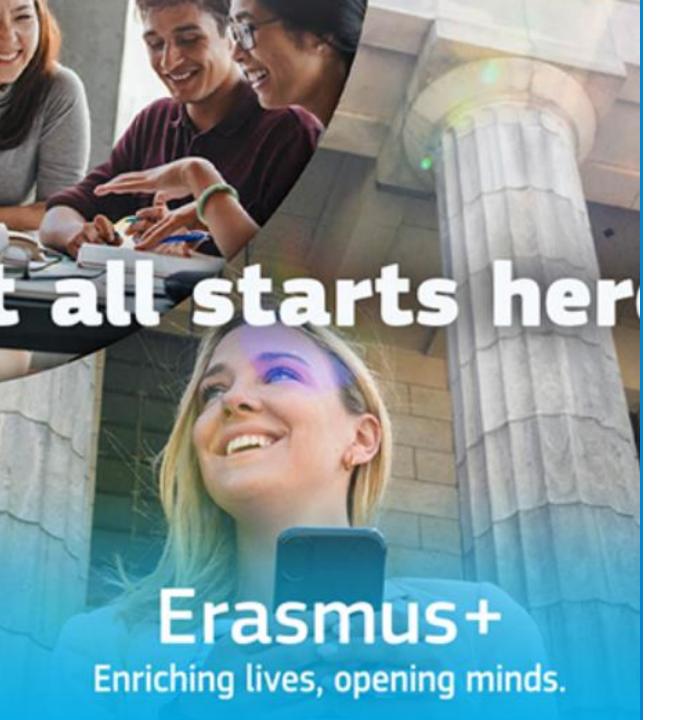


# Erasmus+ Cooperation Partnerships in the field of Education and Training and Youth submitted by European NGOs

**ERASMUS-2024-PCOOP-ENGO** 



**European Education and Culture Executive Agency (EACEA)** 



# How to prepare a good project proposal?

Cristina FERNANDEZ ESTRADA

Call coordinator, EACEA A5

Youth, EU Solidarity Corps and Aid Volunteers









Proposal aligned to the objectives and policy priorities of the Action and field and fulfilling all the criteria set out in the call for proposals and complying with quality standards

Competitive call based on the quality of proposals and available budget



- A complete APPLICATION PACKAGE does not necessarily mean a good PROPOSAL
- An ADMISSIBLE and ELIGIBLE proposal does not have to be a GOOD proposal
- The availability of **BUDGET** does not guarantee that all proposals will be funded, ONLY quality proposals
- Only proposals ABOVE FUNDING THRESHOLDS may be funded



QUALITY of your proposal must be in line with your REQUESTED LUMP SUM GRANT



# 9 Tips to succeed



- 1. Start early
- **2.** Read the relevant **information**
- 3. Have a good understanding of the Action and the Call
- 4. Check the Call requirements
- **5.** Choose your project **idea**, structure it and stick to it
- **6.** Build a good **consortium**
- 7. Write a good proposal
- 8. Create a good **budget** and request the adequate lump sum grant
- 9. Final polishing





# Tip 1: Start early

- From the opening day: 6 December 2023
- To the submission deadline: 5 March 2024 17:00:00 Brussels time

**3 MONTHS** 



- Do not leave it for the very last minute
- Any good proposal evolves and matures during the drafting process





# **Tip 2: Read the relevant information**





### To PREPARE your project proposal

2024 Erasmus+ Programme Guide

Application forms (Part B)

**Lump sum funding** F& TP section

Get inspired!: <u>Projects & Results (europa.eu)</u> (F&TOP) &

Erasmus+ project results platform

For former applicants: the Evaluation Summary Report with experts' feedback

### To SUBMIT your project proposal

An introduction to the Funding & Tenders Portal IT tools: Business process flow video tutorial

F&TOP Online Manual

F & TOP IT How To

Presentation How to submit

Contact us:

EACEA-EPLUS-EDU-ENGO@ec.europa.eu

EACEA-YOUTH@ec.Europa.eu



# Tip 3: Have a good understanding of the Action and the Call

Aims at awarding grants to **ACTIONS** 

**Action** grant: it funds a <u>specific action</u> intended to help achieve one of our policy objectives.



**Operating** grant: it funds the operating costs of an organisation pursuing an objective supporting our policies.



**CENTRALISED** Call

EACEA as funding body, different rules and submission system as at national level

**ONE CALL with 2 TOPICS:** 

Education and Training
 Youth

One topic = one application

Only for proposals **SUBMITTED by EUROPEAN NGOs** 

For Cooperation Partnership proposals submitted by other type of organisations, check funding possibilities by National Agencies





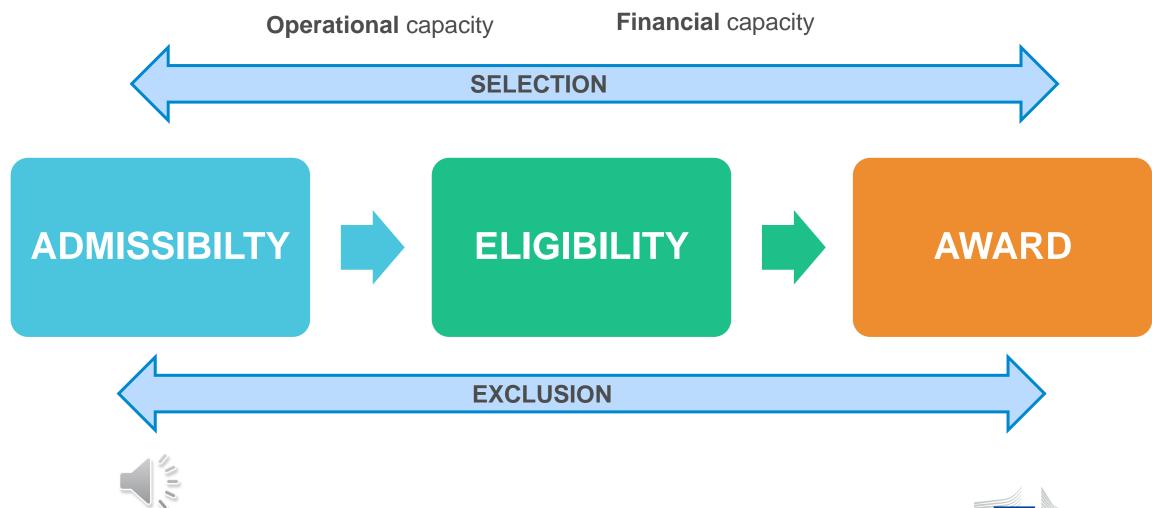
	Objectives of the Action
DISTINCTION	Priorities of the Programme / sector
	Objectives of the project
Supports COOPERATION projects	To develop and reinforce their networks of partners=> to open up European NGOs to cooperate with other organisations beyond their network  Common needs and priorities
Supports INTERNATIONALISATION of organisations' activities	Transnational cooperation  Applying at EU (centralised) level and not a national level does not bring an international value to the proposal
Supports <b>TRANSFORMATION</b> and <b>CHANGE</b>	A real change in the current state-of-art in the field of intervention  Creativity, flexibility in the activities



# Tip 4: Check the call requirements



European



# **Admissibility conditions**

Submit your application well before the deadline (48 h)

Use only **OFFICIAL** forms (available in the F&TP)

Submit **ALL** the required forms and fill in ALL the applicable sections

Experts assess your proposal based solely on the **information** available in your application

Draft your proposal in an EU language understandable for all your consortium

Proposals received by email are disregarded

Pages of Part B beyond 70 pages are disregarded during evaluation



**INADMISSIBLE PROPOSAL** 



PROPOSAL EXCLUDED FROM EVALUATION PROCESS





# **Eligibility conditions**

# Eligibility check based on the information available in the FORM C



### **ENGO APPLICANT**

**How can I check** that my organisation is considered as an ENGO?:

- Check definition in the Programme Guide (footnote page 239)
- Check your status thanks to the checklist in the Form C

	YES	NO
1.1. It is established in an EU Member State or third country associated to the Erasmus+ Programme.*	~	
1.2. It is a European NGO in accordance to the definition provided in the Erasmus+ Programme Guide 2024:*	<b>/</b>	
1.2.1. NGO that operates through a formally recognised structure composed of a European body/secretariat legally established for at least one year in an EU Member State or third country associated to the Programme and of national organisations/branches, in at least nine EU Member States and third countries associated to the Programme.*	7	
1.2.2. These national organisations/branches must:		
a) have a proven statutory link with the European body/secretariat*		
b) are active in the field of education, training or youth*		
1.2.3. The European NGO is composed of at least nine entities (the European body/secretariat + eight national organisations/branches) established in nine different EU Member States and third countries associated to the Programme.*	/	
1.3. It has been legally established at least 2 years before the application deadline.*		

**NO REDIRECTION**: Non eligible applications are not re-directed to National Agencies

The applicant must be a legal independent entity registered in the F&TP with a PIC

**NO MULTIPLE SUBMISSIONS**: only one application by the same consortium of partners and to one Agency per deadline

**DOUBLE FUNDING**: the SAME proposal cannot be submitted under the same call round at centralised (EACEA) and at decentralised (National Agencies) levels



# How can the national organisations / branches can benefit from the participation in a Cooperation Partnership proposal?

- A) Directly: getting funding, as <u>affiliated entities in the grant agreement</u> (branches need to have a PIC)
- B) Indirectly: participating in the activities, hosting events, collaboration in the promotion and dissemination activities, etc (branches do not require to have a PIC)

It is expected that the **resources and expertise** available in the network of organisations composing the European NGO will benefit the project as a whole





# **ELIGIBLE COUNTRIES**

	27 EU Member States	Third countries associated to the Programme	Third countries not associated to the Programme
	Finland    Solid   Finland   Finland	North Macedonia Iceland Norway Serbia Liechtenstein Tûrkiye	Rest of the world  e.g.: United Kingdom, Albania, Bosnia and Herzegovina, Switzerland, Montenegro, Ukraine, Asia, Latin America, Africa, US, Canada, etc  Organisations from Belarus and the Russian Federation are not eligible to participate in this Action
APPLICANT			
PARTNER			
AFFILIATED ENTITIES			
ASSOCIATED PARTNERS			L)

# **CONSORTIUM**







- Affiliated entities have access to grant (share to be included in budget calculator)
- Participation of THIRD COUNTRIES only if added value
- Participation of ASSOCIATED PARTNERS is not compulsory









### **PRIORITIES (HORIZONTAL & SECTOR)**



- DO NOT MIXED UP WITH THE OBJECTIVES OF THE ACTION AND YOUR PROPOSAL
- CROSS-CUTTING ASPECTS OF YOUR PROPOSAL



- Consult the results produced by previously funded projects based on similar priorities, to ensure consistency and avoid duplications, as well as to progressively build on existing results and contribute to the joint development of different fields: <a href="https://erasmus-plus.ec.europa.eu/projects">https://erasmus-plus.ec.europa.eu/projects</a>
- Check consistency between Part B and Form C









• For face-to-face events, please specify venues in Part B:

### Events and meetings

Events and I	meetings						
This table is to be completed for events and meetings that have been mentioned as part of the activities in the work packages above  Give more details on the type, location, number of persons attending, etc.							
Event No	Participant	Description /			Attendees		
numbering linked to WP)		Name	Туре	Area	Location	Duration (days)	Number
E1.1	[name]	[name]	[insert type, e.g. training, workshop, conference, event, etc.]	[insert topics addressed, types of skills/knowledge acquired, etc]	[city_country]	[number]	[number]
E1.2	[name]	[name]	[insert type, e.g. training, workshop, conference, event, etc.]	[insert topics addressed, types of skills/knowledge acquired, etc]	[city_country]	[number]	[number]

If venue in country different from a participating country, provide a motivated explanation and in line with the Call!!!



# **Selection conditions**

### **FINANCIAL CAPACITY**

NON-PUBLIC APPLICANTS (ENGOs) &

Project GRANTS higher than 60 000 EUR

Financial capacity self-check simulator



### **OPERATIONAL CAPACITY**

Joint responsability of the participating organisations in the performance of the project

The lump sum model conditions the **payment of the lump sum contributions** to the performance of the
activities

Take into account when setting-up your consortium!!







# Tip 5: Choose your idea, structure it well and stick to it!

### Ask yourself if you have:

- A clear project objective
- A clear understanding of the current start of art in the field of intervention / sector
- A clear identified need
- A clear target group(s)
- A clear set of partners or geographical scope
- A clear path to make the difference or to bring an added value







# Tip 6: Build a good consortium



Be **consistent** – remain relevant to your objective & target group

Be **adaptable** – be ready to renounce a country if you do not secure the right partner

**Choose well** your partners – with diverse compertences

**Involve** partners in the preparation – avoid surprises after submission

Keep consortium **motivated** – agree a working method for the proposal phase, make a plan for their contributions

Keep **communication** with partners during the whole process

Do not cover the EU map artificially.

Verify that all the partners will have the sufficient **operational capacity** (resources) to allocate to the project







# Tip 7: Write your proposal – Tips & hints



Be **coherent** with the objectives of the Action and **relevant** to the policy priorities

Be **focused**, think before your write, think of your reader-What is the main message?, Who is your audience? What is their level of knowledge?

Be **accurate**, **clear** and **complete**– give adequate reply to each question

Keep it **simple** - complexity creates fog; simplicity clears it

Be **precise** - develop the idea, provide concrete examples



Do not use very **long sentences** – one main idea per sentence

Beware of **jargon** -Avoid jargon wherever possible, but if you have to use a jargon term then explain it in plain language at first use

Avoid abbreviations and **acronyms** - Spell out abbreviations and acronyms at first use, and avoid them if possible (or if used less than three times in a section)

Do not be **repetitive** – avoid to repeat the same information in different parts of the application

Be aware of **plagiarism** – checked during evaluation



# Part B

• Fill in all the applicable sections

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## **\*SUBCONTRACTING** is applicable

Fill in section 2.1.3 (outside resources) but not 4.2 (In-kind Contributions and Subcontracting)

### PROGRAMME GUIDE

Quality of the project design and implementation

the project is cost-effective and allocates appropriate resources to each activity;

The requested grant must be **REASONABLE** and coherent with the work plan

Financial support to third parties (if applicable)

Not applicable.



Seal of Excellence (if applicable) n/a

If provided in the Call document, proposals that pass the evaluation but are below the budget threshold (<u>i.e.</u> pass the minimum thresholds but are not ranked high enough to receive funding) will be awarded a Seal of Excellence.

In this context we may share information about your proposal with other EU or national funding bodies through the Erasmus+ National Agencies.

Do you agree that your proposal (including proposal data and documentation) is shared with other EU and national funding bodies to find funding under other schemes?

/YES//NO/



### Part B

### **Erasmus+ Programme Guide – Award criteria**

### RELEVANCE OF THE PROJECT

- · Aims and EU added value
- · Contribution to the objectives and priorities of the Action
- Objectives
- EU values
- Needs
- Innovation
- Complementarity
- Inclusion and diversity

### QUALITY OF THE PROJECT DESIGN AND IMPLEMENTATION

- Work plan
- Methodology
- · Cost effectiveness

# QUALITY OF THE PARTNERSHIP AND THE COOPERATION ARRANGEMENTS

- Set-up
- Geographic scope
- Participation of newcomers and grassroot organisations
- · Commitment & tasks
- Cooperation arrangements
- · Added value of third countries

### **IMPACT**

- Impact
- Dissemination
- Sustainability

### Part B - Technical description

### 1.RELEVANCE

- 1.1.Background and general objectives
- 1.2. Needs analysis and specific objectives
- 1.3. Complementarity with other actions and innovation European added value

#### 2.QUALITY

- 2.1. PROJECT DESIGN AND METHODOLOGY
- 2.1.1.Concept and methodology
- 2.1.2. Project management, quality assurance and monitoring and evaluation strategy
- 2.1.3. Project teams, staff and experts
- 2.1.4. Cost effectiveness and financial management
- 2.1.5. Risk management
- 2.2.PARTNERSHIP AND COOPERATION ARRANGEMENTS
- 2.2.1. Consortium set-up
- 2.2.2. Consortium management and decision-making

### 3. IMPACT

- 3.1 Impact and dissemination
- 3.2. Communication, dissemination and visibility
- 3.3. Sustainability and continuation

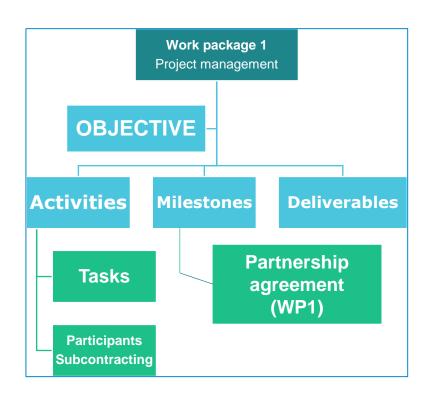


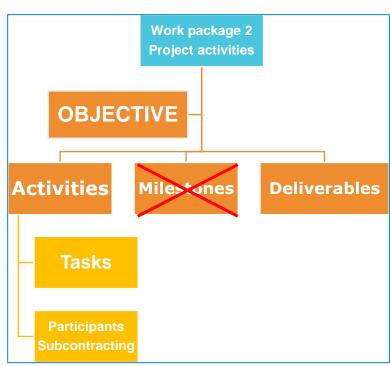


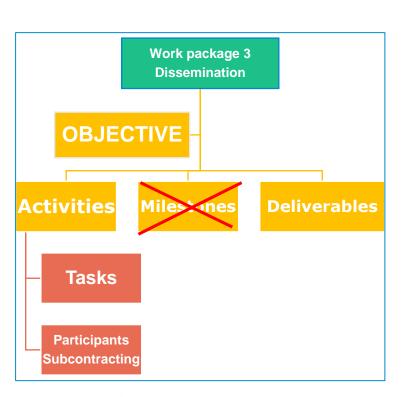












Minimum: 3

**Maximum**: linked to complexity of work plan (5)





### **Part B - Deliverables**



During the project's lifetime, your **performance** and **quality** of your project will be continuously assessed by the Agency based on the deliverables to be submitted **periodically** 

- Be realistic and reasonable Adapt the number of deliverables to the complexity of the work plan and requested lump sum (120.000 / 250.000 / 400.000), realistic expectations
- Structure your deliverables and do not multiply them try to gather similar deliverables, not every task/event needs
  to be a deliverable
- Refer only to major outputs Do NOT include minor sub-items, internal working papers, meeting minutes, etc.
- Try to keep **balance** of the deliverables to be submitted all along the lifetime of the project



- Horizontal deliverables (all over the project): try to split it into two deliverables if possible (one in the first part of the project and other in the second part). If not possible, to be submitted at the end of the project.
- EU reporting documents (midterm and final reports) & Partnership agreement are not considered as deliverables
- EU funding visibility: the final grant may be reduced if project's materials do not comply with this rule!!
- Provide a full description, including indicators and supporting documents to be provided., e.g.:



DELIVERABLES	DESCRIPTION application form
Risk management plan	how risks will be identified and assessed, what tools and techniques can be used, the relevant roles and responsibilities, how often risks need to be revisited, mitigating measures, etc.
Quality management plan	project's quality objectives, the quality management approach, process and responsibilities, the quality assurance and control activities, tools and techniques that will be used for quality planning and quality assurance and control, timetable, etc
Meetings	Objectives, dates or periodicity, type of meeting, target group, estimated no of participants, venue / format (online), lists of participants, minutes, reports, agenda, etc.
Intellectual outputs	Objectives, methodology, content, timetable, tools, etc.  In case of an explanation of a result, a report on a specific activity, a prototype, etc, a short-written description of the deliverable may be provided rather than the deliverable itself
Events	number of events, title, content, venue, duration, profile of participants, estimated no of participants, no of participants with fewer opportunities, lists of participants, feedback questionnaires, agenda, reports, etc.
Publications, documents	number of pages, language, format (printed/electronic), linguistic versions, number of printed copies (in each language - participating organisations-), etc.
Training modules	format, programme, learning methods, learning outcomes validation and recognition tools, lists of participants, participation certificates, etc.
Dissemination and communication plan	target audience and key messages, type of materials to produce, external communication, branding, monitoring and evaluation, GDPR compliances, EU funding disclaimer, etc
Website	Minimum content, EU funding disclaimer, link ,etc It is strongly recommended to have a project dedicated website

### **Types of deliverables**

R — Document, report

DEM — Demonstrator, pilot, prototype

DEC —Websites, patent filings, videos, etc

DATA — data sets, microdata, etc

DMP — Data Management Plan

[ETHICS] [SECURITY] [OTHER]

# Attention!! DATA PROTECTION & EU funding disclaimer

### **Dissemination levels**

**PU — Public**: fully open ( automatically posted online on the Project Results platforms)

**SEN** — **Sensitive**: project management documents, only accessible to the Agency, for the Grant agreement purposes

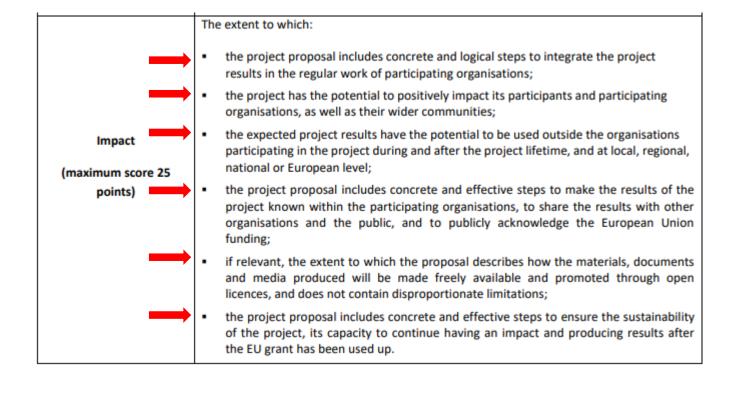
[R-UE/EU-R — EU Classified] [C-UE/EU-C — EU Classified] [S-UE/EU-S — EU Classified]





### **Award criteria**

Your Part B must give answer to ALL the aspects (bullet points) covered by each award criteria





# **Award criteria - RELEVANCE**

The proposal must demonstrate a real **added value** for the current state of art in the field of intervention in the specific sector

- Project objectives:
  - Do not mix up objectives and priorities of the call and sector/Programme priorities
  - Avoid to describe them in a general manner, give detail, do not just list them



- Shared EU values
- Needs analysis:

A good proposal must be based on a strong needs analysis

- Detailed description of the specific needs of participating organisations and target groups.
- Avoid general statements, general statistics, studies. Based on up to date, verifiable facts and figures.
- There must be a clear evidence of the connection with the project's objectives and m



# **Award criteria - RELEVANCE**

- Inclusion and diversity:
  - Describe **specific measures** to be put in place.
  - For example, for the Youth topic applications > Participation of young people with fewer opportunities: give estimated numbers, specify activities, measures envisaged to ensure the accessibility.
  - Get inspired!: Erasmus+ and European Solidarity Corps Inclusion and Diversity Strategy 2021-2027
- **Innovation**: Give **detail**, concrete examples (new tools, new methodologies) of innovative aspects integrated in your proposal (it may related to the project management and activities' implementation or results). How and why is your project innovative?
- Complementarity: How the proposal capitalizes previous results?
- Participating organisations: transnational cooperation, opening up of networks



# **Award criteria - RELEVANCE**

- Synergies with other sectors: potential of the proposal to have an impact on fields other than
  the one addressed by it (e.g., expected impact of a youth proposal in the field of education and
  training)
- Support to the implementation of EU policies: concrete examples of specific initiatives, projects, activities policy oriented in the sector
- EU added value:
  - Not restricted exclusively to the geographical coverage of the consortium and network(s)
  - How the results will translate to an **EU-wide change outside the networks**, evidence that the expected results could not be attained by activities carried out in a single country





The proposal must present a well designed and **concrete work plan and methodology** for the development of the proposed activities

**Coherence** between the structure and **relevance** of the proposal and the **substance** - how the project it will be developed afterwards

**Principle of proportionality** - the higher the amount requested, the more the project methodology will be expected to be accurate and comprehensive



Max. SCORE: 30 points !!!





### **Project objectives:**

Specific - What? When? How?

Measurable - use of qualitative and quantitive indicators

Achievable - realistic, aligned with the resources and timing

Relevant - addressing the identified needs and produce the expected results and impact

Timely - feasible within the project's timeframe





### Methodology:

- A detailed timeline, with deliverables and results
- Which concrete measures are envisaged to put in place to ensure a timely implementation
  of the project activities
- A concrete quality assurance mechanism and an evaluation strategy (indicators)
- A complete and effective work plan (work packages/deliverables/results) following recommendations (part B)
- Cost-effectiveness



- The **requested lump sum is reasonable** according to the work plan, the allocation of resources among partners are coherent according to the distribution of tasks.
- Outsourcing Remember rules about subcontracting



### Inclusion and diversity:

Inclusive and accessible design of activities

Erasmus+ and European Solidarity
Corps Inclusion and Diversity Strategy

- Specific arrangements and measures to integrate fewer opportunities people
- Definition and profile of participants with fewer opportunities

### Use of digital tools:

- Within the consortium how they enhance the organisations' capacities?
- For the activities' implementation- connections between digital and in-person



Details on the digital tools to be used

**Training and learning activities**: Clear and specific description of the activities, profile of participants, practical arrangements, management and support, content of learning methodologies, selection of participants, recognition and validation of learning outcomes,

Green aspects: Environmental responsability in the projects; e.g.

Greener means of travel

Ecological choices during the periods abroad and when organising events, for example, with catering

Virtual events and meetings

Green issues as the theme of your project

Discussion of environmental responsibility in different context





**Get inspired!:** 

**European Green Deal** 

GreenComp: the European sustainability competence framework



### **Award criteria – PARTNERSHIP AND COOPERATION arrangements**

### Composition of the consortium:

- Rationale behind the set up of the consortium- how and why were the participating organisations chosen?
- Involvement of the partners in all the phases of the project (including the design of the proposal)
- Evidence of specific expertise in the field of intervention, added value of participation
- Expertise of **project team** allocated to the project



- Geographical coverage and cultural diversity
- Participation of newcomers in the Action- and grassroots organisations
- Transnationality, opening up of networks
- Evidence of added value of participation of third countries (if any)



## **Award criteria – PARTNERSHIP AND COOPERATION arrangements**

### Allocation of tasks:

- Balanced commitment and distribution of tasks among partners according to their expertise and allocated resources
- Clear distribution of tasks per work package and activities and deliverables
- Definition of roles for each task

### **Coordination and communication:**

- Details on how decisions will be taken and how regular and effective communication will be ensured
- Communication with external stakeholders



- Effectiveness of the **measures** regarding the size of the consortium
- Conflict management Partnership agreement



## **Award criteria - IMPACT**

INDICATORS

- Impact on organisations and participants:
  - Description of concrete and logical steps to integrate the project results into the regular work of the participating organisations
  - Evidence of the **transformation** to be enabled by the project
  - Concrete examples of expected results
- Potential to use the project results outside the participating organisations:
  - Concrete, adequate and realistic definition of target groups



• Evidence of the **transformation** to be enabled by the project



## **Award criteria - IMPACT**

### Communication

Promoting the action itself and its results

### **Dissemination**Rublic disclosure of

Public disclosure of the results

# Exploitation Utilisation of

- Communication and dissemination:
  - What, for whom, how, how often, for what purpose you do it?
  - Design of a concrete dissemination and exploitation strategy already at application stage
  - Define clear and concrete target values

### **EU** funding disclaimer:





<u>Erasmus + Communication guidelines for project beneficiaries</u>



# **Award criteria - IMPACT**

### Sustainability:

How to ensure the impact of the project **beyond** the project lifetime?

Concrete plans and measures, a defined sustainability strategy at application stage:

How will you ensure that the project continues to produce **impact and results**, where and with who?

How will you ensure the continuity of **funding**?

Do you envisage future **cooperation** among partners beyond the project lifetime?

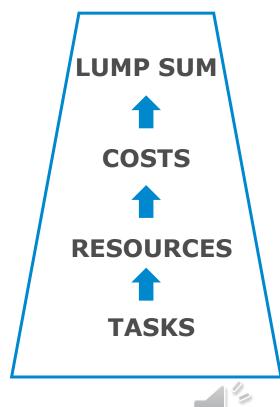




# Tip 8: Create a budget

### Define your budget « bottom-up »

- 1°. Describe the **tasks** then define the **budget**
- 2°. Check **consistency** regularly while working on your work plan:
  - Share of resources
  - > Appropiate allocation between partners
- 3°. Choose one of the 3 prefixed lump sum grants most suitable for your estimated costs





ANNOTATED GRANT
AGREEMENT 2021-2027

<u>Decision authorising the use of lump sums and unit</u> <u>costs under the Erasmus+ Programme 2021-2027</u>



# How to choose the right lump sum?

- Based on the **overall cost of the project** which would be the lump sum more suitable for the project's needs and objectives?
- Co-financing principle- the expected overall cost of the project shall be higher than the fixed lump sum amount requested
- Elements to take into consideration:
  - Value for money: adequacy to the content and objective of the proposed activities
  - Level of complexity and ambition of the proposal
  - Number of participants, duration of the project and number and type of proposal activities

### NO NEGOTIATION PRINCIPLE

The requested lump sum grant is part of the quality assessment.

If the requested lump sum grant is considered as not coherent with the complexity of the work plan, the **proposal will be rejected as a whole** 





# **Tip 9: Final polishing**



- Check the completeness of the proposal
- Check consistency of your description of activities and budget
- Ask someone for critical reading and feedback
- If you have the chance, have a native speaker for proofreading
- And, last but not least.... SUBMIT IT ON TIME!!!



**KEEP REACHABLE** – keep coordinator's contact details updated during the whole evaluation process



# Thank you and good luck!





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