



Joint European-Latin American
Universities Renewable Energy Project

Success factors for project proposals

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Outline of the presentation

- Finding the right call
- Developing an idea
- Forming a partnership
- Completing an application form
- Conclusion



Finding the right call

- You have an idea and need a call?
- You see a call and develop an idea?
- Are you eligible?
- Do you have enough experience and reference in this field?
- Do you have the capability to handle project of this scope?
- Be aware of closed shops, calls of proposals where only one project will get funded, need to be checked out very carefully



Developing an idea

- Find out more about the funding agency and their overall objective, recently funded projects etc.
- Look out for hints: preferred countries, types of organisations, sectors, types of projects.....
- Shape your project idea so it matches the objectives and spirit of the funding agency



Forming a partnership

- Select your partners strategically, consider not only academic excellence, but also the regions, sectors, nationalities they are representing
- Do not include more partners than necessary in a partnership
- Do not be Lead Partner, if you have not worked in this funding programme before



Completing an application form

Rational and objectives

- CLARITY!
- less is more – focus on your key aspects – you can not save the world with one project
- Be sure you meet the objectives of the call



Completing an application form

Rational and objectives

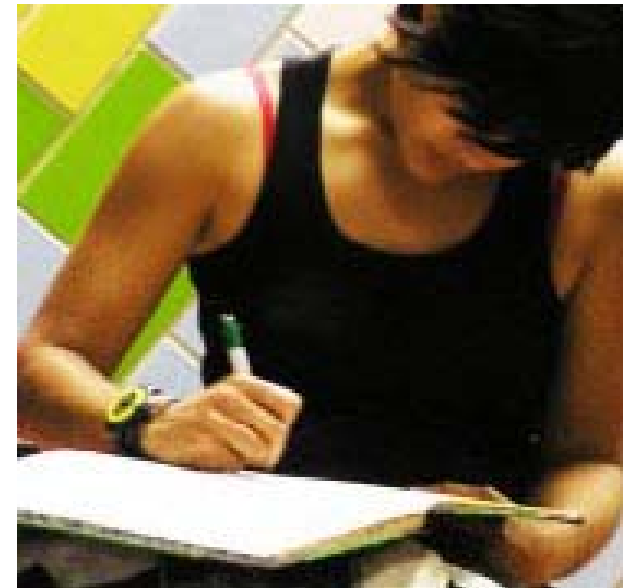
- Have a clear logic in your proposal (Logical Framework: overall, specific objectives, expected results, activities)
- Be aware of the evaluation criteria, do not waste page limits for things that do not give your marks



Completing an application form

Language/ Writing Style

- Make sure the proposal is in good English (or other requested language)
- Do not trust the skills of translators
- Do not expect the evaluators to know anything about your topic
- Check if there are any 'key' phrases



Completing an application form

References

- Purpose to show you have experience in the topic AND in handling projects of the same scope or structure
- If you do not have enough relevant project references yourself you may often include references of your partner organisations or other members/departments of your university



Completing an application form

Budget

- Do not make promises which you will not be able to keep
- make a realistic budget
- if you do not have certain required knowledge/skills within you team, plan sufficient external expertise



Conclusion

Success factors

- Proposal in line with call objectives
- Clear and logical proposal, addressing evaluation criteria
- Clear writing style, understandable for laymen
- Strong partnership
- Good references (management and technical)



Conclusion

Kind, but important warning

- Never, ever pass on a research proposal to someone else!!
- It is your IP, those who are not your partners are your competitors!





Thank you for your attention!

Contact

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