FIT-4-NMP TRAINING IN ADVANCE OF HORIZON EUROPE DIGITAL & INDUSTRY BROKERAGE EVENT

Tuesday, 30th November 2021

Agenda

10:00 – 10:30: NMP research in Horizon Europe: How to start with and participate efficiently in the upcoming Digital & Industry Brokerage Event – Mrs Lina Smovziuk, Intelligentsia Consultants

10:30 – 11:00: EC "Partner Search" facility and other European networking portals: How to use and write a convincing cooperation profile – Do's & Don'ts – Mr Francisco Melo, Luxinnovation

11:00 – 11:30: Enterprise Europe Network (EEN): Activities focused on identification of partners for international cooperation. The EEN database and how to write a profile – Mr Jiri Janosec, Technology Centre CAS

11:30 – 11:55: Question and Answer Session with the audience

11:55 – 12:00: Why register with FIT-4-NMP? – Mr Giles Brandon, FIT-4-NMP Coordinator

FIT-4-NMP

Strategic and targeted support
to incentivise talented newcomers
to NMP projects under Horizon Europe

How to start with NMP research in Horizon Europe

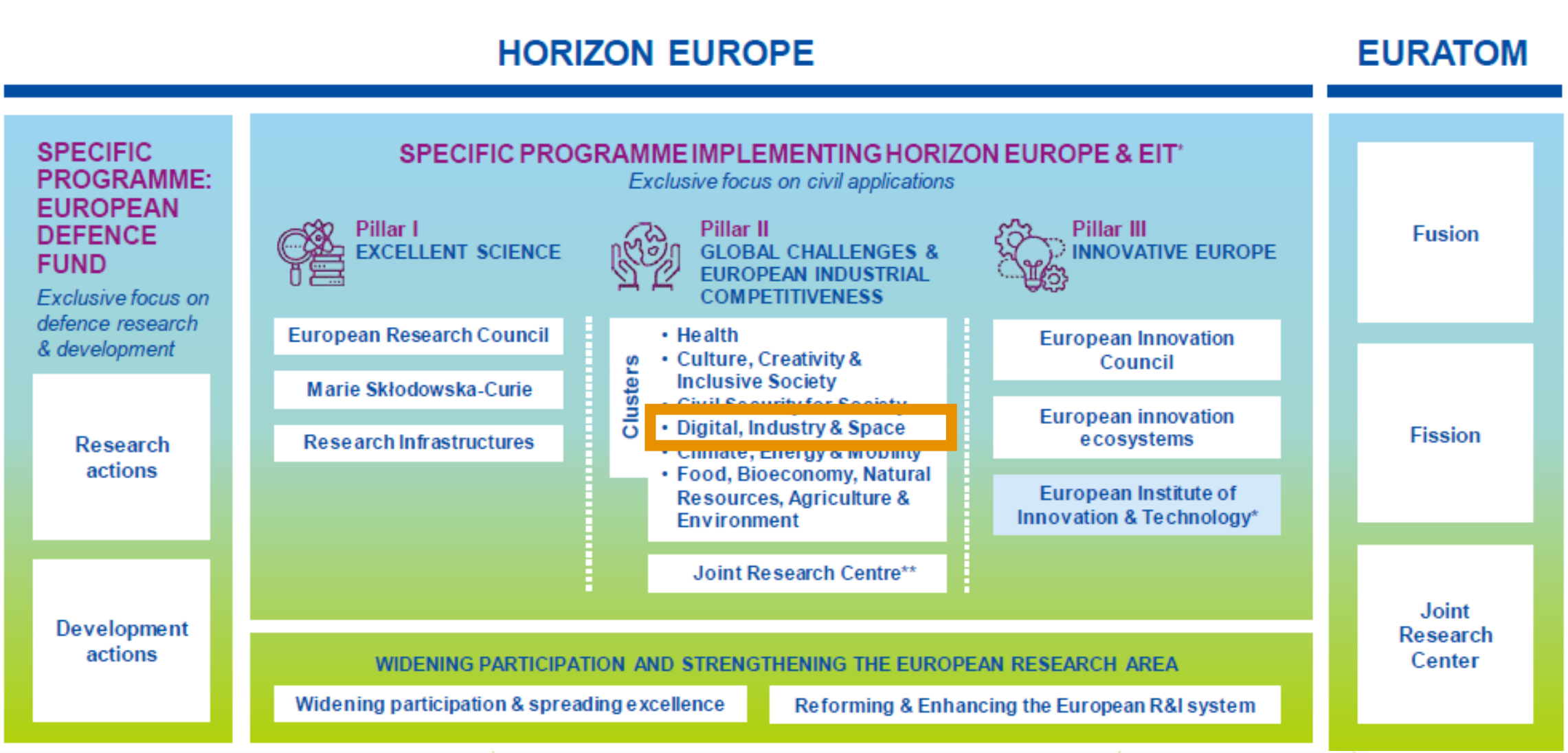
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 958255

TO BE DISCUSSED TODAY

1. Horizon Europe structure vs. NMP funding opportunities
2. How to find your topic(s) and what are your next steps
3. How to participate efficiently in Brokerage Events

Horizon Europe structure
vs.
NMP funding opportunities

Horizon Europe vs NMP funding



Cluster 4 – Digital, Industry and Space

Strong NMP Focus

Destination 1: Climate Neutral, Circular and Digitised Production

- Green, flexible and advanced manufacturing; digital technologies for manufacturing
- New way to build, accelerating disruptive change in construction
- Hubs for circularity towards climate neutrality/circularity in industry, circularity of resources in the process industries, incl. waste and CO2/CO

Destination 2: Increased Autonomy in Key Strategic Value Chains for Resilient Industry

- Green and sustainable materials, materials for the benefit of society, environment and climate-neutral industry
- Raw materials for EU strategic autonomy and transition to a climate-neutral & circular economy
- Novel paradigms to establish resilient and circular value chains
- Improving the resilience and preparedness of EU businesses, especially SMEs and startups

Include NMP issues

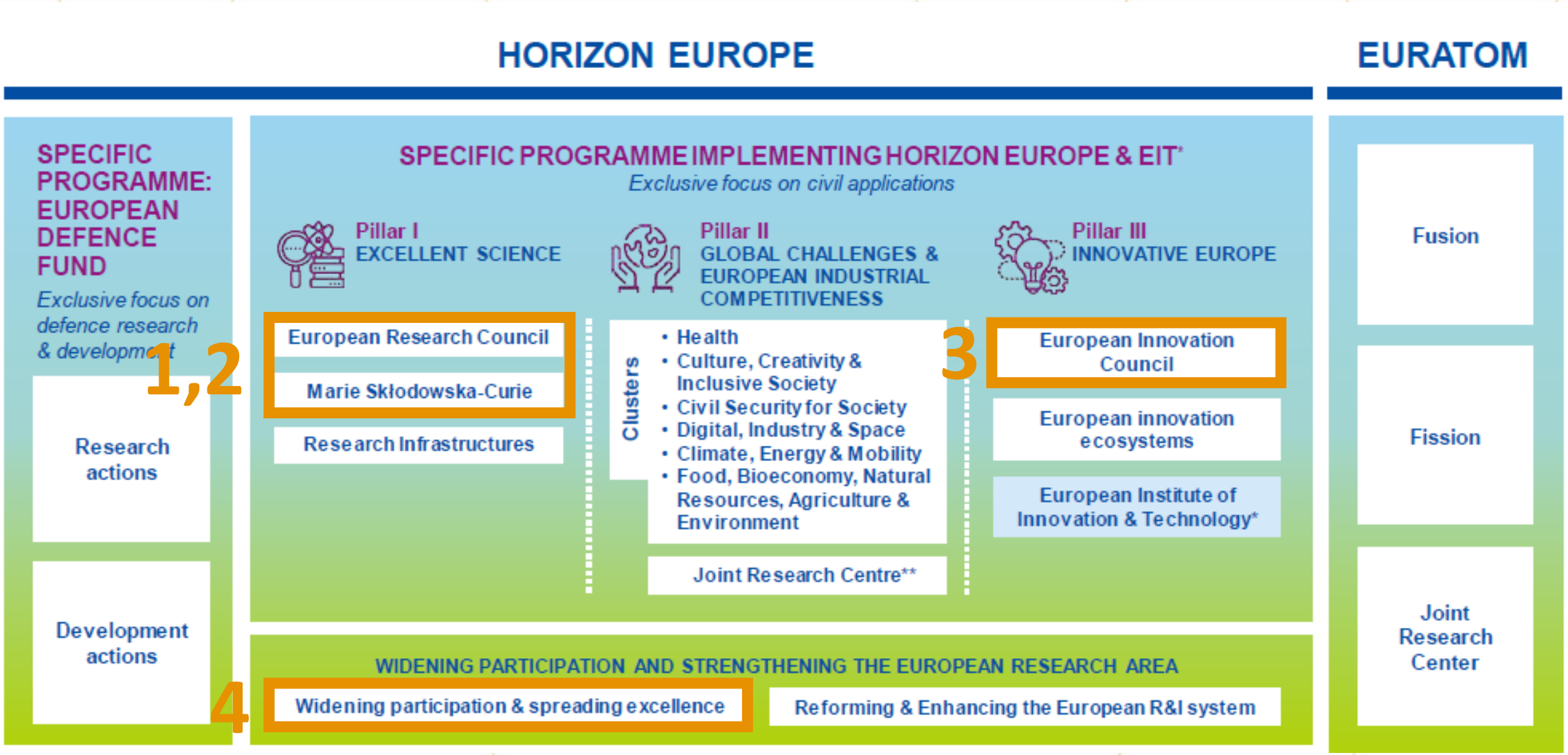
Destination 3: World Leading Data and Computing Technologies

Destination 4: Digital and Emerging Technologies for Competitiveness and Fit for the Green Deal

Destination 5: Open Strategic Autonomy in Developing, Deploying and Using Global Space-based Infrastructures, Services, Applications and Data

Destination 6: A Human-centred and Ethical Development of Digital and Industrial Technologies

Horizon Europe vs NMP funding

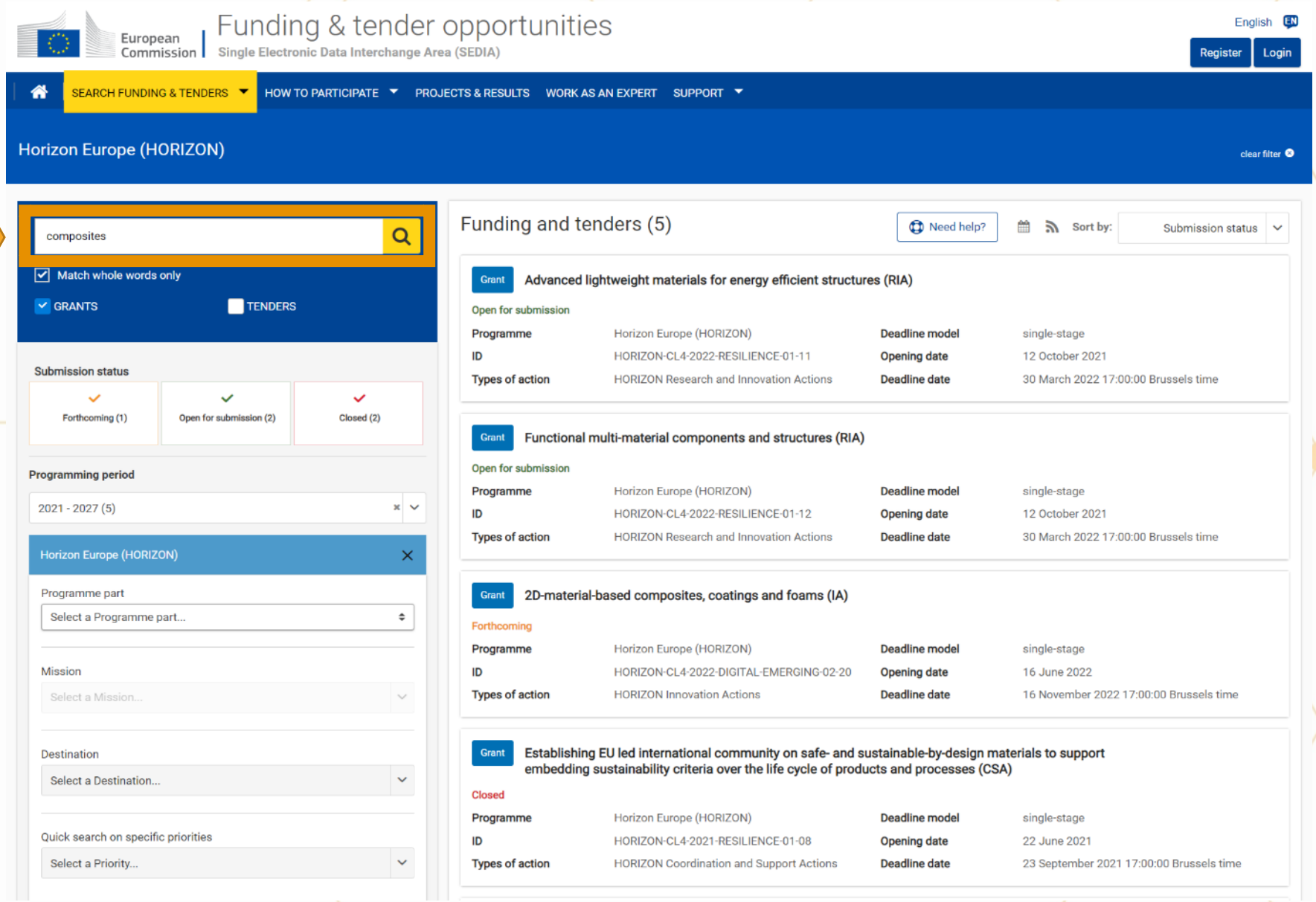


Other NMP-open opportunities

- **European Research Council** -> supports frontier research projects defined and driven by top researchers
- **Marie Sklodowska-Curie Actions** -> funds fellowships for experienced researchers, doctoral training networks and exchanges for researchers
- **European Innovation Council** -> promotes breakthrough, deeptech and disruptive innovation – especially market-creating innovation – via “Pathfinder”, “Transition” and “Acceleration” funding
- **Widening Participation and Strengthening the European Research Area** -> contribute to building research and innovation capacity for countries lagging behind via Twinning, Teaming and ERA-Chair instruments + Hop-On Facilities

How to find your topic(s) and what are your next steps

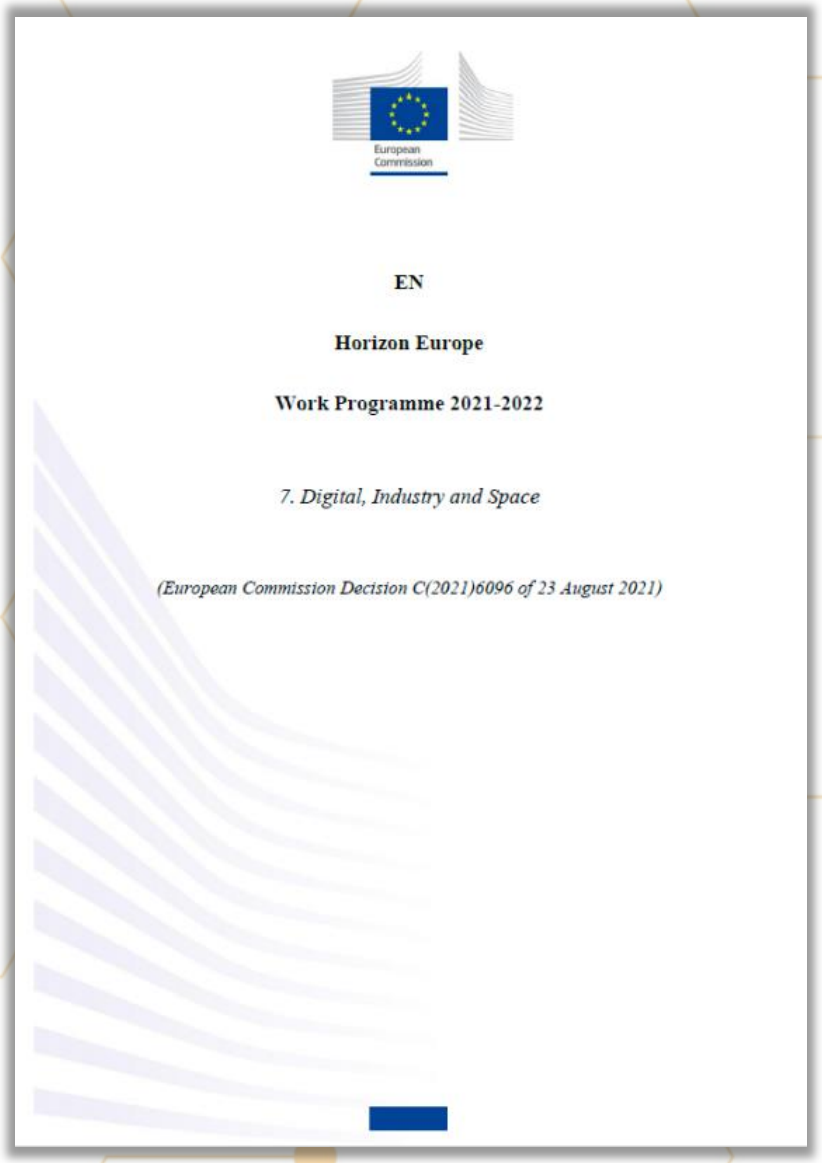
Key words search



https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home

Horizon Europe Work Programmes

- Separate Work Programme per each Horizon Europe section
- Bi-annual Work Programmes (currently -> 2021 - 2022)
- Describe both the EC's high-level expectations and specific topics
- All Horizon Europe Work Programmes available here: https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/reference-documents;programCode=HORIZON



How to read the Work Programme: practical recommendations

- Don’t try to read the Work Programme from cover to cover…
- Firstly, look through the content!
- Find you key words and research orientation – be flexible
- Go to specific topic(s) and read description carefully (2-3 page)
- Don’t try to “distort” the topic description for your “wishes / needs”
- If still interested in topic, go back to the Destination description to learn more about the EC’s high-level expectations

Topic of interest

Project Idea

- Leading role in consortium building and proposal preparation
- Experience and efforts needed
- Many interested to join… but mostly small / peripheral actors
- Difficult to reach “big players”
- No pain, no gain!

Relevant competence

- We can do “something” – invite us to your project!
- Works better – “general competence” vs. “focused competence”
- Works even better – unique competence or previous relevant experience
- High competition at EU level

Why you need clear project idea description?

- To refine your idea (aim, motivation, outcomes, impact, partners, etc.)
- To discuss your idea with colleagues, potential partners, NCPs, consultants…
- To inform a wide audience about your intention to prepare proposal

1 page document / 5 slides presentation

Why you need efficient competence(s) description?

- To tell about yourself and available competence(s)
- To convince potential coordinator to select you from all others willing to participate
- To receive invitation to consortium
- To take good place in the project

1 page document / 5 slides presentation

Key platforms for promotion

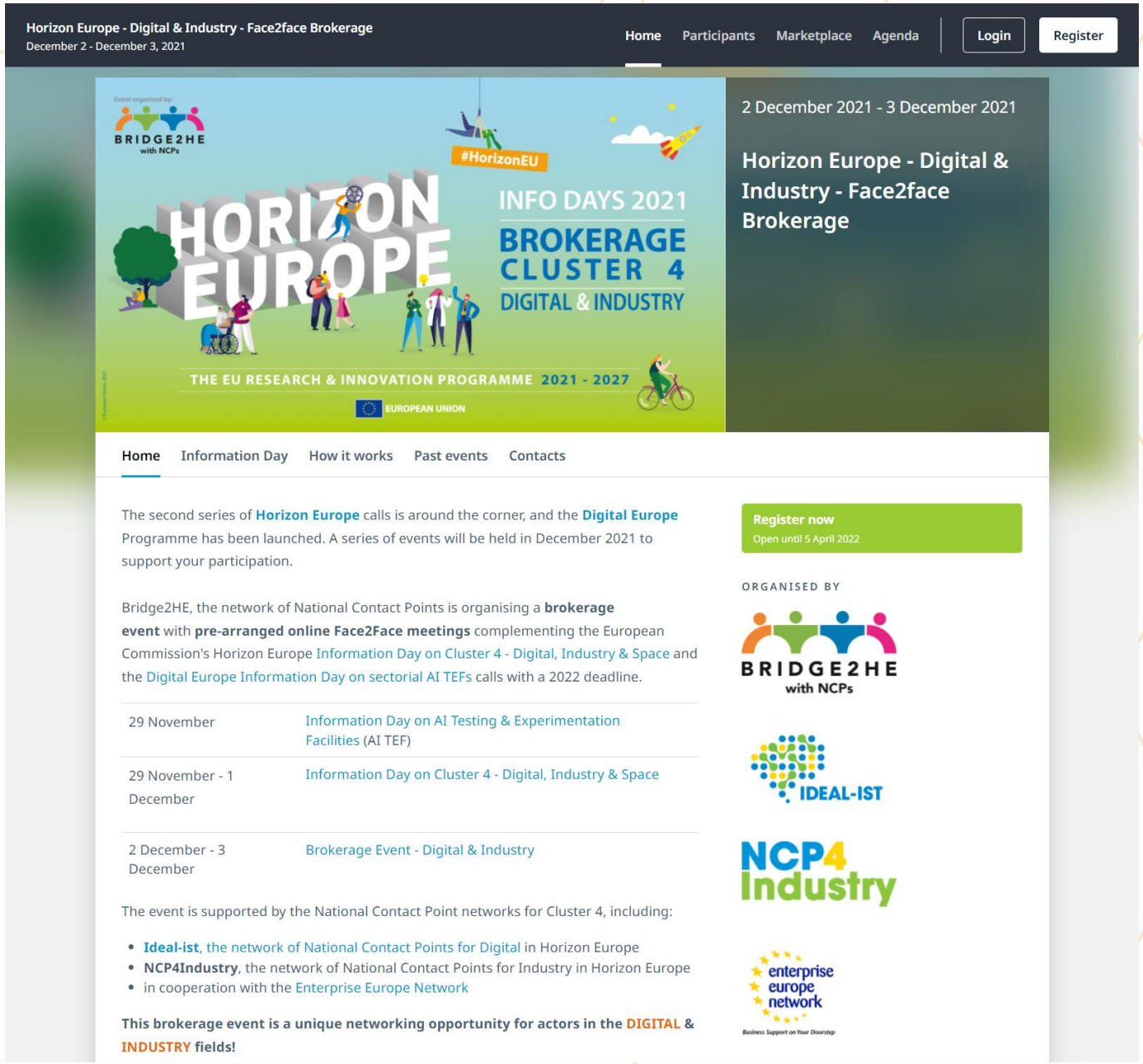
1. EC's Funding and Tender Portal:
   https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home
2. Other thematic platforms (relevant to NMP):
   - EFFRA = "Made in Europe" Innovation Portal
   - A.SPIRE = "Processes4Planet" activities (for A.SPIRE members)
   - EEN (Enterprise Europe Network) portal
3. Relevant brokerage events at EU (and other) levels

Be pro-active!!!

How to participate efficiently in Brokerage Events

Brokerage events opportunities

1. **Promote** your organisation / your team / yourself
2. **Meet** other organisations / people and learn about their interests and competencies
3. **Book** short meetings and **discuss** your ideas with other people
4. **Learn** about your field, **catch** new ideas and trends
5. **Exchange** contacts with people to communicate after the event



2-3 December 2021

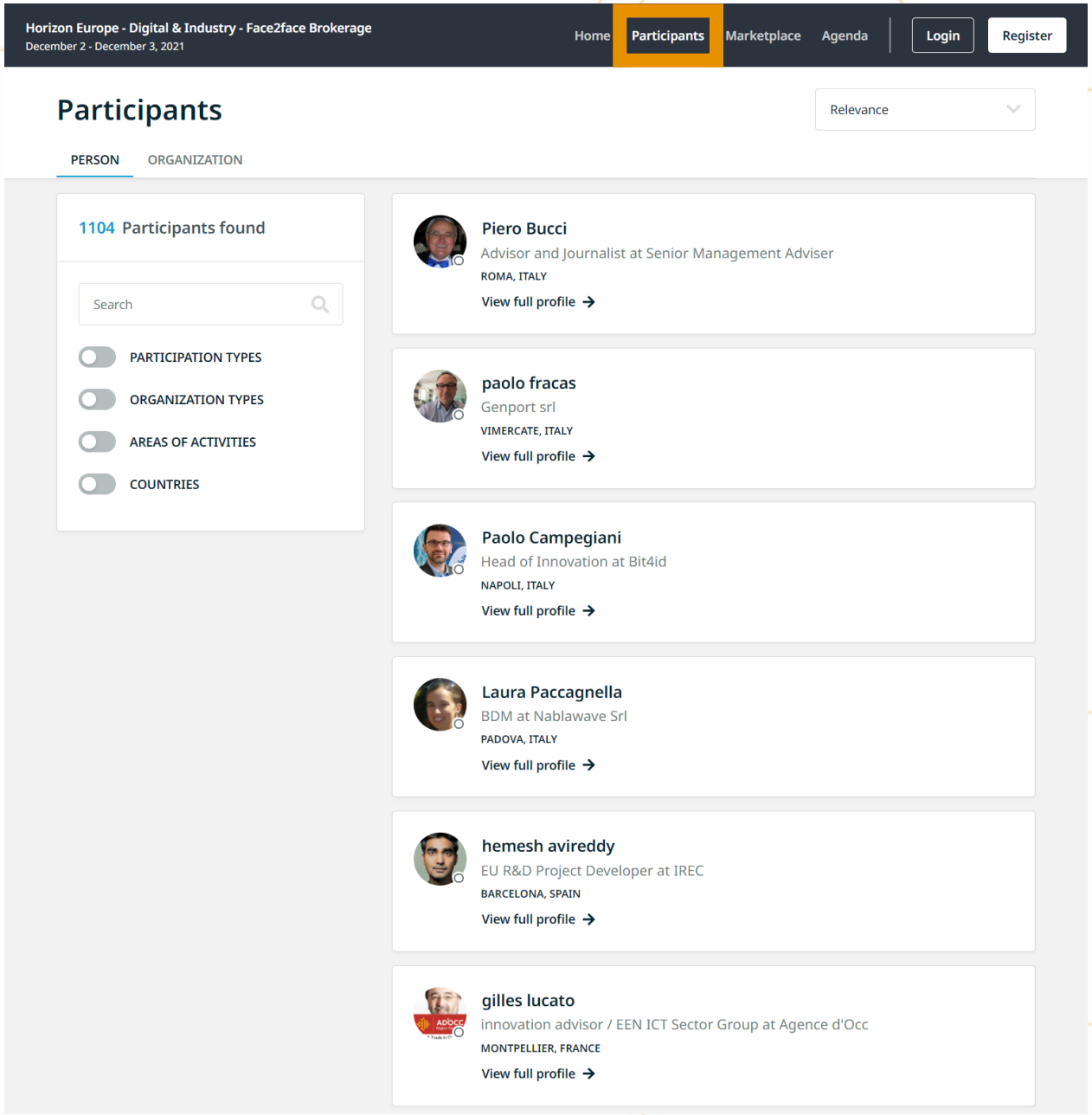
PARTICIPANTS

Industry / Large Enterprise	128
Small or Medium Enterprise (SME)	332
University	234
Research organisation	195
Government	30
Association/Agency	62
Consultant	61
Other	58
Total	**1100**

PROFILE VIEWS

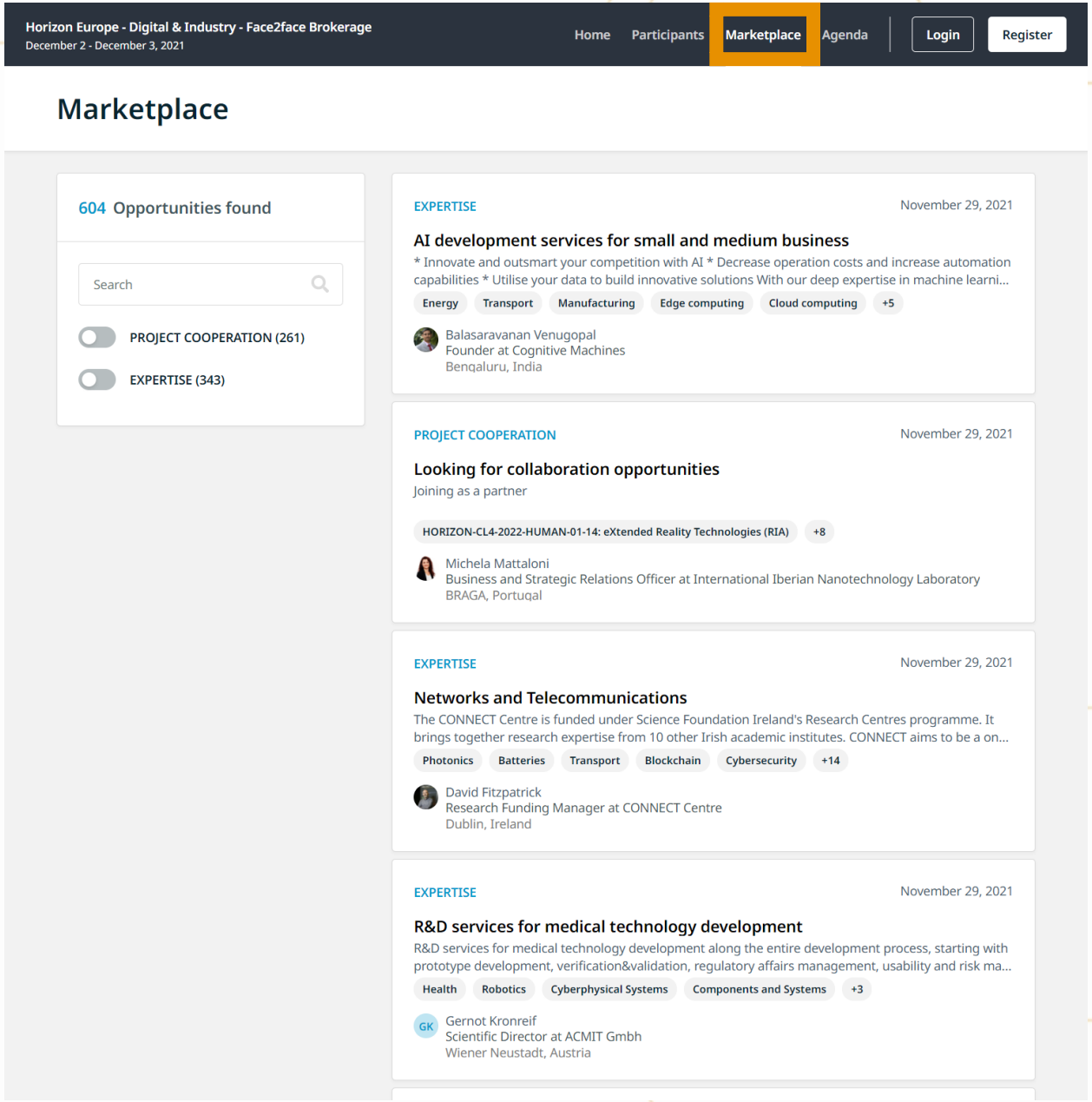
Total	18154

https://digital-industry-2021.b2match.io/home



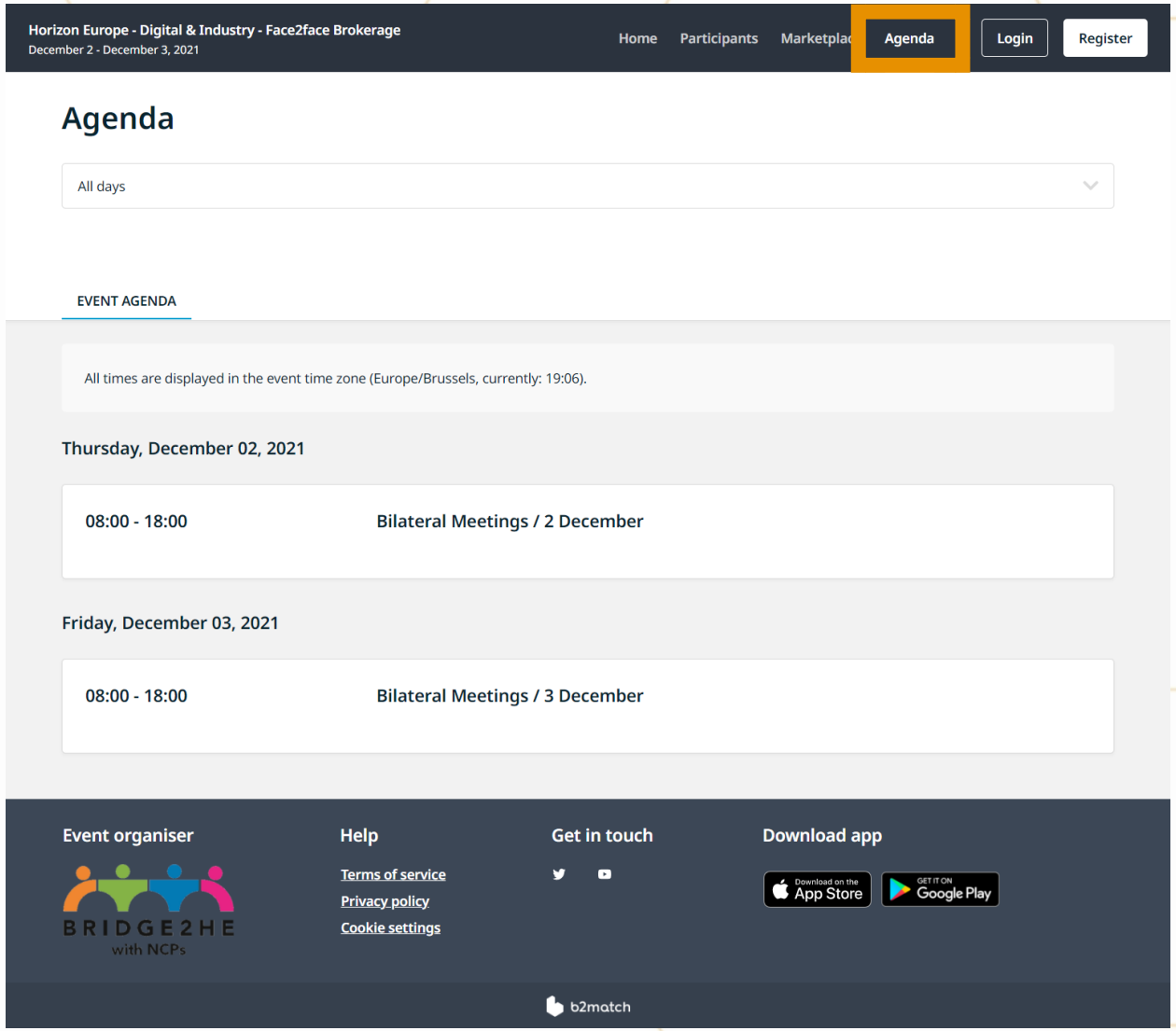
Participant profile

1. Personal Information
2. **Organisation Information**
   -> Key to capture attention
3. Areas of Activity
4. Address



Cooperation offers

1. **Project Cooperation:**
   - Associated with specific Horizon Europe call topic(s)
   - One of two possible types:
     - Consortium looking for a partner in a specific topic
     - Partner looking for a consortium in a specific topic
2. **Expertise:**
   - Associated with one of 50+ fields
   - May be needed in many Horizon Europe call topics



Bilateral meetings

1. Two-way street
2. Browse participants & send meeting requests in advance
3. Check your meeting requests & accept/decline them ASAP
4. Be flexible and open for other time slots/communication instruments

Participant profile / cooperation offers: practical aspects

1. Use plain English
2. Be specific, informative and concise
3. Give link(s) to extra information
4. Create as many cooperation offers as needed -> specific works better than general!
5. Pay attention to offer title -> short, straightforward, where possible include topic identifier

Let’s compare participant profiles

Will work ☺

Small or Medium Enterprise (SME) / Virtual

Bit4id

Bit4id is a digital identity provider. We serve the needs of more than 15 million people in over 20 countries with a complete range of products to manage digital identities.

From this strong industrial base, we actively seek innovation activities and research challenges in these areas:

- integration of blockchain/DLT and traditional identity management systems. We have a strong, world-class presence in the field of DLTs, being founders and active members of many relevant organization and standardisation committees (including INATBA, ISO/TC 307, CEN CENELEC JTC 19, ETSI ESI).
- secure Internet of Things (IoT): protection, qualification, and certification of data read by sensors and devices to create secure and auditable supply chains, environmental monitoring systems
- quantum technology: integration of traditional identity system with QKD-based systems, post-quantum cryptography
-eIDAS 2 (revision): integration with other digital identity systems, authentic sources and digital wallets
- support and management of standardisation activities

DIGITAL

Blockchain | Internet of Things

DIGITAL INNOVATION HUBS

DIH - Cybersecurity

HORIZON EUROPE PARTNERSHIPS

Key Digital Technologies Partnership

Will not work ☹

Other / Virtual

T.Girişim Gelişim ve Teknolojileri Derneği

Dünya'nın en büyük 10 ekonomisinden biri olmayı hedefleyen ülkemiz, kamu kurum ve kuruluşları, üniversiteler ve iş dünyası ile birlikte araştırma, geliştirme planlama ve uygulamalarla ekonomik ve sosyal gücünü artırmaya hızlı bir şekilde devam etmektedir.

Başarılı, dinamik ve dışa açık KOBİ'ler ve küresel girişimciler sürdürülebilir ekonomik büyümede kilit rol oynarlar. İnovatif ve yüksek büyüme potansiyeli olan iş modelleriyle binlerce kişiye istihdam sağlayan girişimciler aynı zamanda bulundukları ekonomiye katma değer yaratır, tehditleri fırsatlara çevirerek sınırsız sayıda yeni iş modelleri sunarlar. Ve binlerce kişiye ilham kaynağı olurlar.

Small or Medium Enterprise (SME) / Virtual

Green Communications

Low carbon impact Internet and Edge Cloud platform with Edge-based services for Industrial IoT and mobility.

DIGITAL

Blockchain | Internet of Things | Next Generation Internet | Robotics | Smart Networks & Services (5G, 6G) | Software Technologies

GLOBAL CHALLENGES & DIGITAL TRANSFORMATION

CL 1 - Health | CL 3 - Security | CL 5 - Climate | CL 5 - Mobility & Transport | CL 6 - Environment

Let’s compare cooperation profiles

Will work ☺

PROJECT COOPERATION

Seeking for collaboration under Twin-Transition-01-17

CIRCE can provide its expertise in the following areas related to hydrogen utilisation and integration in industrial processes:
- Simulation of furnaces perfomance under different mixed of H2 and natural gas
- Modification of the heating equipment and infrastructure required for the use of hydrogen, e.g., new burners and hydrogen compatible equipment materials;
- Integration of measurement and control instrumentation for detection and regulation of fuel gas characteristics and flows;
- Proven economic viability, which will be impacted by several parameters, in comparison with other heating alternatives.
- Safety measurement and safety prevention study of H2 utilization in industry.

Topic

HORIZON-CL4-2022-TWIN-TRANSITION-01-17: Integration of hydrogen for replacing fossil fuels in industrial applications (Processes4Planet Partnership) (IA)

Type

Partner seeks Consortium

November 29, 2021

Will not work ☹

PROJECT COOPERATION

Looking for collaboration opportunities

Joining as a partner

Topic

HORIZON-CL4-2022-HUMAN-01-14: eXtended Reality Technologies (RIA)

HORIZON-CL4-2022-DIGITAL-EMERGING-01-03: Advanced multi-sensing systems (RIA)

HORIZON-CL4-2021-DIGITAL-EMERGING-02-20: Quantum sensing technologies for market uptake (IA)

HORIZON-CL4-2022-DIGITAL-EMERGING-02-19: 2D materials-based devices and systems for biomedical applications (RIA)

HORIZON-CL4-2022-RESILIENCE-01-10: Innovative materials for advanced (nano)electronic components and systems (RIA)

HORIZON-CL4-2022-DIGITAL-EMERGING-02-18: 2D materials-based devices and systems for energy storage and/or harvesting (RIA)

HORIZON-CL4-2021-DIGITAL-EMERGING-02-10: Strengthening the quantum software ecosystem for quantum computing platforms (RIA)

HORIZON-CL4-2022-TWIN-TRANSITION-01-04: Intelligent work piece handling in a full production line (Made in Europe Partnership) (RIA)

HORIZON-CL4-2022-TWIN-TRANSITION-01-07: Digital tools to support the engineering of a Circular Economy (Made in Europe Partnership) (RIA)

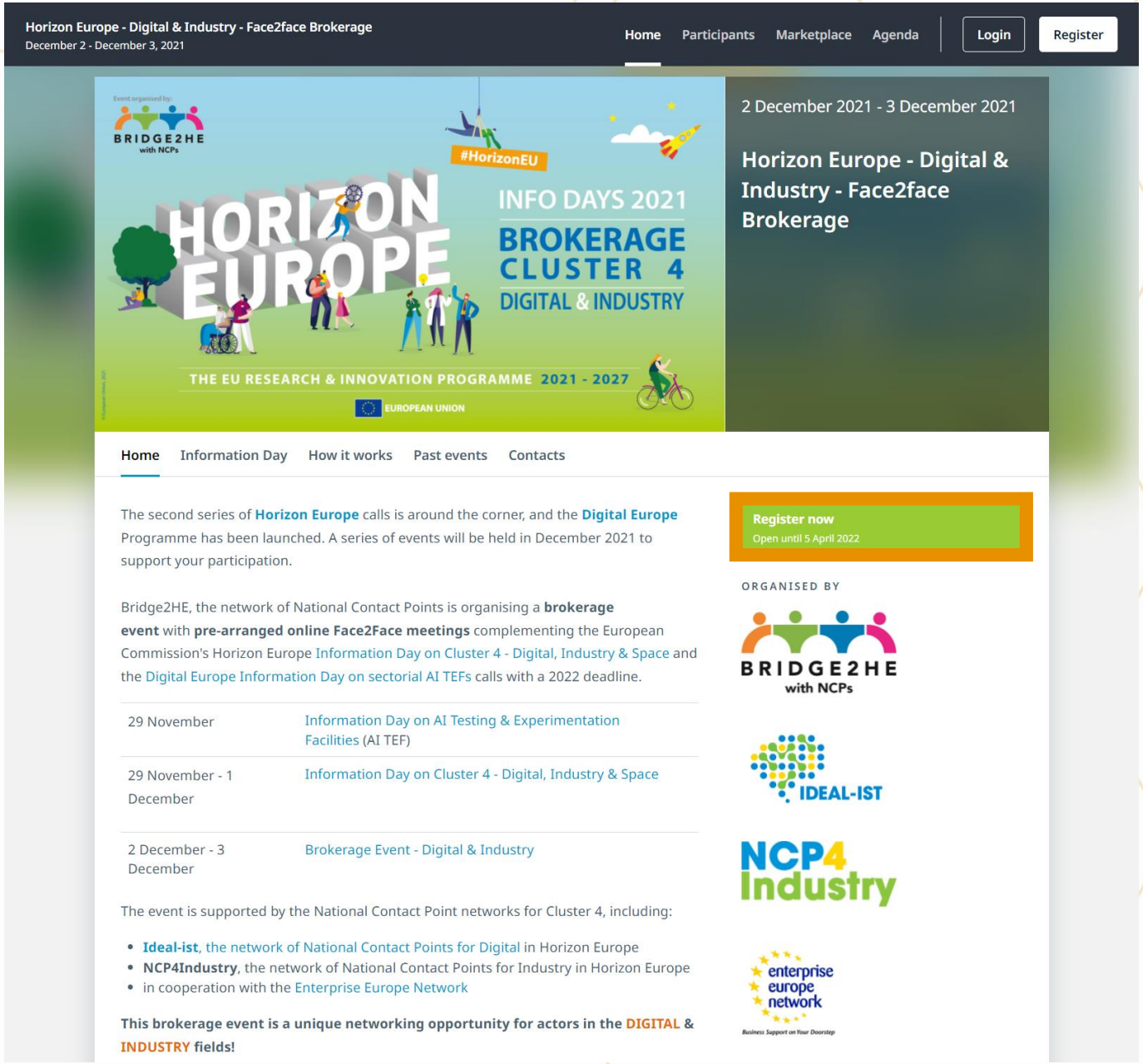
November 29, 2021

Bilateral meetings scheduling and participating: practical aspects

1. Quantity doesn't mean quality -> browse participants & select potential partners (similar vs complimentary profiles)
2. Send personalised requests while booking meetings -> explain your intentions
3. Be prepared:
   - Learn about your counterpart -> how to make him/her interested in cooperation
   - Prepare you pitch presentation -> adapt your pitch to your counterpart's interests
4. Be flexible during the meeting -> listen to your counterpart, not only talk about your interests
5. Take notes -> they will be definitely useful if you plan several meetings
6. Send follow-up email ASAP -> make the email personalised using your notes!
7. Meeting hasn't happened -> don't worry, send a message to plan alternative meeting in Zoom, Teams, etc.

How to receive maximum from Brokerage Event

1. Register as soon as possible
2. Pay time and efforts to learn participant profiles and cooperation offers
3. Schedule your meetings in advance
4. Be open for incoming meeting requests
5. Stay connected after the event…



Be pro-active!!!

Platform will be open until 5 April 2022

https://digital-industry-2021.b2match.io/home

www.fit-4-nmp.eu

Coordinator Contact Details

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