



SED AND EDF

07th July 2022



Agenda

- **Challenges for a consortium leader in building up an EDF project**
- **Challenges for the EDTIB to integrate an EDF project**

Challenges for a consortium leader in building up an EDF project

▪ The Consortium

- ✓ To Build a balanced consortium
 - Constitution of a core group: one entity per country having declared its interest during the work program negotiations
 - Based on interesting technical contributions for the project => pitching in front of the core group, then selection by the core group
 - Ensure a balanced geographical distribution
 - Create a balanced consortium between the different types of entities, depending on the type of project
 - ❖ If Research project: favor the participation of RTOs/academics,
 - ❖ If Development project: include the diversity of the industrial fabric including SMEs
 - Search for missing profiles (at the start of consortium but also during the proposal drafting)
 - ❖ Technically
 - ❖ Geographically
 - ❖ Eligibility
- ✓ Do not hesitate to hand over the leadership of the consortium to a better placed partner (support from its Member State, type of activity, etc.)

Challenges for a consortium leader in building up an EDF project

▪ The technical proposal

- ✓ Understand the needs/requirements expressed by Member States in the work program
- ✓ Build a common understanding of the outcome expected of the proposal
- ✓ Understand the contributions (and strengths) of each partner and build a technical approach that satisfies all partners
=> win-win situation
- ✓ Keep the tender submission schedule tight, distribute the writing work and then compile the elements
- ✓ Ensure that the technical proposal is coherent, meets the evaluation criteria, understandable, readable etc.

▪ The administrative proposal

- ✓ Engage partners to complete the administrative elements of the proposal, provide specific/individual support (especially for SMEs),
- ✓ Build an effective and inclusive project management structure

Challenges for a consortium leader in building up an EDF project

- **Beyond Proposal submission**

- ✓ Maintain the link with the consortium while waiting for the results
- ✓ Set up the project management structure

- **For signing the Grant Agreement**

- ✓ By anticipation: negotiation of the consortium agreement
- ✓ Support partners to provide the necessary elements for the Grant agreement
- ✓ Engage in discussions with Member States if necessary financial support => need to have a signed MoU
- ✓ PSI (project security instructions) to negotiate with pMS

- **For KoM**

- ✓ Remobilize all partners
- ✓ Clear schedule, deliverables, tasking, ...
- ✓ Gathering regularly to meet all partners

Challenges for the EDTIB to integrate an EDF project

- **Anticipation in gathering information:**
 - ✓ To discuss with pMS on the topics you would like to push in the future call text
 - MAP document released by European Commission will help you
 - ✓ On the topics of the call not yet published as early as possible
 - Via national industry association
 - Via partners of former projects
 - Via pMS (not always possible)

Challenges for the EDTIB to integrate an EDF project

- **Once call texts are out:**

- ✓ To identify the topics of your interest => if you have too many, too heavy
- ✓ To discuss with your pMS to know which pMS have pushed the identified interesting topics
- ✓ To identify the industry which could “lead” the topic according to the pMS “lead”
- ✓ To contact potential partners from previous projects you participated into
 - To organize 1 hour meeting with those potential partners as a 1st contact => allow to gather information
- ✓ To contact potential partners via associations
 - Cross meeting with FR associations (i.e. GICAT, ...)
- ✓ To use the EC InfoDay and its B2B tools
 - More than 1000 participants (30/06 & 01/07)
 - SED : more than 15 solicitations => Isabelle Desjeux (isabelle.desjeux@safrangroup.com)
 - IT tool still open
- ✓ To browse on the European Commission Funding & Tender opportunities page

Challenges for the EDTIB to integrate an EDF project

- **To market your contributions to the potential partners:**
 - ✓ To analyse, prior to the meeting, the call text to tailor your contribution to the requirements
 - ✓ To market your contribution with some more “political” arguments (size of your company, nationality => bonus, support of MoD, size of the “budget requested” versus budget of the overall proposal, ...)
 - ✓ To advertise your experience in HEU projects or even better on EDF projects (supporting documents, ...)

- **To participate, as much as possible, to consortium meetings :**
 - ✓ Fine tuning of participation are decided there
 - ✓ Allow to expand your network / contact



**POWERED
BY TRUST**