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# IDP European Consultants

## Defining the landscape of EU funding

March 2025

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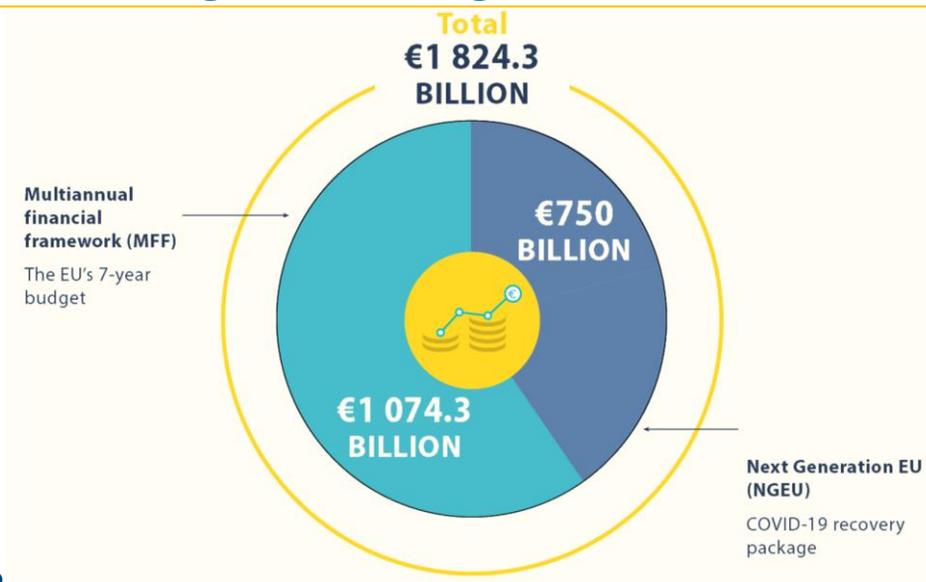
## What we will look at today...

1. How much money is there in Europe
2. Why is this money there
3. How to get there
4. What are the “Centralised Programmes”
5. What is funded
6. How does it work

## Caveats

1. Today a general intro
2. General rules and principles
3. Most answers may start with “it depends...”
4. We are squeezing 1 week in 2 hours
5. Ask questions...chat, video, audio...in any language

## The EU long-term budget 2021-2027



## The programming period 2021-2027

EU's "Long-Term Budget" of 7 years

Agreed by the Parliament & Council, on proposal of Commission  
MFF is the financial blueprint of Europe for the EU Commission to plan, invest and control

Commission's proposal of 2018 \*

This MFF is the result of complex negotiations

Current programming period is the result of "good old days"

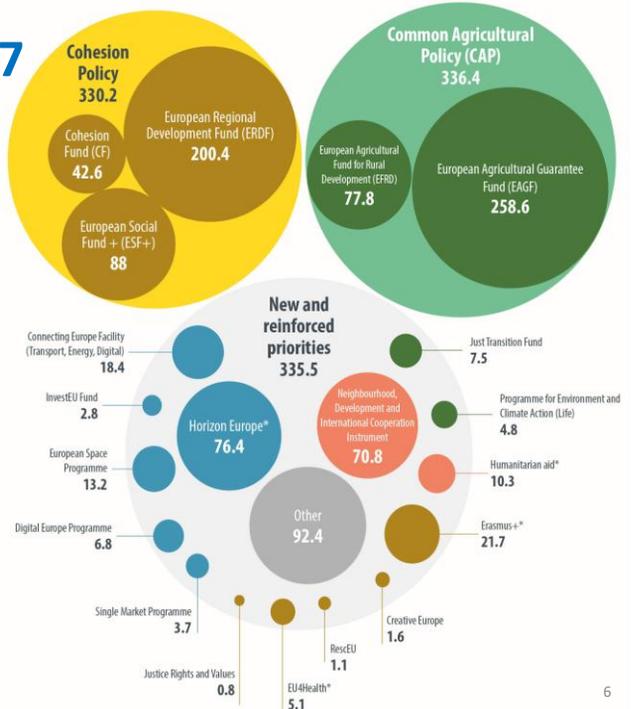
Geopolitical challenges; Brexit; anti-EU sentiment; COVID

## EU budget trends to 2027

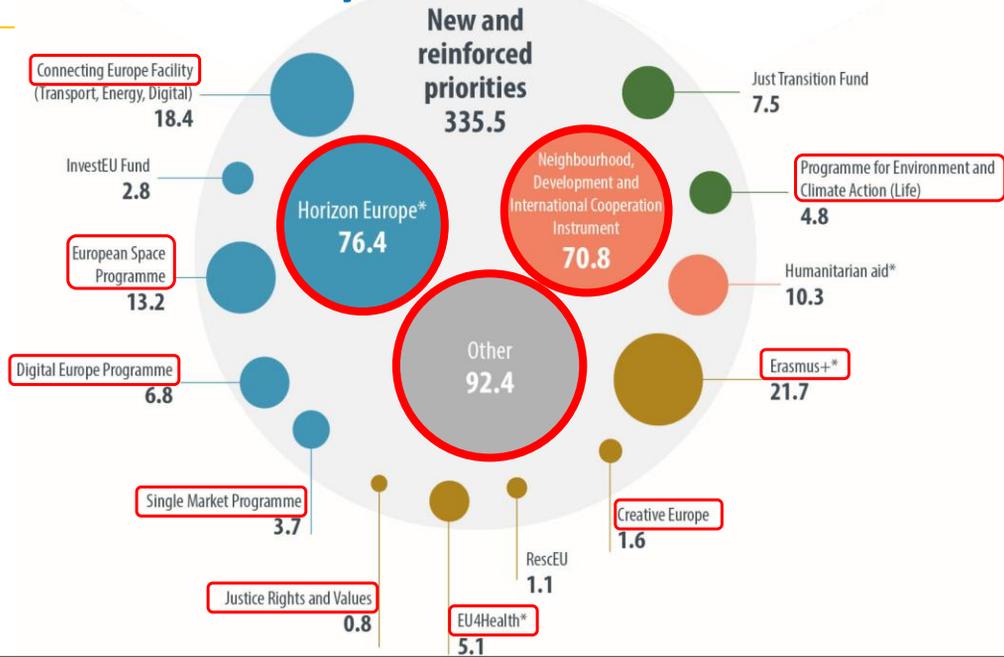
€ billions

Multiannual Financial Framework  
2021 to 2027

Good news...funds are here to stay



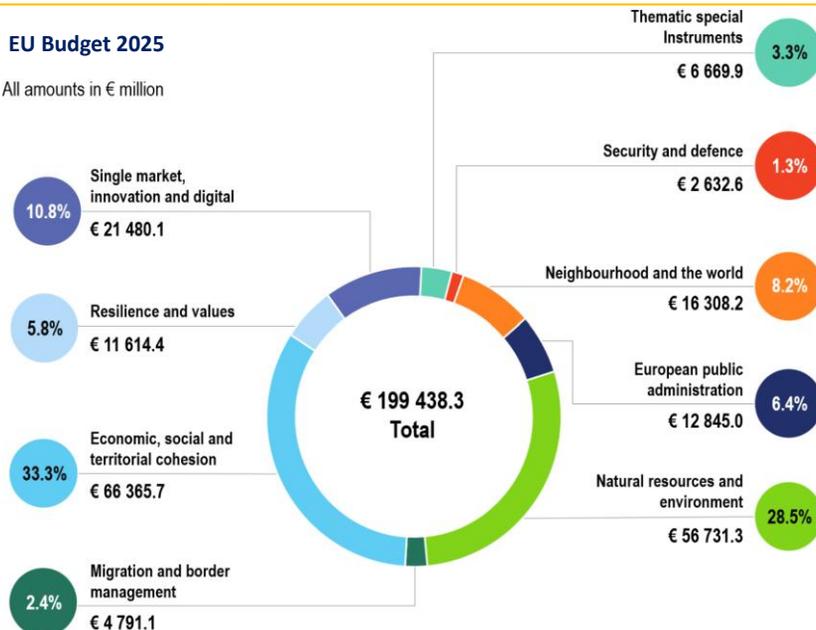
# Where is the money?



# The 2025 budget € 200 billion

## EU Budget 2025

All amounts in € million



## Why is the EU spending so much money?

- Promote Single Market
- Alleviate / overcome fragmentation
- Facilitate cross-border collaboration
- Support EU policies and strategies

## How to get to the EU budget...3 streams

### Structural Funds

- infra investment + activities
- Managed locally (in IT regions)
- In nat'l language
- No need of int'l consortium
- For local socio-econ dev.
- Local dynamics of managing authority

Grant

Grant Agreement

### Centralised Programmes

- Finances soft activities
- Managed centrally by EU
- In EN
- Requires int'l consortium
- For EU policies / strategies
- Follows EU planning

Grant

Grant Agreement

### Procurement

- Does not "finance"!
- Managed by buying entity
- All 24 languages (preferably EN)
- Purchase on the market
- Goods, services, works
- Follows buyers' plans

Payment

Contract

## Today we focus on EU Programmes

### Structural Funds

- Finances infra + soft
- Managed locally (in IT regions)
- In nat'l language
- No need of int'l consortium
- For local socio-econ dev.
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- Grant
- Grant Agreement

**LOCAL LEVEL**

### Centralised Programmes

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**Next Webinar**

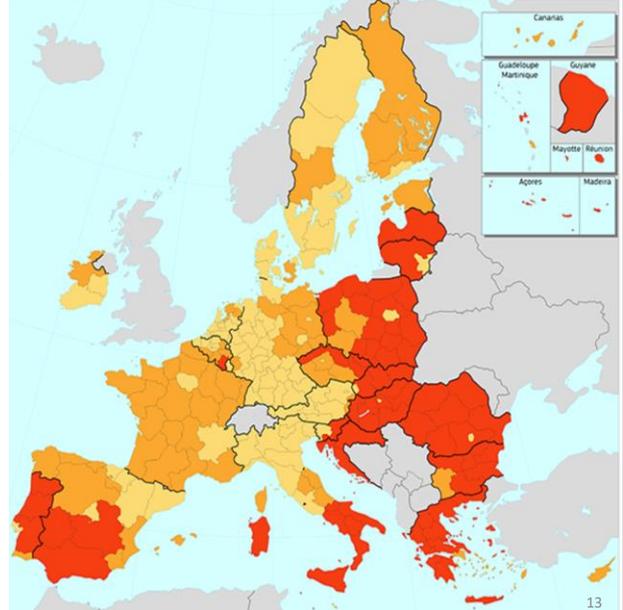
## Structural Funds – just an overview

- 1. Smarter Europe:** innovation, digitisation, economic transformation and SME
- 2. Greener, carbon free Europe:** energy transition, renewables and climate change
- 3. More Connected Europe:** strategic transport and digital networks
- 4. More Social Europe:** social rights and inclusion, employment, education, skills, healthcare
- 5. Europe closer to citizens:** local development strategies and urban development

# Cohesion policy: local socio-econ dev.

Categories of regions

- Less developed regions (GDP/head (PPS) less than 75% of the EU-27 average)
- Transition regions (GDP/head (PPS) between 75% and 100% of the EU-27 average)
- More developed regions (GDP/head (PPS) above 100% of the EU-27 average)



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# Great resource managed locally

## Allocation for Italy

2021-2027 ~ € 43 billion  
(+10 compared to previous MFF)

Italy	less developed	30,087,875,362	71%
Italy	transition	1,528,379,181	4%
Italy	more developed	9,533,690,718	23%
Italy	JTF	1,029,588,558	2%



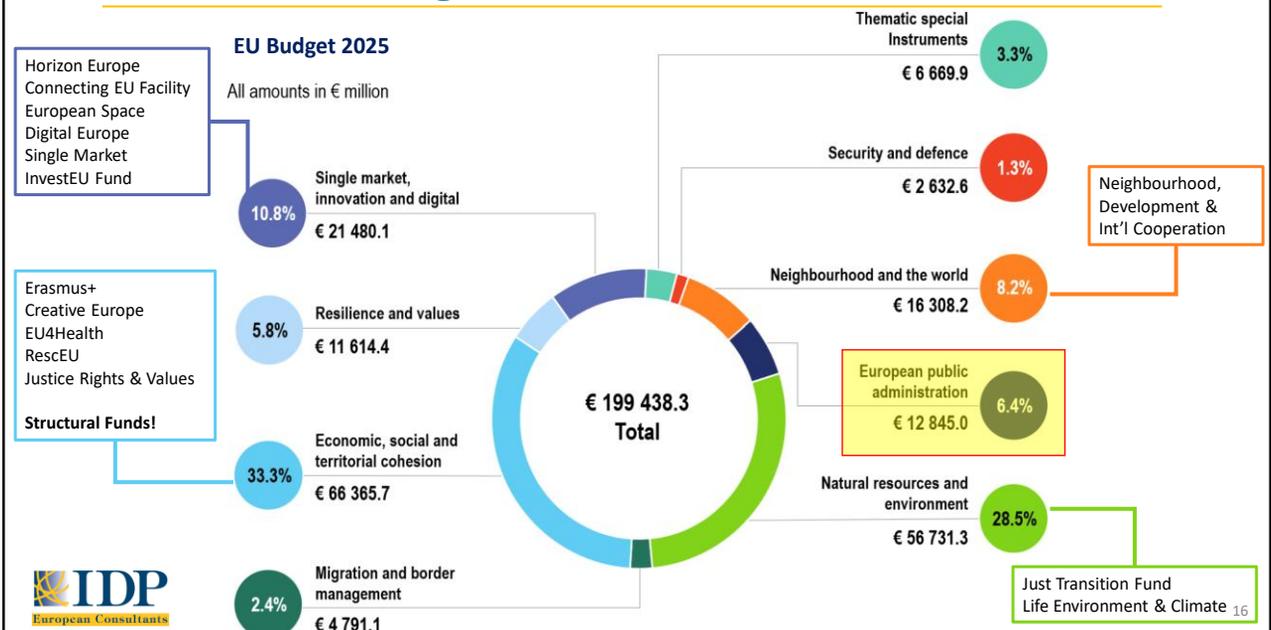
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## Where does the EU put money?

- All sectors...
- One programme per policy
- Each programme structured in sub-programmes
- Same idea/topic can fit different programmes

## The 2025 budget € 200 billion



## EU Agencies and programmes

<u>CINEA</u>	Climate, Environment and Infrastructure
<u>EACEA</u>	Education and Culture
<u>HADEA</u>	Health and Digital
<u>EISMEA</u>	Innovation Council and SME
<u>ERCEA</u>	Research Council



Single Market



## How many EU funding programmes?

Huuuummm...40 something? We usually say “more than 300 funding lines...”

Each programme has “sub-programmes”

A programme per “policy domain”

...check this out...



## Activities

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### NO Structural Investment

Admitted only those instrumental and limited to % of budget

#### “non structural” activities

Pilot projects

Exchanges

Cooperation

Research & Development

Studies

Awareness / Best Practices

Mobilities

## Financial aspects

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Grant

Concept of co-financing

Maximum funding %  
(max in €)

Projects should not be for **profit**

## Financial aspects / Covering the remainder %

Own funds

Public funding (NO UE - no double EU funding)

External Sponsors

Project income

In kind contribution (!!)

**(G)** Contribution in kind (G)

As already stated above (*section 3.1*), contributions in kind are not taken into account for the calculation of the co-financing and are not considered as eligible costs.

For more information please refer to section 6.4. below.

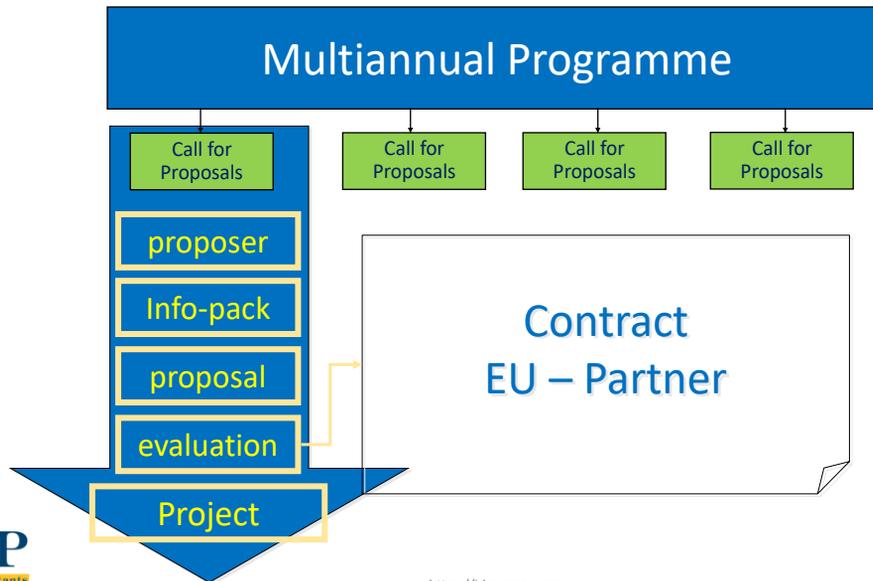
## Financial aspects / Disbursement

Advance payment (30-70%)

Intermediate disbursement (reporting)

Balance (final reporting)

## Definitions



## Beneficiaries: legal entities

“technical and financial” capacity

Public (local authorities)

Private (start-up, SME and corporations)

No profit

University/Academy/Research Center

Individuals (only as recipient of scholarship)

## International consortium

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An eligibility requirement for the proposal \*

Informal consortium based on letters

Between the partners, signed by legal representatives

Application Form with partners data

Consortium agreement: regulates relation among partners

## Features of EU funded projects

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1. Innovative Character
2. Sustainability / Multiplier Effect
3. European Added Value

## How does it work?

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- EU funding programme on a sector runs for 7 years
- Each year the EU publishes a Call for Proposals  
(multiple Calls per year)
- Consortia put together a proposal
- EU evaluates proposals and selects
- Sign a Grant Agreement
- Start implementation

## EU funding programmes

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<b>Why</b>	Support EU policies and strategies
<b>How</b>	Grant funding
<b>When</b>	2021 – 2027 with yearly Calls
<b>Where</b>	EU (+ third countries depending on programme)
<b>What</b>	Fund activities
<b>Who</b>	Managing authority = EU Commission Beneficiary = private sector / public authorities universities / third sector

## Pros & Cons of EU funding...

- Free money
- Predictable
- Cross-sectorial
- Lead to innovation
- Image booster / networking
- Need cash-flow
- Long lifecycle
- Very competitive = hard to get
- “Expensive” (time & effort)
- Jargon barrier

Multiannual Financial Framework  
2021 - 2027

20% Success Rate



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## Typical lifecycle



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## EU funded projects: reality check!

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Low success rate  
 High intensity preparation  
 Partial funding of activities  
 Mandatory reporting  
 International consortium

## Turing the table...

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Low success rate	Makes me competitive
High intensity preparation	Organic when you know what you are doing
Partial funding of activities	Subsidising my mission
Mandatory reporting	Implementation discipline
International consortium	Networking, value chain integration, internationalisation

# Browse opportunities



European  
Commission

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

English

Register

Login



SEARCH FUNDING & TENDERS

HOW TO PARTICIPATE

PROJECTS & RESULTS

WORK AS AN EXPERT

SUPPORT

Find calls for proposals and tenders

ERA corona platform

Brexit info

Report fraud

Search calls for proposals and tenders by keywords, programmes...

Search

## EU Programmes

### Programming period 2014-2020

3rd Health Programme  
(3HP)

Asylum, Migration and  
Integration Fund (AMIF)

Consumer Programme  
(CP)

Creative Europe (CREA)

Europe Direct (ED)

European Defence  
Industrial Development  
Programme (EDIDP)

EU Aid Volunteers  
Programme (EUAID)

European Solidarity Corps  
(ESC)

Erasmus+ Programme  
(EPLUS)

Europe For Citizens (EFC)

European Maritime and  
Fisheries Fund (EMFF)

European Statistics

Innovation Fund

EU External Action

Hercule III (HERC)



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## News

29 Dec, 2020

### Finding Calls for Tenders on the Funding and Tenders Portal

The EuropeAid website has been phased-out for Calls for Tenders but not for Calls for Proposals. External partners are invited to transition to the Funding and ...

18 Dec, 2020

### DIGIT Support for eGrants and eProcurement external users are moving together

Within the context of the Synergies and Efficiencies Initiative, the DIGIT Support teams for eProcurement and for eGrants (GMSS) are now joining their forces un...

18 Dec, 2020

### Attention: Phishing attempts through the contact functionality of the F&T Portal

Several Funding & Tenders Portal users reported to us that they received emails through the contact form of the F&T Portal ('Contact LEAR', 'Contact Pro...

# Proposals look like this...

## 1. Excellence

Your proposal must address a work programme topic for this call for proposals.

This section of your proposal will be assessed only to the extent that it is relevant to that topic.

### 1.1 Objectives

- Describe the overall and specific objectives for the project<sup>1</sup>, which should be clear, measurable, realistic and achievable within the duration of the project. Objectives should be consistent with the expected exploitation and impact of the project (see section 2).

### 1.2 Relation to the work programme

- Indicate the work programme topic to which your proposal relates, and explain how your proposal addresses the specific challenge and scope of that topic, as set out in the work programme.

### 1.3 Concept and methodology

#### (a) Concept

- Describe and explain the overall concept underpinning the project. Describe the main ideas, models or assumptions involved. Identify any inter-disciplinary considerations and, where relevant, use of stakeholder knowledge. Where relevant, include measures taken for public/societal engagement on issues related to the project. Describe the positioning of the project e.g. where it is situated in the spectrum from 'idea to application', or from 'lab to market'. Refer to Technology Readiness Levels where relevant. (See [General Annex G of the work programme](#)):

## 1.4 Ambition

- Describe the advance your proposal would provide beyond the state-of-the-art, and the extent the proposed work is ambitious.
- Describe the innovation potential (e.g. **ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models**) which the proposal represents. Where relevant, refer to products and services already available on the market. Please refer to the results of any patent search carried out.

#### (b) Methodology

- Describe and explain the overall methodology, distinguishing, as appropriate, activities indicated in the relevant section of the work programme, e.g. for research, demonstration, piloting, first market replication, etc.
- Where relevant, describe how the *gender dimension*, i.e. sex and/or gender analysis is taken into account in the project's content.

Please note that this question does not refer to gender balance in the teams in charge of carrying out the project but to the content of the planned research and innovation activities. See *gender analysis* refers to biological characteristics and social/cultural factors respectively. For guidance on methods of sex / gender analysis and the issues to be taken into account, please refer to [http://ec.europa.eu/research/swafs/gendered-innovations/index\\_en.cfm?pb=home](http://ec.europa.eu/research/swafs/gendered-innovations/index_en.cfm?pb=home)



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# Horizon eForm

## 2. Impact

### 2.1 Expected impacts

**⚠ Please be specific, and provide only information that applies to the proposal and its objectives. Wherever possible, use quantified indicators and targets.**

- Describe how your project will contribute to:
  - each of the expected impacts mentioned in the work programme, under the relevant topic;
  - any substantial impacts not mentioned in the work programme, 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
- Describe any barriers/obstacles, and any framework conditions (such as regulation, standards, public acceptance, workforce considerations, financing of follow-up steps, cooperation of other links in the value chain), that may determine whether and to what extent the expected impacts will be achieved. (This should not include any risk factors concerning implementation, as covered in section 3.2.)

### 2.2 Measures to maximise impact

- Dissemination and exploitation<sup>2</sup> of results
- Communication activities<sup>5,6</sup>



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## 3. Implementation

### 3.1 Work plan — Work packages, deliverables

Please provide the following:

- brief presentation of the overall structure of the work plan;
- timing of the different work packages and their components (Gantt chart or similar);
- detailed work description, i.e.:
  - a list of work packages (table 3.1a);
  - a description of each work package (table 3.1b);

### 3.2 Management structure, milestones and procedures

- Describe the organisational structure and the decision-making (including a list of milestones (table 3.2a))
- Explain why the organisational structure and decision-making mechanisms are appropriate to the complexity and scale of the project.
- Describe, where relevant, how effective innovation management will be addressed in the management structure and work plan.
 

**⚠ Innovation management is a process which requires an understanding of both market and technical problems, with a goal of successfully implementing appropriate creative ideas. A new or improved product, service or process is its typical output. It also allows a consortium to respond to an external or internal opportunity.**
- Describe any critical risks, relating to project implementation, that the stated project's objectives may not be achieved. Detail any risk mitigation measures. Please provide a table with critical risks identified and mitigating actions (table 3.2b)

# Standard sections

### 3.3 Consortium as a whole

**⚠ The individual members of the consortium are described in a separate section 4. There is no need to repeat that information here.**

- Describe the consortium. How will it match the project's objectives, and bring together the necessary expertise? How do the members complement one another (and cover the value chain, where appropriate)?
- In what way does each of them contribute to the project? Show that each has a valid role, and adequate resources in the project to fulfil that role.
- If applicable, describe the industrial/commercial involvement in the project to ensure exploitation of the results and explain why this is consistent with and will help to achieve the specific measures which are proposed for exploitation of the results of the project (see section 2.2).

### 3.4 Resources to be committed

**⚠ Please make sure the information in this section matches the costs as stated in the budget table in section 3 of the administrative proposal forms, and the number of person months, shown in the detailed work package descriptions.**

Please provide the following:

- a table showing number of person months required (table 3.4a)
- a table showing 'other direct costs' (table 3.4b) for participants where those costs exceed 15% of the personnel costs (according to the budget table in section 3 of the administrative proposal forms)

Table 3.1b: Work package description

For each work package:

Work package number	Lead beneficiary			
Work package title				
Participant number				
Short name of participant				
Person months per participant:				
Start month			End month	

Objectives

Description of work (where appropriate, broken down into tasks), lead partner and role of participants

Deliverables (brief description and month of delivery)



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# Horizon Europe...in numbers

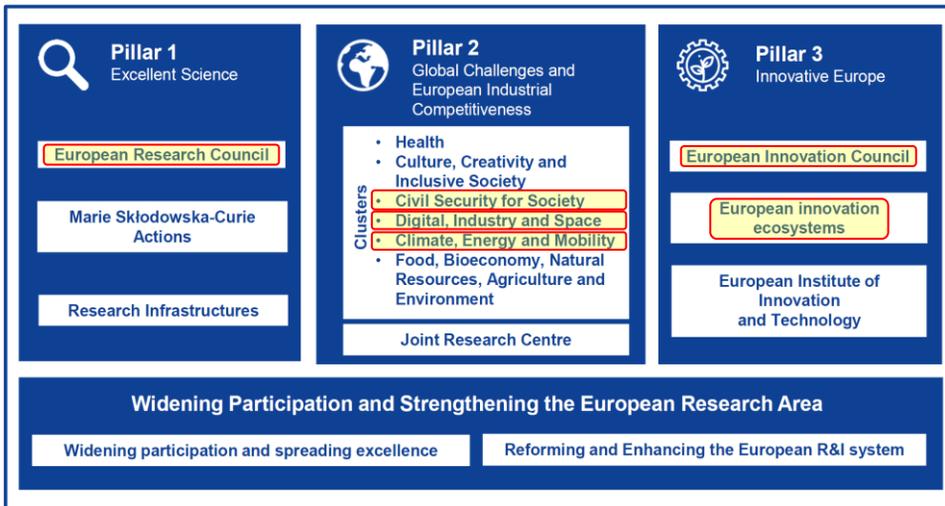
- 1 Programme
- 3 Pillars
- 5 Missions
- 6 Clusters

81 billion € \*



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# The MAP



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# EU Innovation Council

Support to innovations with breakthrough and disruptive nature and scale up potential that are too risky for private investors (**70% of the budget earmarked for SMEs**)

**European Innovation Council**  
– a one-stop-shop

Helping innovators create markets of the future, leverage private finance, scale up their companies, Innovation centric, risk taking & agile, proactive management and follow up

Two complementary instruments bridging the gap from idea to investable project

**Pathfinder: grants**  
(from early technology to pre-commercial)

**Accelerator: grants only & blended finance**  
(from pre-commercial to market & scale-up)



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# ...and entry points

Clusters	Areas of intervention	
<b>Health</b>	<ul style="list-style-type: none"> <li>Health throughout the life course</li> <li>Non-communicable and rare diseases</li> <li>Tools, technologies and digital solutions for health and care, including personalised medicine</li> </ul>	<ul style="list-style-type: none"> <li>Environmental and social health determinants</li> <li>Infectious diseases, including poverty-related and neglected disease</li> <li>Health care systems</li> </ul>
<b>Culture, creativity and inclusive society</b>	<ul style="list-style-type: none"> <li>Democracy and Governance</li> <li>Social and economic transformations</li> </ul>	<ul style="list-style-type: none"> <li>Culture, cultural heritage and creativity</li> </ul>
<b>Civil security for society</b>	<ul style="list-style-type: none"> <li>Disaster-resilient societies</li> <li>Protection and Security</li> </ul>	<ul style="list-style-type: none"> <li>Cybersecurity</li> </ul>
<b>Digital, Industry and space</b>	<ul style="list-style-type: none"> <li>Manufacturing technologies</li> <li>Advanced materials</li> <li>Next generation internet</li> <li>Circular industries</li> <li>Space, including Earth Observation</li> <li>Emerging enabling technologies</li> </ul>	<ul style="list-style-type: none"> <li>Key digital technologies, including quantum technologies</li> <li>Artificial Intelligence and robotics</li> <li>Advanced computing and Big Data</li> <li>Low-carbon and clean industry</li> <li>Emerging enabling technologies</li> </ul>
<b>Climate, Energy and Mobility</b>	<ul style="list-style-type: none"> <li>Climate science and solutions</li> <li>Energy systems and grids</li> <li>Communities and cities</li> <li>Industrial competitiveness in transport</li> <li>Smart mobility</li> </ul>	<ul style="list-style-type: none"> <li>Energy supply</li> <li>Buildings and industrial facilities in energy transition</li> <li>Clean, safe and accessible transport and mobility</li> <li>Energy storage</li> </ul>
<b>Food, bioeconomy, natural resources, agriculture and environment</b>	<ul style="list-style-type: none"> <li>Environmental observation</li> <li>Agriculture, forestry and rural areas</li> <li>Circular systems</li> <li>Food systems</li> </ul>	<ul style="list-style-type: none"> <li>Biodiversity and natural resources</li> <li>Seas, oceans and inland waters</li> <li>Bio-based innovation systems in the EU Bioeconomy</li> </ul>



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## Do not focus only on Horizon Europe

Any of the funding programmes can be of interest...

Go where the money is...

The starting point is to ask yourself key questions

Provide straightforward answers

And strategize in the medium-term

## How are proposals selected

<b>Idea</b>	relevance soundness of proposed approach
<b>Results</b>	impact ! impact !!
<b>Technical capacity</b>	consortium as a whole individual partner
<b>Work plan</b>	WPs, tasks, resources management structure
<b>Budget</b>	value for money

## An evaluator's perspective

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Applicants do not speak the same “language” of evaluators

Asymmetry of motivation...

Focus only on technical aspects of the proposal

Underestimate some “horizontal” aspects

Budgeting and financials

## Strategise

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Start by thinking of the activities you want to finance...

...not from the budget available through the programme

Simply put: your starting point is the idea and not the money

Use EU programmes as operational tool and not “funding only”

Position your organisation on mid-term plan

## Plan ahead

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Proposal writing is complex but extremely rewarding

The reward is not (only) financial, but also operational

reputation...networking...new opportunities and markets...

Look at it as a “cycle”, also with trial & error



## Next steps

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Step 1: Write down your idea

Step 2: Brainstorm with your network (peers, colleagues, etc)

Step 3: Tell an outsider about your project idea

Step 4: See if it fits an EU Programme

Step 5: If “YES”, then plan the next steps

Step 6: Gear up to submit in 2025 / 2026