

Conclusions - From Calls for Proposals to Decisions: Calls, Evaluation, Selection Process & Decisions

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13 January 2010



Report from parallel session

- Good practices: how to improve chances to be funded
- Feedback from proposers to TEN-T EA as to how to improve their submission guidelines and communication structures.



How to improve your proposal

- Two examples of successful proposals
 - Fernando Penalba (SEITT s. a.)
 - Per Olof Lingwall (Swedish Railways)
- Summary by Chris North of 2009 evaluation process and lessons learned



How to improve your proposal

- Start early
 - 7-week time limit of 2009 was exceptional
 - As of 2010, proposers have 10 weeks
 - But general roadmap known
 - Formal criteria do not change thus it is possible to begin compiling supporting documentation well in advance



How to improve your proposal

- Anticipate competition
 - The calls are over-subscribed
 - This means not all proposals can be funded
 - Weaknesses are spotted quickly and lead to low marks
 - Low marks, even if above thresholds, mean no funding



How to improve your proposal

- Take guidelines seriously
 - Formal criteria are important, including requirements for supporting documentation
 - Award criteria: it is the job of the proposers to explain how their projects address these criteria



How to improve your proposal

- **Relevance**

Does proposed project or study meet objectives of call? Does it address European transport policy objectives? Does it make a positive contribution to TEN-T network? What is the added value of EU funding?

- It is not enough for project to be on TEN-T network or priority corridor
- You must justify relevance
- Explain why the project is worth funding by EU or what different EU funding makes



How to improve your proposal

- **Maturity**

Status of project activities: technical specification and time plan. Is the project ready to go? Has the project received the necessary and legally obligatory national and sub-national approvals? Are procurement issues, if any, settled? Can you provide supporting documentation for all this?

- EU is interested in projects which are ready to roll!
- Hence importance of certificates or supporting documentation: if this is not available, this is interpreted as evidence that project is not mature. Submit also in other EU languages.



How to improve your proposal

- **Impact**

Explicate direct and indirect socio-economic effects expected of project (in terms of traffic flow, modal split, competition, interoperability, environment, safety, land use etc.) For studies, the impact is to be understood as the degree of usefulness of the study for decision-making

- Sustainable dimension of project is particularly important. Sustainable projects are given priority. Therefore, if your project is contributing to sustainable development – highlight this and explain.



How to improve your proposal

- **Quality**

Completeness and clarity of proposal. Is proposal written well? Is it consistent? Is work and time plan realistic and good?

- Your proposal should be clear and easy to follow – remember that external evaluators will be assessing it and they do not grant you benefit of doubt.
- Proof-read and self-evaluate your proposal prior to submission



Feedback from proposers

- Communication with proposers
- Communication of evaluation results
- Financial management rules



Feedback from proposers

- Communication with proposers
 - Q&A document is good, but can there be notification to proposers when this is updated?
 - Information on website not enough: will there be a helpdesk? Can proposers approach TEN-T project managers?
 - Timing of information day – proposers would like it in advance of call publication (but there are possible legal constraints)



Feedback from proposers

- Communication of evaluation results
 - Faster information track for unsuccessful proposals (must be checked with DG-Tren)
 - Clearer evaluation summaries, especially if there were specific reasons leading to non-selection despite being above threshold
 - Some proposers would like a procedure to query evaluation results



Feedback from proposers

- Financial management rules
 - Possibility of confusion about cost eligibility periods between annual and multi-annual programmes
 - Need clearer guidelines on ‘best-practice’ management costs for different types of projects

