



EU FUNDING

at your fingertips



Public Affairs Council



About us

Schuman Associates is a leading EU business advisory firm in Brussels with 30 years' experience in European funding and public affairs securing business for our clients. Our offices are located in Athens, Brussels, Bucharest, Dublin, Hanover, Madrid, Milan, Sofia, Warsaw, Prague, Washington DC.



Main sectors



Governments and institutions



ICT



Metals and raw materials



Chemical



Energy



Financial services



Employment and skills



Healthcare

Clients



Agilent Technologies





1

The EU Context

2

EU Structural and Investment Funds

3

EU central programmes

4

External aid funds

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A few tips before bidding

1

The EU context

*The
European
Union:*

*500 million
people*

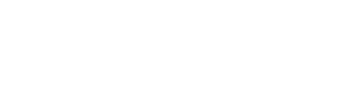
*28
countries*

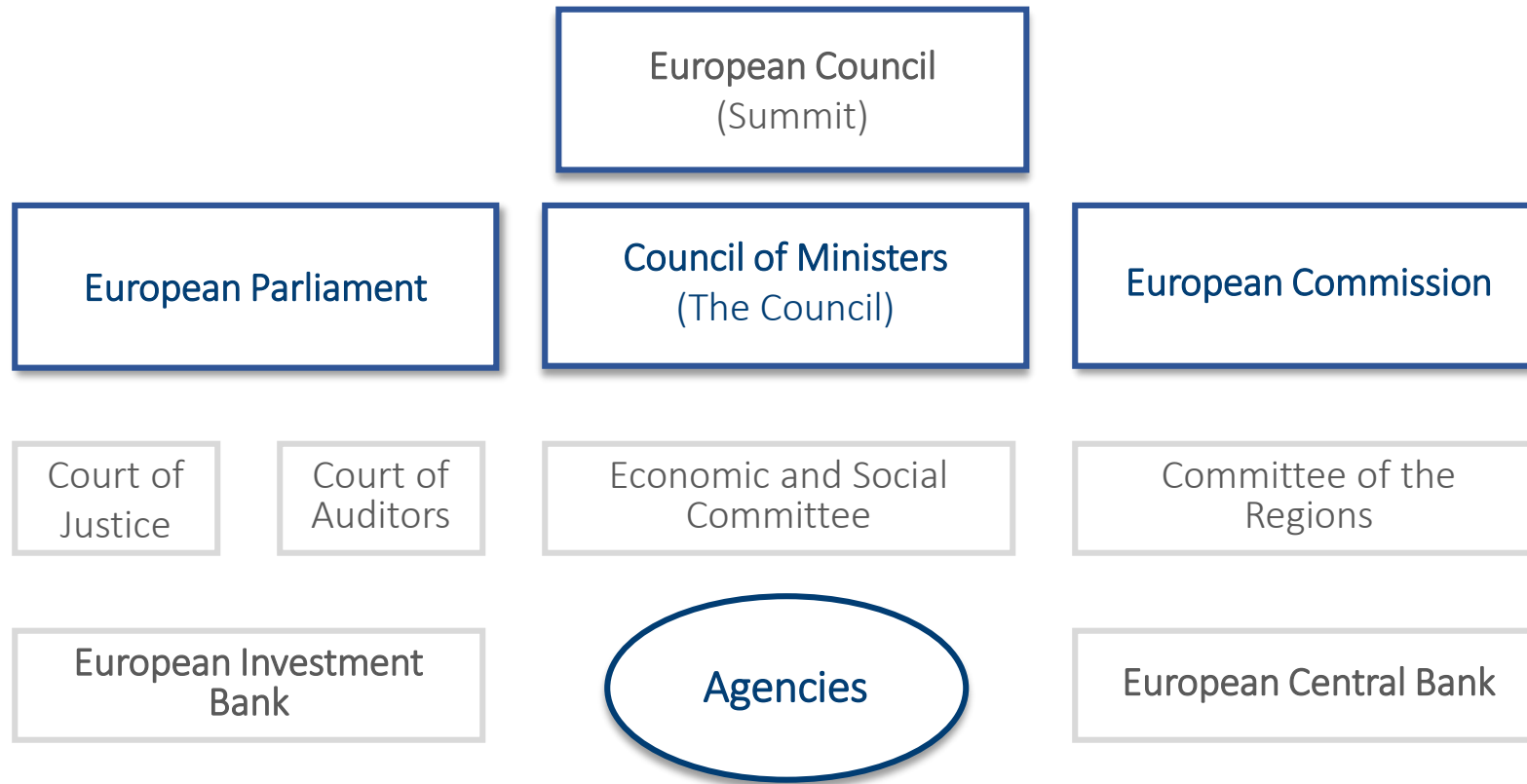


Member States of
the European Union



Candidate countries
and potential
candidates





The EU institutions

“Ten priorities for Europe”

*The
European
Commission
of President
Jean-Claude
Juncker
focuses on:*



The investment plan: a new boost for jobs, growth and investment



A connected digital single market



A resilient energy union with a forward-looking climate change policy



A deeper and fairer internal market with stronger industries



A deeper and fairer economic and monetary union



A reasonable and balanced free trade agreement with the United States



An area of justice and fundamental rights based on mutual trust



A new policy on migration

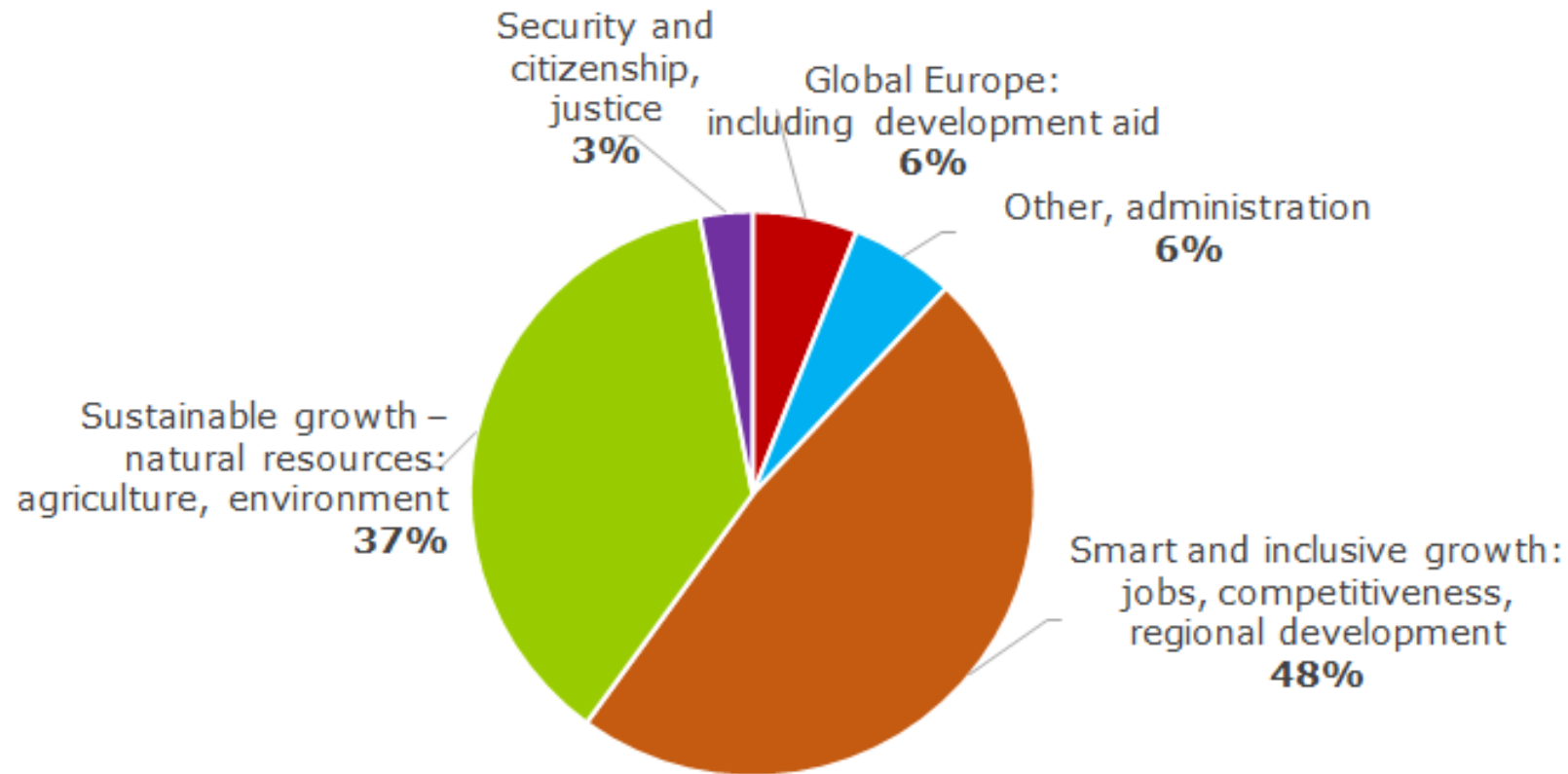


Europe as a stronger global actor



A European Union of democratic change

2017 EU budget: **€ 157.7 billion**
= 1.05 % of gross national income



How does the EU spend its money?

EU MFF 2021-2027

Once every seven years, the EU decides its future long-term budget: the Multiannual Financial Framework (MFF)

37 funding programmes

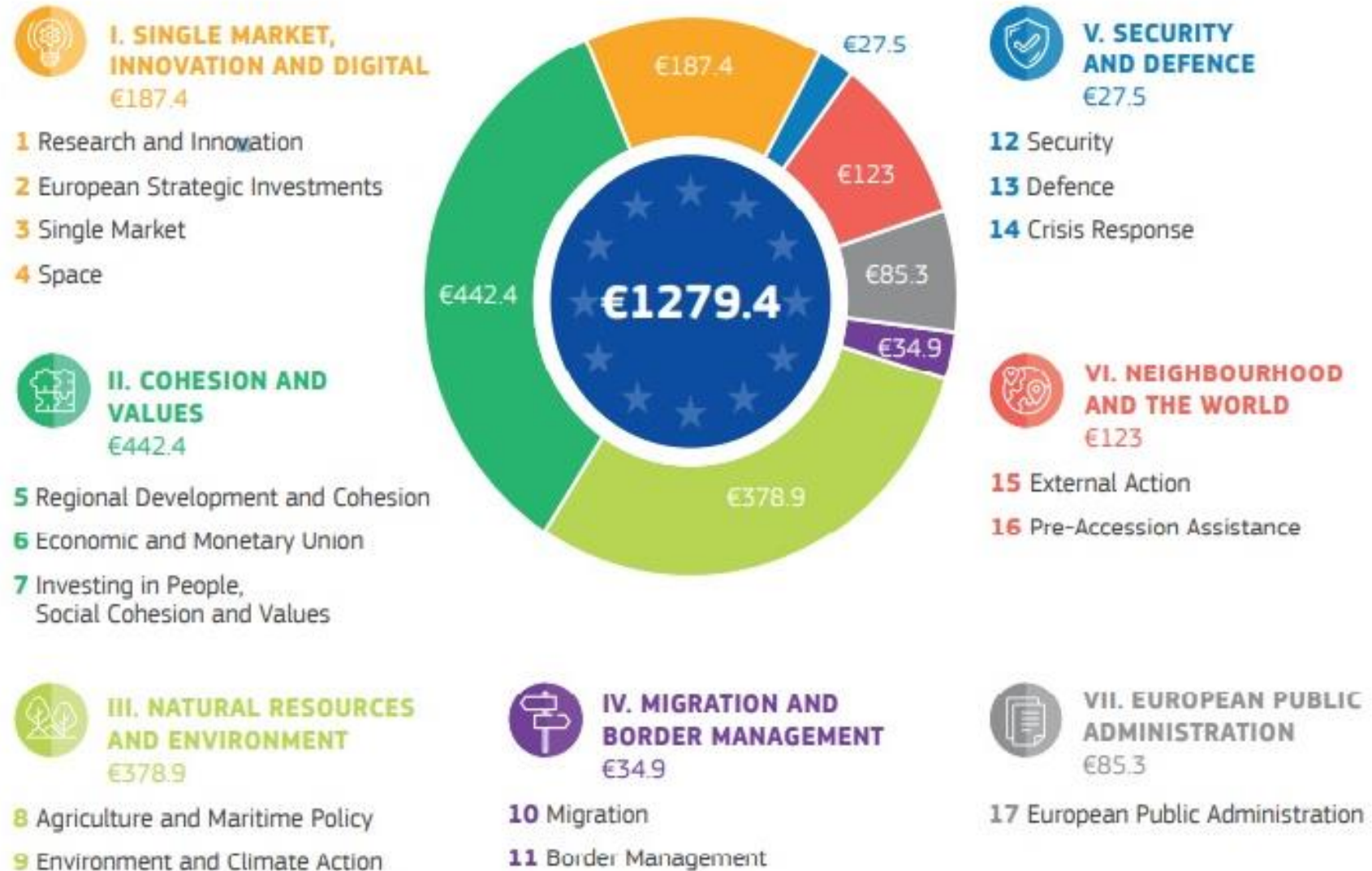
9X budget increase in digitalisation

50% increase in innovation

2X increase in youth support

40% increase in security and defense

3X increase in external borders, migration and asylum



Budgets in BEUR



EU structural and investment funds

EU funds addressed directly by EU Member States

EU and Country engagement

Largest public sector source for most industry players



EU external aid and IFIs

EU as largest donor in the world

IPA, ENI, EDF, EIP and more

Blended finance with other IFIs and MDBs



EU institutions procurement

Pan-European initiatives driven by Brussels

Direct business with DGs, Agencies and other EU institutions

Large IT systems

EU and public sector funding

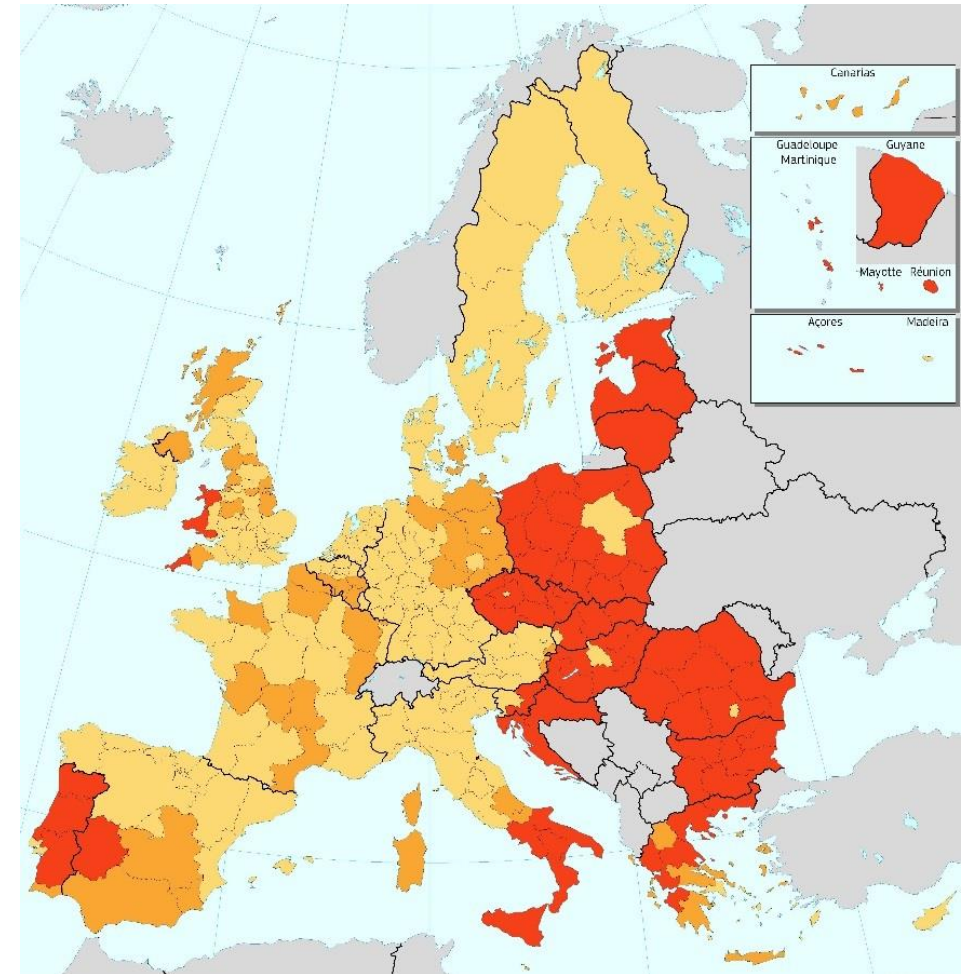
2

EU Structural and Investment Funds - ESI Funds

2014-2020: € 352 billion invested in **infrastructure, business, environment** and **training** of workers for the benefit of poorer regions and citizens

- Regional fund
- Social fund
- Cohesion fund

- Less-developed regions: GDP per capita under 75 % of the EU average
- Transition regions: GDP per capita between 75 % and 90 % of the EU average
- More-developed regions: GDP per capita over 90 % of the EU average



Solidarity in practice: the EU cohesion policy

374 Billion EUR for a modernized Cohesion Policy



Despite a 5% cut in each of the policies, both Cohesion and Agriculture fully retain their predominant position, accounting for ~ 60% of the overall EU budget.

372 Billion EUR for a reformed Common Agricultural Policy



COHESION POLICY

European Regional Development Fund (ERDF)

226,3 BEUR

Cohesion Fund (CF)

46,6 BEUR

of which 11,2 BEUR contribution for Connecting Europe Facility

European Social Fund (ESF+)

101,1 BEUR

of which 1,1 BEUR for former Health and EaSI central programmes

AGRICULTURAL POLICY

European Agriculture Fund for Rural Development (EAFRD)

78,8 BEUR

European Maritime and Fisheries Fund (EMFF)

6,1 BEUR

Solidarity in practice: the EU cohesion policy



EU funding context and timeline

1. In May 2018, the European Commission released its proposal for the next, 2021-2027 funding round.
2. This is now followed by negotiations with the Parliament and the Council → an agreement is sought before end of 2019.
3. Based on the EU legislation, countries will draft their national strategies and new funding Operational Programmes throughout 2019 and 2020.

Why is this important?

Each country will decide :

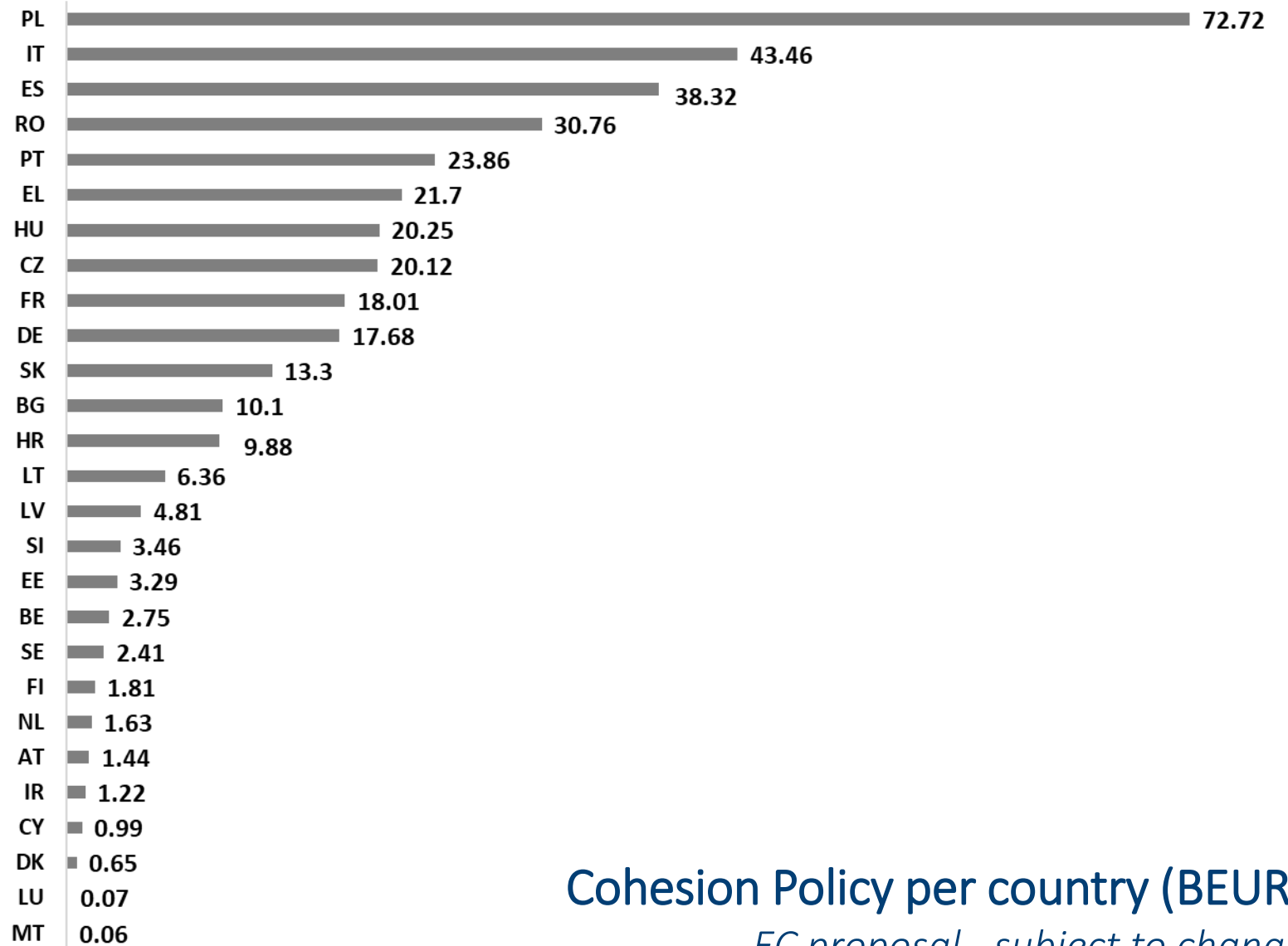
- if ICT/ SC are priorities to invest in
- which ICT verticals will get funded
- who will benefit from the money
- under which conditions, etc.



ESIF

European Structural
and Investment
Funds

2021-2027



Cohesion Policy per country (BEUR)

EC proposal - subject to change



The road to **ESIF**

2021-2027

The European Commission is driving the preparations.

The EU Parliament, the Council of Ministers, the European Council, the Committee of the Regions are key actors in the decision making process.

The EU Institutions will decide how much of the ESIF budget goes to research / education and the specific key verticals.



In the Member States, the Ministry of Regional Development and EU Funding coordinates the overall preparations of the new ESIF programmes.

All other line ministries are involved for their specific sectors.

Local authorities, universities, business associations and NGOs are also consulted.

Each country will decide :

- if research (including PhD subsidised programmes) is a priority to invest in
- which verticals will get funded
- who will benefit from the money
- under which conditions, etc

A smarter Europe



Innovation,
digitisation,
economic
transformation
and support to
SMEs

A greener and carbon-free Europe



Energy transition,
renewables and
the **fight against**
climate change

A more connected Europe



Strategic
transport and
digital networks

A more social Europe



Quality
employment,
education, skills,
social inclusion
and equal access
to healthcare

A Europe closer to citizens



Locally-led
development
strategies and
sustainable
urban
development
across the EU

Cohesion Policy 2021-2027
the five objectives that will drive investment

ESIF

European Structural
and Investment
Funds



Flow of funds

3

EU central programmes



EU FUNDING PROGRAMMES



Brussels is the origin of several pan-European initiatives.

Being involved from the inception phase is vital to access funding which is very often disbursed through complex mechanisms involving EU Agencies, Member States and European Commission headquarters.

The Internal Security Fund, Erasmus+, H2020 and other grant-based programmes represent a significant public sector investment, especially in times of austerity.

Direct sales to EU agencies and bodies represent another interesting business area.

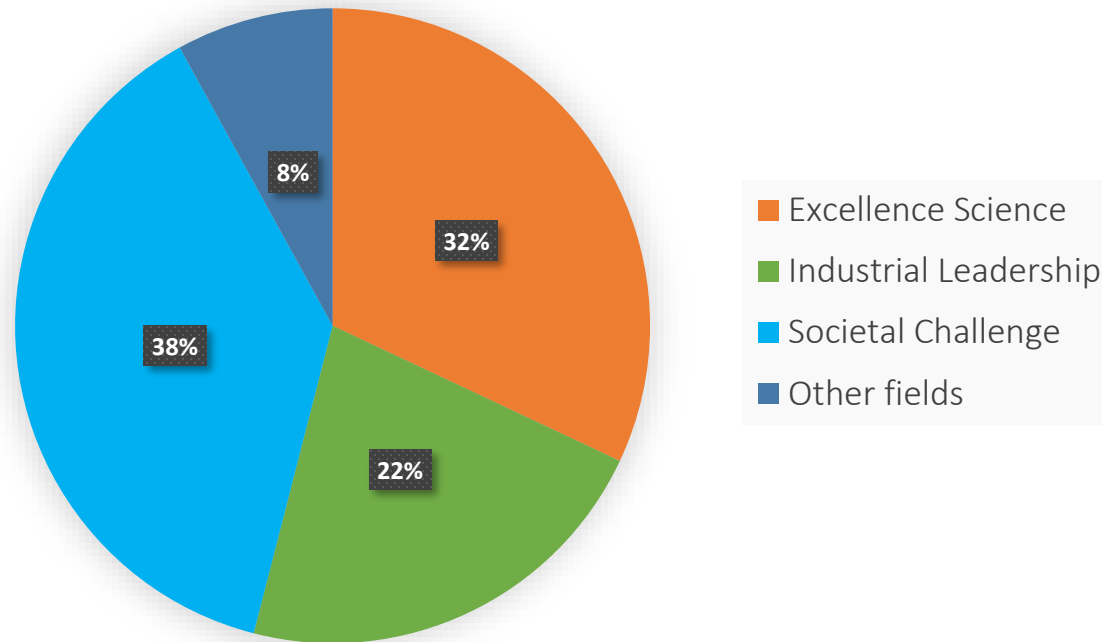
Engaging the EU-driven market

More
funding to
EU
programmes
centrally
managed by
the EC

PROGRAMME	2014-2020	2021-2027	% CHANGE
HORIZON EUROPE	€77.00	€97.60	+26.7%
CONNECTING EUROPE FACILITY	€30.40	€42.30	+39.1%
ERASMUS+	€14.70	€30.00	+104.1%
AMIF	€3.14	€10.42	+231.8%
LIFE	€3.50	€5.45	+55.7%
ISF	€3.80	€2.50	-52.0%
CREATIVE EUROPE	€1.46	€1.85	+26.7%
JUSTICE, RIGHTS & VALUES	€0.38	€0.95	+150.0%
CUSTOMS	€0.55	€0.95	+72.7%
FISCALIS	€0.23	€0.27	+17.4%

2014-2020 vs 2021-2027 budget allocations (billion € - current prices)

Horizon 2020 budget



Horizon 2020
is formed by **three main pillars**:

Excellence in the science base (Excellence)

Creating industrial leadership (LEIT)

Tackling societal challenges (SC)



Work Programme:

Definition

Calls launched

	HORIZON 2020						
	2014	2015	2016	2017	2018	2019	2020
2013	WP 2014-2015						
2014	2014	Update 2015					
2015		2015	WP 2016-2017				
2016			2016	Update 2016			
2017			2017	WP 2018-2020			
2018				2018	Update 2019		
2019					2019	Update 2020	
2020							2020

The members of the Horizon2020 advisory groups can be found here:
<https://ec.europa.eu/programmes/horizon2020/en/experts>



Horizon 2020 calls

Calls and Topics	MEUR	Calls and Topics	MEUR
1. Excellent Science	24,441	3. Societal challenges	26,679
1.1 The European Research Council	13,095	3.1 Health, demographic change and wellbeing	7,472
1.2 Future and Emerging Technologies	2,696	3.2 Food security, sustainable agriculture and forestry, marine maritime and inland water research and the Bioeconomy;	3,851
1.3 Marie-Sklodowska-Curie Actions	6,162	3.3 Secure, clean and efficient energy	5,931
1.4 European research infrastructures (including eInfrastructures)	2,488	3.4 Smart, green and integrated transport	6,339
2. Industrial leadership	17,016	3.5 Climate action, environment resource efficiency and raw materials	3,081
2.1 Leadership in enabling and industrial technologies	13,557	3.6 Europe in a changing world - Inclusive innovative and reflective societies	1,309
2.2 Access to risk finance	2,842	3.7 Secure societies – Protecting freedom and security of Europe and its citizens	1,695
2.3 Innovation in SMEs	616	5. Spreading excellence and widening participation	816
4. Science with and for society	462	6. European Institute of Innovation and Technology (EIT)	2,711
Non-nuclear direct actions of the JRC	1,903	TOTAL EU REGULATION	77,028






Type of actions (for all)

Type of Action	Code	Minimum conditions	Funding rate	Typical duration	Average EC Contribution	Aim
Research & innovation actions	RIA	≥ 3 legal entities from 3 MS/AC	100%	36-48 months	€2.0 – 5.0 M	Collaborative research projects
Innovation action	IA	≥ 3 legal entities from 3 MS/AC	70%	30-36 months	€2.0 – 5.0 M	Produce plans & arrangements or designs for new, altered or improved products, processes or services
Coordination & Support Action	CSA	1 legal entity	100%	12-30 months	€0.5 – 2.0 M	Accompanying measures (standardisation, dissemination, policy dialogues, etc.) no research
MSCA (NO cofund)	See separate document					facilitate mobility of researchers for training and career development
ERC Grants	ERC	1 legal entity In MS/AC	100%	60 months	Starting: ≤ €2.0 M Consolidator: ≤ € 2.75M Advanced: ≤ € 3.5 M	Support excellent investigators and their research teams to pursue ground- breaking, high-gain/high-risk research
Prizes	PRI	1 legal entity	n/a	n/a	Variable; see respective topic	<ul style="list-style-type: none"> • Recognise past achievements • Induce future activities
SME Instrument	SME	1 SME in MS/AC	3 phases: <ul style="list-style-type: none"> • Phase 1: lump sum of €50k/ project • Phase 2: € 1-2,5 M/project (1-2 years) (70% of eligible costs reimbursed) • Phase 3: no funding 			Combination of demonstration activities (testing, prototyping,...) market replication
Fast Track to Innovation	FTI	≤ 5 legal entities from 5 MS/AC	70%	tbd	≤ € 3.0 M	Produce plans & arrangements or designs for new, altered or improved products, processes or services

Horizon 2020

Types of countries

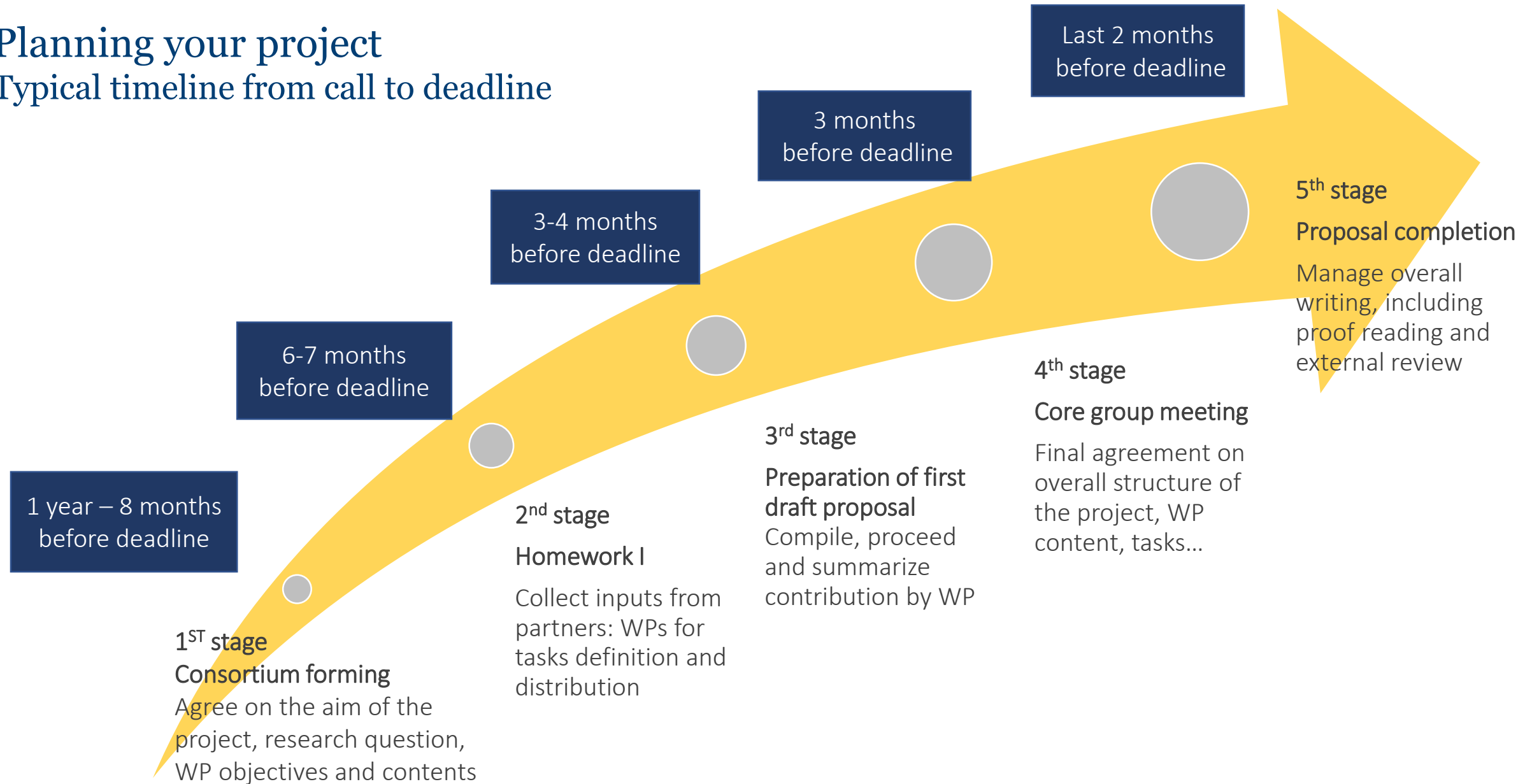


-  EU Member States(MS) => automatic EU funding
-  Associated Countries(AC) => automatic EU funding
- Third Countries:
 - I.  Eligible for H2020 funding (check full list)
 - II.  Own funding through automatic mechanisms
 - III.  Partners need to look for own funding

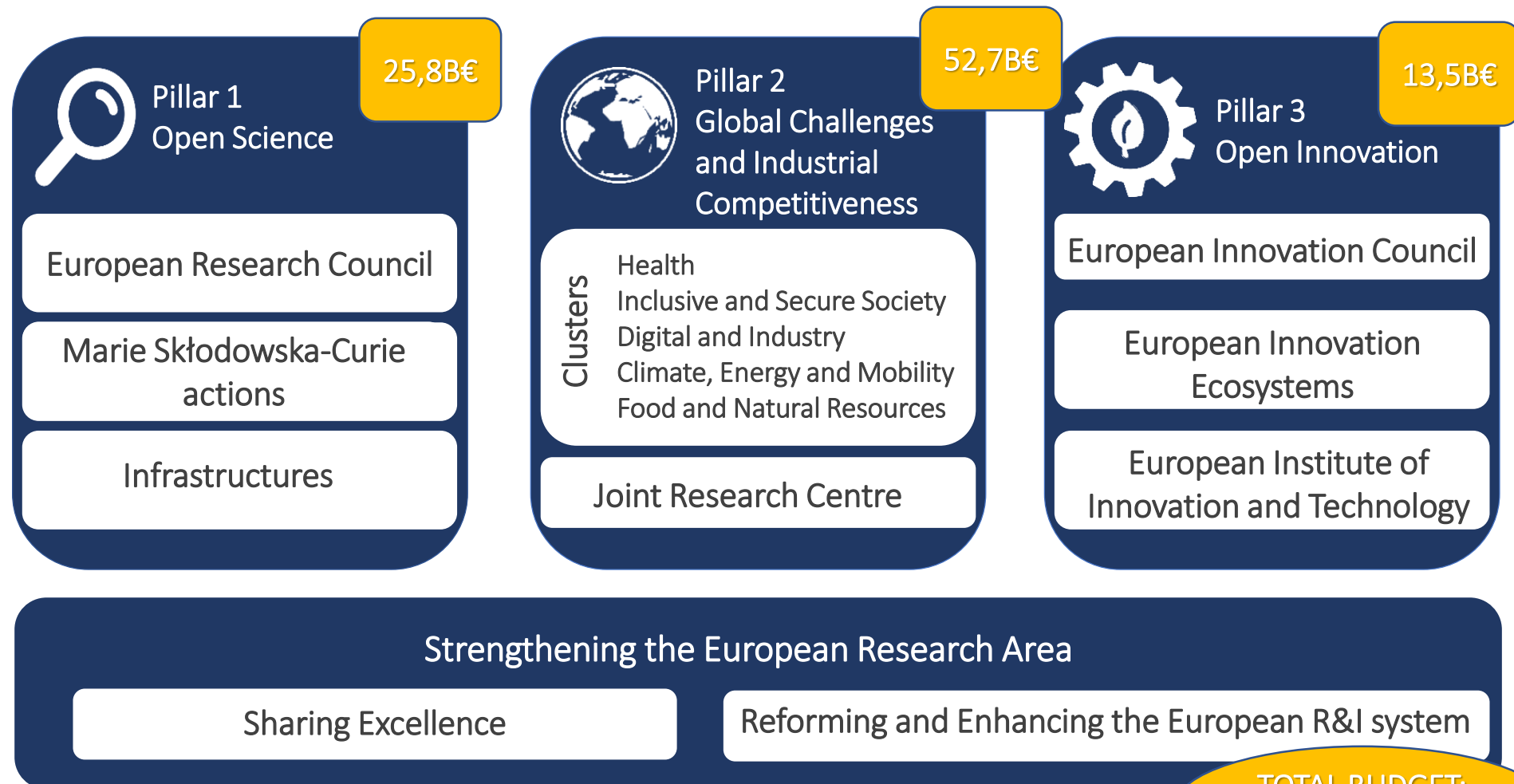
Let partner always check current status, unless mentioned otherwise in the topic description

Planning your project

Typical timeline from call to deadline



Horizon Europe Provisional Structure



TOTAL BUDGET:
94.1 B€

New entity: The European Innovation Council

The European Innovation Council: a one-stop shop to bring the most promising ideas from lab to real world application, and support the most innovative start-ups and companies to scale up their ideas. It will provide direct support to innovators through two main funding instruments, one for early stages and the other for development and market deployment. It will complement the European Institute of Innovation and Technology (EIT).

*Next steps
towards
first
Horizon
Europe
work
programme*

Summer
2019

Early involvement and exchanges with Member States, consultation with stakeholders and the public at large

Autumn –
Winter 2019

Co-creation at Research and Innovation Days 24 –26 September.

Extensive exchanges with the new European Parliament.

Establishment of new Commission - envisaged endorsement of Strategic Plan

2020

Drafting of first Horizon Europe Work Programme on the basis of the Strategic Plan

1 January
2021

Launch of Horizon Europe calls for proposals

Mid-2021

Start of first projects

4

External Aid funds



EXTERNAL AID



The European Union the largest donor of official development aid worldwide. It provides ~ **50% of global aid**, equal to more than **€50 billion annually** worldwide.

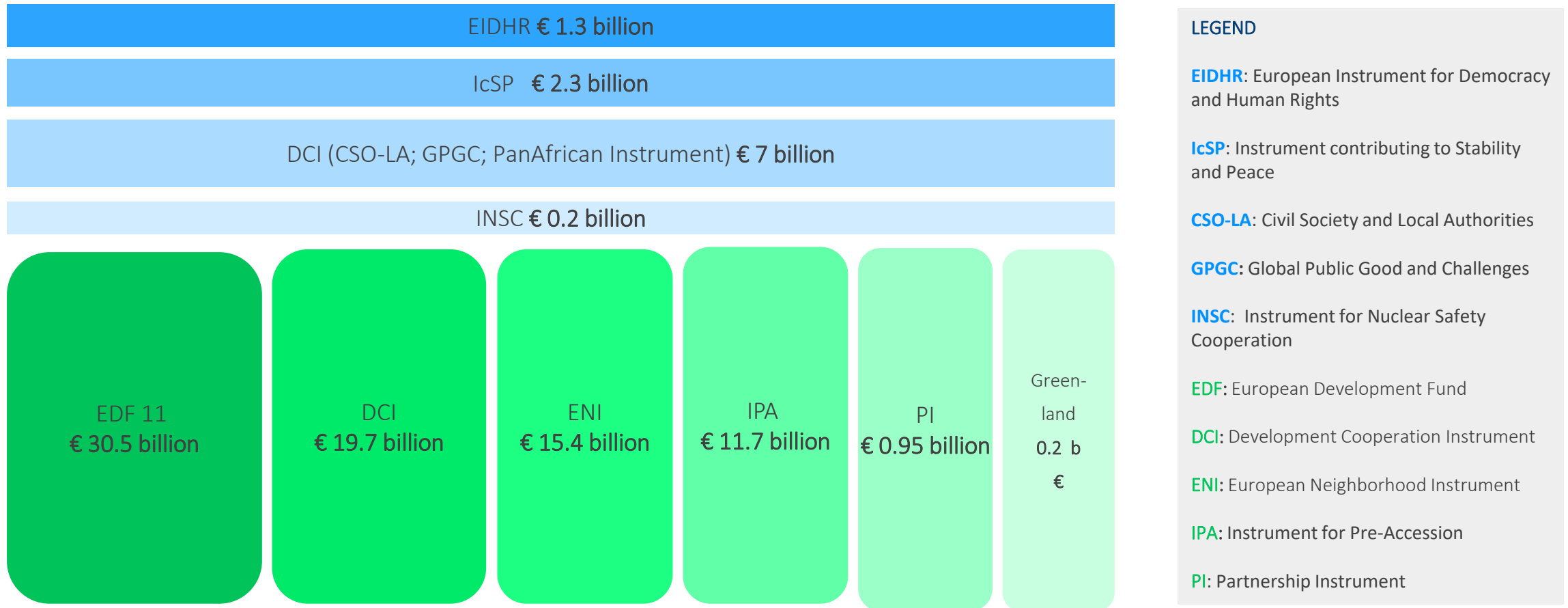
A complex funding landscape, multiple stakeholders and procedures renders a coherent business strategy the only viable option to tap these opportunities.

EU External Aid is implemented through:

- Grants
- procurement contracts for services, supplies or works
- budget support
- contributions to trust funds
- financial instruments
- budgetary guarantees
- blending
- debt relief in the context of internationally agreed debt relief programme
- financial assistance
- remunerated external experts.

Engaging the EU-driven market

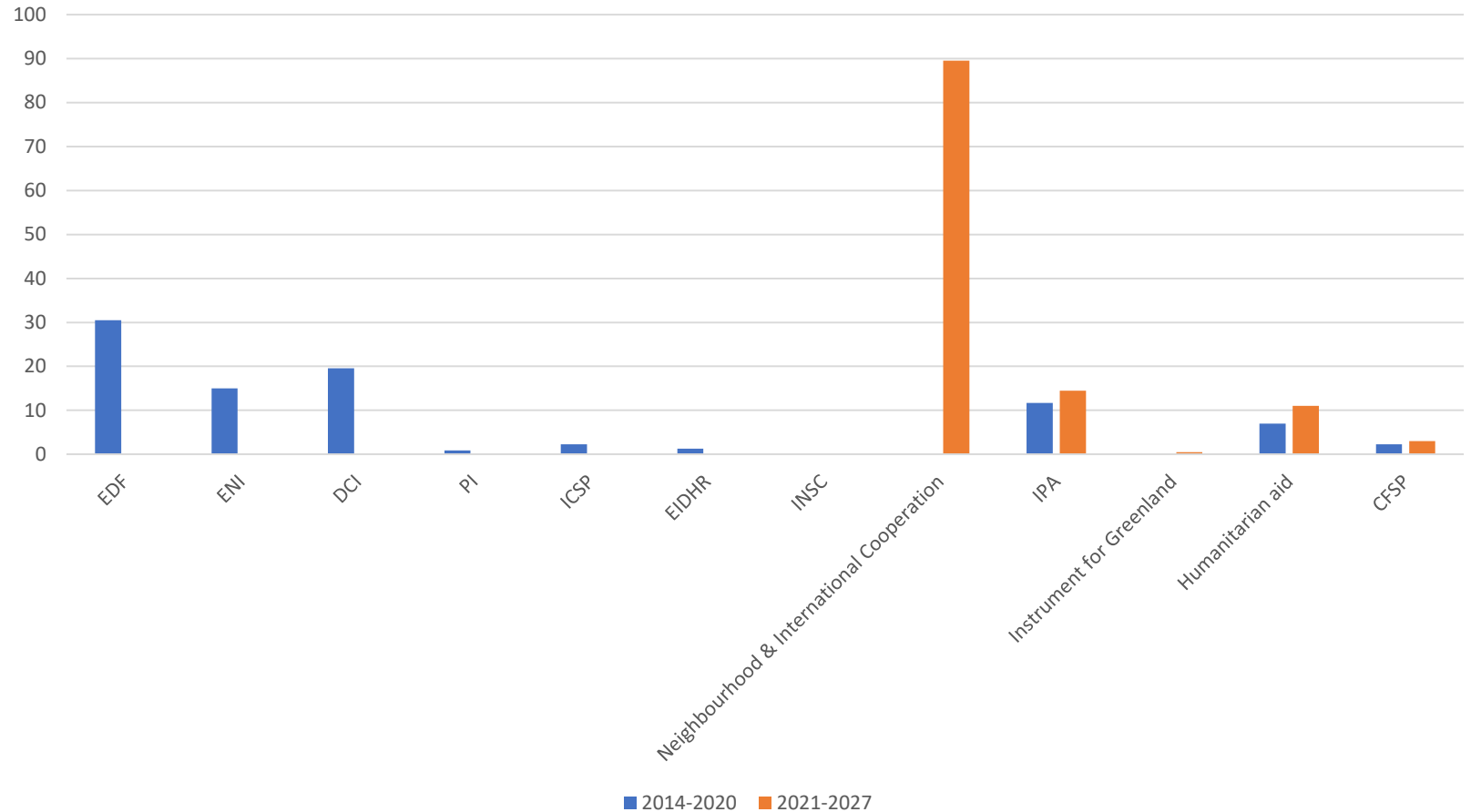
A combination of **geographic** and **thematic** instruments



EU External Aid funding 2014-2020

- The new long-term budget will bring a **significant modernisation** of the external dimension of the EU budget. It will **increase the effectiveness and visibility** of the EU's external policies, strengthen coordination with internal policies and give the EU the **flexibility for a faster response to new crises and challenges**.
- The Commission proposes to increase investment in the external actions **up to 26% to reach €123 billion**

New funding architecture post 2020 in BEUR



EU External Aid post 2020

Funding opportunities

Calls for Proposals	Vs	Tenders
Grants		100 % Payment
Co-finance		Generally no co-finance
Promoter driven		EC/Beneficiary driven
Ownership with Promoter		Ownership with beneficiary (EC)

Check carefully:

- Eligibility: nationality (members in a consortium, sub-contractors)
- Origin of goods (for supplies and works)
- Selection criteria, technical and financial capacity
- Evaluation Grids
- Respect of formal submission requirements
- Clarifications and deadlines

EU External Aid procurement



1

Define your strategy

Will you be a sole tenderer / (lead) member of a consortium / sub-contractor?

2

Use the clarification period

to ask whatever is not clear in the tender dossier / guidelines for applicants

3

Pay attention

to all the instructions in the Call for tenders / Call for proposals, and in particular to

- Terms of reference (services)
- Technical specifications (supplies)
- Bill of quantities (works)
- Guidelines (grants)

4

Check carefully

Eligibility: nationality (members in a consortium, sub-contractors)

Origin of goods (for supplies and works)

Selection criteria on Contract notice

Evaluation Grids (services), check lists (grants)

Respect of formal submission requirements

Recommendations

5

A few tips before bidding



Our Bid Management Services

1

Early intelligence and engagement

2

Bid strategy, including strengths and weaknesses

3

Bid writing

4

Budget development

5

Compliance and quality control

6

Post-award project management



1

2

3

4

5

-Start early:
start now
-Learn the language
-**Make your choices before you start**
-Define your specific **objective and target group**

Pro-active preparatory works for qualified opportunities:
contact with key EU stakeholders to confirm 2019 calendar for calls and budgets.

Analyses of ranking lists of **former projects** when published.
Analyse the full documentation of each call and past calls to clear the fog on the structure of your proposal

Produce a first outline of your **idea**
Pre-select your **consortium**
Start writing the detailed proposal **work plan**

Identification of relevant stakeholders, preparation of the **meetings or engagement plans.**

Build a sustainable pipeline – Start early & Be pro-active

Before call
announcement

Call announcement
and project preparation

During negotiations
and project implementation

Definition
of Priorities

WP
Recommendations

Call for
proposals
are open

Setting-up
consortium

Validating
project idea

Drafting
application

Proposal
evaluation

Contract
negotiation

Project
starts

Project
activities

Proactive positioning

Work intensity growing

Work intensity growing

Calls open

Deadline

Build a sustainable pipeline – during the live stage

A few tips before bidding

WHERE ?

- Where is your business based?
- Where do you want it to be expanded?
- Do you have local offices in the EU?
- Do you have a representative in Brussels?

WHAT ?

- What timeframe do you have in mind?
- What network do you have in the EU countries?
- Do you sell services? Do you sell supplies? Works?
- Do you work on the innovation & research area?
- Do you work within the education sector?
- Do you work with local authorities? Universities?
- Are you an SME? A corporate?
- Do you follow EU policies affecting your sector?

HOW ?

- Do you have any EU funding knowledge?
- How do you monitor the EU funding opportunities for your business?
- Who and where is your team for EU bids?



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