

THE FRAMEWORK PROGRAMME FOR RESEARCH AND INNOVATION

HORIZON 2020

How to write a full proposal?

Our experience

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Jalal Es-Sbai

jalal.essbai@catalyze.nl

Introduction Catalyze

- ▶ **Catalyze** originated as spin-out company of the Drug Discovery Factory BV (DDF) group (www.drugdiscoveryfactory.nl)
- ▶ DDF is a holding company that transforms innovations into successful businesses. DDF scouts breakthrough discoveries on a national and international level and sets-up spin-off companies.
- ▶ In the 10 years of existence, DDF has established more than 25 companies, employing more than 200 professionals. Examples of companies are:
 - **Julius Clinical**: Academic Research Organization (CRO) performing clinical trials for pharmaceutical industry (www.juliusclinical.com);
 - **Oncodrone**: developing novel therapeutics for prostate cancer and other epithelial derived malignancies (www.oncodrone.com);
 - **DC4U Technologies**: GlycoDC technology for specific targeting of dendritic cells (www.dc4u-technologies.nl);
 - **Hercules Pharmaceuticals**: develops innovative drugs for advanced stages of breast cancer targeting the aryl hydrocarbon receptor.
- ▶ Products range from drugs to medical devices, and from diagnostics to services.



IDEA

SCIENCE



**CLINICAL
TESTING**



**GLOBAL
MARKET**

BUSINESS

- ▶ **Accelerate** the development of new products and applications in the field of **life sciences and biotechnology**
- ▶ A **one stop solution** that provides the knowledge and **specialized services** to support **researchers, entrepreneurs, start-ups and companies** engaged in bringing innovative ideas to the market
- ▶ Specialized services to **drive new innovations** in the field of life sciences
- ▶ Work with research groups and companies (network of >400 partners) in >20 countries



2) Where to start

- ▶ What documents do you need for submission
- ▶ Read all **call documents** carefully. Are all requirements met?
- ▶ Detailed analysis of the **call text**, does your project meet the scope and expected impact?
- ▶ Generate an **ECAS account** and log in to the **Participant Portal** to understand all procedures



3) Building the consortium

- ▶ Building the consortium **takes time**: start early
- ▶ All partners have their own **perspective and interest**, be prepared for further discussion and keep focus.
- ▶ All collaborating partners need to have a **PIC code**
- ▶ Build a **balanced consortium**



4) The project proposal

- ▶ **Start in time! It is a extensive proposal!**
- ▶ Analyze what information is requested in the **template**
- ▶ **Writing and reviewing** takes time with the large document
- ▶ **Contact your NCP** with specific questions
- ▶ Pay attention to the chapters on the **management structure**, and **project management**



5) The budget

- ▶ **Funding rate and overhead**
- ▶ No overhead is calculated over **subcontracting** costs
- ▶ Detailed budget for each partner
- ▶ Keep the bigger picture in mind, **the overall budget**
- ▶ Obtain the **relevant internal approval** for the budget for each partner, this will take time



6) Tips and tricks

- 1) Writing a full Horizon 2020 proposal **takes time!**
- 2) Closely **match** your proposal with the call
- 3) Contact your **NCP** for information
- 4) Address **all** questions in the template
- 5) Build a **balanced** consortium
- 6) **Submit in time!**



YOUR PARTNER IN SUBSIDIES AND FUNDING

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