



EU Projects Essentials Track

29 MARCH - 1 APRIL 2022



Broaden your Horizon of opportunities. The training provides participants with access to practical tools, pools of experts, connection to peers, and valuable insights into proposal writing for EU funding instruments, such as Horizon Europe.

Training schedule

The three-module training is scheduled for March/April 2022. Each module can be accessed live via Zoom. Note that each module has a unique link to the online meeting room.

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| Module 1 | Why go for EU projects? Horizon Europe strategies and opportunities.
29 March 2022 09.30 - 12.00 CET Meeting room 1 |
| Module 2 | Proposal writing and project management: project management tools & tips and the importance of impact.
31 March 2022 09.30 - 12.30 CET Meeting room 2 |
| Module 3 | The European Innovation Council instruments and the new INTERREG Programmes.
01 April 2022 09.30 - 12.00 CET Meeting room 3 |

Training details

The EU Projects Essentials Track **increases the capacity of project-, admin-, and financial officers and managers on EU funded project proposal writing and management, with a special focus on** the Horizon Europe funding instrument. In three modules, expert trainers leverage their extensive hands-on experience in project collaboration to provide participants with best practices from within the EU|BIC community.

Each interactive module provides the opportunity to interact with expert practitioners and to **build new connections with peers** within the community.

Key takeaways

Finding and **applying to new EU-funded proposals**; EU project **proposal writing and budget design**; Insights on the **new Horizon Europe programme**, EIC opportunities and Interreg new programme; Access to a **pool of experts in EU projects** from the EU|BIC network; Leveraging project implementation for **financing and expansion of your service portfolio**.

Module details

MODULE 1 WHY GO FOR EU FUNDED PROJECTS. HORIZON EUROPE STRATEGIES AND OPPORTUNITIES

29 MARCH 2022

Leading questions and topics

- Horizon Europe, a new horizon of opportunities.
- Why should my organisation participate in EU funded projects?
- What are the pros and cons of participating in EU funded projects?
- The Funding & Tenders Portal: a gateway to collaborative opportunities.
- Meet the training cohort and connect with your peers.

Agenda

09.30 - 10.00 CET	Introduction, meet the team and cohort
10.00 - 10.40 CET	Horizon Europe in a nutshell
10.40 - 11.10 CET	Experiences from the EU BIC community: the added value of participating in EU-funded projects, by experts from WestBIC, CyRIC, and Berytech
11.10 - 11.20 CET	Break
11.20 - 11.30 CET	EBN and the new EU projects service offer
11.30 - 11.55 CET	Sections of the proposal: Excellence, Impact and Implementation
11.50 - 12.00 CET	Closing

Content

1. Introduction to EU Projects

- Meet the trainers & cohort

2. Horizon Europe

- Policy framework, approach and novelties
- Relevant pillars for the EU|BIC community

3. Why participate in EU-funded projects?

Hear from expert contributors and peers from the EU|BIC community about the added value of participating in EU-funded projects.

4. Proposal writing - important sections

About the Excellence, Impact and Implementation.

Trainers and expert contributors



MODULE 2 PROPOSAL WRITING AND PROJECT MANAGEMENT: TOOLS, TIPS AND THE IMPORTANCE OF IMPACT

31 MARCH 2022

Agenda

09.30 - 09.35 CET	Introduction
09.35 - 10.00 CET	‘The evaluation criteria, from the evaluator’s perspective.’, by Marco Bolchi, Associate Director, VVA Brussels
10.00 - 10.40 CET	‘The importance of impact-> dissemination vs exploitation, use of results.’, by Andrea Di Anselmo, Vice-President & Founding Member, META Group
10.40 - 10.45 CET	Break
10.45 - 11.15 CET	How to build your budget
11.15 - 11.30 CET	Working groups: budget preparation
11.30 - 12.00 CET	Project management: preparation and monitoring tools, indicators, useful tips.
12.00 - 12.20 CET	Workshop/ Interactive session
12.20 - 12.30 CET	Wrap-up and closing

Content

1. Sections of the proposal: budget drafting and project management

- Key information to be included
- How to structure the content
- Highlighting important assets

2. The importance of impact

- Dissemination vs exploitation
- The use of results
- Horizon Result Booster: the EC service for helping in exploitation and dissemination

3. How to differentiate from dissemination, communication and exploitation/use of results

Hear from expert contributors and fellows from the EU|BIC community.

4. Evaluation criteria

- The perspective of an evaluator
- The evaluation criteria in Horizon Europe

Trainers and expert contributors



MODULE 3 THE EUROPEAN INNOVATION COUNCIL INSTRUMENTS AND THE NEW INTERREG PROGRAMME

1 APRIL 2022

Agenda

09.30 - 09.35 CET	Introduction
09.35 - 09.45 CET	‘How can the European Innovation Council opportunities foster EU BIC Community?’, by Cristina Fanjul, EBN President & Director CEEI Asturias
09.45 - 10.10 CET	‘The European Innovation Council: from the pilot phase to concrete opportunities’, by Romain Bouttier, Project Advisor, EIC/EISMEA
10.10 - 10.20 CET	INTERREG: What’s in the new programmes?
10.20 - 10.40 CET	‘How to write a successful proposal: the perspective of a bids writing expert’, by Davide De Nicolo’ and Gabriella Dellino, Project Managers, Tecnopolis
10.40 - 11.00 CET	Why to participate in Interreg proposals: experiences from the EBN community
11.00 - 11.05 CET	Break
11.10 - 11.45 CET	Networking/ Break-out rooms
11.45 - 12.00 CET	Wrap-up and closing

Content

1. Deepdive into EIC instruments

- The EIC: from the pilot phase to concrete opportunities

2. INTERREG programmes

- Deepdive new programmes
- EU|BIC: Why participate in INTERREG?

3. Getting your organisation ready

- Workshop: organisational conditions for successful project execution

4. Closing and networking

- How to stay connected with the co-hort

Trainers and expert contributors



Contact

For more **information on the EU Project Essentials Track** contact Livia Marcantonio (EBN) via livia.marcantonio@ebn.eu. For technical support before or during the training, contact events@ebn.eu.

Meet the experts and trainers



[Andrea Di Anselmo](#) is a founding member of META. He has a background as civil engineer and research experience in materials science at the Storrs University in Connecticut, USA. Andrea has more than 30 years of experience in innovation support and company creation. His most recent professional experience takes place at international level and is in supporting uptake of innovation, use of R&D results and coaching teams willing to bring their ideas to market.



[Marco Bolchi](#) is an Associate Director at VVA Economics & Policy. He has been involved in the coordination and performance of many consultancy projects in support of the European Commission, EU and national Agencies and industry associations. He has worked in a variety of industries, such as transport, space, telco and tourism. He is responsible for international projects, coordinating and performing economic analyses and CBAs, policy roadmap studies, market assessments, as well as programme evaluations.



[Romain Bouttier](#) is a Tech to Market Advisor at the European Innovation Council. This role consists in developing support activities for the EIC Pathfinder and EIC Transition beneficiaries in their transition from lab to market and assisting EIC projects with the design and the execution of their transition plan. Between 2015 and 2021, he was Project Advisor for EIC Accelerator and managed a portfolio of projects in ICT related fields.



[John Brennan](#) is CEO of WestBIC and has accumulated over 20 years of experience working with start-ups and scaling SMEs in the West region (Ireland). John previously held the position of Financial Controller at WestBIC, where he specialised in the provision of financial modelling support to start-ups seeking seed capital. John has also led WestBICs involvement in a number of EU innovation initiatives and works closely with EU|BIC colleagues across Europe, including EBN.



[Ruben Carrandi](#) is Senior Project Leader at EBN responsible for delivering EU and non-EU projects. With more than 13 years of experience in the international and innovation arena, he is part of the EBN EU Projects team, being in charge of the engineering and preparation of proposals, as well as the project management of selected projects. He has worked in proposals and projects under different programmes, including a focus on the internationalisation of business support organisations and start-ups.



[Lucilla Castro](#) is a Project Manager at the FUNDECYT-PCTEX, where she has been working since 2007 implementing and developing regional, national and European projects, with a special focus in interregional cooperation. Since 2010 she has been involved in the design of Innovation Strategies, including the RIS3 of Extremadura, giving technical support to the regional government. She is currently working in the Technical Office of the RIS3, giving support to the government in the implementation, monitoring and evaluation of the Strategy.



[Gabriella Dellino](#) is a PMP-certified project manager and a computer science engineer with a Ph.D. in Operations Research. She has over 10 years of experience designing and managing research projects and technology transfer initiatives, acquired during collaborations with universities and research centers at the national and international levels. Her project management experience and solid academic background allow her to manage academic and industrial partnerships in interdisciplinary contexts successfully.



[Milen Dobrev](#) is the Executive Director at EU|BIC Ruse Chamber of Commerce and Industry (Bulgaria), where he has 15+ years of expertise in the operative management. He has wide experience in and international projects, in entrepreneurship support, VET courses to business, getting-ready-for-capital trainings, territorial cooperation, economic development, environmental performance, etc. He is a Member of the EBN Board of Directors, representing the Bulgarian members.



[Cristina Fanjul](#) is the Director of CEEI Asturias and President of EBN. She has been a member of the EBN Board of Directors for five years. She is also an expert evaluator of the EIC Accelerator start-up support initiative of the European Commission, member of the Advisory Group EU Marie Skłodowska-Curie actions supporting researchers, sits in the Board of the Spanish National Associations of CEEIs/Business Innovation Centres and participates in numerous projects and events of the European entrepreneurial and innovative ecosystem.



[Krystal Khalil](#) is currently the Programs Director at Berytech. She manages the projects lab unit, responsible for the design, development, fundraising, partnership development and management of innovation, entrepreneurship, and economic development programs, on the local and international scale. Her expertise: entrepreneurship, social innovation, environmental innovation, technology transfer, communication, coaching and advisory for startups, business development, program and partnership development.



[Kristina Kockova](#) is Project Financial Officer at EBN, responsible for monitoring the financial part of the EBN projects portfolio (20+ projects for about 1 million EUR per year). She is in charge of the administrative and financial procedures of EU projects, from the engineering and preparation stages to the reporting of the activities. She has wide experience in optimising and improving the way the financial reporting is carried out and delivered in, and further developing and implementing tools and processes to improve project's performance.



[Laura Lecci](#) is the CEO of EBN. She held several positions before joining EBN, at the Italian Ministry of Foreign Affairs, International Cooperation Department and then in the Brussels liaison office of ENEA, the Italian National Agency for New Technologies, Energy and Sustainable Economic Development. In May 2012, she started working in EBN as Project Manager, with several projects prepared and implemented in programmes such as Horizon 2020, COSME or Interreg, among others. In February 2019 took further responsibilities becoming the COO, and in July 2020 she became the CEO of EBN.



[Livia Marcantonio](#) is a Project Manager at EBN, and the person responsible for the EU bids and proposals. With more than 7 years of experience in EU projects management, she is in charge of the identification of the calls of interest for the EBN members and secretariat, and she coordinates the activities for the preparation of the proposals of the secretariat. In addition, Livia animates the Eco-Innovation Special Interest Group (SIG) and manages H2020 and Erasmus for Young Entrepreneurs projects.



[Davide De Nicolò](#) is a senior project manager with over 20 years of experience in project management and coach at the Tecnopolis Science and Technology Park where he holds the role of responsible for the project area. He has been working permanently at Tecnopolis since 2012, where he has been able to be responsible for numerous cross-border cooperation projects, giving him extensive experience of best practices in international business support. He has directly supported more than 100 start-ups by helping them develop business models and plans and by accompanying them in their first years of activity.



[Valerie Moreau](#) is an Innovation Development and International Cooperation at Laval Mayenne Technopole, as well as Networks Manager and Manager of La Connecteur. She has almost 20 years of experience in the preparation and implementation of EU projects to support entrepreneurship, with a special focus on different initiatives linked to the INTERREG Programme, including Interreg Atlantic Area or Interreg Europe, among others.



[Panayiotis Philimis](#) is the Managing Director of CyRIC-Cyprus Research & Innovation Center. He holds a PhD in Mechanical Engineering and an extended experience in research and innovation project and technical management with more than 100 applied research and industry projects. He is the President & Co-Founder of the Cyprus Association of Research & Innovation Enterprises (CARIE) and Member of the Board of Directors of European Business Network (EBN), the Cyprus Research Promotion Foundation (RPF) and the Cyprus National Research and Education Network (CyNet).



[Covadonga Rayon](#) is a Project Manager at EBN, responsible for the preparation and delivery of several EU projects, as well as coordinator of the EBN's Special Interest Group (SIG) on Cultural and Creative Industries. She has more than 7 years of experience in the field of EU projects, having held positions as Head of European Projects Office at a research organisation or European Projects Manager at CEEIM EU|BIC, where she has implemented projects in different areas, including health, smart cities, tourism and social entrepreneurship among others.

Contact

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