

Funding Cosplay

5

Roles organisations can play in your project.

Quick Intro.



What are we even talking about?

Most public funding programmes for supporting innovations require multiple organisations (e.g. companies, universities, public authorities) to team-up and deliver the project together.



Why does it matter for my proposal?

Understanding the five basic roles an organisation can play in your project will help you convince evaluators that each organisation has found its place. There are five main roles an organisation can play: funded partner, non-funded partner, subcontractor, supporter and expert.



“I’m here for the money, I’m here for fame”

No.1 Funded partners

Funded partners **form 90%** of all entities in innovation projects.

Funded partners receive grant funding from the funding agency and spend it on personnel, materials, equipment and travel to deliver the project. They are also **held accountable** for the project progress and subject to reporting duties.

Funded partners are usually also the **most crucial** entities for the project’s success.



“Money isn’t everything”

THE
THOUGHT
BOX

No.2 Non-funded partners

Non-funded partners fully participate in projects, but do not claim grant funding. What may seem odd at first glance, is typically the result of a situation in which a partner has **high interest** in the project’s subject, but cannot ask for funding due to eligibility issues. For example, a non-EU entity decides to join an EU project, but cannot claim funding due to its geographical location outside of Europe.

Non-funded partners have **full project partner rights** (e.g., they own intellectual property they have generated in the project), but must also follow all duties (e.g., report to the funding agency on the project progress).



“One of many”

No.3

Subcontractors

Subcontractors are **not official** project partners and should only be hired for works that are not crucial to the project’s success. Given the procurement requirements of publicly funded projects, subcontractors should be selected on the **best value for money** principle.

Interestingly, subcontractors are typically **allowed to make profit** on the works delivered as part of the publicly funded project. This is not possible for funded partners, who can only cover project-related costs from grant funding.



“Who’s with us?”

THE
THOUGHT
BOX

No.4 Supporters

Supporters are third parties **expressing interest** in the subject of the innovation project. They typically do so by issuing letters of support that are attached to the funding proposal, confirming to evaluators that there is interest in the technology to be developed.

Supporters are formally not part of the project consortium, but they may be kept **apprised on the project’s progress**. Typical supporters are future end-users/buyers of the technology to be developed as part of an innovation project.

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“You better call the expert”

No.5 Experts

Experts are individuals with **outstanding experience and knowledge** in their subject that have agreed to take on an advisory role in a publicly funded innovation project.

Experts typically form **advisory boards** that meet every couple of months to share know-how with the project partners. Experts typically work on a pro bono basis, but grant funding may be used to cover their travel costs and accommodation.

THE THOUGHT BOX

THETHOUGHTBOX is an online collection of easy-to-digest tips, tricks, and tools for improving your next grant proposal application.

THETHOUGHTBOX content distils real-world experiences made by BOR&BAR consultant and guest contributors into bite-size actionable insights.

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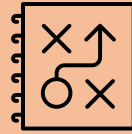
A little about us.

BOR&BAR helps public & private organisations successfully engage with grant funding programmes.

In the last 2-years we have helped clients secure more than EUR 21 million in grant funding for their ground breaking projects.

From our Berlin office, our team of international consultants cover all major regional, national and European funding programmes.

www.BORANDBAR.com/about



Design and implement grant acquisition strategies.



Identify and qualify the most suitable grant programmes.



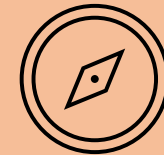
Deliver tailored training on grant writing & pitching.



Articulate 'investment worthy' grant applications.



Provide actionable feedback on your draft grant proposals.



Offer intelligence on customer and competition activities involving grants.