



Proposal preparation: ClairCity Experience

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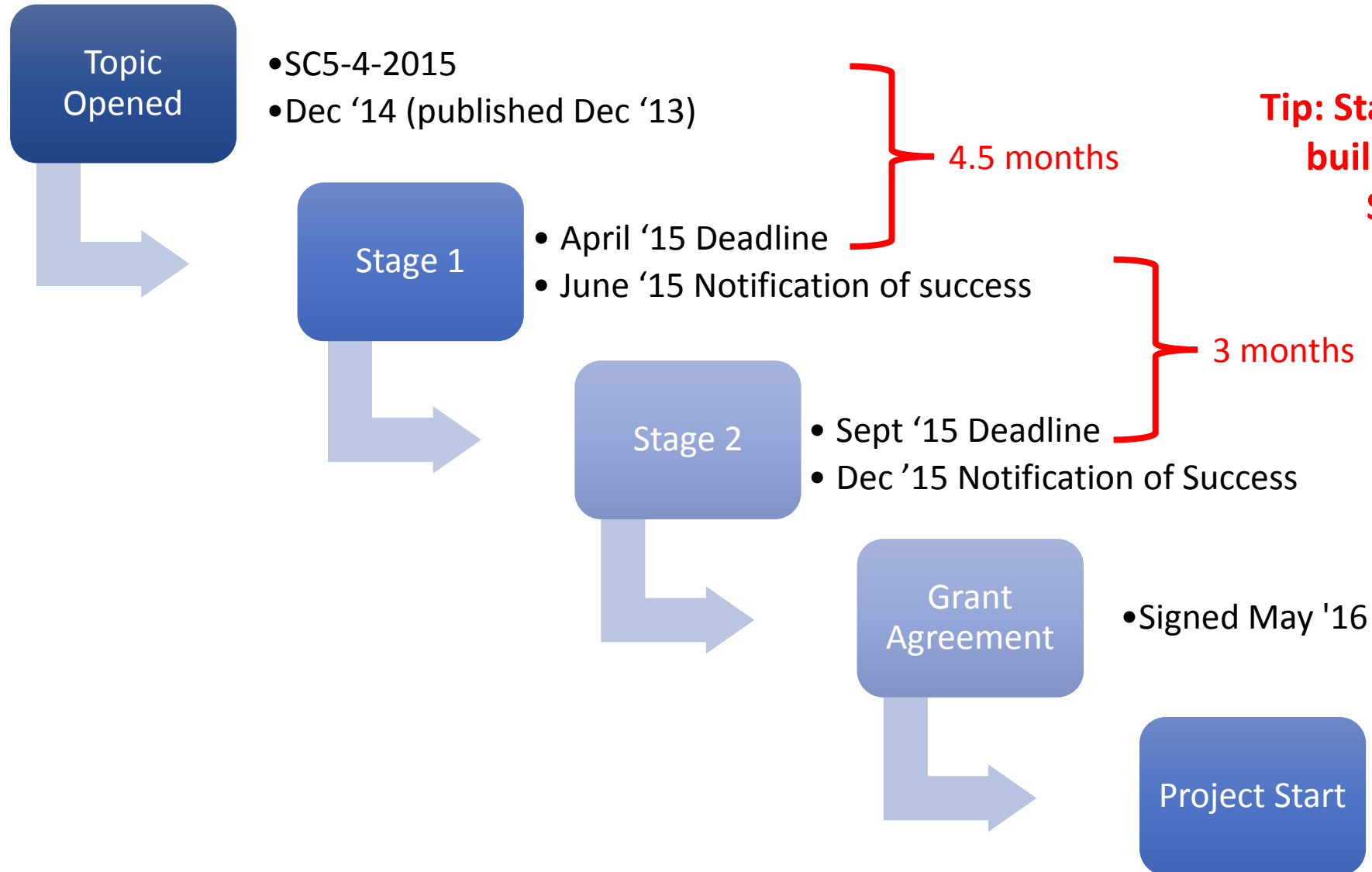
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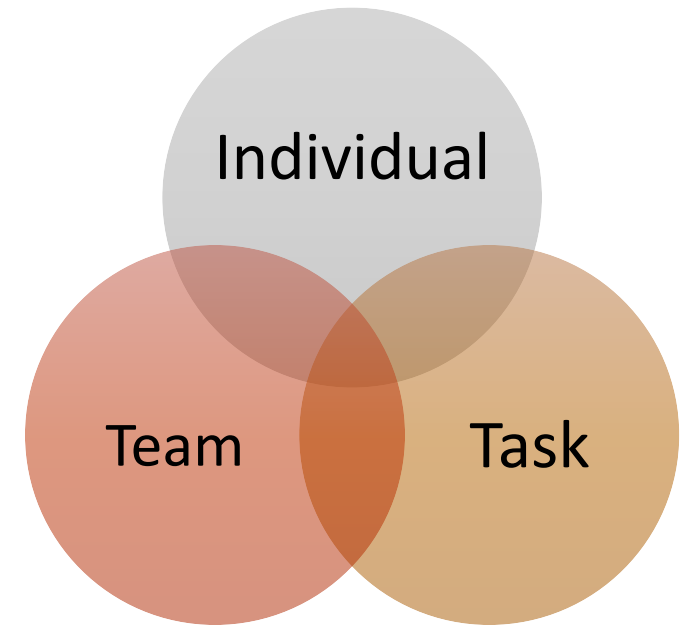


ClairCity Proposal Development Phase



Building your team

- Important to invest time in getting to know the individuals.
- Allows you to better understand:
 - what drives an individuals,
 - how to engage with the individual
 - influence of individual on team dynamic.
- Not just about researchers: co-design projects with impact partners



Be willing to spend time and resources

- Large face to face meetings.
 - Meeting 1 @ Stage 1: allowed team to meet, debate the call detail, build the concept & focus on research excellence.
 - Meeting 2 @ Stage 2: allowed team to refine the methodological approach, work plan, deliverables and importantly the budget.
- Invaluable for sensitive discussions e.g. budget, IP etc.
- Easier resolve any confusion and/or disagreements face to face.



Transparency, Honesty & Inclusivity

Quickly establish:

- Executive Management Group (drivers)
- Work Package leaders (expertise)
- QA/Review Group (fresh eyes - EAB)

Tip: Balanced leadership of the process is vital - D.A.D. v U.N.C.L.E.

Always be willing to listen

But.....

- Try to avoid any perception of a hierarchal structure – ensure inclusive decision-making with all partners.
- Ensure that everyone has a role / input.
- Ensure everyone understands the concept.
- Ensure everyone feels a valued part of the collective team.

Put the right people in the right roles



Tip: Get Comms, Innovation, Impact, IP, DMP established early

Create the right leadership team

They should:

- Bring complimentary skills and experience.
- Be good communicators.
- Have the drive and ambition to continually strive for excellence.
- Be reflective, self-critical and willing to challenge the status quo.
- Be problem finders AND solution seekers.
- Be innovative and creative.
- Work well with others.

Tip: Trust your team.
Important to challenge the team thinking while constantly pushing them to go further and be better.
Equally important to trust their experience, expertise and judgement.

Find your champions

You cannot do it on you own!!

Find the individuals who are going to ensure that you maintain momentum and push the proposal through to submission.

Your champions are invaluable

Logic wins

- Read the call and ensure fit.
- Invest time on the concept and research excellence.
- Don't leave Innovation, Communication/Dissemination, Impact, IP, DMP etc until the end.
- WPs should have a simple and logical flow – if your partners struggle to understand it, so will the reviewers.
- Agree a budget 'target' – makes discussions easier if the total budget envelope is too big during drafting.
- Spent time on the '*what if's*' (think about risks and solutions)

Take home messages

- Start early & build for Stage 2
- Individuals → Team → Tasks
- Co-design with impact partners
- Bring team together during proposal development
- Don't be afraid of the tough decisions
- Right jobs for the right people
- Find your champions
- Be logical

Good Luck!!



Thank You!

Questions?

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