



How to increase success rate in Horizon 2020

Remarks of the proposer and evaluator

Lech Michalczuk

Research Institute of Horticulture, Skierniewice

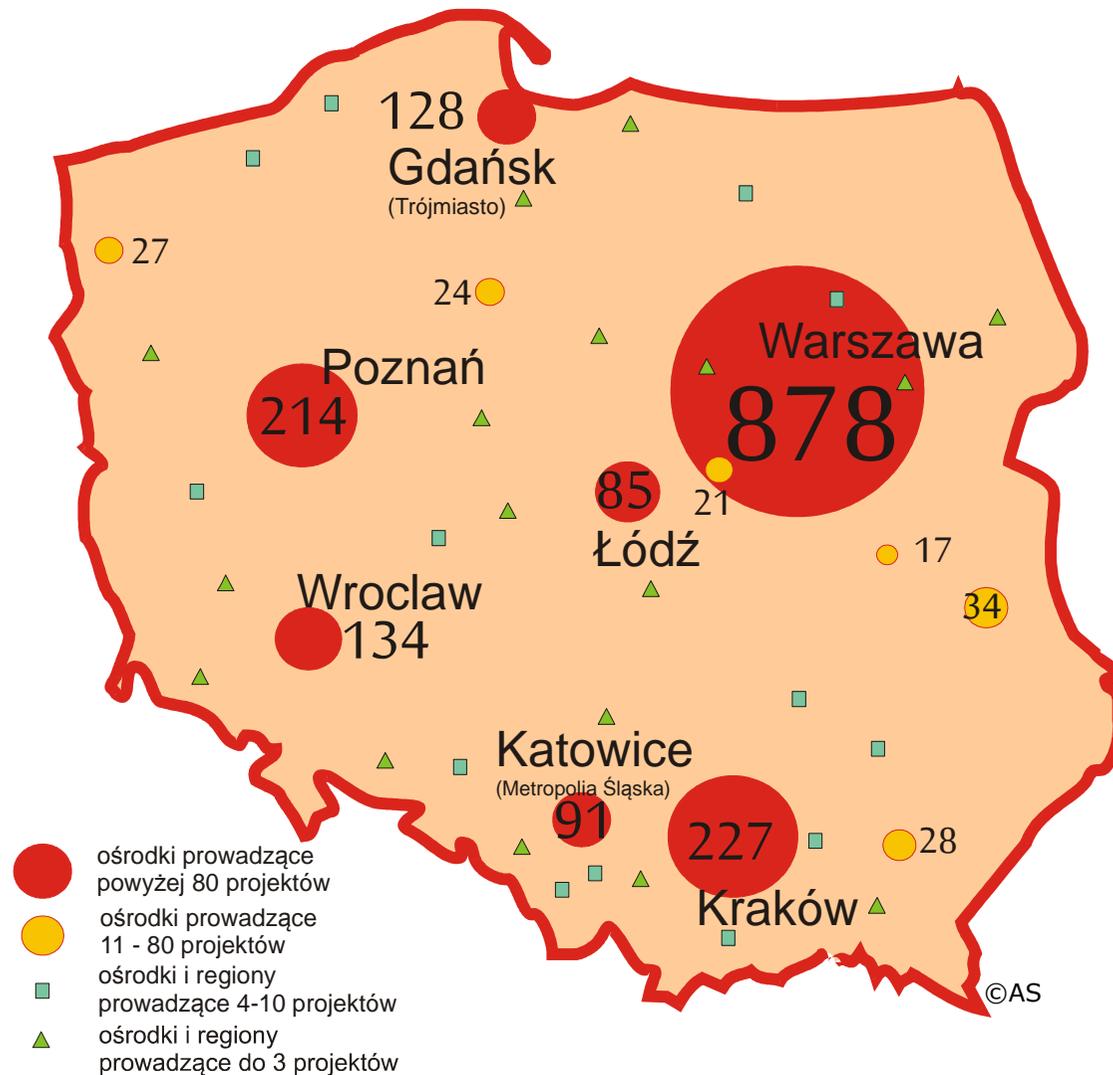


My experience in EU Framework Programmes

- 2002-2006** Coordinator of the project: Research Centre of Excellence in Sustainable Pomology – PomoCentre (5th FP)
- 2008-2012** WP leader in the project: Sharka containment – SharCo (7th FP)
- 2011-2012** Coordinator of the project: Food and nutrition in 21st century – FoodConference (7th FP, grant to named beneficiary)
- 2012-2016** Partner in the project „Towards sustainable global food safety collaboration – Collab4safety” (7th FP)
- 2013-2017** WP leader in the project „Traditional Food Network to improve the transfer of knowledge and innovations – TraFooN” (7th FP)
- 2014** WP leader in two proposals submitted to HORIZON 2020 (passed the first stage evaluation, waiting for results of the second stage)

Evaluator of the proposals in 6th FP, 7th FP and Horizon 2020

Participation of Polish research teams in 7th Framework Programme projects



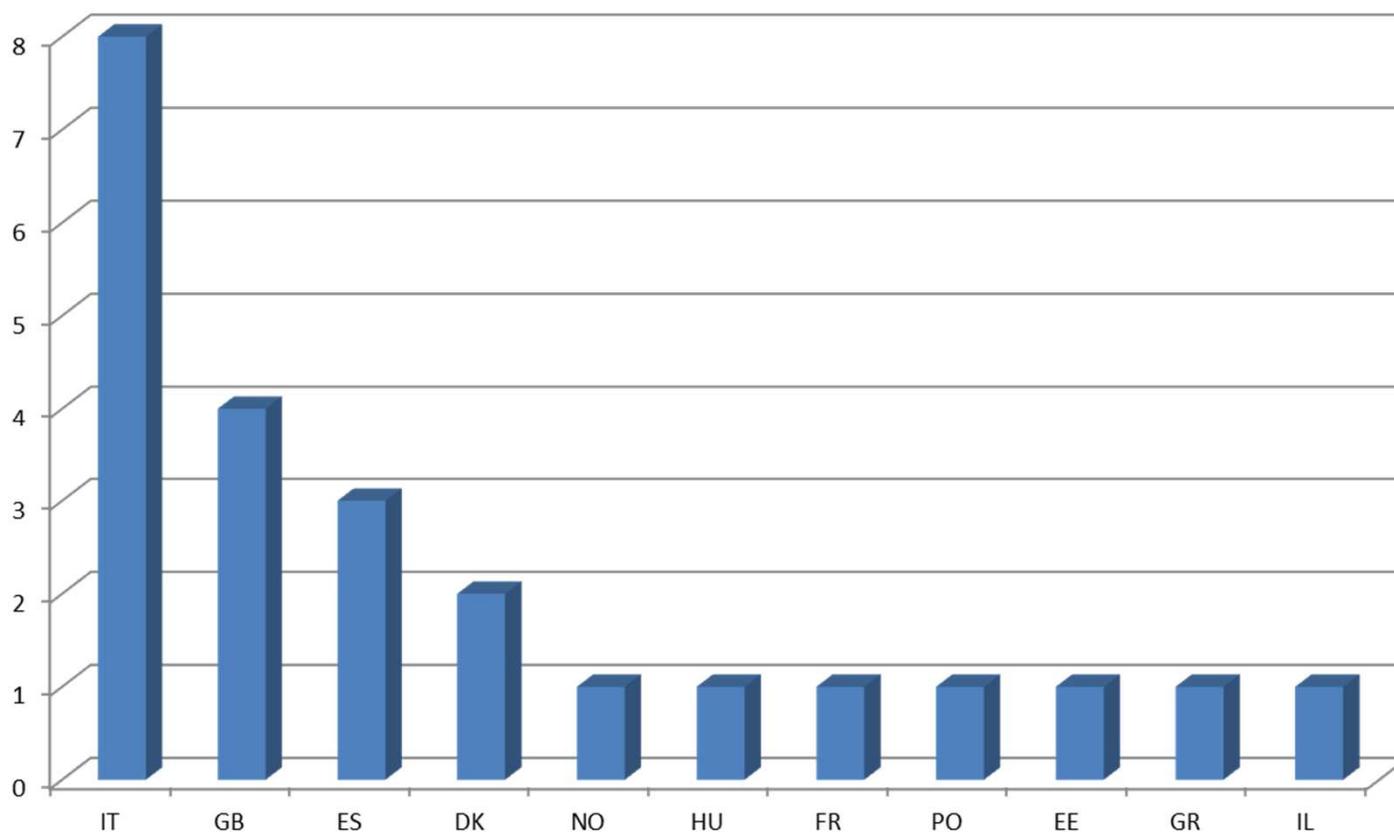


How to increase success rate in Horizon 2020?

**Give yourself a chance to win
– submit proposal!**

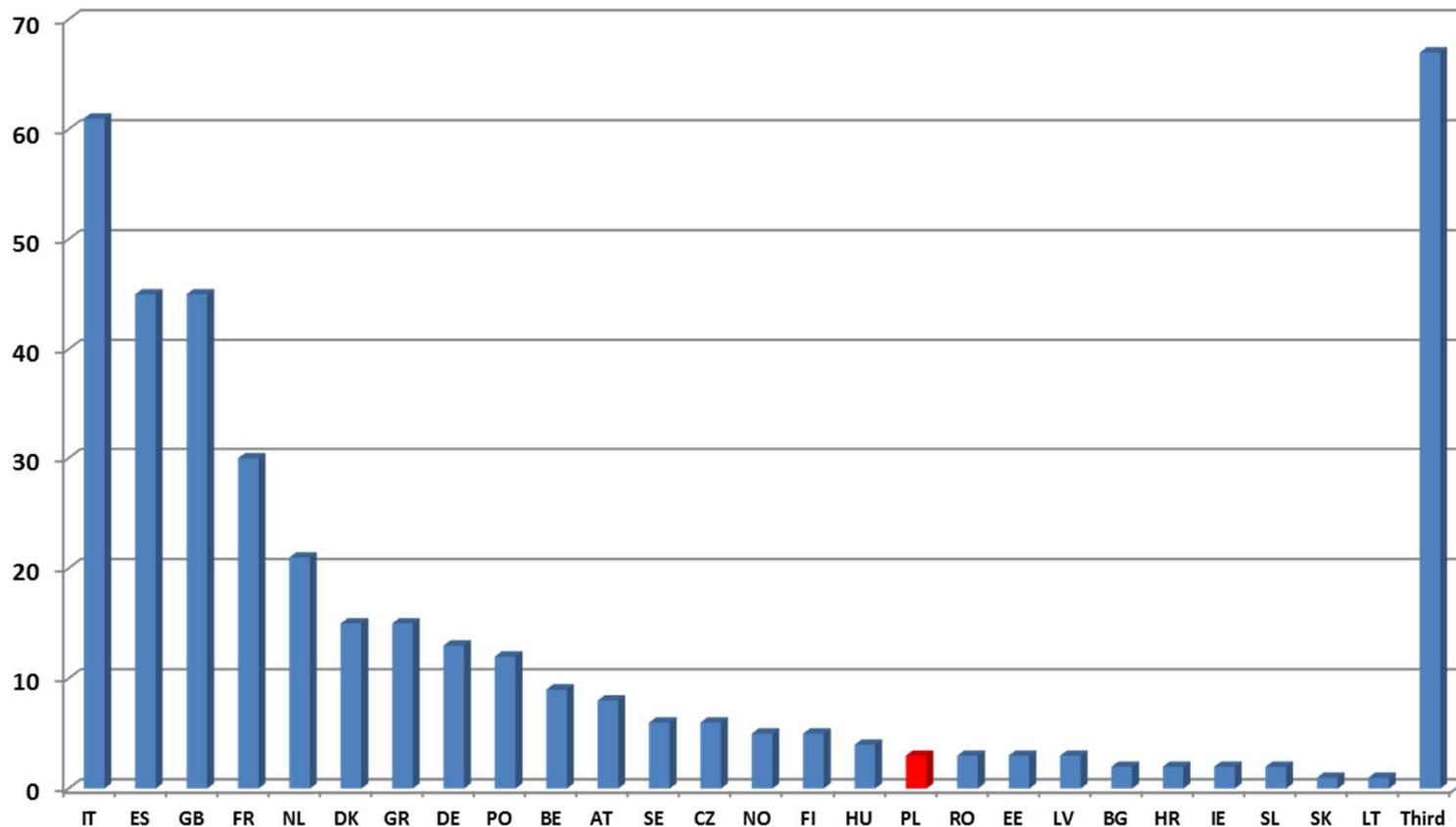
The call for proposals within Horizon 2020

Coordinators of consortia



The call for proposals within Horizon 2020

Partners of consortia



Preparing proposal

- ✓ **Be concise and get to the point – the experts are expected to evaluate two proposals a day!**
- ✓ **All the objectives must be properly addressed. Failing to address some of them is penalized by decreasing scores.**
- ✓ **All the criteria (excellence, impact, quality and effectiveness of implementation) have equal weights. Don't underestimate any of them.**
- ✓ **While describing concept and approach, avoid using hermetic, specialized language. The evaluators are experienced scientists, but not necessarily specialists in your particular field. Indicate clearly where the research planed goes beyond the state of art and has novel concept and approaches.**
- ✓ **While describing expected impacts, try to avoid general terms but get to the point. Please indicate clearly the impact of the project on economy (remember to indicate Technological Readiness Level of the expected products and solutions), environment and society, how it will contribute to enhancing existing knowledge etc. The impacts must be consistent with deliverables.**

Preparing proposal

- ✓ **The work plan must be coherent and the work packages well integrated with each other.**
- ✓ **The tasks assigned to the partners must be relevant to their expertise and resources.**
- ✓ **The implementation of the project's outcomes is an important objective. The highest valued is actual commercialization of the project's outcomes.**
- ✓ **The management structure must be simple but efficient. Describe in details the tasks and competencies of the management bodies, the flow of information, conflict-solving procedures etc.**
- ✓ **Keep in mind that well-designed management of innovations and intellectual property rights is obligatory.**
- ✓ **The risk contingency plan must be based on a throughout analysis of possible deviations from the original work plan due to internal and external factors. The proposed mitigation measures must be realistic to implement.**

The Consortium

- ✓ **Good consortium does not mean large consortium. The proposals with partners having only make-believe tasks is penalized by decreasing scores.**
- ✓ **The expertise and resources of the consortium members shall be mutually complementary. Invitation to the consortium partners having identical expertise and resources is a mistake**
- ✓ **Highly valued is previous research collaboration between partners.**
- ✓ **The coordinator of consortium (entity) and the coordinator of a project (person) shall have experience in managing joint, international projects.**
- ✓ **The main partners of the consortium shall have documented achievements (patents, publications) achievements in their respective fields.**

Proposal scoring

For each criterion, the proposal will be given scores of 0 to 5 (half marks are possible), as follows:

- 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 with a number of shortcomings
- 4 Very good** > the proposal addresses the criterion very well but with a small number of shortcomings
- 5 Excellent** > the proposal successfully addresses all relevant aspects of the criterion; any shortcomings are minor

Proposals will be evaluated on their current state. Incomplete proposals or proposals with an inflated budget are likely to receive a lower score. In order to be considered for funding, the proposal must score above a certain threshold for each criterion, and above an overall threshold.

Exceptions

A weighting factor can be foreseen in the work programme/call or in case of two-stage submission. Thresholds may vary according to the work programme.



**Thank you for your attention
and good luck with your
proposals**