Fast *know-how* workshop on initiating EU proposals

Module 3: Documenting yourself

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Why?

Documenting yourself is fundamental to:

- Understand the context of your proposal.
- Write competitive S&T and Impact sections.
Documentation...on what?

Your proposal technical content

What is it?
How innovative is it?
How it fits with Tech/Industrial trends?

Helps you structuring your S&T and Implementation sections

Your proposal context

How it fits on...
1) EU initiatives
2) Innovation and competitiveness landscape

How can I disseminate and exploit results for my benefit and others’ as well.

Helps you writing your Impact section and « beyond state of the art » of S&T.
Tip 1: Literature (1)

- Of course you always read the latest technical review paper on the field... and especially those one with a section such as “future challenges”.

- BUT...who reads also the latest application review paper in the field... and especially the ones telling about “future trends”?
Tip 1: Literature (2)

Read Patents

EUROPEAN Patent Office Searching Tool

Tip 2: Don’t forget to educate the evaluator

Your proposal needs technical jargon and rigour…but also needs to be understandable and readable for a non-specialised evaluator…check sites like these and learn this style:


ACM: [http://www.acm.org/](http://www.acm.org/)

Tip 3: Check the EU context of your proposal (1)

Your proposal **must not be an isolated initiative**...it should link with EU strategies...where to check relevant ones?

You don’t need to memorize them 😊...just need to write how your proposal aligns with the key points they propose.
### POLITICALs “MUST READs”

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<th>Strategy Name</th>
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### Science Strategy “MUST READs”

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Tip 5: Illustrate with EU statistics

EUROSTAT can show you almost anything on EU-related statistics…

http://epp.eurostat.ec.europa.eu/portal/page/portal/eurostat/home/

Useful if you are writing a proposal with applications to Telecommunications.
Tip 6: Check Interesting Strategic Reports

Examples


ETC, etc, etc....
Tip 7: Check how industry breaths…

Check what the « big ones » think…


GE health care:

Etc…. 
Tip 8: Industrial Sectors

Check the Sector Organizations…

SEMI Europe http://www.semi.org/eu/

EPIC http://www.epic-assoc.com/

European Automobile Manufacturers Association of Europe http://www.acea.be/

ETC…
Tip 9: Market studies are important…

Freedonia Group http://www.freedoniagroup.com/

Frost & Sullivant http://www.frost.com/prod/servlet/frost-home.pag

Even if all you can get for free are « intros »…
Tip 10: European Technology Platforms (ETPs)

- Permanent Sectors Networks
- Develop a consensuated Strategic Roadmap
- Advise EC on R&D&I Strategy

EUROPEAN TECHNOLOGY PLATFORMS

- EC Strategic R&D&I Programmes and Policies
- Dialogue
- GROUP and FORM

Individual Private and Public R&D&I EU Organizations
### Tip 10: European Technology Platforms

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**Materials & Manufacturing**

**Electronics**

**Embedded Systems**

**Air Transport**

**Road Transport**

**Chemistry**

**Materials**

Tip 10: European Technology Platforms

Check their Agendas, Vision papers, etc… and connect your project with them.
• FINALLY...BEFORE START WRITING...

• Dedicate 2 days:
  - 1 day Document gathering
  - 1 Reading and Understanding

• Don’t bury yourself in information…
  - Be selective and to the point.
  - Discard materials too technical and/or unintelligible.
  - Favor « journalistic type » literature.
Thanks
&
Good luck!