

Calls for Proposals: Hints and Tips



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Objective

**Improve your
chances of being funded!**



How to improve your proposal

- Start early
- Anticipate competition
 - The calls are over-subscribed (6x Annual 2009) = not all proposals can be funded
 - Weaknesses are spotted quickly and lead to low marks
 - Low marks (below 3), even if average above threshold = no funding



How to improve your proposal

- Take guidelines seriously!
 - Formal criteria are important, including requirements for supporting documentation
 - Award criteria: your job is to explain how your 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 the 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 (What does it bring to Europe?!)
- Explain why the project is worth funding by EU or what difference 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”! (EIA done, building permits issued, procurement advanced etc...)
- Importance of evidence: certificates or supporting documentation, if this is not available, this is interpreted that project is probably not mature. Submit even if 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

- What are the expected improvements it will bring
- Sustainability is particularly important = sustainable projects are given priority
- Highlight and explain how your project contributes to sustainable development
- If you have a CBA – give it !



How to improve your proposal

Quality

Coherence between objectives and proposed activities (technical AND financial consistency)

Planning sufficient to achieve objectives

- Include a comprehensive description of the objectives and the way to achieve them
- A sound project management process and plan
- What are the risks? – What are the mitigations?



Final advice

- Read the work programmes and call texts carefully!
- Study the criteria - particularly the Award criteria
- Re-read your proposal and ask yourself:
 - Is it clear?
 - Does it cover all the points?
 - Does it make the case for why it should receive EU funding?
- Provide enough detail!
 - Objectives
 - Added-value at European level
 - Realistic planning
 - Reliable financial data
 - Solid project management process
 - Correct certificates (Environment, interoperability etc)



Final advice

and FINALLY,
use the application checklist
and check the FAQs!

http://tentea.ec.europa.eu/en/apply_for_funding/follow_the_funding_process/calls_for_proposals_2010.htm



Thank you



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