



Planning EU bids

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Establishing partnerships

- ★ **mobility.. and making links**
- ★ **conferences and courses**
- ★ **databases**
- ★ **partner searching**
- ★ **networking email**
- ★ **personal contacts best, but not always needed**



Establishing partnerships

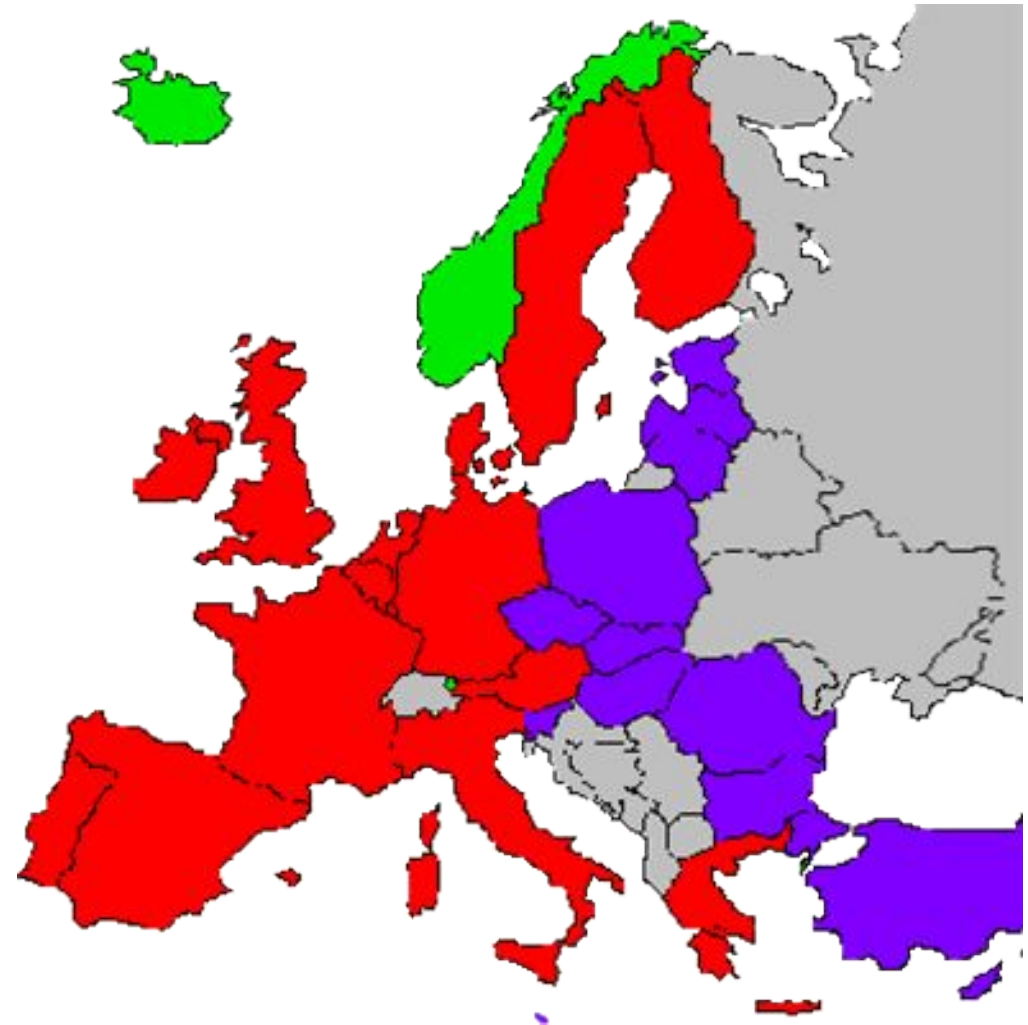
- ★ **Universities, Schools and Colleges**
- ★ **Research Centres**
- ★ **SMEs, major companies**
- ★ **Training Centres and NGOs**
- ★ **Associations ... *European* *and now beyond***



Which countries?



- ☑ Member States of the **European Union**
- ☑ EFTA countries in the **European Economic Area (EEA)** (Iceland, Norway Liechtenstein)
- ☑ **Central and Eastern European countries**
- ☑ **Cyprus, Malta, Turkey**
- ☑ **Israel, Swiss - F6+ ...!**
- ☑ **eventually Europe = 31+ (other funds)**
- ☑ **US/Canada, Asia, Africa, Arabia, South America etc.**

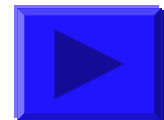




Potential partnerships

Identify..

- ★ organisations you work with
- ★ what value they might bring to an application
- ★ develop contact list
- ★ take opportunities to network
- ★ central and peripheral





Previously funded projects

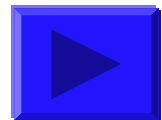
- ★ advisable to do some background research into previously funded projects
- ★ research will help you to understand the kind of educational projects and partnerships that the EC is seeking to support
- ★ give you some ideas for your own projects
- ★ avoids "reinventing the wheel"



Getting started on bids

- ★ Bid Aims and Objectives
- ★ Project Synopsis (250 words)
- ★ TEAM role for each partner
- ★ Manage – co-ordinate, admin
- ★ DevelopersUsers
- ★ Research and evaluation
- ★ Dissemination – HIGH PRIORITY

THINK STRATEGICALLY





Bids, deadlines, criteria

- ★ **Plan bid get forms - online**
- ★ **Work backwards from deadline**
- ★ **Send - package – bind - print**
- ★ **Signatures – internal**
- ★ **Finances OK - internal + partners**
- ★ **Letters + info from partners**
- ★ **Bid written – agreed ..by partners**
- ★ **Financial plan developed**
- ★ **Project Plan – roles**



Bids, deadlines, criteria

Information needs

- ★ list of Calls ... email, newsletter

What's coming up soon ...

- ★ Socrates/Comenius – Nov 1st
- ★ Tempus (Eastern Europe) Dec 1st
- ★ Others

2 step application process

- ★ pre-proposal (short) then
- ★ full proposal then EU contract



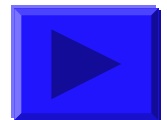
Bids, deadlines, criteria

- ★ **OBEY THE RULES**
- ★ **Subject + Theme = Excellence**
- ★ **Innovation**
- ★ **European objectives**
- ★ **Goteborg objectives (sustainable employment, economy and environment in Europe)**
- ★ **Lisbon objectives (most technologically advanced)**



Bids, deadlines, criteria

- ★ Feasibility within budget
- ★ Partnership and resources
- ★ European dimension and added-value to Europe
- ★ Plan of activities
- ★ Project management
- ★ Dissemination – widest possible
- ★ ‘e’ with everything not token
- ★ **OBEY THE RULES ...**





Conclusions

- ★ any national bid = EU bid
- ★ 25-33% success rate
- ★ questions?
- ★ how can HERODOT help?
- ★ what happens next?