



GENERALISED FEEDBACK FOR SUCCESSFUL APPLICANTS AFTER STAGE 1

Call for proposals FOR A BETTER INNOVATION SUPPORT TO SMES (H2020 – INNOSUP-2016-2017)

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Deadline: 04.04.2017

The stage 1 evaluation is now finished.

Statistics for the call are available via the flash call info update on the Participant Portal.

In order to best ensure equal treatment, successful stage 1 applicants do not receive the evaluation summary reports (ESRs) for their proposals, but this generalised feedback with information and tips for preparing the full proposal.

Information & tips

Main shortcomings found in the stage 1 evaluation:

- *A significant number of proposals do not fully develop the methodology for implementing the respective actions. In particular, it is believed that several proposals lacked detail with regards to how SMEs would be identified and on how the specific innovation services to those SMEs (which shall constitute 75% of the action's budget) will be delivered.*
- *Several applicants have focused their proposals on the development of the overall market opportunity. However, the specific needs and interests of SMEs with regards to the development of those markets have not always been sufficiently taken into account. Often, the approach seems to be based on a top-down model whose prospects for success heavily rely on identifying the few SMEs which can fit that pre-defined model.*
- *On a number of proposals the operational approach for the deployment of the innovative value chain solutions is not fully defined. Applicants did not provide sufficient information on commercial take-up (of final products/services) as an end result.*
- *The approach of several applicants seems to be 'technology push' rather than 'market pull'. Those applicants do not sufficiently explain why SMEs will want the particular technologies being offered.*
- *Interdisciplinary approaches were often not fully exploited. Likewise the use of stakeholder knowledge was not always anticipated, although such knowledge could be very useful in this/these topic(s).*

In your stage 2 proposal, you have a chance to address or clarify these issues.

Please bear in mind that your full proposal will now be evaluated more in-depth and possibly by a new group of outside experts.

⚠ The full proposal must be consistent with your short outline proposal. It may NOT differ substantially. The project must stay the same.