

# **FP7 Training**

## **HOW TO OBTAIN FP7 FUNDING**

### ***Learning from the experiences***

**Europe for Business Limited**  
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*E4B is a European Consulting company specialising in the identification of relevant European Union grant opportunities for European organisations. E4B operates throughout the European Union and provides a comprehensive Project Analysis Service, which gives information on the range of available funding options and opportunities. In particular relation to EU funding, E4B covers: eligibility assessment for EU funding, the creative development of project ideas, project definition, planning, structuring and design, preparation of funding proposals, and negotiation with the European Commission and with local and regional government agencies. These skills are backed by additional research capability and an experienced administrative infrastructure.*

E4B is member of RIBN Research Innovation Business Network and working with several partners in New Member States, Associate Countries (Croatia, Turkey). and Western Balkans. Clients have been located in the UK and elsewhere in Europe, the US , Latin America , ASIA and Australia. They include Private companies, ranging in size from multinationals to small businesses, and including manufacturers, distributors, retailers, utilities and professional advisers e.g., Educational institutions e.g.( University of North London (UK), Technical University of Rouen (France), Polytechnic of Turin (Italy), Business Incubators I3P, University of Venice (Italy), Local and Regional government e.g Brighton and Hove Council (UK) , Comunitad Valenciana (Spain).

**Leonardo Piccinetti** is Managing Director of Europe for Business. He consults the European research community on issues relating to Lisbon Strategy, Framework Programme 6/7 (FP6 and FP7), Financial Perspectives and the Competitiveness and Innovation Programme (CIP). Leonardo is also RTD senior consultant for Emilia-Romagna Region. The main projects followed by Leonardo focused to RTD ,Innovation and SMEs (CORIN, NEAC, RUISNET, GROW, MERIPA, FISH-SME,E-RAIN).

The main areas he covered were SMEs, Innovation, and EU Enlargement. Leonardo Piccinetti has ten years of international experience in the field of EU consulting and academic experience (lecturer in University of Milan, Trieste, Naples, Aquila, Exeter) in regional studies with special interests in Lisbon Strategy, Innovation, and Governance with more twenty publications. Since 2001 he is PhD student in Regional Studies at Newcastle upon Tyne University, focusing in EU Enlargement implications for Regional Policy in cross border regions. In 1999, he finished his Master in European Studies at Sussex European Institute in University of Sussex , where the for his thesis he did a research project of Structural Funds evaluation in Italian Objective 2 regions.

**COSMO Innovate Center** is an international consulting company.

We offer consulting services for producing, service and trade enterprises. Cosmo Innovate Center is macedonian leader in unformal life-long and in-site education in the companies, legal-economic, financial and marketing outsourcing consulting, projecting and consulting in productive-energetic technologies and building.

Cosmo Innovate Center supplies TQM (Total Quality Management) consulting programme for producing service and trade companies. The aim of this programme is to provide solid platform from which the enterprise will be able to realize sale and marketing, and at the same time to provide economically effective and qualitative management system of the enterprise.

### Rationale

The approval process of FP7 is now entering into action since the European Commission proposals were first launched in April 2005. With a proposed budget of more than 50 billion euro, a seven year duration and proposals to

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drastically simplify its operation and management, the proposed Programme will clearly present exciting opportunities for the research community both in the EU and internationally. However, the lessons learnt from FP6, have clearly indicated

the importance of getting informed early on and building a strategy towards the new Programme as soon as possible, otherwise the opportunities may be lost. In order to promote/encourage effective international scientific EU cooperation strategy at European level, a coordination of national and regional policies and programmes of Member States and Associated States is essential to fulfil the commitments made in the S&T bi-regional and bi-lateral dialogues.

The first phase of the training (**modul1 – modul4 of the agenda**), which introduces to the applicants the entire process of proposal preparation and the work involved in the process. Topics within the first phase of the FP Coaching Modules include among others “From Idea to Paper”, “Understanding the EC’s Calls for Proposal Procedure”.

Upon passing this phase, the second phase will enable applicants to further their knowledge in the area of project management and the implementation of the different aspects of the project itself. The topics of the second phase are: **Module 5: Legal and Financial Rules in Framework 7, Module 6: How to Find the Best Partners, Module 7: How Proposal are Evaluated, Module 8: How to Write the ‘Potential Impact’ of the Proposal, Module 9: How to Write the ‘Project Implementation’, Module 10 How to Streamline Proposal Writing**

Europe for Business provides the training course and the course manual material (i.e. Project application forms, Commission calls for proposal, partner-search templates, project examples etc.)

The briefing will be led by Leonardo Piccinetti, from Europe for Business Ltd a an experienced R&D funding professional. Leonardo has strong experience in providing practical advice and training courses on FP7.

## HOW TO OBTAIN FP7 FUNDING

### Who is the seminar for?:

- Anyone from private or public organizations that is responsible for FP7 project preparation, writing and managing
- Universities and other institutions of higher-education
- Research institutes

### Programme:

#### 9.00 – Registration

#### 9.30 – Introduction

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- Opening speech Blerim Zlatku , Economic Chamber of North West Macedonia (director )
- Opening speech, Agency for promotion of entrepreneurship of Republic of Macedonia

**9.45 – FP7 opportunities in Macedonia** (dr.Anita Grozdanov, Macedonian FP7-NCP for SME & NMP)

**10.30 – How to obtain FP7 funding** (dr. Leonardo Piccinetti, EFB UK)

### Module 1: A Quick Overview of Framework 7

- Sources of Information on Framework 7
- The Structure of Framework 7
- Terminology used in Framework 7
- The Secrets of Framework Proposals

### Module 2: Who's Who in Framework 7

- Who decided the Structure of Framework 7
- Who prepared the work programmes for the Research Priorities
- Who's Who in the Technology Platforms
- Background to the Evaluation Criteria
- Key websites on the Who's Who in Framework 7

**11.15 – 11.30 Coffee break**

### Module 3: The Research Priorities in Framework 7

- Cooperation ( 10 Research Priorities)
- Ideas (Frontier Research) (European Research Council)
- People (Marie Curie)
- Capacities

### Module 4: The Funding Schemes

- Collaborative Projects (CP)
- Networks of Excellence (NoE)
- Coordination and Support Actions (CSA)
- Research for SMEs and Associations
- Marie Curie Fellowships
- Article 169 and Article 171
- A strategy for using the different instruments
- Key websites and statistics on the Funding Schemes

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12.30 – Q&A

13.00 Conclusions

Seminar will be in English language. Participants' will receive the presentations on CDs.

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