



CIRCE's experience in H2020

Energy efficiency Brokerage event Lyon 27th october 2016

Edificio CIRCE / Campus Río Ebro / Mariano Esquillor Gómez, 15 / 50018 ZARAGOZA

Tfno. (+34) 976 761 863 / Fax (+34) 976 732 078 / web: www.fcirce.es / email: circe@unizar.es

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Evolution and results: FP7 and H2020

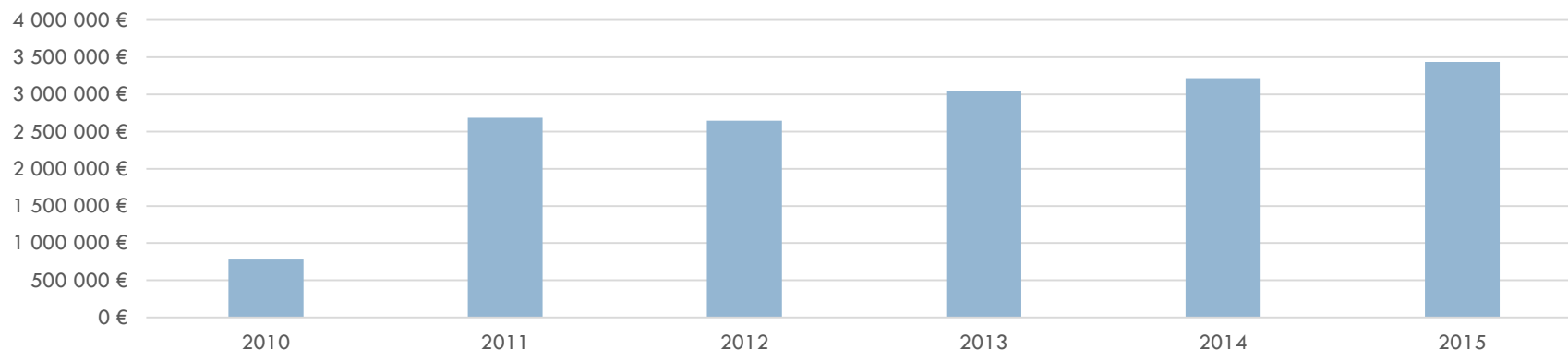
CIRCE's context

- Context of **entity**
 - Technology Centre focused on Energy.
 - Small/Medium size (8M€ annual budget; 120 staff members).
 - Revenue structure.
 - Non-profit private foundation.
- Organization targeting participation in H2020
 - Support to the researcher along the whole value chain.
 - Positioning – Brussels Delegation.
 - Proposal preparation.
 - Technical management of projects.
 - Communication and dissemination.

Summary of evolution and results

- **Very good results** at national level: Spain has passed from **8,3% in FP7** to **9,7% in H2020** within UE-28, achieving **13,9 % in Energy**.
- Currently, the total number of **FP7 and H2020 active projects in CIRCE** is **36**.
- Up to now, CIRCE has participated in **23 FP7 projects (coordinating 6 of them)** and in **20 H2020 projects (coordinating 6 of them)**.
- The total budget of CIRCE in these projects (FP7 + H2020) is **16.133.629 €**.

Evolution of annual return



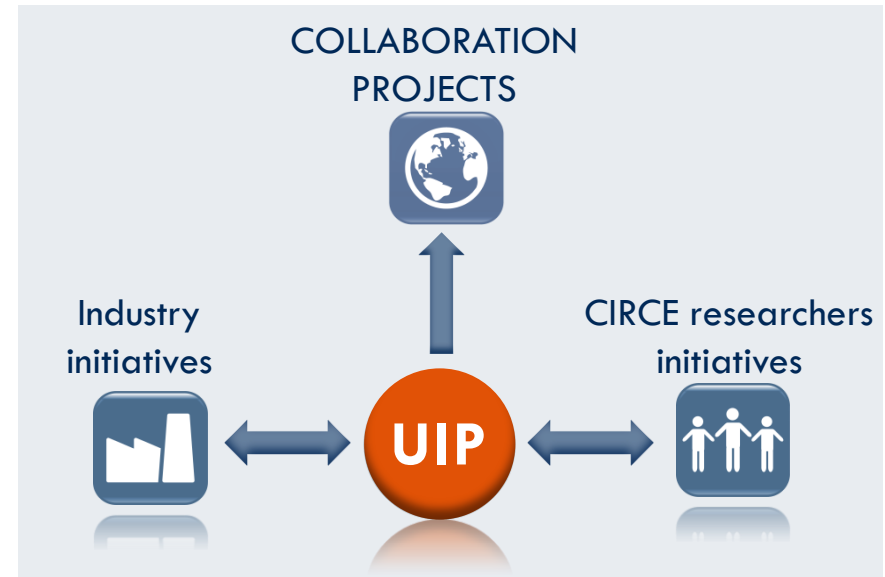
Increase of specific investment

- The **success rate** of CIRCE has fallen from 29,9% in last three years of FP7 to 19,3% in two first calls of H2020.
- In the case of CIRCE, involved resources per euro of return, has increased up to 68%.
- Main causes:
 - Increase of competitiveness, in terms of quantity and quality.
 - Increase of positioning activity: proliferation of initiatives.
 - Increase of projects complexity: proximity to the market, need for demonstration in real environment.
- Measures taken and lessons learned.

CIRCE's approach towards H2020: Innovation and Promotion Unit

Innovation and Promotion Unit

- **Initiative from Direction** with the researchers support
- Medium-long term **investment**
 - Risk control
 - Definition of clear objectives
- External **support**
 - **CDTI – Advice and training**
 - **CDTI/Ministry – Funding:** Tecnoeuropa, Innoeuropa, Capacitación, Europa Redes y Gestores, etc.
 - Experienced **partners**
- Currently 15 people working in H2020
 - **Profile** selection
 - **Professional development** of R&D manager career.
- Organization and **professionalization** of **non** research activity.
 - **Positioning** (2 people)
 - **Proposal** preparation (7 people)
 - **Technical management** (4 people)
 - **Dissemination and exploitation** of results (2 people)



Positioning

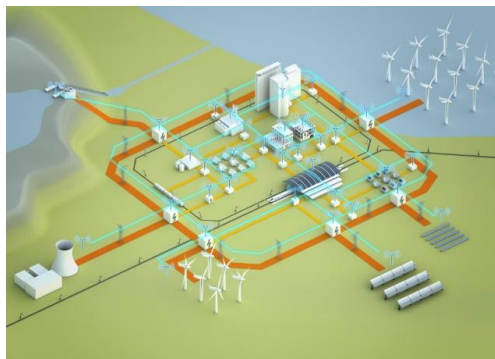
- Understanding of a **changing and very particular environment**: language, process, relation with policies, etc.
- Strategy for **participation in H2020 related forums**
 - **Informed choices**
 - **Leadership** and active contribution
 - Development of contact network
- **Anticipation**
 - Development time of the proposals
- Relations with the **EC**
- Permanent **delegation** in Brussels



Active projects (1 / 2)

Electrical grids and integration of renewable energies:

- DISCERN
- BEST PATHS
- **SWIP**
- WELL
- IRP Wind
- FLEXICIENCY
- **AWESOME**
- **MEAN4SG**
- MIGRATE



Energy efficiency in industry:

- EDEFU
- **O2GEN**
- EFEVE
- NIWE
- R4R
- HELM
- **TOP-REF**
- **VULKANO**
- INDUS3ES
- WADI
- DISIRE
- MEDEAS
- SUPERSMART
- SCOOPÉ
- ENERINVEST



Active projects (2/2)

Building efficiency

- **NEED4B**
- LCE4ROADS
- ENERGY IN TIME
- LORELCA
- BUILDHEAT
- **TRIBE**



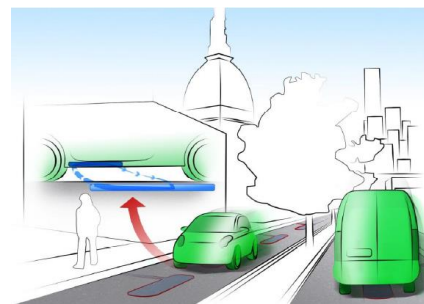
Biomass

- **AGROINNLOG**
- S2BIOM
- ENERCORN
- GREENGAIN
- **UPRUNNING**
- STEAMBIO



Electric vehicle and mobility

- UNPLUGGED
- FABRIC
- SIMPLA



Practical recommendations

Practical recommendations

- Knowledge generation, ideas and researchers work as essential starting point.
- Definition of development model adapted to the entity (thematic diversity, size, resources, internal organization, maturity level, etc.).
- In our case, activities of Innovation and Promotion Unit are necessary, complementary and coordinated. Evolution, evaluation and adaptation of the model.
- The preparation of the proposal as a crucial factor for the achievement of projects. Work, engagement and illusion.
- Good quality during the execution is essential.
- Care for strategic partners.
- Objectives definition and risk control.
- Use of specific tools.
- Maintenance of effort, the beginning is not everything.
- Consideration to the heterogeneity of Commission and POs.
- Development of non-technical skills, also of researchers.

Success story: TRIBE project

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Topic: *EE 11 – 2014: New ICT-based solutions for energy efficiency*

Type of funding scheme: **Research and Innovation Action**

Deadline: **5/06/2014**

Key steps in proposal development process:

1st) Topic analysis: scope vs. impact.

2nd) Development of project idea: project team profiles.

3rd) Identification of required roles.

4th) Discussion with strategic partners: Programa Ciencia Viva (Aragón Government), Zaragoza Vivienda (Council of Zaragoza), ACCIONA Infraestructuras and Özyegin University .

5th) Search and involvement of partners.

6th) Structure definition of the project: PERT, GANTT, Objs. y WPs.

7th) Definition of demos and assessment of project impacts.

8th) Identification and management of partners contributions.
Budget developments.

9th) Preparation, development and edition of the proposal.



Conclusions

H2020 is worthy



- Possibility of carrying out **more ambitious projects**.
- Trigger for relationships with academic and industrial partners, which evolve **beyond H2020**.
- **Enriching experience**, for both entity and its people.
- **Income diversification** and access to funding.



THANK YOU FOR YOUR ATTENTION

Tel.: [+34] 976 761 863

Elena Calvo Gallardo

ecalvo@fcirce.es

www.fcirce.es