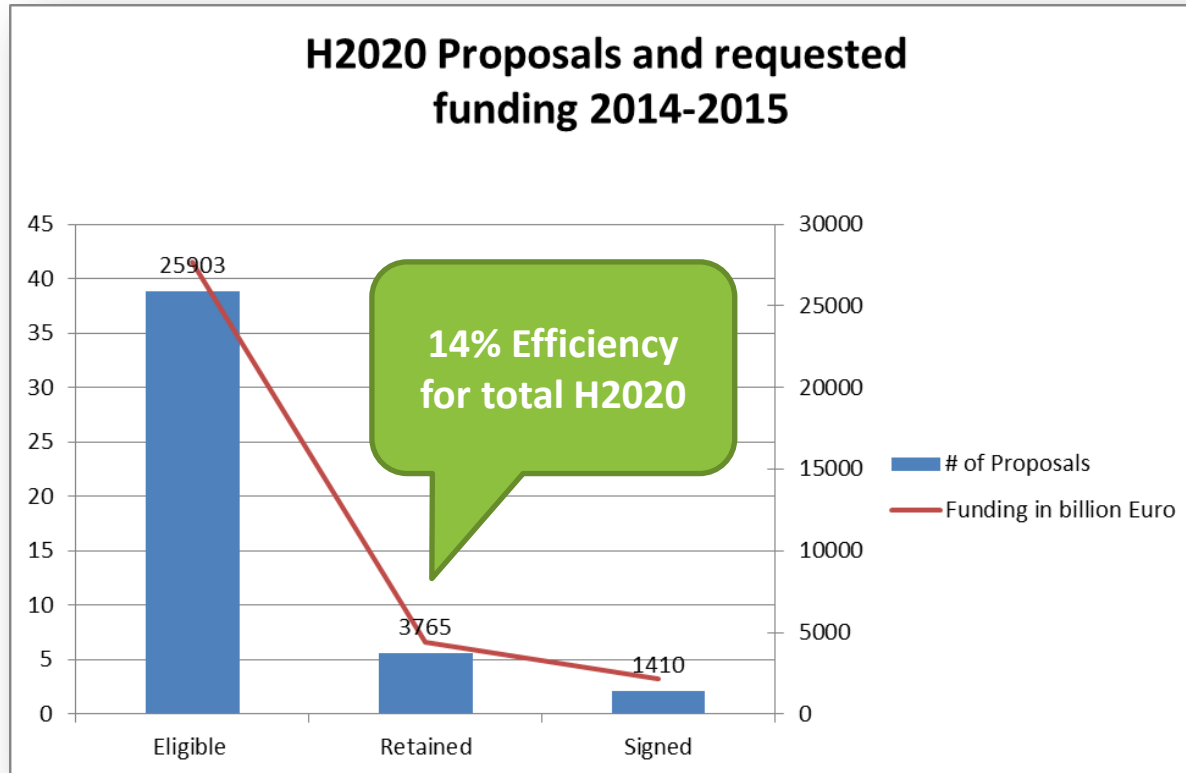


Evaluation 1st year H2020 and recommendations for 2016/17

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Corporate Program Development

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21 Mei 2015
ECN-L--15-091

Results H2020 up to now



- Is H2020 becoming the victim of its own success?
- Lower efficiency compared with FP7: 19% (US-NSF has 22-24%)
- Reason for popularity: Shrinking national budgets due to austerity measures in several EU countries

Analysis 1st year H2020

- Our overall success rate is low: total cost of preparation may be comparable to (or even exceed) total EU budget available
 - Acquisition efficiency: 11% (was 35% in FP7, bron: RVO)
 - 4 projects won (1 BEE, 3 PS) Order intake ~ €5m
- Majority of other RTOs (e.g. VTT, SINTEF, ENEA) also report low success rates in the range of 10-15%
- ECN had 23 out of total 34 proposals in 2-stage calls
 - Therefore low performance came quite unexpected
 - 11 made it to 2nd stage → normal success rate in 2nd stage 50%
 - In a 'normal' scenario this would have lead to ~8-9 total won proposals for ECN → would have been comparable to our old success rate in FP7

Analysis – selected aspects

- Evaluators appear to mix aspects of the three main criteria in some important cases
- Some remarkable comments in the evaluation reports , e.g. for *Excellence*:
“innovative approach, but I don’t believe in it”
- Balance between research/demonstration/market update
 - Less low TRL level research, 4 and higher
 - New evaluators from industry for high TRL proposals – badly instructed
- More and more calls are being written by stakeholder groups such as PPPs (SPIRE, Energy efficient Buildings) in Brussels – if ECN researchers respond to the call without checking with ECN Brussels they might miss information about already existing competition

Results H2020 LCE calls

Deadline 01/04/2014



	A	B	C	D	E	
	Submitted and eligible at stage 1	Passed all thresholds = invited to Stage 2	Submitted for stage 2	Retained	Reser list	
LCE 1 – low-TRL upstream research	104	23	22	5	2	
LCE 2 and LCE 11 (RIAs in renewable energy technologies), 2014 Call	247	67	65	10	30	4.0
LCE 15 (CCS) and LCE 16 (shale gas)	42	14	14	6	0	14.3

All RES
technologies
ranked in one
list against each
other

LCE-2 results in detail

RETAINED

Ranking order	Score	Technology
1	15	PV
2	15	geothermal
3	14.5	CSP
4	14	bioenergy CHP
5	14	bioenergy CHP
6	13.5	geothermal
9	13	biofuel
10	12.5	biofuel
11	12.5	wind (offshore)
12	12.5	PV

Budget
limit

RESERVE 1/3

Ranking order	Score	Technology
7	13.5	bioenergy CHP
8	13.5	solar cooling
13	12.5	solar cooling
14	12.5	biofuel
15	12.5	CSP
16	12.5	CSP
17	12.5	biofuel
18	12.5	solar cooling
19	12	biofuel
20	12	biofuel
21	12	CSP
22	12	biofuel
23	12	biofuel
24	11.5	biofuel

Competition is even increasing

**Proposals
x2 in
2015 for
the same
budget**

	Official info from the EC on 2015 call		Equivalent 2014 call, for comparison, where possible	
	New: proposals submitted	Budget in WP	Proposals submitted	Budget in WP
LCE 3	59	80	31	73
LCE 12	17		5	
LCE 4	28	20	21	20
LCE 14	33		18	
LCE 5	1	71.48	not open	
LCE 6	11			
LCE 9	15	36.34	not open	
LCE 18	4	61.25	3	34.25
LCE 19	2	3	2	3
LCE 21	41	10	not open	
LCE 23	2	0.5	not open	

Evaluation criteria

- There are three award criteria:
 - Excellence
 - Impact
 - Quality and efficiency of the implementation
- Each 5 points max, 15 in total
- Threshold 3 per criteria
 - Meaning if we have 5 points in one criteria but 2.5 in another the proposal is out)
- For each of the three criteria, "aspects" to take into account
- The aspects are adapted to each type of actions (RIA / IA / CSA)

Evaluation criteria and aspects

Excellence

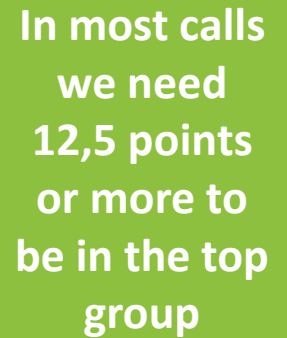
- Clarity and pertinence of the objectives
- Soundness of the concept
- Quality of the proposed coordination and/or support measures
- Credibility of the proposed approach

Impact

- The expected impacts listed in the work programme under the relevant topic
- Effectiveness of the proposed measures to exploit and disseminate the project results (including management of IPR), to communicate the project, and to manage research data where relevant

Implementation

- Coherence and effectiveness of the work plan, including appropriateness of the allocation of tasks and resources
- Complementarity of the participants within the consortium (when relevant)
- Appropriateness of the management structures and procedures, including risk and innovation management



-
- The bar chart displays scores for three evaluation criteria: Excellence, Impact, and Quality of Implementation. The Y-axis represents Score points from 0 to 5. Two horizontal red lines indicate thresholds: a solid line at approximately 4.6 labeled 'Required to be in top group' and a dashed line at approximately 2.9 labeled 'Threshold'. A double-headed arrow indicates the gap between these two thresholds.
- | Evaluation criteria | Score 1 | Score 2 | Score 3 | Score 4 | Score 5 | Score 6 | Score 7 | Score 8 | Score 9 | Score 10 | Score 11 | Score 12 | Score 13 | Score 14 | Score 15 | Score 16 | Score 17 | Score 18 | Score 19 | Score 20 | |
|---------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----|
| Excellence | 2.0 | 2.5 | 2.5 | 2.9 | 2.9 | 2.9 | 2.9 | 2.9 | 2.9 | 3.4 | 3.4 | 3.9 | 3.9 | 3.9 | 3.9 | 3.9 | 3.9 | 4.4 | | | |
| Impact | | | 2.3 | 2.3 | 2.7 | 2.7 | 3.2 | 3.2 | 3.2 | 3.2 | 3.2 | 3.7 | 3.7 | 3.7 | 3.7 | 3.7 | 3.7 | 4.2 | 4.2 | 4.2 | |
| Quality of Implementation | | | | 0.4 | 1.4 | 1.4 | 1.9 | 1.9 | 2.4 | 2.4 | 2.4 | 2.9 | 2.9 | 3.0 | 3.5 | 3.5 | 3.5 | 3.5 | 4.0 | 4.0 | 4.0 |

We can improve – but some risks cannot be avoided

- As long as proposals are evaluated by individuals there will be always the risk of being misunderstood or evaluated with personal ‘taste’
- Even if we deliver very high-quality proposals, we can never be sure that it receives high scoring
- Always risk of ‘favourite proposals’: Very attractive consortia that have the blessing of a Head of Unit can always be favoured (particularly now if major companies are involved)
- But there are a number of things that should be ensured to be taken into account so we minimize ‘obvious failure’

Where to improve

- Increase quality of proposals
 - Less, but better proposals - need to make the step to move into the highest bracket of points
 - Decisions needs to be made on group level, not possible to write x number of high-quality proposals in a given period
- Be picky which consortia to join
 - Warning for proposals with universities as consortia leaders: If not a big one, it's unlikely that they fit well with H2020 proposals – high risk of failure (commission likes to have big organisations who know about large projects or industry in the lead) remember H2020 Focus on demonstration and high TRL!
 - Do not fall in the trap of the 'last minute phone call' – those are mostly less prepared consortia that only want to have ECN on board for the name – not worth the effort
- Don't finish last minute and have your proposal checked against the evaluation criteria
 - Proof-reading by RVO – deliver feedback within 2 days if previously agreed upon

Where to improve cont'd

- H2020 focus on demonstration-market update: Clearly describe how your results will be implemented → 'business-plan' logic
 - Support e.g. via BD or suitable partners e.g. bank
- Support CPD
 - Standardized building blocks for proposals, e.g. management, Open Access
- Budget distribution needs to be balanced
 - Proposals with large budget (70%) for one partner will not have a chance
- Improve writing skills by e.g. course from RVO
- Internal: Improve on acquisition cost – proposal consultants (see next slide)

Making use of proposal consultants



- Involvement of proposal consultants can lower overall acquisition cost for ECN (some cases known where ECN spend €100k in hours for one proposal)
- Total cost for ECN depends on project size and # of consortium partners, but worth a quick request for offers in the beginning of a project

	ALMA (FR)	Uniresearch (NL)	PNO (NL)
Proposal support/writing	€10-15k one-off (whole consortium)	€30-50k one-off (Full proposal support for whole consortium)	€k3.5 – 7 for ECN
Success fee if proposal is granted	€70k one-off (whole consortium)	No cure – no pay, no fee for proposal writing but 2.5x of partner share	Depending on proposal
Project partner	Grant + €4.500 p.a. per partner		Grant + €1.400 p.a. per partner

H2020 proposal course

- Registration via:
<http://www.rvo.nl/sites/default/files/Overzicht%20trainigen%20Team%20IRIS%202015.pdf>



Rijksdienst voor Ondernemend
Nederland

Overzicht trainingen Team IRIS 2015

Datum	Training	Prijs	Locatie	Aanmelden
dinsdag 17 februari 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Vol
donderdag 19 februari	Inleiding mkb-instrument	75 euro	Jaarbeurs, Beatrixgebouw	Vol
woensdag 18 maart 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Vol
dinsdag 24 maart 2015	Inleiding mkb-instrument	75 euro	Jaarbeurs, Beatrixgebouw	Vol
dinsdag 21 april 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Vol
donderdag 30 april 2015	Inleiding mkb-instrument	75 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
donderdag 30 april 2015	Oriëntatie op H2020	75 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
donderdag 21 mei 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Vol
dinsdag 26 mei 2015	How-to-prepare a 'research & innovation' project proposal	125 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
dinsdag 16 juni 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Vol
dinsdag 23 juni 2015	Oriëntatie op H2020	75 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
dinsdag 15 september	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
dinsdag 15 september	How-to-prepare a 'research & innovation' project proposal	125 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
donderdag 17 september	Marie Skłodowska-Curie Innovative Training Networks (ITN)	125 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
woensdag 23 september	ERC Starting and Consolidator grants	125 euro	Jaarbeurs, Beatrixgebouw	Register online*
donderdag 1 oktober 2015	ERC Starting and Consolidator grants	125 euro	Jaarbeurs, Beatrixgebouw	Register online*
dinsdag 6 oktober 2015	How-to-prepare a 'research & innovation' project proposal	125 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
donderdag 8 oktober 2015	Marie Skłodowska-Curie Innovative Training Networks (ITN)	125 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
dinsdag 13 oktober 2015	ERC Starting and Consolidator grants	125 euro	Jaarbeurs, Beatrixgebouw	Register online*
donderdag 29 oktober	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
dinsdag 17 november 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelden*
dinsdag 15 december 2015	Juridisch financiële basiscursus	150 euro	Jaarbeurs, Beatrixgebouw	Direct online aanmelde*

*Wijzigingen en fouten in de data en beschikbaarheid voorbehouden.
 Ook na uw aanmelding kan een training toch volgeboekt zijn. Wij nemen dan zo spoedig mogelijk contact met u op.

What's next

- The new H2020 workprogrammes will be published on September 30
- Draft versions are available on the ECN intranet
- Changes:
 - All calls will be one-stage only (at least in the ENERGY programme)
 - Commission saw that there are too many 'just try' proposals which the system cannot digest (too much efforts to review too high number of proposals)
 - Broad call with RES technologies: In 2016/2017: LCE-7, budget did not increase, EC wants to stick to competition
 - Part of H2020 budget now reserved for ESIF 'Juncker-Plan'. This is still debated in European Parliament. If no budget is taken from H2020 there will be additional budget free (~€30m)

Ongoing opportunities in 2015

- **There are still several opportunities to participate in EU proposals in the next months**
- Fast-track to Innovation
 - High TRL level (5-6), SME involvement
 - Budget €100m in 2015
 - Deadlines 29/4/15, 01/09/2015 and 01/12/2015
- FET-Open
 - Broad call for all technologies
 - TRL level 1-3
 - Budget:€77m in 2015
 - Deadline 29/09/2015
- **The normal H2020 subsidy rules apply (ECN: 100% direct + 25% overhead)**



Thank you!