Finding partners for your Horizon Europe grant proposals
Session 1.

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European Research Funding Advisor
Corvinus University Budapest | Centre for Horizon Europe
February 1, 2021
dr. Borbála Schenk

- Advisor specialized in European research funding framework programmes (H2020, Horizon Europe)
- Proposal writing, development and quality assurance experience in various EU funding schemes (Widening Participation, Societal Challenges, MSCA ITN, MSCA RISE, FET-Open, Science with and for Society, COST, Erasmus+)
- In 2020 contributed to 3 winning projects and 1 with reserve list status, record of multiple impact sections with maximum scores
- Since 2018 trainings on research management and proposal writing in 5 countries for researchers and research managers
- Board-member of the European Association of Research Managers and Administrators, responsible for liaising with the European Commission
- Core Group Member of ERION network, a Europe-wide community for professionals in Research Ethics, Research Integrity and GDPR issues.
- Lawyer by degree, 15+ years of experience in research and university environments, having held management, lecturing and editorial positions

http://bschenk.hu
Tasks and questions ➔ slido.com

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Preparation for Horizon Europe Module I. Proposal writing training - recap

4 sessions – 4 topics

Big picture approach + practical information on details

1. No proposal is an island
   - Context and dynamics

2. You can’t have one without the other
   - Proposal structure

3. Horizon Europe mindset
   - EC requirements

4. Substantiate
   - Convincing content
Session 1. - Summary

No proposal is an island.

Always explore
- the policy context of the Topic (EU, UN SDG)
- the position of the Topic in the Horizon Europe structure
- the precise text of the Topic
- the synergies with other funded EU-projects related to the Topic

1. Horizon Europe structure
2. Policy context
3. WP – Call – Topic
4. Synergies with other projects
Session 2. Summary

You can’t have one without the other

All sections in your Horizon Europe proposal are intertwined, they have to be built on each other and formulate a coherent proposal from sentence 1 to the end.
Session 3. Summary

- Policy context + synergies
- Complex problems require complex approach
- Human factor – the role of SSH
- Involve and inform
- Responsible research and innovation
- Utilization of project results

These investments should lead to significant European advances characterised by increased societal engagement, human-centred and ethical approaches, fostering acceptance with multidisciplinary approaches and awareness raising through dissemination activities.
Session 4. Take-away messages

- The first impression does count
- Grab the reader from the beginning to the end
- Be nice to the evaluator
- Don’t promise – substantiate!
- You are free to do (almost) anything, but make sure you clearly show why you do it
- The most useful tool in writing the proposal
Preparation for Horizon Europe Module II. Skills training (February 1 – 10)

- Finding partners for Horizon Europe projects (February 1-2)
- Pitching your research idea (February 3-4)
- Negotiate your interests in a consortium (February 8-9)
- Navigate your way through the Consortium Agreement and the Grant Agreement (February 10-11)
- Dissemination, exploitation and communication in Horizon Europe (February 15-16)
Structure of Horizon Europe

Pillar I
Excellent Science
- European Research Council
- Marie Skłodowska-Curie Actions
- Research Infrastructures

Pillar II
Global Challenges and European Industrial Competitiveness
- Health
- Culture, Creativity and Inclusive Society
- Civil Security for Society
- Digital, Industry and Space
- Climate, Energy and Mobility
- Food, Bioeconomy, Natural Resources, Agriculture and Environment
- Joint Research Centre

Pillar III
Innovative Europe
- European Innovation Council
- European innovation ecosystems
- European Institute of Innovation and Technology

Widening Participation and Strengthening the European Research Area
- Widening participation and spreading excellence
- Reforming and Enhancing the European R&I system
Bottom-up research grants
Top-down research grants
Collaborative research grants

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Setup of the Consortium 1.

- Policy context + synergies
- Complex problems require complex approach
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Setup of the Consortium 2.

Objective = What are you trying to achieve?
Expected Impact = How you plan to achieve the Topic’s targeted impacts
Measures to maximize impact = what you do to increase the usage of your results and the outreach of your activities
Consortium as a whole = Why you?
Finding partners for Horizon Europe collaboration

Finding the proper consortium

Building the proper consortium.

Sell/Pitch your idea, skills and expertise
Where is your place in the Consortium?

- What interests you in the project?
- What skills, expertise, knowledge can you bring in? Do you have any of the skills the Topic especially requires?
- How can you substantiate that you have those skills/expertise, knowledge?
- Do you have the proper institutional framework?

Expression of Interest
Finding partners for Horizon Europe collaboration

Finding the proper consortium

Building the proper consortium.

- International network
- NCP-network
- Other professional networks
- Funding and Tenders Portal
- Brokerage events

+1. Strategic partner search
The most important take-away messages of today’s session

<table>
<thead>
<tr>
<th>Message</th>
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<tbody>
<tr>
<td>use all possible channels to find partners</td>
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<tr>
<td>balanced consortium (geographically, expertise, etc)</td>
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<td>multi targeting</td>
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<tr>
<td>embeddedness outside academia is key</td>
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<tr>
<td>it is not only your publications that will describe your expertise - real research impact matters</td>
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<td>cooperation within Corvinus in order to have a good partnersearch doc</td>
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<tr>
<td>expanding international network on purpose</td>
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Finding partners for Horizon Europe collaboration

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+1. Strategic partner search
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+1. Strategic partner search
Brokerage events – why?

- Increase your own international visibility
- Find partners
- Practice negotiation techniques
- Practice pitching your research
- Get to know latest developments and the state-of-the art cc. your research interest
- Gain up-to-date information about the call
- Align your idea/expertise to the call’s requirements
Brokerage events – how?

How can you benefit from this event?

- Publish and showcase your outcomes from previous projects, your technological solutions, your ideas for future proposals or your business needs
- Register to the sessions that interest you the most
- Read the pitches in advance to choose the conversation rooms you would like to participate
- Initiate and arrange promising pre-scheduled 1:1 meetings at the event
- Generate fresh leads and meet new contacts in a time and cost-efficient way
- Stay one step ahead of your competitors by being seen and visibly present at the event

Snappy, interesting partner profile

Stay in touch, exchange contact info
Engage in conversations
Finding partners for Horizon Europe collaboration

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+1. Strategic partner search
Strategic partner search – Horizon Europe Dashboard

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The challenges you face (or think you will face) in partner search for European projects:

- Embeddingness outside academia is not in the interest (not among KPI's) of our bosses.
- Not embedded at all... that's the problem :)
- As a partner: no idea where to start... as a leader: apart from own network, how to find relevant (and "HE-compatible") additional partners (even more outside of academia).
- How to decide who is a reliable partner?
- Wasting time
- Where to find a partner?
- Where to start
- Find reliable partners
- It is like a cold call
- It is a big risk, that the collaboration will work out with the selected partners.
KUTATÁSMENEDZSMENT IRODA
CORVINUS HORIZONT EURÓPA KÖZPONT / CORVINUS CENTRE FOR HORIZON EUROPE

Kutatási, konzorciális pályázatokat támogató csoport:
Célunk, hogy a Corvinus ki tudja használni a HE lehetőségeit és a kutatási témák, ötletek nemzetközi szintű kutatásokká formálódjanak

Dr. Cser Erika
Szakmai koordinátor

Fekete Judit
Horizon Információs Pont

Dr. Schenk Borbála
jogász, európai uniós kutatástámogatási tanácsadó (szerződéses partner)

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I wish you success in Horizon Europe and thank you for your attention and participation!

Your opinion matters. Please send me your feedback on the course via slido.