



PLATFORM

Master Class “ERA-NET Cofund Actions - tools and methods for efficient call management”

**Working topic C:
Selection of recommended applications, funding decisions and project negotiation**

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Overview

- General comments on important factors for selection
 - Ranking list – possible steering
- Overview on (possible) calculations for selection
 - General facts on finances
- Demo of financial calculations and options of selection (XLS)
- Exercise (XLS)



Recommended proposals

Ranking table: Instructions matter

NEURON's aims:

- fund the best projects
- fund as many projects as possible
- not to fund low quality projects

- The Peer Review Panel makes a **funding recommendation** (→ ranking list)

Acronym	Preliminary Rank	Final Rank	Category
Amaryllis	1	1	A
Apple	1	1	A
Apricot	1	1	A
Bunny	1	4	A
Anise	5	5	A
Artichoke	5	5	A
Asparagus	7	5	A
Banana	7	8	B
Barracuda	7	8	B
Basil	7	8	B
Beetle	7	8	B
Aubergine	12	8	B
Bamboo	12	8	B
Bee	12	8	B
Begonia	12	8	B
Birch	12	8	B
Blackfly	12	8	B
Bulldog	12	8	B
Bumblebee	12	8	B
Buxus	12	8	B
Celeriac	12	8	B
Chamomile	12	8	B
Chili			C
Coriander			C
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Recommended for funding (excellent)



Recommended for funding (very good) = flexibility zone



Not recommended for funding



Recommended projects = Selection list

1) Identify the blocking situations

Project Rank	Total Project Budget	Funder 7	Funder 8	Funder 9	Funder 10	Funder 15**	Funder 16	Funder 17	Funder 18	Funder 19	Funder 20*	Funder 21**	Funder 22
1	548.526								249.213				299.313
1	532.763						200.000		83.292				249.471
1	807.125		282.142								225.000		299.983
4	395.000	200.000								195.000			
4	643.828		299.646		240.000						104.182		
4	322.806		298.485						24.321		0		
4	948.222				370.000						295.000		283.222
4	965.326		300.000								430.046		235.280
9	794.001	199.000			297.429								297.572
10	750.000	200.000		100.000	300.000					150.000			
10	704.643		299.935					105.000					299.708
10	355.000	100.000						105.000				150.000	0
10	738.000		288.000		300.000					150.000			0
10	745.264				300.000	150.000							295.264
10	673.200		300.000			150.000					223.200		0
10	530.113	180.113					200.000			150.000			0
10	477.000		300.000										177.000
10	1.288.000	590.000	300.000							150.000			248.000
10	504.990		299.990	100.000				105.000					
10	890.921	300.000	300.000										290.921
10	794.097	394.423	299.674	100.000									0
10	406.000	172.000		100.000					134.000				



Blocking situations

2) mend blocking, if possible

Mind legal status of single partners

Project	Total	Funder 7	Funder 8	Funder 9	Funder 10	Funder 15*	Funder 16	Funder 17	Funder 18	Funder 19	Funder 20*	Funder 21	Funder 22
1	548.526								249.213				299.313
1	1.081.289						200.000		332.505				249.471
1	1.888.414		282.142									225.000	299.983
4	2.283.414	200.000	282.142								195.000		
4	2.927.242	200.000	581.788		240.000							104.182	
4	3.250.048	200.000	880.273		240.000					24.321			
4	4.198.270	200.000	880.273		610.000								283.222
4	5.163.596	200.000	1.180.273		610.000							430.048	235.280
9	5.957.597	399.000	1.180.273		907.429								297.573
10	6.707.597	599.000	1.180.273	100.000	1.207.429							150.000	299.700
10	7.412.240	599.000	1.480.208	100.000	1.207.429			105.000					150.000
10	7.767.240	699.000	1.480.208	100.000	1.207.429			210.000					0
10	8.505.240	699.000	1.768.208	100.000	1.507.429			356.826					0
10	9.250.504	699.000	1.768.208	100.000	1.807.429	150.000		356.826					0
10	9.923.704	699.000	2.068.208	100.000	1.807.429	300.000		356.826					0
10	10.453.817	879.113	2.068.208	100.000	1.807.429	400.000		356.826					0
10	10.930.817	879.113	2.368.208	100.000	1.807.429	300.000	400.000	356.826					0
10	12.218.817	1.469.113	2.668.208	100.000	1.807.429	300.000	400.000	210.000					0
10	12.723.807	1.469.113	2.968.198	200.000	1.807.429	300.000	400.000	315.000					0
10	13.614.728	1.769.113	3.268.198	200.000	1.807.429	300.000	400.000	356.826					0
10	14.408.825	2.163.536	3.567.872	300.000	1.807.429	300.000	400.000	356.826					0
10	14.814.825	2.335.536	3.567.872	400.000	1.807.429	300.000	400.000	490.826					0

	Total	Funder 7	Funder 8	Funder 9	Funder 10	Funder 15	Funder 16	Funder 17	Funder 18	Funder 19	Funder 20*	Funder 21	Funder 22
Budgets (earmarked)	12.503.000	2.000.000	3.000.000	200.000	2.000.000	400.000	500.000	210.000	500.000	670.000	923.000	800.000	1.300.000

#Project	Total	Funder 7	Funder 8	Funder 9	Funder 10	Funder 15**	Funder 16	Funder 17	Funder 18	Funder 19	Funder 20*	Funder 21**	Funder 22
1	548.526	0	0	0	0	0	0	0	249.213	0	0	0	299.313
1	1.081.289	0	0	0	0	0	200.000	0	332.505	0	0	0	548.784
1	1.888.414	0	282.142	0	0	0	200.000	0	332.505	0	225.000	0	848.767
4	2.283.414	200.000	282.142	0	0	0	200.000	0	332.505	195.000	225.000	0	848.767
4	2.927.242	200.000	581.788	0	240.000	0	200.000	0	332.505	195.000	329.182	0	848.767
4	3.250.048	200.000	880.273	0	240.000	0	200.000	0	356.826	195.000	329.182	0	848.767
4	4.198.270	200.000	880.273	0	610.000	0	200.000	0	356.826	195.000	624.182	0	1.131.989
4	5.163.596	200.000	1.180.273	0	610.000	0	200.000	0	356.826	195.000	1.054.228	0	1.367.269
9	5.957.597	399.000	1.180.273	0	907.429	0	200.000	0	356.826	195.000	1.054.228	0	1.664.841
10	6.707.597	599.000	1.180.273	100.000	1.207.429	0	200.000	0	356.826	345.000	1.054.228	0	1.664.841
10	7.412.240	599.000	1.480.208	100.000	1.207.429	0	200.000	105.000	356.826	345.000	1.054.228	0	1.964.549
10	7.767.240	699.000	1.480.208	100.000	1.207.429	0	200.000	210.000	356.826	345.000	1.054.228	150.000	1.964.549
10	8.505.240	699.000	1.768.208	100.000	1.507.429	0	200.000	210.000	356.826	495.000	1.054.228	150.000	1.964.549
10	9.250.504	699.000	1.768.208	100.000	1.807.429	150.000	200.000	210.000	356.826	495.000	1.054.228	150.000	2.259.813
10	9.923.704	699.000	2.068.208	100.000	1.807.429	300.000	200.000	210.000	356.826	495.000	1.277.428	150.000	2.259.813
10	10.453.817	879.113	2.068.208	100.000	1.807.429	300.000	400.000	210.000	356.826	645.000	1.277.428	150.000	2.259.813
10	10.930.817	879.113	2.368.208	100.000	1.807.429	300.000	400.000	210.000	356.826	645.000	1.277.428	150.000	2.436.813
10	12.218.817	1.469.113	2.668.208	100.000	1.807.429	300.000	400.000	210.000	356.826	795.000	1.277.428	150.000	2.684.813
10	12.723.807	1.469.113	2.968.198	200.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.684.813
10	13.614.728	1.769.113	3.268.198	200.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.975.734
10	14.408.825	2.163.536	3.567.872	300.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.975.734
10	14.814.825	2.335.536	3.567.872	400.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.975.734



Ranking list vs. finances

What are your limitations in financial terms:

Total EC grant =

EC contribution (33% of project costs)

+ units costs for additional activities (max. 20% of the EC grant)

but

- fixed maximum (e.g. 6.7 Mio. €)
- not all partners are eligible for EC contribution



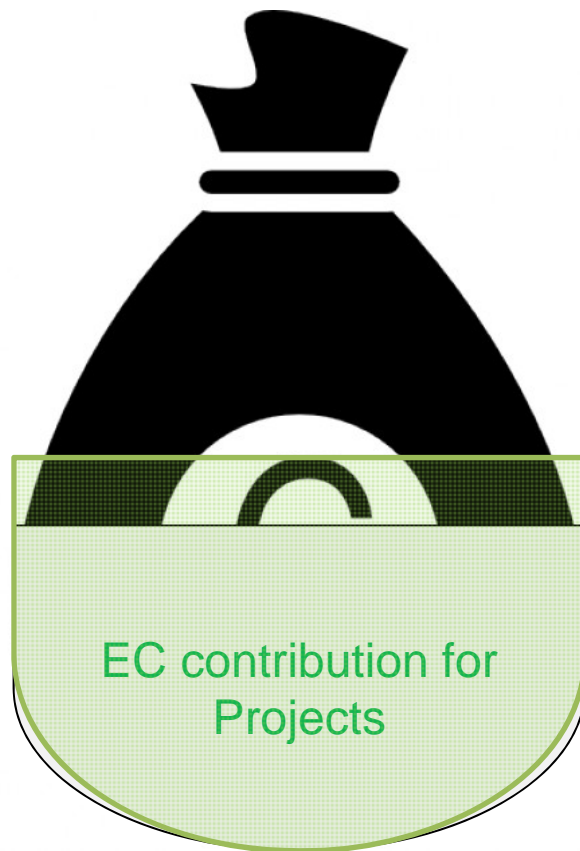
max EC Contribution



- Increase of EC contribution with increasing number of funded projects



max EC Contribution



- e.g. surplus budget can be used for gap-filling



Ranking list vs. finances

What are your limitations in financial terms:

EC grant maximum = EC contribution (33% of project costs)
+ units costs for additional activities (max. 20% of the EC grant)

but has a fixed maximum (e.g. 6.7 Mio. €)

How many projects do you need to fund to

- *Secure management costs*
e.g. to secure 3 Mio. € for management, it requires ~9 Mio. € national project costs
- *Maximize EC contribution*
e.g. to receive 6,7 Mio. € EC grant ~17 Mio. € national project costs are required



Blocking situations

2) mend blocking, if possible

Mind different status of single partners

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4	3.250.048	200.000	880.273		240.000					24.321			
4	4.198.270	200.000	880.273		610.000								283.222
4	5.163.596	200.000	1.180.273		610.000								235.280
9	5.957.597	399.000	1.180.273		907.429							430.048	297.573
10	6.707.597	599.000	1.180.273	100.000	1.207.429							150.000	
10	7.412.240	599.000	1.480.208	100.000	1.207.429				105.000				299.700
10	7.767.240	699.000	1.480.208	100.000	1.207.429				210.000				150.000
10	8.505.240	699.000	1.768.208	100.000	1.507.429				356.826				295.264
10	9.250.504	699.000	1.768.208	100.000	1.807.429	150.000			356.826				248.000
10	9.923.704	699.000	2.068.208	100.000	1.807.429	300.000			356.826				290.921
10	10.453.817	879.113	2.068.208	100.000	1.807.429	400.000			356.826				248.000
10	10.930.817	879.113	2.368.208	100.000	1.807.429	300.000	400.000		356.826				248.000
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Blocking situations

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10	7.767.240	699.000	1.480.208	100.000	1.207.429								283.222
10	8.505.240	699.000	1.768.208	100.000	1.507.429								283.222
10	9.250.504	699.000	1.768.208	100.000	1.807.429	150.000							283.222
10	9.923.704	699.000	2.068.208	100.000	1.807.429	300.000							283.222
10	10.453.817	879.113	2.068.208	100.000	1.807.429	400.000							283.222
10	10.930.817	879.113	2.368.208	100.000	1.807.429	300.000	400.000						283.222
10	12.218.817	1.469.113	2.668.208	100.000	1.807.429	300.000	400.000	210.000					283.222
10	12.723.807	1.469.113	2.968.198	200.000	1.807.429	300.000	400.000	315.000					283.222
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4	2.283.414	200.000	282.142	0	0	0	200.000	0	332.505	195.000	225.000	0	848.767
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10	9.923.704	699.000	2.068.208	100.000	1.807.429	300.000	200.000	210.000	356.826	495.000	1.277.428	150.000	2.259.813
10	10.453.817	879.113	2.068.208	100.000	1.807.429	300.000	400.000	210.000	356.826	645.000	1.277.428	150.000	2.259.813
10	10.930.817	879.113	2.368.208	100.000	1.807.429	300.000	400.000	210.000	356.826	645.000	1.277.428	150.000	2.436.813
10	12.218.817	1.469.113	2.668.208	100.000	1.807.429	300.000	400.000	210.000	356.826	795.000	1.277.428	150.000	2.684.813
10	12.723.807	1.469.113	2.968.198	200.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.684.813
10	13.614.728	1.769.113	3.268.198	200.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.975.734
10	14.408.825	2.163.536	3.567.872	300.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.975.734
10	14.814.825	2.335.536	3.567.872	400.000	1.807.429	300.000	400.000	315.000	356.826	795.000	1.277.428	150.000	2.975.734

3) use your flexibility



Project selection

- same rank => prioritization can be done according to the following criteria:
 1. *Use of national funding (individually limited, to be maximized in total)*
 2. *Number of groups from underrepresented countries.*

In case that the requested budget exceeds the earmarked budget of a funding organisation **EU Top-Up funding may be used to fill these funding gaps** as specified in the Consortium Agreement.



What finance mode do you use?

- Mixed model e.g. 50% of EC contribution as real common pot for gap filling

What is your max. amount to spend on gap-filling?

- *in total?*
 - *in % per partner?*
-
- National reimbursement of e.g. 10%



Group exercise

- Use the table and rearrange the order of the flexible area to optimize funding options

Scenario A) No partner can increase the national budget

Scenario B) Optimize for number of countries represented

Scenario C) Maximize for number of underrepresented countries

Scenario D) Limit gap filling to 50%



How to use the table

- Change of budgets in „fixed terms“
- Determination of order in „Input table“
 - Column U „my solution“
 - Sort function with macro „alt+F8“
- Overview in „Summary“
 - Type in number of projects to fund for financial overview

estimated management costs 2.700.000											*Partner not eligible for EC Cont		
	Total	Funder 7	Funder 8	Funder 9	Funder 10	Funder 15**	Funder 16	Funder 17	Funder 18	Funder 19	Funder 20*	Funder 21**	Funder 22
Budgets	12.503.000	2.000.000	3.000.000	200.000	2.000.000	400.000	500.000	210.000	500.000	670.000	923.000	800.000	1.300.000
						**underrepresented county						**underrepresented	

Project Rank	Total Project	Funder 7	Funder 8	Funder 9	Funder 10	Funder 15*	Funder 16	Funder 17	Funder 18	Funder 19	Funder 20*	Funder 21**	Funder 22	total call budget (eligible funders)	ID	acronym	PRIP rank	my solution
1	548.526						200.000		249.213				299.313	548.526	36	Regenia	1	
1	532.769								83.292				249.471	532.769	50	Buony	1	
1	807.123		292.142								225.000		299.983	582.113	56	Fareous Sa	1	
4	395.000	200.000									150.000			395.000	9	Anise	4	
4	643.828		299.646		240.000						104.182			539.646	11	Apple	4	
4	322.806		298.485								0			322.806	60	Conander	4	
4	948.221				370.000					24.321				653.221	60	Cron	4	
4	965.326		300.000								430.046			535.280	56	Gala	4	
9	794.001	199.000			297.429								297.572	794.001	70	Date Palm	9	
10	750.000	200.000		100.000	300.000						150.000			750.000	17	Artichoke	10	
10	708.443		299.836					105.000					299.708	708.443	30	Basil	10	
10	574.199	174.200	300.000	99.999	0									574.199	20	Beau	10	
10	955.000	100.000						105.000				150.000		955.000	42	Baroh	10	
10	718.000		288.000		300.000						150.000			718.000	44	Blackfly	10	
10	745.264					150.000							295.264	745.264	54	Bokus	10	
10	672.200		300.000			150.000					222.200			490.000	60	Chil	10	
10	399.451		295.000											399.451	70	Clementine	10	
10	550.113	180.113				200.000					150.000			550.113	75	Cloudberry	10	
10	477.000		300.000										177.000	477.000	74	Date	10	
10	1.288.000	590.000	300.000							150.000			248.000	1.288.000	79	Dragonfruit	10	
10	504.990		299.990	100.000				105.000						504.990	80	Eggfruit	10	
10	890.911	300.000	300.000										290.911	890.911	81	Eggplant	10	
10	794.097	394.423	299.674	100.000										794.097	83	Frog	10	
10	406.000	172.000		100.000					134.000					406.000	87	Fig	10	

32																			
33																			
34																			
35																			
36																			



Negotiations

1. Increase of national contribution
 - Increase conditional for specific projects?
 - Fundraising
2. Cuts in projects - How to implement?
 - Linear cuts in all (national) projects?
 - Reviewer recommendation for a particular project?
3. Cuts in management costs
4. Waiver reimbursement
5. Exchange of staff between countries
 - Negotiations with both funders involved, and PIs
6. Other measures ...



Lessons learnt

- Good practice in call implementation must consider impartiality, transparency, and confidentiality
- Documentation is essential
- Communication is essential, too
- There is no one procedure for all calls, flexibility is necessary

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