



Science and Technology - Europe Africa Project



Building a proposal for FP7

Putting together Large Integrated Project proposal within

EU FPs

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Outline

- Why FP7?
- Brief history
- 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
 - 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)
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- 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.



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Thank you for your attention

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GOOD LUCK!!