



**Roberto Cencioni**

**European Commission**  
**DG CONNECT**

***Adviser to the Director General***  
***"Multilingual Information Society"***

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## **FP7 ICT programme, 2007-2013**

- last series of calls for project proposals
- challenge 4 of the Work Programme (p. 47-52)
  - objective 4.1, **Call 10**
  - objective 4.3, **Call SME-DCA**
- both calls will close **15 Jan 2013**
- evaluation (ext experts) & selection (EC) completed in March
- projects due to start autumn 2013

*<http://cordis.europa.eu/fp7/ict/docs/ict-wp2013-10-7-2013.pdf>*



## main features of EC-funded projects

- **multi-party, multi-nation** partnership
  - de-facto "consortium"
  - partners from EU member states, associated countries, 3<sup>rd</sup> countries
  - at least 3 independent partners from 3 different countries
- work is governed by a **grant**, results are owned by the partners, progress is monitored by EC staff with the help of external experts
- **cost-sharing:** for most partners EC covers 75% of direct costs plus 60% flat-sum overheads



## **a project proposal consists of:**

- **part A:** forms detailing participants, effort and cost, funding... \*self-declaration re SME status\*
- **part B:** narrative, describing the planned work in accordance with EC template

**proposals are evaluated by teams of independent experts**, based upon 3 criteria:

- quality
- impact
- implementation

experts' final ranking determines EU funding, only top proposals are retained



## granting of EU funds depends on

- legal and financial validation of newcomers
- applicable funding regime e.g. SME
- key personnel is clearly identified
- adequate project and risk management, quality control...

## "negotiation" with EC services yields

- *grant* proper (standard)
- project *plan* (derived from the proposal)
- *general conditions* (standard but worth reading!)
- and... a substantial *advance payment*

[http://cordis.europa.eu/fp7/find-doc\\_en.html](http://cordis.europa.eu/fp7/find-doc_en.html)



## Call SME-DCA – "SME initiative on analytics"

- **budget:** 15 M in total for 4.3.b (language) and 4.3.c (reuse of open data) STREP projects
- **scope:** easing take-up of LTs... for web and enterprise intelligence... text and audio mining... social media analytics..., enterprise search..., online and cloud based translation
- **key parameters:**
  - project duration: up to 2 years
  - EU funding: up to 1.5 M (so 10 projects max.)
  - 2+ SMEs in the consortium
  - accounting for > 30% of the total funding
  - part B should not exceed 20 pages

## Call SME-DCA, objective 4.3.b

... bringing ["intelligence" related] language technologies closer to **commercial maturity** through an **industrialisation process** including:

- (i) engineering of promising but commercially untested technologies
- (ii) integration within existing or upcoming products and services
- (iii) first-use experimentation and validation
- (iv) in-depth assessment along technical, user related and economic dimensions
- (v) identification of possible exploitation paths, viable business models, suitable sources of further funding

## some hints and tips

- try and bring together
  - (applied) research centres
  - vendors
  - progressive user organisations
- in this particular call, keep consortium manageable, eg 5 +/- 1 partners along the **value chain**
- get 2 or 3 SMEs involved, typically from the supply side
- linguistic coverage:
  - number of languages depends on domain/technology, 3 a minimum
  - ~ balanced coverage of the languages in question



## some success factors

- credibility of the **technology baseline** (in)
- soundness of the **business case** (out)
- size of the **market opportunity**
  - understanding of the market and competition
- **partners' ability to exploit results**

also,

- clear allocation of tasks and efforts
- credible timeplan with project outputs
- linguistic coverage beyond US English...!

## Conclusion

- ideas = easy
- partners = difficult
- proposal writing = difficult the first time
- hence, a mixture of newcomers and "old hands"
  - EC can provide some feedback re substance
  - LT-INNOVATE can lend a hand w/contacts