

**MASTER IN EU STUDIES - UCLOUVAIN SAINT-LOUIS
MANAGING EU-FUNDED PROJECTS**

FRANCO CONZATO - FRÉDÉRIC SOUDAIN





TODAY (TUESDAY 4TH FEBRUARY) A 360° APPROACH TO WORKING WITH EU FUNDED PROJECTS

- INTRO OF THE MODULE
 - PRESENTATION OF BOTH FRANCO & FRED AND Q/A
 - TOUR DE TABLE WITH ALL STUDENTS AND COLLECTING IDEAS AND EXPECTATIONS
 - PRESENTATION OF THE MODULE PROGRAMME STEP BY STEP
 - HOW ARE WE PLANNING TO DO THE BEST OF THESE MODULES FOR THE STUDENTS?
 - BROAD EU CONTEXT
- 



FRANCO CONZATO

- DEGREE IN POLITICAL SCIENCE - MAJOR IN ECONOMICS
 - MASTER IN BANKING AND FINANCE FOR DEVELOPMENT
 - ADVANCE COURSES IN ECONOMIC GROWTH
 - MORE THAN 30 YEARS WITH EU COMMISSION
 - 10 YEARS IN AFRICA EU DELEGATIONS
 - WHEN NOT AT WORK LIKE WINTER SPORTS AND BIKE WITH FAMILY AND FRIENDS
- 

FREDERIC SOUDAIN

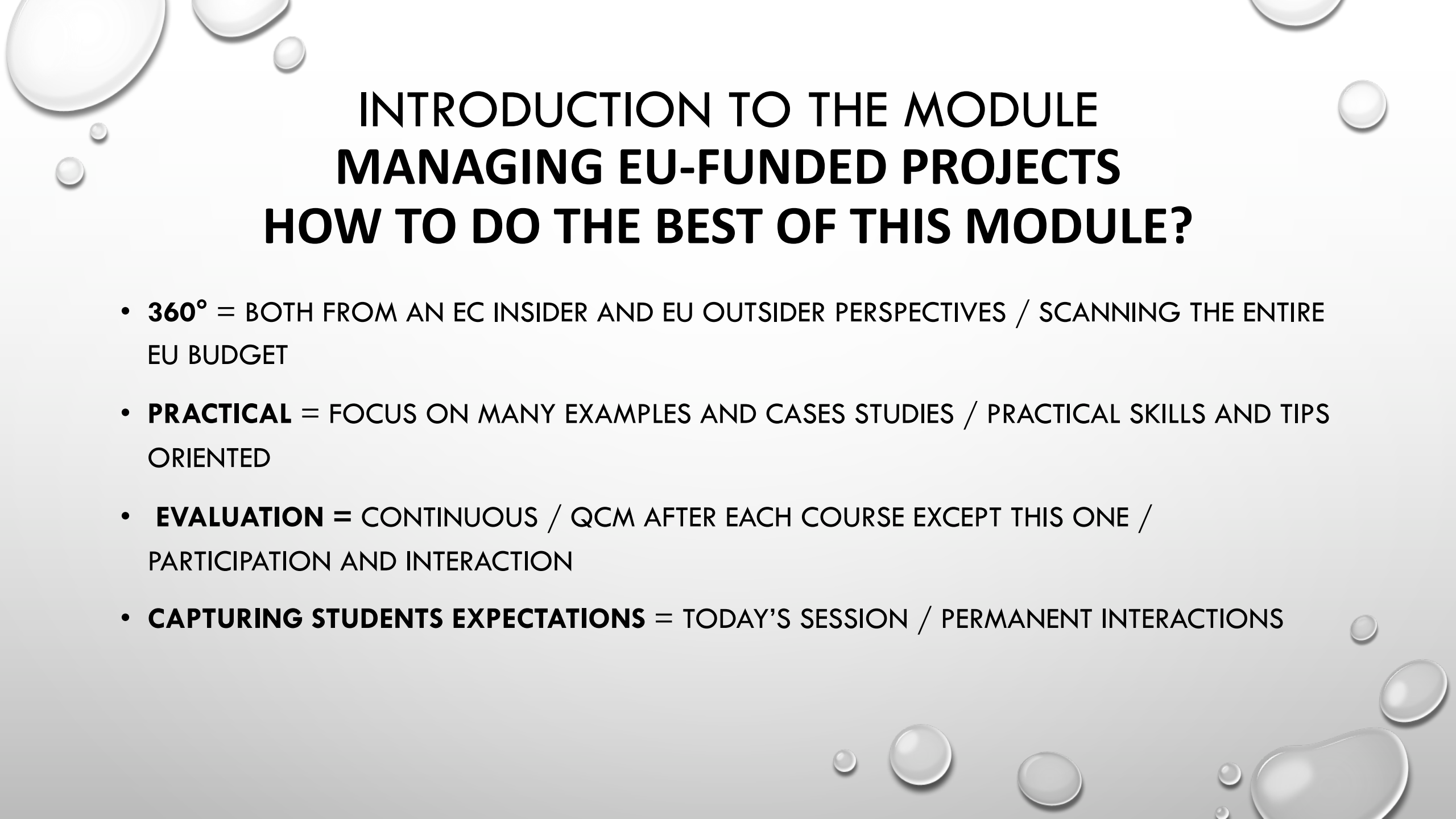
- MBA INT'L MARKETING / DEA EUROPEAN LAW / TRAINED IN CONSENSUS BUILDING
- CAREER MAIN : LOGOS PUBLIC AFFAIRS / MANAGING & ADVISING MULTIPLE EUROPEAN ASSOCIATIONS
- ON THE SIDE : FSE INTERNATIONAL / UBIKE
- COMING SOON : LANZCAPE / CONSENSE / EURO-VOTE
- IN MY FREE TIME : FAMILY & FRIENDS / KAYAK & TRAIL / MUSIC
- ONE QUOTE I LIKE (AMONG MANY!) : THE GREAT AIM OF EDUCATION IS NOT KNOWLEDGE BUT ACTION

INTRODUCTION TO THE MODULE (2)

MANAGING EU-FUNDED PROJECTS

THE UPCOMING TRAINING SESSIONS

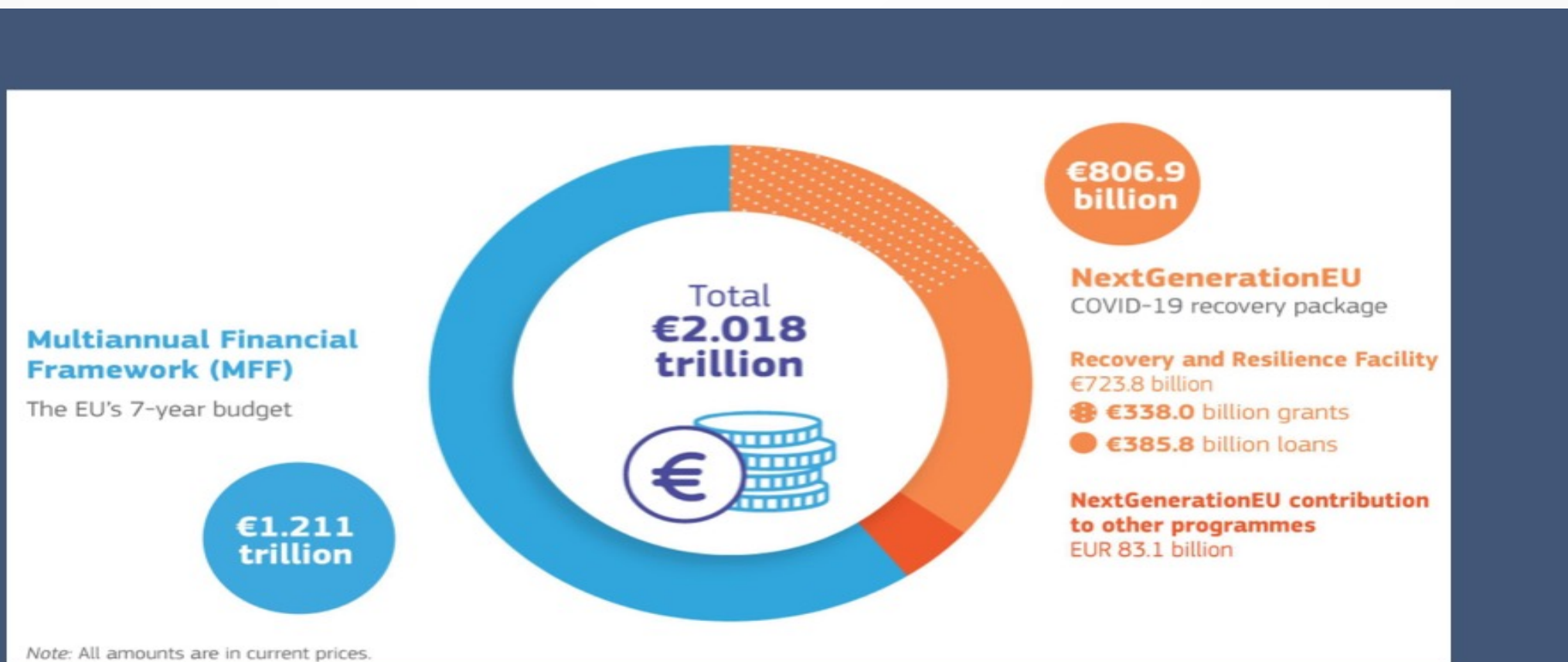
- 4/2/25: INTRODUCTORY SESSION - A 360° APPROACH TO WORKING WITH EU FUNDED PROJECTS (FRANCO / FRED)
- 11/2/25 : UNDERSTANDING THE EU BUDGET AND THE RELATED FUNDING MECHANISMS – AN EXTERNAL PERSPECTIVE (FRED)
- 18/2/25 : EU FINANCIAL FRAMEWORK CONTRACTS – HOW TO WORK FOR AND WITH THE EU INSTITUTIONS AND AGENCIES (FRED)
- 25/2/25 (ONLINE?) EU POLICIES AND THEIR RELATED EU FUNDING PROGRAMMES – CATEGORIES AND SEGMENTS OF EU (FRED)
- 4/3/25 : CASE STUDY ONE, FRAMEWORK CONTRACT – PREPARING THE OFFER FOR COR – THE COMMITTEE OF THE REGIONS (FRED)
- 11/3/25 : CASE STUDIES TWO, HORIZON EUROPE OR BAUHAUS EUROPE – HOW TO USE EU FUNDS TO ACCELERATE A START-UP PROJECTS (FRED)
- 18/3/25 : REVIEW OF KEY SKILLS TO BECOME AN EXPERT IN EU-FUNDED CONTRACTS AND PROJECTS (FRED)
- 25/3 : EU EXTERNAL POLICIES AND FINANCIAL INSTRUMENTS. KEY ACTORS, GEOGRAPHIC COVERAGE, IMPLEMENTING PARTNERS. THEMATIC COMPONENTS. MULTI ANNUAL COUNTRY AND REGIONAL INDICATIVE PROGRAMMES.
- 1ST /4: THE STRIVE FOR QUALITY: THE INTERVENTION PROJECT CYCLE. ANNUAL ACTION PLANS AND ACTION DOCUMENTS. THE LOGICAL FRAMEWORK APPROACH (LFA).
- 8/4: RESULTS AND MONITORING. RESULT ORIENTED MONITORING AND KEY REPORTS. KEY PERFORMANCE INDICATORS.
- 15/4: MODE OF IMPLEMENTATION. DIRECT, INDIRECT, SHARE MANAGEMENT. GRANTS. SERVICE, WORKS AND SUPPLY CONTRACTS.
- 16/5: INNOVATIVE FINANCING. THE GLOBAL GATEWAY. INVESTMENT GUARANTEES.



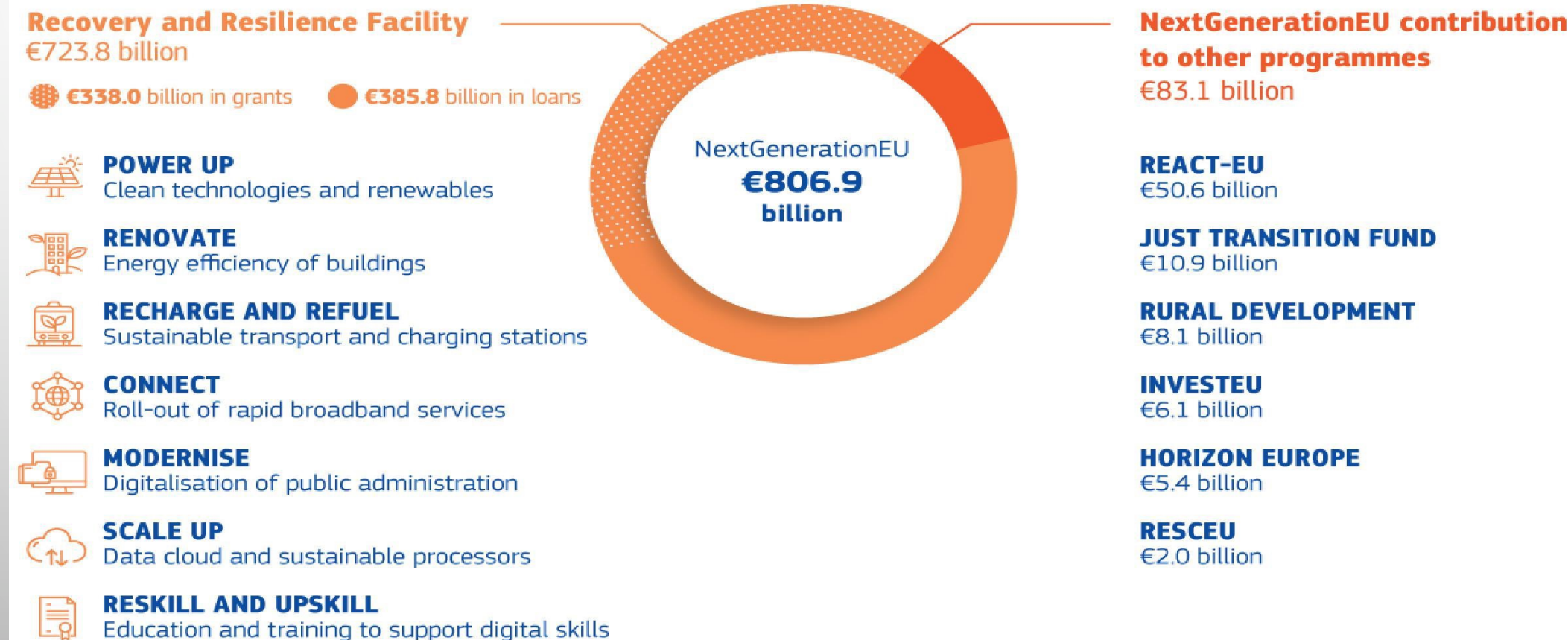
INTRODUCTION TO THE MODULE MANAGING EU-FUNDED PROJECTS HOW TO DO THE BEST OF THIS MODULE?

- **360°** = BOTH FROM AN EC INSIDER AND EU OUTSIDER PERSPECTIVES / SCANNING THE ENTIRE EU BUDGET
 - **PRACTICAL** = FOCUS ON MANY EXAMPLES AND CASES STUDIES / PRACTICAL SKILLS AND TIPS ORIENTED
 - **EVALUATION** = CONTINUOUS / QCM AFTER EACH COURSE EXCEPT THIS ONE / PARTICIPATION AND INTERACTION
 - **CAPTURING STUDENTS EXPECTATIONS** = TODAY'S SESSION / PERMANENT INTERACTIONS
- 

WHAT ARE YOU GOING TO UNDERSTAND IN THE NEXT 3 MONTHS ? (1)

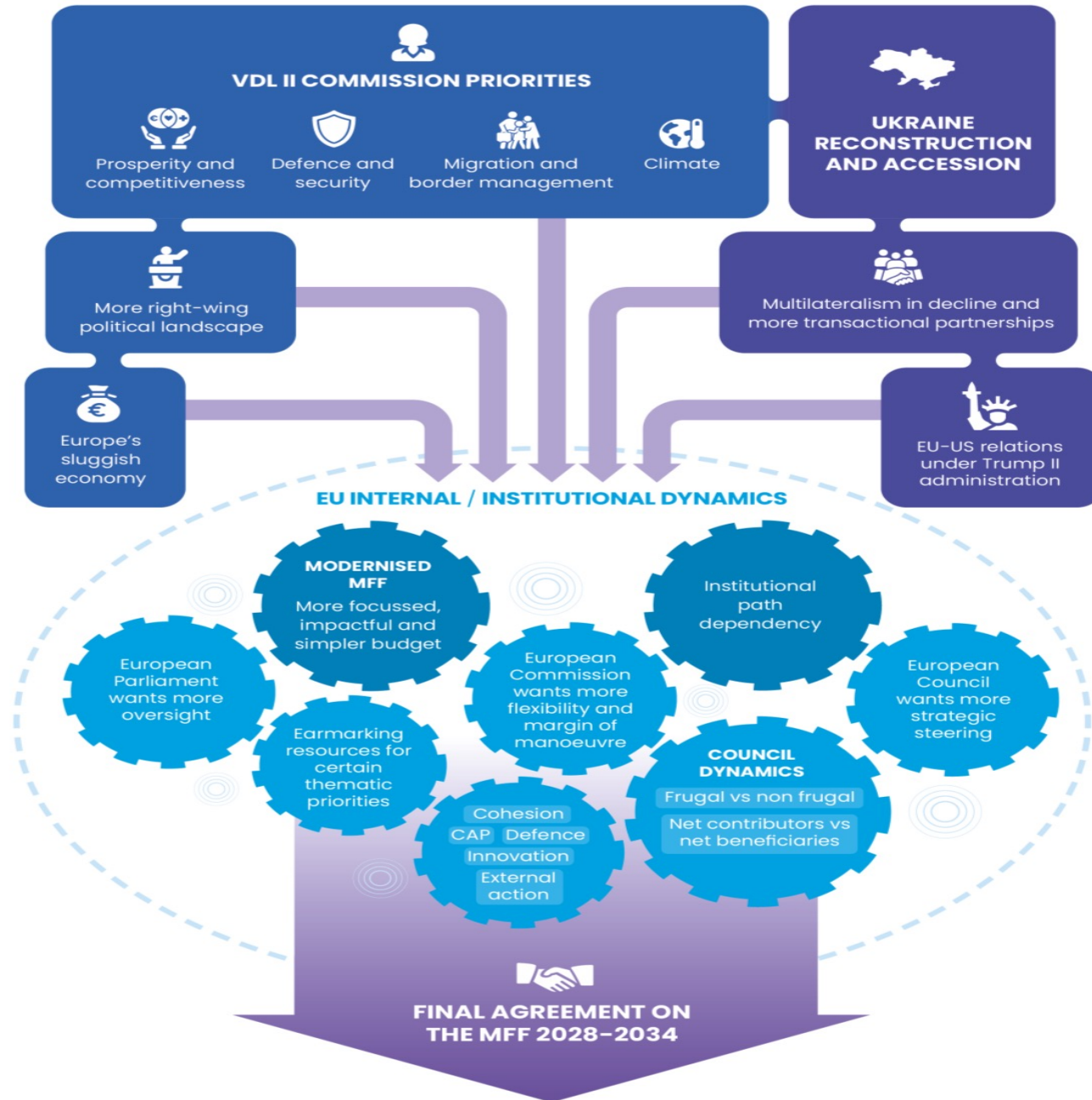


WHAT ARE YOU GOING TO UNDERSTAND IN THE NEXT 3 MONTHS ? (2)



Why is this
Module on
EU funds
timely ?

PUSH AND PULL FACTORS INFLUENCING THE POST-2027 MFF NEGOTIATIONS



The background of the entire page is a light gray gradient. It is decorated with numerous realistic water droplets of various sizes. Some droplets are large and prominent, while others are small and subtle. They are scattered across the page, with a higher concentration in the top-left and bottom-right corners. Each droplet has a soft highlight and a gentle shadow, giving them a three-dimensional appearance.

FRANCO CONZATO - FRÉDÉRIC SOUDAIN

UNDERSTANDING THE EU BUDGET AND THE RELATED FUNDING MECHANISMS AN EXTERNAL PERSPECTIVE

FRÉDÉRIC SOUDAIN
TUESDAY 11TH MARCH 2025



PLAN OF THE LESSON

- 1) OBJECTIVES OF TODAY'S LESSON (5 MINUTES)
- 2) QUICK POLL N°1
- 3) OVERVIEW OF THE EU BUDGET (15 MINUTES)
- 4) BUDGET STRUCTURE AND PROCESS (20 MINUTES)
- 5) FUNDING MECHANISMS OF THE EU (20 MINUTES)
- 6) GROUP ACTIVITIES : GOING DEEPER IN UNDERSTANDING KEY FUNDING PROGRAMMES & SHORT PRESENTATION 30 MIN
- 7) QUICK POLL N°2
- 8) REFLECTIONS & DEBATES
- 9) SUMMARY AND MORE USEFUL SOURCES OF INFO (5 MINUTES)

POOL

3 QUESTIONS

A) WHAT IS THE CURRENT SIZE OF THE EU ANNUAL BUDGET

- 85 BILLIONS €
- 285 BILLIONS €
- 2000 BILLIONS €

B) HOW MUCH DOES A EUROPEAN CITIZEN CONTRIBUTE TO THE EU BUDGET PER DAY

- < 1 EURO
- BETWEEN 1 & 5 EURO
- > 5 EURO

C) FROM THE TOTAL EU BUDGET, HOW MUCH IS SPENT TO PAY EU OFFICIALS OF ALL INSTITUTIONS ?

- 6 %
- 12%
- 33 %



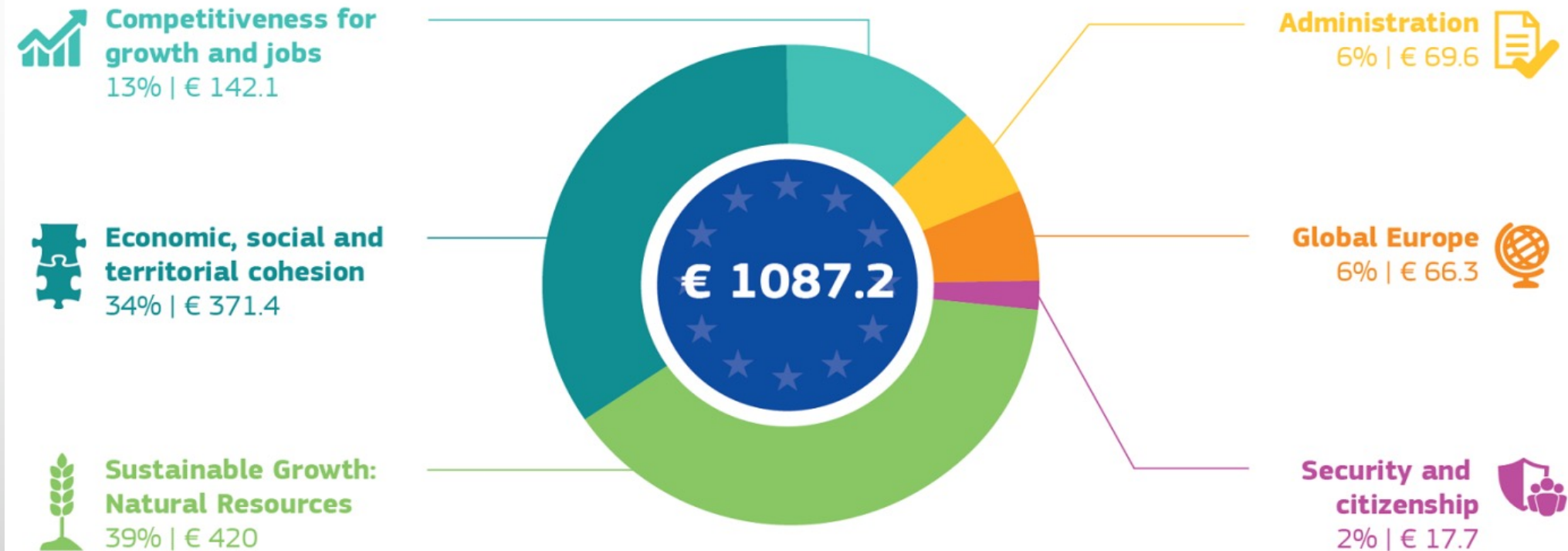


OBJECTIVES OF TODAY'S LESSON

- SIZE AND TIMEFRAME OF THE EU BUDGET.
 - SOURCES OF REVENUE (OWN RESOURCES, CONTRIBUTIONS FROM MEMBER STATES, ETC.).
 - MAIN AREAS OF EXPENDITURE (COHESION POLICY, AGRICULTURE, RESEARCH, ETC.).
 - FUNDING MECHANISMS AND PROCESSES
- 

OVERVIEW OF THE EU BUDGET

1) THE LAST AGREED MFF 21-27



Horizon 2020
Erasmus+
Connecting Europe Facility
Galileo
...

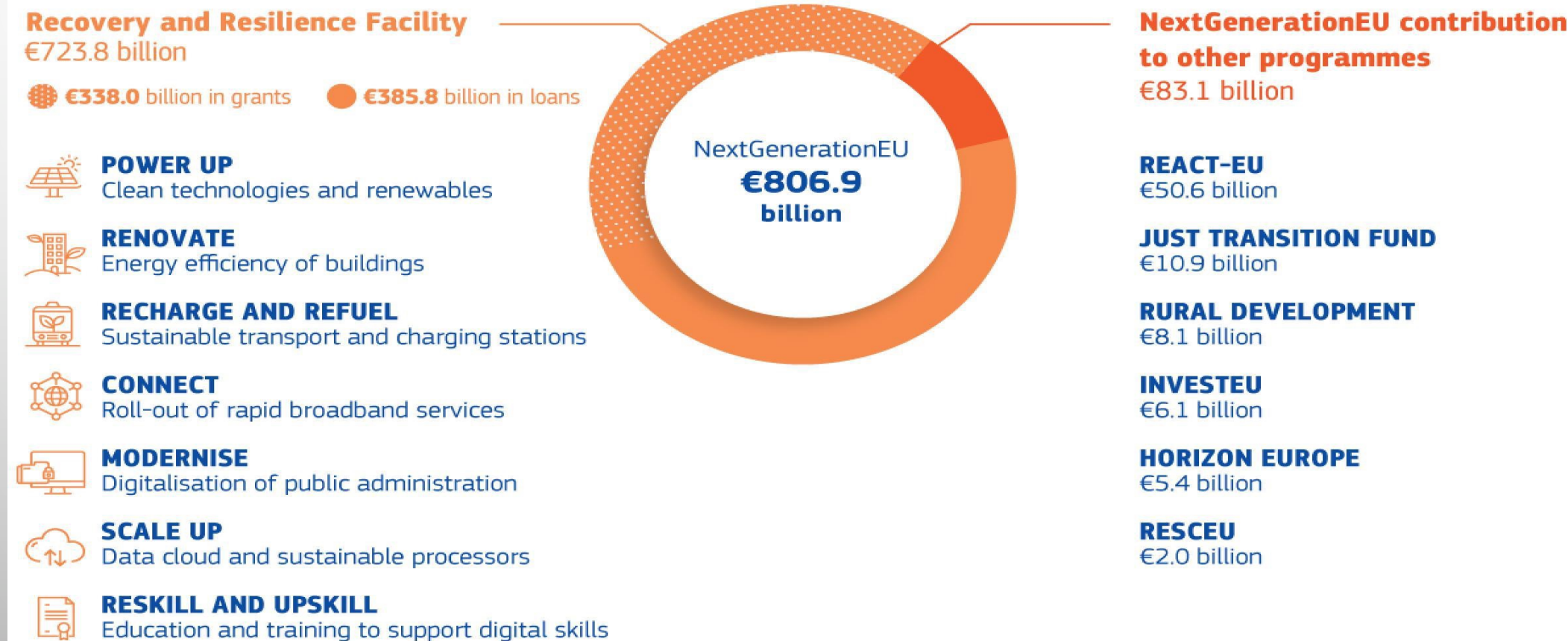


European Regional Development Fund
European Social Fund
Cohesion Fund
Youth Employment Initiative
...



European Agricultural Guarantee Fund
European Agricultural Fund for Rural Development
European Maritime and Fisheries Fund
Environment and climate action (LIFE)
...

WHAT ARE YOU GOING TO UNDERSTAND IN THE NEXT 3 MONTHS ? (2)



OVERVIEW OF THE EU BUDGET

2) HOW WAS THIS BUDGET PRESENTED RECENTLY POLITICALLY?

Union Budget 2023-24 7 Priorities



WHERE IS THE EU MONEY COMING FROM?

- **TRADITIONAL OWN RESOURCES** – REVENUE GENERATED FROM **CUSTOMS DUTIES** (LEVIED ON AGRICULTURAL AND NON-AGRICULTURAL PRODUCTS FROM NON-EU COUNTRIES) AND SUGAR LEVIES (PAID BY PRODUCERS). IN 2017, THE EU **GENERATED €20.3BN IN REVENUE FROM CUSTOMS DUTIES** WITH A FURTHER €134 MILLION GENERATED FROM A PRODUCTION CHARGE PAID BY SUGAR PRODUCERS.
- **VALUE ADDED TAX RESOURCE** – MONEY PAID BY MSS BASED ON HOW MUCH THEY RECEIVE IN VAT. THROUGH A HARMONISED VAT BASE, **A UNIFORM LEVY OF 0.3% IS APPLIED TO ALL MSS**, WITH THE EXCEPTION OF GERMANY, THE NETHERLANDS AND SWEDEN WHICH BENEFIT FROM A REDUCED CALL RATE OF 0.15%. IN 2017, THE TOTAL REVENUE FROM VAT-BASED OWN RESOURCES AMOUNTED **TO €16.9 BN**.
- **GROSS NATIONAL INCOME (GNI) OWN RESOURCE** – THIS IS BY FAR THE BIGGEST PAYMENT CONTRIBUTED BY MSS INTO THE EU BUDGET, BASED ON THE SIZE OF EACH MS'S ECONOMY. THE AMOUNT OF GNI-BASED RESOURCE DEPENDS ON THE DIFFERENCE BETWEEN TOTAL EXPENDITURE AND THE SUM OF ALL OTHER REVENUES. THE SAME PERCENTAGE IS LEVIED ON EACH MS'S GNI IN ACCORDANCE WITH EU RULES. **IN 2017, THE RATE OF CALL OF GNI WAS JUST OVER 0.5% AND THE TOTAL AMOUNT OF THE GNI RESOURCE LEVIED WAS €78.6BN**.
- **OTHER REVENUE AND SURPLUS FROM PREVIOUS YEAR** – INCLUDES REVENUE IS GENERATED FROM TAX AND DEDUCTIONS FROM EU STAFF REMUNERATIONS, CONTRIBUTIONS FROM NON-EU COUNTRIES TO CERTAIN PROGRAMMES (E.G. RELATING TO RESEARCH), INTEREST ON LATE PAYMENTS AND FINES AND BUDGET SURPLUSES FROM THE PREVIOUS YEAR. **IN 2017, OTHER REVENUE TOTALLED €17.2BN AND THE SURPLUS CLAIMED FROM 2016 WAS €6.4BN**.
- **FINES** – REVENUE IS ALSO GENERATED FROM FINES IMPOSED ON COMPANIES FOR THE INFRINGING EU COMPETITION RULES. IN 2017, THE TOTAL REVENUE EARNED FROM **FINES WAS €3.3 BN**.

NET CONTRIBUTORS AND NET RECEIVERS OF THE EU BUDGET

Net Contributions to the EU Budget

Net contributors (€56B) | Net beneficiaries (-€46B)



OVERVIEW OF THE EU BUDGET

3) SCANNING THROUGH USEFUL LINKS

[HTTPS://COMMISSION.EUROPA.EU/STRATEGY-AND-POLICY/EU-BUDGET/LONG-TERM-EU-BUDGET/2014-2020_EN](https://commission.europa.eu/strategy-and-policy/eu-budget/long-term-eu-budget/2014-2020_en)

[HTTPS://EUR-LEX.EUROPA.EU/LEGAL-CONTENT/EN/TXT/?URI=LEGISSUM:BUDGET](https://eur-lex.europa.eu/legal-content/en/txt/?uri=legissum:budget)

[HTTPS://WWW.EUROPARL.EUROPA.EU/REGDATA/ETUDES/IDAN/2021/690585/EPRS_IDA%282021%29690585_EN.PDF](https://www.europarl.europa.eu/regdata/etudes/idan/2021/690585/EPRS_IDA%282021%29690585_EN.PDF)

EU BUDGET STRUCTURE

WHO WANT TO SCAN THROUGH 2087 PAGES ?!?

[HTTPS://EUR-LEX.EUROPA.EU/LEGAL-CONTENT/EN/TXT/PDF/?URI=OJ:L_202400207](https://eur-lex.europa.eu/legal-content/en/txt/pdf/?uri=OJ:L_202400207)

EU BUDGET

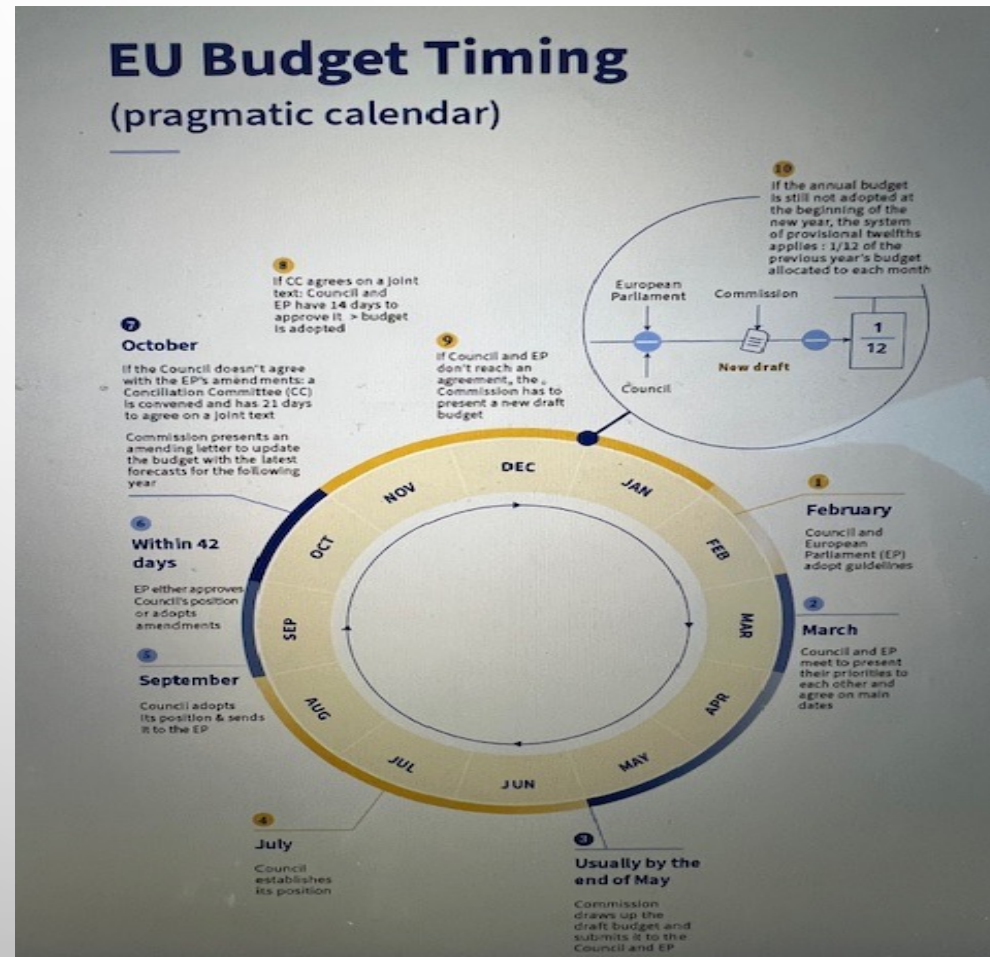
WHO IS MANAGING WHAT ?

- **MANAGING EU FUNDS**
- OVER THE 2021-27 PERIOD, THE LONG-TERM BUDGET IS MANAGED AS FOLLOWS:
- **56%** IS JOINTLY MANAGED BY NATIONAL AUTHORITIES AND THE COMMISSION ('**SHARED MANAGEMENT**')
- **37%** IS MANAGED BY THE COMMISSION, ITS AGENCIES AND OFFICES OUTSIDE THE EU ('**DIRECT MANAGEMENT**')
- **7%** IS MANAGED BY OTHER INTERNATIONAL ORGANISATIONS, NATIONAL AGENCIES AND NON-EU COUNTRIES ('**INDIRECT MANAGEMENT**')
- FOR [NEXTGENERATIONEU](#), 90% OF THE FUNDS ARE CHANNELLED VIA THE [RECOVERY AND RESILIENCE FACILITY](#), IMPLEMENTED BY DIRECT MANAGEMENT AND WORTH A TOTAL OF **€648 BILLION**.

EU BUDGET STRUCTURE AND PROCESS

HOW IS THE YEARLY EU BUDGET PREPARED ?

- [HTTPS://WWW.EUROPARL.EUROPA.EU/REGDATA/ETUDES/BRIE/2019/640129/EPRS_BRI\(2019\)_640129_EN.PDF](https://www.europarl.europa.eu/regdata/etudes/BRIE/2019/640129/EPRS_BRI(2019)_640129_EN.PDF)



MORE USEFUL LINKS ON THE EU BUDGET STRUCTURE & PROCESS

RECOVERY AND RESILIENCE FACILITY

[HTTPS://COMMISSION.EUROPA.EU/BUSINESS-ECONOMY-EURO/ECONOMIC-RECOVERY/RECOVERY-AND-RESILIENCE-FACILITY_EN](https://commission.europa.eu/business-economy-euro/economic-recovery/recovery-and-resilience-facility_en)

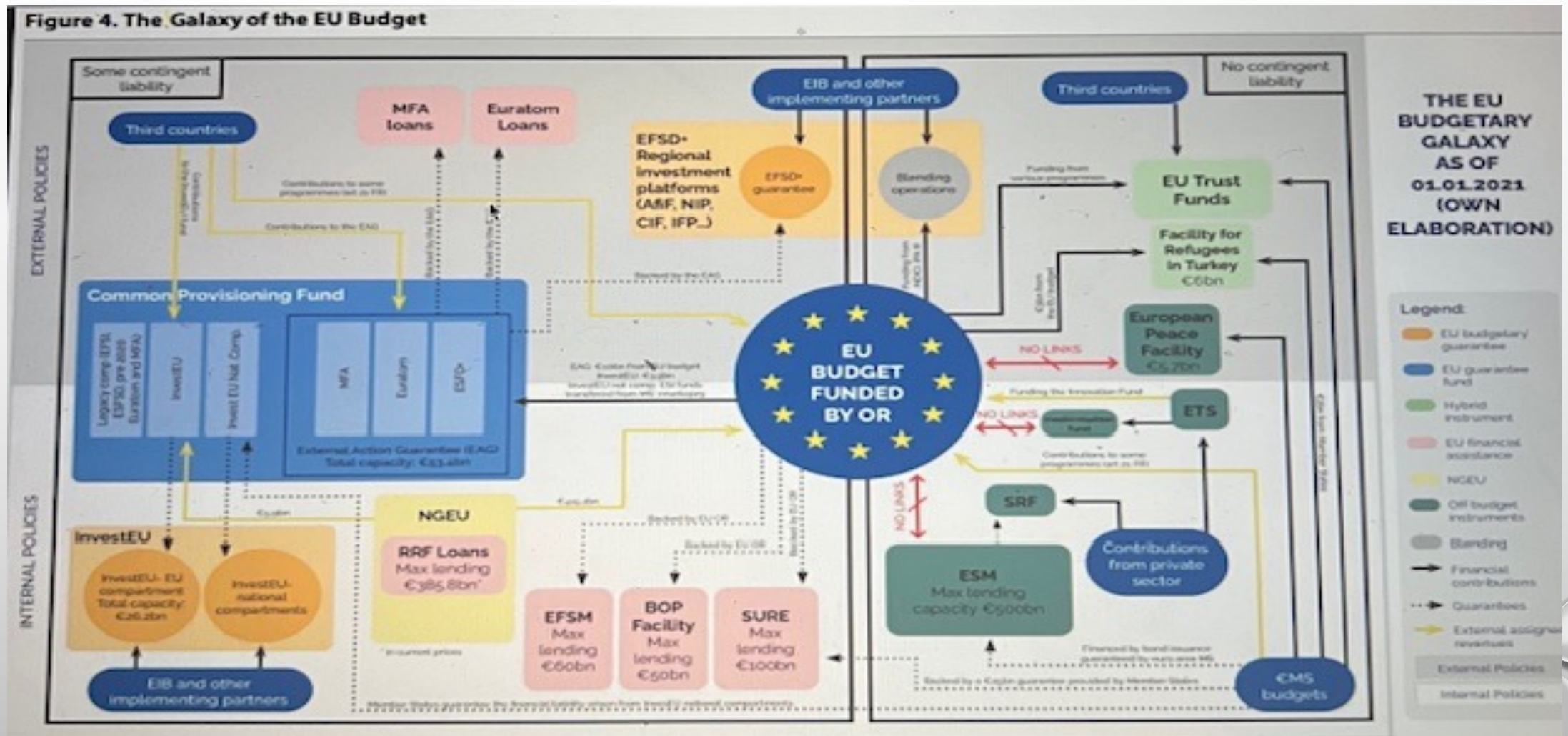
FUNDING MECHANISMS OF THE EU

***1) THE STARTING POINT: THE EU FINANCIAL REGULATION (LAST UPDATE 29TH SEPTEMBER 2024)
ANOTHER 397 PAGES ;-)***

- BUDGETARY PRINCIPLES INCLUDED IN THE FINANCIAL REGULATION
- **PRINCIPLES OF UNITY AND BUDGET ACCURACY:** THE BUDGET SHALL FORECAST ALL REVENUE AND EXPENDITURE CONSIDERED NECESSARY FOR THE UNION;
- **PRINCIPLE OF ANNUALITY:** THE BUDGET SHALL BE AUTHORISED FOR A FINANCIAL YEAR RUNNING FROM 1 JANUARY TO 31 DECEMBER;
- **PRINCIPLE OF EQUILIBRIUM:** REVENUE AND EXPENDITURE SHALL BE IN BALANCE;
- **PRINCIPLE OF UNIT OF ACCOUNT:** THE BUDGET SHALL BE DRAWN UP IN EUROS;
- **PRINCIPLE OF UNIVERSALITY:** TOTAL REVENUE SHALL COVER TOTAL EXPENDITURE;
- **PRINCIPLE OF SPECIFICATION:** AMOUNTS SHALL BE EARMARKED FOR SPECIFIC PURPOSES BY TITLE AND CHAPTER;
- **PRINCIPLE OF SOUND FINANCIAL MANAGEMENT AND PERFORMANCE:** ECONOMY, EFFICIENCY AND EFFECTIVENESS SHALL BE USED, TOGETHER WITH A FOCUS ON PERFORMANCE;
- **PRINCIPLE OF TRANSPARENCY:** THE BUDGET SHALL BE ESTABLISHED AND IMPLEMENTED, AND THE ACCOUNTS PRESENTED IN ACCORDANCE WITH THE PRINCIPLE OF TRANSPARENCY.

FUNDING MECHANISMS OF THE EU

2) EVER INCREASING COMPLEXITY



FUNDING MECHANISMS OF THE EU

3) EXAMPLE OF RECENT FUNDING INNOVATION TO DEAL WITH CLIMATE CHANGE

THE EU ETS: FUNDING THE TWO FUNDS (FROM A SCANDAL TO A SECURED FUNDING PROCESS)

- THE EU ETS IS A SYSTEM FOR CONTROLLING CARBON EMISSIONS AND OTHER FORMS OF ATMOSPHERIC POLLUTION. AN UPPER LIMIT IS SET ON THE AMOUNT THAT A GIVEN BUSINESS OR OTHER ORGANISATION MAY PRODUCE, BUT ALLOWS FURTHER CAPACITY TO BE BOUGHT FROM ORGANISATIONS THAT HAVE NOT USED THEIR FULL ALLOWANCES. IN 2021, MEMBER STATES COLLECTED MORE THAN €30 BILLION FROM AUCTIONING THESE ALLOWANCES. A SMALL PERCENTAGE IS TRANSFERRED TO THE INNOVATION FUND AND THE MODERNISATION FUND (THE ESTIMATED AMOUNT CAN REACH €38 AND 51 BILLION FOR A 10-YEAR PERIOD FOR EACH OF THE TWO FUNDS, RESPECTIVELY).

THE MAIN OBJECTIVES OF THE TWO FUNDS: A TRANSITION TO CLEAN ENERGY

- BOTH FUNDS HAVE SIMILAR OBJECTIVES, FOCUSING ON THE ENERGY SECTOR AND THE DECARBONISATION OF ECONOMIES. THE INNOVATION FUND IS AVAILABLE TO ALL 27 MEMBER STATES, WHILE THE MODERNISATION FUND CAN BE USED ONLY BY THE 10 MEMBER STATES WITH A PER CAPITA GROSS DOMESTIC PRODUCT BELOW 60 % OF THE EU AVERAGE (BULGARIA, CZECH REPUBLIC, ESTONIA, CROATIA, LATVIA, LITHUANIA, HUNGARY, POLAND, ROMANIA AND SLOVAKIA).

GOVERNANCE DIFFERS SIGNIFICANTLY

- WHILE THE INNOVATION FUND WAS INTEGRATED INTO THE EU BUDGET, THE MODERNISATION FUND IS MANAGED COMPLETELY OUTSIDE IT. THIS MEANS THAT THE COMMISSION HAS FULL MANAGEMENT RESPONSIBILITY FOR THE INNOVATION FUND. RESPONSIBILITY FOR MANAGING THE MODERNISATION FUND LIES WITH THE BENEFICIARY MEMBER STATES. THE MAIN DECISIONS ARE TAKEN BY AN INVESTMENT COMMITTEE COMPOSED OF REPRESENTATIVES FROM MEMBER STATES. THE EIB AND THE COMMISSION APPOINT ONE REPRESENTATIVE EACH.

FUNDING MECHANISMS OF THE EU

4) GOING DEEPER, REALLY DEEPER ;-)

EU financial regulation →

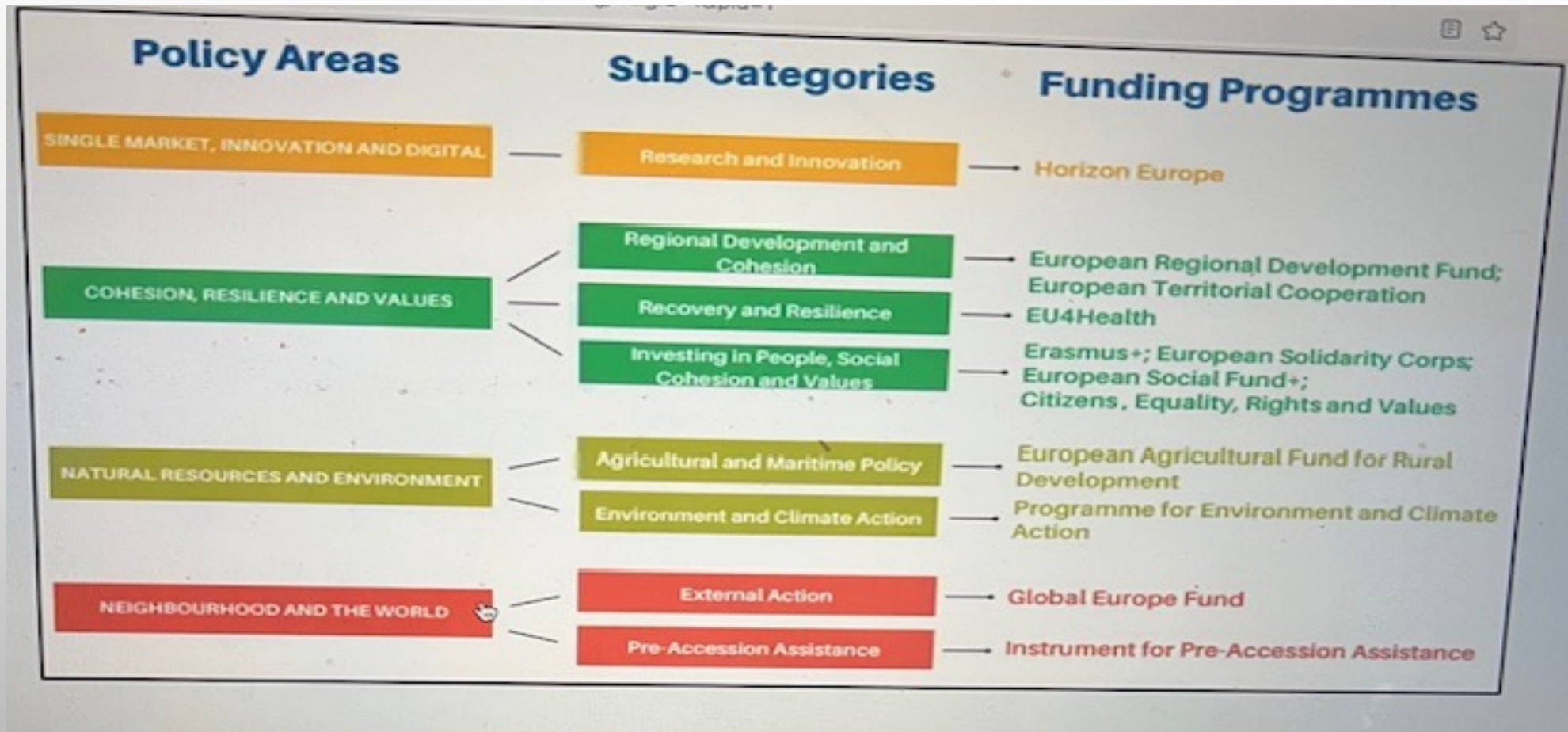
<https://op.europa.eu/en/publication-detail/-/publication/990fe2a6-8f52-11ef-a130-01aa75ed71a1/language-en>

EU financial history and landscape →

- [HTTPS://OP.EUROPA.EU/WEBPUB/ECA/SPECIAL-REPORTS/EU-FINANCIAL-LANDSCAPE-05-2023/EN/](https://op.europa.eu/webpub/eca/special-reports/eu-financial-landscape-05-2023/en/)

GROUP ACTIVITIES :

**GOING PRACTICAL
IN UNDERSTANDING KEY FUNDING PROGRAMMES
& SHORT PRESENTATIONS !!!!**

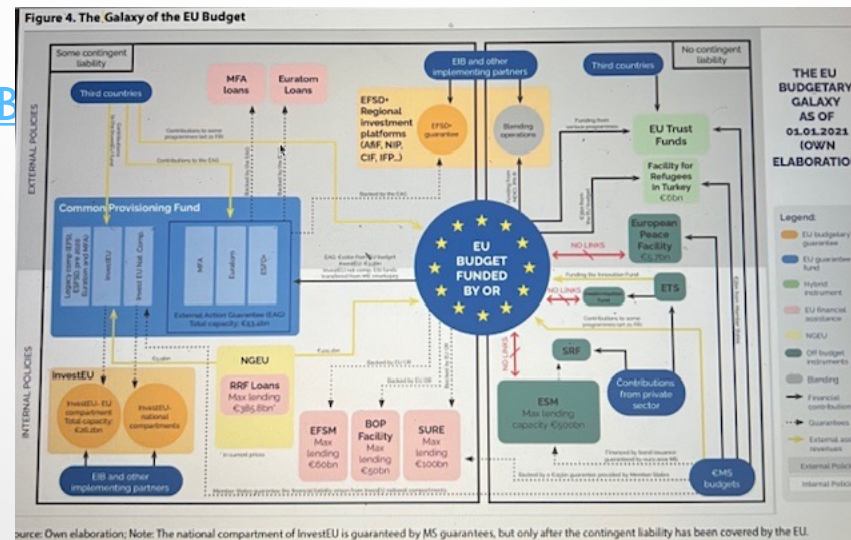


GROUP ACTIVITIES SCENARIO

- 1) PRESIDENT VDL HAS TO PRESENT THE NEW MFF 2027-2034 TO THE HEAD OF EU MEMBER STATES
- 2) SHE IS ASKING HER TEAMS IN THE COMMISSION TO PREPARE A SHORT PRESENTATION EXPLAINING THE MAIN PROGRAMMES OF THE PRESENT MFF AND PRESENTING ARGUMENTS WHY SUCH PROGRAMME SHOULD BE CONTINUED AND EVEN INCREASED !!!!
- 3) TEAM OF 3 TO 5 WORKING TOGETHER DURING 20 MINUTES
- 4) PREPARING A SLIDE OR TWO INCLUDING
 - OBJECTIVES OF THE EU PROGRAMME
 - PAST MULTIANNUAL BUDGET
 - FUNDING MECHANISMS
 - IMPACT TO DATE
 - WHY THE PROGRAMME SHOULD BE CONTINUED AND INCREASED (3 ARGUMENTS MINIMUM)
- 5) PRESENTING IN FRONT OF THE UCLouvain COLLEGE OF COMMISSIONERS ;-)

LINK FOR LATER

- [HTTPS://EUFUNDINGPLAYB](https://eufundingplaybook.com/)



**EU FRAMEWORK CONTRACTS & TENDERS (PROCUREMENT)
HOW TO BE A SUPPLIER OF THE EU INSTITUTIONS ?**

***FRÉDÉRIC SOUDAIN
TUESDAY 18TH MARCH 2025***

PLAN OF TODAY'S LESSON

INTRODUCTION (5) – QUICK RECAP

- 1) MINI POLL FOR STARTING ;-) (5)
- 2) OVERVIEW OF EU FRAMEWORK CONTRACTS (20)
- 3) SCANNING THROUGH USEFULS LINKS (5)
- 4) ANALYZE PRACTICAL EXAMPLES OF FRAMEWORK CONTRACTS (20)
- 5) SHORT BREAK (10)
- 6) LET'S BUILD A FRAMEWORK CONTRACT (EXERCISE) (30)
- 7) PRESENTATION AND WRAP-UP (20)

MINI POLL FOR TODAY ;-)

1) HOW MUCH DO THE EUROPEAN INSTITUTIONS ORDER THROUGH TENDERS AND FRAMEWORK CONTRACT EVERY YEAR

- a) ABOUT 5 BILLIONS
- b) ABOUT 10 BILLIONS
- c) ABOUT 20 BILLIONS

2) HOW MUCH DO PROCUREMENT NOTICES ARE PUBLISHED EVERY YEAR ON "TENDERS ELECTRONIC DAILY"

- a) 50,000
- b) 500,000
- c) 5,000,000

3) IN GPD VALUE, WHAT IS THE % OF PUBLIC PROCUREMENT CONTRACT IN THE ENTIRE EUROPEAN UNION

- a) 15%
- b) 25%
- c) 33%

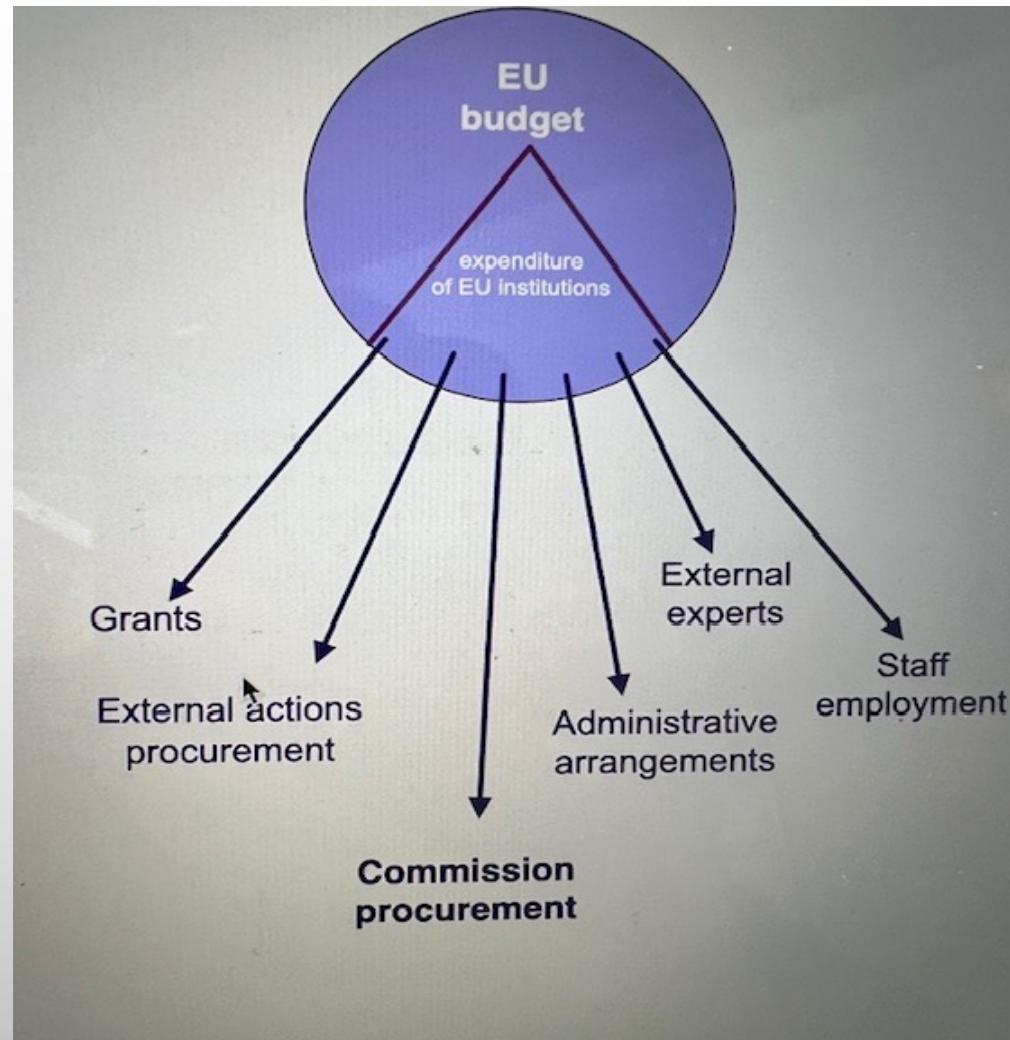




OVERVIEW OF EU FRAMEWORK CONTRACTS

- A) WHAT IS A FRAMEWORK CONTRACT?
 - B) THE ROLE OF FRAMEWORK CONTRACTS IN ENSURING THE EU'S CAPACITY TO PROCURE SERVICES EFFICIENTLY
 - C) SINGLE VS. MULTIPLE SUPPLIER FRAMEWORKS.
 - D) THE PROCEDURES !!!
 - E) TYPES OF SERVICES COVERED UNDER FRAMEWORK CONTRACTS (E.G., CONSULTANCY, IT SERVICES, ETC.).
 - F) DURATION, TERMS, AND CONDITIONS.
 - G) CALL-OFF CONTRACTS AS PART OF FRAMEWORK AGREEMENTS
- 

WHAT ARE DEALING WITH TODAY ?



DEFINITION

A FRAMEWORK AGREEMENT IS **A PREDETERMINED ARRANGEMENT THAT OUTLINES THE TERMS, SUCH AS PRICE AND QUANTITY, FOR FUTURE CONTRACTS BETWEEN BUYERS AND SUPPLIERS.** IT SIMPLIFIES THE PROCUREMENT PROCESS BY SETTING THESE TERMS IN ADVANCE FOR A SPECIFIED PERIOD

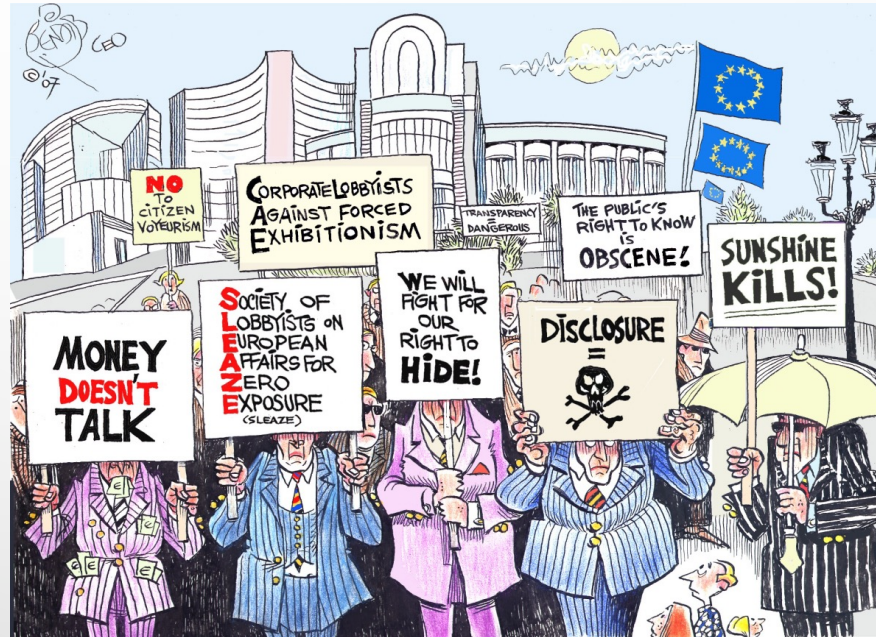
THE EUROPEAN UNION INSTITUTIONS AND AGENCIES HAVE TENDERS TO SIGN FRAMEWORK CONTRACTS FOR ABOUT 20 BILLIONS PER YEAR



PRINCIPLES

THE FOUR OR SEVENT PRINCIPLES OF EU PUBLIC PROCUREMENT RULES !!!

- AS PART OF THE SINGLE MARKET, EU LAW SETS OUT MINIMUM PUBLIC PROCUREMENT RULES TO SAFEGUARD THE CORE PRINCIPLES OF **TRANSPARENCY, EQUAL TREATMENT, OPEN COMPETITION, AND SOUND PROCEDURAL MANAGEMENT**. THIS CREATES A COMPETITIVE, OPEN AND WELL-REGULATED PROCUREMENT MARKET TO SUPPORT GROWTH IN JOBS AND INVESTMENTS IN THE EU. 7. **PRINCIPLES OF PROCUREMENT**
- ACCOUNTABILITY. ...
- COMPETITIVE SUPPLY. ...
- CONSISTENCY. ...
- EFFECTIVENESS. ...
- VALUE FOR MONEY. ...
- FAIR-DEALING. ...
- INTEGRATION. ...
- INTEGRITY.



OTHER

- ACCOUNTABILITY: EFFECTIVE MECHANISMS MUST BE IN PLACE IN ORDER TO ENABLE AUTHORISING OFFICERS OF THE CONTRACTING AUTHORITY TO
- DISCHARGE THEIR PERSONAL RESPONSIBILITY ON ISSUES OF PROCUREMENT RISK AND EXPENDITURE.
- COMPETITION: PROCUREMENT SHOULD BE CARRIED OUT BY COMPETITION, UNLESS THERE ARE JUSTIFIED REASONS TO THE CONTRARY.
- CONSISTENCY: ECONOMIC OPERATORS SHOULD BE ABLE TO EXPECT THE SAME GENERAL PROCUREMENT POLICY ACROSS THE PUBLIC SECTOR.
- EFFECTIVENESS: THE CONTRACTING AUTHORITY SHOULD MEET ITS COMMERCIAL, REGULATORY AND SOCIO-ECONOMIC GOALS IN A BALANCED MANNER.
- EFFICIENCY: PROCUREMENT PROCESSES SHOULD BE CARRIED OUT AS COST EFFECTIVELY AS POSSIBLE.
- EQUAL TREATMENT: ECONOMIC OPERATORS SHOULD BE TREATED FAIRLY AND WITHOUT DISCRIMINATION, INCLUDING PROTECTION OF COMMERCIAL
- CONFIDENTIALITY WHERE REQUIRED. THE CONTRACTING AUTHORITY SHOULD NOT IMPOSE UNNECESSARY BURDENS OR CONSTRAINTS ON ECONOMIC
- OPERATORS.
- INFORMED DECISION-MAKING: THE CONTRACTING AUTHORITY NEEDS TO BASE DECISIONS ON ACCURATE INFORMATION AND TO MONITOR
- REQUIREMENTS TO ENSURE THAT THEY ARE BEING MET.
- INTEGRITY: THERE SHOULD BE NO CORRUPTION OR COLLUSION WITH OR BETWEEN ECONOMIC OPERATORS.
- LEGALITY: THE CONTRACTING AUTHORITY MUST CONFORM TO EUROPEAN UNION LAW AND OTHER LEGAL REQUIREMENTS.
- RESPONSIVENESS: THE CONTRACTING AUTHORITY SHOULD ENDEAVOUR TO MEET THE ASPIRATIONS, EXPECTATIONS AND NEEDS OF THE COMMUNITY
- SERVED BY THE PROCUREMENT.
- TRANSPARENCY: THE CONTRACTING AUTHORITY SHOULD ENSURE THAT THERE IS OPENNESS AND CLARITY ON PROCUREMENT POLICY AND ITS DELIVERY

WHAT IS BEHIND A FRAMEWORK CONTRACT (INTERNAL)

FINANCING DECISION

- CONTRACTS MUST BE COVERED BY A “FINANCING DECISION”, AS PROVIDED FOR BY ARTICLE 84(2) FR, IN CASE OF OPERATIONAL APPROPRIATIONS. THIS IS NOT NECESSARY IN THE CASE OF ADMINISTRATIVE APPROPRIATIONS INCLUDING TECHNICAL SUPPORT LINES (OF THE FORM XX 01, ALSO CALLED EX-BA LINES).
- THE FINANCING DECISION IS NEEDED FOR FRAMEWORK CONTRACTS, EVEN IF NO APPROPRIATIONS ARE NEEDED AT THIS
- STAGE, AND FOR DIRECT/SPECIFIC CONTRACTS.
- IT MUST INDICATE:
 - THE TOTAL BUDGET RESERVED FOR THE PROCUREMENTS DURING THE YEAR;
 - THE INDICATIVE NUMBER AND TYPE OF CONTRACTS ENVISAGED AND, IF POSSIBLE, THEIR SUBJECT IN GENERIC TERMS;- THE INDICATIVE TIMEFRAME FOR LAUNCHING THE PROCUREMENT PROCEDURES.



DIFFERENT FORM OF EU FRAMEWORK CONTRACTS

1) SINGLE FWC

SINGLE ECONOMIC OPERATOR

2) MULTIPLE FWC IN CASCADE

THE CONTRACTING AUTHORITY RANKS THE TENDERERS

3) MULTIPLE FWC WITH REOPENING OF COMPETITION

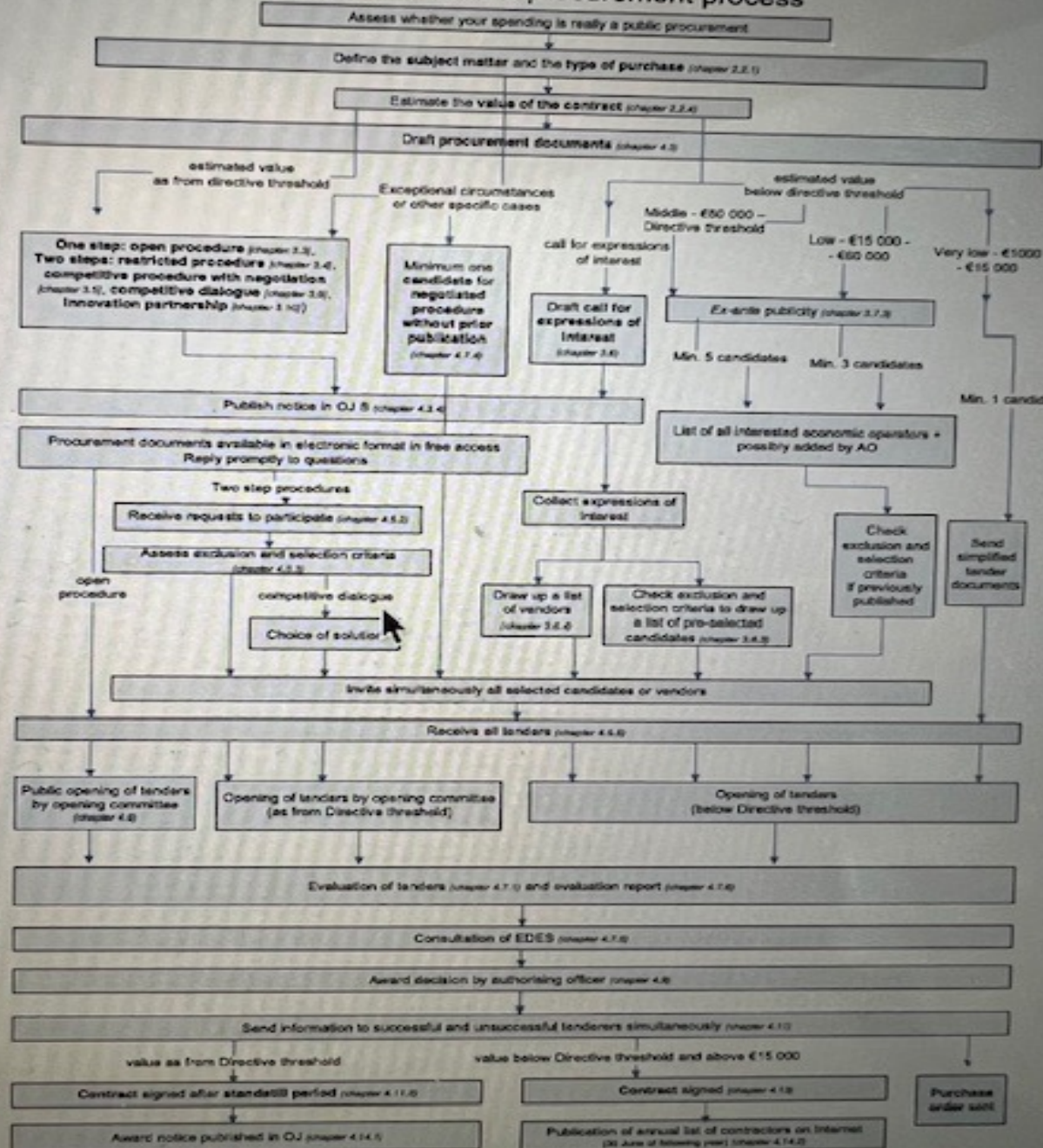
SEVERAL REQUESTS FOR SERVICE TO ALL SELECTED CONTRACTORS

4) MULTIPLE FWC WITH BOTH CASCADE AND REOPENING OF COMPETITION

MIX OF 3 & 4

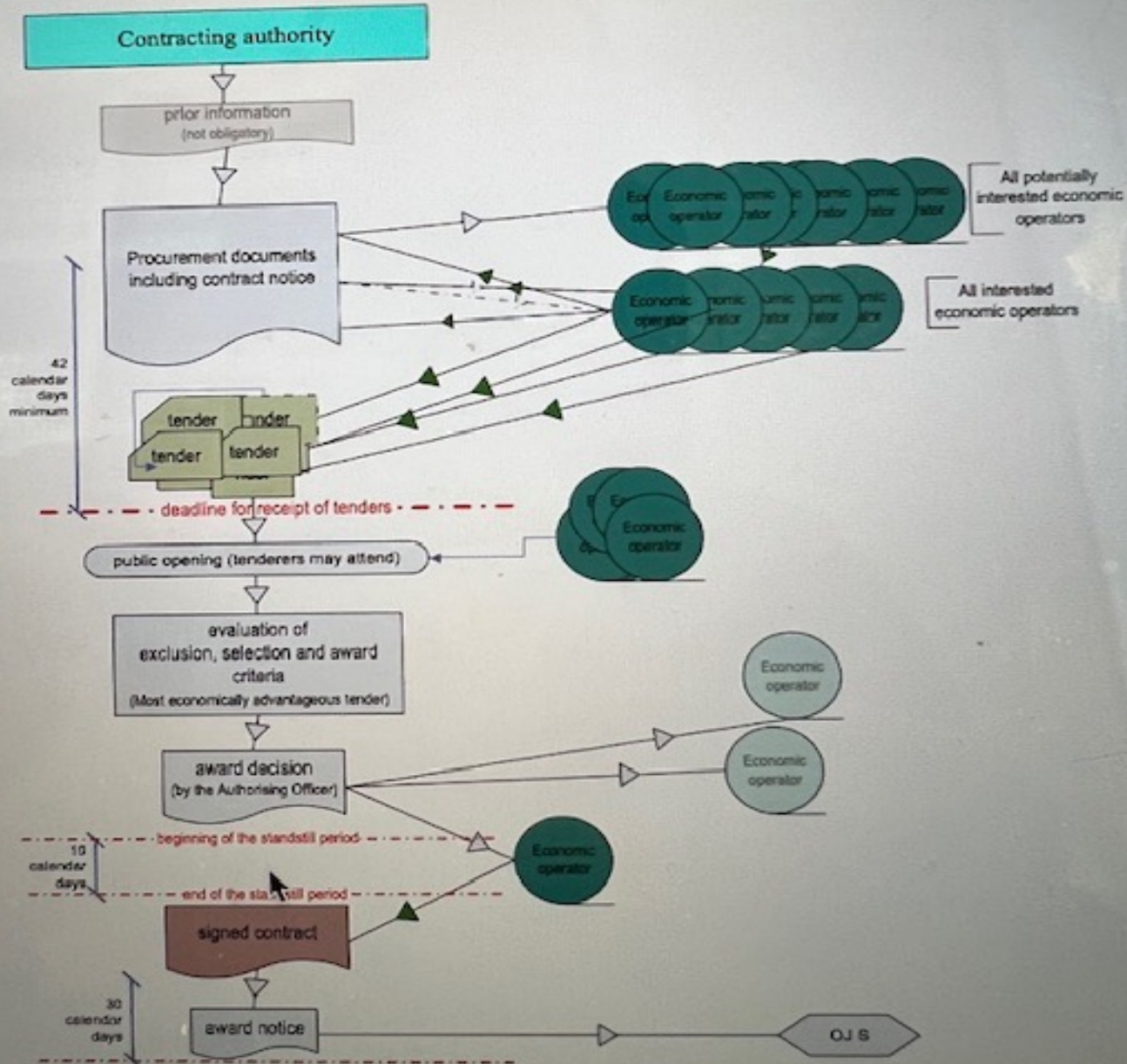


Overview of the procurement process



THE
PROCEDURE
FOR F.C. !!

3.3. Open procedure



It also exist a
“restricted
procedure”
and a
“competitive
procedure with
competition”

HOW ARE PROPOSALS OF TENDERERS BEING ASSESSED?

PART 1: ADMINISTRATIVE COMPLIANCE

- THE EVALUATION COMMITTEE CHECKS THAT THE TENDERS COMPLY WITH THE INSTRUCTIONS GIVEN IN THE TENDER DOSSIER THROUGH THE ADMINISTRATIVE COMPLIANCE GRID (SEE ANNEX B8L). ANY MAJOR FORMAL ERRORS OR MAJOR RESTRICTIONS AFFECTING PERFORMANCE OF THE CONTRACT OR DISTORTING COMPETITION RESULT IN THE REJECTION OR EXCLUSION OF THE RELATED TENDER.

PART 2: TECHNICAL EVALUATION

- THE EVALUATION COMMITTEE THEN EXAMINES THE TECHNICAL OFFERS, WHILE THE FINANCIAL OFFERS REMAIN SEALED/UNOPENED. UNDER NO CIRCUMSTANCES MAY THE EVALUATION COMMITTEE OR ITS MEMBERS CHANGE THE TECHNICAL EVALUATION GRID COMMUNICATED TO THE TENDERERS IN THE TENDER DOSSIER

PART 3: EVALUATION OF FINANCIAL OFFERS

UPON COMPLETION OF THE TECHNICAL EVALUATION, THE FINANCIAL OFFERS THAT ARE CONSIDERED TECHNICALLY ACCEPTABLE, ARE OPENED

TYPE OF SERVICES COVERED UNDER FRAMEWORK CONTRACTS

FOUR DIFFERENT TYPES OF PURCHASES

1) 'SERVICE' COVERS ALL INTELLECTUAL AND NON-INTELLECTUAL SERVICES OTHER THAN THOSE COVERED BY SUPPLY CONTRACTS, WORKS CONTRACTS AND BUILDINGS CONTRACTS;

2) 'SUPPLY' COVERS THE PURCHASE, LEASING, RENTAL OR HIRE PURCHASE, WITH OR WITHOUT OPTION TO BUY, OF GOODS (IT MAY ALSO INCLUDE SITING, INSTALLATION AND MAINTENANCE);

3) 'WORKS' COVER EITHER THE EXECUTION, OR BOTH THE EXECUTION AND DESIGN, OF WORKS RELATED TO ONE OF THE ACTIVITIES REFERRED TO IN ANNEX II TO DIRECTIVE 2014/24/EU OR THE REALISATION OF A WORK CORRESPONDING TO THE REQUIREMENTS SPECIFIED BY THE CONTRACTING AUTHORITY. A “WORK” MEANS THE OUTCOME OF BUILDING OR CIVIL ENGINEERING WORKS TAKEN AS A WHOLE THAT IS SUFFICIENT OF ITSELF TO FULFILAN ECONOMIC OR TECHNICAL FUNCTION;

4) 'BUILDING' COVERS THE PURCHASE, LONG LEASE, USUFRUCT, LEASING, RENTAL OR HIRE PURCHASE, WITH OR WITHOUT OPTION TO BUY, OF LAND, EXISTING BUILDINGS OR OTHER REAL ESTATE

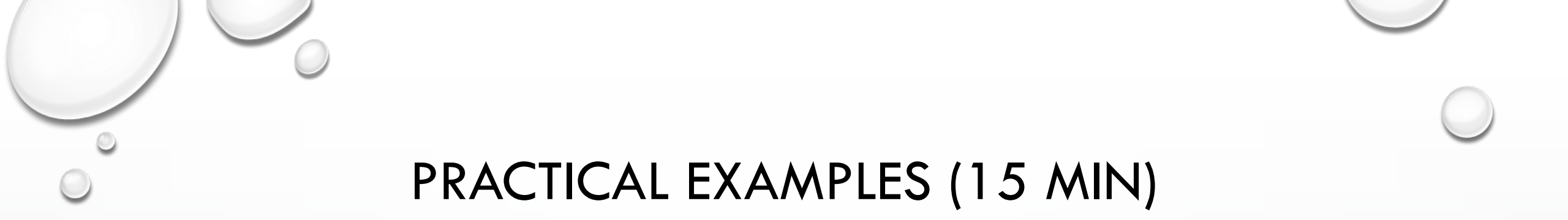


TYPE OF SERVICES COVERED UNDER FRAMEWORK CONTRACTS SERVICES

- EVENTS
 - COMMUNICATION SERVICES
 - SURVEYS AND REPORTS
 - MANAGEMENT OF CAMPAIGNS
 - MANAGEMENT OF PLATFORMS
- 

USEFUL LINKS

- [HTTPS://ACER.EUROPA.EU/SITES/DEFAULT/FILES/DOCUMENTS/EN/THE_AGENCY/PUBLIC PROCUREMENT/OLAF_DOCS/DOC%2014%20VADEMECUM-PUBLIC-PROCUREMENT-NOV%202015-11_UPDATED%20FEB%202016.PDF](https://ACER.EUROPA.EU/SITES/DEFAULT/FILES/DOCUMENTS/EN/THE_AGENCY/PUBLIC_PROCUREMENT/OLAF_DOCS/DOC%2014%20VADEMECUM-PUBLIC-PROCUREMENT-NOV%202015-11_UPDATED%20FEB%202016.PDF)
- [HTTPS://WIKIS.EC.EUROPA.EU/DISPLAY/EXACTEXTERNALWIKI/3.+SERVICE+CONTRACTS](https://WIKIS.EC.EUROPA.EU/DISPLAY/EXACTEXTERNALWIKI/3.+SERVICE+CONTRACTS)



PRACTICAL EXAMPLES (15 MIN)

- A) IT SERVICES FRAMEWORK CONTRACT
- B) CONSULTANCY FRAMEWORK CONTRACT
- C) EVENTS AND COMS CONTRACT

EXAMPLES OF F.C.

Contractor Contractant	Supplier Address Adresse du contractant	Framework contract subject Objet du contrat-cadre	Amount (in EUR) Montant (en EUR)
0001000008 - TELMACO - GR	ATH DIAKOU, 23 152 33, CHALANDRI-ATHENS GR	Framework contract for the supply of hardware, consumables and IT services to the Parliamentarium, the Europa Experiences exhibition spaces and other visitors' services.	€3.759.976,57
0001000021 - MEYVAERT GLASS ENGINEERING - BE	DOK NOORD, 3 9000, GENT BE	CI-HEH - Exhibition maintenance	€1.763.956,28
0001000134 - MEDIA VAL DOO - HR	ULICA GRADA VUKOVARA, 269 D 10000, ZAGREB HR	Communication and information activities of the EPLO Zagreb	€38.353,00
0001000144 - POMILIO BLUMM SRL - IT	VIA VENEZIA, 4 65121, PESCARA IT	Support services for the organisation of communication and information activities of the Liaison Office in Estonia	€43.289,25
0001000163 - MEDIEMERAH - SE	HAMMARBY FABRIKSVAG, 43 120 30, STOCKHOLM SE	EPLO_STO_Supply of digital equipment and associated services and audiovisual infrastructure for web-based seminars, press conferences etc.	€30.600,00

EXAMPLES OF TENDERS

- [HTTPS://EC.EUROPA.EU/INFO/FUNDING-TENDERS/OPPORTUNITIES/PORTAL/SCREEN/OPPORTUNITIES/TENDER-DETAILS/E13980A9-2780-4C56-AC9F-49F005485A66-EXA?ORDER=DESC&PAGENUMBER=1&PAGESIZE=50&SORTBY=STARTDATE&ISEXACTMATCH=TRUE&CFTPARTYLEGALITYID=47352500](https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/tender-details/e13980a9-2780-4c56-ac9f-49f005485a66-exa?order=desc&pagenumber=1&pagesize=50&sortby=startdate&isexactmatch=true&cftpartylegalityid=47352500)
- [HTTPS://EC.EUROPA.EU/INFO/FUNDING-TENDERS/OPPORTUNITIES/PORTAL/SCREEN/OPPORTUNITIES/TENDER-DETAILS/29902A01-E3B0-4734-A5B6-6483FFBAEB2E-CN?ORDER=DESC&PAGENUMBER=1&PAGESIZE=50&SORTBY=STARTDATE&ISEXACTMATCH=TRUE&CFTPARTYLEGALITYID=47352316](https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/tender-details/29902a01-e3b0-4734-a5b6-6483ffbaeb2e-cn?order=desc&pagenumber=1&pagesize=50&sortby=startdate&isexactmatch=true&cftpartylegalityid=47352316)

(17 MILLIONS INSTEAD OF 20 MILLIONS)

CONTENT OF TENDERS SUMMARIZED

ADMINISTRATIVE FILE

- LOTS DESCRIPTION / VOLUME / DURATION
- EXCLUSION CRITERIA
- SELECTION CRITERIA (FINANCE / TECHNICAL)
- AWARD CRITERIA (PRICE / QUALITY)
- EVALUATION METHOD

TECHNICAL FILE

- DESCRIPTION OF CONTEXT OF THE TENDER
- DESCRIPTION OF SERVICES REQUIRED
- STAFF QUALITIFATION / TRAINING
- METHODOLOGY / PLANNING / QUALITY CONTROL / ETC
- KPIS / OTHER INDICATORS

FINANCE FILE OR SHEET

KEY QUESTIONS & ASPECTS WHEN ASSESSING & PREPARING A NEW TENDER?

- IS THIS THE FIRST TIME OR IS THERE AN 'INCUMBANT' SERVICE PROVIDERS?
- DO WE FULLY UNDERSTAND THE CONTEXT OF THE TENDER?
- ARE WE COVERING ALL BASIC CRITERIA (ADMIN & TECHNICAL) ?
- WHO CAN BE OUR BEST POSSIBLE PARTNERS FOR THE TENDER?
- DO WE HAVE ENOUGH TIME TO DELIVER A GOOD PROPOSAL (RETROPLANNING)
- WHO WILL BE THE POSSIBLE COMPETITORS?
- WHAT ARE OUR INNOVATIVE / DIFFERENTIATING ASSETS?
- IMPORTANT TO CHECK REGULARLY THE Q&A ON LINE

• HOW TO SEARCH FOR TENDERS FOR EU CONTRACTS?

- [HTTPS://TED.EUROPA.EU/EN/ADVANCED-SEARCH](https://ted.europa.eu/en/advanced-search)
- [HTTPS://WWW.TENDERSINFO.COM/GLOBAL-EUROPE-TENDERS.PHP?UTM_SOURCE=GOOGLE&UTM_CAMPAIGN=20800398473&UTM_TERM=EU%20TENDERS&UTM_MEDIUM=CPC&GAD_SOURCE=1&GCLID=EAIAIQOBCHMIGY2EXOZMIWMVMKWDBX31YQGPEAAYASAAEGKC2_D_BWE](https://www.tendersinfo.com/global-europe-tenders.php?utm_source=google&utm_campaign=20800398473&utm_term=EU%20tenders&utm_medium=cpc&gad_source=1&gclid=EAIAIQOBCHMIGY2EXOZMIWMVMKWDBX31YQGPEAAYASAAEGKC2_D_BWE)

LET'S BUILD YOUR FRAMEWORK CONTRACT

- EUROPE IS LAGGING BEHIND WHEN IT COMES TO A.I. (VS USA AND CHINA)
- A FEW IMPORTANT INITIATIVES ARE LAUNCHED IN EU MEMBER STATES BUT THERE IS A LACK OF COORDINATION OF KNOWLEDGE AND EFFORT
- VDL HAD AGAIN CALL ON ITS “EU MASTER DREAM TEAM” TO PREPARE A 4 YEARS FRAMEWORK CONTRACT IN ORDER TO MANAGE A COMPREHENSIVE INITIATIVE AIMING AT MONITORING PROGRESS IN THE EU FOR THE NEXT 4 YEARS AND TO PROMOTE BEST PRACTICES AND COORDINATION
- YOUR TEAM WILL PREPARE A SUMMARY OF THE CALL FOR TENDERS (TECHNICAL FILE / ADMINISTRATIVE FILE AND FINANCIAL FILE) – 10 LINES FOR EACH FILE MAX



EU POLICIES AND THEIR RELATED EU FUNDING PROGRAMMES

***FRÉDÉRIC SOUDAIN
TUESDAY 4TH MARCH 2025***

PLAN OF TODAY'S LESSON

INTRODUCTION (5) – QUICK RECAP OF PREVIOUS LESSONS (5)

- 1) MINI POLL FOR STARTING ;-) (5)
- 2) AND THE ONLY SEARCH TOOL YOU NEED TO KNOW (10)
- 3) TYPE OF FUNDING ATTACHED TO EU POLICIES (5)
- 4) EU POLICIES HEADLINES AND RELATED EU FUNDS (20)
- 5) FUTURE TRENDS IN EU FUNDING MECHANISMS (15)
- 6) SHORT BREAK (10)
- 7) LET'S BUILD AN AUDIT OF EU FUNDING OPPORTUNITIES (EXERCISE) (40)
- 8) PRESENTATION AND WRAP-UP (10)

MINI POLL FOR TODAY ;-)

1) HOW MUCH BUDGET IN HORIZON EUROPE APPROXIMATELY WILL HAVE BEEN USED TO SUPPORT INNOVATION PROJECTS BETWEEN 2021 AND 2027

- a) ABOUT 10 BILLIONS
- b) ABOUT 50 BILLIONS
- c) ABOUT 100 BILLIONS

2) HOW MUCH RUSSIAN ASSETS ARE BLOCKED IN THE EU BANKS AT PRESENT?

- a) 100 BILLIONS
- b) 200 BILLIONS
- c) 500 BILLIONS

3) WHAT IS THE BUDGET FOR THE EU INNOVATION FUND (ETS) FOR THE PERIOD 2020-2030

- a) 40 BILLIONS
- b) 100 BILLIONS
- c) 200 BILLIONS

THE ONLY TOOL FOR EU FUND YOU NEED TO KNOW FOR NOW!!!

[HTTPS://EC.EUROPA.EU/INFO/FUNDING-TENDERS/OPPORTUNITIES/PORTAL/SCREEN/HOME](https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home)

PROS

- Centralized access
- Quasi all funding opportunities
- User-friendly interface
- Transparency
- Guidance
- Networking opportunities
- Regular updates
- Multiple webinars to learn on specific calls
- Database of past funder projects

CONS

- Complex and varied application processes
- Limited guidance on specific calls
- Un-regular funding cycles (see EU budget in lesson 1)
- Language barriers
- Compliance requirements

TYPE OF FUNDING ATTACHED TO EU POLICIES

1) GRANTS

- GRANTS FOR ACTIONS
- OPERATING GRANTS

2) FINANCIAL INSTRUMENTS

- FINANCIAL LEVERAGE
- POLICY LEVERAGE
- INSTITUTIONAL LEVERAGE

3) SUBSIDIES

- AGRICULTURE
- INFRASTRUCTURE IN LESS DEVELOPED REGIONS

4) OTHER USES OF EU FUNDS

- PRIZES
- TRUST FUNDS
- PUBLIC PROCUREMENT CONTRACTS (PREVIOUS LESSONS)

BASIC TIPS TO ACCESS/BE PREPARED FOR EU FUNDS

REGISTRATION : YOUR ORGANISATION NEEDS TO BE REGISTERED AND HAVE A 9-DIGIT PARTICIPANT IDENTIFICATION CODE (PIC) ON THE EU FUNDING PORTAL

PARTNERSHIP : MOST LARGE-SCALE EU FUNDING PROGRAMMES ARE ONLY OPENED TO COLLABORATIVE PROJECTS

BECOME AN EXPERT : IT IS DIFFICULT IF NOT IMPOSSIBLE TO BE COMPETITIVE FOR ALL TYPE OF EU FUNDS / BE SELECTIVE

PATIENCE AND LEARNING LOOPS : MOST PROJECT PRESENTING FOR EU FUNDS WILL FAIL AT THE FIRST ATTEMPT

INVEST IN USEFUL STAGES: IF YOU PICK-UP A STAGE, TAKE THE TIME TO CHECK IT WILL ADD VALUE TO YOU....

POLICY HEADLINES TO UNDERSTAND USE OF EU FUNDS (1)

SINGLE MARKET, INNOVATION AND DIGITAL

- **RESEARCH & INNOVATION**

- **HORIZON EUROPE**

SCIENTIFIC, TECHNOLOGICAL, ECONOMIC, ENVIRONMENTAL AND SOCIETAL IMPACT; SUPPORT TO ALL FORMS OF RESEARCH AND INNOVATION.

- **EURATOM RESEARCH AND TRAINING PROGRAMME**

EURATOM AIMS TO PURSUE NUCLEAR RESEARCH AND TRAINING ACTIVITIES WITH AN EMPHASIS ON CONTINUALLY IMPROVING NUCLEAR SAFETY, SECURITY AND RADIATION PROTECTION.

- **ITER**

AMBITIOUS INTERNATIONAL PROJECT TO BUILD THE WORLD'S BIGGEST FUSION MACHINE, ADVANCE FUSION ENERGY TECHNOLOGY FOR A GREENER AND MORE SUSTAINABLE ENERGY MIX.

- **EUROPEAN STRATEGIC INVESTMENTS**

- **INVESTEU**

PROVIDING THE EU WITH CRUCIAL LONG-TERM FUNDING, CROWDING IN PRIVATE INVESTMENT, SUPPORTING THE RECOVERY AND A GREENER, MORE DIGITAL AND RESILIENT EUROPE.

- **CONNECTING EUROPE FACILITY**

SUPPORTING THE DELIVERY OF KEY ENERGY, TRANSPORT AND DIGITAL INFRASTRUCTURE CROSS EUROPE.

- **DIGITAL EUROPE PROGRAMME**

THE DIGITAL EUROPE PROGRAMME IS THE FIRST EU PROGRAMME THAT AIMS TO ACCELERATE THE RECOVERY AND DRIVE THE DIGITAL TRANSFORMATION OF EUROPE.

- **SINGLE MARKET**

POLICY HEADLINES TO UNDERSTAND USE OF EU FUNDS (2)

COHESION AND VALUES

- **REGIONAL DEVELOPMENT & COHESION**
- **EUROPEAN REGIONAL DEVELOPMENT FUND (ERDF)**
STRENGTHENING EU ECONOMIC, SOCIAL AND TERRITORIAL COHESION BY CORRECTING IMBALANCES BETWEEN REGIONS THROUGH PROGRAMMES IMPLEMENTED BY LOCAL AUTHORITIES.
- **COHESION FUND (CF)**
THE COHESION FUND AIMS TO REDUCE ECONOMIC AND SOCIAL DISPARITIES AND TO PROMOTE SUSTAINABLE DEVELOPMENT.
- **RECOVERY AND RESILIENCE**
- **EU4HEALTH**
INVESTING IN RESILIENT, EQUITABLE AND MODERN HEALTH SYSTEMS, IMPROVING THE HEALTH OF EU CITIZENS AND PROTECTING PEOPLE FROM CROSS-BORDER HEALTH THREATS.
- **INVESTING IN PEOPLE, SOCIAL COHESION & VALUES**
- **EUROPEAN SOCIAL FUND+**
THE EUROPEAN SOCIAL FUND+ (ESF+) IS THE EU'S MAIN INSTRUMENT FOR INVESTING IN PEOPLE WITH THE AIM OF BUILDING A MORE SOCIAL AND INCLUSIVE EUROPE.
- **ERASMUS+**
SUPPORT THE EDUCATIONAL, PROFESSIONAL AND PERSONAL DEVELOPMENT OF PEOPLE IN EDUCATION, TRAINING, YOUTH AND SPORT.
- **CREATIVE EUROPE**
CREATIVE EUROPE IS THE EUROPEAN COMMISSION'S PROGRAMME FOR PROVIDING SUPPORT TO THE CULTURE AND AUDIOVISUAL SECTORS.

POLICY HEADLINES TO UNDERSTAND USE OF EU FUNDS (3)

NATURAL RESOURCES & ENVIRONMENT

- **AGRICULTURE & MARITIME POLICY**

- **EUROPEAN AGRICULTURAL GUARANTEE FUND (EAGF)**

THE EAGF FUNDS INCOME SUPPORT FOR EU FARMERS AND MEASURES TO STABILISE AGRICULTURAL MARKETS.

- **EUROPEAN AGRICULTURAL FUND FOR RURAL DEVELOPMENT (EAFRD)**

THE EAFRD PROVIDES FUNDING TO SUPPORT RURAL AREAS AND STRENGTHEN THE EU'S AGRI-FOOD AND FORESTRY SECTORS.

- **EUROPEAN MARITIME, FISHERIES AND AQUACULTURE FUND**

COMMON FISHERIES POLICY, MARITIME POLICY, AQUACULTURE, SUSTAINABLE DEVELOPMENT.

- **ENVIRONMENT & CLIMATE ACTION**

- **PROGRAMME FOR THE ENVIRONMENT AND CLIMATE ACTION (LIFE)**

TO ACHIEVE THE SHIFT TOWARDS A SUSTAINABLE, CIRCULAR AND RESILIENT ECONOMY, PROTECT AND RESTORE THE ENVIRONMENT, HALT AND REVERSE BIODIVERSITY LOSS.

- **JUST TRANSITION FUND**

SUPPORTING THE TRANSITION TOWARDS CLIMATE NEUTRALITY BY ALLEVIATING ITS SOCIO-ECONOMIC IMPACT IN THE REGIONS MOST AFFECTED.

- **INNOVATION FUND (ETS)**

SUPPORTING THE DEPLOYMENT OF INNOVATIVE NET-ZERO TECHNOLOGIES FOR CLIMATE NEUTRALITY ACROSS THE EUROPEAN ECONOMIC AREA (EEA).

- **MODERNISATION FUND**

SUPPORTING THE MODERNISATION OF ENERGY SYSTEMS AND THE IMPROVEMENT OF ENERGY EFFICIENCY IN 13 LOWER-INCOME EU MEMBER STATES.

AND THE REST OF EU POLICIES & FUNDS FOR INFORMATION

- 4: MIGRATION & BORDER MANAGEMENT HEADING
- 5: SECURITY & DEFENCE HEADING
- 6: NEIGHBOURHOOD & THE WORLD (FRANCO)

FUTURE TRENDS IN EU POLICIES & FUNDING

NB: FOLLOW THE STARTING DEBATE ON MFF...

- 1) **NEW BIG CHALLENGE:** FINANCING EU SECURITY, DEFENSE AND PREPARADNESS (FROM 2 TO 3,5% OF GDP!! OR 500 BILLIONS AT EU LEVEL IN THE NEXT 10 YEARS)
- 2) **INCREASING EUROPE'S COMPETITIVENESS (DRAGHI REPORT):** CLEAN TECH / ENERGY : TRANSPORT / DEFENSE / INNOVATION /DIGITAL (800 BILLIONS)
- 3) **SUPPORT FOR UKRAINE:** (A SHARE (?) OF TOTAL RECONSTRUCTION COSTS (490 BILLIONS !!)
- 4) **FUTURE EU ENLARGEMENT :** 40 BILLIONS
- 5) **REPAYMENT ON NGEU!! :** ? 8 TO 15 BILLIONS/YEAR → 2058

HOW TO FINANCE THIS?

= SAME SYSTEM + MORE OWN EU RESSOURCES + MORE EU DEBTS + RUSSIAN ASSETS !!

GOOD TO KNOW: MFF ONGOING CONSULTATION

- SUMMARY

THE CURRENT MULTIANNUAL FINANCIAL FRAMEWORK (MFF) — THE EU'S LONG-TERM BUDGET — RUNS UNTIL THE END OF 2027. IN 2025, THE COMMISSION WILL PUT FORWARD COMPREHENSIVE PROPOSALS FOR THE POST-2027 MFF AND FOR THE NEXT GENERATION OF FINANCIAL PROGRAMMES. AS ANNOUNCED IN PRESIDENT VON DER LEYEN'S POLITICAL GUIDELINES, THE COMMISSION IS WORKING TOWARDS A FOCUSED, SIMPLER, AND MORE IMPACTFUL EU BUDGET THAT REFLECTS THE EU'S STRATEGIC PRIORITIES, WITH THE AMBITION TO BE AN INVESTMENT COMMISSION.

THIS CONSULTATION COVERS EU FUNDS THAT BOOST COMPETITIVENESS. THE DECISION TO CLUSTER ISSUES SERVES TO SUPPORT THE PREPARATORY WORK AND DOES NOT PRE-EMPT THE ARCHITECTURE OF FUTURE PROGRAMMES.

THIS CONSULTATION IS PART OF THE OVERALL PUBLIC CONSULTATION EXERCISE ON THE NEXT MFF. RELATED PUBLIC CONSULTATIONS OPEN FOR FEEDBACK CAN BE FOUND HERE:

- [EU'S NEXT LONG-TERM BUDGET \(MFF\) – IMPLEMENTING EU FUNDING WITH MEMBER STATES AND REGIONS](#)
- [EU'S NEXT LONG-TERM BUDGET \(MFF\) – FUNDING FOR EXTERNAL ACTION](#)
- [EU'S NEXT LONG-TERM BUDGET \(MFF\) – EU FUNDING FOR CROSS-BORDER EDUCATION, TRAINING, AND SOLIDARITY; YOUTH, MEDIA, CULTURE, AND CREATIVE SECTORS; VALUES, AND CIVIL SOCIETY](#)
- [EU'S NEXT LONG-TERM BUDGET \(MFF\) – EU FUNDING FOR CIVIL PROTECTION, PREPAREDNESS, AND RESPONSE TO CRISES](#)
- [EU'S NEXT LONG-TERM BUDGET \(MFF\) – EU FUNDING FOR THE SINGLE MARKET AND COOPERATION BETWEEN NATIONAL AUTHORITIES](#)
- [EU'S NEXT LONG-TERM BUDGET \(MFF\) – PERFORMANCE OF THE EU BUDGET](#)

YOUR MISSION FOR TODAY!!

- 3 TEAMS : EACH TEAM PICK-UP ONE CASE

- 1) ITALIAN SCALE UP DIGITAL COMPANY BASED IN NAPOLI EXPERT IN DIGITAL SOLUTIONS FOR URBAN MOBILITY WILLING TO UNDERSTAND THE POTENTIAL OF UE FUNDS FOR INNOVATION AND EXPANDING
- 2) FRENCH SCALE UP COMPANY IN THE FIELD OF "NATURAL" HYDROGEN TO UNDERSTAND THE POTENTIAL OF UE FUNDS FOR INNOVATION AND EXPANDING
- 3) POLISH COMPANY IN THE FIELD OF RECYCLING BATTERIES WILLING TO UNDERSTAND POTENTIAL OF UE FUNDS FOR INNOVATION AND EXPANDING

FORMAT = ONE AUDIT REPORT IN 4 TO 6 SLIDES SHOWING : CONTEXT / TARGETED EU PROGRAMMES AND WHY / RECENT FUNDED PROJECTS / OPEN CALLS FOR PROPOSAL IF ANY / ADVOCACY RECOMMENDATIONS

TIPS

- a) DIFFERENTIATE YOUR SOURCE OF INFO (EU / ASSOCIATION / MEMBER STATES ? / ETC
- b) LOOK AT THE PAST, PRESENT AND FUTURE
- c) DO NOT FORGET TO UNDERSTAND THE OVERALL POLICY CONTEXT... COULD HELP YOU



CASE STUDY 1

PREPARING AN OFFER FOR EFSA

REFERENCE: EFSA/2023/OP/0006 (OC/EFSA/COM/2023/01)

SUBJECT: DEVELOPMENT OF STATIC & INTERACTIVE INFORMATION AND STORYTELLING PRODUCTS

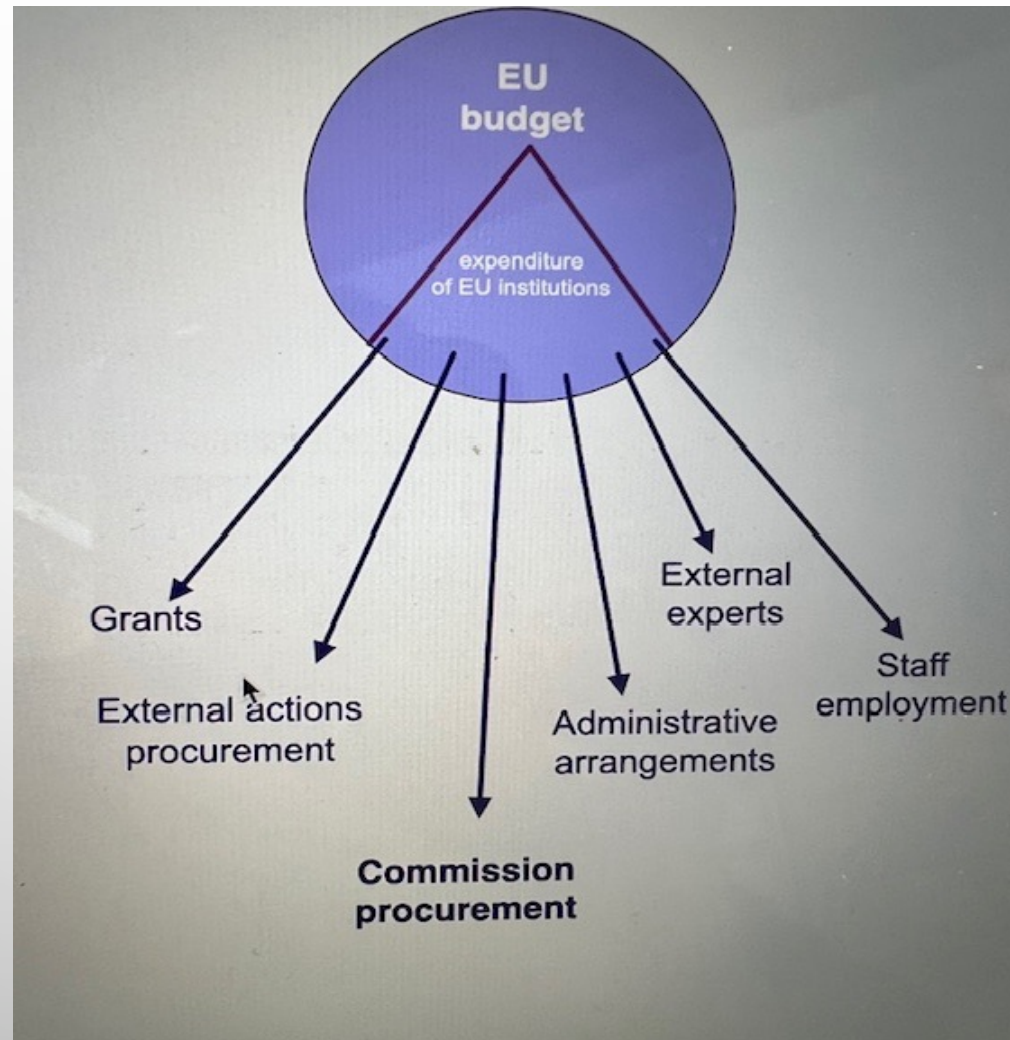
FRÉDÉRIC SOUDAIN & GUEST ;-) -> MARCEL KOPMELS, ESN
TUESDAY 11TH MARCH 2025

PLAN OF TODAY'S LESSON

INTRODUCTION (5) – QUICK RECAP OF PREVIOUS LESSON ON EU FRAMEWORK CONTRACT

- 1) QUICK RECAP OF THE PREVIOUS LESSON ON EU FRAMEWORK CONTRACT (10)
- 2) HOW TO READ A TENDER DOC AND PREPARE FOR PITCHING (25)
- 3) GOING THROUGH A QUALITY TECHNICAL OFFER (25)
- 4) SHORT BREAK (10)
- 5) EXERCISE :
- 6) PRESENTATION AND WRAP-UP (10)

WHAT ARE DEALING WITH TODAY ?



HOW ARE PROPOSALS OF TENDERERS BEING ASSESSED?

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- THE EVALUATION COMMITTEE CHECKS THAT THE TENDERS COMPLY WITH THE INSTRUCTIONS GIVEN IN THE TENDER DOSSIER THROUGH THE ADMINISTRATIVE COMPLIANCE GRID (SEE ANNEX B8L). ANY MAJOR FORMAL ERRORS OR MAJOR RESTRICTIONS AFFECTING PERFORMANCE OF THE CONTRACT OR DISTORTING COMPETITION RESULT IN THE REJECTION OR EXCLUSION OF THE RELATED TENDER.

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UPON COMPLETION OF THE TECHNICAL EVALUATION, THE FINANCIAL OFFERS THAT ARE CONSIDERED TECHNICALLY ACCEPTABLE, ARE OPENED

CONTENT OF TENDERS SUMMARIZED

ADMINISTRATIVE FILE

- LOTS DESCRIPTION / VOLUME / DURATION
- EXCLUSION CRITERIA
- SELECTION CRITERIA (FINANCE / TECHNICAL)
- AWARD CRITERIA (PRICE / QUALITY)
- EVALUATION METHOD

TECHNICAL FILE

- DESCRIPTION OF CONTEXT OF THE TENDER
- DESCRIPTION OF SERVICES REQUIRED
- STAFF QUALIFICATION / TRAINING
- METHODOLOGY / PLANNING / QUALITY CONTROL / ETC
- KPIS / OTHER INDICATORS

FINANCE FILE OR SHEET

HOW TO READ A TENDER DOC AND PREPARE FOR PITCHING ... (MARCEL)

- Find out the history of the CfT, incumbent and previous tenderers (TED, Hermix)
- Was there much ordered on the previous contract (transparency database)
- Identify any issues with exclusion, selection and award criteria (administrative specifications)
 - Use ChatGPT / Copilot to summarise / reword / co-create ideas / work out examples for your proposal
- Are all capacities internally available ? Mind the reference period
- Any partners needed to fulfill those capacities ?
 - Create a consortium if need be
 - Consortia are often decided before a call comes out (PIN or even before)
- Verify the budget structure and weighting
 - unit pricing vs times and means.
 - the budget can be a negotiation piece

....& CREATE THE GROUND FOR A QUALITY TECHNICAL OFFER (MARCEL)

- Methodology
 - Check if there is a prescribed proposal structure / page limit
 - Follow the structure of the terms of reference so the evaluators can tick their boxes
- Case studies are usually key to score quality points

(then scan quickly through the tender spec. and the technical offer)

CASE STUDY 1

INTERACTIVE DATA VISUALISATION (MAX. 60 POINTS)

- **I. BRIEFING**

- TENDERERS SHOULD DEVELOP A **CREATIVE IDEA FOR AN ONLINE INTERACTIVE PRODUCT DEDICATED TO THE TOPIC OF AFRICAN SWINE FEVER AND DOMESTIC PIG POPULATION.**
THE EUROPEAN FOOD SAFETY AUTHORITY (EFSA) HAS A MANDATE FROM THE EUROPEAN COMMISSION TO GENERATE ANNUAL EPIDEMIOLOGICAL ANALYSES OF THE SPREAD AND IMPACT OF ASF GENOTYPE II IN THE EUROPEAN UNION (EU) AND NEIGHBOURING COUNTRIES AFFECTED BY AFRICAN SWINE FEVER (ASF). IN THIS CONTEXT, AFFECTED COUNTRIES WERE INVITED TO SUBMIT LABORATORY TEST RESULTS OF ASF SURVEILLANCE ACTIVITIES AND PIG POPULATION INFORMATION TO EFSA. THESE DATA WERE USED IN COMBINATION WITH OTHER DATA SOURCES SUCH AS OFFICIAL ASF CASES AND OUTBREAKS INFORMATION IN WILD BOAR AND DOMESTIC PIGS, WILD BOAR POPULATION ESTIMATES AND RESTRICTED ZONE DATA TO IMPROVE THE HARMONISATION OF THE DATA COLLECTED AND PRODUCE A REPORT.
- THE TENDERER SHOULD START FROM THOSE DATA AND ANY OTHER INFORMATION CONTAINED IN THE REPORT AND MAKE A CASE PROPOSAL FOR THE DEVELOPMENT OF **AN INTERACTIVE PRODUCT** TO SUPPORT COMMUNICATION ACTIVITIES RELATED TO THE SUBJECT. THE SCOPE OF THIS INTERACTIVE DATA VISUALISATION SHOULD BE **TO PRESENT INFORMATION CONCISELY, CLEARLY AND IN A MORE VISUALLY COMPELLING WAY.** THE PROPOSED GRAPHICS (USUALLY GRAPHS, CHARTS, TABLES, MAPS, AND VISUAL STORIES) SHOULD HELP ILLUSTRATE AND SHOW THE MEANING OF DATA (DISPLAY RELEVANT DATA IN A VISUALLY MEMORABLE FORMAT).
- **THE TENDERER SHOULD BE ABLE TO HIGHLIGHT THE REQUESTED STORIES BASED ON THE ABOVE DATA AND TURN THEM INTO A COMPELLING DATA VISUALISATION INTERACTIVE TOOL.**
- **PLEASE NOTE THAT FOR THE TECHNICAL OFFER TENDERERS ARE NOT REQUIRED TO PRODUCE THE INTERACTIVE DATA VISUALISATION.**
- AS EXAMPLES, PLEASE CONSIDER THE PUBLISHED EFSA DATA VISUALISATION PRODUCTS ARE AVAILABLE ONLINE AT THE FOLLOWING LINKS: [HTTPS://MULTIMEDIA.EFSA.EUROPA.EU/DATAVIZ-2021/INDEX.HTM](https://multimedia.efsa.europa.eu/dataviz-2021/index.htm); [HTTPS://MULTIMEDIA.EFSA.EUROPA.EU/PESTICIDES-REPORT-2021/](https://multimedia.efsa.europa.eu/pesticides-report-2021/)

CASE STUDY II

- **TENDERERS SHOULD DEVELOP A CREATIVE IDEA FOR AN ONLINE STORY MAP DEDICATED TO RABIES IN HUMANS AND ANIMALS.**

- IN ACCORDANCE WITH THE ZONOSSES DIRECTIVE 2003/99/EC, EU MEMBER STATES (MSS) HAVE AN OBLIGATION TO COLLECT AND REPORT RELEVANT AND, WHEN APPLICABLE, COMPARABLE DATA ON ZONOSSES, ZONOTIC AGENTS, ANTIMICROBIAL RESISTANCE AND FOODBORNE OUTBREAKS. EFSA IS ASSIGNED THE TASKS OF EXAMINING THESE DATA AND PUBLISHING THE EU ANNUAL SUMMARY REPORTS. SINCE 2019, THE ANNUAL EU SUMMARY REPORTS ON ZONOSSES, ZONOTIC AGENTS AND FOODBORNE OUTBREAKS HAVE BEEN RENAMED THE 'EU ONE HEALTH ZONOSSES SUMMARY REPORT' (EUOHZ), WHICH IS CO-AUTHORED BY EFSA AND THE EUROPEAN CENTRE FOR DISEASE PREVENTION AND CONTROL (ECDC).
- TO INNOVATE AND ENHANCE THE COMMUNICATION OF THE EUOHZ REPORTS, SINCE 2021, EFSA HAS ALSO PUBLISHED - AT THE SAME TIME - INTERACTIVE ONLINE COMMUNICATION TOOLS, STORY MAPS AND DASHBOARDS, ON THE FOLLOWING TOPICS: FOODBORNE OUTBREAKS (DECEMBER 2021), *SALMONELLA*, *CAMPYLOBACTER* AND *LISTERIA MONOCYTOGENES* (DECEMBER 2022). NEW INTERACTIVE ONLINE TOOLS ARE PLANNED TO BE PRODUCED AND PUBLISHED TOGETHER WITH THE NEXT EUOHZ REPORTS, ON ADDITIONAL TOPICS.
- **THE EFSA STORY MAPS ARE ADDRESSED TO THE GENERAL PUBLIC AND PROVIDE TRUSTABLE INFORMATION ON FOODBORNE OUTBREAKS AND ZONOTIC AGENTS PRESENTED IN DEDICATED SECTIONS INCLUDING BACKGROUND INFORMATION ON THE TOPIC/PATHOGEN, ITS EPIDEMIOLOGY, INCLUDING INFORMATION ON WHERE THE PATHOGEN CAN BE FOUND, HOW PEOPLE AND ANIMALS GET INFECTED, THE OCCURRENCE OF THE PATHOGEN IN DIFFERENT SOURCES, THE DISEASE IT CAUSES AND HOW TO PREVENT INFECTION.**
- IN ADDITION, THE STORY MAPS ALSO ILLUSTRATE THE MONITORING ACTIVITIES IMPLEMENTED IN THE EU AND THE ROLE OF EFSA WITH RESPECT TO THESE ACTIVITIES. USERS CAN EASILY DISPLAY AND EXPLORE THE CONTENT OF THE DIFFERENT SECTIONS IN THE STORY MAPS, BROWSING THE DYNAMIC MAPS, IMAGES, TEXT AND MULTIMEDIA FEATURES (STATIC AND INTERACTIVE INFOGRAPHICS). IN THE STORY MAPS, THE CHALLENGE IS TO 'TRANSLATE' SCIENTIFIC CONCEPTS INTO 'SIMPLE WORDS' THAT CAN BE UNDERSTOOD BY THE GENERAL PUBLIC. THE STORY MAPS ARE EXPECTED TO "TELL A STORY" ABOUT THE TOPIC THROUGH TEXT, AND GRAPHICAL ELEMENTS (E.G. STATIC AND INTERACTIVE INFOGRAPHICS, MAPS, ETC).
- AS EXAMPLES, PLEASE CONSIDER THE PUBLISHED EFSA STORY MAPS (LAST UPDATE DECEMBER 2022) ARE AVAILABLE ONLINE AT THE FOLLOWING LINKS:
- FOODBORNE OUTBREAKS:
- [HTTPS://STORYMAPS.ARCGIS.COM/STORIES/CA42D02E580441B79FDFD46A427ABAAB](https://storymaps.arcgis.com/stories/CA42D02E580441B79FDFD46A427ABAAB)
- *SALMONELLA*: [HTTPS://STORYMAPS.ARCGIS.COM/STORIES/13979918CA8948399180651D3B7CE3E1](https://storymaps.arcgis.com/stories/13979918CA8948399180651D3B7CE3E1) *CAMPYLOBACTER*: [HTTPS://STORYMAPS.ARCGIS.COM/STORIES/37987745DE6F47029E14CB57D61FE923](https://storymaps.arcgis.com/stories/37987745DE6F47029E14CB57D61FE923) *LISTERIA MONOCYTOGENES*: [HTTPS://STORYMAPS.ARCGIS.COM/STORIES/629E6627E6C64111BFD5B9257473C74A](https://storymaps.arcgis.com/stories/629E6627E6C64111BFD5B9257473C74A)

YOUR MISSION FOR TODAY !!!

- 1) GO & VISIT THE EFSA WEBSITE (WWW.EFSA.EUROPA.EU)
- 2) PICK-UP ONE TOPIC ON THE HOME PAGE
- 3) REGISTER IN A SEGMENT OF VISITOR FOR NAVIGATING THE SELECTED WEBSITE PAGE
- 4) ON A SCALE FROM 1(POOR) TO 10 (EXCELLENT), PLEASE RATE THE QUALITY AND CLARITY FOR THE INFORMATION PROVIDED TO THE PUBLIC
- 5) ON A SCALE FROM 1(POOR) TO 10 (EXCELLENT), PLEASE RATE THE ACCESSABILITY AND INNOVATION USED FOR THE INFOGRAPHICS
- 6) PREPARE UP TO 3 CREATIVE ADVICE TO IMPROVE THIS INFORMATION WEBSITE FOR THE EFSA PUBLIC
- 7) PLEASE NOW TAKE A LOOK AT [HTTPS://WWW.FDA.GOV/FOOD](https://WWW.FDA.GOV/FOOD)
- 8) CAN YOU FINALLY TELL US WHICH WEBSITE YOU FIND BETTER AND WHY?

FOCUS SESSION 2
HORIZON EUROPE

FRÉDÉRIC SOUDAIN
THURSDAY 13TH MARCH 2025



#HorizonEU

THE EU RESEARCH & INNOVATION PROGRAMME

2021 – 2027

Research and
Innovation

HORIZON EUROPE

The ambitious EU research and innovation framework programme (2021-2027)



fuel EU's **scientific and technological excellence** and the strengthen the European Research Area (ERA)

**Science
& technology**



tackle policy priorities, including **green and digital transitions** and Sustainable Development Goals

Society



boost Europe's **innovation uptake, competitiveness** and **jobs**

Economy

VISION BEHIND HORIZON EUROPE

The EU's key funding programme for research and innovation:

- Tackles climate change
- Helps to achieve the UN's Sustainable Development Goals
- Boosts the EU's competitiveness and growth
- Facilitates collaboration and strengthens the impact of research and innovation in developing, supporting and implementing EU policies while tackling global challenges
- Supports the creation and better diffusion of excellent knowledge and technologies
- Creates jobs, fully engages the EU's talent pool, boosts economic growth, promotes industrial competitiveness and optimises investment impact within a strengthened European Research Area.

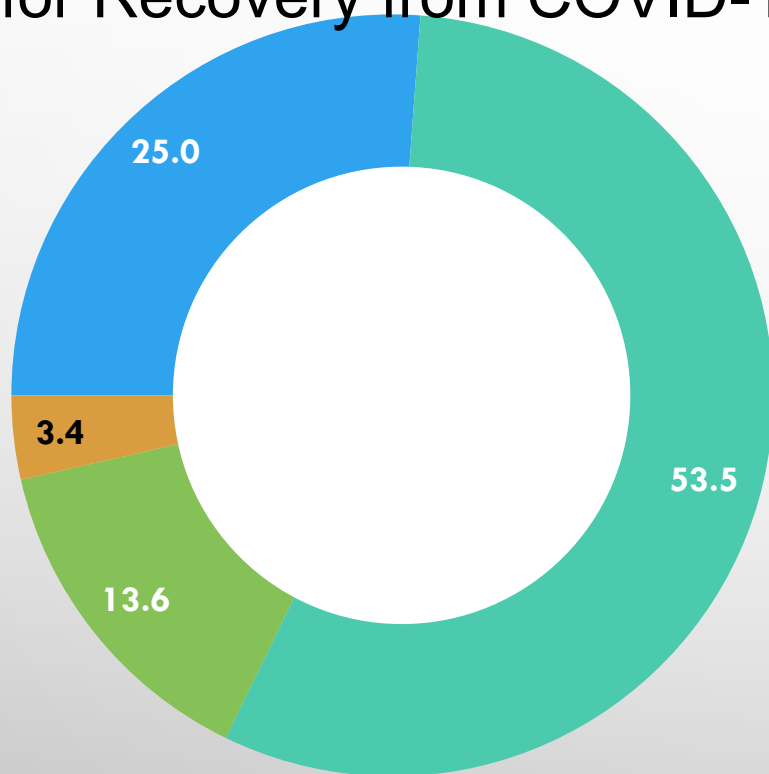


Credits: <https://www.un.org/sustainabledevelopment/sustainable-development-goals/>

Horizon Europe Budget: €95.5 billion (2021-2027)

(including €5.4 billion from NGEU – Next Generation Europe – programme of EU for Recovery from COVID-19 crisis)

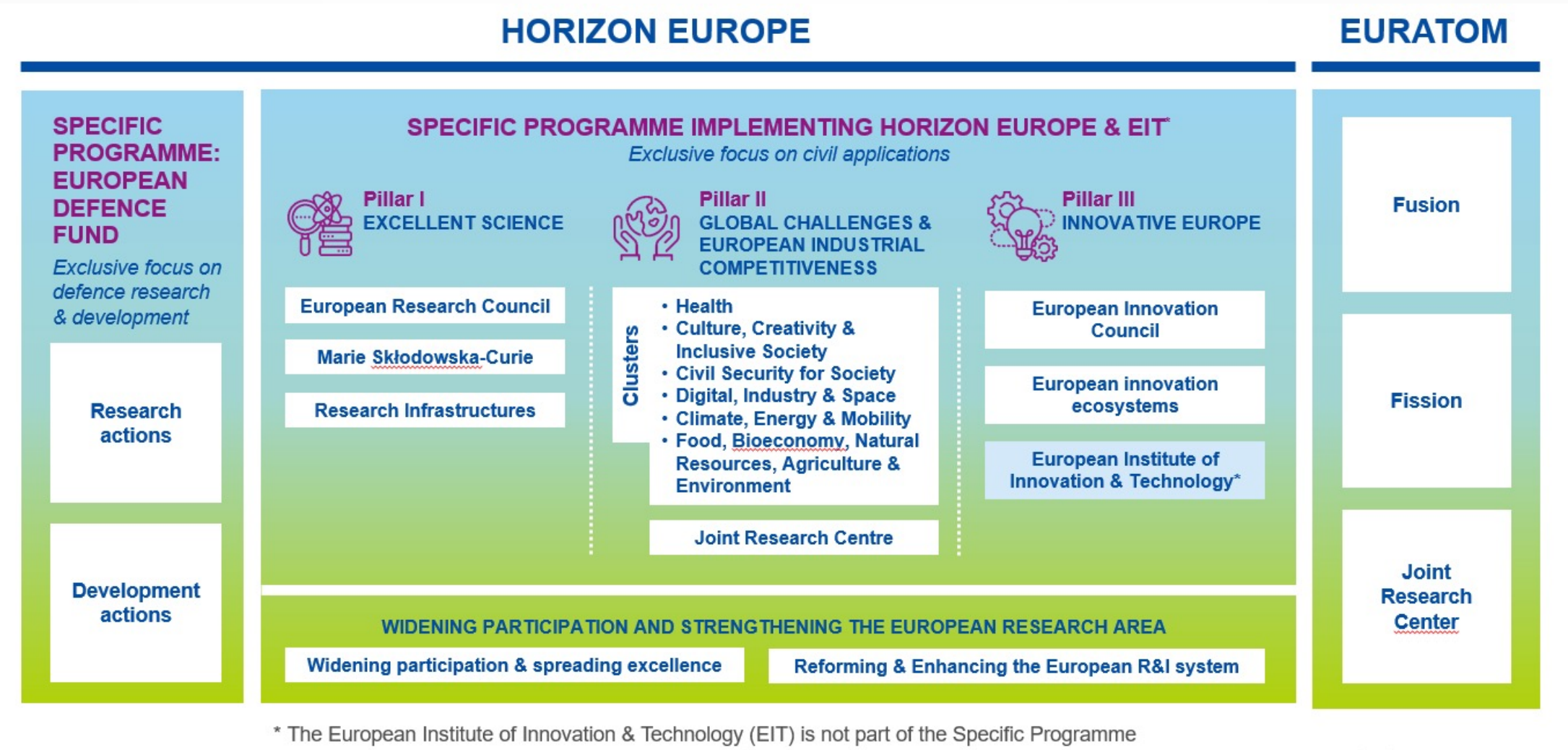
Political agreement December 2020
€ billion in current prices



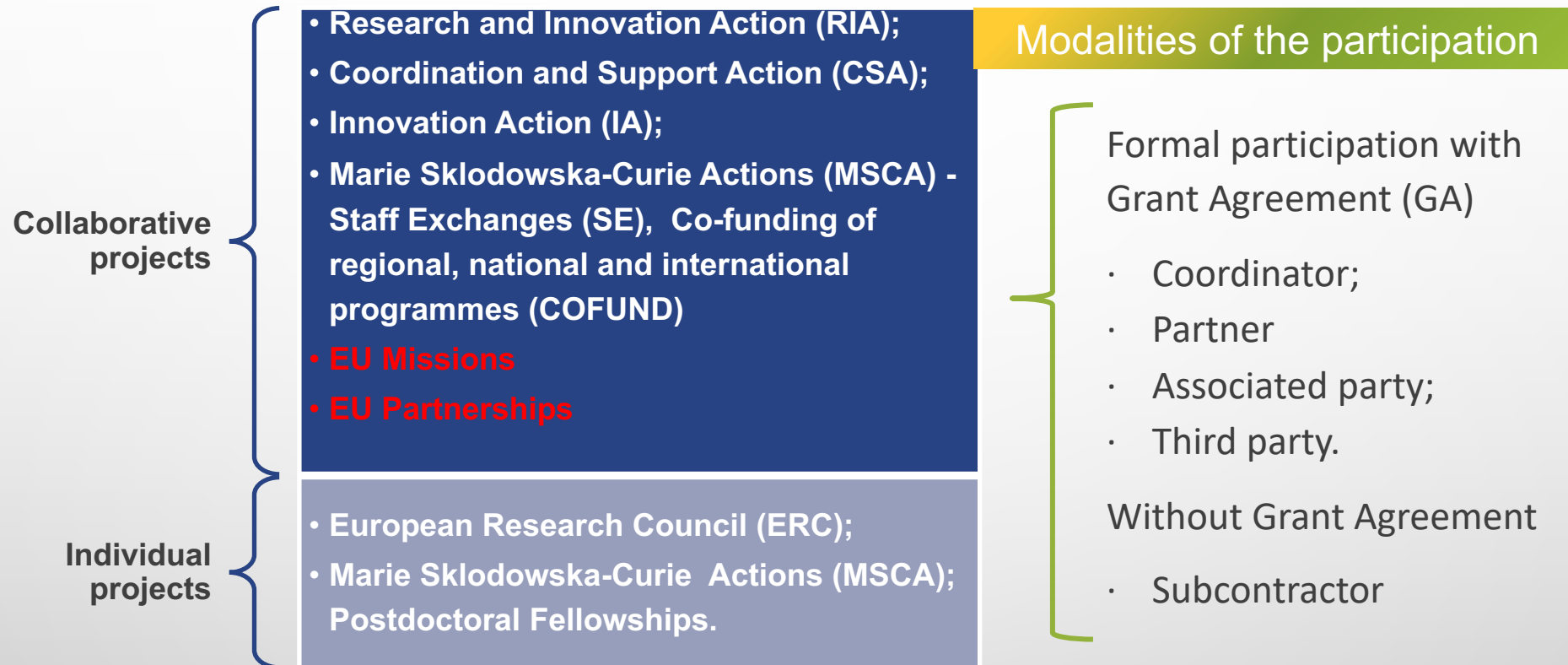
- Excellent Science
- Global challenges and European ind. comp.
- Innovative Europe
- Widening Part and ERA

ABOUT HORIZON EUROPE

HORIZON EUROPE SUPPORTS RESEARCH AND INNOVATION THROUGH WORK PROGRAMMES, WHICH SET OUT FUNDING OPPORTUNITIES FOR RESEARCH AND INNOVATION ACTIVITIES.



TYPES OF ACTIONS/ PROJECTS IN HORIZON EUROPE



MAIN TYPE OF ACTIONS/ PROJECTS IN HORIZON EUROPE

Research and Innovation Actions (RIA) Business Plan (TRL higher than 6)	=>What? Funding available for collaborative research projects tackling clearly defined challenges which can lead to the development of new knowledge or new technology. =>Who? Consortia of partners from different countries, industry and academia. Min. 3 legal entities established in 3 Member States or Associated Countries
Innovation Actions (IA) Business Plan (TRL higher than 6/ if stated in the application form)	=>What? Funding available for closer-to-the-market activities including prototyping, testing, demonstrating, piloting, scaling-up etc. for new or improved products, processes or services. =>Who? Consortia of partners from different countries, industry and academia. Min. 3 legal entities established in 3 Member States or Associated Countries

MAIN TYPES OF ACTIONS/ PROJECTS IN HORIZON EUROPE

Coordination and Support Action (CSA)

=>What? Funding available for actions consisting primarily of accompanying measures, such as the coordination and networking of research and innovation projects, programmes and policies (e.g. training, dissemination, exploitation, standardization, policy dialogues, etc.). Funding for research and innovation per se not covered.

=>Who? Single entities or consortia of partners from different countries, industry and academia. Min. 1 legal entity established in 1 Member State or Associated Country

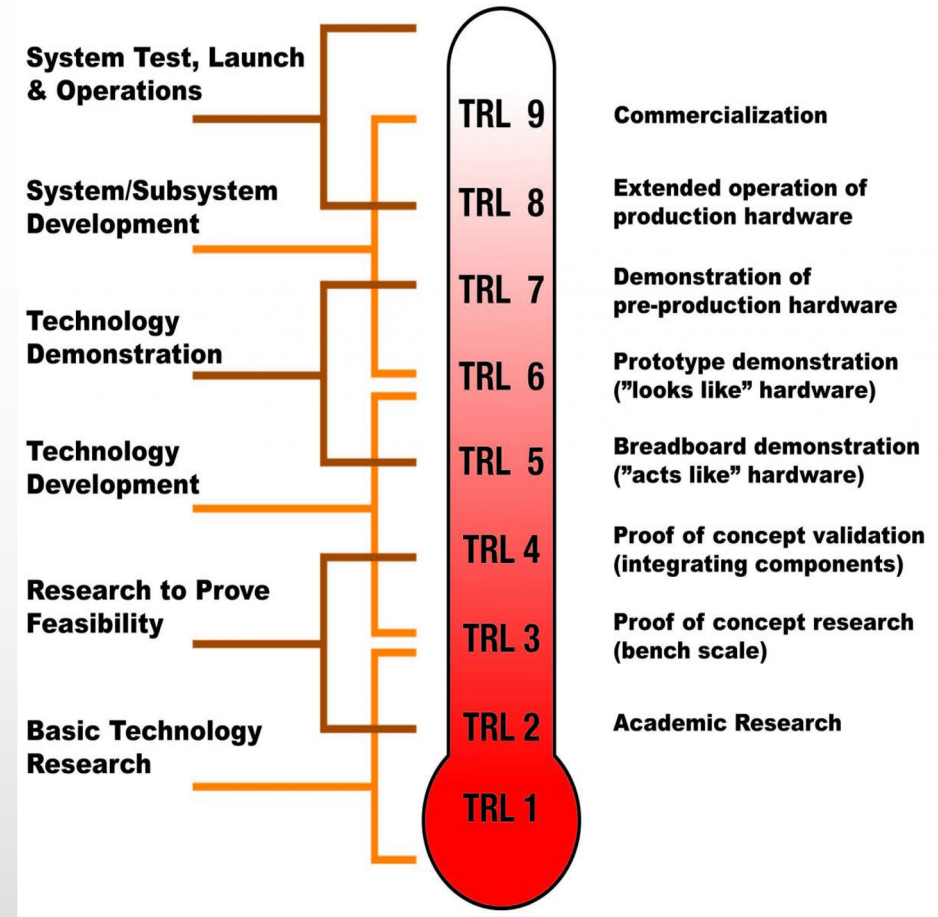
TECHNOLOGY READINESS LEVEL

- This measurement system provides a common understanding of technology status and addresses the entire innovation chain.
- By evaluating a technology project against the parameters for each Technology Readiness Level one can assign a TRL rating to the project based on its stage of progress.
- There are nine technology readiness levels; TRL 1 being the lowest and TRL 9 the highest.

TECHNOLOGY READINESS LEVEL

Technology Readiness Levels (TRLs) is used as a measurement of the maturity level of particular technologies in Horizon Europe.

Many of the call topics have a defined TRL at which the implementation of the proposal is intended to start, as well as a target TRL.



HORIZON EUROPE

WHAT IS NEW IN THE EVALUATION PROCESS?





EVALUATION (AWARD) CRITERIA

Same criteria as in H2020

Same three award criteria: ‘**Excellence**’, ‘**Impact**’ and ‘**Quality and efficiency of the implementation**’. Excellence only for ERC.

Adapted following lessons learnt

- The number of ‘**aspects to be taken into account**’ have been **reduced**, ensuring that the same aspect is not assessed twice
- **Open Science** practices assessed as part of the scientific methodology in the excellence criterion
- **New approach to impact**: Key Impacts Pathways (KIPs)
- The assessment of the **quality of applicants** is assessed under ‘implementation’, rather than as a separate binary assessment of operational capacity
- Assessment of **management structures** has been removed.



EVALUATION CRITERIA (RIAS AND IAS)

EXCELLENCE

- ✓ Clarity and pertinence of the **project's objectives**, and the extent to which the proposed work is ambitious, and goes beyond the state-of-the-art.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, inter-disciplinary approaches, appropriate consideration of the **gender dimension** in research and innovation content, and the quality of **open science practices** including sharing and management of research outputs and engagement of citizens, civil society and end users where appropriate.

IMPACT

- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of each **participant**, and extent to which the **consortium** as a whole brings together the necessary expertise.

Proposals aspects are assessed to the extent that the proposed work is within the scope of the work programme topic



STANDARD EVALUATION PROCESS

Individual evaluation

Experts assess proposals **individually**. Minimum of three experts per proposal (but often more than three).

Consensus group

All individual experts discuss together to agree on a **common position**, including comments and scores for each proposal.

Panel review

The panel of experts reach an **agreement** on the scores and comments for all proposals within a call, checking **consistency across the evaluations**.

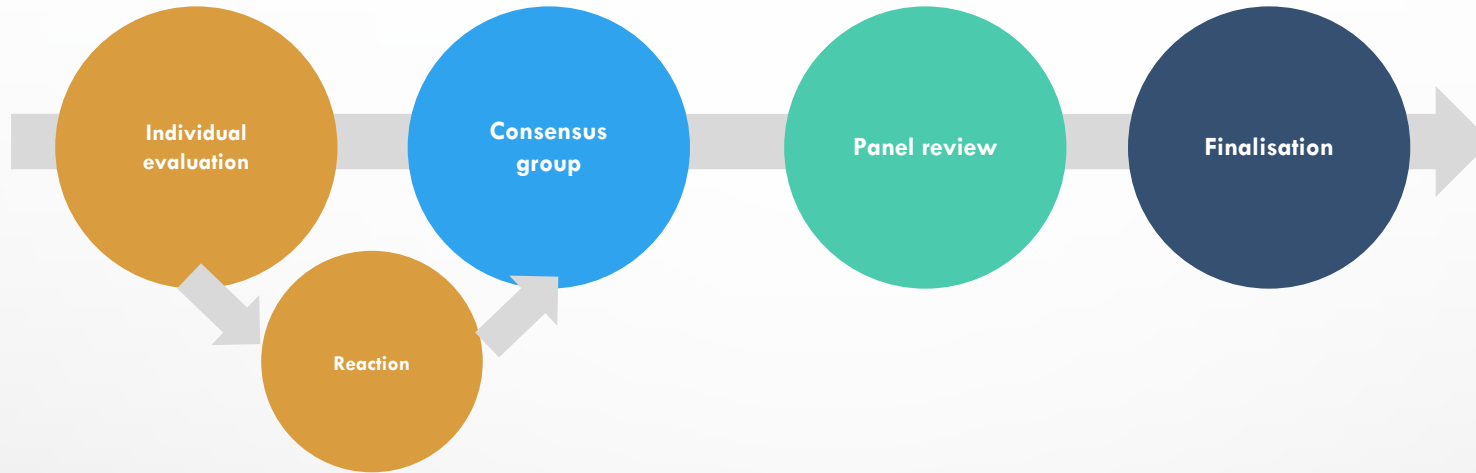
if necessary, resolve cases where evaluators were unable to agree.

Rank the proposals with the same score

Finalisation

The Commission/Agency reviews the results of the experts' evaluation and puts together the **final ranking list**.

Piloting new processes based on lessons learnt



Right-to-react (Rebuttal)

- Objective is to increase transparency, to correct any factual or major misunderstandings by experts at an early stage, and provide more detailed feedback to applicants.
- Applicants will send their reactions to draft experts comments
- Experts will take applicants' reaction into account before finalising their final assessment.

Piloting new processes based on lessons learnt



Blind evaluation (in 1st stage)

- There is no evidence that the current proposal evaluation system is systematically biased.
- There are understandable concerns that evaluation experts may be swayed – perhaps unconsciously – in favour of proposals from well-known organisations in countries with better performing R&I systems.
- ‘Blind’ evaluation is a way to remove any real or perceived effect of such reputational bias.
- Experts evaluate without knowing the identity of participants.
- The work programme will include an additional admissibility criterion: applicants can not be disclosed in the narrative part of the proposal.



ETHICS REVIEW

Same criteria as in H2020

For all activities funded, ethics is an **integral part** of research from beginning to end, and **ethical compliance** is essential to achieve real research excellence. An ethics review process is carried out systematically in all Horizon Europe proposals, based on a **self-assessment** included in the proposal.

Ethical research conduct implies the application of fundamental ethical principles and legislation in all possible domains of research. This includes the adherence to the highest standards of **research integrity** as described in the **European Code of Conduct for Research Integrity**.

Adapted following lessons learnt

- Focus mainly on complex/serious cases
- Reduce number of ethics requirements in funded projects.



SECURITY SCRUTINY

New in Horizon Europe

Security issues will be checked **systematically** in all Horizon Europe proposals (in H2020 only proposals submitted to topics flagged as 'security-sensitive' were checked). The checks are based on a **self-assessment** included in the proposal. The focus is on:

- Whether the proposal uses or generates **EU classified information**
- Potential of **misuse** of results (that could be channeled into crime or terrorism)
- Whether activities involve information or materials subject to **national security restrictions**

The checks based on the self-assessment may trigger an in-depth security scrutiny.

HORIZON EUROPE

POINTS TO CONSIDER WHEN WRITING A PROPOSAL IN HE



KEY PRINCIPLES



Your proposed work must be within the scope of a work programme topic



You need to demonstrate that your idea is ambitious and goes beyond the state of the art



Your scientific methodology must take into account interdisciplinary, gender dimension and open science practices.



You should show how your project could contribute to the outcomes and impacts described in the work programme (the pathway to impact)



You should describe the planned measures to maximise the impact of your project ('plan for the dissemination and exploitation including communication activities')



You should demonstrate the quality of your work plan, resources and participants

POLICY AND HORIZONTAL CONSIDERATIONS



Open Science across the programme



Gender dimension in R&I content



Pathway to impact



Measures to maximise impact



Artificial intelligence

These aspects must normally be considered in all Horizon Europe calls (unless explicitly mentioned in the topic description).

Specific calls may include other aspects to take into account.

Future webinars focused on these specific aspects will come soon.



OPEN SCIENCE ACROSS THE PROGRAMME

Open Science

Open science is an approach based on open cooperative work and systematic sharing of knowledge and tools as early and widely as possible in the process. Including active engagement of society

Mandatory immediate Open Access to publications: beneficiaries must retain sufficient IPRs to comply with open access requirements;

Data sharing as 'open as possible, as closed as necessary': mandatory Data Management Plan for FAIR (Findable, Accessible, Interoperable, Reusable) research data

- Work Programmes may incentivize or oblige to adhere to **open science practices** such as involvement of citizens, or to use the **European Open Science Cloud**
- Assessment of open science practices through the **excellence award criteria** for proposal evaluation. Under **quality of participants** previous experience on open sciences practices will be evaluated positively.
- Dedicated support to **open science policy actions**
- **Open Research Europe** publishing platform



GENDER DIMENSION IN R&I CONTENT

Gender Dimension

Addressing the gender dimension in research and innovation entails taking into account sex and gender in the whole research & innovation process.

The **integration of the gender dimension** into R&I content is **mandatory**, unless it is explicitly mentioned in the topic description

Why is gender dimension important?

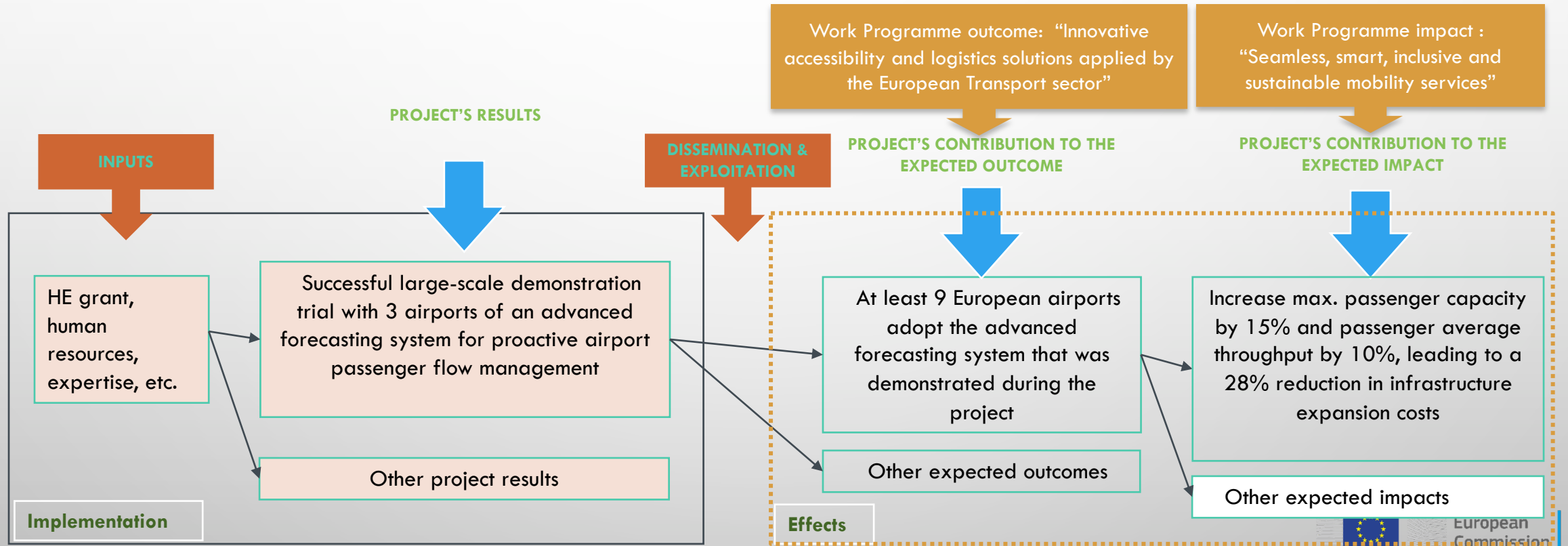
- Why do we observe differences between women and men in infection levels and mortality rates in the COVID-19 pandemic?
- Does it make sense to study cardiovascular diseases only on male animals and on men, or osteoporosis only on women?
- Does it make sense to design car safety equipment only on the basis of male body standards?
- Is it responsible to develop AI products that spread gender and racial biases due to a lack of diversity in the data used in training AI applications?
- Is it normal that household travel surveys, and thus mobility analysis and transport planning, underrate trips performed as part of caring work?
- Did you know that pheromones given off by men experimenters, but not women, induce a stress response in laboratory mice sufficient to trigger pain relief?
- And did you know that climate change is affecting sex determination in a number of marine species and that certain populations are now at risk of extinction?



DESCRIBING THE IMPACT OF YOUR PROPOSAL

**Project's pathway
towards impact**

...by thinking about the specific contribution the project can make to the expected outcomes and impacts set out in the Work Programme.



LINK BETWEEN POLICY PRIORITIES AND PROJECT RESULTS

Strategic Planning and Programming (EC)

STRATEGIC PLAN

WORK PROGRAMME

EU POLICY PRIORITIES	Overall priorities of the European Union (Green Deal, Fit for the Digital Age,...)
KEY STRATEGIC ORIENTATIONS	Set of strategic objectives within the EC policy priorities where R&I investments are expected to make a difference
IMPACT AREAS	Group of expected impacts highlighting the most important transformation to be fostered through R&I
EXPECTED IMPACTS = DESTINATIONS	Wider long term effects on society (including the environment), the economy and science, enabled by the outcomes of R&I investments (long term). It refers to the specific contribution of the project to the work programme expected impacts described in the destination. Impacts generally occur some time after the end of the project.
EXPECTED OUTCOMES = TOPICS	The expected effects, over the medium term, of projects supported under a given topic. The results of a project should contribute to these outcomes, fostered in particular by the dissemination and exploitation measures. This may include the uptake, diffusion, deployment, and/or use of the project's results by direct target groups. Outcomes generally occur during or shortly after the end of the project.
PROJECT RESULTS	What is generated during the project implementation. This may include, for example, know-how, innovative solutions, algorithms, proof of feasibility, new business models, policy recommendations, guidelines, prototypes, demonstrators, databases and datasets, trained researchers, new infrastructures, networks, etc. Most project results (inventions, scientific works, etc.) are 'Intellectual Property', which may, if appropriate, be protected by formal 'Intellectual Property Rights'

PROJECT PROPOSALS

Application process (researcher)



MEASURES TO MAXIMISE IMPACT

Dissemination, exploitation and communication

To include a draft plan in proposal is an admissibility condition, unless the work programme topic explicitly states otherwise.

All measures should be **proportionate** to the scale of the project, and should contain **concrete actions** to be implemented both **during and after** the end of the project

Elements of the D&E&C plan

- **Planned measures** to maximise the impact of projects
- **Target groups** (e.g. scientific community, end users, financial actors, public at large) and **proposed channels** to interact
- **Communication measures** for promoting the project and its findings throughout the full lifespan of the project
- **Policy feedback** measures to contribute to policy shaping and supporting the implementation of new policy initiatives and decisions
- Follow-up plan to foster **exploitation/uptake** of the results
 - Comprehensive and feasible strategy for the **management of the intellectual property** (the provision of a results ownership list is mandatory at the end of the project)
 - If exploitation is expected primarily in non-associated third countries, give a convincing justification that this is still in the Union's interest.



DO NO SIGNIFICANT HARM PRINCIPLE (DNSH)

Updated slide
(June 2021)

European Green Deal

In line with the European Green Deal objectives, economic activities should not make a significant harm to any of the six environmental objectives (EU Taxonomy Regulation)

- Applicants **can refer to the DNSH principle** when presenting their research methodology and the expected impacts of the project, to show that their project will not carry out activities that make a significant harm to any of the six environmental objectives of the EU Taxonomy Regulation.
- However, evaluators **will not score applications in relation to their compliance with the DNSH principle** unless explicitly stated in the work programme (currently, this is the case only for actions in the European Innovation Council Work Programme 2021).

The six environmental objectives :



Climate change mitigation



Sustainable use & protection of water & marine resources



Pollution prevention & control



Climate change adaptation



Transition to a circular economy



Protection and restoration of biodiversity & ecosystems



ARTIFICIAL INTELLIGENCE

Trustworthy Artificial Intelligence

Due diligence is required regarding the trustworthiness of all AI-based systems/ techniques used or developed in projects funded under Horizon Europe.

Under Horizon Europe, the **technical robustness*** of the proposed AI based systems must be evaluated under the **excellence** criterion.

(*) Technical robustness refers to technical aspects of AI systems and development, including resilience to attack and security, fallback plan and general safety, accuracy, reliability and reproducibility.

AI-based systems or techniques should be, or be developed to become:

- **Technically robust, accurate and reproducible**, and able to deal with and inform about possible failures, inaccuracies and errors, proportionate to the assessed risk posed by the AI-based system or technique.
- **Socially robust**, in that they duly consider the context and environment in which they operate.
- **Reliable and function as intended**, minimizing unintentional and unexpected harm, preventing unacceptable harm and safeguarding the physical and mental integrity of humans.
- Able to provide a suitable explanation of its **decision-making process**, whenever an AI-based system can have a significant impact on people's lives.



... ONE FINAL POINT

THE BEST WAY TO LEARN IS BY
DOING

YOU CAN REGISTER IN THE EU
EXPERTS DATABASE AT ANY
TIME.

CLICK [HERE](#) TO REGISTER!

The screenshot shows the European Commission's 'Funding & tender opportunities' portal (SEDIA). The page is in English and features a navigation bar with links like 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT' (highlighted), and 'SUPPORT'. Below the navigation bar, there's a section for the 'Horizon 2020 Framework Programme (H2020)'. Two warning messages are displayed: one about a contact form issue and another about legal entity and bank account validation tasks. The main content area is titled 'Work as an expert' and includes a video thumbnail titled 'Being an expert for the European Commission...'. To the right of the video, there's a list of tasks experts assist in, such as 'Evaluation of proposals, prize applications and tenders' and 'Monitoring of actions, grant agreements, public procurement contracts'. Below this, it states that experts provide opinion and advise on 'Preparation, implementation and evaluation of EU programmes and design of policies'. A paragraph explains that the European Union Institutions regularly call for expression of interest, detailing selection criteria, required expertise, task descriptions, duration, and remuneration conditions. At the bottom, a red circle highlights the 'Register as expert' button, with the text 'Interested? Please join the database of external experts' above it. The URL 'https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home' is visible in the footer.

HORIZON EUROPE

TYPES OF COSTS



ANNEX 2

ESTIMATED BUDGET

ANNEX 2 HORIZON EUROPE MGA — MULTI • MONO

ESTIMATED BUDGET FOR THE ACTION

[illegible]

WHAT ARE THE TYPE OF COSTS?

[D.3 Transnational access to research infrastructure unit costs]
[D.4 Virtual access to research infrastructure unit costs]
[D.5 PCP/PPI procurement cost]
...



PERSONNEL COSTS

- ❖ Cost of **the time worked for the project** by:
 - **A.1** Employees
 - **A.2** Natural person under direct contract
 - **A.3** Seconded person
 - **A.4** SME owners and natural person beneficiaries



SUBCONTRACTING COSTS

- ❖ You **contract another entity to do part of the work allocated to you** in the description of the action



PURCHASE COSTS

- ❖ **Travel and subsistence costs** for trips necessary for the project
- ❖ **Equipment** used for the project. In most cases, only depreciation costs are eligible (but exceptions exist)
- ❖ **Other goods, works and services**



OTHER COST CATEGORIES

e.g.

- ❖ **Financial support to third parties**
- ❖ **Internal invoices**
Cost charged internally from one department to another of the same beneficiary; but only if you have a defined cost accounting method



INDIRECT COSTS

- ❖ **25% flat rate** applied on most of the other budget categories. When reporting, the IT system will calculate this automatically!

HORIZON EUROPE

PERSONNEL COSTS



WHAT ARE THE CATEGORIES OF PERSONNEL?

(Art 6.2.A Horizon Europe MGA)

A.1 EMPLOYEES (OR EQUIVALENT)

- ❖ For your personnel working under an **employment contract** (or **equivalent appointing act**, e.g. for civil servants) and assigned to the action.

Three cases:

- ✓ Employees with a fixed salary
- ✓ Employees whose remuneration increases when working in projects (**‘project-based remuneration’**)
- ✓ Employees of a beneficiary whose usual cost accounting practice is to calculate average personnel costs (**‘average personnel costs’**)

A.2 PERSONS UNDER DIRECT CONTRACT & A.3 SECONDED PERSONS AGAINST PAYMENT

- ❖ A.2 Costs for natural persons working under a **direct contract other than an employment contract** (e.g. in-house consultants)
- ❖ A.3 costs for seconded persons **by a third party against payment.**
 - i. *work under conditions similar to those of an employee*
 - ii. *the result of the work belongs to the beneficiary*

A.4 SME OWNERS AND NATURAL PERSON BENEFICIARIES

- ❖ Costs for SME owners (i.e. **owners** of beneficiaries that are small and medium-sized enterprises **not receiving a salary**) or
- ❖ Costs for **natural person beneficiaries** (i.e. beneficiaries that are **natural persons not receiving a salary**)

HOW TO CALCULATE YOUR PERSONNEL COSTS?

Category A.1 – case 1 Employees with a fixed salary

Corporate formula



**Day-equivalents
worked on the action**
(up to a maximum declarable)



Daily rate

Basic principles

- *Simplification* — Commission-wide formula (valid across EU programmes)
- *Single calculation for the reporting period*
- *Per person who worked in the action*
- *Single formula to cover most situations encountered by beneficiaries*
- *Maximum decalarable days: pro-rata of 215 days*

Days-equivalents worked in the action

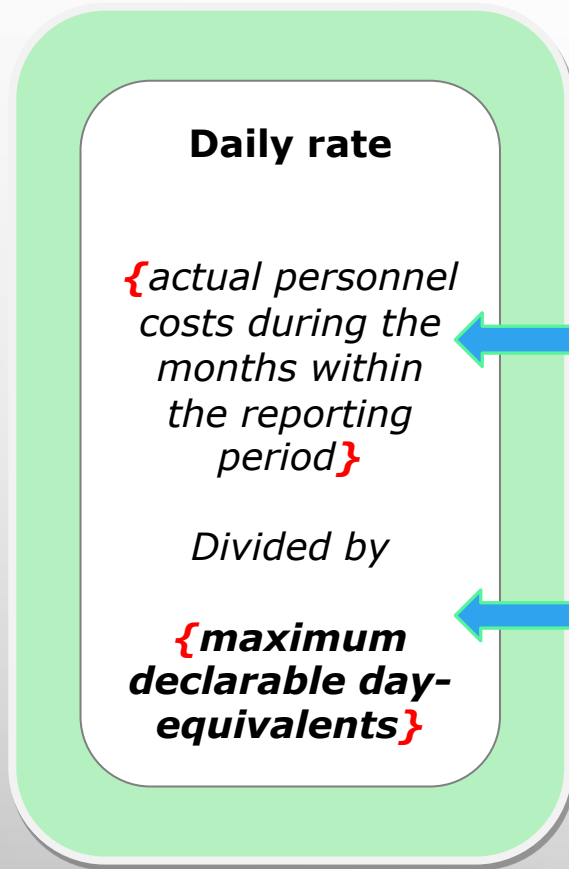
- Sum of the day-equivalents actually worked in the action
- Recorded
 - reliable time-recording system
 - monthly declaration on days spent for the action -
Commission template:



Consistency

EU GRANTS DECLARATION OF DAYS WORKED ON A PROJECT			YEAR:	
<i>To be filled in and uploaded as deliverable in the Funding & Tenders Portal Grant Management System, at the due date foreseen in the system.</i>				
Project acronym:		Project number:		
Participant name:				
Name of the person:		Type of personnel: (employee/ natural person under direct contract/ seconded/ other)		
Month	Days worked in the action ¹ (e.g. 15, 7,5, 0,5)	Work Packages worked on (e.g. WP2; WP5)	Date and signature of the person	Name, date and signature of the supervisor
January			Signature: Date:	Name: Signature: Date:
			Signature:	Name:

CALCULATION OF THE DAILY RATE



Eligible cost recorded in your statutory accounts

Pro-rata of 215

What?

fixed salary

social security contributions

taxes

fixed / variable complements

other payments linked to the remuneration

What not?

remuneration which has not been an actual cost

arbitrary bonuses

payments of dividends

Based on objective criteria (internal rules)
Paid in a consistent manner

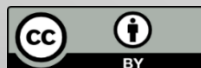
If justified and registered



Thank you!

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