

#innovacion
#ayudascdti
#asesoramiento
#internacionalizacion

Jornada JTI Hidrógeno y Pilas de Combustible

Reglas de participación,
preparación de propuestas



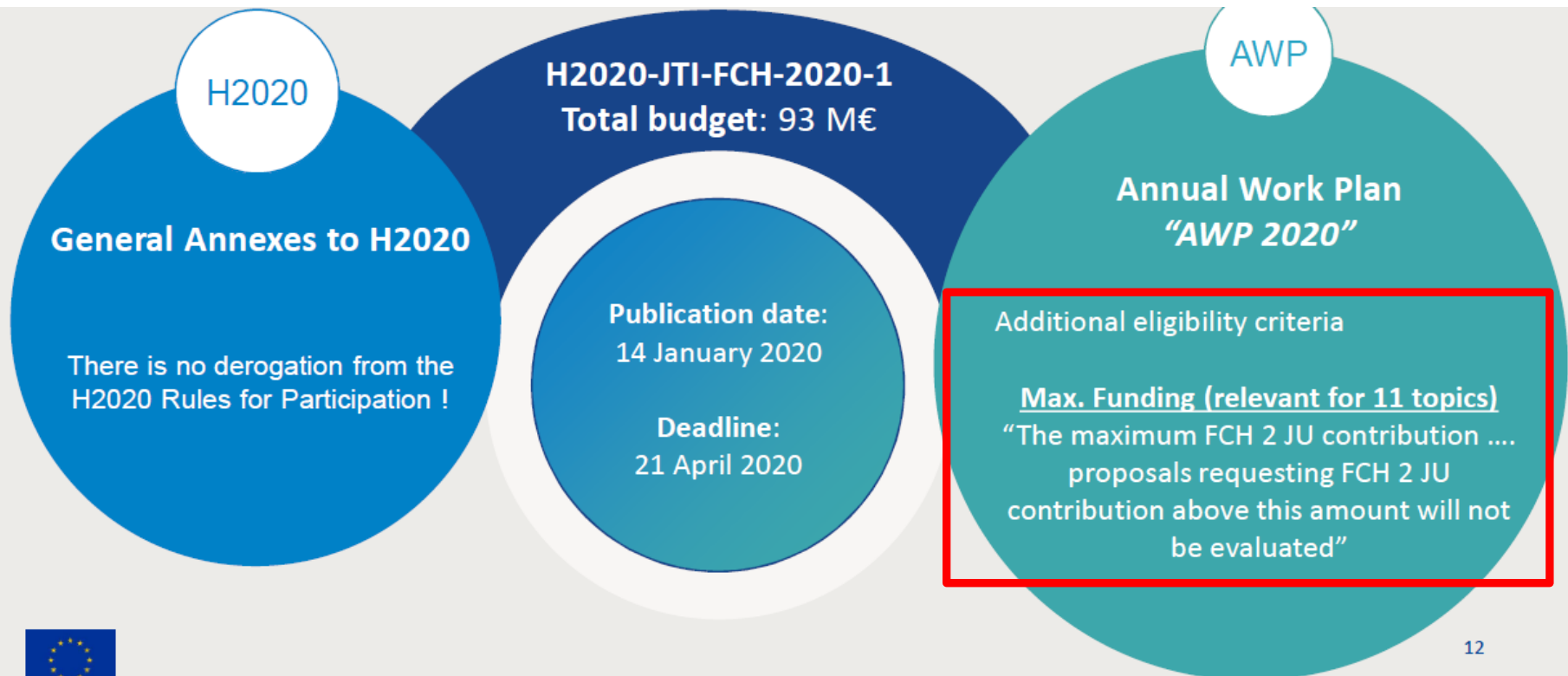
ESHORIZONTE2020

Portal español del Programa Marco de Investigación e Innovación de la Unión Europea

@EsHorizonte2020

Madrid, 17 febrero 2020

Applicable rules



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List of countries – Annex A

Participation “Open to the World”

- Open for all legal entities established in third countries and for international organisations

Funding is provided for legal entities established in:

- Member States and countries associated to H2020
- A list of countries: Afghanistan, Algeria, ... , Zambia, Zimbabwe
- Any other country:
 - if participation deemed by the FCH2 JU essential in the action

**Assessed by experts
during evaluation !**

Brexit

- UK based legal entities will continue to be fully eligible to participate and receive funding in the current 2014-2020 EU programmes (including H2020).
- This will apply until the end of the projects, even if these are after 2020.



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Countries not listed in Annex A

Participation with funding

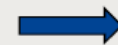
How to demonstrate that participation is essential?

- Part B, Section 3.3 - explain why its activities are essential to the project on the basis of:
 - outstanding competence/expertise
 - access to research infrastructure
 - access to particular geographical environments
 - access to data
 - Etc.
- Table 3.2, risk for implementation → convincing mitigation measure in case participant is not accepted for funding.



Participation without funding

- Participating in the consortium without requesting EU budget
- Becoming the international partner of one of the beneficiaries (article 14a of the grant agreement)



Full partners that will be validated and sign the contract



Partner linked with one beneficiary and will not sign the contract

https://ec.europa.eu/easme/sites/easme-site/files/documents/8_20180829_int_cooperation_final.pdf

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Countries not listed in Annex A

All topics are opened to international cooperation

Mission Innovation



And specifically for 11 topics participation of Mission Innovation countries is strongly encouraged

Topics encouraging participation of Mission Innovation members

Transport: FCH-01-1-2020, FCH-01-2-2020 and FCH-01-6-2020

Energy: FCH-02-1-2020

Overarching: FCH-03-1-2020 and FCH-03-2-2020

Cross-Cutting: All topics, from FCH-04-1-2020 to FCH-04-5-2020

Innovation Challenge Members: EU countries on the map and ...



Australia



Canada



European Union



Chile



China



India



Japan



USA



Saudi Arabia



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Mission Innovation

Mission Innovation (MI) is a global initiative of **24 countries** and the **European Commission** (on behalf of the European Union).

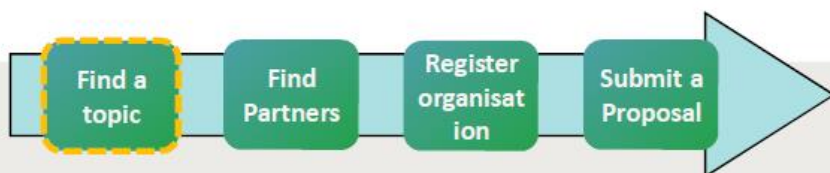
They have committed to seek to **double public investment in clean energy R&D**

<http://mission-innovation.net>

Innovation Challenges (IC)

Smart Grids	Off Grid Access to Electricity	Carbon Capture, Utilization, and Storage	Sustainable Biofuels	Converting Sunlight	Clean Energy Materials	Affordable Heating and Cooling of Buildings	Hydrogen
#1	#2	#3	#4	#5	#6	#7	#8
							
Objective Enable future grids powered by affordable, reliable, decentralised renewable electricity systems.	Objective Develop systems that enable off-grid households and communities to access affordable, reliable renewable electricity.	Objective Enable near zero CO ₂ emissions from power plants and carbon-intensive industries.	Objective Develop ways to produce at-scale widely affordable, advanced biofuels for transportation and industrial applications.	Objective Discover affordable ways to convert sunlight into storable solar fuels.	Objective Accelerate the exploration, discovery and use of new high-performance, low-cost clean energy materials.	Objective Make low-carbon heating and cooling affordable for everyone.	Objective Accelerate the development of a global hydrogen market by identifying and overcoming key technology barriers to the production, distribution, storage, and use of hydrogen at gigawatt scale.
Co-leads   	Co-leads  	Co-leads   	Co-leads    	Co-leads  	Co-leads  	Co-leads   	Co-leads   

Finding the 2020 FCH call



Funding & Tender Portal

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home>

Search Funding & Tender

Type « FCH »

List of 24 topics – Call 2020

European Commission | Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

SEARCH FUNDING & TENDERS | HOW TO PARTICIPATE | PROJECTS & RESULTS | WORK AS AN EXPERT | SUPPORT

Horizon 2020 Framework Programme (H2020)

Search: FCH

Match whole words only

☒ GRANTS ☐ TENDERS

Filter by submission status

FORTHCOMING OPEN CLOSED

Filter by programme (only for grants)

H2020

Filter by programme part

Select a Programme part...

Filter by focus area

Funding and tenders

24 results

Sort by: opening date

Download all funding and tender opportunities to your calendar or subscribe to the RSS feed (unfiltered).

See all calls for tenders published by EC

Grant: Development of hydrogen tanks for electric vehicle architectures FCH-01-1-2020

Types of action: Research and Innovation action | Programme: Horizon 2020

Open for submission

Opening date: 14 January 2020

Grant: Durability-Lifetime of stacks for Heavy Duty trucks FCH-01-2-2020

Types of action: Research and Innovation action | Programme: Horizon 2020

Open for submission

Opening date: 14 January 2020



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Topics details



Topic description

Topic conditions and documents

Partner search

Submission

- Templates of proposals
- On-line tool for submission

Support and Guidance

- H2020 Online Manual
- HOW TO



The screenshot shows the 'Topics' section of the Horizon 2020 portal. Annotations link specific parts of the page to the process steps:

- Topic description:** Points to the 'Description' tab on the left sidebar.
- Topic conditions and documents:** Points to the 'Conditions and documents' tab on the left sidebar.
- Partner search:** Points to the 'Partner Search' section, specifically to the '1. Organisations are looking for collaborating partners for this topic' link.
- Submission:** Points to the 'Select your type of action to start submission' button.
- Support and Guidance:** Points to the 'Get support' button.

Partner search



Partner description

Actions:

- Contact per email
- See details

Partner Search list

Results: 1

Filter..

ORGANISATION NAME	REQUEST DATE	ORGANISATI... TYPE	COUNTRY	EXPERTISE REQUEST OR OFFER	ACTIONS
HAPTIC R&D CONSULTING SRL	15-Jan-2019	Small or medium-size enterprise	RO	Expertise offer	<ul style="list-style-type: none">Contact OrganisationPartner search details

HAPTIC R&D CONSULTING, headquartered in Aricestii Rahtivani, Prahova (ROMANIA), is a consulting of global technology and engineering company providing innovative solutions for customers in industrial, commercial, and residential markets.

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Purchase goods, works or services

Purchase goods, works or services

Where?

- in section 3.4 of Part B

What?

- **Travel** costs + subsistence allowances
- **Depreciation** costs of equipment, infrastructure or other assets (new or second-hand) / Costs of renting or leasing equipment, infrastructure or other assets if they do not exceed the depreciation costs.
- Costs of **other goods and services**: example - consumables and supplies, dissemination (including open access), IPR costs, certificates on the financial statements, certificates on the methodology, translations, publications etc

For all: **best value for money** and avoid any conflict of interests



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Proposal Template. Section 3.4



Tables for section 3.4

Table 3.4a: Summary of staff effort

Please indicate the number of person months over the whole duration of the planned work, for each work package, for each participant. Identify the work-package leader for each WP by showing the relevant person month figure in bold.

	WPn	WPn+1	WPn+2	Total Person Months per Participant
Participant Number/Short Name				
Participant Number/Short Name				
Participant Number/Short Name				
Total Person months				

Table 3.4b: 'Other direct cost' items (travel, equipment, other goods and services, large research infrastructure)

Please complete the table below for each participant if the sum of the costs for 'travel', 'equipment', and 'goods and services' exceeds 15% of the personnel costs for that participant (according to the budget table in section 3 of the proposal administrative forms).

Participant Number/Short Name	Cost (€)	Justification
Travel		
Equipment		
Other goods and services		
Total		

Please complete the table below for all participants that would like to declare costs of large research infrastructure under Article 187 of the General Model Agreement, irrespective of the percentage of personnel costs. Please indicate (in the justification) if the beneficiary's methodology for declaring the costs for large research infrastructure has already been positively assessed by the Commission.

Participant Number/Short Name	Cost (€)	Justification
Large research infrastructure		

³ Large research infrastructure means research infrastructure of a total value of at least EUR 30 million, for a beneficiary. More information and further guidance on the direct costing for the large research infrastructure is available in the [H2020 Online Manual](#) on the Participant Portal.

[Proposal Acronym]

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Subcontracts

Subcontracts

Where?

- in section 4.2 of Part B

What?

- implementation of certain action tasks described in the Proposal.
- Subcontracting may cover only a **limited part** of the action
- **best value for money** and avoid any conflict of interests
- estimated costs and tasks must be identified
 - Subcontracting between beneficiaries — Is NOT allowed in the same GA
 - Subcontracting to affiliates — Is NOT allowed



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Linked Third Parties

Linked Third Parties

Where?

- in section 4.2 of Part B

What?

- = Affiliated entities / third parties with a legal link, carrying out the implementation of certain **action tasks**
- **same** cost eligibility **criteria** as beneficiaries
- an estimation of tasks should be identified in the Proposal
- an estimation of (total) costs should also be identified



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In-kind contributors

In-kind Contributors

Where?

- in section 4.2 of Part B

What?

- The beneficiaries may declare costs related to the payment of in-kind contributions as eligible, up to the third parties' costs for:
 - the **seconded persons**,
 - **contributed equipment**, infrastructure or other assets or
 - **other** contributed **goods and services**.
- The third parties and their contributions must be set out in section 4.2 of the Proposal



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Proposal Template. Section 4.2

Subcontractors. Linked third parties. In kind contributors. International Partners .



4.2. Third parties involved in the project (including use of third party resources)

Please complete, for each participant, the following table (or simply state "No third parties involved", if applicable):

Does the participant plan to subcontract certain tasks (please note that core tasks of the project should not be sub-contracted)?	Y/N
<i>If yes, please describe and justify the tasks to be subcontracted</i>	
Does the participant envisage that <u>part of its work is performed by linked third parties</u> ² ?	Y/N
<i>If yes, please describe the third party, the link of the participant to the third party, and describe and justify the foreseen tasks to be performed by the third party</i>	
Does the participant envisage the use of contributions in kind provided by third parties (Articles 11 and 12 of the General Model Grant Agreement)?	Y/N
<i>If yes, please describe the third party and their contributions</i>	
Does the participant envisage that <u>part of the work is performed by International Partners</u> ³ (Article 14a of the General Model Grant Agreement)?	Y/N
<i>If yes, please describe the International Partner(s) and their contributions</i>	

² A third party that is an affiliated entity or has a legal link to a participant implying a collaboration not limited to the action. (Article 14 of the [Model Grant Agreement](#)).

³ 'International Partner' is any legal entity established in a non-associated third country which is not eligible for funding under Article 10 of the Rules for Participation Regulation No 1290/2013.



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Additional activities

Additional Activities

Who?

- beneficiaries
- **Non-members** of the Hydrogen Europe /Hydrogen Europe Research

Where?

- Draft 'plan for the dissemination and exploitation of the project's results'
- As **part** of each participant **business plan**

What?

- **estimate** of any additional activities to be performed

(additional investment in FCH technologies and related activities **not** included in the project activities);

- use this to justify an increased impact of the project as a part of a bigger business plan of each participant



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Ethics

Background

- “A proposal which contravenes ethical principles or any applicable legislation [...] **may be excluded** from the evaluation, selection and award procedures at any time.” Art. 13 – H2020 RfP

Ethics Self-Assessment

- All proposals must describe ethical issues raised & how they will be addressed
- Ethics part: **Part A in SEP + Part B section 5**
- Each applicant is responsible for:
 - identifying any potential ethical issues
 - handling ethical aspects of their proposal
 - detailing how they plan to address them in detail

Guidelines: http://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/ethics/h2020_hi_ethics-self-assess_en.pdf



Criterio 2 - Impact

Impact

2.a. The extent to which the outputs of the project would contribute to each of the expected impacts mentioned in the workprogramme under the relevant topic

2.b. Any substantial impacts not mentioned in the WP, that would enhance innovation capacity; create new market opportunities, strengthen competitiveness and growth of companies, address issues related to climate change or the environment, or bring other important benefits for society

2.c. Quality of the proposed measures to:

2.c.1. Exploit and disseminate the project results (including management of IPR), and to manage research data where relevant

2.c.2. Communicate the project activities to different target audiences

Terminology - Results

European
Commission

Results¹

Any tangible or intangible output of the action, such as data, knowledge and information whatever their form or nature, whether or not they can be protected.

You have to clearly identify and name the result



- Key results of the action are the **outputs generated during the project** which can **create impact during and after** the funded activity is finished, either by the project **partners** or by other **stakeholders**
- Project results can be reusable and exploitable entities as such, or elements (knowledge, technology, networks) that have potential to contribute for further work, research or innovations
- Administrative deliverables, reports or dissemination materials (e.g. publications) are often not results in themselves

¹ Art. 26.1 of Grant Agreement

Resultados - Ejemplos

Resultados
Nueva tarjeta inteligente para xxxx
Obtención de una xxx con nuevos materiales
Kit de detección de xxx
Capacitación de profesionales en el ámbito de xxx
Capacitación de profesores
Mejoras en el hábitat local
Software de reconocimiento para operación remota y certificación
Sensores y electrónica para aplicación en xxx
Método para simular la inspección de xxx
Método de testeo de xxx
Procesos para el desarrollo de xxx optimizadas para la fabricación de xxx
Base de datos de parámetros de xxx para mejorar las propiedades de xxx

Terminology - Communication

Communication¹

Promoting the action and its results, by providing targeted information to a multitude audiences (including the media and the public) in a strategic and effective manner.

- **Reach out to society as a whole** and in particular to some specific audiences (to be understood by non-specialists)
- **Demonstrate how EU funding contributes to tackling societal challenges** (visibility of EU funding)
- ✓ Is strategically planned and not only ad-hoc efforts (comprehensive communication plan, which must already be part of the proposal)
- ✓ Identifies and sets clear communication objectives (SMART objectives!)
- ✓ Uses pertinent messages, right medium and means

¹ Art. 38.1 of Grant Agreement

Terminology - Dissemination

Dissemination of results¹

The **public disclosure of the results** by any appropriate means (other than resulting from protecting or exploiting the results), including by scientific publications in any medium.

- **Transfer of results** to the ones that can best make use of it
- **Maximizes the impact of research**, enabling the value of results to be potentially wider than the original focus
- ✓ Essential element of all good research practice
- ✓ Prevents results becoming sticky and effectively lost
- ✓ Strengthens and promotes the profile of the organisation

Communication versus Dissemination

COMMUNICATION	DISSEMINATION
Covers the whole project (including results)	Covers project results only
Starts at the outset of the project	Happens only once results are available
Multiple audiences Beyond the project's own community, including the media and general public. Multiplier effect.	Specialist audiences Groups that may use the results in their own work, including peer groups, industry, professional organisations, policymakers
Informing and engaging with society , to show how it can benefit from research	Enabling the take-up and use of results
<i>Legal reference</i> Grant Agreement Article 38.1	<i>Legal reference</i> Grant Agreement Article 29

Communication versus Dissemination

Communication	Dissemination
About the project and results	About results only
Multiple audiences Beyond the project's community (include media and the public)	Audiences that may use the results in their own work, e.g. peers (scientific of the project's own community), industry and other commercial actors, professional organisations, policy makers
Inform and reach out to society , show the benefits of research	Enable use and uptake of results
Grant Agreement Art. 38.1	Grant Agreement Art. 29



Terminology - Exploitation

Exploitation¹

The **utilisation** of results – up to four years after the action:

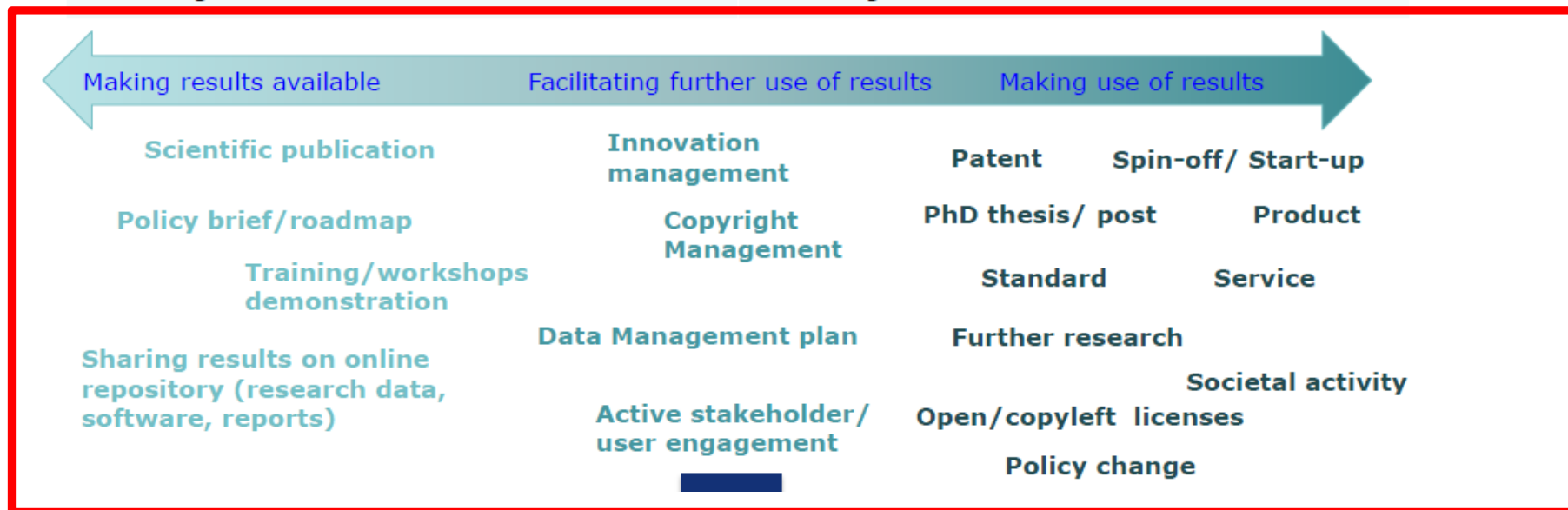
- in further research activities other than those covered by the action concerned, or
- in developing, creating and marketing a product or process, or
- in creating and providing a service, or in standardisation activities.

- **Make use of the results;** recognising exploitable results and their stakeholders
- **Concretise the value and impact of the R&I activity** for societal challenges
- ✓ Can be commercial, societal, political, or for improving public knowledge and action
- ✓ Project partners can exploit results themselves, or facilitate exploitation by others (e.g. through making results available under open licenses)

¹ Art. 28 of Grant Agreement

Dissemination versus Exploitation

Dissemination	Exploitation
Describing and making available results so that they can be used	Making use of results , for scientific, societal or economic purposes
Audiences that may make use of results	Groups and entities that are making concrete use of results
All results which are not restricted due to the protection of intellectual property, security rules or legitimate interests	All results generated during project Participant shall make best efforts to exploit the results it owns, or to have them exploited by another legal entity
Grant Agreement Art. 29	Grant Agreement art. 28



Dissemination

Quality of the proposed measures to disseminate the project results

- Proposals must include a **draft plan for dissemination**
 - With clear objectives and identify relevant measures
 - Identify categories of target audience
 - With strategies and indicators for measuring the success of activities
- Means for dissemination
 - Website, Newsletters
 - Publications in peer-reviewed scientific journals => identificar las más relevantes para el tema del proyecto
 - Publication of a handbook for the project technologies, device data sheets and user guide
 - Conferences/workshops Papers and presentations => identificar los más relevantes, con lugar y fecha si se conocen
 - Live demonstrations
 - Trade fairs
 - Training sessions
- Atención a los deliverables: demasiados deliverables confidenciales no hacen posible la diseminación de los resultados

Dissemination

Ejemplo ficticio

Mean for dissemination	Event/Journal	Target audience	Key Performance Indicator
Conference		Scientific community in the field of xxx	> 1.000 scientists
Publication		Especialistas en xxx	> 50 manufacturers
Trade fair		Fabricantes de xxx	> 10 integrators
etc		Usuarios de xxx	> 160 policy makers

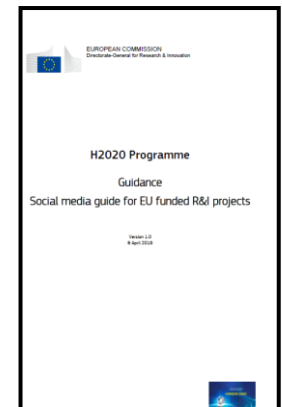
Communication

Quality of the proposed measures to communicate the project activities to different target audiences

- **New communication means:** creation of a blog, use of scientific and professional social networking (e.g. Research Gate, Academia.edu, Twitter account, QR code included in all printed communication, create a wikipedia entry, etc)
- **Raise awareness of the project in the public domain**, with business companies, policy makers, etc
- **Freely accessible tools at your disposal.** Consult the Communication Guidelines
 - Horizon 2020 Magazine
 - Research*eu results Magazine
 - Research*eu focus
 - Futuris Magazine
 - Cordis Wire

Social media Guide

http://ec.europa.eu/research/participants/data/ref/h2020/other/grants_manual/amga/soc-med-guide_en.pdf



Communication *Ejemplo ficticio*

Category of audience	Target audience	Type of information/ Material	Channels/tools	Objective of the communication	Key Performance Indicator
Scientific community	Universities, Research Centres	Reports, presentations	Congress, Conferences, articles	Increase visibility on the new technology	> 1.000 scientists
Manufactures of XXX	Product developers	Targeted information about the technology/product developed	Site visits, videos, commercial shows	Raise awareness on the new capabilities	> 50 manufacturers
Integrators...	xxx	Targeted information about the technology/product developed	Site visits, videos, commercial shows	Raise awareness on the new capabilities	> 10 integrators
Public authorities, Policy makers	Regional, national, European authorities	Summary reports, roadmaps	Presentations, dedicated meetings	Influence over the R&D priorities	> 160 policy makers
Associations	xxxx	Main outcomes, factsheets	Press release, website, publications	Gain visibility among key players	> 6 associations
General Public	People interested in xxx	Marketing material, flyers, mock-ups, etc	Website, Social media (blogs, Twitter, Facebook, LinkedIn)	Increase social awareness about XXX	> 60.000 interested parties

Exploitation

- Clear indication which results will be exploited, in which way and by whom
- Ejemplos de formas de explotación de resultados

Further Research

- The results used as background of future research projects
- Relevant for research organisations and research intensive companies

Product development/ service creation

- Results used in developing, creating and marketing a product/process or in creating and providing a service
- Relevant for companies

Licensing, assignment

- Results exploited by other organisations through out-licensing or by the transfer of ownership
- Relevant for all participants, to comply with H2020 rules

Spin-off

- A separate company established to bring to the market the technology resulting from the project
- Relevant for all participants, to comply with H2020 rules

Standardisation

- Results used either to develop new standardisation activities or to contribute to on-going standardisation work
- Relevant for all participants, to comply with H2020 rules



Exploitation

- Si explotación comercial => **Business plan**
- The purpose of the business plan is to demonstrate the commercial potential of the product and/or service and describe how this potential will be realised
 - **Define the proposed offering:** the product and/or service; target market sector.
 - **Review the market sector,** its: structure; size; drivers; market and technology trends.
 - **Assess the competition:** main players, their current offerings and market share.
 - **Describe the innovation** of the proposed offering in the context of the competition and the sector's needs.
 - Summarise **potential business model(s)** together with possible entry price(s) and costs.
 - **Assess the key risks to market** entry and possible options for **risk mitigation.**
 - Outline, graphically, the **roll-out of the offering:** timescale; sales growth; market share.



COMMON
EXPLOITATION
BOOSTER



Open access to research data – Annex L

Open Access

Beneficiaries must ensure that any user can access, mine, exploit, reproduce and disseminate, free of charge :

- Underlying data
- Other data, as specified in Data Management Plan, which provides:
 - Data the research will generate
 - How to ensure its curation, preservation and sustainability
 - What parts of that data will be open (and how)

Costs covered by the grant

Does not influence the scores given by the evaluators

“Opt-out” possible

- Before or after GA signature
- Only if justified

As open as possible, as closed as necessary

FAIR Data:

- Findable
- Accessible
- Interoperable
- Re-usable



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Compulsory – Draft Plan for Dissemination and Exploitation of project results

- Compulsory part of the initial proposal (max 5 pages) – assessment within the Impact criteria!

a) Dissemination and exploitation of results

- the **area** in which you expect to make an impact and **who** are the potential users of your results;
- **how** you intend to use the appropriate channels of dissemination and interaction with potential users;
- consideration to the possible follow-up of your project, once it is finished (including necessary additional investments);
- **business plan** where relevant, including possible additional activities (e.g. private funding in addition to the project);
- how the participants will manage the **research data** (IPR issues etc);
- strategy for **knowledge management and protection** (including open-access);

b) Communication activities

- proposed communication measures for **promoting the project and its findings** during the period of the grant;



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