



Esperienza progetti collaborativi extra Horizon Europe

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UNIVERSITÀ DI ROMA

Esperienza progetti collaborativi extra Horizon Europe – Prof. Davide Astiaso Garcia



Project
funded by the
EUROPEAN UNION



GREAT Med - Generating a Risk and Ecological Analysis Toolkit for the Mediterranean

Ruolo: Chair of the Steering Committee, contact person with PO, WP 1 and WP6 coordinator

Budget: 1.9 M€

2 years: 2013 - 2015

l'Università Sapienza è capofila, che coinvolge 6 partners provenienti da Italia, Francia, Tunisia e Libano (finanziato per 1,7 milioni di Euro della Comunità Europea nell'ambito del Programma "ENPI CBC Bacino del Mediterraneo")

Topics: Valutazione del rischio e analisi degli impatti ambientali connessi alle attività antropiche in ambito marino costiero a scala Mediterranea



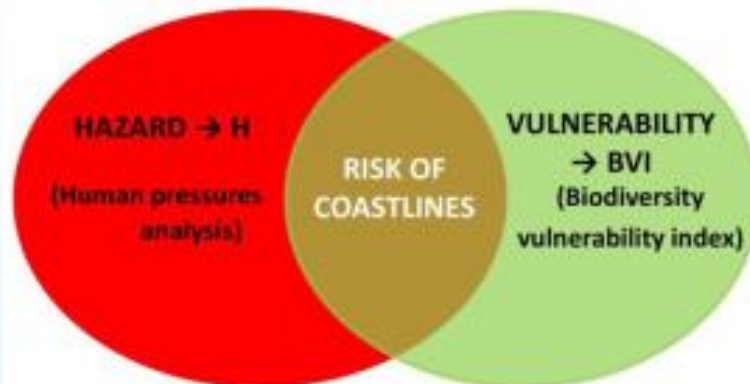
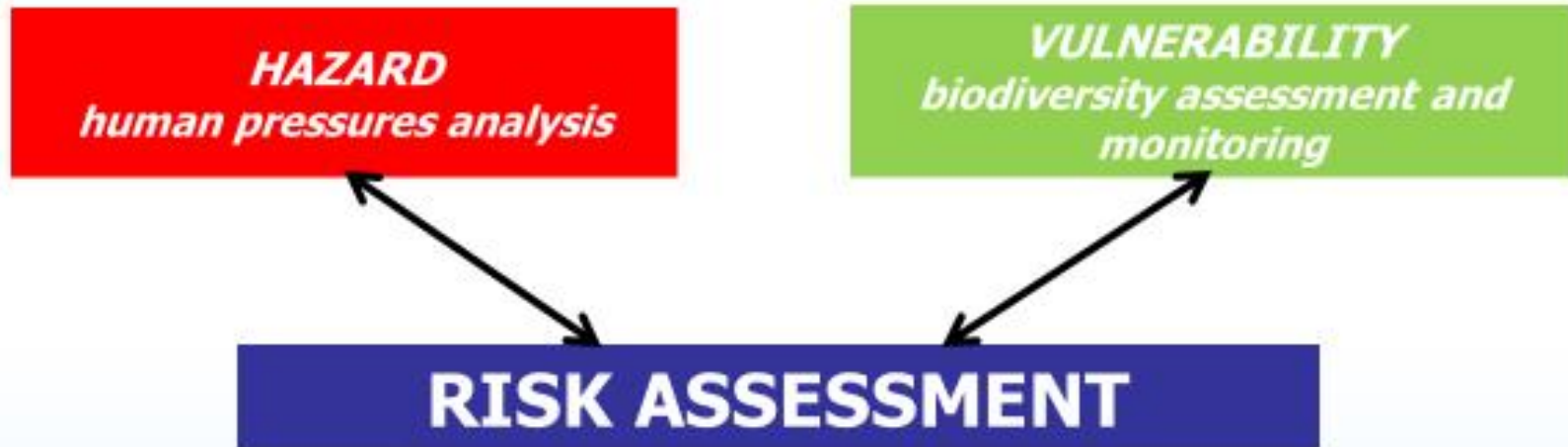
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Main project objective

Developing a feasible toolkit in coastal areas for assessing





Project co-financed by the European
Regional Development Fund

PRISMI PLUS

Transferring a toolkit for RES Integration in Smart Mediterranean Islands and rural areas

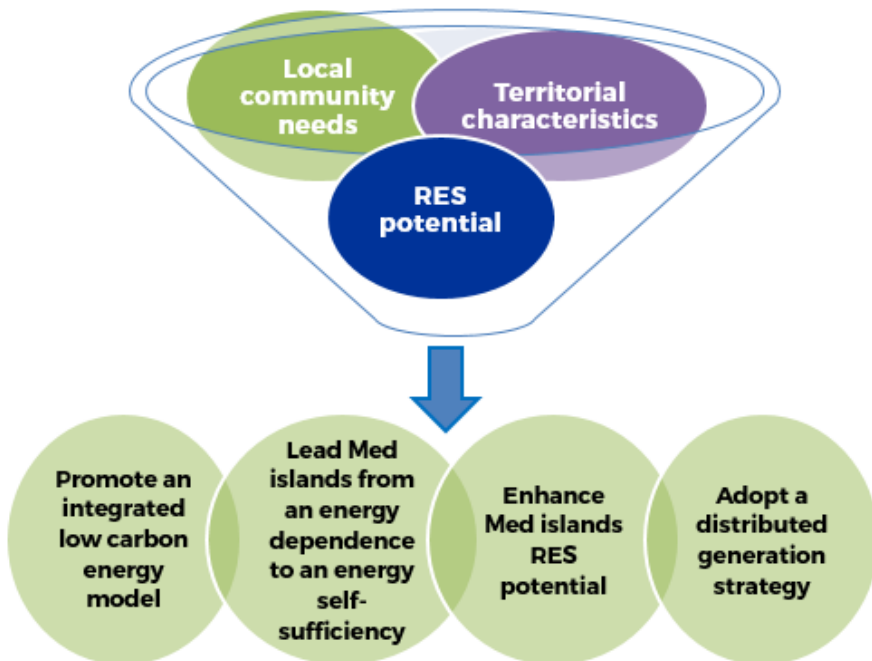
Ruolo: Project Coordinator

Budget 500 k€

Durata: 16 mesi – 2021-2022



PRISMI PLUS Objectives



☐ Transferring of knowledge from Givers to Receivers

- Training sessions to receiver partners and members of the ETU Initiative (videos have been recorded in different languages and will be uploaded on the website)
- development of guidelines in national languages
- Transferring test for receiver partners



PRISMI – and its transferring project PRISMI PLUS

PRISMI aims at supporting the transition of Mediterranean Islands to an autonomous, cleaner, secure, low-carbon energy system, by developing:

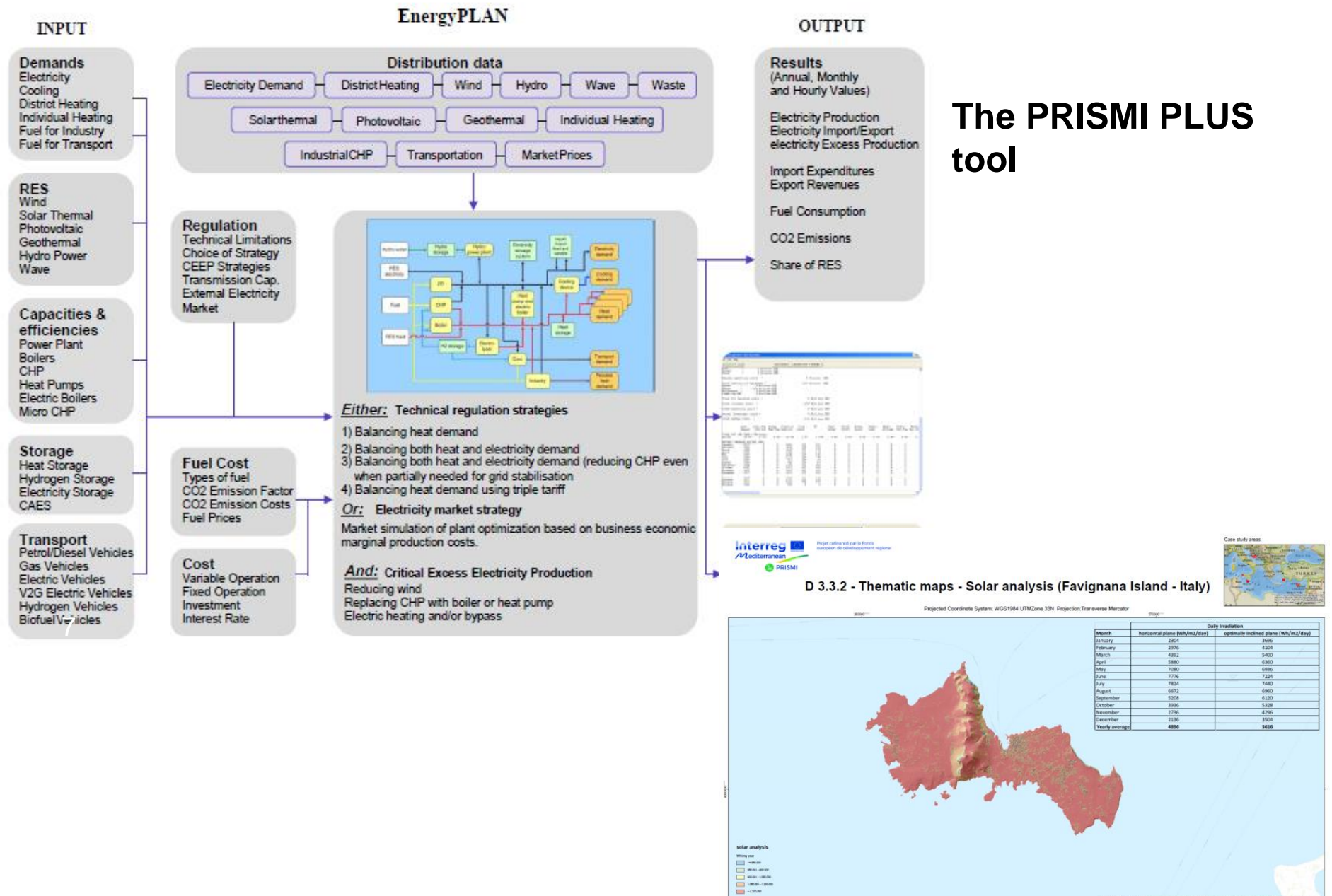
-An **integrated toolkit** for assessing and mapping the local potential of RES and their exploitation in new energy systems

-A **SECAP** for each case study area with recommendations and strategies for developing integrated RES

-The establishment of a **PRISMI Network of Stakeholders** to support exchange of knowledge and best practices in RES integration in Mediterranean Islands.

1. Sapienza University of Rome (Italy) - Coordinator
2. University of West Attica (Greece)
3. Centre for Renewable Energy Sources and Saving (Greece)
4. University of Zagreb (Croatia)
5. Cyprus Energy Agency (Cyprus)
6. Malta Intelligent Energy Management Agency (Malta)

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7. Municipality of Favignana (Italy)
 8. Hellenic Small Islands Network (Greece)
 9. Country of Split (Croatia)
 10. Community Council of Neon Chorion (Cyprus)
 11. Gozo Development Agency (Malta)
 12. Associazione Nazionale Comuni Isole Minori (Italy)
 13. Local Action Group “LAG 5” (Croatia)
 14. Municipality of Tilos Island (Greece)



Yenesi - Youth Employment Network for Energy Sustainability in Islands

Period: 2018-2022

Budget: 2.4 M€

Responsabile Scientifico per Sapienza

Through the YENESIS project, the partners aim to **address the challenge of unemployment in not in education, employment, or training (NEET) professionals in islands of beneficiary states.**

The main objective of the project is to reduce unemployment of the target group (TG) **by creating green jobs in islands** in the four thematic areas:

- **energy efficiency;**
- **renewables;**
- **sustainable tourism;**
- **mobility.**

The project will work with participants of the TG in an elaborate **process to equip and prepare them for employment in green jobs.**



Creating green jobs and preparing young professionals for employment



Your **objective** is not to describe your good project idea, but to persuade the funding source to give you the money!

Why should they decide to give the money to you when there will be lots of other good proposals they could select instead of yours?

Learn how to be competitive.

Main mistakes

- project not really “excellent” or “innovative”
- “state-of-the-art” in the field is not described
- research methodology is archaic
- project objectives remain fuzzy
- the approach to reach the project aim is not clear
- high risky project with uncertain outcome
- no provisions for the acquisition of new knowledge



Main mistakes

- no diversification of competences
- bad match between participants' profiles and project
- not a leading coordinating-institution in the specific field of research
- dedication of the coordinating-institution seems limited
- management (structure) of the project is not clear
- European added value – what's that?

BOX 1 – Turn idea into a project: basic questions

Does my organisation have the capacity to meet the conditions of the funding?

In general the organisation, that want submit a project proposal, must be able to demonstrate that has the capacity to secure and manage any such grant, in order to meet the selection criteria of the call for proposals, and must be operationally ready to take on the management of a grant, differently it may face internal management problems.

It is important develop an effective partnerships identifying the right partner for the project, understanding the principles of partnership and the requirements of EU-funded programmes. The worst scenario is when an organisation attempts to find a partner after it has designed a project and just a few days before the grant application deadline.

It is crucial to ensure a joint development of a project proposal and that any partner feels a strong sense of ownership for the proposed project: it should be prepared in collaboration, partners should be involved in every step of the project preparation.

Why do we prepare a project proposal?

- To find out the answers to our research questions
- To discover things
- To improve things
- To make a difference
- To develop conditions and opportunities
- To do something different
- At the beginning you could feel strange, uncomfortable, you we'll meet resistance, but later you will manage it

How Should we link basic questions and project proposal elements?

Yes, here below some examples:

Why do we do project? Impact – goal

How? Resources

What do we want? Outputs outcomes, objectives, tasks

Who? Partners are only those who has decision making responsibilities

BOX 2 - Project resources

What is a resource?

Anything you need to reach the project objectives is a resource. Resource are also referred as “inputs”.

Types of resources:

- Human, as community members technical advisors, consultants, trainers
- Materials, as tools, technical equipment, computers, monitoring station, textbooks, papers
- Financial, as cash gifts; bank loans; foundation grants, internal financial resources
- Informational, as books, articles, research papers, records, archive, video

Appropriate resources are:

- Available locally
- Environmentally sound
- Low cost: tricky because of the quality which must be guaranteed
- Technologically appropriate
- Culturally acceptable

BOX 3 – Project objectives

What is an Objective?

Objectives describe the benefits of the project in specific and measurable terms, and should support logically the achievement of the goal; they are generally associated with “outputs” and describe exactly what you will do if funded the project proposal. The basic difference between objective and goal is that an objective is measurable while a goal is not measurable.

Objectives should be Specific, Measurable, Achievable, Realistic and Timely (SMART).

Objectives should answer the following questions:

WHO: who is the target group you expect to change?

WHAT: what change is expected (action, behaviour, job)?

HOW MUCH: what is the extent of the change?

WHEN: when will the desired condition (i.e. change) be accomplished?

WHERE: where will the change take place?

BOX 4 - How to identify the project topic: goals and objectives

Problem statement: what is the problem I want to solve in my project?

A problem is something you are not happy with.

It is crucial turn problems to goals

Causes: what could be the cause of the problem?

Solutions: having thought of possible causes, what solutions can address of the above problem?

Best solution: choose what you consider the best of possible solutions and explain why.

My goal: based on the problem statement, the cause of your best possible solution, articulate the goal for your project. The project goal describes what the project wants to achieve in broad terms and how the situation will change as a results of your project being implemented.

Steps of problem solving:

1. Identify the problem
2. Analyse the problem
3. Develop alternative solutions
4. Select the best solution
5. Design a plan of action
6. Implement the solution
7. Evaluate

Brainstorming (write down all ideas – judgments later)

Mind map: put in order words and ideas.



BOX 5 - Concept Notes - Overview

Effective concept notes:

- Represents your priorities
- Meets partners' and donors' priorities
- Matches donors' and proponents' priorities
- Has all the necessary components (details)

Concept note general elements:

- Project title
- Project proponents, partners, their contribution
- Project context: why the project is necessary
- Goals and objectives: summary of the main idea, goal, objectives, main activities, outputs
- Scope and scale
- Timeframe (just start and ending)
- Monitoring and evaluation plan
- Outcomes and impacts
- Budget (total)

Structure: reader friendly appeals to the eyes

Headings: descriptive

Language: goop spelling, punctuation, grammar

Matching priorities: our priorities; partners' priorities; donor's priorities

What makes a project successful?

- A project proposal must be effective, efficient and realistic
- Good title: short, snappy, easy to remember
- Good acronym
- Second title: longer, descriptive, more technical
- Good team work, adequate resources, good communications
- Recruiting qualified personal project manager
- Identifying the problems based on serious needs analysis
- Developing a logical and effective project design and manage structure
- Setting realistic and concrete project objectives
- Defining the tasks clearly
- Planning for early success (create achievable task to feel people motivates, sense of achievement)
- Designing time-frame and budget carefully
- Monitoring and evaluating
- Dissemination is an extremely important task especially for EU projects.
- Involving all beneficiaries in all phases



- Start writing from the first day.
- Literature review: be ensure that your work is original.
- While you are taking notes ask “so what?”
- Discuss your ideas with other people.
- Importance of the project title.
- Credibility of projects.
- How to find donors and partners.
- A matter of time and people: importance of choose the partners.
- Application to submit must absolutely follow and comply to every detail of the Call for Proposals documents.
- Carefully follow the instructions regarding how to make the application and strictly adhere to the deadlines.
- Under any Call for Proposals, carefully read the section of the Guidelines which explains the process of scoring a proposal and before submit your draft proposal, it is important to test it against the Evaluation grid.



LOGICAL FRAMEWORK

Project Description	Indicators	Sources of verification	Assumptions
Overall Objective (OO) – The project’s contribution to policy or programme objectives (impact)	How the OO is to be measured including Quantity, Quality, Time?	How will the information be collected, when and by whom?	
Purpose - Direct benefits to the target group(s)	How the Purpose is to be measured including Quantity, Quality, Time	As above	If the Purpose is achieved, what assumptions must hold true to achieve the OO?
Results – Tangible products or services delivered by the project	How the results are to be measured including Quantity, Quality, Time	As above	If Results are achieved, what assumptions must hold true to achieve the Purpose?
Activities - Tasks that have to be undertaken to deliver the desired results			If Activities are completed, what assumptions must hold true to deliver the results?

Project Description	Indicators	Sources of verification	Assumptions
Overall Objective: The broad development impact to which the project contributes – at a national or sectoral level (provides the link to the policy and/or sector programme context)	Measures the extent to which a contribution to the overall objective has been made. Used during evaluation. However, it is often not appropriate for the project itself to try and collect this information.	Sources of information and methods used to collect and report it (including who and when/how frequently).	
Purpose: The development outcome at the end of the project – more specifically the expected benefits to the target group(s)	Helps answer the question ‘How will we know if the purpose has been achieved’? Should include appropriate details of quantity, quality and time.	Sources of information and methods used to collect and report it (including who and when/how frequently)	Assumptions (factors outside project management’s control) that may impact on the purpose-objective linkage
Results: The direct/tangible results (good and services) that the project delivers, and which are largely under project management’s control	Helps answer the question ‘How will we know if the results have been delivered’? Should include appropriate details of quantity, quality and time.	Sources of information and methods used to collect and report it (including who and when/how frequently)	Assumptions (factors outside project management’s control) that may impact on the result-purpose linkage
Activities: The tasks (work programme) that need to be carried out to deliver the planned results (optional within the matrix itself)	(sometimes a summary of resources/means is provided in this box)	(sometimes a summary of costs/budget is provided in this box)	Assumptions (factors outside project management’s control) that may impact on the activity-result linkage