








### Training & Consulting on EU FUNDING PROGRAMMES

#### Leading objective:


- Promote **CAPACITY BUILDING** within the prospective Applicant Institution

#### Approaches:

- GENERAL Approach –OVERVIEW of EU Funding Programmes for a GROUP of Participants from DIFFERENT Institutions
- BESPOKE Approach – Programmes MATCHING a CERTAIN institution - for Participants from DIFFERENT Institutions

- 1 ● **Overview** of EU Funding Programmes, focusing notably on the areas outlined at the Section above: “EU Funding Programmes – Our experience and interest”  
→ERASMUS + →HORIZON EUROPE (MEDICINE- ICT – CLIMATE CHANGE & ENERGY SAVING – FOOD SUPPLY) →DIGITAL EUROPE 
- 2 ● **Overview** of the EU Funding Programmes’ priorities and their “translation” in real, everyday life  
Programme priorities and how they can practically relate to the international strategy, mission statement of the Applicant organisation 
- 3 ● **Lessons learnt**, outcomes of previous assessments  
Lessons learnt, that prospective Applicants shall consider in order to increase their chances of being awarded the EU Grant targeted. 
- 4 ● **Key novelties** related to the EU Funding Programmes presented  
**Key novelties**, that prospective Applicants shall consider in order to increase their chances of being awarded the EU Grant targeted. 
- 5 ● **Requirements** for Applicant institutions in order to eligible to bid for EU funding within specific EU Funding Programmes  
Eligibility criteria: formal, structural, financial, HR – staff-related eligibility criteria Applicants need to meet 
- 6 ● **European, cross-national partner consortia:**  
Quantitative and qualitative criteria, recommended when building the international Consortium to bid for EU funding; Agreements to conclude 
- 7 ● **Feasibility of a project idea within a EU Funding Programme**  
How to check if a project idea is a match for a EU Funding Programme - Make it fit if it does not! 

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- 8 • **Assessment criteria** for Bids/Project Applications/Project Proposals under a certain **EU Funding Programme**  
How to apply the **Assessment criteria** under a particular **EU Funding Programme** for a particular project idea as part of a Proposal/Project Application/Bid 
- 9 • **Application form – Concept (Narrative)**  
How to draft the narrative (concept) of the Proposal/Project Application/Bid for a particular **EU Funding Programme** 
- 10 • **Application form - Budget**  
How to draft the budget of the Proposal/Project Application/Bid for a particular **EU Funding Programme – Budget allocation** depending on tasks, staff roles and institutions involved (Applicant / Partner Institutions in a Consortium) 
- 11 • **Application form - Submission**  
How to submit the Proposal/Project Application/Bid for a particular **EU Funding Programme (in electronic format)** correctly 
- 12 • **Negotiating with the European Funding Agency** after being selected for funding –  
DOs and DON'Ts when negotiating with the European Funding Agency as Applicant institution, in the name of the whole European Consortium 
- 13 **IP (INTELLECTUAL PROPERTY)** aspects in the light of a Consortium of European partners  
Legal framework - Recommended Agreements between the Applicant for EU Funding and the Consortium of European partners – Exceptions regarding IP 
- 14 • **Implementation of the project funded by the EU – Project Management ( PM<sup>2</sup> )**  
The Project Management methodology recommended by the European Commission – General and specific aspects to consider. 
- 15 **Mandatory literature for success**  
What to read and where from - Calls, publications, training materials etc. 
- 16 Other **specific aspects**, depending on the **profile of the institutions** whose representatives attend our Training & Consulting Sessions  
Sector-specific elements, potential competition etc. 

### Training and Consulting on Developing Project Applications/Proposals/Bids & Implementing such EU-funded Projects

- 0 • N.B.: This specific **Training & Consulting** session builds upon the previous module **Training & Consulting on EU FUNDING PROGRAMMES**.  
See Section above. 
- 1 • Strengthen the **CAPACITY BUILDING** of the institutions we train, be they Company/ Public institutions, based in the EU/Programme Countries  
with regard to developing and implementing EU-funded projects. 
- 2 • Identification of the **most suitable EU FUNDING PROGRAMME(S)**, matching the needs of the institutions whose representatives attend our **Training & Consulting** sessions  
on grounds of a SWOT analysis, putting the spotlight on areas to improve and strengths to play out 
- 3 • Provide guidance to the course attendees, helping them identify (by themselves) competitive, original, as well as novel **PROJECT IDEAS** at European level, suitable for their very organisations  
in order to define competitive Project Application/Proposal/Bid concepts in the national language of the respective country of the Applicant by considering both the national priorities (in the National Calls for Proposals) and European priorities (in the European Call for Proposals). 
- 4 • The players make the game: we provide **Training & Consulting** on how to put together the **EUROPEAN, CROSS-NATIONAL CONSORTIUM** of a project  
Quantitative and qualitative criteria, recommended when building the international Consortium to bid for EU funding; Agreements to conclude 
- 5 • **From Narrative to Budget, as main parts of a European Project Application to access an EU Grant**  
How to draft the Narrative (Concept) of a Proposal/Project Application/Bid for a particular **EU Funding Programme - Budget allocation** depending on tasks, staff roles and institutions involved (Applicant / Partner Institutions in a Consortium) 
- 6 • “He who sweats more in training, bleeds less in war” (old stoic Greek warrior credo) - Contingency plans,  
developed prior to putting together a bid concept, are a “game changer” in potential times of distress (partner non-delivery issues, pandemics etc.) later on in the implementation. 

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- 7 • Negotiations with the EU Commission or EU's National Agencies – DOs and DON'Ts



in order to reach the best possible conditions in the interest of the project idea and EU Grant to obtain.

- 8 • Walk the talk: Through our Training & Consulting Sessions, but also as PARTNER in European Consortia, we provide active Project Management support, during the ups and downs of implementing EU funded projects, including monitoring and assessment, as per Project Management ( PM<sup>2</sup>) methodology developed by the European Commission.



**"It is neither the strongest of the species that survive, nor the most intelligent, but the one most responsive to change" (Charles Darwin).** As a feature that makes us stand out from the crowd, we provide professional handling of short-term changes, **unforeseeable situations and ambiguity**, recently tested out, being among the few institutions in Europe, able to complete our cross-national projects under the lockdown restrictions of the Corona pandemic and inflation, due to the energy crisis, turning EU funded budgets upside-down in the implementation phase).

We are stress-proof, preserving calmness and a problem-solving attitude in times of distress.