



CREATE-NET success story in H2020 : *Recommendations*

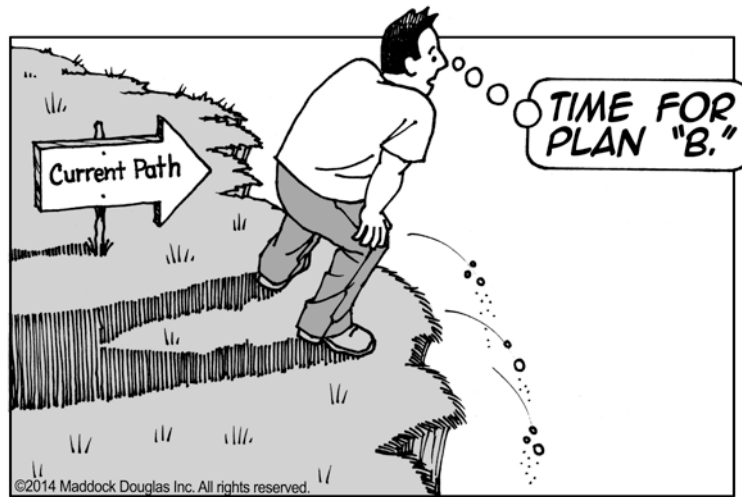
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Paola Baruchelli, Business & Cooperation

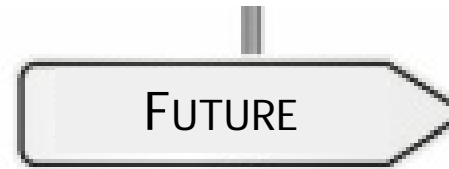
CREATE-NET success in H2020 projects



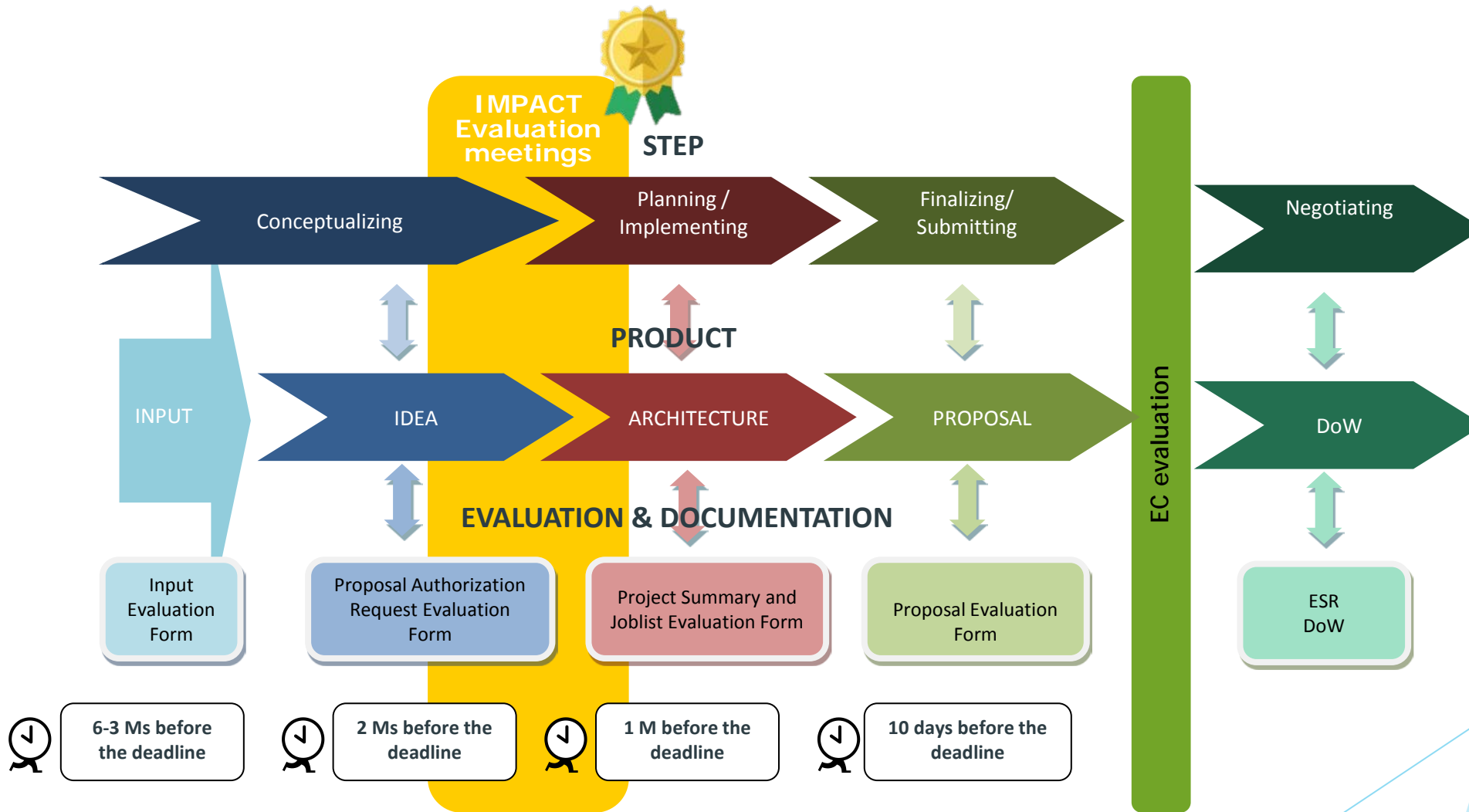
CREATE-NET ranked 27th as Italian participant in EC projects. Focused on technical excellence.



European Commission launched the new H2020 funding programme with new objectives, challenges and rules. INNOVATION FOCUS

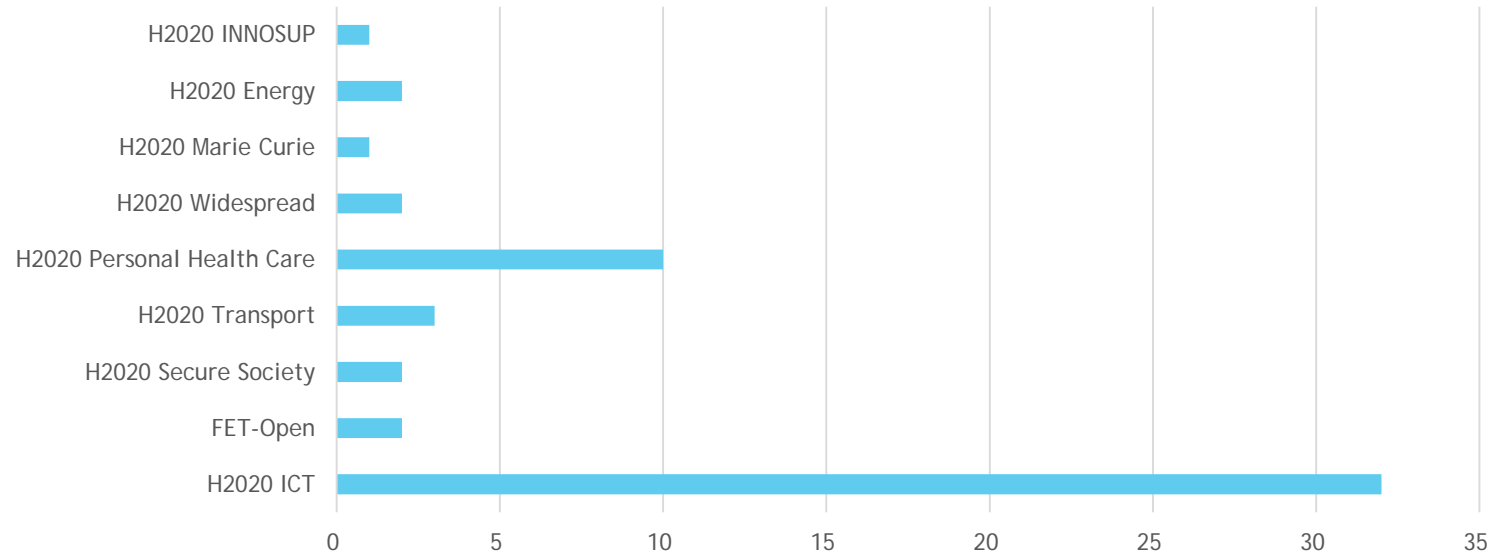


CN Proposal Development Procedure



CREATE-NET participation in H2020

CREATE-NET proposals per workprogramme



*Winning
Proposals*

10 approved proposals
Success rate * = 1/5.5
(FP7 1/4)

EC average Success rate = 1/8
(FP7 1/5)

2014	2015
6 RIA	2 RIA
1 IA	1 ICA

H2020 Projects evaluation - 2014-2015

	Average
Excellence	4.58
Impact	4.63
Implementation	4.45
Total	14.33

Partnership per Organization type

- ✓ 54% industry average
- ✓ SME 14% of the consortium
- ✓ Presence of market multipliers
- ✓ 15 partners in average (6 minimum, 23 maximum)

Why we won:

- Technical and Market Knowledge
- Strong and complementary Partnership
- Internal proposal development procedure
- Strategies and Actions during proposal preparation

Why we failed:

- No clear state of the art analysis (commercial outlook was not fully analysed)
- Lack of credibility and feasibility of the approach proposed
- Non industries/SMEs in the consortium
- No indications about how to activate and involve the stakeholders
- No-well-defined exploitation plans

CREATE-NET successful proposal writing (ESR)

- ✓ Strong State of the Art and credible results beyond it
- ✓ Clear outline of the architecture
- ✓ Use of open source software, open standards
- ✓ Big data capabilities

- ✓ Credible scenarios/use cases
- ✓ Clear, credible, suitable and ambitious approach
- ✓ Pragmatic and credible user involvement
- ✓ Complementary partnership

- ✓ Interoperability, scalability, openness, international standards, etc.
- ✓ Key Innovation potential
- ✓ Credible Business/Financial/Legal models
- ✓ Well structured and real individual IPR, dissemination and exploitation plans
- ✓ Added value of the proposed new solution

Scientific evidence



Implementation capability



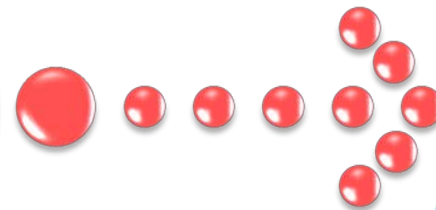
Future Implementation / Exploitation



Management Capability



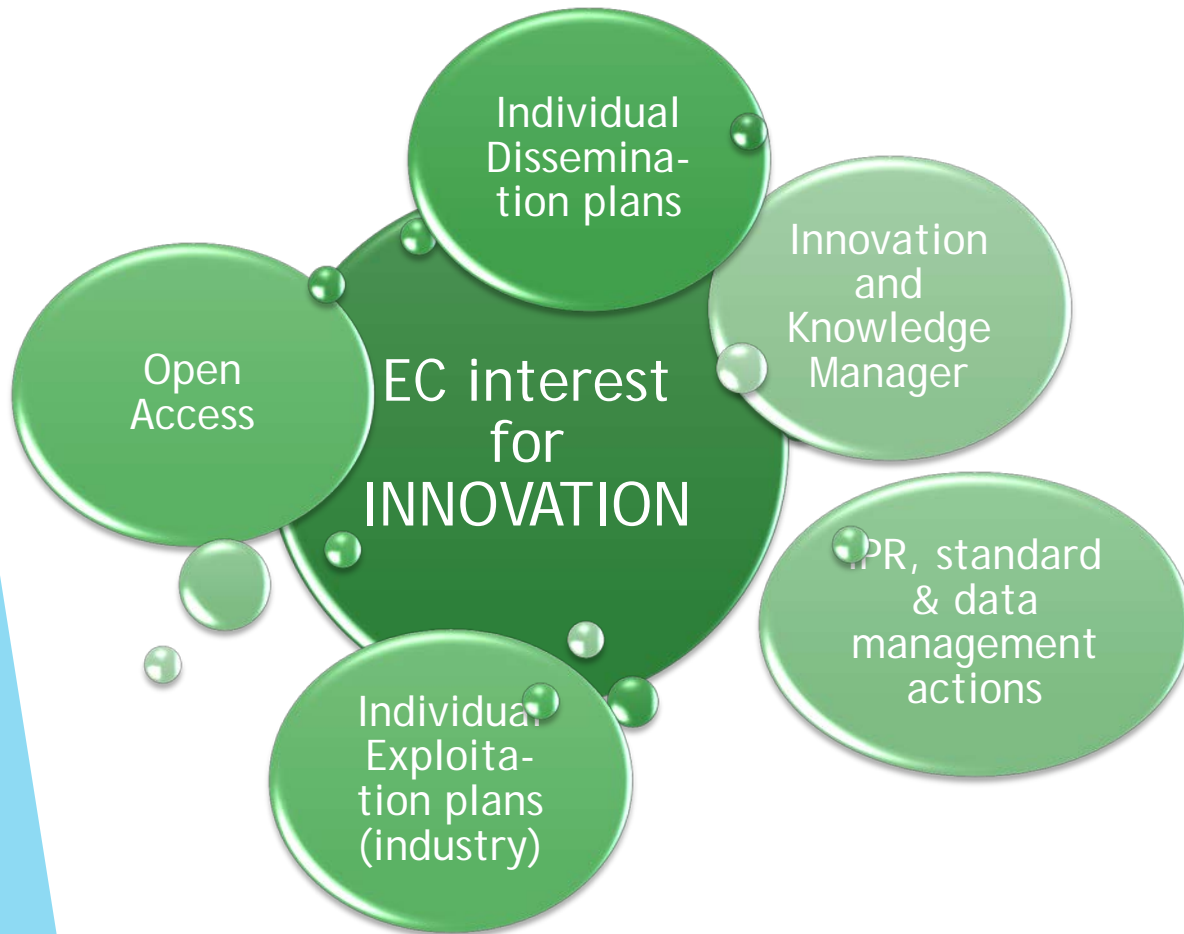
Coherence
Clarity
Credibility



- ✓ Clear and relevant KPIs
- ✓ Well structured and balanced workplan
- ✓ Good and balanced effort and budget distribution
- ✓ Well described and appropriate management structure
- ✓ Credible and complete risk analysis
- ✓ IMT, KMT



Some recommendations from ESR



Necessary

improvements:

- ✓ Improving the Gantt chart with task interconnections
- ✓ Considering gender issues at least in the project team
- ✓ Going beyond the standard description of management structure, risk analysis, dissemination, exploitation, ...
- ✓ Give clear metrics to facilitate reviewers during the review of the impact claims

CREATE-NET recommendations ...

The *background* of the work programme, its history, its rationale. NCP, Experts and Officers are important witnesses here.

Successful proposals

Political choices
(international cooperation and national plans)

Call strategic choice
(statistics, Info Day, participants, ...)

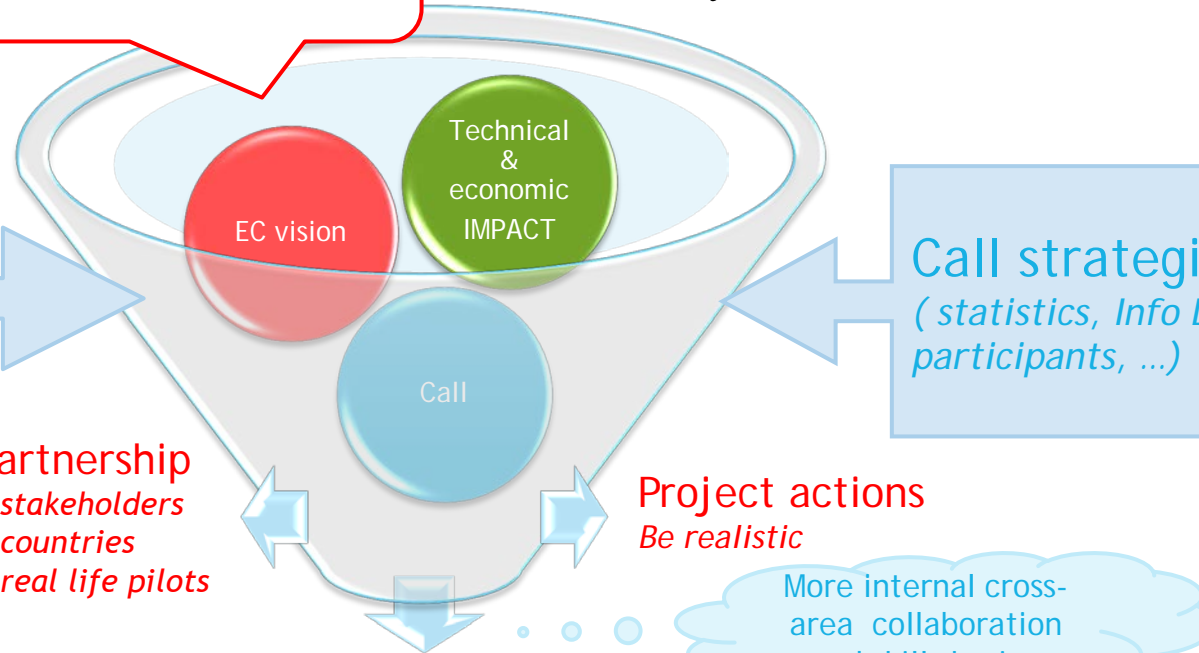
Partnership
≠ stakeholders
≠ countries
≠ real life pilots

Project actions
Be realistic

More internal cross-area collaboration and skill sharing

Project idea
Be different, have deep impact!

Clear presentation
Clear Product Market Fit
Decrypt EC messages



AGILE

Adoptive Gateways for diverse muLtiiple Environments

Research and Innovation Action - H2020 - ICT30a-2015

Excellence: 4.5/5

Impact: 5/5

Implementation: 5/5

14.5/15

Weakness

Need of better definition of the measures to validate the performance

Strength

Good combination of industry and individuals
Appropriate and credible concept and approach

Lesson Learnt

Crowdfunding and bootcampstartups and source forge and GitHub platforms

Substantial enhancement of innovation capacity

Good impact description
Communication and exploitation approaches are well structured with a key focus on the target audiences

Well described critical risks

high degree of complementarity amongst the consortium partners and there is a very good match between the experience and expertise of particular partners and their responsibilities in the project



Grazie

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