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**Funding opportunities for rural women in digitalization-innovation-technology**

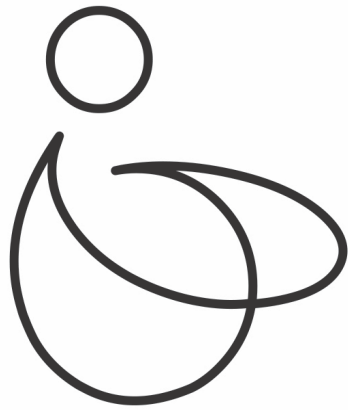
**Mónika Alíz MÉSZÁROS**

**Owner, CEO - Intellexi Ltd.**

**Evaluator - European Commission H2020**

**EIC SME instrument call for proposals,**

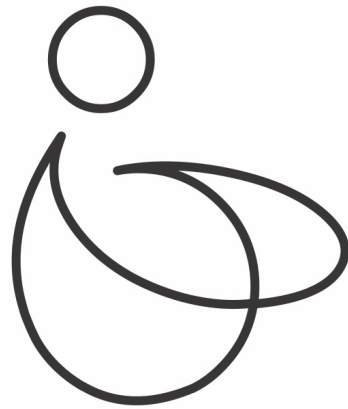
**Vice president - Agro-ICT cluster**



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## **Various funding opportunities**

- **International cooperation aid and development (Europaid)**
- **Tenders, Public procurements**
- **EU funds (non-refundable and refundable) - recently 37 European funds are available for Developing Countries**
- **What you need: good partner, appropriate call for proposal, experience in tender preparation, lobby**



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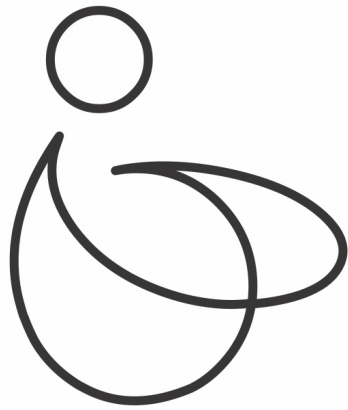
## **Tenders**

- **EU is the world's biggest donor: more than 80 b EUR is allocated for 3<sup>rd</sup> world countries between 2014-2020**
- **Non-refundable grants**
- **Development programs which mean business for the EU's subcontractors as well**
- **Implementation: DG DEVCO (publishing call for proposals as well)**
- **Direct: the EU delegation of the target country is implementing the program and publishing the subcontracting opportunities**
- **Indirect: in cooperation with an international institution**



## **Tenders - procurement**

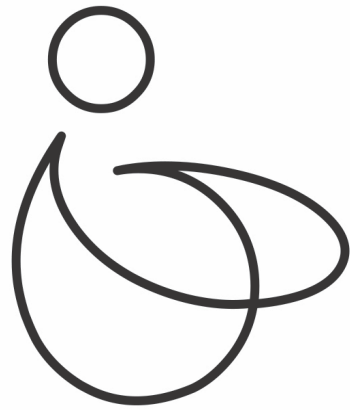
- **PRAG – Procedures and practical guide**
- **the EU's tendering system for international procurement**
- **EuropeAid – common procurement portal (pre-procurement, tenders, tender documents, results)**
- **Forecast notice – 30 days in advance**
- **Contract notice – 30 days in advance**
- **Short list**
- **Call for proposal for tender – 50 days in advance**
- **Deadline – max. 90 days**
- **Evaluation – cca. 45 days**
- **Publishing of winners, contracting procedure**



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## **How to be successful**

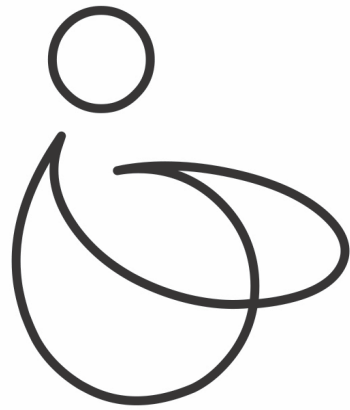
- **Analysation of previous call for proposals**
- **Preparation**
- **Partnership on international level**
- **Tender search (local search, forecast tenders' watch, lobbi)**
- **Be professional: language, formal requirements, eligibility, signature, obligatory attachment, package, number of copies)**
- **If not as a contracted institution success is there: approach the winners as subcontractor**



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## Direct Brussels Funds

- **Refundable/non refundable**
- **No single platform** and regulations
- PIC code registration, everything is electronic
- For 2014-2020 the EU prepared **17 work programmes** worth **€130md** and cca. **600 call for proposals**
- CEF, COSME (Erasmus for Young Entrepreneurs), Horizon 2020, EIC SME instrument, INTERREG, LIFE Programme / various managing authorities
- H2020: the biggest R+D+I program of the EU, **Budget: €80md for 2014-2020 (€1,4b for SME instrument )**
- **opportunities in tech such as the Internet of Things, big data, advanced manufacturing, robotics, 3D printing, blockchain technologies and artificial intelligence offer**

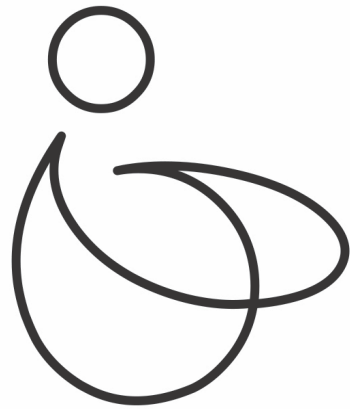


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## **H2020 proposal type, countries**

### **RIA, IA, CSA**

Afghanistan, Algeria, Angola, Argentina, Azerbaijan, Bangladesh, Belarus, Bhutan, Bolivia, Botswana, Cambodia, Cameroon, Cape Verde, Central African Republic, Chad, Chile, Colombia, Congo, Congo (Republic), Costa Rica, Cuba, Korea, Dominica, Dominican Republic, Ecuador, Egypt, Fiji, Ghana, Grenada, Guatemala, Guinea, Haiti, Honduras, Indonesia, Iran, Iraq, Jamaica, Jordan, Kazakhstan, Kenya, Kiribati, Lao, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Malaysia, Maldives, Mali, Mauritania, Mauritius, Mongolia, Morocco, Mozambique, Myanmar, Namibia, Nepal, Nicaragua, Nigeria, Pakistan, Palestine, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Senegal, Seychelles, Sierra Leone, Somalia, South Africa, South Sudan, Sri Lanka, Sudan, Suriname, Tanzania, Thailand, Togo, Turkmenistan, Uganda, Uruguay, Uzbekistan, Venezuela, Vietnam, Yemen, Zambia, Zimbabwe.

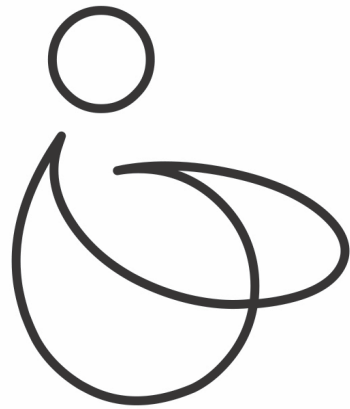


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## Evaluation

- **Excellence:** harmony with the goals, concept is feasible, state of the art, innovation potential (new product, service, process), stakeholders
- **Impact:** the outputs will contribute to the desired impact at the WPs?, innovation capacity, market opportunities, dissemination
- **Implementation:** WPs and resources are in harmony?, management structure, consortium is experienced?, allocation of tasks between partners
- 0-5 scale given points and written texts (5 excellent, 1 poor), electronically





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## **EIC SME instrument**

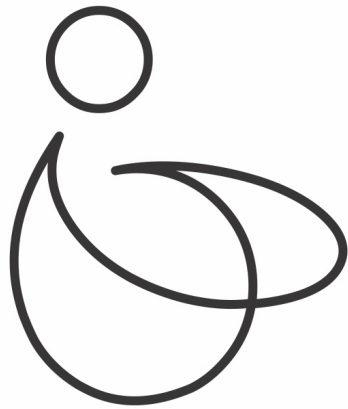
**Topic:** NO restriction from 2018!



### **3 phase support system:**

1. phase - max. €50.000
2. phase - €0.5-2.5 m
3. phase – coaching/mentoring, no direct financial support

- **Min. R+D activity is possible**
- **TRL at least on 6 at the phase 2 application**
- nearly 3000 projects have already been funded
- European Innovation Council
- **€1,4md EIC SME instrument fund for 2018-2020**



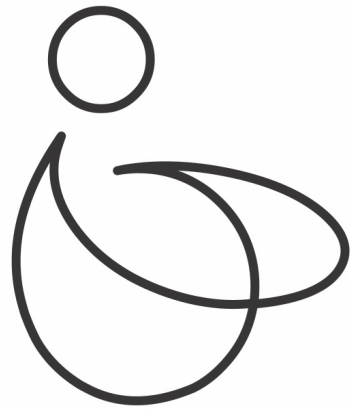
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## EIC SME instrument evaluator's experience

### Missing elements:

- Analysation of the expected demand
- Target group analysation (size, characteristics)
- USP in quantity
- Market analysation (size, unique characteristics, regulation, expected growth...)
- Analysation of competitors (direct and indirect ones)
- How the project fits with the company's strategy
- EU dimension
- Subcontractor: what, for how much, how, selection procedure
- Involved experts (missing sales/marketing competence...)

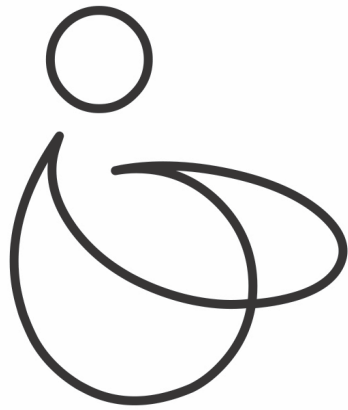




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## **Women in technology**

- Crowdfunding programmes
- Various international networks
- COPA-COGECA Women innovator award
- Campaigns led by women across the world in 2015 and 2016 were 32% more successful than those led by men across a wide range of sectors, geography and cultures. For Europe the figure was 14%
- Eva Fabry is director of the European Centre for Women and Technology (ECWT)



**INTELLEXI**

**Thank you very much for your  
attention!**

**Let's start partnerships and  
prepare successful applications!**

**Mónika Alíz Mészáros**

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