

# HORIZON EUROPE PCP - PPI

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PCP & PPI ΩΣ ΜΗΧΑΝΙΣΜΟΙ ΕΝΣΩΜΑΤΩΣΗΣ ΤΗΣ ΚΑΙΝΟΤΟΜΙΑΣ ΚΑΙ ΤΗΣ  
ΕΦΑΡΜΟΓΗΣ ΥΠΗΡΕΣΙΩΝ Ε&Α ΣΤΟΝ ΔΗΜΟΣΙΟ ΤΟΜΕΑ

HEALTH CLUSTER EVENT, 02 FEBRUARY 2022  
IOANNIS AMARANTIDIS

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## ABOUT ME

Ioannis Amaratidis MSc - Horizon Grants Expert at ProjectCentre of R&D Department at Region Jämtland Härjedalen, Sweden.



- MSc, Agricultural Economics and Business Management – Democritus University of Thrace
- Solid experience in Horizon collaborative project funding instruments (IA, RIA, CSA, PCP).
- Participation in 6 major Horizon 2020 projects as well as in national, regional and territorial – cross border initiatives.
- Projects: [C3-Cloud \(completed\)](#), [ADLIFE](#), [HSMonitor](#), [INCAREHEART](#), [dRural](#), [mHealth Hub](#), [MED1stMR](#), [Regional Resource Centre](#)

## BRIEF DESCRIPTION

Region Jämtland Härjedalen (RJH), Sweden.



- RJH's legal status is a County Council. Its main responsibility is primary and secondary healthcare, as well as regional development in a large and sparsely populated region of approximately 131,000 inhabitants. There are roughly 4,000 employees in 100 different professions in RJH, and around 93 % of the total budget of ca 400 million € is allocated to healthcare.
- RJH has the experience and advantage of deploying and implementing digital innovations on a wide scale.
- Well-established common EHR (e-prescriptions included) for all primary and secondary care
- Clinical expertise regarding all common chronic diseases (e.g. hypertension, diabetes, heart failure, palliative care and mental health)
- Best practices in primary care and provide knowledge and experience in distance-independent healthcare
- Researchers in our organisation who have produced healthcare apps including CE labelling
- The R&D unit oversees education, including parts of the training for all medical personnel, and is therefore experienced in transferring knowledge

# PROJECTCENTRE

ProjectCentre / R&D department of Region Jämtland Härjedalen

R&D dept. and its ProjectCentre are responsible for and collaborates within EU innovation projects. The Project Office functions as a resource to internal and external project partners, and acts as a networking resource by taking the project results onto a larger marketplace.

Project Centre track record since 2016: 70% Horizon projects granted success rate, secure more than 7 mil. € funding, collaborate with more than 200 active networks – partners.

Projects: [C3-Cloud \(completed\)](#), [ADLIFE](#), [HSMonitor](#), [INCAREHEART](#), [dRural](#), [mHealth Hub](#), [MED1stMR](#), [Regional Resource Centre](#)

## The Team that makes it possible...

- Core team
- Project leaders
- Resources/skills
  - healthcare
  - research
  - law
  - procurement
  - IT - eHealth
  - business
  - EU administration
  - deployment
  - organisational transformation
  - communications



EIP on AHA Reference Site – "3 Star"  
ERRIN InDemand Community  
CORAL network member  
EHTEL member

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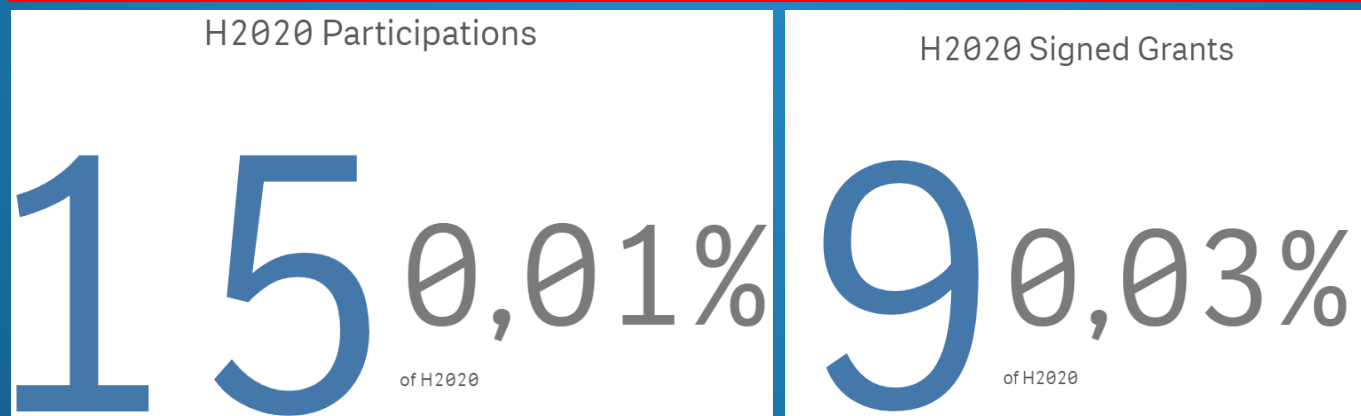
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# HORIZON 2020 PARTICIPATION - GREECE

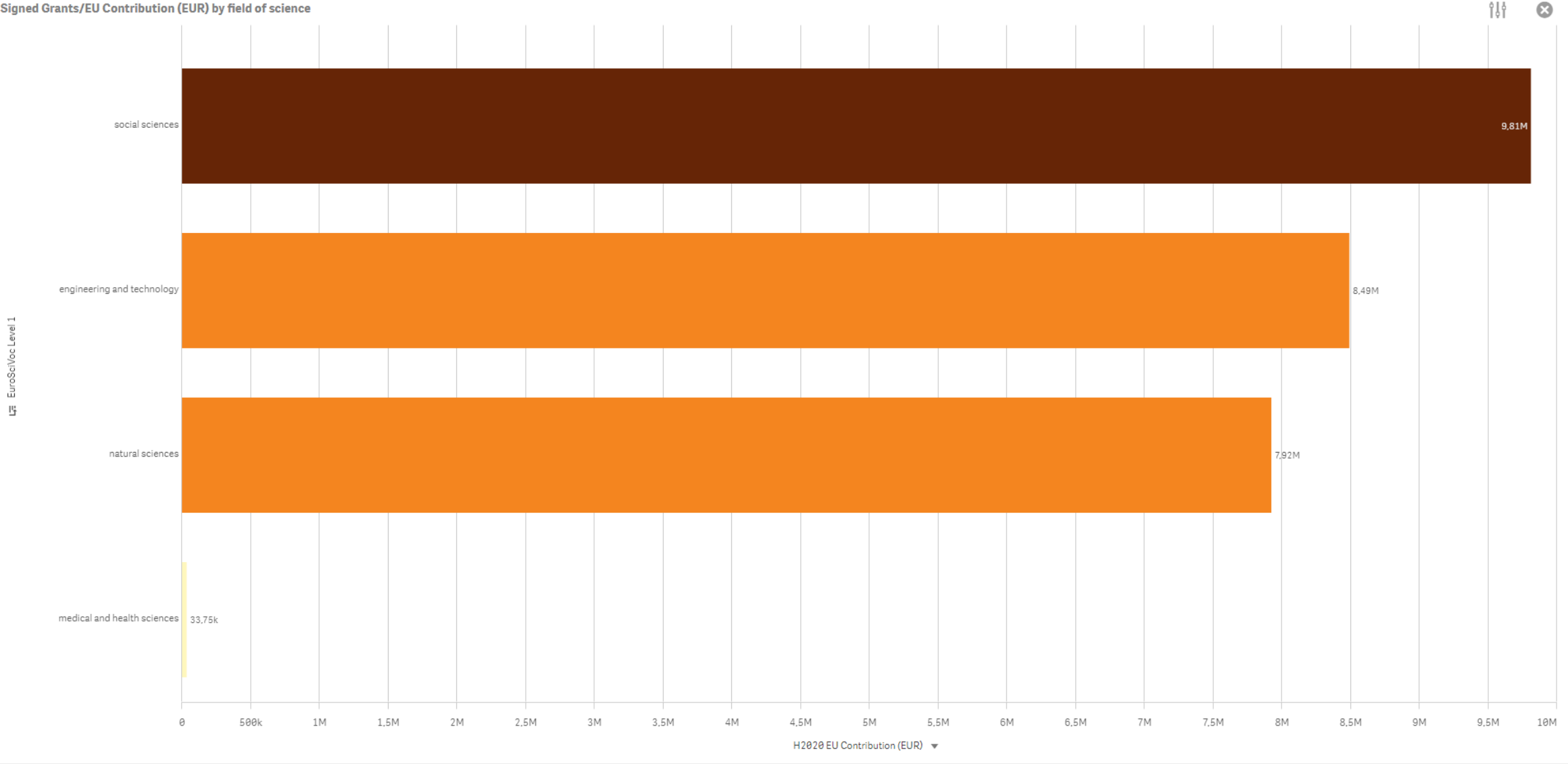
PCP - PPI statistics

Participations and Net EU Contribution/EU Contribution by country - region				
Country	🔍	H2020 EU Contribution (EUR)	H2020 Net EU Contribution	H2020 Participations
<b>Totaux</b>		<b>€ 243.005.253</b>	<b>€ 243.005.253</b>	<b>374</b>
Spain		€ 35.215.453	€ 35.215.453	83
Italy		€ 24.611.467	€ 24.576.513	50
Germany		€ 13.803.486	€ 13.848.486	28
France		€ 18.616.288	€ 18.616.288	27
Netherlands		€ 11.482.141	€ 11.482.141	25
Belgium		€ 23.430.463	€ 23.417.683	21
United Kingdom		€ 9.269.647	€ 9.265.991	21
Greece		€ 28.912.810	€ 28.912.810	15



# HORIZON 2020 PARTICIPATION - GREECE

PCP - PPI statistics





# HORIZON 2020 PARTICIPATION - GREECE

PCP - PPI statistics

Number of project participations and Net EU Contribution/EU Contribution						
Legal Name	Q	NUTS 1 Name	Q	H2020 EU Contribution (EUR)	H2020 Net EU Contribution	H2020 Participations
<b>Totaux</b>				<b>€ 28.912.810</b>	<b>€ 28.912.810</b>	<b>15</b>
KENTRO MELETON ASFALIAS		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 24.462.057	€ 24.462.057	5
ELLINIKOS ERYTHROS STAVROS		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 1.113.188	€ 1.113.188	1
ETHINKO KENTRO AMESIS VOITHEIAS		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 1.099.125	€ 1.099.125	1
DIMOS LAMIA		ΚΕΝΤΡΙΚΗ ΕΛΛΑΔΑ (...)		€ 912.741	€ 912.741	1
NATIONAL CENTER FOR SCIENTIFIC RESEARCH "DEMOKRITOS"		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 632.813	€ 632.813	2
MINISTRY OF NATIONAL DEFENCE, GREECE		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 217.125	€ 217.125	1
REGION OF CENTRAL MACEDONIA		ΒΟΡΕΙΑ ΕΛΛΑΔΑ (ΒΟ...		€ 209.250	€ 209.250	1
HELLENIC CENTRE FOR MARINE RESEARCH		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 121.725	€ 121.725	1
ETHNIKO ASTEROSKOPEIO ATHINON		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 111.038	€ 111.038	1
ETHNIKO KAI KAPODISTRIAKO PANEPISTIMIO ATHINON		ΑΤΤΙΚΗ (ΑΤΤΙΚΙ)		€ 33.750	€ 33.750	1

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# HORIZON EUROPE PRIORITIES 2021-2024

From EU priorities to Work Programme Destinations



# HORIZON EUROPE - STRATEGIC PLAN 2021-2024

Key Strategic Orientations for research and innovation

KSO

A

Promoting an open strategic autonomy by leading the development of key digital, enabling and emerging technologies, sectors and value chains to accelerate and steer the digital and green transitions through human-centred technologies and innovations

KSO

B

Restoring Europe's ecosystems and biodiversity, and managing sustainably natural resources to ensure food security and a clean and healthy environment

KSO

C

Making Europe the first digitally enabled circular, climate-neutral and sustainable economy through the transformation of its mobility, energy, construction and production systems

KSO

D

Creating a more resilient, inclusive and democratic European society, prepared and responsive to threats and disasters, addressing inequalities and providing high-quality health care, and empowering all citizens to act in the green and digital transitions

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# What and Why?

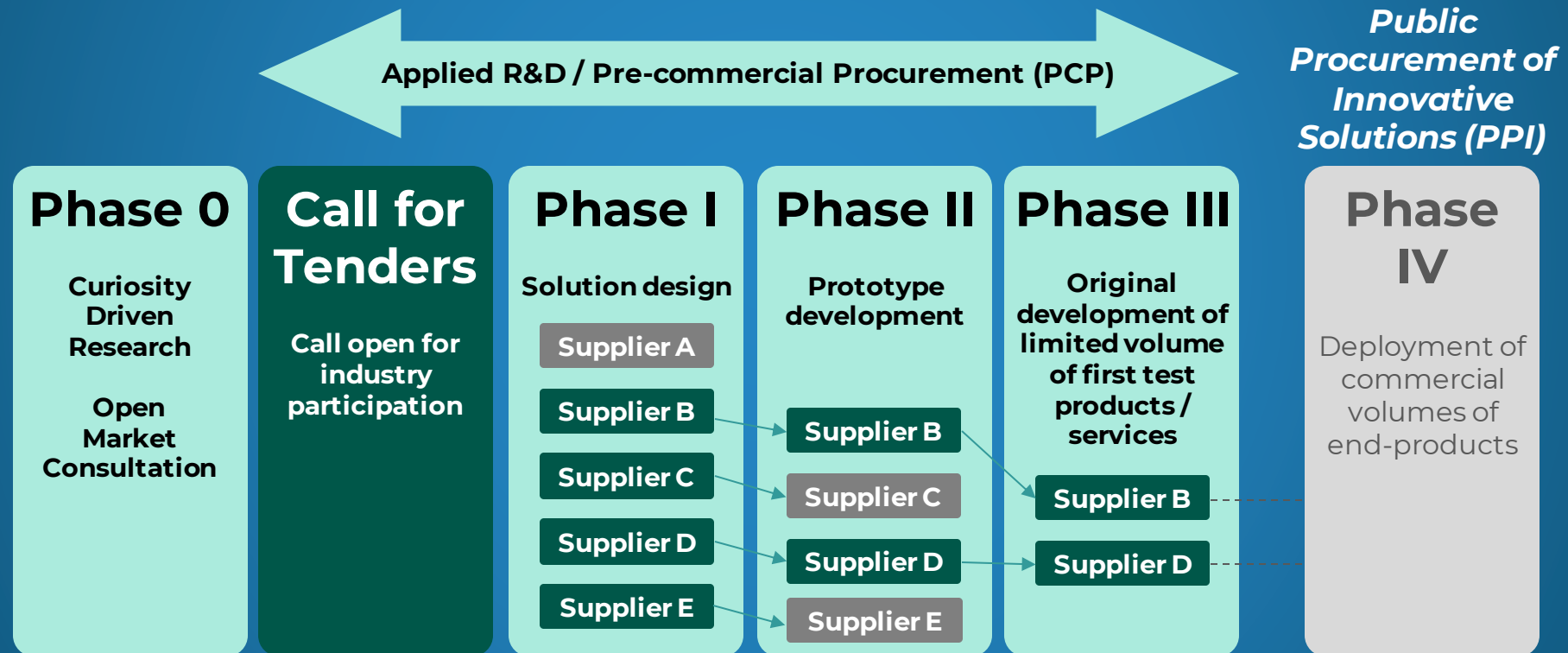
- **Pre-Commercial Procurement** (PCP) is the procurement of R&D services to develop pioneering innovative solutions, before they are commercially available
- **Public Procurement of Innovative solutions** (PPI) happens when the public sector uses its purchasing power to act as early adopter of innovative solutions which are not yet available on large scale commercial basis
- Society faces important **challenges**: Health care, Climate Change, Energy Efficiency, Transport, Security...

# PCP and PPI are complementary, and the core difference is the readiness (i.e. risk) of an innovative solution

PCP Introduction | PCP and PPI

	PCP	PPI
When?	Requires R&D to get new solutions developed. Problem clear, but pros/cons of <b>competing solutions</b> not compared/validated yet. <b>No commitment to deploy yet.</b>	Requires solution which is <b>almost on the market/already on the market</b> in small quantity, but not meeting public sector requirements for large scale deployment yet. No R&D involved.
What?	Public sector buys R&D to <b>steer development of solutions to its needs</b> , gather knowledge about <b>pros/cons of alternative solutions</b> , to avoid supplier lock-in later.	Public sector acts as <b>launching customer/early adopter/first buyer</b> for innovative products and services that are newly arriving on the market.
How?	Public sector buys R&D from <b>several suppliers</b> in parallel (comparing alternative solution approaches), in form of <b>competition evaluating progress after critical milestones</b> , risks and benefits of R&D) shared with suppliers to maximise incentives for the wide commercialisation.	Public sector acts as facilitator establishing a <b>buyers group with critical mass</b> that triggers <b>industry to scale up its production chain</b> to bring products on the market with desired quality/price ratio within a specific time. After a test and/or certification, the buyers group <b>purchases a significant volume of products.</b>

PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are contracted in Phases I-III





# Why an Open Market Consultation?

The OMC aims to bring the market perspective to a procurement process



It helps the procurers to prepare an effective pro-innovation tendering approach



It enables the suppliers to work in advance and prepare competitive offers.



# A Win-Win for everyone!

## Benefits for taxpayers

- Access to **better public services**;
- More innovative and globally **competitive society**;
- Attractive for **foreign investment**;
- Increased **employment** demand.

## Benefits for procurers

- **Solutions steered to public sector needs**;
- **Increase quality of services**;
- Knowledge about **pros/cons of alternative solutions**;
- procurers get to **select the best option**.

## Benefits for suppliers

- opportunities to **gain leadership in a sector or to enter new markets**;
- **Retention of IPR ownership**;
- Testing under **real world conditions**;
- **shortening time-to-market** for innovative products/services.
- **Enhance collaboration** between start-ups, SMEs and large corporations

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**Grant****Boosting green economic recovery and open strategic autonomy in Strategic Digital Technologies through pre-commercial procurement (PCP action)**

Open for submission

<b>Programme</b>	Horizon Europe (HORIZON)	<b>Deadline model</b>	single-stage
<b>ID</b>	HORIZON-CL4-2022-RESILIENCE-02-01-PCP	<b>Opening date</b>	12 October 2021
<b>Types of action</b>	HORIZON Pre-commercial Procurement	<b>Deadline date</b>	30 March 2022 17:00:00 Brussels time

**Grant****Pre-commercial research and innovation procurement (PCP) for building the resilience of health care systems in the context of recovery**

Open for submission

<b>Programme</b>	Horizon Europe (HORIZON)	<b>Deadline model</b>	single-stage
<b>ID</b>	HORIZON-HLTH-2022-CARE-08-02	<b>Opening date</b>	06 October 2021
<b>Types of action</b>	HORIZON Pre-commercial Procurement	<b>Deadline date</b>	21 April 2022 17:00:00 Brussels time

**Grant****Public procurement of innovative solutions (PPI) for building the resilience of health care systems in the context of recovery**

Open for submission

<b>Programme</b>	Horizon Europe (HORIZON)	<b>Deadline model</b>	single-stage
<b>ID</b>	HORIZON-HLTH-2022-CARE-08-03	<b>Opening date</b>	06 October 2021
<b>Types of action</b>	HORIZON Public Procurement of Innovative Solutions	<b>Deadline date</b>	21 April 2022 17:00:00 Brussels time

**Grant****Stimulating innovation procurement**

Forthcoming

<b>Programme</b>	Horizon Europe (HORIZON)	<b>Deadline model</b>	single-stage
<b>ID</b>	HORIZON-EIE-2022-CONNECT-02-02	<b>Opening date</b>	14 June 2022
<b>Types of action</b>	HORIZON Programme Cofund Actions	<b>Deadline date</b>	27 September 2022 17:00:00 Brussels time

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# GENERAL CONDITIONS FOR PARTICIPATION

General Annexes

- Admissibility and eligibility, financial and operational capacity and exclusion (Annexes A-C)
- Award criteria, mandatory documents and evaluation procedure (D-F)

- Legal and financial set-up of the Grant Agreements (Annex G)
- Specific conditions for actions with Pre-Commercial Procurement or Public Procurement of Innovation

# GENERAL CONDITIONS FOR PARTICIPATION

Admissibility conditions - Annex A: Submission requirements

- Check the deadline
- Use the form and submit via the EU participant portal
- Readable, accessible, printable

- Dissemination plan and exploitation of the results
- Page limits:

Pages	IA, RIA	CSA	CO-FUND	STAGE 1
	45	30	70	10



## Main Types of Actions

- **RIA** – Research and Innovation Actions – up to **100%** funding rate
- **IA** – Innovation Actions – up to **70%** funding rate (except non-profit, 100% applies)
- **CSA** – Coordination and Support Actions – up to **100%** funding rate

## Award Criteria

- **Excellence**
- **Impact**
- **Quality** and **Efficiency** of implementation

- Eligibility – **any legal entity** can participate
  - Collaborative projects - Must be a consortium of minimum 3 independent legal entities, each established in a different EU Member State (MS) or Associated countries, with at least 1 of them established in a MS.
  - Monobeneficiary projects – coordination & support actions, some MSCA and co-fund actions.
  
- Proposal submission and grant management – all electronically, via the EU participant portal

# GENERAL CONDITIONS FOR PARTICIPATION

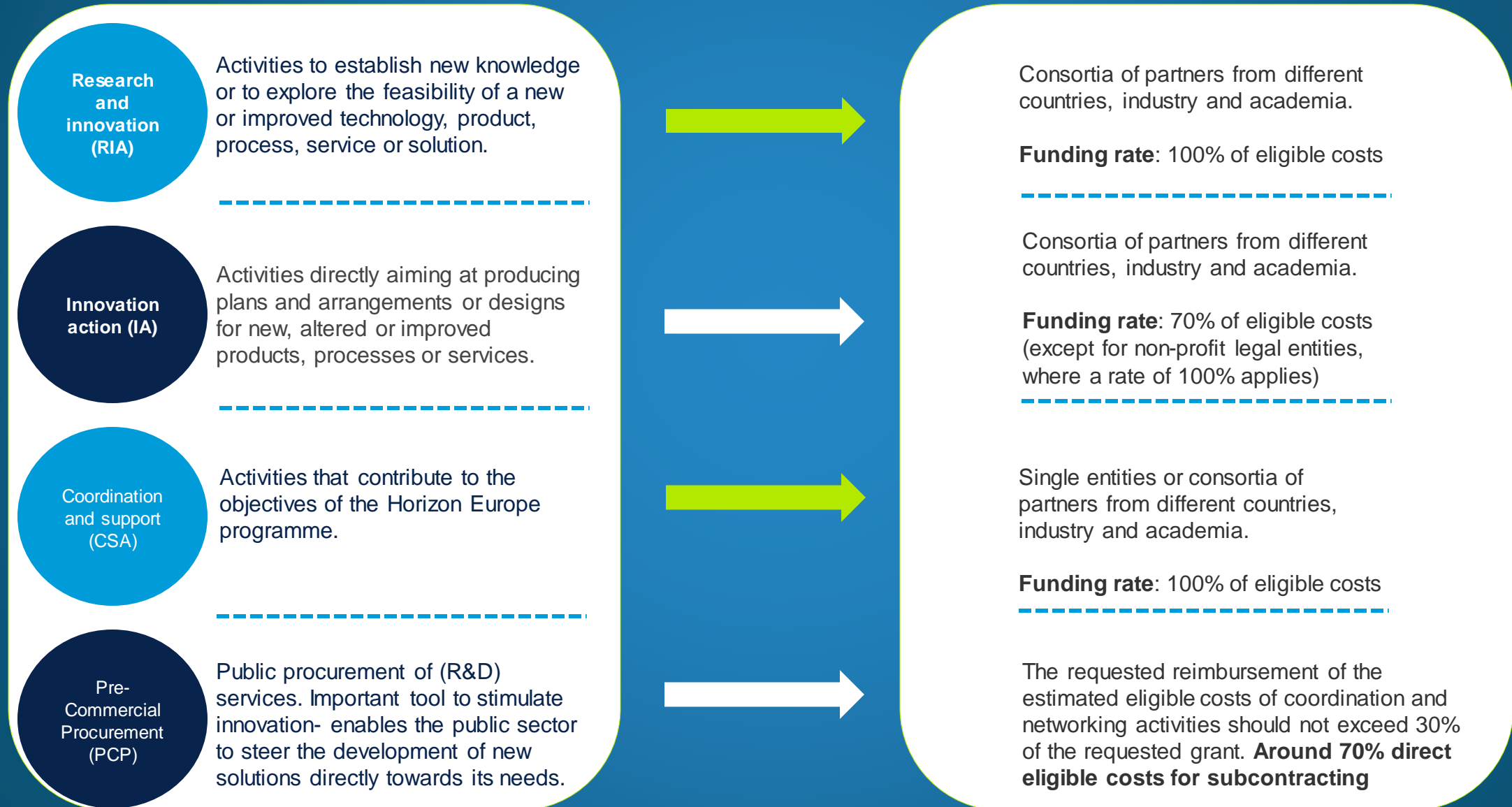
EU funding and tender portal

- Calls for proposals and topics – EU funding and tender portal
- Create personal account and register your organisation – Participant Identification Code (PIC)
- Topics have separate webpages – expand all fields to read the details

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/programmes/horizon>

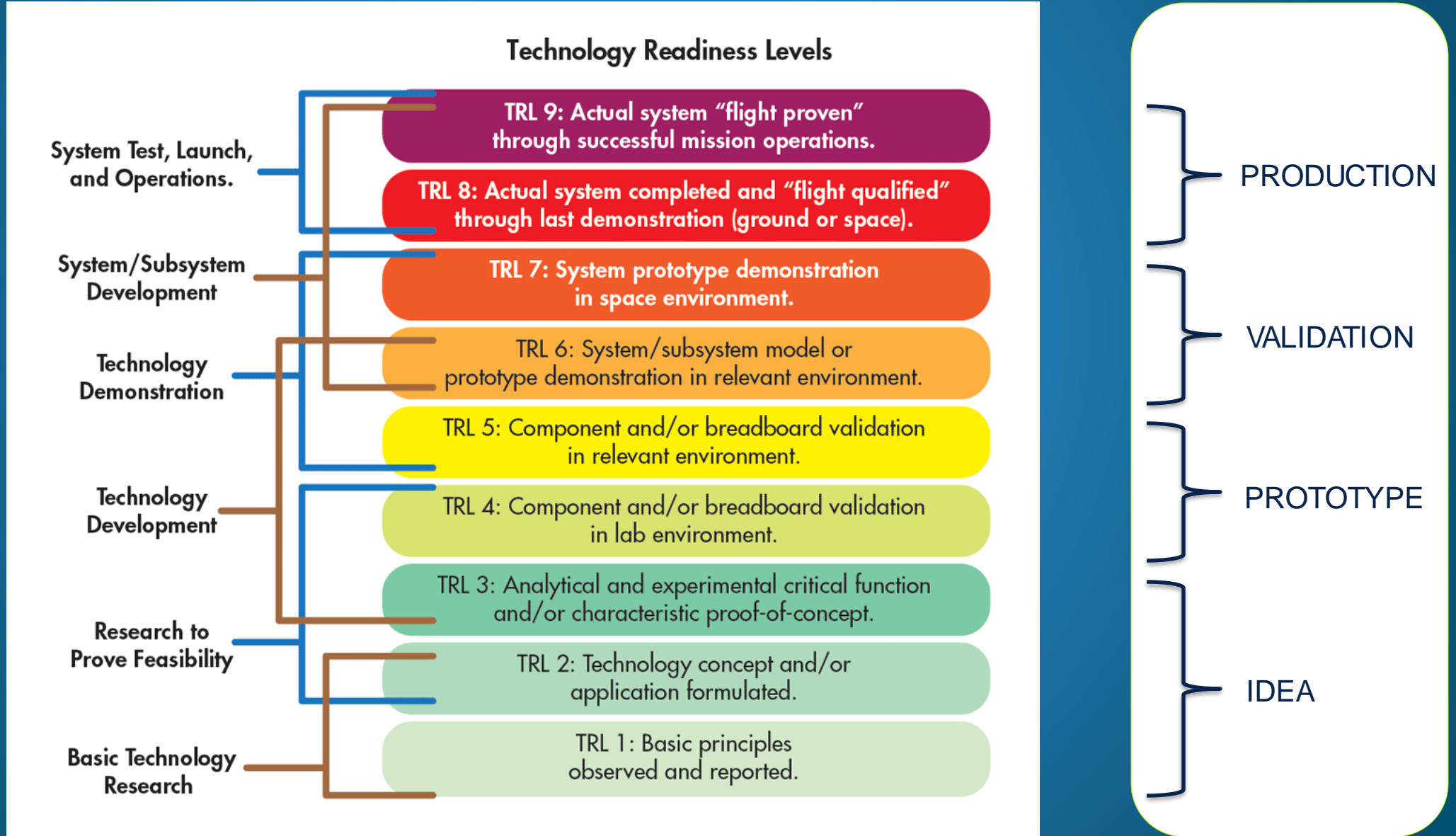
# GENERAL CONDITIONS FOR PARTICIPATION

Eligibility conditions - Annex B: Action Types



# GENERAL CONDITIONS FOR PARTICIPATION

Technology Readiness Levels



# GENERAL CONDITIONS FOR PARTICIPATION

## Parts of the Proposal

### Part A

- General information
- Participants and contacts
- Budget
- Ethics
- Call specific questions

### Part B Section 1-3

- Table of participants
  - Proposal abstract
  - Abbreviations
  - Table of contents
- 1 – Excellence  
2 – Impact  
3 – Implementation

### Part B Section 4-5

- 4 – Members of the consortium
- 5 – Ethics and Security

# GENERAL CONDITIONS FOR PARTICIPATION

Award criteria

## EXCELLENCE

Clarity and pertinence of the project's objectives, and the extent to which the proposed work is ambitious and goes beyond the state of the art.

Soundness of the proposed methodology.

## IMPACT

Credibility of the pathways to achieve the expected outcomes and impacts specified in the work programme, and the likely scale and significance of the contributions from the project.

Suitability and quality of the measures to maximise expected outcomes and impacts, as set out in the dissemination and exploitation plan, including communication activities.

## IMPLEMENTATION

Quality and effectiveness of the work plan, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.

Capacity and role of each participant, and the extent to which the consortium as a whole brings together the necessary expertise.

RIA, IA, PCP, PPI

# GENERAL CONDITIONS FOR PARTICIPATION

Evaluation process



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# IMPACT CANVAS

New canvas under Part B, well-structured, game-change, time consuming, dynamic, interactive, requires relevant quality information

## SPECIFIC NEEDS

What are the specific needs that triggered this project?

## EXPECTED RESULTS

What do you expect to generate by the end of the project?

## D & E & C MEASURES

What dissemination, exploitation and communication measures will you apply to the results?

## TARGET GROUPS

Who will use or further up-take the results of the project? Who will benefit from the results of the project?

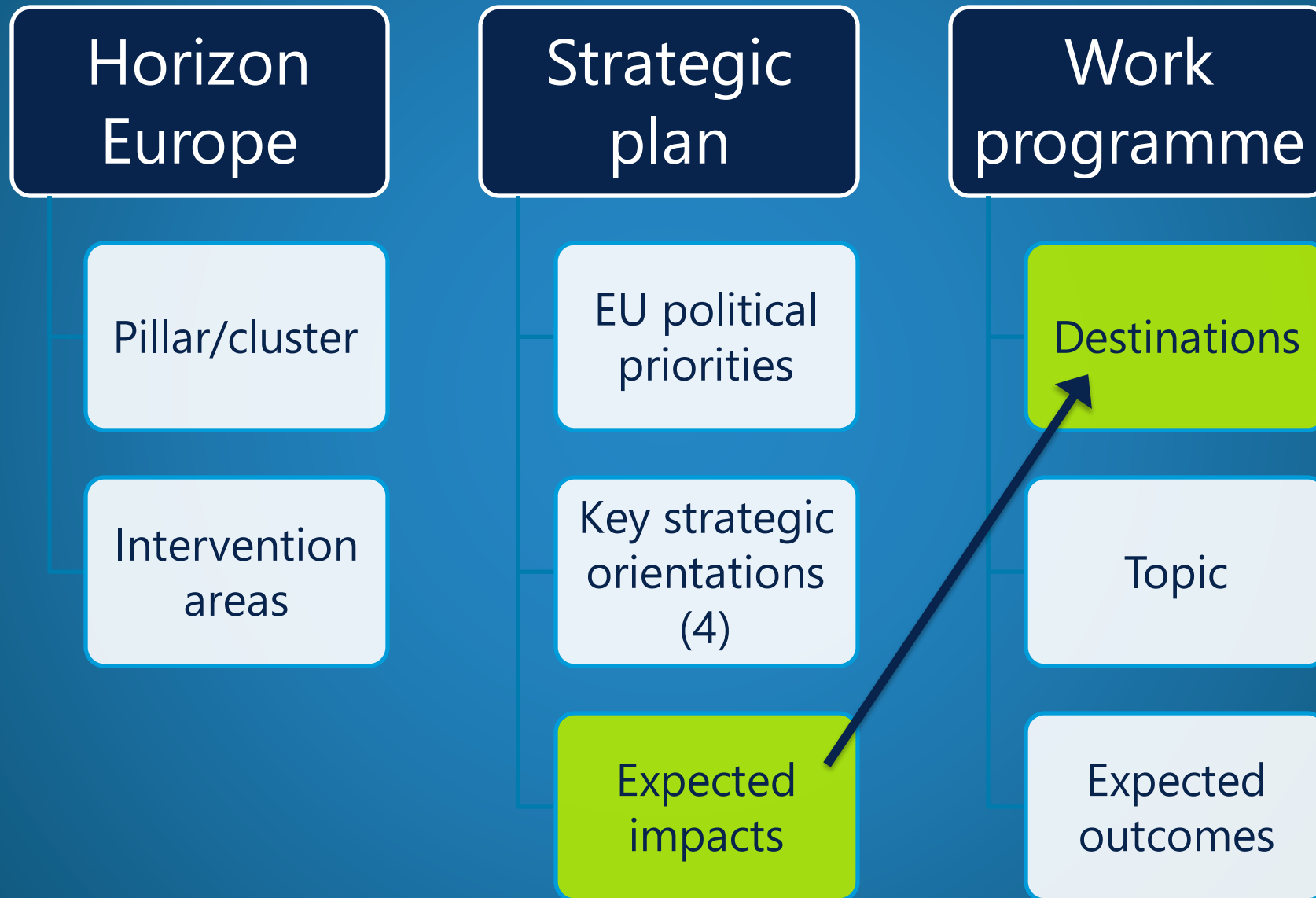
## OUTCOMES

What change do you expect to see after successful dissemination and exploitation of project results to the target group(s)?

## IMPACTS

What are the expected wider scientific, economic and societal effects of the project contributing to the expected impacts outlined in the respective destination in the work programme?

# IMPACT PATHWAY



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# TIPS AND GOOD PRACTICES

Search partners – Build partnerships

- Use your existing professional networks
- Use LinkedIn to connect with people from potential partners
- Join the Candidates for European Partnerships
- Seek complementarities and synergies, with other projects, Clusters, relevant Destinations, as well as Missions and Partnerships and relevant initiatives funded at EU level, i.e. the Knowledge and Innovation Communities (KICs) of the European Institute of Innovation and Technology, EIT Digital, EIT Raw Materials and EIT Manufacturing. International cooperation is strongly encouraged
- Search CORDIS for previous, related projects and contact the participants. All projects must disseminate their results and often hold workshops
- Join the relevant networks and associations – ask NCP for suggestions - Idealist Partner Search (ICT), Enterprise Europe Network Cooperation Opportunities Database
- Participate in conferences and matchmaking events

# TIPS AND GOOD PRACTICES

Search partners – Build partnerships

Number of project participations and Net EU Contribution/EU Contribution						
Legal Name	Q	Country	Q	H2020 EU Contribution (...)	H2020 Net EU Contribution	H2020 Participations
<b>Totaux</b>				<b>€ 243.005.253</b>	<b>€ 243.005.253</b>	<b>374</b>
KENTRO MELETON ASFALIAS		Greece		€ 24.462.057	€ 24.462.057	5
EUROPEAN ORGANIZATION FOR NUCLEAR RESEARCH		Switzerland		€ 12.092.778	€ 12.092.778	3
A.S.T.R.I.D. SA		Belgium		€ 8.640.794	€ 8.640.794	1
GRAND EQUIPEMENT NATIONAL DE CALCUL INTENSIF		France		€ 8.455.956	€ 8.455.956	1
FORSCHUNGSZENTRUM JULICH GMBH		Germany		€ 8.451.195	€ 8.451.195	1
SCIENSANO		Belgium		€ 8.436.825	€ 8.436.825	1
CINECA CONSORZIO INTERUNIVERSITARIO		Italy		€ 8.426.250	€ 8.426.250	1
MEDIZINISCHE UNIVERSITAT GRAZ		Austria		€ 8.140.561	€ 8.140.561	1
Türkiye Cumhuriyeti Sağlık Bakanligi		Turkey		€ 7.630.992	€ 7.630.992	3
ZAVOD ENERGETSKA AGENCIJA ZA SAVINJSKO SALESK...		Slovenia		€ 7.277.625	€ 7.277.625	1
ENTE VASCO DE LA ENERGIA		Spain		€ 6.769.009	€ 6.769.009	1
FUNDACIO DE GESTIO SANITARIA DE L'HOSPITAL DE L...		Spain		€ 5.817.038	€ 5.817.038	2
REGION VASTERBOTTEN		Sweden		€ 5.064.707	€ 5.100.707	3
AZIENDA SANITARIA LOCALE BENEVENTO		Italy		€ 4.946.625	€ 4.926.375	2
REGION JAMTLAND HARJEDALEN		Sweden		€ 4.757.625	€ 4.721.625	2

- Follow organisations on social media and check their websites
- Connect with employees and contact them by an introduction, brief description of your organisation
- Contact with NCPs and ask for support and recommended partners
- Identify interesting projects and see all members of a consortium

[Horizon dashboard](#)

[Funding & tenders portal](#)

[Cordis tool](#)

## TIPS AND GOOD PRACTICES

- Avoid duplication and overlap of your project idea with relevant actions funded under previous Horizon 2020 calls
- Build on achievements and available results from previous research activities and previous EU projects funded under the Horizon 2020
- Follow a multidisciplinary approach
- Engage, involve all stakeholders
- Include social innovation
- Plan for scale-up, future implementation and exploitation

# TIPS AND GOOD PRACTICES

## Tools and platforms

- Project management tool
- Plan your resources, make projections, analyse and update
- Gantt chart, timeline, work breakdown structure
- Collaboration platform (MS Teams/Sharepoint)
- Telco meetings platform (Teams, Zoom, GoToMeeting) – record and take minutes/notes
- Registration forms and events scheduler
- Mailing lists, Groups, mass mailing (mailchimp)
- Templates for project's activities
- Online poll tools to plan meetings

# TIPS AND GOOD PRACTICES

## Milestones

### **Critical Points - Milestones:**

- Co-design, requirements, use cases, procurers' organizational and systems analysis
- Open Market Consultation events – high participation from industry
- Call for tender docs to be published
- Demonstrations of prototypes – phase II
- Pilot testing – phase III
- Patients' recruitment
- Data protection agreements, privacy, security, integration with existing EHR system and other databases



## PARTNERS AND SUPPORT

- **Finding Partners**

- Partner search on each topic page (e.g. CARE-08-02) of the [Funding & Tenders Portal](#)
- [EU procurement forum \(post a message there\)](#)
- [Linkedin \(e.g. innovation procurement Linkedin group\)](#)
- [Ongoing & completed EU funded PCP-PPI projects](#)
- [Partners in all Horizon Europe funded projects](#)
- [National / regional PCP / PPI initiatives in countries around Europe](#)
- [European Network of national innovation procurement competence centers](#)
- [Ideal-Ist partner search](#) (for ICT related calls)
- Your own network of colleague procurers/public services in your field, etc

- **Support in preparing a proposal**

- [National / regional competence centers / support programs for PCP/PPI](#)
- [European Network of national innovation procurement competence centers](#)
- [National Contact Points for Horizon Europe](#)
- [Ideal-Ist](#) (network National Contact Points for ICT for Horizon programme)

# USEFUL CONTACTS

## Contacts - Competence Centres - Support Programs for PCP / PPI

- Info about all the national competence centers and/or financial support programs for procurers in the country profiles of each individual country [here](#)

Some contacts here

- Finland: KEINO - comp center ([contacts](#))
- Sweden: VINNOVA, UHMYND – comp center ([contact VINNOVA](#), [contact UHMYND](#))
- Germany / North Rhine-Westphalia: BME / ZENIT comp center ([contact BME\\_1](#), [contact BME2](#), [contact1 ZENIT](#), [contact 2 ZENIT](#))
- Spain: CDTI - comp center ([contact CDTI](#))
- Austria: OIB - comp center PPI / AIT - comp center PCP ([contact OIB](#), [contact AIT](#))
- Italy / Lombardia: CONSIP-comp center / Appaltoprecommerciale.it ([CONSIP](#), [contact AppaltoPCP](#))
- Estonia: EAS – comp center / Ministry of Economy ([contact1 EAS](#), [contact2 EAS](#), [contact MKM](#))
- Netherlands: PIANOo – comp center ([contact1](#), [contact2](#))
- Ireland: Dept of Jobs, Enterprise and Innovation / Procureti / Enterprise Ireland ([contact dept](#), [contact procureti](#), [contact Enterprise Ireland](#))
- Greece : DG for public procurement – comp center ([contact 1](#), [2](#))
- Portugal: ANI - comp center ([contact](#))
- Flanders, Belgium: PIO - comp center / VLAIO ([contact PIO](#), [contact VLAIO](#))
- Norway: Difi – comp center ([contact Difi](#), [contact NHO](#))
- Lithuania: MITA – comp center / Ministry of Economy ([contact MITA](#), [contact min eco](#))
- Denmark: Market Development Fund ([contact](#))

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Team approach

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## REQUIREMENTS: HIGH-PERFORMANCE – INNOVATIVE & SKILLED TEAM

- Individual and mutual accountability (no double standards, no turn coat)
- Non-traditional relations: Boss; project leader, manager, controller, assistant...
- Decision power balance: Individual and communal
- Innovation in hierarchichal organisation = internal contradiction
- Team-important: Yes (self-important/-centred: No)
- Align personal goals with the Team's
- Holistic thinking and acting (no silos)
- Mutual respect...in action (no lip service)
- Generous collaborative approach
- Think and act outside of your / "the" box!



# QUALITIES AND REQUIREMENTS OF LEADERS “COMPLEX ENVIRONMENT & COMPLEX NEEDS”





\* Intuition is a very powerful thing, more powerful than intellect.

Steve Jobs

“ quote fancy

# CALL FOR TENDER RELEASED!

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THANK YOU FOR YOUR TIME



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