

How to Select and Develop a Successful Proposal for EU 2020 Funding

Barcelona (ES), 16-18 October 2017

With the collaboration of the School of Public Administration of Catalonia (EAPC)



The environment of EU funding is a competitive one. This course will help you select the right EU funding scheme and to develop a competitive and winning project proposal strategy. With over 10 years of training experience on this specific topic, and having equipped over a 1.000 participants across Europe and neighbouring countries, this successful seminar is one of EIPA Barcelona's longest-running flagship activities.

The course

When preparing a proposal for EU funding there are certain key rules, the so called do's and don'ts, that need to be taken into account. This course will point these out and will help you increase your success rate in the EU funding 'jungle' as well as its absorption capacity:

- **Strengthen your skills** through the combination of theory and practice;
- **Benefit directly** from the opportunity to present your own project ideas and proposals and receive direct individual feedback and advice from our experts;
- Ask specific questions and receive concrete answers from a lecturer available for **tailored technical assistance**. A unique opportunity to **improve your proposal!**

You will receive a specific glossary of the main EU supportive actions (2014-2020) available, the 2017 EC's priorities and open calls screened from the local and regional actors' perspectives. Find out which EU funds match your needs and develop your skills to create a winning proposal. Register now!

Who will benefit most?

This practical seminar and its tailor-made technical assistance are aimed at all levels of public administrations and their agencies, and particularly sub-state authorities or bodies in charge of or involved in the design, development and implementation of projects subject to compliance with European funds. It will also be of interest to NGOs, associations, university departments and consultants planning to respond to EU calls for proposal (or tenders) with their project idea(s).

Programme

MONDAY 16 OCTOBER 2017

- 09.00 **Opening and welcome: introduction to the programme, objectives, methodology and 'political' embedding of the course**
Alexander Heichlinger, Expert, EIPA Barcelona
- 09.20 **Tour-de-table: participants' presentation and indication of one project idea per participants**
- 09.45 **Introduction and delivery of EIPA's glossary of the main EU supportive actions, pointing out to 2017 priorities, current open calls and its features**
Alexander Heichlinger and Julia Bosse, Research Assistant, EIPA Barcelona
- 10.45 **From a project idea to a sound proposal and concept, to applying for European funding (incl. PCM, planning tools, internal monitoring system and reporting)**
Alexander Heichlinger and Julia Bosse
- 11.15 Coffee break
- 11.45 Continuation
- 13.15 Joint lunch
- 14.45 **How to write a good proposal? Dos and Don'ts (incl. examples)**
Alexander Heichlinger
- 15.30 **Sound financial management principles (the triple E principles)**
Josep Rodríguez, Expert on European and International Projects, Barcelona
- 16.30 **Wrap-up and lessons learnt of the first day**
- 17.00 **End of the first day**
- 17.30 Walking and sightseeing tour of the city centre of Barcelona (1h30)
- 20.30 Official welcome and networking dinner

TUESDAY 17 OCTOBER 2017

- 09.30 **Interactive workshop 'Building the bridge': How to work together from a distance and across cultural 'frontiers' (specific working material will be distributed to the participant groups)**
Conducted by Gian Luca Bombarda, CEO, JCPsrl, Reggio Emilia, Italy and assisted by the other team members
- 11.00 Coffee break

- 11.30 Continuation
- 12.30 **Debriefing: Key elements of consortium building (incl. mandatory MoUs and partnership agreements, clustering)**
- 13.00 **The Disney Approach on Networking**
Gian Luca Bombarda
- 13.30 Joint lunch
- 15.00 **The (point of) view of the evaluators (from a H2020 evaluator) – Nine suggestions**
Jose Pablo Zamorano, IP and Technology Transfer Manager, IMIDRA, Madrid (Evaluator for H2020, Bio-Based Industries JU, bilateral R+D+I programmes under the ENP)

From theory to practice: Writing a successful application

- 16.00 **Practical workshop: introduction and division of participants into working groups**
Conducted by Alexander Heichlinger
- 16.30 **Start of the exercise: discussion in groups of a pre-set project idea (guidelines) from different supportive actions, and converting them into an EU funding application**
Supported and guided by the EIPA expert team
- 17.30 **End of the second day**
- New:** Tailored technical assistance (TA) session (bilateral, optional)

WEDNESDAY 18 OCTOBER 2017

- 09.30 Continuation (incl. a coffee break)
- 12.30 **End of deadline and submission of group's project proposal**
- 13.00 Light working lunch
- 14.00 **Final evaluation panel: presentation of the project proposal/application per group (by an appointed spokesperson) and simulation of a European evaluation panel (i.e. analysis and review by three evaluators from three different EU countries)**
Xavier Tiana, Expert in EU funding and EU projects, Barcelona, Gian Luca Bombarda and Iwona Karwot, Senior Lecturer, EIPA Barcelona
- 15.30 **Closure and issuing of EIPA seminar certificates to participants**
- Additional tailored technical assistance session (bilateral, optional)**

Experts

(in alphabetical order including their experiences in the various EU funds)

Gian Luca Bombarda (IT)

CEO, JCPSrl, Reggio Emilia, Italy
(External Aid, R&D-FP, Interreg and Cross-Border, H2020 FP)

Julia Bosse (DE)

Research Assistant, EIPA Barcelona
(Lifelong Learning Programme: Erasmus, Grundtvig)

Alexander Heichlinger (AT)

Expert & Manager, EIPA Barcelona
(European Territorial Cooperation, External Aid, ESF, R&D Horizon 2020 FP)

Iwona Karwot (PL)

Senior Lecturer, EIPA Barcelona
(ERDF, Cohesion Fund)

Josep Rodríguez (ES)

Expert on European and International Projects, Barcelona (Structural Funds, European Territorial Cooperation, Erasmus +, Life)

Xavier Tiana (ES)

Expert in EU funding and EU projects, Barcelona
(European Territorial Cooperation, URB-AL, Culture)

Jose Pablo Zamorano (ES)

IP and Technology Transfer Manager, IMIDRA, Madrid
(Evaluator for H2020, Bio-Based Industries JU, bilateral R+D+I programmes under the ENP)

VENUE OF THE SEMINAR

To be confirmed

PRACTICAL INFORMATION

Marta Gracia

Programme Organiser
C/ Girona, 20
ES – 08010 Barcelona
Tel.: +34 93 245 13 13
E-mail: m.gracia@eipa.eu
www.eipa.eu/regions

ORGANISED BY



www.eipa.eu



General Information

Programme

The programme will commence on Monday at 09.00 and will finish on Wednesday at 16.00.

Seminar venue

To be confirmed

Working language

The seminar will be conducted in English.

Fee

EIPA members' fee*: €999

Regular fee: €1110

The participation fee includes documentation, three lunches, one dinner, refreshments and a walking sightseeing tour. Accommodation and travel costs are at the expense of the participants or their administration. For more information, please visit EIPA's website: <http://seminars.eipa.eu> (Training courses - Discount policy)

* EIPA members can take advantage of a reduced fee; this is available to all civil servants working for one of EIPA's member countries (i.e. AT, BE, BG, CY, CZ, DE, DK, ES, FI, FR, GR, HU, IE, IT, LT, LU, MT, NL, NO, PL, SE, UK), and civil servants working for an EU institution, body or agency.

Hotel reservations

EIPA Barcelona will be pleased to make reservations for you at the following hotel (upon availability):

Silken Gran Hotel Havana

Gran Via de les Corts catalanes 647

08010 Barcelona

Tel. +34 93 341 70 00

E-mail: reservas.havana@hoteles-silken.com

Rates of room with breakfast buffet and 10% VAT included:

- Double room for single use: €132 + tourist tax / night
- Double room for double use: €154 + tourist tax / night

Should you wish to make use of this possibility, please indicate the dates of arrival and departure on the registration form as well as the type of room required. Payment is to be made directly and personally to the hotel upon checking out. Please note that hotel reservations cannot be guaranteed.

Meals

Lunches will be served at a restaurant near the venue and dinner on the first evening will be at a restaurant in town. Should you require a special menu (e.g. vegetarian, diabetic), please inform the Programme Organiser so that this can be arranged.

Registration

Kindly complete the online registration form which can be found on EIPA's website <http://seminars.eipa.eu> before **2 October 2017**.

Programme Organiser

Ms Marta Gracia

Tel: +34 93 245 13 13

E-mail: m.gracia@eipa.eu

Your name and address will be part of EIPA's database for our mailing purpose only. If you do not want to be included in our mailing database, please tick the box on the registration form.

Confirmation

Confirmation of registration will be forwarded to participants on receipt of the completed registration form. Moreover, when it is confirmed that the seminar will take place, the participant will receive a confirmation letter by e-mail from the Programme Organiser, with some other details.

Payment

Prior payment is a condition for participation. Please indicate the method of payment on the registration form. For cancellations received within 15 days before the activity begins, we will have to charge an administration fee of €150 unless a replacement participant is found.

Cancellation policy

EIPA reserves the right to cancel the seminar up to two weeks before the starting date. EIPA accepts no responsibility for any costs incurred (travel, hotel, etc.). For more information: <http://seminars.eipa.eu> (Training courses - Cancellation policy).