



Building a proposal for FP7

Putting together Large Integrated Project proposal within

EU FPs

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Outline

- Why FP7?
- Lessons learned
- Opportunities and approach
- Some more Lessons
- “Bottom-line” summaries
- Practical guidelines
- Conclusion



Why focus on FP7?

- Science & Technology a necessary condition for development, not a luxury
- S&T partnerships a key driver of success
- Success breeds success
- Focus on S&T partnerships that makes science work locally and globally
 - NEPAD Consolidated Plan of Action



Lessons

- All about KNOWLEDGE
 - WHO you know
 - Who knows YOU
 - WHAT you know
 - WHEN you know it
 - WHERE you know it



Lessons

- All about KNOWLEDGE
 - WHO you know
 - Consortia is key – build networks
 - The Commission is very supportive
 - Personal contact matters
 - NCP networks – here and in EU



Lessons

- All about KNOWLEDGE
 - WHO you know
 - Who knows YOU
 - Consortia again -> do our EU colleagues know us?
 - Awareness of international dimensions of EU lower than expected (here and in Europe)
 - NCP Networks – here and in EU



Lessons

- All about KNOWLEDGE
 - WHO you know
 - Who knows YOU
 - WHAT you know
 - Know what the call is about – WORK PROGRAMME & CALL TEXT
 - Excellence is key – exists, but need to create awareness
 - Need for strategic fit – National & Institutional
 - Quality of proposals
 - NB: Scientific excellence: Science must advance the frontiers of knowledge



Lessons

- All about KNOWLEDGE
 - WHO you know
 - Who knows YOU
 - WHAT you know
 - WHEN you know it
 - Long lead times
 - Solicit Governmental support (e.g. seed money)
 - Need for strategic fit (institutional co-funding required)
 - Personal networks



Lessons

- All about KNOWLEDGE
 - WHO you know
 - Who knows YOU
 - WHAT you know
 - WHEN you know
 - WHERE you know it
 - Leader on xyz -> make it known and team up
 - Interesting case study, historic data, alignment
 - Targeted position within the R&D value chain
 - Portfolio approach (complementary)



More Lessons

- Link up with experience
- Knowledge walks on two legs: PEOPLE are the integrators
 - Exchanges
 - “Old” friends
 - ASK!!!
- Consortia integration often difficult



Opportunities & Approach

FP7

Prepare

Projects:

- ST-EAP
- ESASTAP
- EuroAfrica-ICT
- IST-Africa

Africa as a Partner

Support

- Align strategies
- Link to large scale initiatives

Build Capacity

Act

- Multinational partnerships
- Bilateral relationships
- SEED funding

Just DO it!

Deploy

- Multinational partnerships
- Bilateral relationships
- DONOR funding
- OWN funding
- Innovative support

A job



Some more specific Lessons

- Read the Work Programme
www.cordis.europa.eu/fp7
- Find a call
- Find a partner
- Organisational description, CVs short
- Demonstrate your value to the consortium
- Understand and answer the questions in the call!



Some more specific Lessons

- Prepare proposal abstract
- Develop scenarios,
- Develop a work package – become a WP leader
- Register as a Specialist Evaluator

www.cordis.europa.eu/fp7



The “Bottom Line”

- FP7 is highly competitive and excellence-based (not a development aid programme),
- You need excellent partners (locally, regionally and European)
- You need to take it seriously (must be strategically aligned to your plans)
- You need seed funding (pre-scoping, scoping and proposal writing)
- You need co-funding (when successful)

- Key ingredients for successful FP7 participation : Networking and Partner-matching
 - Finding top European partners.
 - It’s about the European Agenda. Successful FP7 proposals will rarely, except in a few isolated examples where the call is specifically targeting Africa, be initiated in or driven from Africa.



Practical Guidelines

- **Step 1: Early access to intelligence on what will be in the next call, to find out which areas will be of interest to you.**
 - Focus is on the European agenda (NOT aid or grant funding for local needs)
 - Excellence (Scientific and/or complementary case study)
 - Make sure it has not been done before! [GOOGLE!]
- **Step 2: Honestly determine where you have the capability and capacity to add value to a proposal.**
- **Step 3: Appoint a local Coordinator / Project Manager**
- **Step 4: Be clear on the source and availability of Co-funding**
- **Step 5: Team up for success 1: Seek out and partner with regional and national institutions / organisations that have a track record with the FPs**



Practical Guidelines (continued)

- **Step 6: Team up for success 2: Find the best European partners to link up with**
 - Proposal Coordinator / Leader (Let them worry about the intricacies of the FP7 rules)
 - Scientific collaborators who complement your capabilities.
- **Step 7: Organise a pre-scoping workshop (personal canvassing)**
- **Step 8: Attend the first Project Scoping Workshop**
- **Step 9: Be the perfect Team Player:**
 - Be organised and responsive and deliver required information on Brief and On Time as agreed.
- **Step 10: Whatever the outcome, Strengthen and build out your local, regional and European networks**
 - It's about building synergies and trust



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Conclusion: Try it!

- FP7 has a valuable role to assist the internationalisation of African R&D.
- The reality is that it is difficult to be successful, but it's not impossible to succeed, and success breeds success. Team up!
- In summary it is all about what is in the Call for Proposals, proposals should answer exactly what is asked, and to participate you need good European partners.



Thank you for your attention

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GOOD LUCK!!