(Lack of) funding is the root of all risk

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Dr Rado Faletič
Director, Projects & Communications
Montroix Pty Ltd
rado.faletic@montroix.com
www.montroix.com
Third countries

• Many third countries are **not** automatically eligible for Horizon 2020 funding
  – includes: Australia, Brazil, Canada, China, India, Japan, Mexico, New Zealand, Russia, Saudi Arabia, Singapore, South Korea, Switzerland, Taiwan, UAE, USA

• They must normally use existing funds, or seek additional (domestic) funds

• This creates **risk** for third country partners, and for entire consortia
Where are the risks

The proposal

– Coordinator may kick-out partners who cannot guarantee their financial means, even after you have contributed significant (IP) and resources to the proposal

The evaluation

– Evaluators may give lower scores to proposals where third country partners have not clarified their funding
Where are the risks

The grant agreement
– The project may collapse before it begins if you cannot secure funding prior to project start
– Your institution may feel blackmailed into funding your involvement

The project
– You may have to withdraw from the project
– The project may fail
– Currency fluctuations (if you get H2020 funding)

Subsequently
– You may be blacklisted by your EU partners
How to minimise the risks

• Best strategy is to use existing funds
• Consider if you qualify for Horizon 2020 funding (discuss with proposal coordinator)
• Does your country have any co-funding mechanisms?
• Secure additional funding prior to proposal submission
• Identify potential sources of funding, and be clear on your chances of success
www.montroix.com

Dr Martin Grabert, CEO
martin.grabert@montroix.com

Dr Rado Faletič, Projects & Communications
rado.faletic@montroix.com