



# Beta

Biodiversitat, Ecologia,  
Tecnologia Ambiental i Alimentària



UNIVERSITAT DE VIC  
UNIVERSITAT CENTRAL  
DE CATALUNYA

## How to prepare a successful EU proposal? The experience with FERTIMANURE

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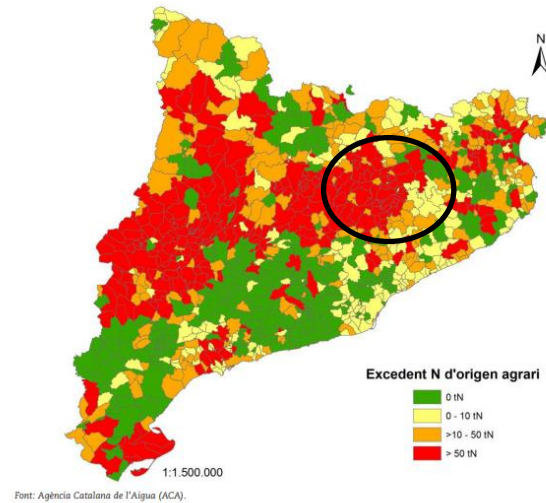
The main **mission** of the BETA Technological Centre is to be a relevant actor for the technological development, the improvement of the competitiveness and the quality of life of rural societies. The impulse for fulfilling this mission comes from both the execution of R&D&I projects and the transfer of knowledge to the private and public sector.

- We were born in November 2014.
- We are a team of 56 people working in 5 different research areas.
- Currently participating in 18 European projects and coordinating 6 of them.

**Working for the sustainable development of the society through research & innovation**

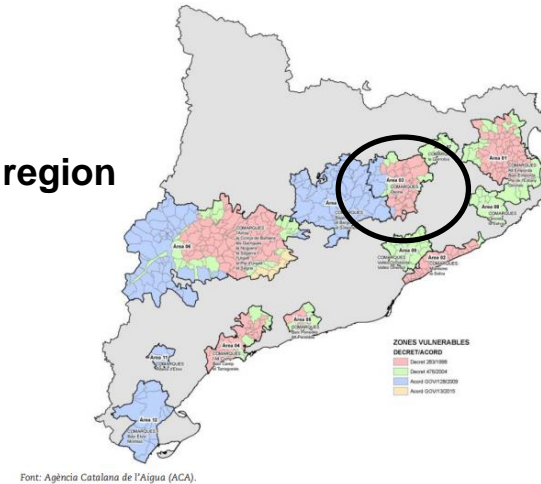


## N Excess in Catalonia



## Osona region

## Nitrate Vulnerable zones



- Relevant Agrifood sector (mainly livestock production and meat processing): 20% of workers, 26% of companies and 51% of turnover.
- 2263 farms and 2.2M of livestock heads.
- Production of 8.584.281 kg N from livestock waste per year.
- **Excess of 4,489,083 Kg N per year** considering the available arable fields in the region.

## **CE-RUR-08-2018-2019-2020: Closing nutrient cycles**

*Subtopic A – Understanding properties and impacts of bio-based fertilisers*

*Subtopic B – Bio-based fertilisers from animal manure*

*Subtopic C – Bio-based fertilisers from other by-products of the agro-food, fisheries, aquaculture or forestry sectors*

*Subtopic D – Bio-based fertilisers from waste water and sewage sludge*



Proposals are expected to provide the technologies needed to develop a new generation of commercial, sustainable and safe fertilisers based on organic by-products, and the scientific knowledge needed to frame their use. This will help to:

- set up a coherent policy framework for the sustainable production and use of organic-based fertilisers (sub-topic A);
- replace non-renewable mineral fertilisers, hence reducing external dependence and risks related to depletion (sub-topics A, B, C and D);
- balance nutrient concentrations between or within regions, thus increasing resource efficiency (sub-topics A, B and C);
- reduce the environmental impacts linked to the dispersion of nutrients present in waste flows, to the emissions of greenhouse gases, or to the production of fossil-based fertilisers (sub-topics A, B, C and D);
- develop new business models creating value from agri-food, fisheries, aquaculture or forestry by-products (sub-topics B and C) and from water sector and the industrial sector subject to waste water treatment, including desalination or demineralisation plants (sub-topic D).
- In the long term, this should contribute to a thriving, sustainable and circular bio-economy, the development of new business models that are synergic with other economic sectors, and therefore to the creation of wealth and quality jobs in rural areas.

## CE-RUR-08-2018-2019-2020: Closing nutrient cycles

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- replace non-renewable mineral fertilisers, hence reducing the environmental impacts and risks related to depletion (sub-topics A, B, C and D);
- balance nutrient concentrations between agricultural and industrial sectors, increasing resource efficiency (sub-topics A, B and C);
- reduce the environmental impacts of the production of nutrients present in waste flows, to the emissions of greenhouse gases, or to the production of fossil-based fertilisers (sub-topics A, B, C and D);
- develop new business models created from agri-food, fisheries, aquaculture or forestry by-products (sub-topics B and C) and from water sector and the industrial sector subject to waste water treatment, including desalination or demineralisation plants (sub-topic D).
- In the long term, this should contribute to a thriving, sustainable and circular bio-economy, the development of new business models that are synergic with other economic sectors, and therefore to the creation of wealth and quality jobs in rural areas.

*1st try...  
But we didn't succeed.*



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**Let's try again, learning from previous experience.**



## People that will be involved in the proposal preparation

- Project coordinator
- Technical experts
- Administrative experts
- Consortium - Core group!

Different roles are required and must be well defined since the beginning!



## Terms / Basis of the Call

- Read carefully all the documentation related to the call
- Make sure your project fits well with the selected topic
- Identify all key documents and analyze them well



**Prepare a clear and concise Concept Note**





## Creation of the project Consortium

- Call requirements: How many partners? What country is it from? Profiles?
- Which entity should be the coordinator?

Creating a consortium that meets the requirements of the call IS NOT ENOUGH !!

- Leading European entities in the sector?
- Partners who have participated in the definition of the topic?

Create a long-term  
network / networks to  
position your institution

Include strategic  
partners thinking about  
future calls

Make yourself as  
much visible as  
possible!

## European Innovation Partnerships





## NATIONAL CONTACT POINTS



**Communication Strategy**





## Documents to be prepared – The importance of the Word document!

- Follow the structure
- Clearly identify the points to be evaluated
- Do not include excessive data, but do not assume general knowledge
- Very important to accompany the text of tables, graphs and summaries
- Clarity, ease of speech and expression
- Quantification, Specification and credibility (Mass balances, current market situation with specific values, TRL, risk assessment and contingency plan)

## The evaluator...



**Put yourself in his place!**

Participating in the evaluation process is highly recommended:

- You can see/know the funding programmes from other perspectives.
- It's highly useful to know the most common errors made.

### Guidance for evaluators of Horizon 2020 proposals

Version 1.1 of 26 September 2014

*The below information serves as guidance both for applicants and evaluating experts. The questions are frequently asked about Horizon 2020 proposals.*

History of Changes			
Version	Date	Change	Page
1.1	26 Sept 2014	Update to the description of the impact criterion	2

#### 1. How should Innovation be addressed and evaluated in proposals?

Horizon 2020 supports all stages in the research and innovation chain and a natural integration and continuum of activities. It provides seamless funding embracing frontier research, basic and applied research, technology development and integration,

- A successful proposal must be built from a very well defined concept and idea.
- It is crucial to be totally in line with the topic description.
- Start with defining a good project concept and a strong WP structure and methodology.
- Choose the most relevant partners and define a core group that may help you in developing the proposal. WP leaders are a key element during the preparation of the proposal but also if the project is funded.
- Work since the beginning with your National Contact Point.
- Be careful when preparing the budget, and be sure that all the relevant items are included. It is highly recommended not to leave the budget for the end.
- Ask someone totally external from the working team to review in detail your project proposal.
- Don't forget about the Participant Portal! There can be some surprises in the last minute!







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# Thank you!

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