



Excellent proposals: what are we looking for?

EU Info Day – LIFE CET

22 June 2021



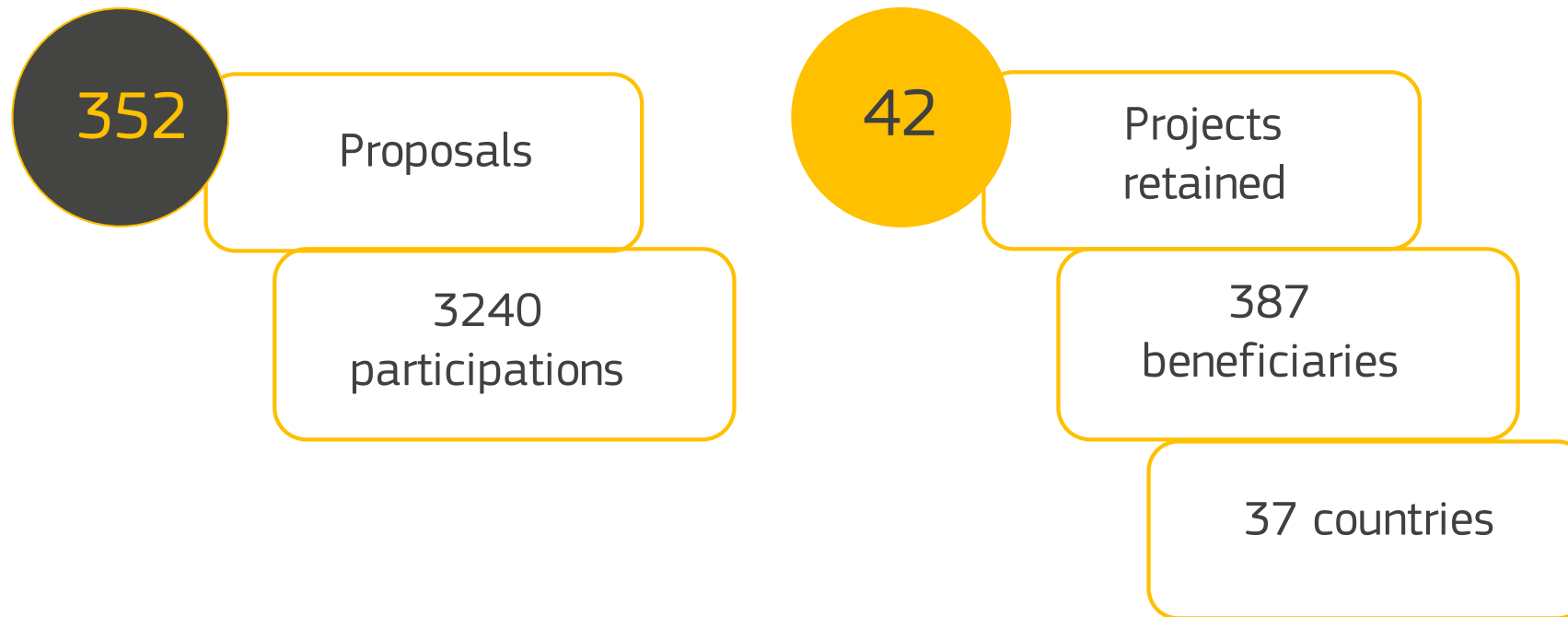
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CINEA

European Climate,
Infrastructure and
Environment
Executive Agency

Unit D1 - LIFE Energy + LIFE Climate

Outcomes of Call for proposals 2020

Horizon 2020 Energy Efficiency Call for Proposals 2020 in numbers



Excellent proposals support the mission of the programme



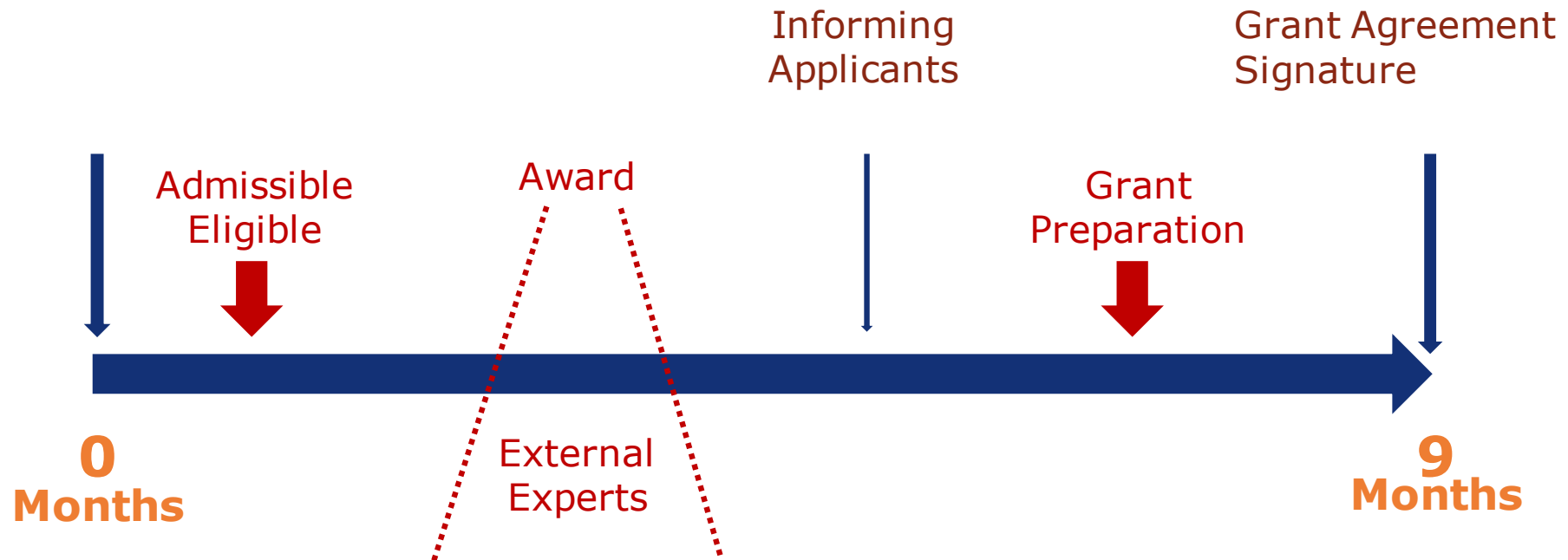
- break market barriers that hamper the socio-economic transition to sustainable energy
- address the shifting needs and barriers for the uptake of energy efficiency
- ensure that EU funding makes a real impact on the ground
- support directly the uptake and implementation of EU legislation, targets and initiatives

THE EVALUATION PROCESS

5 THINGS TO REMEMBER



1. The process



2. How does Funding & Tenders Portal work?

The screenshot shows the European Commission Funding & Tenders Portal. The browser address bar displays the URL: <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-search>. The page header includes the European Commission logo, the text "Funding & tender opportunities" and "Single Electronic Data Interchange Area (SEDIA)", a language selector set to "English", and "Register" and "Login" buttons. A navigation bar contains links: "SEARCH FUNDING & TENDERS" (highlighted in yellow), "HOW TO PARTICIPATE", "PROJECTS & RESULTS", "WORK AS AN EXPERT", and "SUPPORT". Below this is a banner for the "Horizon 2020 Framework Programme (H2020)" with a globe icon and a "clear filter" link. The main content area is titled "Funding and tenders (75)". On the left, there is a search filter sidebar with a "Type your Keywords..." input, a "Match whole words only" checkbox, and buttons for "GRANTS" and "TENDERS". Below the filters is a "Submission status" section with three boxes: "Forthcoming", "Open for submission", and "Closed (75)". The main results area shows a "Grant" titled "Financing for energy efficiency investments - Smart Finance for Smart Buildings" with a "Climate" tag. It is marked as "Closed". The details table is as follows:

Programme	Horizon 2020 Framework Programme (H2020 - 2014-2020)	Deadline model	single-stage
ID	LC-SC3-B4E-11-2020	Opening date	05 March 2020
Types of action	Coordination and support action	Deadline date	10 September 2020 17:00:00 Brussels time



2. How does Funding & Tenders Portal work?

The screenshot displays the 'Funding & tender opportunities' portal (SEDIA) on the European Commission website. The URL in the browser is <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/faq;grantAndTendertype=1;categ...>. The page features the European Commission logo and the text 'Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)'. A navigation bar includes links for 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. The 'SUPPORT' menu is expanded, showing options like 'Support overview', 'Guidance & Manuals', 'FAQ' (highlighted with a red circle), and 'Helpdesk & Support Services'. A banner for the 'Horizon 2020 Framework Programme (H2020)' is visible. On the left, there is a search bar with the placeholder 'Type your Keywords or q' and a search icon. Below the search bar, there are filters for 'GRANTS' (checked) and 'TENDERS'. A 'Filter by CATEGORY' section lists options like 'Roles and access rights' and 'Participant registration and validation...'. The main content area is titled 'Frequently Asked Questions (FAQ)' and contains text explaining that the pages are updated with answers to frequent questions submitted to the Research Enquiry Service, IT Helpdesk, eProcurement Helpdesk, Call Coordinators, and H2020 NCP correspondents. It also mentions that questions related to calls for tenders should be asked within the call for tenders on eTendering. A button 'Read about calls for tenders' is present. At the bottom, there are tabs for 'Active(1711)' and 'Archived(1152)'.

3. What is the structure of the proposal?

- **Administrative Forms (PART A)**
- **Technical Description (PART B)**
 1. Relevance
 2. Impact
 3. Implementation
 4. Resources
- **Part C – additional project data**
- **Annexes**



4. How to pass the eligibility check?

Admissibility

- ☐ Submitted before deadline & electronically
- ☐ Complete & using the forms/templates provided
- ☐ Readable (no smaller than Arial 9) printable (A4)
- ☐ Max 70 pages (including the instructions)



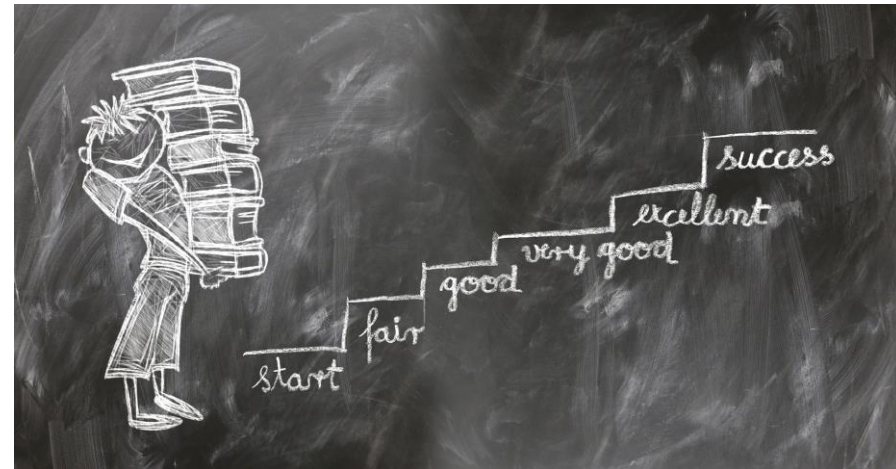
Eligibility

- ☐ Eligible participants
- ☐ Consortium composition
- ☐ Eligible activities
- ☐ Geographic location



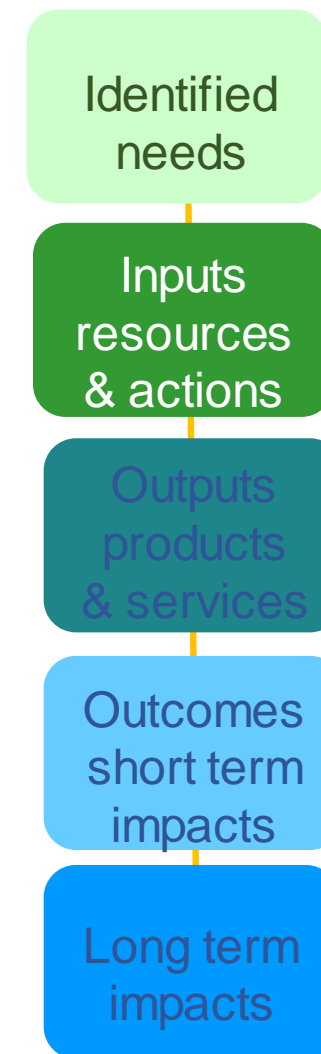
5. What are the award criteria?

- Relevance
- Impact
- Quality
- Resources



Impact – The logical conclusion of your activities

- **Topic specific indicators** e.g.
 - “Reduction of time for renovation works on the building site compared with standard practice”
 - “Increased rate of transformation of energy audits into concrete measure implementation”
 - “Number of policies/plans/strategies established through the action”
- **Programme related indicators** i.e. energy savings/renewable energy and investments in sustainable energy triggered



7 TIPS TO SUCCEED



1. Start early ... start now!

Call opening: tbc

First submission deadline: tbc



2. Read the relevant information

- **LIFE Clean Energy Transition Call for Proposals, LIFE-2021-CET**, Section 2, Topic description
- **LIFE Clean Energy Transition Call for Proposals, LIFE-2021-CET**, Section 5-9: list of countries, eligibility and admissibility conditions, evaluation criteria and procedure, scoring and thresholds, etc.
- **Submission forms and templates**: essential forms and guides to draw up and submit your proposal
- **Portal Online Manual** (for processes)
- **Portal FAQ for your topic of interest**
- **Portal FAQ** (for general questions)



3. Choose your idea, structure it well & stick to it!

Ask yourself if you have:

- a clear project **objective**?
- a clear **understanding** of the current (research or market) situation and your starting point
- a clear (set of) **target group(s)**?
- a clear set of **partners** – are they the voice of the market?
- a clear path to **make a difference** – what impact do you want to have?



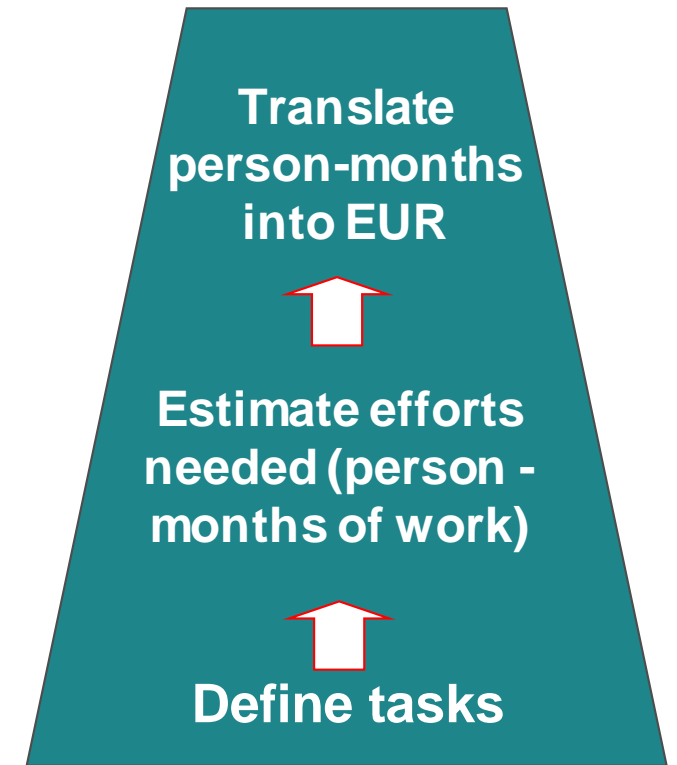
4. Build a good consortium

- Be **consistent** – remain relevant to your objective & target group
- Be **adaptable** - be ready to renounce a country if you do not secure the right partner
- **Choose well your partners** – with diverse competences
- **Involve partners** in the preparation – avoid surprises after submission
- **Keep consortium motivated** - agree a working method for the proposal phase, make a plan for their input
- **! Do not cover the EU map artificially**



5. Create a budget

- Define your budget 'bottom-up'
- First describe the tasks – then define the budget
- Check consistency regularly while advancing on with your Work Plan:
 - share of resources;
 - appropriate levels between partners;
 - appropriate weight of person-months between major work steps



6. Write your proposal

- **Fine-tune** your objectives and your target group
- Take your time to decide the best **methodology** to be applied – can it deliver? Think **impact**!
- Define your **main working steps**
- Follow the guidance in the **application forms & proposal template**
- Keep strictly within the **number of pages**
- **Communication & dissemination:** what, for whom, how, how often, for what purpose you do it?

Communication
promoting the action
itself and its results

Dissemination
public disclosure of
the results

Exploitation
utilisation of results
... in research.
... in creating/offering
a product, process or
service.
... in standardisation
activities.



7. Final polishing

- Check the completeness of the proposal
- Check consistency of your description of activities and budget
- Ask an 'informed outsider' for critical reading and feedback
- If you have the chance, have a native speaker check the English



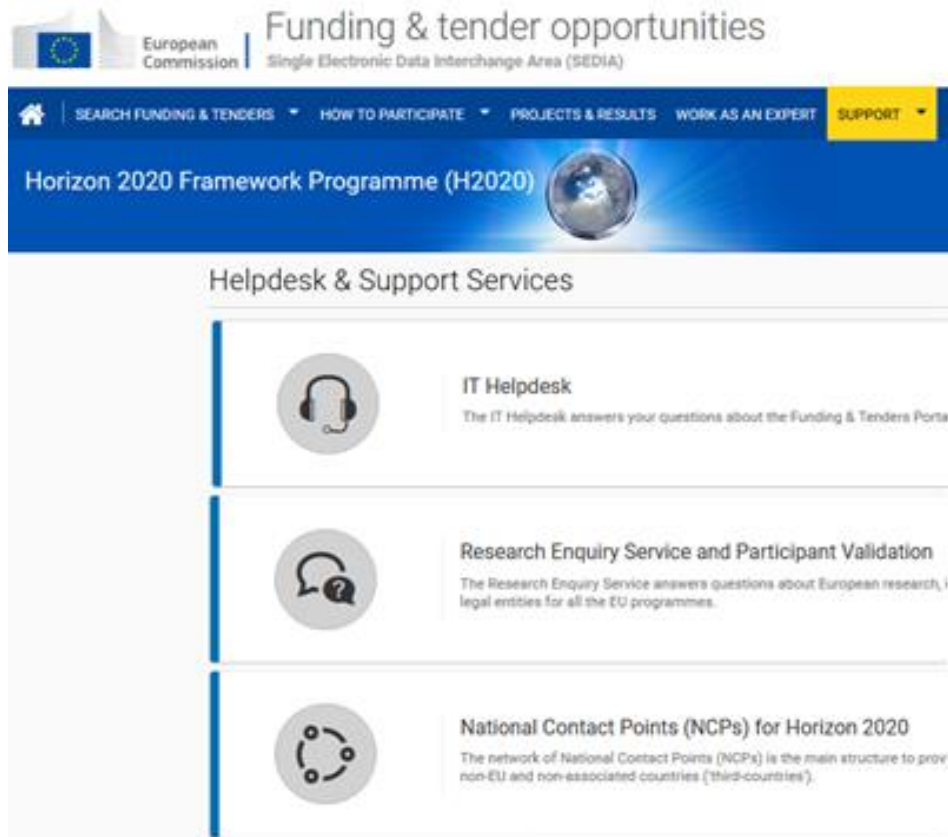
Information sources and support

as well as...

- **LIFE Info Days!**

Project databases

- CORDIS for H2020
- **Information portals:** BUILD UP, ManagEnergy
- **CINEA Clean Energy newsletter**
(Register for updates and success stories)



Keep in touch with us



https://cinea.ec.europa.eu/life/clean-energy-transition_en/



[@CleanEnergy_EU, @LIFEprogramme](#)



[European Climate, Infrastructure and Environment Executive Agency](#)



[LIFE youtube channel](#)



Thank you



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