



*Tips on how to submit a successful proposal
from H2020-evaluators & successful applicants
in ehealth*

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Introduction

EU Funding Tools in e-health



- Main E.C. Funding Instruments for e-health related projects:
 - **DG R&I, H2020 - Pillar: Societal Challenges, Part:Health, Demographic Change and Well Being**
 - **CHAFEA, 3rd Health Programme:**

Objectives of Financing Instruments



Main objectives of H2020 - SC1

- Improve our understanding of the causes and mechanisms underlying health, healthy ageing and disease;
- Improve our ability to monitor health and to prevent, detect, treat and manage disease;
- Support older persons to remain active and healthy;
- and test and demonstrate new models and tools for health and care delivery.

Total budget of 2 € billion from 2014 - 2017

Consult: <https://ec.europa.eu/programmes/horizon2020/en/h2020-section/health-demographic-change-and-wellbeing>



Main objectives of 3rd Health Programme

- Promote health, prevent diseases and foster supportive environments for healthy lifestyles taking into account the 'health in all policies' principle,
- Protect Union citizens from serious cross-border health threats,
- Contribute to innovative, efficient and sustainable health systems,
- Facilitate access to better and safer healthcare for Union citizens.

Total budget of € 450 m (until 2020)

Consult: http://ec.europa.eu/health/programme/policy/index_en.htm

Steps in **SUBMITTING** a successful e-health - facilitated EU funded project



Step -1: Analysis of Current Status- Critical Q's

- What are the drivers that fuel the discussion? What are the health and social care concerns in your organization, municipality, region?
- Who can bring forward the innovation needed?
- What are the stakeholders involved?
- Who are benefiting from a change in the status quo; Who can loose;
- Is there a general consensus for the innovation?
- Are your priorities aligning well with the EC's priorities in H2020 and 3rd Health Programme Documents? Also with national priorities in public health and e-health?

Tips:

- Analyse existing regional and national health and social care policy documents and align your first ideas with their priorities to the extent possible
- Try to narrow concerns to a level that can be managed by existing and future resources
- Change in public structures is a time consuming and often unsuccessful activity. Consider change in small steps not a big bang approach!
- Try to align your priorities with national priorities in e-health and public health as in National Policy documents and relevant H2020 and 3rd Health Programme Documents.

Steps in **SUBMITTING** a successful e-health - facilitated EU funded project



Step -2: Perform a GAP Analysis- Critical Q's

- Where are you now and where you want to go; Technology, Resources, Organizational Issues, Current Services
- What are the needs and preferences of stakeholders relative to social and health care services; What emerges as priorities and how they fit within the framework of EC funding instruments?

Tips:

- Put e-health facilitated health and social care on the agenda of relevant political actors.
- Use if possible established instruments to facilitate a discussion to agree health and social care priorities within the framework of EC funding instruments. e.g. the B3 Maturity Model for Integrated Care
- Use information from EC, WHO, OECD etc to put forward the agenda for e-health facilitated reforms.

Steps in **SUBMITTING** a successful e-health - facilitated EU funded project



Step -3: Build Reliable Alliances-Critical Q's

- How can you build reliable alliances in pursuing your goals if e-health facilitated reform is what you need;
- How can you begin the concrete planning process that will take you from high level ideas to a specific project with start and end points, and measurable, specific goals?

Tips

- Once a decision is reached to introduce the new service, talk to involved stakeholders. These include end users, patient advocacy groups, elderly advocacy groups, the e-health industry, the academia, health and social care professionals and other public institutions that have similar needs.
- Start attending events of high caliber in Greece and abroad (e-health forum) to have a chance to see latest developments in the field of e-health. Participate in various match making events. Apply for membership in networks such as the E.C. EIP on AHA action groups. Use a business development manager with very good knowledge of the field, good knowledge of EU funding mechanisms, very good communication skills. Outsource if necessary.
- Consider creating a permanent working group or a steering committee with people that have shaped the initial learning process. Use this group to advance from ideas to the planning phase.

Steps in **SUBMITTING** a successful e-health - facilitated EU funded project



Step - 4: Prepare the Proposal for Funding -Critical Q's

- Is there relevance of the contribution to meeting the objectives and priorities defined in the annual work plan of the 3rd Health Programme and H2020 SC1?
- Does the project provide added value at EU level ?
- Is there geographical pertinence?
- Is there duplication with other projects?
- Is the political, cultural and social context addressed?
- How can the consortium deliver excellence in innovation and research?
- Is there a balanced representation of all critical stakeholders in the consortium?
- Is there sufficient research background to support the project objectives and project idea?
- Are all stakeholders represented in the consortium
- Are there clear activities, tasks?
- Is the budget realistic and balanced among partners?
- Is there a strong advisory board?
- Are communication and dissemination issues strongly addressed?
- Are project input, process and outcome indicators clearly indicated in the proposal?
- Are personnel rates realistic?

Steps in **Designing** a successful e-health - facilitated EU funded project



Tips

- Develop early in the proposal preparation a concept note about the proposal. What are the innovation characteristics that make it different. Perform brainstorming sessions to elaborate. Remember, e-health is a tool for better health not the aim of a proposal.
- Be relevant and specific to the objectives and priorities of the call for proposals.
- Demonstrate that the proposal provides added value at EU level. Does it promise improvement in healthcare delivery, new methods and models in healthcare delivery, cost benefit ratio? Can it be replicated, transferred to member states and other, irrespective of different context?
- Try to cover many geographical areas of Europe and beyond. Especially Eastern European partners and Baltic State partners are welcome. A touch of elegance from collaborating countries like Korea, China is welcome.
- The leader of the proposal should have a strong managerial capacity and expertise in consortium management and coordination as well as financial management
- Always use an evaluation framework relative to e-health e.g. MAST
- Include a WP on Exploitation and Prospective Modeling - e.g. the ASSIST tool for e-health projects
- Add users to be part of the evaluation.
- Provide information on risk and change management.