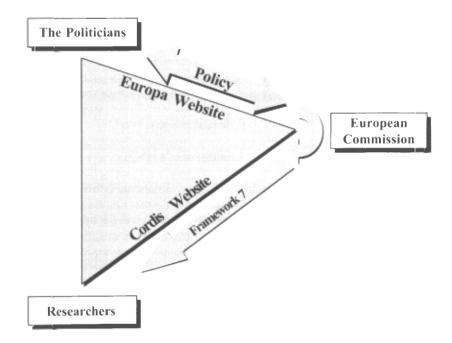
How to Write a Competitive Proposal for Framework 7

A Research Manager's Handbook



Seán McCarthy

Table of Contents	
ABOUT THE HANDBOOK	v
HANDBOOK LAYOUT	
ETRAINING COURSE	
ABOUT THE AUTHOR	
ACKNOWLEDGEMENTS	
GLOSSARY	
CHAPTER 1: A QUICK OVERVIEW OF FRAMEWORK7	1
WHERE TO GET INFORMATION ON FRAMEWORK 7	2
WEBSITES ON FRAMEWORK 7	
THE STRUCTURE OF FRAMEWORK 7.	
EXAMPLE OF A CALL FOR PROPOSALS	
THE RESEARCH PRIORITIES (QUICK OVERVIEW)	
DISTRIBUTION OF THE FRAMEWORK 7 BUDGET	
THE STRUCTURE OF A PROPOSAL	
THE SECRETS OF FRAMEWORK 7	
CHAPTER 2: WHO'S WHO IN FRAMEWORK 7?	
THE PLAYERS IN FRAMEWORK 7	20
POLITICAL BACKGROUND TO FRAMEWORK 7	
BACKGROUND TO THE RESEARCH PRIORITIES.	
How the Research Priorities were selected	
HOW THE WORK PROGRAMMES ARE PREPARED.	
THE TECHNOLOGY PLATFORMS.	
HOW ANNUAL WORK PROGRAMMES ARE PREPARED	
BACKGROUND TO THE 'EVALUATION CRITERIA'	
The Green Paper on Innovation (1995)	34
TOWARDS A EUROPEAN RESEARCH AREA (1999)	
THE LISBON DECLARATION (MARCH 2000)	
OTHER POLITICAL PRIORITIES INFLUENCING FRAMEWORK 7	
FEARS OF THE EUROPEAN COMMISSION	
EXPERT GROUPS CONTRIBUTING TO FRAMEWORK 7	
CHAPTER 3: THE RESEARCH PRIORITIES	
STRUCTURE OF FRAMEWORK 7	
Priority 1: Health	45
PRIORITY 2: FOOD, A GRICULTURE AND FISHERIES, BIOTECHNOLOGY	
PRIORITY 3: INFORMATION AND COMMUNICATION TECHNOLOGIES	
PRIORITY 4: NANO, MATERIALS AND PRODUCTION (NMP)	
PRIORITY 5: ENERGY	
PRIORITY 6: ENVIRONMENT AND CLIMATE CHANGE	
PRIORITY 7: TRANSPORT	
PRIORITY 8: SOCIO-ECONOMIC SCIENCES AND HUMANITIES	
PRIORITY 9: SPACE	
PRIORITY 10: SECURITY PEOPLE (MARIE CURIE PROGRAMME)	
Research Infrastructures	
RESEARCH INFRASTRUCTURES	
REGIONS OF KNOWLEDGE	
RESEARCH POTENTIAL	
SCIENCE IN SOCIETY	
INTERNATIONAL COOPERATION (INCO)	
COHERENT DEVELOPMENT OF RESEARCH POLICIES	
ERA-NET	
EURATOM	
IDEAS (FRONTIER RESEARCH) (EUROPEAN RESEARCH COUNCIL)	71
ERC Starting Grant (Starting Independent Research Grant)	

ERC Advanced Grant (Advanced Investigator Research Grant) COMPETITIVENESS AND INNOVATION PROGRAMME (CIP)	
CHAPTER 4: THE FUNDING SCHEMES	
COLLABORATIVE PROJECTS VERSUS NETWORKS OF EXCELLENCE	
COLLABORATIVE PROJECTS	
THE NETWORKS OF EXCELLENCE	
COORDINATION AND SUPPORT ACTIONS (CSA)	
CSA (Coordinating)	
CSA (Support)	
RESEARCH FOR SPECIFIC GROUPS (IN PARTICULAR SMES)	
MARIE CURIE FELLOWSHIPS.	
FRONTIER RESEARCH GRANT	
ARTICLE 169 AND ARTICLE 171	94
RISK SHARING FINANCING FACILITY	
SUMMARY OF THE ROLE OF THE FUNDING SCHEMES	97
A STRATEGY FOR THE DIFFERENT FUNDING SCHEMES	
CHAPTER 5: LEGAL AND FINANCIAL ISSUES	
THE RULES OF PARTICIPATION	100
GRANT AGREEMENTS AND CONSORTIUM AGREEMENTS.	
THE IPR HELP-DESK AND FINANCE HELP-DESK	
THE MODEL GRANT AGREEMENT	
FP7 Grant Agreement - Annex II General Conditions	
MODEL CONSORTIUM AGREEMENTS.	
CONSORTIUM A GREEMENT CHECKLIST	
EUROPEAN ECONOMIC INTEREST GROUP	
SUBCONTRACTORS IN FRAMEWORK 7	
HOW EC FINANCIAL CONTRIBUTION IS CALCULATED	
WHAT ARE 'INDIRECT COSTS' (OVERHEADS)?	
HOW 'OVERHEADS' ARE CALCULATED IN FRAMEWORK 7	
Flat rate of 60%	
Flat rate of 40%	
Flat Rate of 20%	
Flat Rate of Financing (7%) for CSAs	
Flat Rate of Financing (10%) for Marie Curie Fellowships	
SCENARIOS: TYPES OF ORGANISATION/OVERHEAD RATE/ACTIVITY	
Scenario 1: Large Enterprise in a Framework 7 Collaborative Project	
Scenario 2: SME or Research Centre using Real Overheads	
Scenario 3: Organisations using maximum 60% Flat Overheads	
Scenario 4: Organisations using 40% Flat Overheads	
Scenario 5: Management and Training in Projects	
Coordination and Support Actions (7% Overhead)	
RULES ON INTELLECTUAL PROPERTY RIGHTS (IPR)	123
CHAPTER 6: WHERE TO FIND THE BEST PARTNERS	125
WHICH COUNTRIES CAN PARTICIPATE IN FRAMEWORK 7?	
The Member States of the European Union (MS)	
The Associated Countries (AC)	
Third Countries	
The Joint Research Centres	
International Organisations (e.g. World Health Organisation, UNESCO, FAO)	
SMALL AND MEDIUM SIZED ENTERPRISES.	
WHERE TO FIND THE BEST PARTNERS:	
CHAPTER 7 HOW PROPOSALS ARE EVALUATED	
TERMINOLOGY USED IN THE EVALUATION PROCESS	134
Two Stage Submission	

Two Step Evaluation	
THE EVALUATION CRITERIA	136
'Relevance' of the Proposal	
THE EVALUATION SCORES	
THE EVALUATION PROCESS	140
THE LIFE OF AN 'EXPERT EVALUATOR'	
HOW TO BECOME AN EXPERT EVALUATOR	
CHAPTER 8: HOW TO WRITE THE 'IMPACT' OF THE PROPOSAL	
TEMPLATE FOR WRITING 'RESEARCH IMPACT '	
CASE STUDY 1: 'IMPACT' OF A SENSOR PROJECT	
CASE STUDY 2: 'IMPACT' OF A SOCIAL SCIENCE PROJECT	
CASE STUDY 3: 'IMPACT' OF A BASIC RESEARCH PROJECT	
FINANCIAL PLAN FOR EXPLOITATION OF THE RESULTS	
ETHICAL ISSUES IN FRAMEWORK 7 PROPOSALS.	
Ethical Review of Proposals	
GENDER ISSUES IN FRAMEWORK 7 PROPOSALS	174
CHAPTER 9: WORK PLAN AND IMPLEMENTATION	175
SCIENTIFIC SKILLS AND PARTNERS	
WORK BREAKDOWN STRUCTURE	
THE PERT CHART	
THE GANTT CHART	
TABLE 1.3A WORK PACKAGE LIST	
TABLE 1.3B DELIVERABLES LIST	
TABLE 1.3C WORK PACKAGE DESCRIPTION	
TABLE 1.3D SUMMARY OF STAFF EFFORTS	
TABLE 1.3E LIST OF MILESTONES	
Risk and Contingency Plan	
PART B: 2.1 MANAGEMENT STRUCTURE AND PROCEDURES	
Consortium Management (Structure and Responsibilities):	
PART B: 2.2 INDIVIDUAL PARTICIPANTS	
PART B: 2.3 CONSORTIUM AS A WHOLE	
PART B: 2.4 RESOURCES TO BE COMMITTED	
THE BUDGET / WORK RATIO	
BREAKDOWN OF PARTICIPANTS COSTS	
SOFTWARE AND TEMPLATES FOR PROJECT MANAGEMENT	
CHAPTER 10: WRITING THE PROPOSAL	
	106
THE ONE-PAGE PROPOSAL CONSORTIUM MEETING AND DISTRIBUTION OF WORK	
CONSORTIUM MEETING AND DISTRIBUTION OF WORK	202
CHAPTER 11: WHAT IS YOUR STRATEGY FOR FRAMEWORK 7?	
AN ORGANISATION'S STRATEGY FOR FRAMEWORK 7	
A STRATEGY FOR INDIVIDUAL RESEARCHERS	213
A STRATEGY FOR BEGINNERS (NETWORKING)	
A STRATEGY FOR BEGINNERS (FUNDING)	
A STRATEGY FOR SMALL AND MEDIUM SIZED ENTERPRISES	
CONCLUSION	
ANNEXES	
ANNEX 1 EXAMPLE OF PROPOSAL DOCUMENTATION	
ANNEX 2: EVALUATION CRITERIA USED BY PROPOSAL EVALUATORS	
ANNEX 3: WEBPAGES USED IN THE HANDBOOK	237