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08 November 2022

Engaging in Horizon Europe Projects: What's First?

Presented by Flavien Massi

Who we are

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Netcompany-Intrasoft at a glance

A leading IT Solutions & Services Company

Established in 1996

Operating in 13 countries

More than 2.800+ highly skilled professionals

Key player in EU Institutions for over 25+ years

Outstanding record of 500+ organizations in 70+ countries, that have chosen our solutions and services

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Global Presence

Headquarters

- Luxembourg (LU)

Development Centres

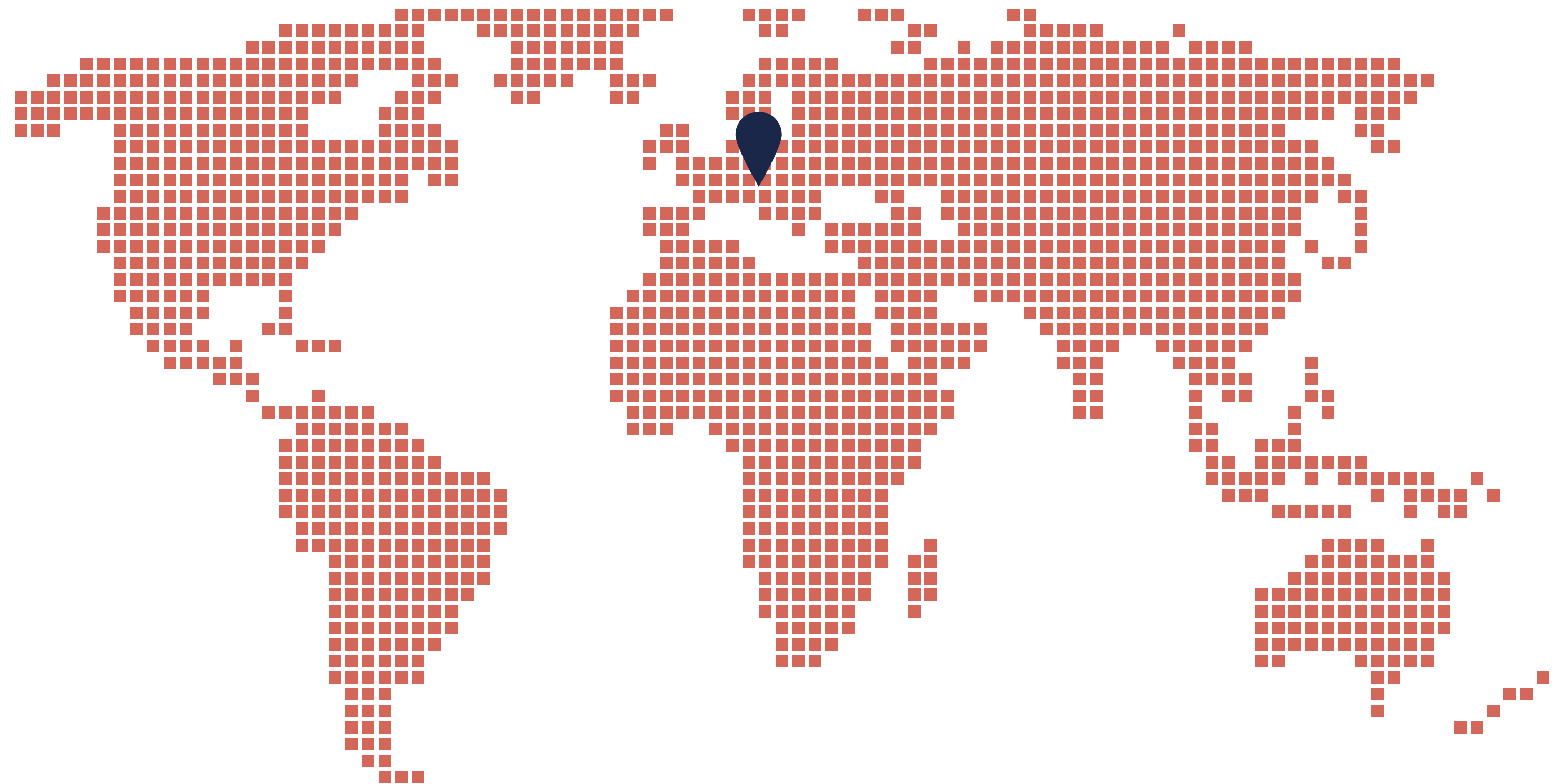
- Athens (GR)
- Thessaloniki (GR)
- Patras (GR)
- Amman (JO)
- Bucharest (RO)
- Brussels (BE)
- Copenhagen (DK)
- Nairobi (KE)
- Cape Town (RSA)

Offices

- Boston (USA)
- London (UK)
- Ras al-Khaimah (UAE)
- Sofia (BG)
- Nicosia (CY)

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Emerging / Disruptive Technologies

- EU Institutions
- Public sector
- Social & Health insurance
- Banking & Finance
- Energy & Utilities
- Telcos

SECURE SOFTWARE DEVELOPMENT



CYBERSECURITY



BLOCKCHAIN



ARTIFICIAL INTELLIGENCE



INTERNET OF THINGS/ EDGE
COMPUTING



(BIG) DATA ANALYTICS



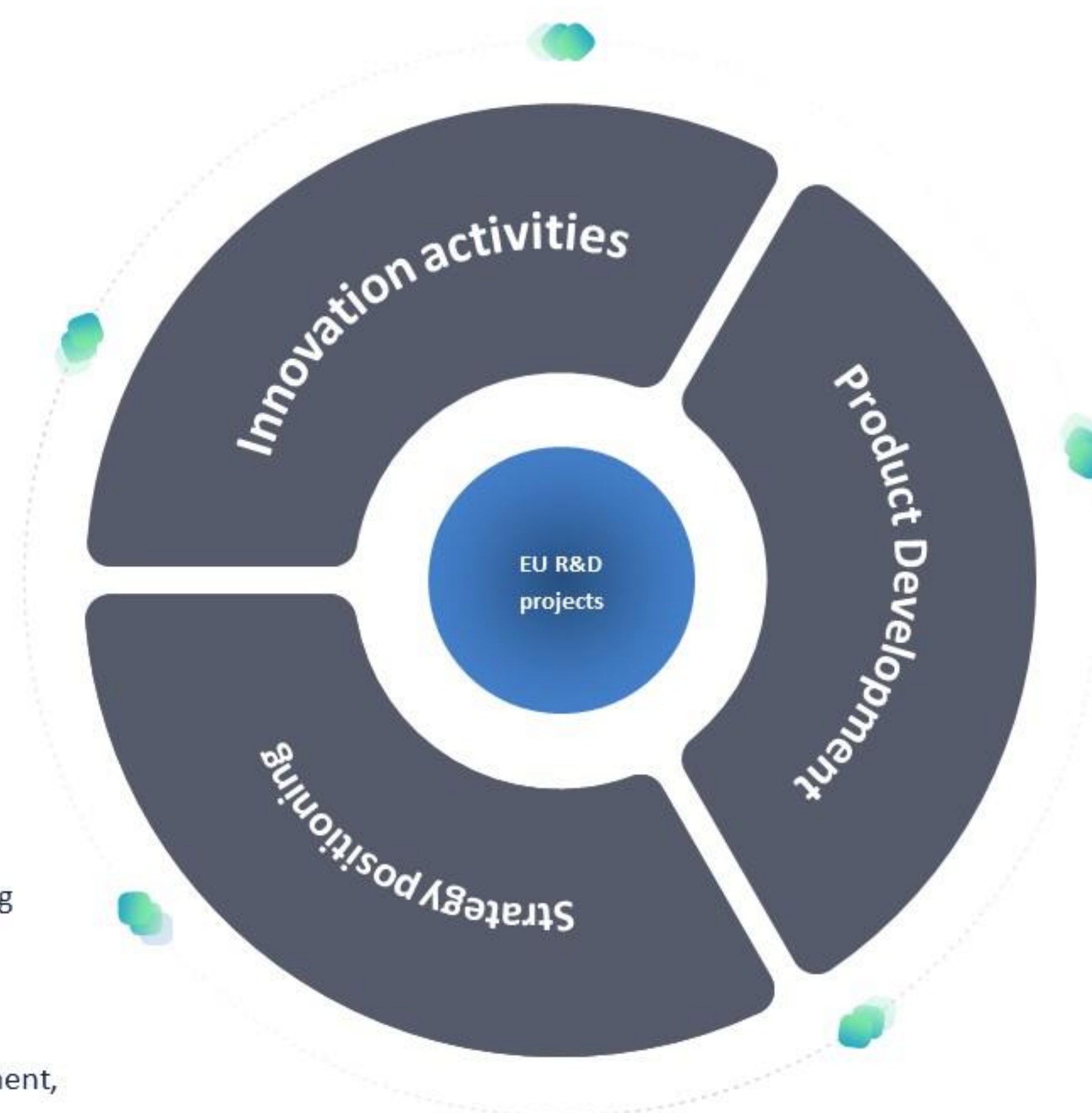
CLOUD

Innovation activities

- Internal Innovation Competition
- Innovation radar/Technology transfer
- Joint ventures
- Strategic partnerships/liaisons with innovation actors, such as top Universities, RTOs, clusters and industrial associations (BDVA/DAIRO, IOT-A, INSME, EFFRA, TII, ...) and partners.

Strategy positioning

- Feasibility study of cutting-edge technologies (Big Data, Data Analytics, Blockchain, ...)
- Opening up new innovative fields (agrifood, AI, maritime security, energy, sustainable development, crisis management, ...)



Product development & cross – collaboration

- Develop/extend RID solutions, PoCs, MVPs aiming to new products
- Extend current company product offerings with innovative features
- Spin-off (SmartPACT – blockchain in insurance)
- Contributing in INTRASOFT Key Enabling Technology Incubation Groups (Apache Kafka, Blockchain, DevOps, DevSecOps, ...)

Netcompany-Intrasoft EU-funded projects



INTRA in EU-funded projects

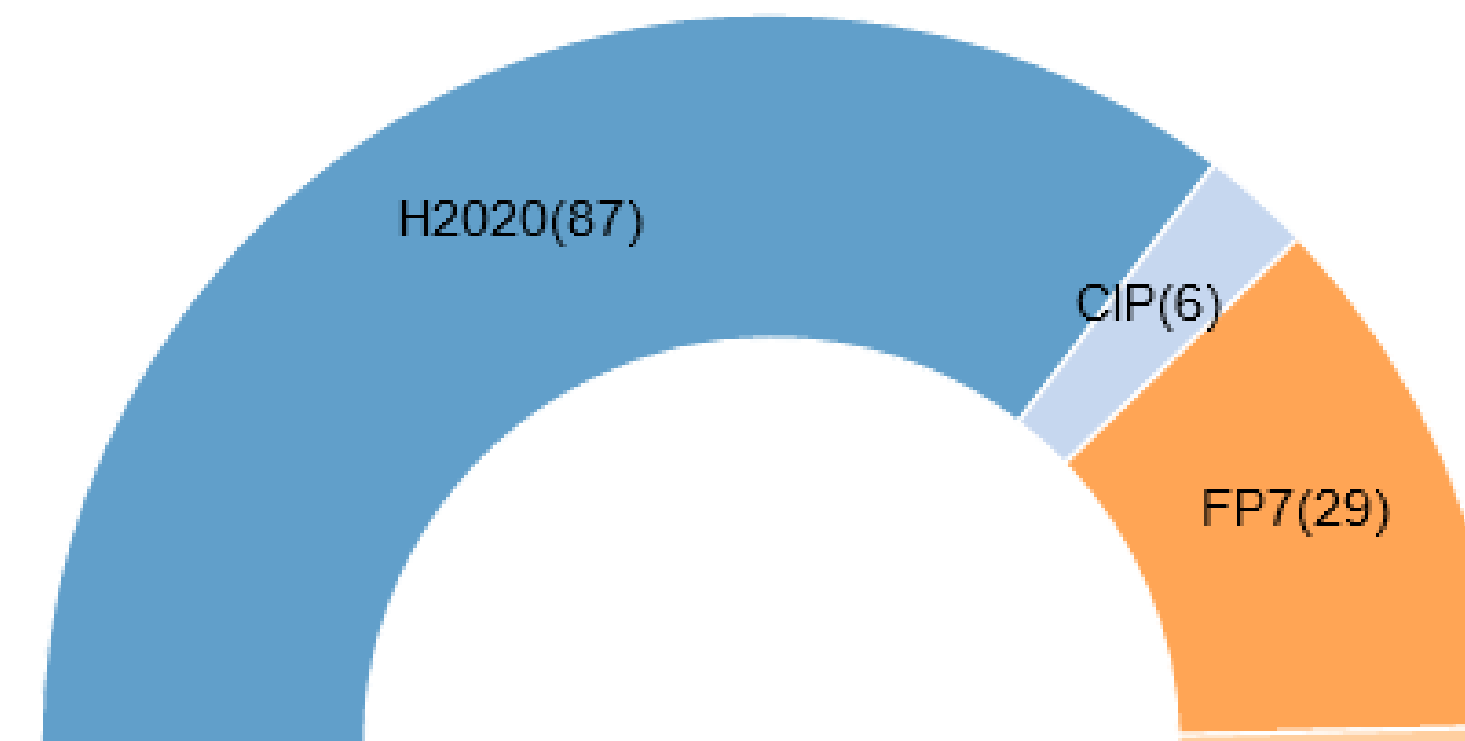
Focus on EU-funded project prior Horizon Europe, namely:

- Horizon 2020
- FP7
- ePlus
- CIP

The statistics presented are for the entity Netcompany-Intrasoft SA (Luxembourg)

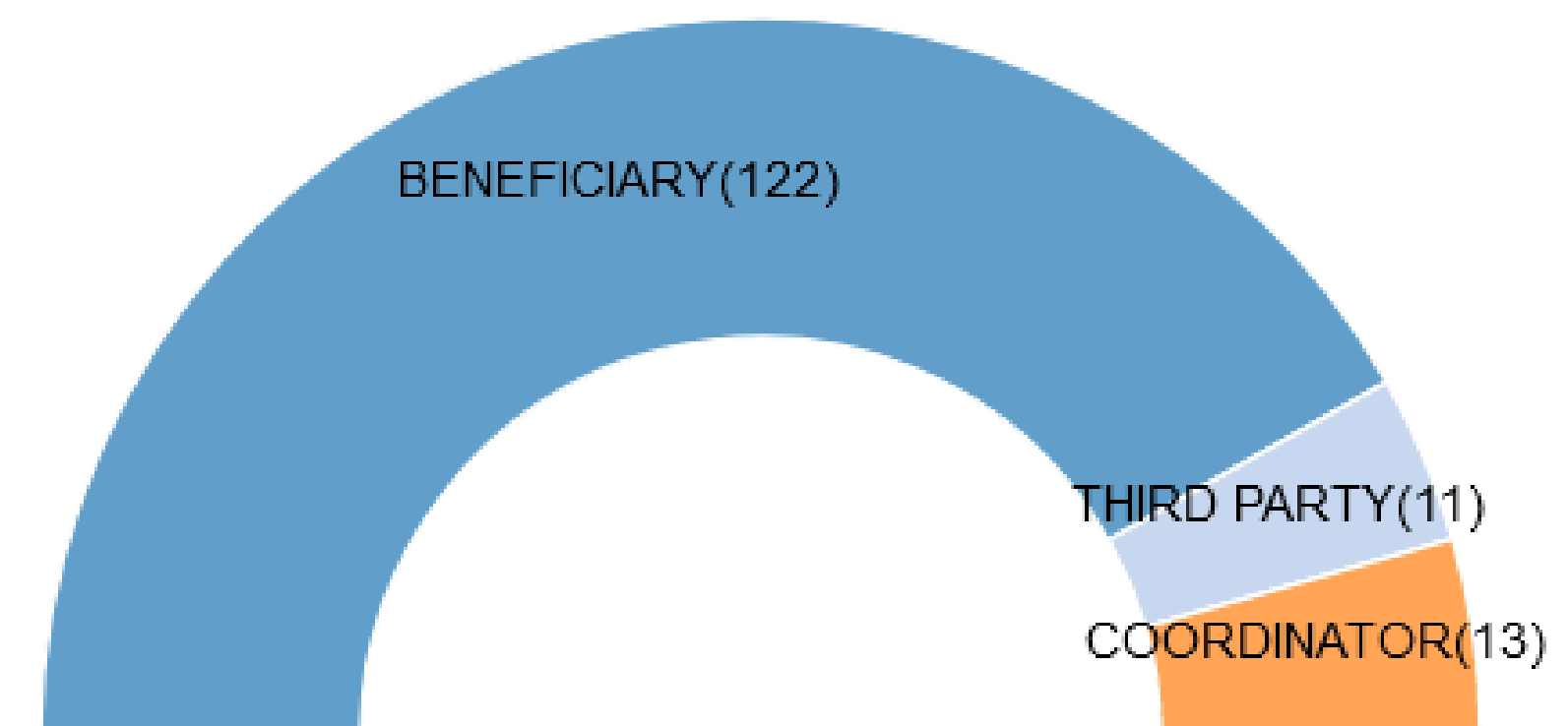
Programmes

● H2020(87) ● CIP(6) ● FP7(29) ● EPLUS(1)



Roles

● BENEFICIARY(122) ● THIRD PARTY(11) ● COORDINATOR(13)



Netcompany-Intrasoft statistics under H2020 Programme

87 Projects funded

19,25% success rate

Pillars: IndLead / SocChal / Sci4Soc

Thematics: ICT / Secure societies / Advanced manufacturing /
Transport / Health / Inclusive societies / Food...

2nd in Luxembourg

13,85% of Projects

Netcompany-Intrasoft statistics under Horizon Europe Programme

39 Projects funded

20,75% success rate

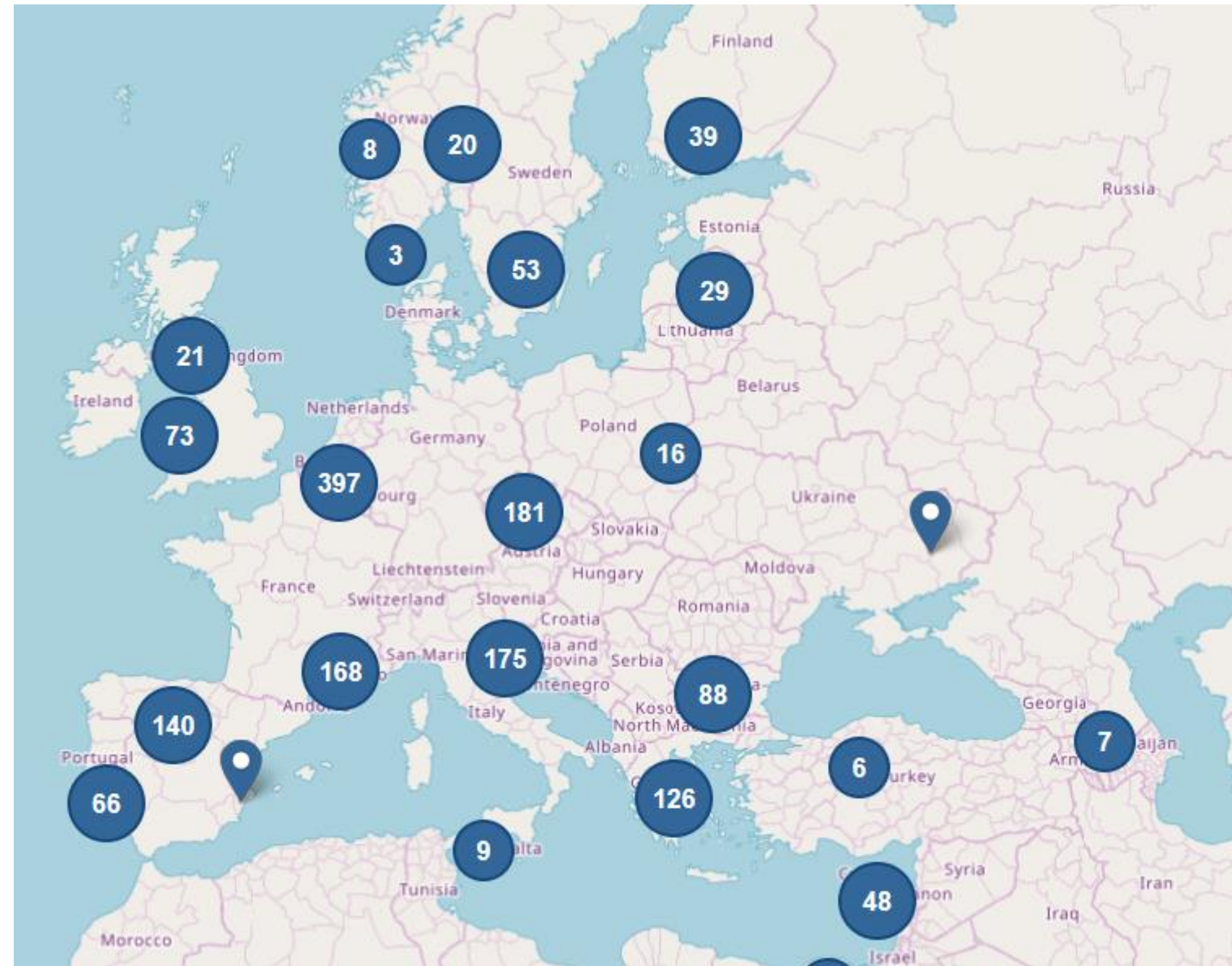
Pillars: Global Challenges / Excellent Sciences

Thematics: Digital Industry and Space / Climate, Energy, Mobility / Civil Security for Society / Inclusive society / Food

Top 3 in Luxembourg

% of Projects (Statistics in progress)

Netcompany-Intrasoft's network of Partners



IMAGINE
Innovative end-to-end Management of Dynamic Manufacturing Networks

ROBO-PARTNER

THOMAS

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SENSE&REACT projects

DOME 4.0

Productive 4.0

iMOCO4.E



PROPHESY

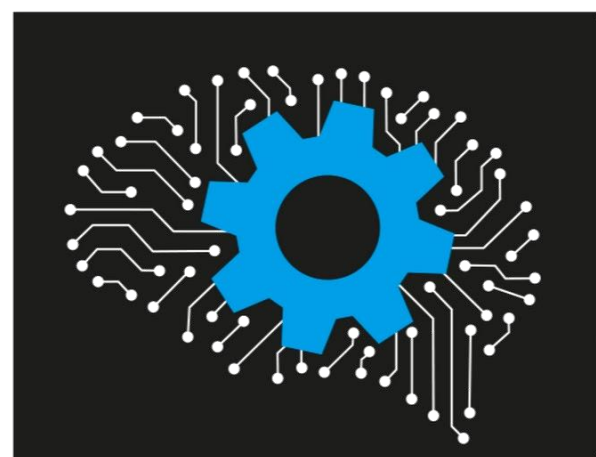


DIMOFAC

QUALITY

STAR

diatomic



ASSISTANT

ODIN

share
work



MARKET4.0

CONNECT & PRODUCE

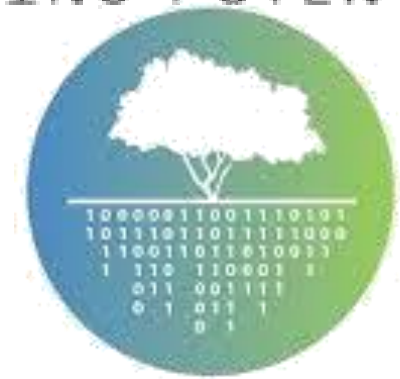


AI4DI

SHERLOCK
UNLOCKING POTENTIALS



Pop-Machina



CYBELE

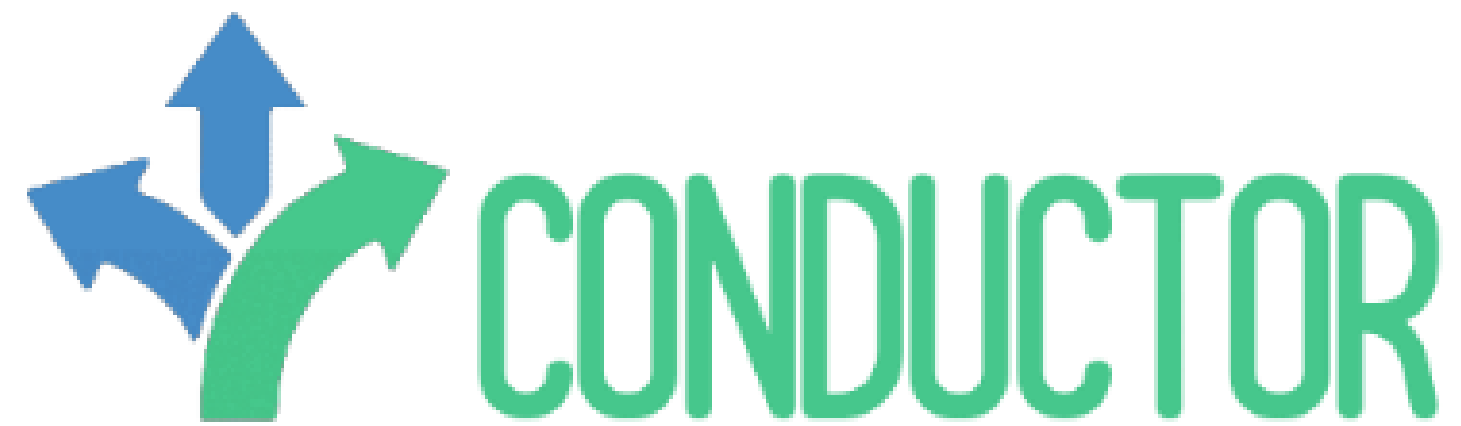


PLURAL



EUR3KA

Collaboration with Newcomers



Fleet and traffic management systems for conducting future cooperative mobility

GA number: 101077049

Call: HORIZON-CL5-2022-D6-01

Funding scheme: Innovation Action (up to TRL 7)

Duration: 36 months – 01/11/2022 to 31/10/2025

EU Contribution: € 4.598.550

Consortium: 15 partners from 7 different EU Member States



Collaboration with Newcomers



Seamless and safe human – centered robotic applications for novel collaborative workplaces

GA number: 820689

Call: DT-FOF-02-2018 - Effective Industrial Human-Robot Collaboration

Funding scheme: research and Innovation Action

Duration: 36 months – 01/10/2018 to 30/09/2022

EU Contribution: € 7 939 022,50

Consortium: 18 partners from 10 different EU Member States



Tips and Recommendations



Tip #1

Register for a PIC!

A Participant Identification Code (PIC) is a 9-digit number that serves as a unique identifier for legal entities participating in European funding programmes.

You only have to register once.

A “Draft” PIC is enough for a proposal submission but a “Validated” PIC is necessary if your proposal or tender is successfully evaluated by the EC.

PIC Validation procedure

- Legal Entity Identification Form
- Financial capacity assessment
- LEAR appointment procedure
- The VAT registration document
- The extract of the registration of your organisation in official/national register
- LEAR Appointment procedure:
 - + LEAR appointment letter and Roles and Duties of LEARs
 - + Declaration of Consent to the EU Funding & Tenders Portal
 - + Copy of the official, valid proof of identity for the legal representative
 - + Copy of the official, valid proof of identity for the LEAR.

Tip #2

Identify the best players to enter the game!

Everybody wants to participate and everybody faces the same problems, especially finding consortium partners.

Where to find partners

- Cordis Project database
- Cordis Partner search
- [Research*EU](#) magazine
- Enterprise Europe Network
- Circular Bio-based Europe Joint Undertaking ([CBE](#))
- Key Digital Technologies JU ([KDT](#))
- Innovative Medicines Initiative ([IMI](#))
- [EC infoDays](#)
- Luxinnovation InfoDays
- Other relevant events (e.g. conferences, symposium, workshops, etc.)



Tip #3

Learn the rules to play the game!

Before moving ahead, you must do some homeworks and understand the basics of EU funding Programme and its mechanisms.

You are a Newcomer not a Novice!

The screenshot shows the netcompany intrasoft website interface. At the top, there is a navigation bar with the following items: a home icon, 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE' (highlighted in yellow), 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. Below the navigation bar, there is a search bar with the text '2021-2027' and a dropdown menu for 'Horizon Europe (HORIZON)'. The dropdown menu is open, showing options: 'Key steps', 'Reference documents', 'Participant register', and 'Partner search'. Below the search bar, there is a 'Clear filter' button. To the right of the search bar, there is a text box with the text 'Please select the programme to see the reference documents.' Below this, there is a section titled 'Procurement' with the text 'Reference Documents related to tendering opportunities are published on TEI'. On the right side of the page, there is a sidebar with a search bar labeled 'Filter'. Below the search bar, there is a list of categories with expand/collapse icons: 'Legislation', 'Work programme & call documents' (circled in red), '2021-2022', '2023', 'Grant agreements and contracts', 'Simplified cost decisions', 'Guidance', 'Templates & forms', 'Application forms' (circled in red), 'Evaluation forms' (circled in red), 'Validation and LEAR appointment forms', 'Grant agreement preparation templates', 'Project reporting templates', and 'Experts lists'.

Don't beg, offer your support!

Renowned organisations (universities, research centres, companies) are not out of your range.

Offer them what they need: a skilled and competent partner with an added-value to the project concept and consortium.

What people wants is partner(s) for their consortium

- To increase your participation in Horizon Europe proposals you must promote your organisation's profile and your value proposition:
 - + Skills and competences
 - + Research capacity and capabilities
 - + Scientific excellence and publications
 - + Relevant IPR, PoC, products and technologies
 - + Previous and/or on-going research projects
- Target one call and identify which part of the work you can contribute to: research, prototyping, testing, socio-economical study, life-cycle assessment, business analysis, etc.
 - + Draft a short description of the work you could achieve.
 - + WP description
 - + Breakdown of Tasks
 - + List of possible deliverables and expected time plan
 - + Estimated number of PMs and budget

Have some fun!

Because at the end it is a game, you should not only focus on the end result and always see the positive aspects of the international collaboration.

Success will come with time, but every proposal will teach you valuable lessons to get better and improve yourself.

It's the journey, not the destination

Proposal preparation

- Extend your network of contacts across Europe and elsewhere
- Confront your ideas and work with people with different background and interests (e.g. researchers, industrial actors, NGOs, consultants, etc.)
- The moment you click on **SUBMIT** is priceless and you forget the last months of hard work.

Negotiation with the EC

- The 'Emotional Rollercoaster': Euphoria to win the project Vs. work to do on the negotiation.
- Succeed the high competition makes you feel like "The One".

Project implementation

- Your idea turns into a concrete technology or a physical product/prototype.
- Visit European cities, meet new people and work with successful organisations.
- Invitation to new proposal preparation.
- Develop new business opportunities.

Thank you for your attention!

Flavien MASSI

Project Manager

flavien.massi@netcompany-intrasoft.com

(+32) 04 71 67 10 03

