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Positioning at European level

Univ. de Alcala de Henares, 20 January 2022

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Positioning at European level what for?

Build strong consortia for my projects?

Accompany a broader internationalisation strategy?

Increase reputation at EU level?

Network and exchange with peers?

Influence EU funding Programmes (or even policies)?

Key Prerequisites to get success

Why?	Know your goal
What?	Prioritise
When?	Understand the rules of the game
Who?	Understand who are the key players
How?	Define the right action plan

Why? Know your goal

Importance of answering these questions to adapt your strategy, action plan and budget!

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What? Prioritise

Do I want to address all or only few priority areas?

- Where do I want to have impact?
- How much resources do I have?

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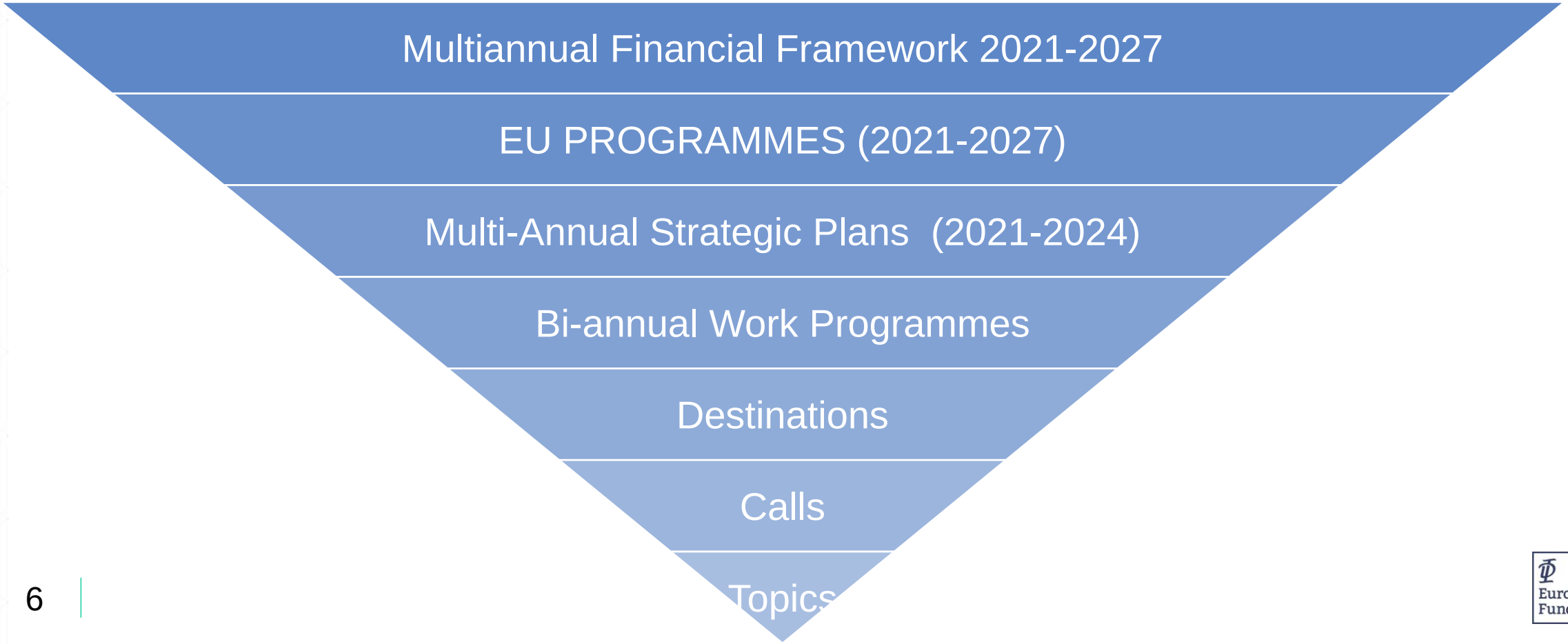
When? Understand the rules of the game

Hierarchy of EU Programmes

(e.g. Horizon Europe)



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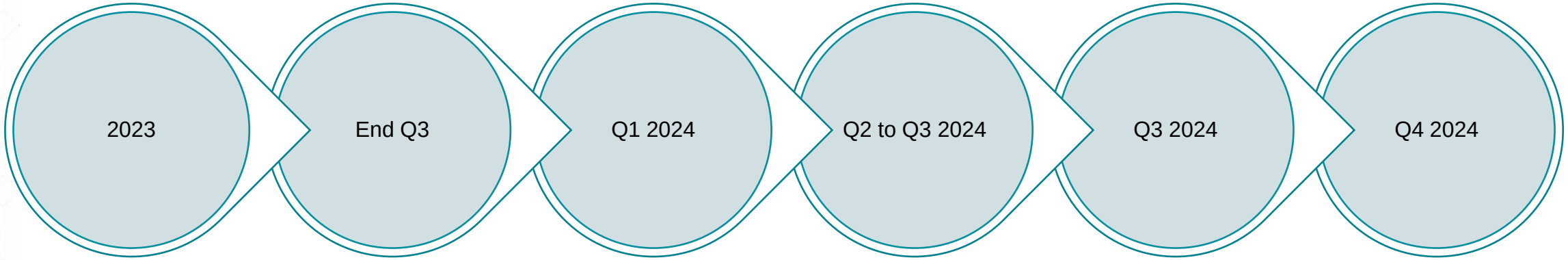
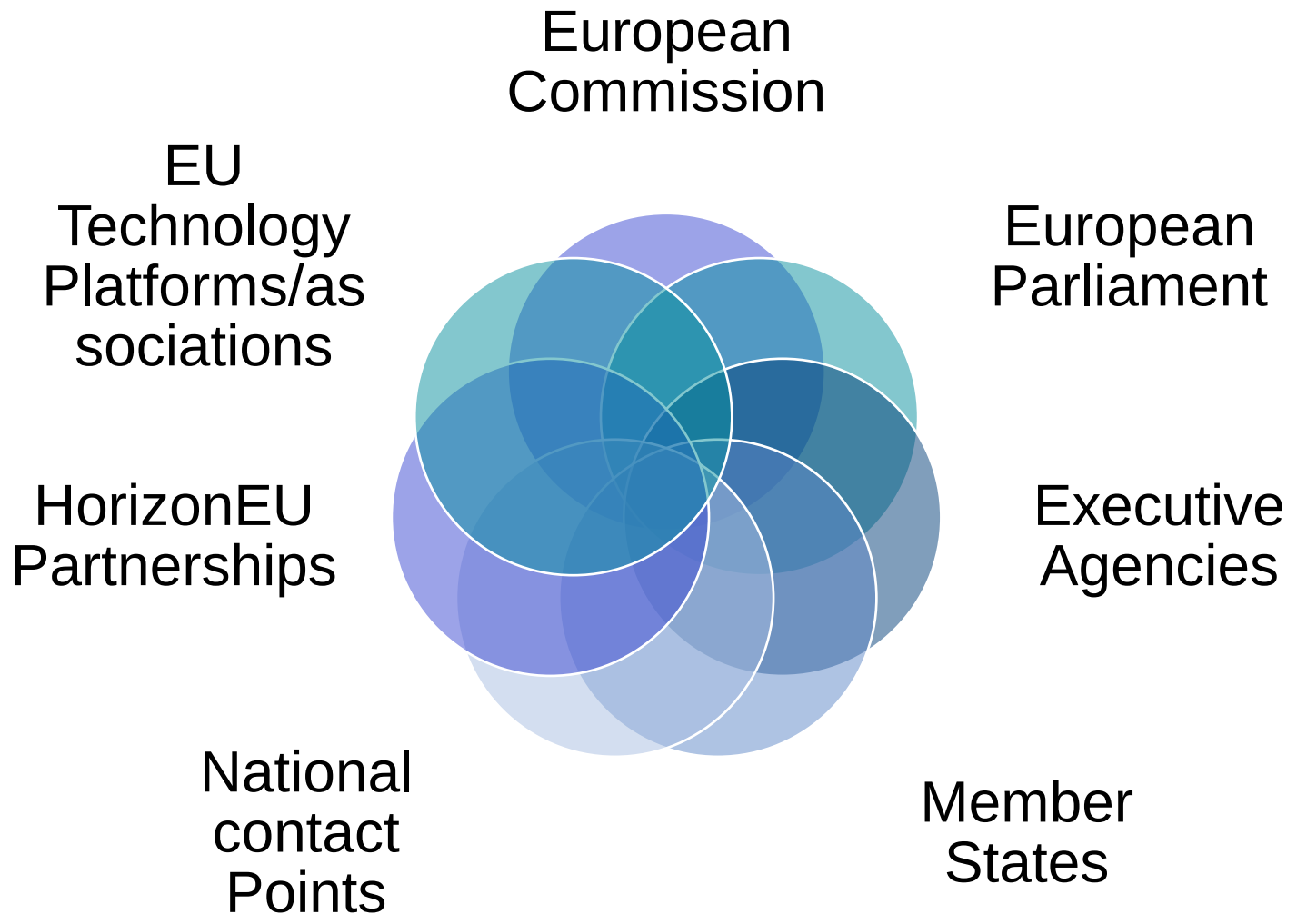
When? Understand the rules of the game

Schematic overview of Horizon Europe Work Programme (WP) **2025-2026** decision process



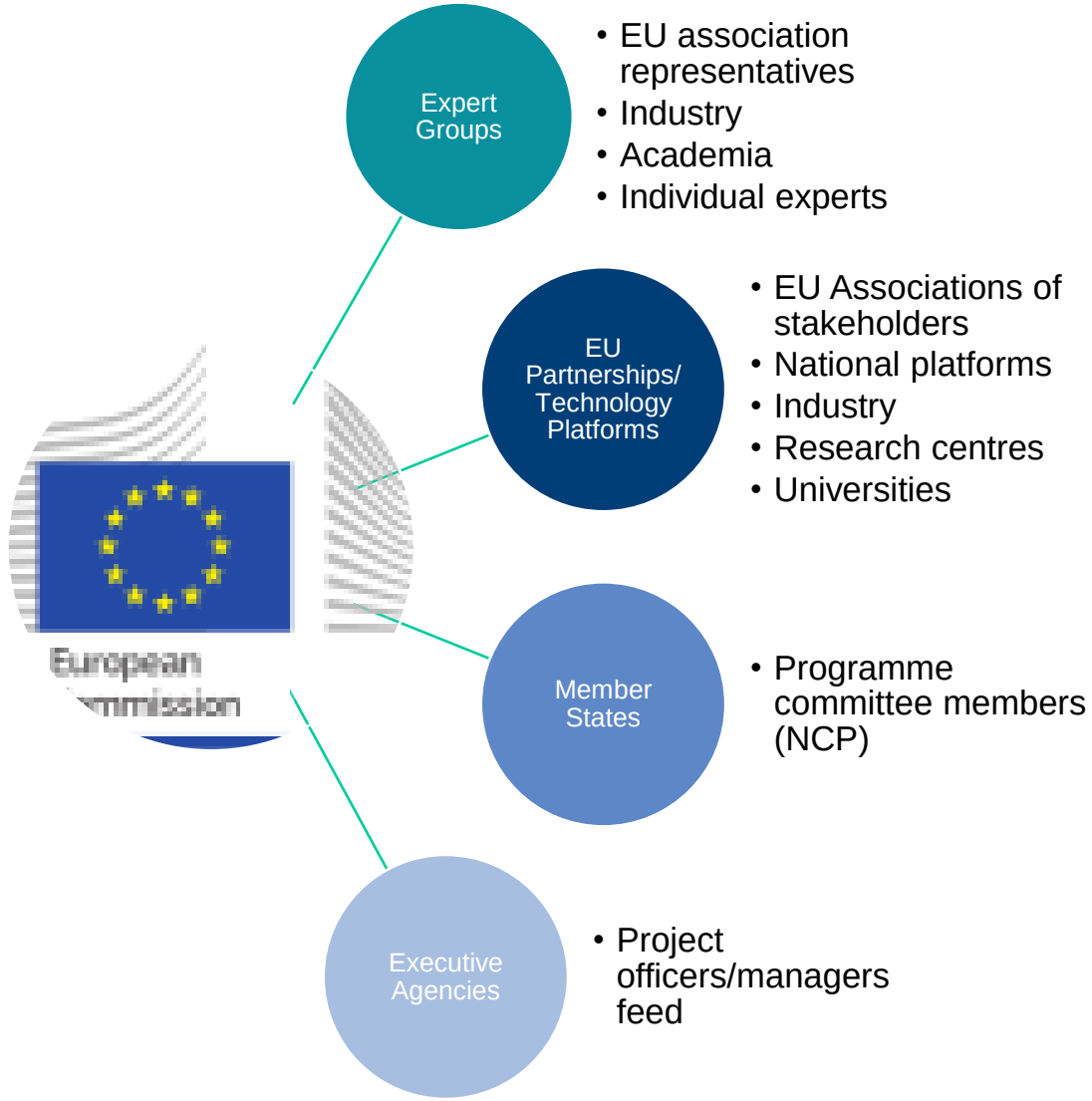
High — Possibilities to propose inputs by EU stakeholders — Low

Who? Understand who are the key players



European Commission inputs to draft a Work Programme

- Political priorities
- Strategic Research and Innovation Agendas
- Technology Roadmaps
- Implementation Plans
- Long term Visions
- Previous projects results and lessons
- Stakeholder recommendations/input



Horizon Europe Partnerships vs Technology Platforms vs EU Associations

Horizon Europe Partnerships

- Regulated within Horizon Europe, gather Public and Private sector together
- 50% of HEU Pillar 2 budget allocated to partnerships
- 3 types in Horizon Europe: Institutionalised; co-programmed;- co-fund
- 49 official Partnerships in HEU

EU Technology Platforms

- Initiated by the EC or the private/research players in a defined sector
- Represent aggregated and *unbiased* view of all key EU stakeholders in a sector
- Role: agree on R&I priorities for Europe, facilitate networking among key partners
- Unknown number in Europe

EU Associations/ federations

- Independent from the EC
- Membership may differ : industry/ research /universities/ national associations
- Priorities can differ greatly
  - Advocacy on regulatory matters
  - Influence R&I agendas
  - Service members (networking, training…)
- Between 2000 and 3000 in Brussels

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Main Horizon Europe partnerships

Institutional Partnerships

- **Bio-Circular Economy**
- **IMI 2** : Innovative Medicines Initiative
- **ECSEL** : Embedded computer systems and nanotechnology.
- **Clean Aviation** on aeronautics and air transport.
- **Single European Sky** on European air traffic management.
- **Clean Hydrogen** on hydrogen and fuel cells.
- **Europe's Rail** on technologies in the railway field.
- **European Institute of Innovation & Technology** (EIT) 9 Knowledge and Innovation Communities (KICs)

Co-programmes partnerships

- **Robotics (AI –Data)**
- **Photonics**
- **Made in Europe:** sustainable manufacturing
- **Clean steel**
- **Processes4Planet**
- **Connected and Automated Mobility**
- **Batteries**
- **Zero emission waterborned transport**
- **Zero emission road transport**
- **Built4people**

Co-fund partnerships

Health

- Transformation of health systems
- Chemicals risk assessment
- ERA for Health
- Rare diseases*
- One-Health Anti Microbial Resistance*
- Personalised Medicine*

Energy & Smartcity

- Clean Energy Transition
- Driving Urban Transitions

Bio economy:

- Rescuing Biodiversity to Safeguard Life on Earth
- Climate Neutral, Sustainable & Productive Blue Economy
- Water4All
- Animal Health & Welfare*
- Accelerating Farming Systems Transitions*
- Agriculture of Data*
- Safe & Sustainable Food System*

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Examples of EU Technology Platforms/associations in 2 sectors:

- **Energy sector:**
  - ETIP Bioenergy
  - ETIP Wind
  - ETIP Deep Geothermal
  - ETIP Ocean Energy
  - ETIP Photovoltaic (ETIP PV)
  - ETIP Renewable Heating and Cooling:
  - ETIP Smart Networks for Energy Transition (SNET)
  - ETIP Sustainable Nuclear Energy (SNETP)
  - ETIP Zero Emission Fossil Fuel Power (ZEP)
  - ETIP Batteries
  - ETIP Hydropower
- **Bio-economy area:**
  - Food for Life
  - Plants for the Future
  - The Forest-based Sector
  - Sustainable Chemistry
  - Global Animal Health
  - Farm Animal Breeding and Reproduction
  - Biofuels Europe
  - European Aquaculture Initiative
  - Agriculture Engineering Technologies
  - European Aquaculture Innovation and Technology Platform
  - European Fisheries Technology Platform

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How Define the right positioning strategy

How can E-F help?

- Defining your objectives
- Prioritising areas
- Mapping key EU players in your priority areas :
  - European Commission Officers
  - National Committee members
  - EU Expert groups
  - EU Partnerships/Technology Platforms/Associations of interest
- Defining the right approach according to your objectives & resources : identifying/ observing / networking / influencing

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