This info session will be recorded using WebEx for the purpose of publication on EACEA’s website. Only the presentations will be recorded: Q&A sections will not be recorded.

Please refer to the Data Protection Notice of the event for more information.

European Education and Culture
Executive Agency
MEDIA 360

Call CREA-MEDIA-2022-MEDIA360
OBJECTIVES OF THE CALL

EXPLOIT SYNERGIES & DEVELOP COOPERATIONS

REACH ECONOMIES OF SCALE ACROSS ACTIVITIES

CREATE IMPACT ACROSS THE VALUE-CHAIN
ELIGIBLE ACTIVITIES

- Demonstrating strong added-value & structuring effects
- Priority to B2B activities
- B2C activities not a priority

- Markets & Networking
- Int'l Co-production
- Package of min 2 activities
- Innovative tools & business models
- Audience
- Talent & skills
- International co-production
- Eligible activities package
- Markets & networking
- Innovative tools & business models
- Audience
- Talent & skills
• **THE ACTIVITIES PROPOSED MUST:**

  ➢ **BE CONNECTED IN AN INTEGRATED WAY**

  ➢ **HAVE A **GLOBAL INTEGRATED STRATEGY**
TALENT & SKILLS

ELIGIBLE TRAINING ACTIVITIES IN:

- Audience Development
- Marketing Promotion
- New Distribution
- Exploitation
- Digital Technologies

- Financial & Commercial Management
- Financial Instruments
- New Business Models

- Modules/Sessions on How to Increase the Greening of the Industry

- Development & Prod. of AV Works
- Innovation in Content Development
- Knowledge Sharing
- Networking Capabilities
MARKETS & NETWORKING

ELIGIBLE ACTIVITIES

MARKETS
FOR EUROPEAN A/V PROFESSIONALS

✓ B2B EXCHANGES
✓ IMPACT ON VISIBILITY AND SALES OF EUROPEAN WORKS
✓ CONTENT / NEW TECHNOLOGIES / BUSINESS MODELS
✓ ENVIRONMENTALLY-FRIENDLY APPROACH

B2B PROMOTIONAL ACTIVITIES
OF EUROPEAN A/V WORKS

✓ PAN-EUROPEAN NETWORK
15 MEDIA COUNTRIES

✓ DISTRIBUTION / CIRCULATION
OF EUROPEAN A/V WORKS

✓ NETWORK ACTIVITIES -> PROMOTE TALENTS
FACILITATE DEVELOPMENT & DISTRIBUTION
OF CO-CREATIONS & CO-PRODUCTIONS

✓ INCLUDING FINANCIAL SUPPORT
TO THIRD PARTIES
INTERNATIONAL CO-PRODUCTION

WHO CAN APPLY?
INTERNATIONAL CO-PRODUCTION FUNDS

COMPANY BASED IN A MEDIA COUNTRY

+ 

AT LEAST ONE COMPANY FROM A NON-MEDIA COUNTRY
INTERNATIONAL CO-PRODUCTION

WHAT ACTIVITIES TO BE FINANCED BY THE FUNDS?

FEATURE FILMS

TV SERIES

ANIMATION

DOCUMENTARIES
INTERNATIONAL CO-PRODUCTION

WHAT ACTIVITIES TO BE FINANCED BY THE FUNDS?

DISTRIBUTION ACTIVITIES

INTL PROMOTION ACTIVITIES
INTERNATIONAL CO-PRODUCTION

FINANCIAL SUPPORT TO THIRD PARTIES
FOR PRODUCTION / DISTRIBUTION

CONDITIONS:

✓ **ONLY** APPLICABLE FOR INTERNATIONAL CO-PRODUCTIONS

✓ APPLICANT ENTITY IS BASED IN A MEDIA COUNTRY

✓ AT LEAST ONE CO-PRODUCER FROM A COUNTRY OUTSIDE MEDIA

✓ SHARE OF EUROPEAN PRODUCER MUST BE **BETWEEN 20% AND 70%**
SUPPORT THE DEVELOPMENT OF PROJECTS THAT PROMOTE INNOVATIVE TOOLS AND BUSINESS MODELS

INNOVATIVE TOOLS & BUSINESS MODELS

- INCREASE AVAILABILITY, VISIBILITY AND AUDIENCE OF EU WORKS
- INCREASE COMPETITIVENESS
- CONTRIBUTE GREENING PROCESS OF EU INDUSTRY
AUDIENCE ACTIVITIES

PAN-EUROPEAN COOPERATION

STIMULATE INTEREST

INCREASE KNOWLEDGE OF AUDIENCES IN EU FILMS
AWARD CRITERIA

RELEVANCE OF THE ACTIVITIES
(40 PTS)

- **RELEVANCE & COMPLEMENTARITY OF ACTIVITIES**
  - INTL/EUROPEAN DIMENSION
  - NEEDS OF THE INDUSTRY
  - COMPETITIVENESS OF THE APPLICANT

- **ADDED VALUE OF THE PROJECT**

- **STRATEGIES FOR SUSTAINABLE AND ECO-FRIENDLY ACTIVITIES WITHIN THE PROJECT IMPLEMENTATION**

- **STRATEGIES FOR GENDER BALANCE, INCLUSION, DIVERSITY AND REPRESENTATIVENESS**

- **20**
- **10**
- **5**
- **5**
AWARD CRITERIA

QUALITY OF CONTENT AND ACTIVITIES
(35 PTS)

METHODOLOGY AND STRATEGY TO ACHIEVE THE OBJECTIVES:
- MARKET ANALYSIS
- GLOBAL INTEGRATED STRATEGY
- FORMAT OF ACTIVITIES
- TARGET GROUP
- SELECTION & FOLLOW-UP PROCESSES

INTEGRATION OF INNOVATIVE ASPECTS
- USE OF LATEST DIGITAL TECHNOLOGY
- INNOVATION IN CONTENT DEVELOPMENT & STORYTELLING
- TALENT DEVELOPMENT
- ACCESS TO FINANCE
- PROMOTION & DISTRIBUTION

COST-EFFECTIVENESS OF THE PROPOSED ACTION
AWARD CRITERIA

PROJECT MANAGEMENT (10 PTS)

- Distribution of the roles and responsibilities of the team, including gender and diversity balance

DISSEMINATION (15 PTS)

SYSTEMIC IMPACT:

- Gained expertise / career development
- Access to intl markets & networks
- Co-production, financing, visibility
- International circulation
- Global audience reach
- Level of assistance and follow up after the event

THE STRUCTURING EFFECT AND GREENING PROCESS, THE ADDED VALUE

- To enter targeted markets
- To reinforce co-production and international circulation
QUALITY THRESHOLD

70/100 PTS

FOLLOWING THE ASSESSMENT OF THE AWARD CRITERIA

70%
PROJECT DURATION

36 MONTHS
FUNDING RATE

COSTS WILL BE REIMBURSED AT 70%
PAYMENT MODELS

PRE-FINANCING

SECOND PRE-FINANCING

INTERIM PAYMENT

FINAL PAYMENT

40% 20% 20% 20%
BUDGET AND TIMELINE

20M EUR

INFO TO APPLICANTS: SEPTEMBER-OCTOBER 2022

CONTACT:
EACEA-MEDIA-360@EC.EUROPA.EU

DEADLINE
12.04.22
17:00:00 CET
MARKETS AND NETWORKING

Call CREA-MEDIA-2022-MARKETNET
OBJECTIVES OF THE CALL

- Encourage B2B exchanges and increase participation from low capacity countries.
- Include industry events focused on content, new technologies and new business models.
- Value environmental-friendly approaches.
ACTIVITIES AIMING AT:

FACILITATING EUROPEAN AND INTERNATIONAL CO-PRODUCTIONS:
- FEATURE FILMS AND SHORT FILMS
- TV SERIES
- VIDEO GAMES
- CROSS-MEDIA

FACILITATING ACCESS TO AUDIOVISUAL TRADE EVENTS AND MARKETS PHYSICAL & ONLINE

ENSURE SUSTAINABILITY ENVIRONMENTALLY-RESPECTFUL STRATEGIES

PHYSICAL EVENTS: SUSTAINABILITY CERTIFICATION MUST BE LAUNCHED DURING THE LIFETIME OF THE PROJECT
ELIGIBLE ACTIVITIES

MARKETS
FOR EUROPEAN A/V PROFESSIONALS

✓ B2B EXCHANGES
✓ IMPACT ON VISIBILITY AND SALES OF EUROPEAN WORKS
✓ CONTENT / NEW TECHNOLOGIES / BUSINESS MODELS
✓ ENVIRONMENTALLY-FRIENDLY APPROACH

B2B PROMOTIONAL ACTIVITIES
OF EUROPEAN A/V WORKS

✓ PAN-EUROPEAN NETWORK
  15 MEDIA COUNTRIES
✓ DISTRIBUTION / CIRCULATION
  OF EUROPEAN A/V WORKS
✓ NETWORK ACTIVITIES -> PROMOTE TALENTS
  FACILITATE DEVELOPMENT & DISTRIBUTION
  OF CO-CREATIONS & CO-PRODUCTIONS
✓ INCLUDING FINANCIAL SUPPORT TO THIRD PARTIES
PARTICULAR FOCUS ON

- SUSTAINABILITY
- ENVIRONMENTALLY-RESPECTFUL ACTIVITIES
- GREENING OF THE INDUSTRY
- GENDER BALANCE
- DIVERSITY AND REPRESENTATIVENESS
- INCLUSIVITY
AWARD CRITERIA

RELEVANCE OF THE ACTIVITIES
(40 PTS)

10 B2B & PROMOTION ACTIVITIES IN LINE WITH THE OBJECTIVES OF THE CALL

10 NEEDS OF THE INDUSTRY AND INNOVATION

10 ADDED VALUE:
- CIRCULATION OF THE WORKS
- QUALITY OF THE POSITIONING
- EUROPEAN/INTERNATIONAL DIMENSION

5 STRATEGIES FOR SUSTAINABLE AND ECO-FRIENDLY ACTIVITIES WITHIN THE PROJECT IMPLEMENTATION

5 STRATEGIES FOR GENDER BALANCE, INCLUSION, DIVERSITY AND REPRESENTATIVENESS
AWARD CRITERIA

QUALITY OF CONTENT AND ACTIVITIES
(30 PTS)

METHODOLOGY TO ACHIEVE THE OBJECTIVES:

- FORMAT, CONTENT, TARGET GROUP
- TOOLS AND DIGITAL TECHNOLOGIES
- SELECTION AND DISTRIBUTION STRATEGIES
- VISIBILITY OF THE PROFESSIONALS

QUALITY AND FEASIBILITY:

- CONSISTENCY OF BUDGET, OBJECTIVES AND CONTENT
- RELEVANCE OF SYNERGIES AND NEW BUSINESS MODELS

THE COST EFFICIENCY OF THE ACTION
SUSTAINABILITY OF THE CO-FINANCING STRATEGY

10

10

10
AWARD CRITERIA

PROJECT MANAGEMENT
(10 PTS)

- DISTRIBUTION OF THE ROLES AND RESPONSIBILITIES OF THE TEAM, INCLUDING GENDER AND DIVERSITY BALANCE

DISSEMINATION
(20 PTS)

SYSTEMIC IMPACT
- CO-PRODUCTION, FINANCING, VISIBILITY
- INTERNATIONAL CIRCULATION
- GLOBAL AUDIENCE REACH
- TRACK RECORD
- ASSISTANCE AND FOLLOW UP

THE STRUCTURING EFFECTS AND ADDED VALUE
- TO ENTER TARGETED MARKETS
- TO REINFORCE CO-PRODUCTION AND/OR INTERNATIONAL CIRCULATION

10
10
10
QUALITY THRESHOLD

70/100 PTS
FOLLOWING THE ASSESSMENT OF THE AWARD CRITERIA

70%
PROJECT DURATION

24 MONTHS
FUNDING RATE

COSTS WILL BE REIMBURSED AT

60%
PAYMENT ARRANGEMENTS

PRE-FINANCING 50%
INTERIM PAYMENT 30%
FINAL PAYMENT
BUDGET AND TIMELINE

13M EUR

DEADLINE
28.06.22
17:00:00 CET

INFO TO APPLICANTS: OCTOBER-NOVEMBER 2022

CONTACT:
EACEA-MEDIA-MARKETS@EC.EUROPA.EU
TALENT AND SKILLS

Call CREA-MEDIA-2022-TRAINING
OBJECTIVES OF THE CALL

- Foster the **talents and skills** of the A/V sector professionals
- Strengthen the capacity of A/V professionals to adapt to **new creative processes and business models**
- Reinforce their capacity to fully exploit the **creative and commercial potential** of the digital transformation
ACTIVITIES AIMING AT:

- Facilitate the learning and acquisition of new skills and expertise, in particular digital skills.
- Develop new business models and strengthen international cooperation in the A/V sector.
- Foster cooperation between players to ensure knowledge transfer and mentorship opportunities.
- Training activities on sustainability and more environmentally-respectful solutions for the audiovisual industry.
- Promote business strategies that ensure a more environmentally-respectful industry as well as diversity and inclusiveness.
- Nurture young talent and support young start-ups in the A/V sector.
ELIGIBLE ACTIVITIES

TRAINING COURSES, MENTORING PROGRAMMES AIMED AT IMPROVING THE EXPERTISE OF A/V PROFESSIONALS IN THE FIELD OF:

MARKETING, PROMOTION AND NEW MODELS OF DISTRIBUTION AND EXPLOITATION FOCUSING ON DIGITAL SKILLS AND DIGITAL TOOLS AND TECHNOLOGIES

GREENING OF THE A/V INDUSTRY AIMING AT PROMOTING SUSTAINABLE PRACTICES ACROSS THE ENTIRE VALUE CHAIN

FINANCIAL AND COMMERCIAL MANAGEMENT WITH A VIEW TO ENHANCE THE CAPACITY TO ACCESS INVESTMENT, MANAGE IP AND DEVELOP NEW BUSINESS MODELS

DEVELOPMENT, PRODUCTION AND POST PRODUCTION OF A/V WORKS, INCLUDING INNOVATIVE STORYTELLING

ENTREPRENEURSHIP AND NEW BUSINESS CREATIONS
PARTICULAR FOCUS ON

SUSTAINABILITY
ENVIRONMENTALLY-RESPECTFUL ACTIVITIES
GREENING OF THE INDUSTRY
GENDER BALANCE
DIVERSITY AND REPRESENTATIVENESS
INCLUSIVITY
ELIGIBLE TARGET GROUP(S)

PROFESSIONALS FROM THE A/V INDUSTRY, IN PARTICULAR YOUNG PROFESSIONALS, AS WELL AS PROFESSIONALS FROM START UPS

THE MAJORITY OF PARTICIPANTS MUST BE OF NATIONALITY OTHER THAN THAT OF THE APPLICANT

PROJECTS MUST ENSURE A GOOD REPRESENTATIVENESS OF GENDER AND DIVERSITY

SPECIAL ATTENTION TO WOMEN AND PROFESSIONALS WITH DIVERSE AND DISADVANTAGED BACKGROUND
ELIGIBLE TARGET GROUP(S)

FOR **EUROPEAN ACTIONS**, NATIONALS FROM COUNTRIES NOT PARTICIPATING IN THE MEDIA STRAND SHOULD NOT REPRESENT MORE THAN **30%** OF THE PARTICIPANTS.

FOR **INTERNATIONAL ACTIONS**, NATIONALS FROM COUNTRIES NOT PARTICIPATING IN THE MEDIA STRAND MAY REPRESENT UP TO **50%** OF THE PARTICIPANTS.

**REGIONAL ACTIONS** are only open to **participants from low capacity countries** and might include participants from neighboring countries **even if they are not LCCs**.
AWARD CRITERIA

RELEVANCE OF ACTIVITIES
(35 PTS)

15


5

THE LEVEL OF INNOVATION OF THE PROJECT IN RELATION TO THE EXISTING EUROPEAN TRAINING OFFER

5

THE COOPERATION BETWEEN PLAYERS FROM DIFFERENT GROUPS OF COUNTRIES AS WELL AS PARTNERSHIPS WITH THE A/V INDUSTRY

5

ADEQUACY OF THE STRATEGIES PRESENTED TO ENSURE MORE SUSTAINABLE AND MORE ENVIRONMENTALLY-RESPECTFUL ACTIVITIES WITHIN THE PROJECT IMPLEMENTATION

5

ADEQUACY OF THE STRATEGIES TO ENSURE GENDER BALANCE, INCLUSION, DIVERSITY AND REPRESENTATIVENESS, EITHER IN THE PROJECT/CONTENT OR IN THE WAY OF MANAGING THE ACTIVITY
AWARD CRITERIA

QUALITY OF CONTENT AND ACTIVITIES (40 PTS)

10 ADEQUACY OF THE CONTENT OF THE ACTION THE PROPOSED METHODOLOGY AND PEDAGOGICAL APPROACH TO THE SPECIFIC TYPE OF ACTION (INTERNATIONAL/EUROPEAN/REGIONAL) AND TARGET GROUP

10 ADEQUACY OF THE FORMAT, SELECTION PROCEDURE, SCHOLARSHIP POLICY, GENDER AND DIVERSITY BALANCE, PROFESSIONAL BENEFITS AND LONG AND SHORT TERM EFFECTS ON THE PARTICIPANTS

10 THE COST-EFFECTIVENESS OF THE PROPOSED ACTION

5 INTEGRATION OF INNOVATIVE ASPECTS RELATING TO THE LATEST DIGITAL TECHNOLOGIES AS WELL AS INNOVATION IN CONTENT DEVELOPMENT AND STORYTELLING, TALENT DEVELOPMENT AND ACCESS TO FINANCE

5 SUITABILITY TO REINFORCE THE CAPACITY OF PROFESSIONALS FROM LOW CAPACITY COUNTRIES
# Award Criteria

## Dissemination (15 PTS)
- Suitability of the mechanisms in place to disseminate best practices, business models and results beyond the participants and follow up of projects and participants (5 PTS)
- Impact on participating professionals, on selected projects, on companies and on the audiovisual sector (10 PTS)

## Project Management (10 PTS)
- Relevance of the distribution of the roles and responsibilities of the team, taking into account gender and diversity balance (5 PTS)
- Relevance of the pedagogical expertise of the proposed tutors, experts and coaches vis-à-vis the objectives of the action, taking into account gender and diversity balance (5 PTS)
PROJECT DURATION

36 MONTHS

- NO FPA => ONE SUBMISSION ONLY
- NO YEARLY RESUBMISSION
FUNDING RATE

COSTS WILL BE REIMBURSED AT 80%
QUALITY THRESHOLD

70/100 PTS

FOLLOWING THE ASSESSMENT OF THE AWARD CRITERIA

70%
PAYMENT ARRANGEMENTS

- Pre-financing: 40%
- 2nd pre-financing payment: 20%
- Interim payment: 20%
- Final payment: 20%
BUDGET AND TIMELINE

20M EUR

DEADLINE
04.05.22
17:00:00 CET

INFO TO APPLICANTS: OCTOBER-NOVEMBER 2022

CONTACT:
EACEA-MEDIA-TRAINING@EC.EUROPA.EU
HOW TO APPLY
VIA THE FUNDING & TENDER OPPORTUNITIES PORTAL
Apply on Funding & Tenders Portal

Funding and tenders (14)

Fostering European Media Talents and Skills
CREA-MEDIA-2022-TRAINING

Programme: Creative Europe Programme (CREA)
Type of action: CREA Project Grants
Opening date: 10 February 2022
Status: Deadline model
Deadline date: 04 May 2022 17:00:00 Brussels time

MEDIA 360*
CREA-MEDIA-2022-MEDIA360

Programme: Creative Europe Programme (CREA)
Type of action: CREA Project Grants
Opening date: 03 February 2022
Status: Deadline model
Deadline date: 12 April 2022 17:00:00 Brussels time
Start submission

To access the Electronic Submission Service, please click on the submission-button next to the **type of action** and the **type of model grant agreement** that corresponds to your proposal. You will then be asked to confirm your choice, as it cannot be changed in the submission system. Upon confirmation, you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Funding & Tenders Portal and select the My Proposals page of the My Area section.

**Please select the type of your submission:**

- CREA Project Grants [CREA-PJG], CREA Action Grant Budget-Based [CREA-AG]

Start submission

Need help?
E-FORM IN SUBMISSION SYSTEM

Part B = PDF upload

Part A = complete ONLINE

Part C = complete ONLINE
PART B

WORD DOCUMENT

UPLOAD IN PDF

NO ANNEXES!
PART A

Application forms

Call: CREA-MEDIA-2022-MARKETNET
(Markets & networking)

Topic: CREA-MEDIA-2022-MARKETNET

Type of Action: CREA-PJG

Proposal number: SEP-210831977

Proposal acronym: MARKET222

Type of Model Grant Agreement: CREA Action Grant Budget-Based

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<table>
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<tr>
<th>Section</th>
<th>Title</th>
<th>Action</th>
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<tbody>
<tr>
<td>1</td>
<td>General information</td>
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<td>Participants</td>
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<td>3</td>
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### PART A

SIMPLIFIED BUDGET

DETAILED BREAKDOWN PER WORK-PACKAGE IN PART B

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<th>No.</th>
<th>Name of beneficiary</th>
<th>Role</th>
<th>Personal costs (without volunteers)</th>
<th>Personal costs (volunteers)</th>
<th>Subcontracting costs</th>
<th>Purchase costs (equipment)</th>
<th>Financial support to third parties</th>
<th>Indirect costs</th>
<th>Total eligible costs</th>
<th>Additional costs</th>
<th>Financial contribution of EU</th>
<th>Requested EU contribution to eligible costs</th>
<th>Max grant amount</th>
<th>Income generated by the project</th>
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<th>Financial contributions</th>
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<td>10,000</td>
<td>80,000</td>
<td>348,163</td>
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</tbody>
</table>
PART A

- BUDGET MUST BE BALANCED (COST/INCOME)

- PERSONNEL COST - VOLUNTEERS ARE NOT APPLICABLE

- FINANCIAL SUPPORT TO THIRD PARTIES IS NOT APPLICABLE (EXCEPT FOR MARKET NETWORKS AND INTL. COPRODUCTION)
PART B

DETAILED DESCRIPTION OF PROJECT FOR EVALUATION

CHECK THE CORRECT QUESTIONS BASED ON THE ACTION/CALL

1. RELEVANCE

1.1 Background and general objectives

Background and general objectives

For ‘European Co-development’, ‘European Slate development’, ‘European Mini-Slate development’, ‘TV and Online content’ and ‘Video games and immersive content development’:

- Provide a presentation of the applicant company (and partners for the European Co-Development and TV and Online actions), its management, its activities, its present position in the national and European markets and its editorial line in terms of development and production.

- For European Slate and Mini-Slate development, also describe the company’s development plans and its present and forecast financial status (this must include the company’s total turnover and total development expenditure in the last two financial years in €).

WORK PACKAGES

- **WP 1:** PROJECT MANAGEMENT (MANDATORY)
- **WP 2:** ACTIVITIES TO BE IMPLEMENTED (MANDATORY)
  - ACTIVITIES OF *FIRST YEAR* IMPLEMENTATION
- **WP 3:** ACTIVITIES TO BE IMPLEMENTED (MANDATORY)
  - ACTIVITIES OF *SECOND YEAR* IMPLEMENTATION
- **WP 4:** ACTIVITIES TO BE IMPLEMENTED (MANDATORY)
  - ACTIVITIES OF *THIRD YEAR* IMPLEMENTATION
- **WP 4:** ACQUISITION OF A SUSTAINABILITY CERTIFICATE FOR PHYSICAL EVENTS (MANDATORY)
- **WP 5:** Follow-up and dissemination (Mandatory)

Refer to the call document.
### WORK PACKAGES

**COSTS FOR TRAVEL IN PART A**

**BREAKDOWN BETWEEN TRAVEL, ACCOMODATION & SUBSISTENCE IN PART B**

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<tr>
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<tr>
<td>C.1c Subsistence</td>
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<td>X EUR</td>
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- **X** travels
- **X** persons travelling
- **X EUR**
WORK PACKAGES CHECKLIST

- EACH WORK PACKAGE MUST HAVE A SPECIFIC ESTIMATED BUDGET

- EACH WORK PACKAGE MUST CONTAIN AT LEAST ONE DELIVERABLE

- CHECK THE CALCULATIONS: WP BUDGET 1 + WP BUDGET 2 + (ETC) = GLOBAL TOTAL ESTIMATED BUDGET IN PART A !!!!
MILESTONES & DELIVERABLES:

- **MILESTONES**: Not applicable. Do not fill in (no blocking warning)
- **DELIVERABLES**:
  - Must indicate a due date within the duration of the related work package
  - Final report is **not** a deliverable
  - Audit report is **not** a deliverable
  - Preparation of new application is **not** a deliverable
### DELIVERABLES

- **Dissemination Level:** **ONLY PU (PUBLIC) OR SEN (SENSITIVE)**
- **Due Date:** **MUST CORRESPOND TO THE MONTH NUMBER IN THE PROJECT NOT TO THE CALENDER MONTH**
- **Avoid submitting all your deliverables the very last month of the project**

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<td>[R — Document, report]</td>
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<td>[DEM — Demonstrator, pilot, prototype]</td>
<td>[SEN — Sensitive]</td>
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<td>[DEC — Websites, patent filings, videos, etc]</td>
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Thank you