

# PRIMA COLLABORATE

## An Event Uniting Med Researchers in Malta for Innovation

### PRIMA Proposal Writing Workshop

*Marco Orlando, PRIMA Project Officer*  
*9 February 2024*



The Malta Council for  
Science & Technology



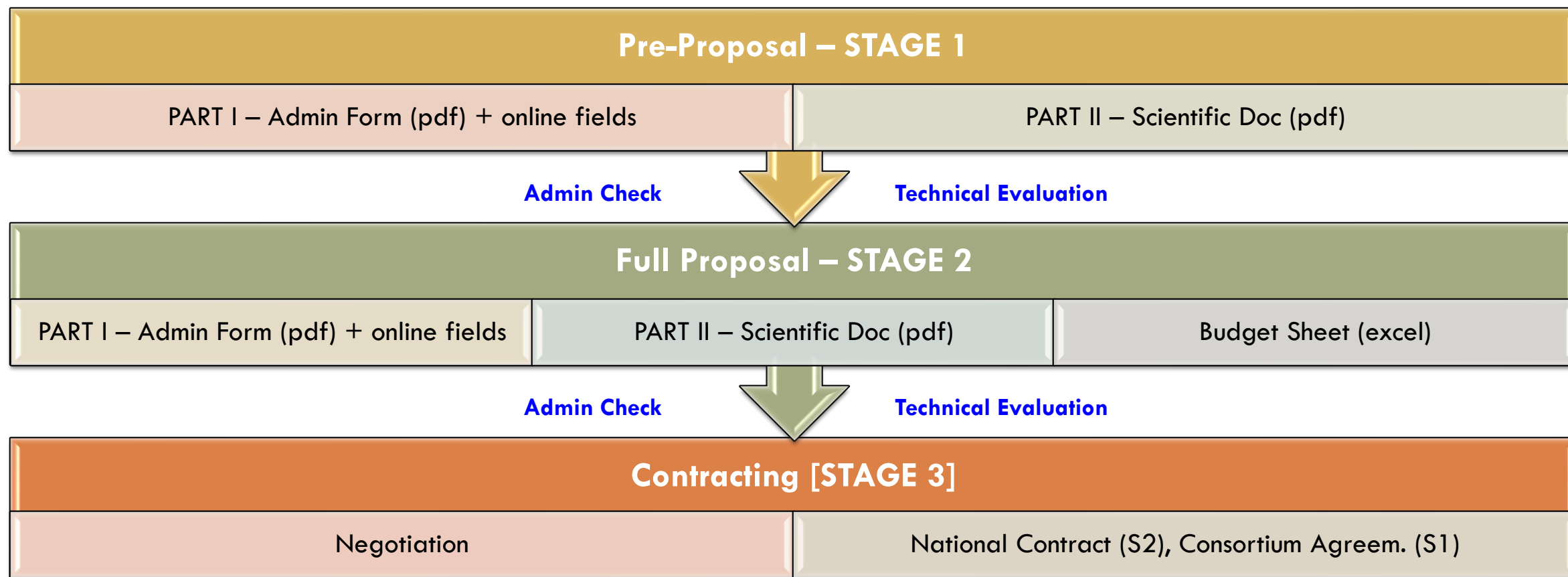
**PRIMA**  
PARTNERSHIP FOR RESEARCH AND INNOVATION  
IN THE MEDITERRANEAN AREA



The PRIMA programme is an Art. 185 initiative supported  
and founded under Horizon 2020, the European Union's  
Framework Programme for Research and Innovation



# Submissions process (Two stages)



While all technical evaluation is done through PRIMA IS, further Admin Check is done via the NFAs for Section 2.

# Evaluation Criteria



The PRIMA programme is an Art.185 initiative supported and funded under Horizon 2020, the European Union's Framework Programme for Research and Innovation.



# Evaluation Criteria

## H2020 Criteria:

- ❑ **EXCELLENCE** / 5 points
- ❑ **IMPACT** / 5 points
- ❑ **QUALITY AND EFFICIENCY OF THE IMPLEMENTATION** (*Only for step 2*) / 5 points

For IA the criteria “impact” has a weight of **1.5**

## Thresholds:

- ❑ Stage 1: **4** points for each criteria and Total at least 8/10
- ❑ Stage 2: **3** points for each criteria and Total at least 10/15
- ❑ Each proposal will be evaluated by 3 independent experts and ranked by consensus by the scientific evaluation committee during a panel meeting.



# GENERAL REMARKS – FULL APPLICATION

5

## Excellence *(max. score 5)*

- **Fit with the scope** and objectives of the PRIMA programme and the call topic description;
- Importance, relevance/pertinence and clarity of **the objectives**;
- Soundness of **the concept** and credibility of the proposed **approach/methodology**.
- Extent that the 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)
- Appropriate consideration of **interdisciplinary approaches** and, where relevant, use of **stakeholder knowledge**.



# GENERAL REMARKS – FULL APPLICATION

6

## Impact (max. score 5)

- The extent to which the outputs of the project would contribute to one or several of the **expected impacts mentioned in the work plan** (Scores of the proposals will not depend on the number of expected impacts covered).
- Quality of the proposed measures to: **Exploit and disseminate the project results** (including management of IPR), and to manage research data where relevant; **Communicate the project**.
- Any **impacts not mentioned in the work plan**, that would enhance innovation capacity, create new market opportunities, strengthen competitiveness and growth of companies, address issues related to climate change or the environment, or bring other important benefits for



# GENERAL REMARKS – FULL APPLICATION

7

## Quality and efficiency of the implementation (max. score 5)

Only at the 2<sup>nd</sup>  
stage!

- Quality and effectiveness of the **work plan**, including extent to which the **resources** assigned to work packages are in line with their objectives and deliverables;
- Appropriateness of the **management structures and procedures**, including risk and innovation management;
- **Complementarity** of the participants and extent to which the consortium as whole brings together the necessary expertise;
- **Appropriateness of the allocation of tasks**, ensuring that all participants have a valid role and adequate resources in the project to fulfil that role.

## How to Write a PRIMA Proposal?

1. Main Sections of the Part I (Admin)
2. Main Sections of the Part II - Pre-proposal (Technical)
3. Main Sections of the Part II - Full Proposal (Technical)

**Presented By: Marco Orlando, Project Officer, PRIMA**



The PRIMA programme is an Art.185 initiative supported and funded under Horizon 2020, the European Union's Framework Programme for Research and Innovation.





# **1. Part I (Admin) – Pre- and Full Proposal**



# MAIN SECTIONS OF PART I

10

1. **Administrative data of participant organizations**
2. **General information on the pre-proposal**
3. Ethics table (stage 2 only)
4. Call specific questions, i.e. changes to proposal... (stage 2 only)

*Attention: Between Stage-1 and Stage-2, NO MODIFICATIONS are allowed in the consortium composition (Organizations, Coordinator and PIs), budget and scientific objectives. In Section 2, NFAs might request some adjustments/modifications during Stage 2 (under condition).*



# 1. Administrative data of participant organizations

11

<b><u>PART I</u></b>			
<b>Title of Proposal</b>			
<b>Acronym</b>			
 <b>1. <u>Administrative data of participant organisations</u></b> <ul style="list-style-type: none"><li>List of participants :</li></ul>			
<b>Participant No *</b>	<b>PI name</b>	<b>Organisation</b>	<b>Country</b>
<b>1 (Coordinator)</b>			
<b>2 Partner 1</b>			
<b>3 Partner 2</b>			
<b>4 Partner 3</b>			
* Please use the same participant numbering as that used in the Electronic Submission Site. One PI per team/lab or institution Add as many lines as you would need.			



## 2. General information on the pre-proposal

<b>Section:</b>	
<b>Call:</b>	
<b>Topic:</b>	
<b>Type of action:</b>	
<b>Duration in months:</b>	
<b>Free keywords</b>	Enter any words you think give extra detail of the scope of your proposal (max 200 characters)
<b>Abstract:</b>	<p>Short summary (max. 2,000 characters, with spaces) to clearly explain:</p> <ul style="list-style-type: none"><li>• the objectives of the proposal</li><li>• how they will be achieved</li><li>• their relevance to the specific call and topic against which the proposal is submitted</li></ul> <p>Will be used as the short description of the proposal in the evaluation process and in communications with the programme management committees and other interested parties</p> <ul style="list-style-type: none"><li>• Do not include any confidential information.</li><li>• Use plain typed text, avoiding formulae and other special characters</li></ul>

- Other questions to be answered by the coordinator:
- Project submitted in previous EU calls?
  - Verification of the financial capacity (only for private entities)
  - Budget requested to PRIMA



# ESS – Electronic Submission System

**If you do not complete the relevant fields on the ESS, your proposal may be declared inadmissible!!**

13

- The proposals (Part I and II) must be **submitted online via the ESS** - Electronic Submission System (ANR website, in PDF format).
- The link to the submission page of the ESS will be published on the PRIMA website on the calls section and will be **active 1 month before the submission deadline**.

Administrative/financial data for each partner have to be **inserted in the ESS too**:

- Contact details, name and surname of PIs and team members, partner organisations' names...
- Total cost of the project and amount of funding requested to PRIMA (each partner)...



## **2. Main Sections of the Part II- Pre-Proposal (Technical)**

*(1<sup>st</sup> stage of a two-stage submission procedure)*

*(max number of pages, 10)*



# PRIMA PRE-PROPOSAL SECTIONS

15

Title of the Proposal  
Acronym

*(remember tips and tricks from the  
previous session)*

...we will focus on the  
RIA/IA templates (the  
CSA one is slightly  
different)

## Section 1 - Excellence

1.1 Objectives: *overall and specific objectives*

1.2 Relation to call/ topic: *how your proposal addresses the challenge & scope*

1.3 Concept and methodology

(a) Concept: *main ideas, models or assumptions*

(b) Methodology: *overall methodology, activities*

1.4 Ambition: *beyond the state-of-the-art*

## Section 2 - Impact

2.1 Expected impacts: *expected impacts mentioned in the work programme*



# PRIMA PRE-PROPOSAL SECTIONS

16

## Section 1 - Excellence

### 1.1 Objectives: overall and specific objectives

(Session on tips and tricks)

- In bullet points, present the objectives of the project
- Be precise and specific as much as you can
- Avoid too ambitious goals, over estimation
- Reflect what is already written in the call text, read it again, again, and again → reflection
- Define as well: location/geographical coverage, main stakeholders/target groups...

Questions to develop a S.M.A.R.T Objective(s):

- Addressed challenges/demands at the national/regional/global level?
- What is the concept of the proposed project?
- What should be achieved from your project?





# PRIMA PRE-PROPOSAL SECTIONS

17

## Section 1 - Excellence

### 1.2 Relation to call/ topic: *how your proposal addresses the challenge & scope*

- Reflection on the call text, again
- State how your proposed project shall address the **PRIMA SRIA + CALL + TOPIC** challenges & scope
- Use a tabular form [addressed scope/challenge, how your project will respond to this?]
- Relevance to the particular demands of the target **Mediterranean countries**, where the project will be implemented, and the relevant sectors (including synergy with other initiatives and projects)
- Refer to any significant at national, regional, global policies/strategies relevant to the project

# PRIMA PRE-PROPOSAL SECTIONS

18

## Section 1 - Excellence

### 1.3 Concept and methodology

#### (a) Concept: *main ideas, models or assumptions*

- Explain the **overall concept** underpinning the project.
- Identify **inter-disciplinary** considerations and, **stakeholders' knowledge**.
- Include measures taken for **public/societal engagement** in the project.
- Describe the **positioning of the project** e.g. where it is situated in the spectrum from 'idea to application', or from 'lab to market'.
- Define and describe the '**Technology Readiness Levels**'. *Refer to the initial TRL and the final/planned TRL and what type of deliverable (i.e. new device) that will be produced by the action/project.*
- Describe any national or international R&I activities which will be linked with the project, especially where the outputs from these will feed into the project (**synergy and complementarity**);

# PRIMA PRE-PROPOSAL SECTIONS

19

## Section 1 - Excellence

### 1.3 Concept and methodology

(b) Methodology: *overall methodology, activities*

- *from objectives to results?*

- Describe the overall methodology
- Present the logic behind the Workpackages structure, not the details of the WPs/tasks.
- Distinguishing, as appropriate, activities indicated in the relevant section of the work programme, e.g. for research, demonstration, piloting, first market replication, etc;
- Describe gender dimension, i.e. sex and/or gender analysis.

*Please note that this question does not refer to gender balance in the teams in charge of carrying out the project but to the content of the planned research and innovation activities. For guidance on methods of sex / gender analysis and the issues to be taken into account, please refer to: [http://ec.europa.eu/research/swafs/gendered-innovations/index\\_en.cfm?pg=home](http://ec.europa.eu/research/swafs/gendered-innovations/index_en.cfm?pg=home)*



# PRIMA PRE-PROPOSAL SECTIONS

20

## Section 1 - Excellence

### 1.4 Ambition: *beyond the state-of-the-art*

- What the proposed project would advance/go beyond the state-of-the-art, and the extent the proposed work is ambitious (**show the novelty of your project and the added value**).
- Describe the innovation potential (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models) which the proposal represents. Where relevant, refer to products and services already available on the market. Please refer to the results of any patent search carried out.
- why you choose this/these technologies, advantages over alternatives in the market.
- In brief, also describe the nature and size of the tackled market.
- Use references. Use Figures, tables, charts when appropriate.



# PRIMA PRE-PROPOSAL SECTIONS

21

## Section 2 – Impact

### 2.1 Expected impacts: *expected impacts mentioned in the work programme*

- Be CLEAR and SPECIFIC to your proposed project and its objectives, avoid general terms.
- **Where possible, use quantified indicators (KPIs) and targets/values.**
- CLASSIFY the impact: social, economic, environmental, political, scientific/technological advancement,....
- Define the TARGET GROUPS and BENEFICIARIES (i.e. small farmers, organic food market...) .
- Describe how your project will contribute to each of the expected impacts mentioned in the PRIMA annual work programme, under the RELEVANT TOPIC (the part of: expected impact).
- Refer to PRIMA SRIA ([http://prima-med.org/wp-content/uploads/2018/02/PRIMA-SRIA\\_Strategic-Research-and-Innovation-Agenda.pdf](http://prima-med.org/wp-content/uploads/2018/02/PRIMA-SRIA_Strategic-Research-and-Innovation-Agenda.pdf))



# GENERAL REMARKS – PRE-PROPOSAL

22

- Two sections, equally important.
- Only 10 pages, use them precisely and concisely.
- No need to focus too much on the implementation/details (for 2<sup>nd</sup> stage only). Instead, focus on the methodology, main actions/WP briefs, outputs & outcomes, added values of the proposed project.
- Quantify as much as you can: outputs, deliverables, KPIs, activities....
- Use tables, figures and diagrams, but not extensively.
- Show roles and engagement of: your partners, stakeholders, end users and public.
- Networking and Synergy with previous/other actions, initiatives, policies and projects.



# **3. Main Sections of the Part II- Full Proposal (Technical)**

*(2<sup>nd</sup> stage of a two-stage submission procedure)  
(max number of pages, 50)*



# PRIMA FULL APPLICATION SECTIONS

24

## Section 1 - Excellence

- 1.1 Objectives: *overall and specific objectives*
- 1.2 Relation to call/ topic: *how your proposal addresses the challenge & scope*
- 1.3 Concept and methodology
  - (a) Concept: *main ideas, models or assumptions*
  - (b) Methodology: *overall methodology, activities*
- 1.4 Ambition: *beyond the state-of-the-art*

As 1<sup>st</sup> Stage, with more details, figures, tables. Elaborate

Avoid drastic changes.

Reviewers can access the 1<sup>st</sup> stage prop. during assessment of the 2<sup>nd</sup> stage one.

Reviewers' circulation

## Section 2 - Impact

- 2.1 Expected impacts: *expected impacts mentioned in the work programme*
- 2.2 Measures to maximize impact
  - a) *Dissemination and exploitation of results*
  - b) *Communication activities*

Quantify, quantify, quantify





# PRIMA FULL APPLICATION SECTIONS

25

## **Section 3 - Implementation**

- 3.1 Work plan — Work packages, deliverables
- 3.2 Management structure, milestones and procedures
- 3.3 Consortium as a whole
- 3.4 Resources to be committed

## **Section 4: Members of the consortium**

- 4.1. Participants (applicants)
- 4.2. Third parties involved in the project (including use of third party resources)

## **Section 5: Ethics and Security**

- 5.1 Ethics
- 5.2 Security



# PRIMA FULL APPLICATION SECTIONS

26

Differences from Stage 1????

## Section 2 - Impact

2.1 Expected impacts: *expected impacts mentioned in the work programme* **OR NOT MENTIONED**

2.2 *Measures to maximize impact*

a) Dissemination and exploitation of results

b) Communication activities

**Dissemination, Exploitation, Communication...**

What is the difference??

Enhanced innovation capacity, new market opportunities, competitiveness/growth of companies, important benefits for society or environment



# PRIMA FULL APPLICATION SECTIONS

*Draft plan for the dissemination and exploitation of the project's results to be included in the full proposal!*

**Dissemination:** public disclosure of research results to various stakeholders (other researchers, industry, policymakers) that can make use the results: to be planned since the very beginning of the project.

**Exploitation:** use of results during and after the project, for commercial purposes, for improving policies, for tackling economic and societal problems, etc..

*Specialists / Users*

**Communication:** strategic, targeted promotion of the project and its results to different audiences, like the media and the general public to demonstrate how PRIMA funding contributes to tackling societal challenges.

*Non-Specialists*

*Not obligatory to include a detailed communication plan in the full proposal, but info on the strategy is important.*




# PRIMA FULL APPLICATION SECTIONS

28

## Section 3 - Implementation

### 3.1 Work plan — Work packages, deliverables

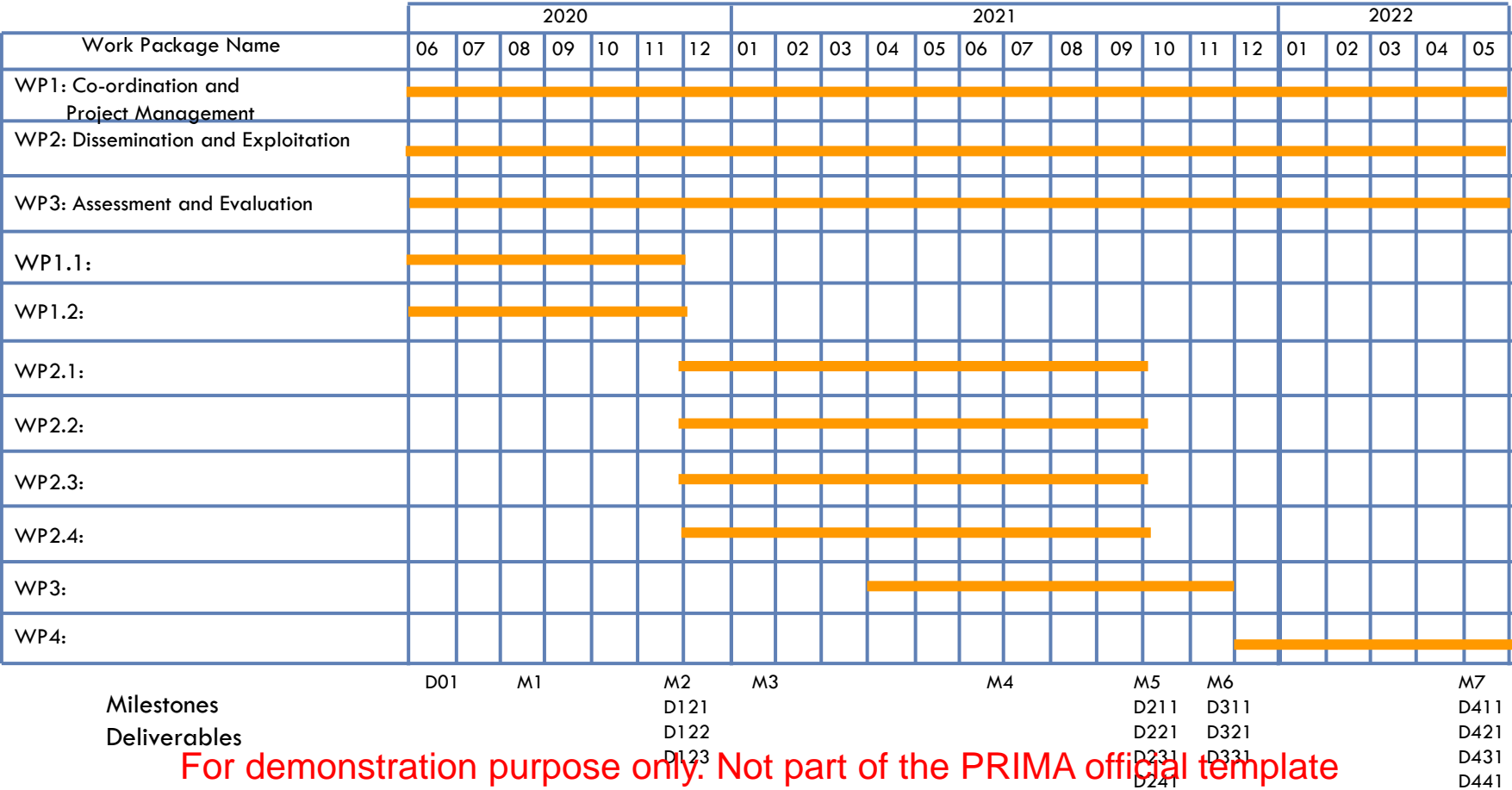
- ☐ brief presentation of the **overall structure** of the work plan;
- ☐ timing of the different **work packages** and their components (Gantt chart or similar);
- ☐ **detailed work description**, i.e.:
  - a list of work packages (table 3.1a);
  - a description of each work package (table 3.1b);
  - a list of major deliverables (table 3.1c);
- ☐ graphical presentation of the **components** showing how they **inter-relate** (Pert chart or similar).

- 
- *Outline the logical structure of the project, the different stages in which it is to be carried out*
  - *Outline the interrelations/complementarities among the WPs and tasks*
  - *The number of work packages should be proportionate to the scale and complexity of the project*
  - *The resources assigned to work packages should be in line with the objectives and deliverables*



# Gantt Chart – example

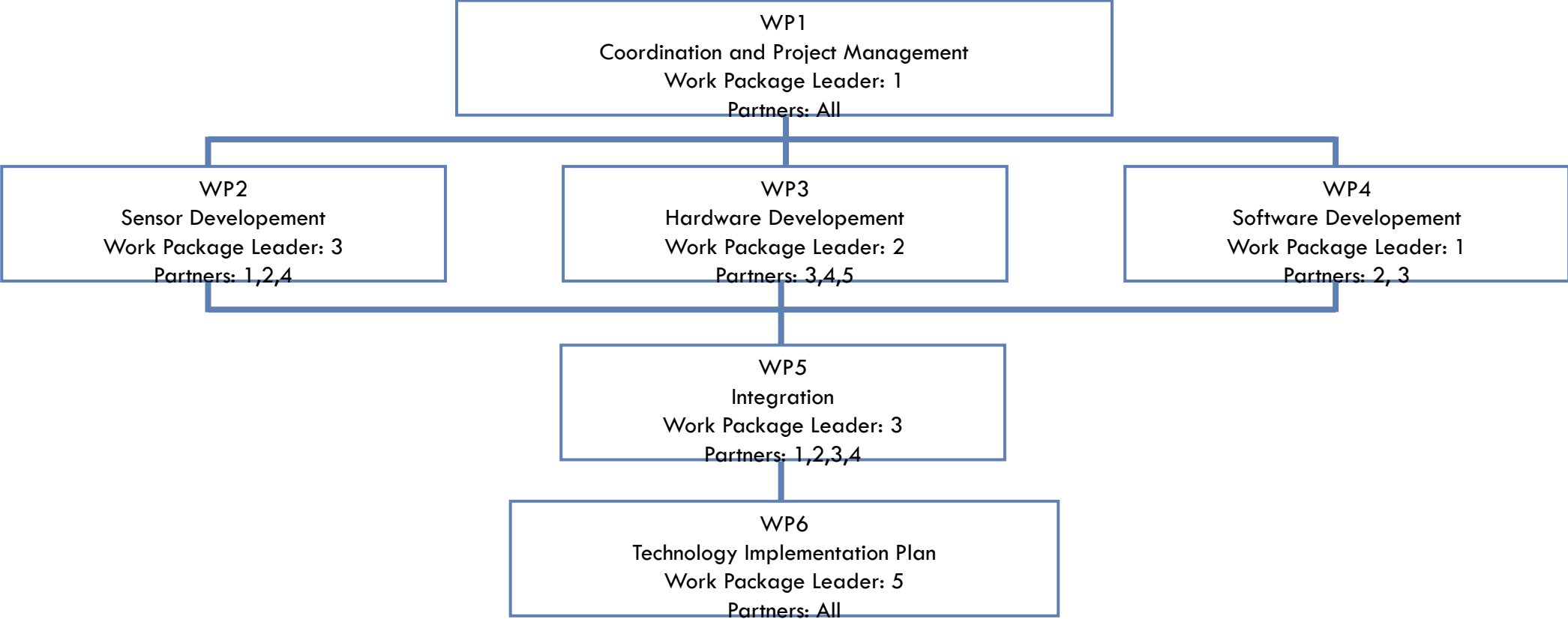
29





# Work Packages - PERT Diagram

30



For demonstration purpose only. Not part of the PRIMA official template



# PRIMA FULL APPLICATION SECTIONS

31

Table 3.1a: List of work packages

Work package No	Work package Title	Lead Participant No	Lead Participant Short Name	Person-Months	Start Month	End Month
1	Project Management	1	UABC	#	M1	M36
7	Communication and Dissemination	4	CDEF	#	M1	M36
				Total person-months		

**‘Work package’** means a major sub-division of the proposed project.

*Inclusion of work packages on ‘management’ and ‘dissemination and exploitation’ and ‘communication activities’ is recommended*





# PRIMA FULL APPLICATION SECTIONS

Table 3.1b: Work package description

Work package number		Lead beneficiary					
Work package title							
Participant number							
Short name of participant							
Person months per participant							
Start month				End month			

Objectives

Description of work (where appropriate, broken down into tasks), lead partner and role of participants

Deliverables (brief description and month of delivery)

One table will be filled out for each work package, so that you can give a detailed description







# PRIMA FULL APPLICATION SECTIONS

Table 3.1c: List of Deliverables

Deliverable (number)	Deliverable name	Workpackage number	Short name of Lead participant	Type	Dissemination level	Delivery Date (in months)
D4.1	Project website	6	UABC	DEC	PU	M6
D5.2						

‘**Deliverable**’ means a distinct output of the project, meaningful in terms of the project's overall objectives and constituted by a report, a document, a technical diagram, a software etc.

Type: **R**: Document, report (excluding the periodic and final reports), **DEM**: Demonstrator, pilot, prototype, plan designs, **DEC**: Websites, patents filing, press & media actions, videos, etc. **OTHER**: Software, technical diagram, etc.

Dissemination level: **PU** = Public, fully open, e.g. web. **CO** = Confidential, restricted under conditions set out in Model Grant Agreement, **CI** = Classified, information as referred to in Commission Decision 2001/844/EC.

# PRIMA FULL APPLICATION SECTIONS

34

Who is responsible?

How will it be done?

## 3.2 Management structure, milestones and procedures

- Describe the organisational structure and the decision-making (including a list of milestones (table 3.2a))
- Explain why the organisational structure and decision-making mechanisms are appropriate to the complexity and scale of the project.
- Describe, where relevant, how effective innovation management will be addressed in the management structure and work plan.
- Describe any critical risks, relating to project implementation, that the stated project's objectives may not be achieved. Detail any risk mitigation measures. Please provide a table with critical risks identified and mitigating actions (table 3.2b)

- *Outline how you will establish clear lines of responsibility, a good communication flow between partners, resolve any conflicts between them, effective decision-making, etc....*
- *Consider having periodic review meetings with partners to monitor proper implementation of the project*
- *Have mechanisms in place to manage IPR-related issues, but also the development and successful transfer to the market of innovative ideas (services, products) that address specific market needs*



Example for demonstration purpose only.

Not part of the PRIMA official template

# USEFUL TOOLS

35

PROJECT MANAGEMENT STRUCTURES	TASKS AND RESPONSIBILITIES
<b>Project Coordinator (PC)</b> & <b>Project Management Unit (PMU)</b>	<i>PC provides scientific leadership, supervises activities to make sure that project progresses toward the achievement of objectives and milestones, is the main point of contact with PRIMA</i>  <i>PMU assists PC in the day-by-day management of the project, takes care of legal, financial, administrative aspects; facilitates communication between partners and supports the organization of meetings</i>
<b>External Advisory Board (EAB)</b>	<i>EAB involves external experts/stakeholders from different background who can give feedback on strategic aspects and evaluate the project</i>
<b>Technical Steering Committee (TSC)</b> & <b>WP Leaders (WPL)</b>	<i>TSC normally involves 1 representative per WP leader, to ensure collective decision-making, dialogue among partners on operational aspects and coordination, improvement and smooth implementation of activities</i>



# PRIMA FULL APPLICATION SECTIONS

36

**Table 3.2a: List of milestones**

Milestone Number	Milestone Name	Related work package(s)	Due date (in month)	Means of verification
1.1	Kick-off meeting	1	M1	Meeting report signed by partners
...				
1.4	Annual project review meeting	1	M12	Meeting report signed by partners

**‘Milestones’** means control points in the project that help to chart progress. Milestones may correspond to the completion of a key deliverable, allowing the next phase of the work to begin. They may also be needed at intermediary points so that, if problems have arisen, corrective measures can be taken. A milestone may be a critical decision point in the project where, for example, the consortium must decide which of several technologies to adopt for further development.

**Means of Verifications:** Show how you will confirm that the milestone has been attained. Refer to indicators if appropriate. For example: a laboratory prototype that is ‘up and running’; software released and validated by a user group; field survey complete and data quality validated



# PRIMA FULL APPLICATION SECTIONS

37

Table 3.2b: Critical risks for implementation

Description of <b>RISK</b> (indicate level of <b>IMPACT</b> : Low/Medium/High), <b>PROBABILITY</b> (Low/Medium/High)	Work package(s) involved	Proposed risk-mitigation measures
Failing in engaging stakeholders for project output validation...	3	MoU signed with stakeholder associations to guarantee engagement...

**Definition critical risk:** A critical risk is a plausible event or issue that could have a high adverse impact on the ability of the project to achieve its objectives.

**Level of likelihood to occur: Low/medium/high:** The likelihood is the estimated probability that the risk will materialize even after taking account of the mitigating measures put in place.



# PRIMA FULL APPLICATION SECTIONS

38

Table 3.4a: Summary of staff effort

	WPn	WPn+1	WPn+2	Total Person-Months per Participant
Participant Number/ Short Name				
Participant Number/ Short Name				
Participant Number/ Short Name				
Participant Number/ Short Name				
Total Person Months				



# PRIMA FULL APPLICATION SECTIONS

39

**Table 3.4b: ‘Other direct cost’ items (travel, equipment, other goods and services, large research infrastructure)**

<b>Participant Number/Short Name</b>	<b>Cost (€)</b>	<b>Justification</b>
<b>Travel</b>		
<b>Equipment</b>		
<b>Other goods and Services</b>		
<b>Total</b>		



# PRIMA FULL APPLICATION SECTIONS

40

## Section 4: Members of the consortium

4.1. Participants (applicants)

4.2. Third parties involved in the project  
(including use of third party resources)

*The information provided here will be used to judge the operational capacity of the consortium.*



*Do project partners have enough expertise, experience and complementarity to carry out efficiently and effectively the project?*

Provide, for each partner: a description of the organisation and its main tasks, short CVs/bios of the PI/team members; relevant publications, achievements, past projects connected to the subject of the call/proposal; significant infrastructure/major items of technical equipment, relevant to the proposed work.





Example for demonstration purpose only.

Not part of the PRIMA official template

# USEFUL TOOLS

41

Objectives of the action	<Overall objective(s)> <Specific objective(s)>
Target group(s)	
Final beneficiaries	
Estimated results	
Main activities	

Target Groups/Final Beneficiaries	Classification	Needs/ Constrains	Relevance of the proposal
	TG		
	FB/TG		

[1] **Target groups** are groups/entities who will directly benefit from the action at the action purpose level.

[2] **Final beneficiaries** are those who will benefit from the action in the long term at the level of the society or sector at large.

# Main Characteristics of Winning Proposals – Tips & Tricks

Presented by: Marco Orlando, Project Officer, PRIMA



The PRIMA programme is an Art.185 initiative supported and funded under Horizon 2020, the European Union's Framework Programme for Research and Innovation.



# Project idea and...its presentation

43

- Competitive proposal = well-defined project idea + good presentation of that idea
- Present your idea in the most comprehensive, simple and coherent way – avoid repetition, complex sentences, complicated words, unusual abbreviation



# Requirements for a Good Proposal

44

- Attractive Title and Acronym;
- Good and Comprehensive Abstract;
- Novel Idea, Clear Goals and Methodology;
- SMART Deliverables, Objectives, Results;
- Project-Call alignment;
- Project activities well connected, flowing logically into each other
- Strong coordinator and complementary consortium;
- Reasonable, justified budget



# Title and Acronym : examples/Good or bad?

Title	Good or NOT
<i>Protecting Crops via Bio-Control Agents in Organic Agriculture</i>	
<i>Effects of fertilizers on crops</i>	
<i>Impact of global warming on management of water resources</i>	
<i>Determining the mechanism of action of Bcl-2 family members in regulating apoptotic signaling complexes within the mitochondria leading to a cure in cancers</i>	
<i>Determining the mechanism of action of Vitamin B12 in regulating hormones activities that may lead to cancers in old people in the Mediterranean region</i>	



# Title and Acronym

46

- Use key words from the call itself
- The title = the idea + problem + objective
- Be as short and clear as possible – one sentence
- Brainstorm for key words, then puzzle it
- The acronym: easy to pronounce, easy to remember
- Avoid jargon – be specific

## Example

**MEDSPRING**: **Med**iterranean **S**cience, **P**olicy, **R**esearch & **IN**novation **G**ateway

**EDUCAMP**: **EDU**cation for sustainable development beyond the **CAMP**us

**BioGuard**: Protecting Crops via Bio-Control Agents in Organic Agri.



# Proposal Evaluation Sequence: importance of abstract

47

- **Abstract** – 1<sup>st</sup> impression, no score but...high importance! Must condensate all the following items concisely:
- Introduction and Objectives
- Problem Statement and Methodology
- Impact/ Sustainability
- Research plans: Activities/ WPs / Deliverables
- Budget table

**In a nutshell,  
the main  
contents of a  
proposal**



# General objectives

48

- The proposal should highlight how it will contribute to the general objectives of the programme to which it is submitted, but it also has to include the specific ones!

## Specific objectives

- They should be brief, focused, and limited in scope
- Each objective should flow logically into the next one(s) – bullet points
- Be realistic: avoid overestimation (capacity, budget, time) → indicators/targets (link with expected impacts)
- **SMART: Specific, Measurable, Achievable, Realistic, Time-bound**





# Project-Call alignment

49

- ▣ Study the guidelines and templates carefully;
- ▣ Read and analyze the call text → extract key words;
- ▣ Discuss with other involved partners, collect ideas → common understanding + vision of the proposed idea;
- ▣ Translate brainstorming into a project brief, circulated, updated → draft proposal;
- ▣ Share the draft with external expert(s) → feedback and adjustments.



# Strong Coordinator and Consortium

50

- ▣ Show high commitment;
- ▣ Diversity and comparative advantages: academia, industry, SMEs\*, NGOs, public authorities, and stakeholders/lead users\*, etc;
- ▣ Strong track record, personal and institutional, in the scope of the project/call, preferably in similar H2020 projects;
- ▣ Geographical coverage, when possible;
- ▣ WHERE? [PRIMA website](#) “find partners” tool, keynote speakers of relevant international conferences, top-cited authors, PRIMA Statistical Analysis tool, CORDIS...

*\*especially with calls of higher TRL/IA*



# Why do we fail: Most Common Reasons for Failure

51

- ❑ Weak project idea (novelty and applicability);
- ❑ Low relevance: unimportant problem – not aligned to donor priorities;
- ❑ Weak consortium, partners overlapping, or their presence unjustified;
- ❑ Lack of expertise (technical, management) and/or adequate resources;
- ❑ Unfocused approach; vague objectives; project activities are disconnected/not build on each other;
- ❑ Unrealistic: amount of work proposed, objectives, absence of clear indicators/targets (*irrelevant to PRIMA SRIA*);
- ❑ Uncertain long-term impact and/or lack of future direction;
- ❑ Over-/ underestimated budget;
- ❑ Poor/unclear language.

# Partner search and consortium building



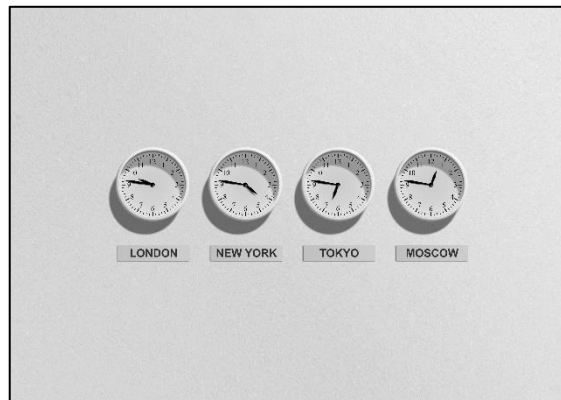
The PRIMA programme is an Art.185 initiative supported and funded under Horizon 2020, the European Union's Framework Programme for Research and Innovation.



## Start in time!

53

**Start in time!**



- ✓ **Start in time** to make sure you bring in the **best partners**
- ✓ A lot of **competition** from other consortia who **might “hijack” your perfect partners**
- ✓ The **brightest minds** within the field are the first to be contacted



# What is an ideal consortium?

## The ideal consortium



Identify the **key opinion leaders** (KOLs) within your field or topic



Setting up a consortium that combines partners from **various disciplines** and establish links with end users



**Geographical spread** of the partners and **balance** between profit/non-profit, public/private partners



Each partner should have a unique role, bring in some **added value**: avoid redundancy, seek **complementarity**



## Three important steps

55

### 1. Establish a core consortium

- ✓ Bring on board the **KOLs** within the specific field or topic and establish **a core consortium**

### 2. Develop your plan

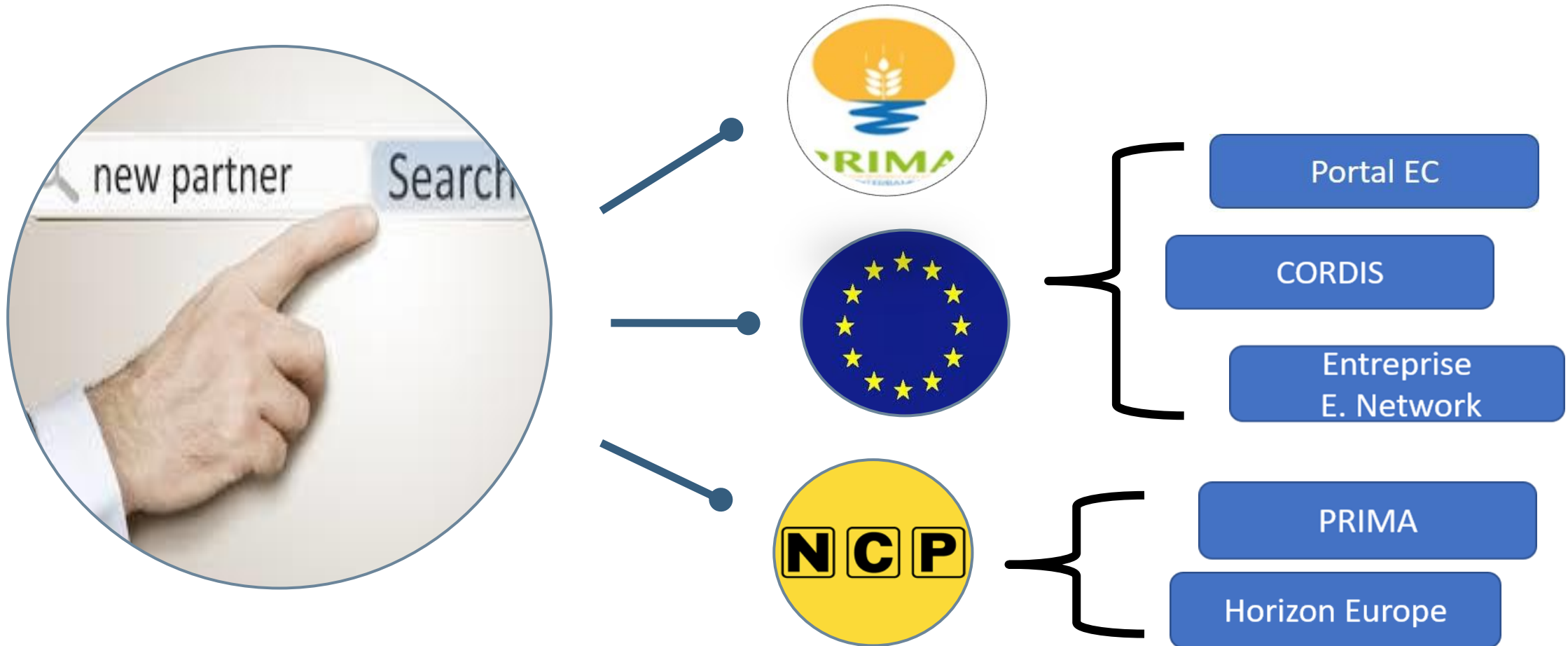
- ✓ Together with this core consortium draft **the scope, main objectives and rough outline of the project**

### 3. Bring in the rest of the partners

- ✓ Build **the rest of the consortium from this core**
- ✓ Use **your network**, or those of the **core consortium members**.
- ✓ Use **Partnering tools**

## How to find your partners?

56



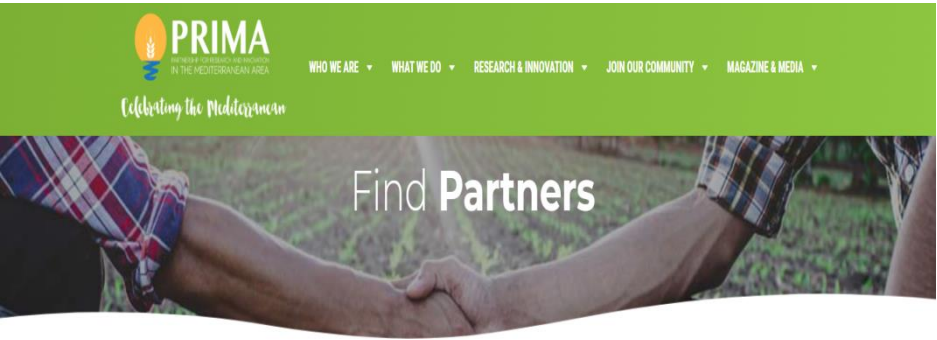




# PRIMA Find Partners Tool

Post a partnership request...

<https://prima-med.org/find-partners/>



Name \*

Email \*

Contact Details

Name of Contact Person \*

Role of Contact Person \*

Email Address \*

Phone Number \*

Country \*  
Select Country

Name of organisation \*

Type of organisation \*  
- select -

Description of your organisation \*

Type of collaboration request

Title \*

MANAGEMENT OF WATER  
☐ Topic 1.1.1-2022 (IA) Sustainable and integrated management of natural and artificial water storages and distribution infrastructures  
☐ Topic 2.1.1-2022 (RIAT) Prevent and reduce land and water salinization and pollution due to agri-food activities

FARMING SYSTEMS  
☐ Topic 1.2.1-2022 (RIA) Developing integrated soil data for the Mediterranean Region: a gateway for sustainable soil management  
☐ Topic 2.2.1-2022 (RIAT) Improving the sustainability of agro-pastoralism in the Mediterranean Region under the context of climate change

AGRO-FOOD VALUE CHAIN  
☐ Topic 1.3.1-2022 (IA) Alternative protein sources for the Mediterranean food value chain: From production, extraction, processing and marketing, to societal acceptance  
☐ Topic 2.3.1-2022 (RIAT) Enabling the transition to healthy and sustainable dietary behaviour

... and use the search engine to filter requests posted

Country

France

Your search

Type of organization

Research Organisation (Public)

All Items  
Secondary or Higher Education Establishment  
International Organisation  
Research Organisation (Public)  
Research Organisation (Private)  
Small or Medium Enterprise (SME)  
Non-Governmental Organisation (NGO)  
Civil Society Organisations (CSO)  
Other

integrated soil data for the  
Mediterranean Region: a gateway for  
sustainable soil management.



# EC - Funding and Tenders Portal

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/partner-search>

Search by Involvement in EU funded programmes

Partner Search

Online manual "Find partners"

IT HOW TO "Partner search"

Keyword: conservation agriculture

Topic: Type a topic ...

Call: Select a call ...

Programme: Select a Programme...

Search by Organisation details

Organisation name

Any use of the Funding and Tenders Portal for a commercial purpose is forbidden. Any misuse of it will lead to the refusal of access to the Funding and Tenders Portal.

Find partners for your project ideas among the participants in past EU projects.

- Enter a keyword or a topic of a past call for proposals for finding related organisations.
- Search by geographical criteria or by types of organisation.
- For more specialised partner search service see Online Manual.

Results: 13

Download excel list

Search the results

ORGANISATION NAME	ORGANISATION TYPE	ORGANISATION STATUS	COUNTRY	CITY	#PROJECTS
T.E. LABORATORIES LIMITED	Small or medium-size enterprise	VALIDATED	Ireland	TULLOW	1

- ✓ Free platform for participants and experts in funding programs and tenders managed by the European Commission and other EU bodies.
- ✓ You can use it to **find partners for your project ideas** among the participants in past EU projects
- ✓ You can filter by
  - ✓ Keyword
  - ✓ Organization type
  - ✓ Country



## EC - CORDIS (The Community Research and Development Information Service)

The screenshot shows the CORDIS website interface. At the top, there is a header with the European Commission logo, the text 'CORDIS EU research results', a language selector set to 'English EN', and a search bar. Below the header is a navigation menu with links: HOME, THEMATIC PACKS, PROJECTS & RESULTS, VIDEOS & PODCASTS, NEWS, DATALAB, ABOUT US, and a highlighted 'SEARCH' button. To the right of the navigation menu is a 'LOG IN' button. Below the navigation menu is a secondary bar with links: 'Save search', 'My saved searches', 'Download search results', and 'My booklet'. The main content area features a large search bar with the placeholder text 'Search terms', a clear button (x), a search button (Q), and a help button (? Help). Below the search bar is an 'Edit query' link. A 'Filters' button is located on the left side of the main content area. Below the filters is a table with various search filters, each with a plus sign to expand it.

CONTENT Collection	+	CONTENT Domain of Application	+	CONTENT Language	+	CONTENT Programme	+	CONTENT Last updated	+
PROJECT Acronym / ID	+	PROJECT Field of Science	+	PROJECT Start/End date	+	PROJECT Total cost	+	PROJECT EU contribution	+

CORDIS is the European Commission's primary source of results from **the projects funded by** the EU's framework programmes for research and innovation (FP1 to Horizon 2020).

<https://cordis.europa.eu/>

- ✓ project factsheets,
- ✓ participants, reports,
- ✓ Deliverables,
- ✓ links to open-access publications.



# EEN - Enterprise Europe Network

The Network manages Europe's largest online database of business opportunities.

Search for business or academic partners to manufacture, distribute, co-develop and supply your products, ideas and services.

Find a partner in three steps:

1. Search the global partnership database
2. Express your interest by telling EEN about your company
3. EEN puts interested partners in touch



The Network is active in more than **60 countries worldwide**. It brings from more than **600 member organisations**, including:

- ✓ Chambers of commerce and industry
- ✓ Technology poles
- ✓ Innovation support organisations
- ✓ Universities and research institutes
- ✓ Regional development organisations



# PRIMA NCPs



PRIMA Section 2 and Section 3 are funded by 22 National Funding Agencies (NFAs).

Each country has nominated representatives at national level to act as National Contact Points (NCPs). These representatives give support to applicants, are the primary points of contact for all general matters related to calls for proposals and can act as a link between PRIMA and the coordinator of the project. A list of NCPs is provided below.

## ALGERIA

General Directorate for scientific research and technological development (DGRSDT)

**Mohamed Loucif Seiad**

M.Loucif@dgrsdt.dz

Tel/Fax: +213 (0) 21 27 88 18

Mobile: +213 (0) 7 70 87 95 13

## CROATIA

Ministry of Science and Education

**Bosnić Mateo Ante**

mateoante.bosnic@mzo.hr

+38514594166

## CYPRUS

Research Promotion Foundation, Research and Innovation Projects Unit

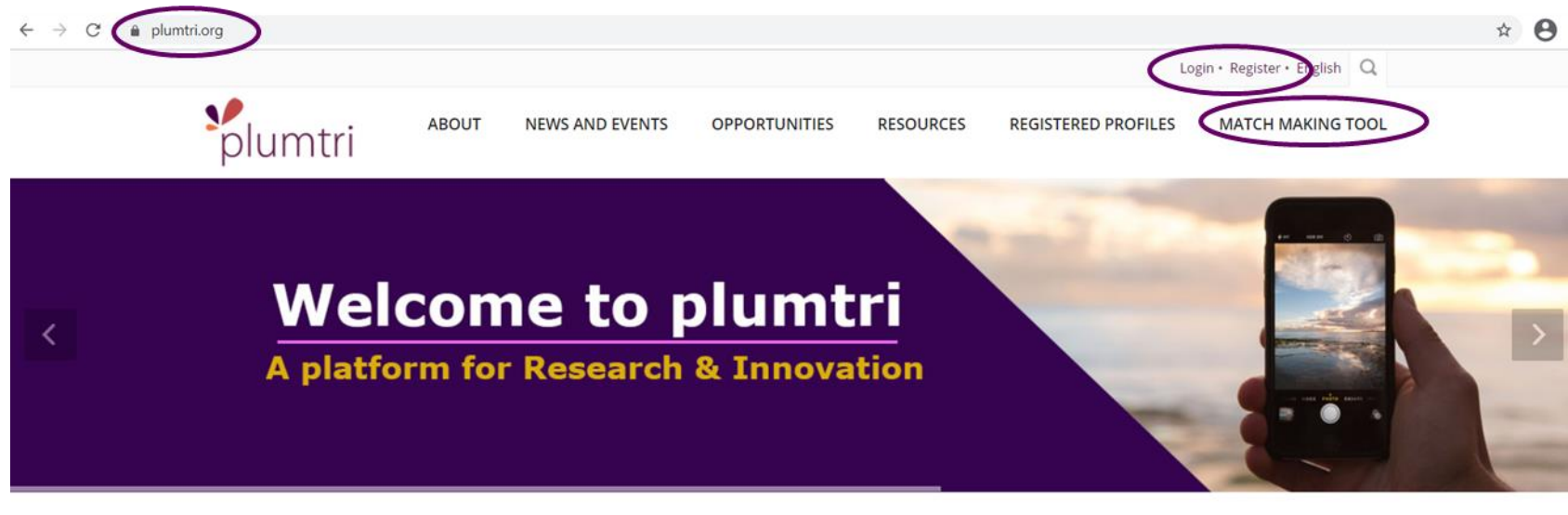
**Alexandraki Savvia**

salexandraki@research.org.cy

+35722205070

<https://prima-med.org/ncps-contacts/>

# The Malta Council for Science and Technology – Plumtri platform



**One-stop shop for National and Mediterranean researchers, to keep abreast with:**

- ✓ Latest News and Events
- ✓ Funding and Work Opportunities in R&I
- ✓ **Partner Search Facility**
- ✓ **Matchmaking Tool**





PrimaProgram



@PRIMAInnovation



Prima Program



@prima\_foundation\_med



Prima-med YouTube



# Thanks for your attention

Marco Orlando, PRIMA Project Officer  
[marco.orlando@prima-med.org](mailto:marco.orlando@prima-med.org)



The Malta Council for  
Science & Technology



# PRIMA

PARTNERSHIP FOR RESEARCH AND INNOVATION  
IN THE MEDITERRANEAN AREA



The PRIMA programme is an Art. 185 initiative supported and founded under Horizon 2020, the European Union's Framework Programme for Research and Innovation

# Framing the idea & Group work



The PRIMA programme is an Art.185 initiative supported and funded under Horizon 2020, the European Union's Framework Programme for Research and Innovation.





# Project brief (1-2 Pages)

65

## Main Sections:

- **Suggested project title/ [Call Ref.# ]**
- **Background to the project** **CALL TEXT = > <https://prima-med.org/submit-your-project/>**
  - Problem statement
  - The idea/ suggested solution
- **Expected results, target groups/ lead users**
- **Alignment to the call priorities**
- **Phases of the work:** Divide your work into Work Packages.
- **Potential partners:** Define the needed expertise either from other department(s), or other organisations
- **Expected Budget** **Duration:** X months
- **Keywords:** Define 10 keywords which describe well the project