

(Lack of) funding is the root of all risk

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Third countries

- Many third countries are ***not*** automatically eligible for Horizon 2020 funding
 - includes: Australia, Brazil, Canada, China, India, Japan, Mexico, New Zealand, Russia, Saudi Arabia, Singapore, South Korea, Switzerland, Taiwan, UAE, USA
- They must normally use existing funds, or seek additional (domestic) funds
- This creates ***risk*** for third country partners, and for entire consortia

Where are the risks

The proposal

- Coordinator may kick-out partners who cannot guarantee their financial means, even after you have contributed significant (IP) and resources to the proposal

The evaluation

- Evaluators may give lower scores to proposals where third country partners have not clarified their funding

Where are the risks

The grant agreement

- The project may collapse before it begins if you cannot secure funding prior to project start
- Your institution may feel blackmailed into funding your involvement

The project

- You may have to withdraw from the project
- The project may fail
- Currency fluctuations (if you get H2020 funding)

Subsequently

- You may be blacklisted by your EU partners

How to minimise the risks

- Best strategy is to use existing funds
- Consider if you qualify for Horizon 2020 funding (discuss with proposal coordinator)
- Does your country have any co-funding mechanisms?
- Secure additional funding prior to proposal submission
- Identify potential sources of funding, and be clear on your chances of success

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