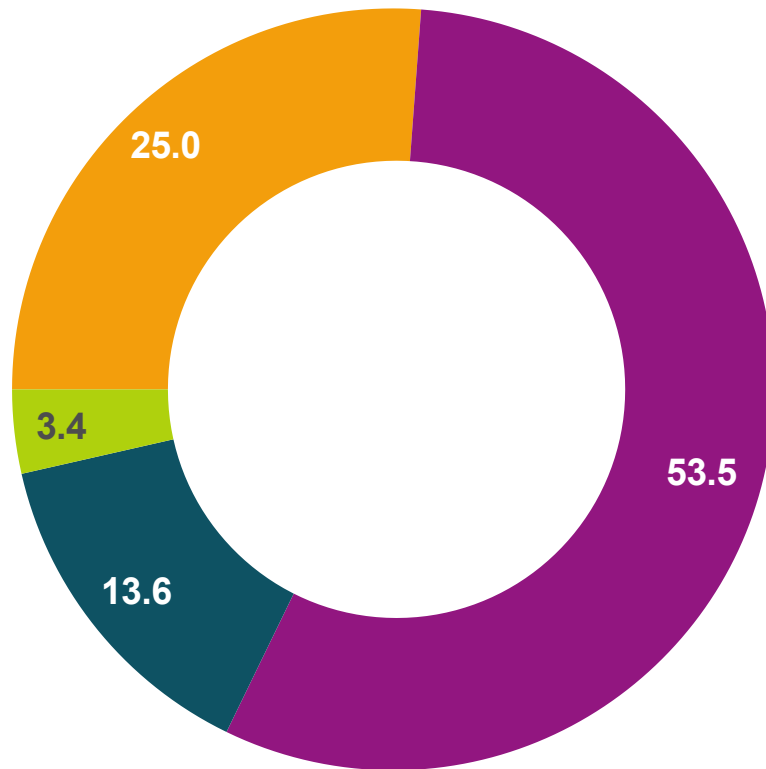
## EURATOM



\* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme

# Horizon Europe Budget: €95.5 billion (2021-2027)

**Political agreement December 2020**  
*€ billion in current prices*

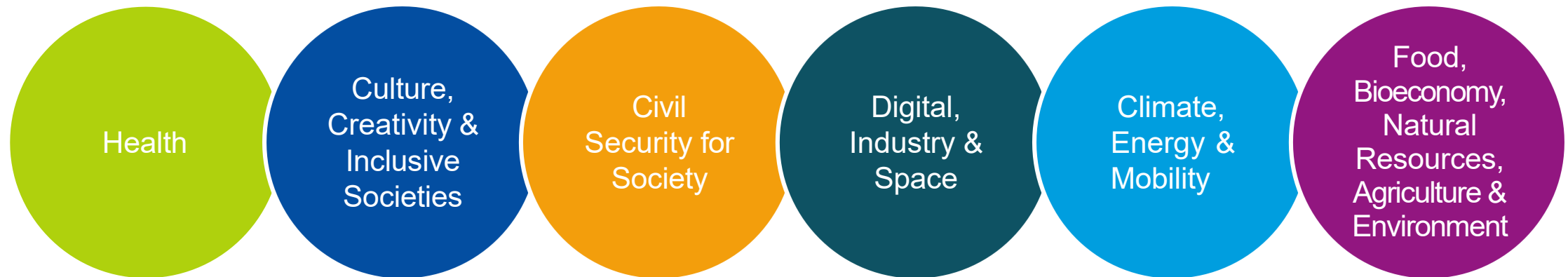


- Excellent Science
- Global challenges and European ind. comp.
- Innovative Europe
- Widening Part and ERA

## Pillar II - Clusters

# GLOBAL CHALLENGES & EUROPEAN INDUSTRIAL COMPETITIVENESS:

boosting **key technologies** and solutions underpinning **EU policies & Sustainable Development Goals** (6 clusters and JRC – non-nuclear direct actions)



**€53.5 billion**

## Pillar II

### Budget for clusters & for JRC

*in current prices*

|                  |                                                                               |                                                               |
|------------------|-------------------------------------------------------------------------------|---------------------------------------------------------------|
| <b>Cluster 1</b> | <b>Health</b>                                                                 | <b>€8.246 billion</b><br>(including €1.35 billion from NGEU)  |
| <b>Cluster 2</b> | <b>Culture, Creativity &amp; Inclusive Societies</b>                          | <b>€2.280 billion</b>                                         |
| <b>Cluster 3</b> | <b>Civil Security for Society</b>                                             | <b>€1.596 billion</b>                                         |
| <b>Cluster 4</b> | <b>Digital, Industry &amp; Space</b>                                          | <b>€15.349 billion</b><br>(including €1.35 billion from NGEU) |
| <b>Cluster 5</b> | <b>Climate, Energy &amp; Mobility</b>                                         | <b>€15.123 billion</b><br>(including €1.35 billion from NGEU) |
| <b>Cluster 6</b> | <b>Food, Bioeconomy, Natural Resources,<br/>Agriculture &amp; Environment</b> | <b>€8.952 billion</b>                                         |
|                  | <b>JRC (non-nuclear direct actions)</b>                                       | <b>€1.970 billion</b>                                         |

Clusters are including a budget for Partnerships and Missions  
NGEU is Next Generation EU programme – Recovery Fund

Búsqueda:

Research and innovation cluster 4

Búsqueda:

Research and innovation cluster 5

Google

Research and innovation cluster 4

Todo Imágenes Noticias Vídeos cortos Vídeos Libros Web : Más

 europa.eu  
https://research-and-innovation.ec.europa.eu > ... · Traducir esta página

**Cluster 4: Digital, Industry and Space**

What this area covers, aims of funding and intervention areas in Horizon Europe for the digital, industry and space **cluster**.

[Policy and strategy](#) [Work programme](#)

 The research and innovation community platform  
https://research-innovation-community.ec.europa.eu > ... · Traducir esta página

**Horizon Europe info days – Cluster 4 (Digital, Industry % Space)**

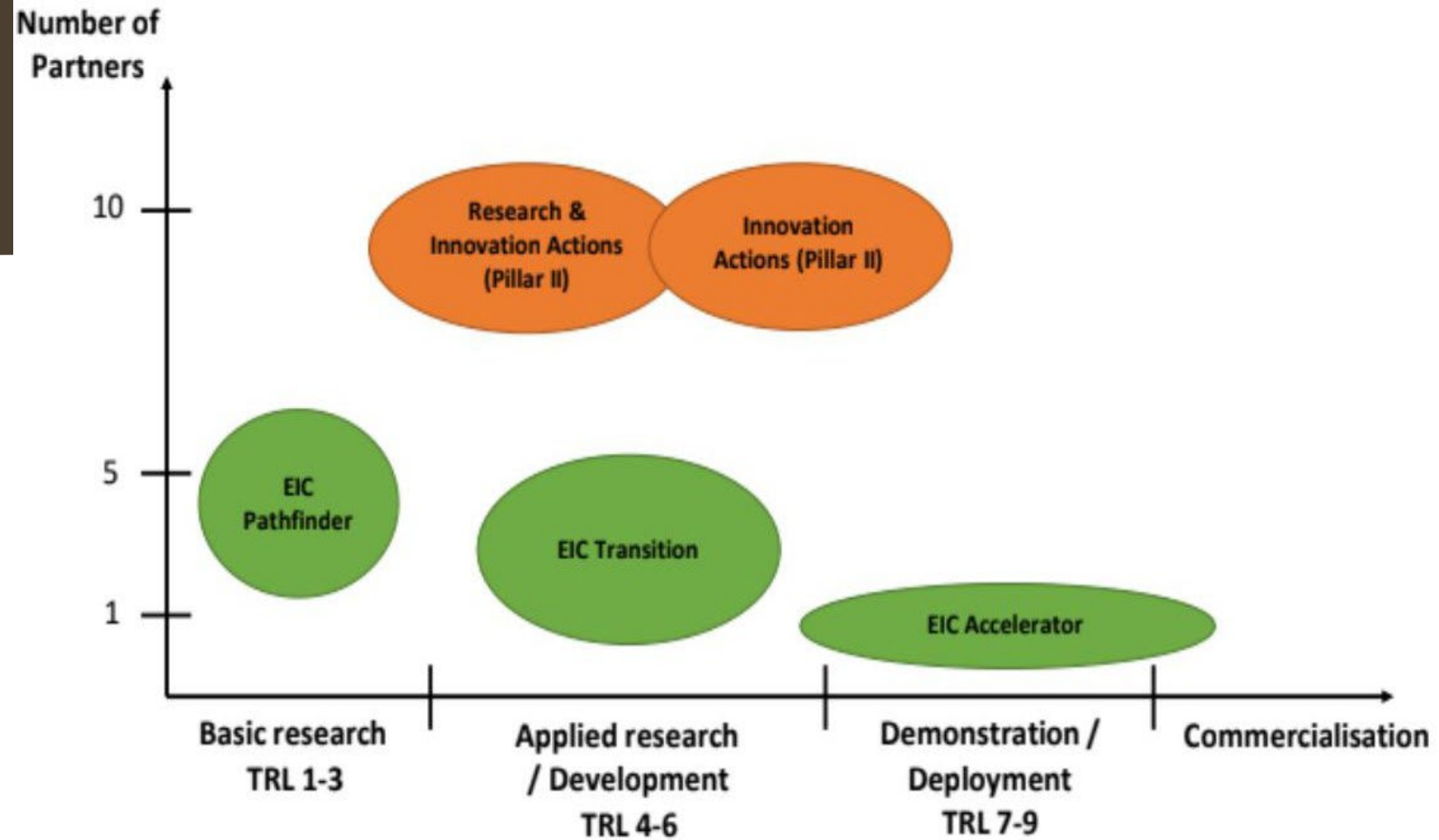
This event aims to inform potential applicants about the funding opportunities within the Work Programme 2025 of the **Horizon Europe Cluster 4** 'Digital, ...

 Horizonte Europa  
https://www.horizonte.europa.es > horizon-europe-info-...

[https://research-and-innovation.ec.europa.eu/funding/funding-opportunities/funding-programmes-and-open-calls/horizon-europe/cluster-5-climate-energy-and-mobility\\_en](https://research-and-innovation.ec.europa.eu/funding/funding-opportunities/funding-programmes-and-open-calls/horizon-europe/cluster-5-climate-energy-and-mobility_en)

[https://research-and-innovation.ec.europa.eu/document/download/64e1031e-7814-4c11-ab14-a22b1f5236c2\\_en?filename=ec\\_rtd\\_he-wp-2025-cluster5-pre.pdf](https://research-and-innovation.ec.europa.eu/document/download/64e1031e-7814-4c11-ab14-a22b1f5236c2_en?filename=ec_rtd_he-wp-2025-cluster5-pre.pdf)

## 2.Choosing the right path



| EIC Challenges                       |                                                                            |  |  |                                 |
|--------------------------------------|----------------------------------------------------------------------------|--|--|---------------------------------|
| Call                                 | Who can apply                                                              |  |  | Indicative Budget (EUR million) |
| EIC Pathfinder                       | Open to all EU SMEs and start-ups                                          |  |  | 120                             |
| EIC Transitions                      | Open to all EU SMEs and start-ups                                          |  |  |                                 |
| EIC Accelerator                      | Open to all EU SMEs and start-ups                                          |  |  | 250                             |
| EIC Accelerator – STEP scale-up call | Single start-ups, small mid-caps, and SMEs on behalf of eligible companies |  |  |                                 |

En muchos casos lo que llegue de la mano de alguien...

# Preguntarnos

- ¿ Es esta nuestra convocatoria?
  - ✓ Fines
  - ✓ Entidad jurídica
  - ✓ Posibles socios
  - ✓ Marco geográfico
  - ✓ Tipo de financiación
  - ✓ Plazos de ejecución
- ¿ Comprendo el proceso de evaluación?
- ¿Tenemos capacidad para alcanzar los objetivos a proponer?
- ¿Necesito una consultoría?

## 4. Preparación de una propuesta: “tips & tricks”???

### 1. Ideas Innovadoras, pero realistas

- Las descripciones de “*topics*” dan un amplio margen para proponer soluciones innovadoras.
- Los “*topics*” no describen las soluciones esperadas para el problema, ni el enfoque que se debe tomar para resolverlo, si los resultados esperados.

### 2. ¿Quién va a tirar del “carro”?

*No es lo mismo subirse  
que tirar solo o acompañado*



### 3. Cumplir con

- “Specific Challenge”
  - “Scope”
  - “Expected impacts”
- “Expected outcomes”
- “Scope”

#### HORIZON-CL5-2024-D3-02-04: Critical technologies for the future ocean energy farms

| Specific conditions                         |                                                                                                                                                                                                                                                                                                                                       |
|---------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <i>Expected EU contribution per project</i> | The Commission estimates that an EU contribution of around EUR 4.00 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 8.00 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>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> |
| <i>Technology Readiness Level</i>           | Activities are expected to achieve TRL 5 by the end of the project – see General Annex B.                                                                                                                                                                                                                                             |

45 páginas

|                                                                                         |           |
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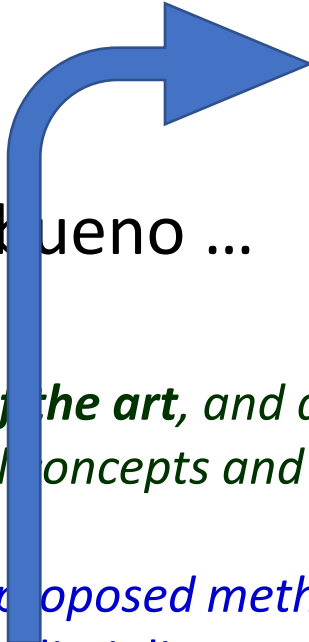
**Los proyectos bien elaborados se  
distinguen de los demás**

#### 4. Las actividades deben ser cercanas a mercado, teniendo en cuenta a qué vamos a presentarnos:

- Research and Innovation action
- Innovation actions
- Coordination and support actions

#### 5. Si en el criterio Excelencia no es muy bueno ...

- **Clarity** and pertinence of the project's objectives
- Extent that proposed work is **beyond the state of the art**, and demonstrates **innovation potential** (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models)
- **Soundness of the concept, and credibility of the proposed methodology**, including the underlying concepts, models, assumptions, **inter-disciplinary approaches**, appropriate consideration of the gender dimension in research and innovation content, and the quality of open science practices, including sharing and management of research outputs and engagement of citizens, civil society and end-users where appropriate.
- No olvidar lo que va a contestar el evaluador



Muchas veces se puede participar en propuestas que inicialmente no entran en nuestro campo

Hay que leer mucho, para tener en cuenta todas las eventualidades



# Evaluation criteria (RIAs and IAs)

## Research and innovation action (RIA)

Activities to establish new knowledge or to explore the feasibility of a new or improved technology, product, process, service or solution.

This may include basic and applied research, technology development and integration, testing, demonstration and validation of a small-scale prototype in a laboratory or simulated environment.

## Innovation action (IA)

Activities to produce plans and arrangements or designs for new, altered or improved products, processes or services.

These activities may include prototyping, testing, demonstrating, piloting, large-scale product validation and market replication.

### EXCELLENCE

- ✓ Clarity and pertinence of the **project's objectives**, and the extent to which the proposed work is ambitious, and goes beyond the state-of-the-art.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, interdisciplinary approaches, appropriate consideration of the **gender dimension** in research and innovation content, and the quality of **open science practices** including sharing and management of research outputs and engagement of citizens, civil society and end users where appropriate.

### IMPACT

- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

### QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of each **participant**, and extent to which the **consortium** as a whole brings together the necessary expertise.

*Proposals aspects are assessed to the extent that the proposed work is within the scope of the work programme topic.*



European  
Commission

## **Interpretation of the score:**

- 0**– The **proposal fails to address the criterion** or cannot be assessed due to missing or incomplete information.
- 1**– **Poor.** The criterion is inadequately addressed, or there are serious inherent weaknesses.
- 2**– **Fair.** The proposal broadly addresses the criterion, but there are significant weaknesses.
- 3**– **Good.** The proposal addresses the criterion well, but a number of shortcomings are present.
- 4**– **Very good.** The proposal addresses the criterion very well, but a small number of shortcomings are present.
- 5**– **Excellent.** The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

**Total score: 11.50 Threshold: 10 Evaluation progress: 100.00%**

Criterion 1 - Excellence, Current score: 3.0 / 5.0 ; Threshold 3; Priority 2

Criterion 2 - Impact, Current score: 5.0 / 5.0 ; Threshold 3; Priority 1

Criterion 3 - Quality and efficiency of the implementation, Current score: 3.5 / 5.0 ;  
Threshold 3;

- *Overall the proposal demonstrates well the concepts including their industrial relevant environment and replicability in the market. However, some steps of the proposed methodology related to the xxxxx process and the downstream processing to purify the final products are not convincingly described. This is a shortcoming.*
- *The main novelty and the added value of xxxx*
- *The models and assumptions are overall sound. Most of the addressed processes reach TRL X, but some are starting at a TRL below Y TRL, advancements throughout the project with the majority of the processes starting at TRL Y and there are some which do not reach TRL X. This is a shortcoming.*
- *The proposal does not sufficiently address the gender dimension, while it mentions the effects on potential consumers, it does not include a clear analysis of the research and development, and integration within the project. This is shortcoming.*
- *The proposal has a good interdisciplinary approach, including the collaboration among the stakeholders involved related to xxxxx, yyyyyy and zzzzzz but the interaction with social or economic disciplines is not convincingly presented. The engagement of citizens, civil society and end users in sharing the research outputs is not adequately described. This is a shortcoming.*

## 6. *“Impact” and “Quality and efficiency of the implementation”*

### **Greater emphasis on impact, through 'Expected impact statements'**

- Applicants are asked to explain how work will bring about described impacts
- During the evaluation, you are asked to assess this potential contribution



A veces hay tendencia a olvidar que se suele requerir 14,5 o 15 puntos para GANAR.



Hacer hincapié de que se va a hacer uso del conocimiento generado para llevarlo hasta realizar una explotación comercial.



## *“Impact”*

- Credibility of the pathways to achieve the expected outcomes and impacts specified in the work programme, and the likely scale and significance of the contributions from the project.
- Suitability and quality of the measures to maximise expected outcomes and impacts, as set out in the dissemination and exploitation plan, including communication activities.

## *“Quality and efficiency of the implementation”*

- Quality and effectiveness of the work plan, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- Capacity and role of each participant, and the extent to which the consortium as a whole brings together the necessary expertise.



# IMPACT

- *The pathways to achieve the expected outcomes are convincingly described.*
- *The demonstration in industrial environment is foreseen in two different industrial locations: the sites of the XXX industries where the intermediates are produced and the YYY production sites where the intermediates are substituting the usual feedstock. This is very good.*
- *The proposal includes suitable exploitation and dissemination of results for each stakeholder, and appropriate and targeted tools depending on the audience.*

## Quality and efficiency of the implementation

- *Some deliverables are not convincing correlated to the WPs and therefore do not lead to a good control about the project progress. This is a minor shortcoming.*
- *The list of critical risks with likelihood and impact assessment as well as mitigation measures is properly presented. However, the risk of increasing price related to the current economic crisis (materials/manufacturing costs) and its mitigation is not clearly stated. This is a minor shortcoming.*

## 7. Prudencia al buscar socios y comunicar las ideas centrales de la propuesta

Hay socios que se presentan a más de una propuesta

### NOTA:

#### 2-stage evaluation process

El objetivo de un proceso de evaluación de 2 etapas es juzgar rápidamente un proyecto / concepto y su impacto potencial basado en un breve resumen, para evitar que los solicitantes inviertan mucho tiempo y recursos en propuestas que probablemente no serán evaluadas favorablemente.



8. Entre las mejores propuestas, GANA la que tenga menos “*shortcomings*”

No merece la pena ir a medio gas

9. Tener **confianza**

Esfuerzo muy grande



iii Tu equipo va a **GANAR !!!**



## 10- ¿Después?

!!! NO HAY CONCESIÓN DE FINANCIACIÓN!!!

- Difícil aceptarlo para el ego de muchos investigadores.
- La mejor forma es darle la justa dimensión que merece.
- No tomarlo como un fracaso sino como una oportunidad para reflexionar. Hacer cuidadoso análisis autocrático que permita identificar las debilidades del proyecto/propuesta.
- Hacer las correcciones necesarias para volver a intentarlo en la siguiente convocatoria (*todo proyecto es mejorable*).
- Buscar fuentes alternas de financiación.

*“Quien no hace nada nunca yerra, pero tampoco acierta”*

J.W. Goethe



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