Bio-based industries Joint Undertaking: Call 2018

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Call Coordinator
Bio Based Industries (BBI) Info-day 2018
11 June, Tel Aviv, Israel
Content

• About BBI JU

• BBI JU Programme Implementation
  – State-of-play project portfolio
  – Programme monitoring
  – Lessons learnt
Bio-based value chains in Europe

The bio-based value chains represent already 3.7 million jobs and €698 bn turnover in Europe.

But they are still very fragmented across actors and geography and face many challenges.
Why BBI JU was needed? EU Bioeconomy strategy in 2012

European public-private partnership was needed to:

- **De-risk** investments;
- **Organize** the value chains;
- Reach **critical mass** of this “emerging” sector.
Public-Private Partnership (PPP) between European Commission & BIC supporting R&I for bio-based industries

- BBI JU Budget: €3.7 billion (25% EU - 75% BIC)
- Fund R&I projects from technology development to full scale

Multidisciplinary Programme office
EU body - operates under Horizon 2020 rules

BBI JU Mission
Implement under Horizon 2020 rules, the Strategic Innovation and Research Agenda (SIRA) developed by the Bio-based Industry Consortium (BIC).
Develop sustainable and competitive bio-based industries in Europe, based on advanced biorefineries that source their biomass sustainably by:

1. **Demonstrating new technologies** to fill the gap in value chains
2. **Developing business models** integrating all economic actors along the value chain
3. **Set-up flagship biorefinery plants** deploying business models & technologies to keep investment in EU

![400,000 skilled jobs by 2020, rising to 700,000 skilled jobs by 2030, 80% of which will be in rural areas]
Expected impact for Europe by 2030

- Replace 25% of oil-based chemicals
- 10 times more bio-based materials
- Increase biomass supply by 20%
- Increase by 25% mobilisation of unused sources
- Develop potential of agro-food “waste” & forestry residues
- Diversify and grow farmers’ revenues
- Create 700,000 jobs – 80% in rural areas
- Reduce EU’s dependency on import of fossil raw materials, protein (- 50%) and P – K (- 25%)
- Shift to bio-based economy → average 50% GHG emission reduction

-50% greenhouse gas emissions by 2030

-20% biomass supply by 2030

* compared to 1990 levels
BBI JU implementation

Strategic level: SIRA
Strategic Innovation and Research Agenda: guiding document developed by BIC

Operational Level
Annual Work Plan

Call for proposals (RIAs, IAs, CSAs)

Project management Reporting - Monitoring

Drafting – Approval – Supporting

Consultation
BBI JU Scientific Committee States Representatives Group

✓ Publication
✓ Evaluation
✓ GAP
An adjusted SIRA in 2017

➢ Strategic document setting out the main technological and innovation challenges to developing sustainable and competitive bio-based industries in Europe.

➢ It reflects BIC’s vision:
  ➢ Agreed by European Commission.
  ➢ And how to monitor the progress and impact
  ➢ SIRA identifies the activities to be carried out by BBI JU:
    – Research, demonstration and deployment activities

Disclaimer March 2013:
The SIRA will be frequently adjusted based on technology and market developments, results obtained and ambitions of new members entering the BIC.
1. ‘Multi-value-chain’ approach, pursuing crossover between ‘traditional’ and historic value chains.

The SIRA value chains pillars of form the four **Strategic Orientations** of the bio-based industry in Europe:

- **SO1 Strategic Orientation 1**: Foster the supply of sustainable biomass to feedstock to feed both existing and new value chains.
- **SO2 Strategic Orientation 2**: Optimise efficient processing for integrated biorefineries through R&D&I.
- **SO3 Strategic Orientation 3**: Develop innovative bio-based products for identified market applications.
- **SO4 Strategic Orientation 4**: Create and accelerate the market-uptake of bio-based products and applications.
SIRA 2017 - Key adjustments

1. ‘Multi-value-chain’ approach, around four Strategic Orientations of the bio-based industry in Europe

2. Confirms the overall objectives and balances between the type of actions
3. New feedstocks: aquatic biomass, CO₂
4. Emphasises the role of brand owners
5. Organic waste: MSW and waste water
6. New KPI on “TRL gain”
BBI JU Calls overview

<table>
<thead>
<tr>
<th>Call</th>
<th>Projects Ongoing</th>
<th>Reporting</th>
<th>Funding</th>
<th>Evaluation</th>
<th>GAP</th>
<th>Topics</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015.2</td>
<td>10</td>
<td></td>
<td>€50M</td>
<td>Inform</td>
<td>29</td>
<td>(Dec)</td>
</tr>
<tr>
<td>2015.1</td>
<td>3</td>
<td></td>
<td>€100M</td>
<td>Results</td>
<td>17</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>23</td>
<td></td>
<td>€106M</td>
<td>Publication (Apr)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>29</td>
<td></td>
<td>€188.7M</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>17</td>
<td></td>
<td>€81M</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **GAP**
  - Call 2016: €100M, 3 projects ongoing
  - Call 2017: €106M, 23 projects ongoing
  - Call 2018: €115M, 17 projects ongoing
BBI JU Calls evolution
- Submission Statistics -

2018 will be different
BBI JU budget

• 3 out of 7 years’ calls (2014, 2015, 2016): 65 projects
• BBI JU operational budget spending per type of actions:
  – Good progress towards SIRA objectives
  – RIAs and Flagships in line with the targets, some adjustment needed for DEMOs and CSAs

65 projects
>700 participants
€ 414 million grant

+ 17 projects
• Beneficiaries from all but 3 member states: MT, LU and CZ
• Increasing participation from AC: NO, CH, IS, TRRS, IL and FO
• Growing interest from 3rd countries
BBI JU Distribution of applicants from Associated and Third countries - Calls 2014 - 2017
BBI JU Distribution of beneficiaries from Associated countries in Calls 2014-2017

- NO: 20 beneficiaries
- CH: 16 beneficiaries
- IS: 5 beneficiaries
- TR: 3 beneficiaries
- RS: 2 beneficiaries
- IL: 2 beneficiaries
- FO: 1 beneficiary

REINVENT
# Calls 2014-2017

Type of organisations in retained proposals and funded projects

<table>
<thead>
<tr>
<th></th>
<th>Call 2014</th>
<th>Call 2015</th>
<th>Call 2016</th>
<th>Call 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private for-profit entities (excluding Higher or Secondary Education Establishments)</td>
<td>65%</td>
<td>62%</td>
<td>58%</td>
<td>62%</td>
</tr>
<tr>
<td>Research Organisations</td>
<td>21%</td>
<td>20%</td>
<td>21%</td>
<td>20%</td>
</tr>
<tr>
<td>Higher or Secondary Education Establishments</td>
<td>9%</td>
<td>13%</td>
<td>14%</td>
<td>13%</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• private not for profit entities</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• international organisation (or international organisation of European interest)</td>
<td>1%</td>
<td>1%</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>• natural person</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• entities without legal personality</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public Organisation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
SMEs participation 2014 -2017*

*Call 2014-2016 projects and retained proposals Call 2017

Source: H2020 dashboard
SME participation in BBI JU Call 2014-2017*

*Call 2014-2016 projects and retained proposals Call 2017
The progress of the BBI JU programme is monitored at 4 levels:

- Efficiency monitoring based on Horizon 2020 KPIs
- The leverage effect of private contribution versus public funding
- Project outcomes monitored through BBI specific KPIs described in the SIRA, measured against yearly project reporting and agreed objectives
- Monitoring of the expected socio-economic and environmental impact of the BBI JU projects
Contribution to a systemic change

BBI JU interim evaluation report 9th October 2017

• BBI JU is well aligned vs initial challenges
• SME participation very high (36% of participants)
• All BBI JU-specific KPIs well on track

Two main positive effects:

1. Structuring effect: value chain-driven cooperation across sectors creating competitiveness of bio-based technologies
2. Mobilizing effect: innovation-driven mobilising key stakeholders
Achievements & lessons learnt

• Increasing mobilisation in BBI calls
• Optimal Value Chains and feedstock coverage
• New types of collaboration → structuring effect
• High % of SME participation
• Increasing interest from Regions
• Growing BBI JU awareness (also outside EU)
• The industry invest massively 2014: €2bn → 2017: €5bn
• First result of widening participation strategy
• Europe back on the map
Thank you!
Table of Content

• Strategic orientation & highlights of Call 2018

• Call Content 2018
  ➢ Type of Actions
  ➢ Budget
  ➢ Topics
  ➢ Timing

• Final remarks
BBI JU implementation

Strategic level: SIRA
Strategic Innovation and Research Agenda: guiding document developed by BIC

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✓ Publication
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SIRA Strategic Orientations (2017)

SO1 Strategic Orientation 1
Foster the supply of sustainable biomass to feed both existing and new value chains

SO2 Strategic Orientation 2
Optimise efficient processing for integrated biorefineries through R&D&I

SO3 Strategic Orientation 3
Develop innovative bio-based products for identified market applications

SO4 Strategic Orientation 4
Create and accelerate the market-uptake of bio-based products and applications
Fostering a sustainable biomass feedstock supply to feed both existing and new value chains

Optimising efficient processing for integrated biorefineries

Developing innovative bio-based products for specific market applications

Create and accelerate the market uptake of bio-based products and applications

<table>
<thead>
<tr>
<th>TOPICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>R1, D1, D2</td>
</tr>
<tr>
<td>R2, R3, R4, R5, R6, R7, R8, D3</td>
</tr>
<tr>
<td>R9, R10, R11, D4, D5 F1, F2</td>
</tr>
<tr>
<td>S1, S2, S3</td>
</tr>
</tbody>
</table>
BBI JU Key Performance indicators

KPI 1  New cross-sector interconnections
KPI 2  New bio-based value chains
KPI 3* BBI JU Cooperation projects
KPI 4  New bio-based building blocks
KPI 5  New bio-based materials
KPI 6  New bio-based ‘consumer’ products
KPI 7* BBI JU flagships projects
KPI 8  ‘TRL’ gain

Socio-economic impact

Note * KPI3 & KPI7 will be measured at program level; the numbers will refer to successful projects. Source: SIRA
Highlights of BBI JU Call 2018

- Strong focus on **impact & KPIs**
- Widens the scope in terms of **feedstock** (e.g. urban bio-waste in DEMO), **processes** (e.g. electrochemical, modelling), **new products** (e.g. bio-based aromatics, coatings)
- Specific focus on the **improvement of logistical and pre-processing steps of local biomass resources** both for RIA & DEMO topics
- Promotes a **multi-value-chain approach**
- Contains **RIA topics covering lower TRLs (1-3)**
BBI JU - Type of Actions

RIAs fill specific gaps in Value Chains (VCs)

IAs address the whole VC from feedstock sourcing to market applications

CSAs address non-technological challenges of VCs

RIAs Research and Innovation Actions
IA-DEMO Innovation Actions - Demonstration
IA-FLAG Innovation Actions - Flagship

TRL 1 TRL 2 TRL 3 TRL 4 TRL 5 TRL 6 TRL 7 TRL 8 TRL 9

Development and validation of technology
Demo-scale production facility in Europe
A first-of-a-kind application, large-scale production facility in Europe

CSA Coordination and Support Actions - no link to TRLs*

*TRL = Technology Readiness Levels
End Technology Readiness Levels (TRL)

TRL: Method of estimating technology maturity using a scale from 1 to 9

<table>
<thead>
<tr>
<th>RIA Topics 4,5,6,7,8,11</th>
<th>TRL 1 – basic principles observed</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>TRL 2 – technology concept formulated</td>
</tr>
<tr>
<td></td>
<td>TRL 3 – experimental proof of concept</td>
</tr>
<tr>
<td>RIA</td>
<td>TRL 4 – technology validated in lab</td>
</tr>
<tr>
<td></td>
<td>TRL 5 – technology validated in relevant environment</td>
</tr>
<tr>
<td>DEMO</td>
<td>TRL 6 – technology demonstrated in relevant environment</td>
</tr>
<tr>
<td></td>
<td>TRL 7 – system prototype demonstration in operational environment</td>
</tr>
<tr>
<td>FLAG</td>
<td>TRL 8 – system complete and qualified</td>
</tr>
<tr>
<td></td>
<td>TRL 9 – actual system proven in operational environment</td>
</tr>
</tbody>
</table>

Source: TRLs are described in Part G of the General Annexes to the EC Work Program.
Budget distribution Call 2018

Total Indicative BBI JU budget is € 115 million for 21 topics

- CSAs € 2 m, 3 topics
- FLAGs € 42 m, 2 topics
- DEMOs € 30 m, 5 topics
- RIA (end TRL 4-5): € 26 m, 5 topics
- RIA (end TRL 3): € 15 m, 6 topics

In addition substantial resources from industry expected
Estimated value of the in-kind contribution is minimum 45 M €
11 RIA topics Call 2018

**Objective:** Filling specific gaps in the value chain by development of building block, product, technology or process

5 RIA topics aiming at end TRL 4 to 5  →  BBI JU budget: € 26 million // Grant € 2-5 million per proposal

<table>
<thead>
<tr>
<th>Feedstock</th>
<th>Valorization of <strong>aquaculture, fisheries and aquatic biomass</strong> (R1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Process</td>
<td>Improvement of <strong>biocatalytic</strong> processes (R2)</td>
</tr>
<tr>
<td></td>
<td><strong>New technologies</strong> for pulping industries (R3)</td>
</tr>
<tr>
<td>Products</td>
<td><strong>Functional molecules</strong> for bio-based coatings (R9)</td>
</tr>
<tr>
<td></td>
<td>Biodegradable/ Compostable/ Recyclable <strong>packaging products</strong> (R10)</td>
</tr>
<tr>
<td>Market uptake</td>
<td></td>
</tr>
</tbody>
</table>
## 11 RIA topics Call 2018

### 6 RIA topics aiming at end TRL 3: BBI JU budget: € 15 million // Grant

€ 1- 2.5 million per proposal

**Additional eligibility criterion:** the consortium must contain at least one constituent entity of the Bio-based Industry Consortium that is a beneficiary not eligible for BBI JU funding

### Feedstock

<table>
<thead>
<tr>
<th>Process</th>
<th></th>
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<tbody>
<tr>
<td><strong>Novelty</strong></td>
<td></td>
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<tr>
<td><strong>Feedstock</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Advanced technologies</strong> for biomass contains inhibitors (R4)</td>
<td></td>
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<tr>
<td><strong>Single step conversion</strong> processes (R5)</td>
<td></td>
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<tr>
<td><strong>Emerging breakthrough technologies</strong> for existing VCs (R6)</td>
<td></td>
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<tr>
<td><strong>Electrochemical</strong> processes (R7)</td>
<td></td>
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<tr>
<td><strong>Computational modelling systems</strong> for bioprocesses (R8)</td>
<td></td>
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<tr>
<td><strong>Products</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Bio-based aromatics</strong> (R11)</td>
<td></td>
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<tr>
<td><strong>Market uptake</strong></td>
<td></td>
</tr>
</tbody>
</table>
## 5 Demo topics Call 2018

**Objective:** Demonstration of the technical and economic viability of a new or improved technology, process, product or service or value chain.

**5 DEMO topics aiming at end TRL 6 to 7**  
BBI JU Budget: € 30 million // Grant up to € 6 million / proposal

| **Feedstock** | ▪ Improve the logistical and pre-processing steps of **locally sourced biomass** (D1)  
▪ Valorization of **mixed urban bio-waste** (D2) |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Process</strong></td>
<td>▪ Processes to valorize sugar from lignocellulosic biomass (D3)</td>
</tr>
</tbody>
</table>
| **Products**  | ▪ Bio-based **pesticides & fertilizers** (D4)  
▪ High-performance **functional ingredients** (D5) |
| **Market uptake** | |
2 Flagships topics Call 2018

**Objective:** deployment of a technology, which has been already demonstrated leading to a system, which is complete and qualified for successful commercial operation (large scale production facility in Europe)

2 Flagship topics aiming at end TRL 8 ➔ BBI JU Budget: € 42 million // Grant up to € 21 million / proposal

<table>
<thead>
<tr>
<th>Feedstock</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Process</td>
<td></td>
</tr>
</tbody>
</table>
| **Products** | ▪ Large scale competitive bio-based **building blocks, polymers and materials** that outperform existing market applications (F1)  
▪ Large scale production of **proteins for food and feed applications** from alternative, sustainable sources (F2) |
| Market uptake |  |
3 CSA topics in Call 2018

**Objective:** non-technological actions supporting value chains development through various means

3 CSA topics (no link to TRL) → BBI JU Budget: € 2 million

<table>
<thead>
<tr>
<th>Feedstock</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Process</td>
<td></td>
</tr>
<tr>
<td>Products</td>
<td></td>
</tr>
</tbody>
</table>
| **Market uptake** | ▪ Benefit from previous and current work **to create a coherent and stimulating ‘environment’** for a sustainable bio-based industry in Europe (S1)  
▪ Expand the bio-based industry across Europe (S2)  
▪ Identify **opportunities to promote careers, education and research activities** in the European bio-based industry (S3) |
Call 2018
Indicative Timetable

➢ **Call launch:** 11 April 2018 - Open for proposals

➢ **Call closure:** Submission of proposals
  → *6 September 2018 (17:00 CET)!!*

➢ **Evaluation process:** around 5 months after the proposal submission deadline

➢ **Announcement:** 6 Feb 2019 (tentative December 2018)

➢ **Signature of grant agreements:** 6 May 2019 (max 8 months after the proposal submission deadline)

*For more information (topics, timing FAQs) go to BBI JU website and see i.e. BBI JU AWP & Guide for Applicants 2018*
Final remarks

➢ **AWP 2018 opens new areas and opportunities by**
  
  o **widening scope** in terms of feedstock, processes, products and applications
  o offering opportunities for technologies at **lower TRLs 1 to 3**
  o opening new **cross-cutting opportunities**: multi-value-chain approach developing of products with new functionalities
  o facilitating large scale production for proteins and bio-based building blocks, polymers and materials and for urban waste conversion (FLAGs)
  o **addressing also logistical challenges** (RIA, DEMO) and non-technological actions (CSAs) (e.g. promoting careers & identifying opportunities for the expansion of bio-based industries across Europe)
  o being **inclusive for all actors** of the bio-based industries in Europe

➢ **Strong focus on impact & KPIs**
  
  o Proposals should address clearly (including quantitative information) how they contribute to KPIs and expected impacts of the call topics

➢ **Industry driven program**
Thank you!
Table of Content

• Rules of Participation and Call conditions in the 2018 Call for proposals
How does BBI JU implement its objectives?

BBI JU funds 3 types of actions: RIAs, IAs and CSAs

- **RIA** - Research and Innovation Actions
- **IA-DEMO** - Innovation Actions - Demonstration
- **IA-FLAG** - Innovation Actions - Flagship

**TRL**
- TRL 1
- TRL 2
- TRL 3
- TRL 4
- TRL 5
- TRL 6
- TRL 7
- TRL 8
- TRL 9

- **Development and validation of technology**
- **Demo-scale production facility in Europe**
- **A first-of-a-kind application, large-scale production facility in Europe**

**CSA** - Coordination and Support Actions

*TRL = Technology Readiness Levels*
BBI JU calls follow **H2020 rules for participation**, except:

- No BBI JU funding for large industries in RIA & CSA
- Additional eligibility condition for some RIA topics in Call 2018

All information in:

- **BBI JU Annual Work Plan 2018**: legal and financial information for submitting a proposal to a call
- **BBI JU Guide for Applicants** (GfA): details on how to structure and prepare your proposal
- **Frequently Asked Questions** document

https://www.bbi-europe.eu/participate/call-proposals-2018
Eligibility for funding

Legal entities from all over the world can participate in H2020 and BBI calls, but which are eligible for funding?

- **Automatically eligible for funding:**
  - EU and Horizon 2020 Associated Countries
  - Countries listed in [Annex A of the Horizon 2020 Work Programmes](#)

- **NOT automatically eligible for funding:**
  - Industrialised countries and emerging economies: participants are not eligible BUT some countries have forms of co-funding mechanisms
  - EXCEPTIONS if: bilateral agreement; country is identified in AWP or call
Rules for participation 1/2

Who can apply?

• Any ‘legal entity’ (natural or legal person created & registered under national law) e.g. any company, big or small, research organisations, universities, non-governmental organisations, etc. from all over the world:

• Also international organisations or participants from non-EU/H2020 Associated Countries can participate
Consortium composition?

- **CSA**: can be carried out by a single ‘legal entity’

- **RIA and IA**: at least 3 ‘legal entities’ established in at least 3 different Member States and/or Associated Countries (AC). The entities must be independent from each other

**Novelty in BBI Call 2018:**
Additional eligibility condition for RIA topics: R4, R5, R6, R7, R8 & R11: *The consortium must contain at least one constituent entity of the Bio-based Industries Consortium that is a beneficiary not eligible for JU funding*
Additional eligibility criterion

Call Specific Eligibility Condition

The following topics have an additional eligibility criterion, as reflected in the topic texts (indicative funding section) in the BBI JU AWP 2018.

- BBI 2018 SO2.R4
- BBI 2018 SO2.R5
- BBI 2018 SO2.R6
- BBI 2018 SO2.R7
- BBI 2018 SO2.R8
- BBI 2018 SO2.R11

More specifically:
“To be eligible for participation a consortium must contain at least one constituent entity of the Biobased Industry Consortium that is a beneficiary not eligible for JU funding as laid down in Commission Delegated Regulation (EU) No 623/2014.”

If your proposal is submitted under these topics, please indicate in this excel sheet (sheet 2 - BIC participation) which participants of the consortium are members of the Bio-Based Industries Consortium not eligible for JU funding as laid down in Commission Delegated Regulation (EU) No 623/2014 at the time of the Call submission deadline.

If this is relevant to your topic, upload the excel file in the Call specific eligibility condition tab (edit proposal step)
Additional eligibility criterion
## Funding rates per type of action for different entities

<table>
<thead>
<tr>
<th>Participant</th>
<th>RIA</th>
<th>IA</th>
<th>CSA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large Industries</td>
<td>/</td>
<td>70%</td>
<td>/</td>
</tr>
<tr>
<td>SMEs</td>
<td>100%</td>
<td>70%</td>
<td>100%</td>
</tr>
<tr>
<td>Non profit, legal entities (Universities, RTOs, NGOs etc.)</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>
Leverage of private investments is crucial!

The **consortium own contribution** in BBI projects consists of:

- **In-kind contributions**
  The costs incurred by one partner implementing the project minus the funding provided by BBI JU

- **Financial contributions**
  Financial transfers from one or more to one or more partners of a BBI JU project to carry out part of the action

- **Additional investments**
  Investments (e.g. infrastructure, facilities, durable equipment, etc.) that contribute to achieving the objectives of the projects and the BBI initiative
Consortium own contribution: where to include it in the proposal?

- **In kind contributions**: no further explanations needed
- **Financial contributions**
  - **Part A**: Call-specific question: quantitative description
  - **Part B, section 3.4**: table containing information on beneficiaries providing and receiving the financial contribution, the amount, and the activities performed
- **Additional investments**
  - **Part A**: Call specific question: quantitative description
  - **Part B, section 3.4**: specific table with breakdown and description of additional activities, and how they help to achieve the objectives of the BBI initiative
Financial Regime in BBI JU Calls: take-away messages

- **BBI follows H2020 rules and financial regime, except:**
  - No BBI JU funding for large industries in RIA & CSA
  - Additional eligibility condition for some RIA topics in Call 2018
- **BBI is a PPP and an industry-driven programme:**
  leveraging of private investments is crucial
- **Consortium own contribution** (in-kind, financial contributions and additional activities) is assessed during the evaluation
- **Read carefully the AWP 2018, GfA & FAQs** to help you prepare a successful proposal.
From Submission to Grant Signature

- Submission of proposals
- Evaluation of proposals
- Eligibility check
- Grant preparation
- Grant signature
Submission of Proposal

Check the H2020 Online Manual

• an overview of all steps you need to know for the electronic management of proposals or grants;
• easy navigation by process steps;
• a brief description on how to complete your tasks.

Do not wait until the last minute to submit your proposal!
ADMISSIBILITY CRITERIA

• A proposal is submitted via the official online submission system before the call deadline and it is readable, accessible and printable.

• The proposal is complete – accompanied by the relevant administrative forms, proposal description and any supporting documents specified in the call.

• The proposal includes a **draft plan for the exploitation and dissemination** of the results.

• Page limit (RIA/IA: 70 pages – CSA: 50 pages)
ELIGIBILITY CRITERIA

• Contents are in line with the topic description in the call

• [Standard eligibility criteria](#) (eg. RIA and IA at least three legal entities, established in a different Member State or Associated Country)

• Any other eligibility conditions set out in the call or topic page

• Additional eligibility criterion for specific RIA topics
### Indicative Calendar

<table>
<thead>
<tr>
<th>Step</th>
<th>Sept 18</th>
<th>Oct 18</th>
<th>Nov 18</th>
<th>Dec 18</th>
<th>Jan 19</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Remote individual evaluation</td>
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<td>2. Central evaluation</td>
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<td>3. Hearings for Flagships</td>
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<tr>
<td>4. Ethics evaluation</td>
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<tr>
<td>5. List of proposals for possible funding</td>
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<tr>
<td>6. Ranked list of proposal</td>
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<tr>
<td>7. Ranked list adoption by GB</td>
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<tr>
<td>8. Evaluation Result Letter</td>
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</tr>
</tbody>
</table>

**Admissibility - Eligibility check**

**Evaluation of proposals**

**Grant Preparation**

**Grant signature**
Scores

0 Proposal does not meet the criterion at all or cannot be assessed due to missing or incomplete information
1 Poor – serious weaknesses
2 Fair – goes some way to meeting criterion, but with significant weaknesses
3 Good – but with a number of shortcomings
4 Very good – but with a small number of shortcomings
5 Excellent – meets criterion in every relevant respect. Any shortcomings are minor

Four thresholds

- Excellence score = min. 3/5
- Implementation score = min. 3/5
- Impact score = min. 4/5
- The sum of the three individual scores = min. 11/15

For Innovation Actions, to determine the ranking, the score for the criterion ‘impact’ will be given a weighting of 1.5
Competition within a budget line

- **Budget line**
  - Call 2018: 5 budget lines (CSA, 2 RIA, DEMO, FLAGSHIP)
  - More than 1 topic in a budget line

- **Result:**
  - Important to have unique idea...but this idea has to be also excellent
  - It will be competing with other proposals submitted under different topics in the same budget line => high-quality proposals are essential!
• **Online grant preparation:** The process is supported through the Participant Portal.
• **Follow your proposal:** The grant agreement and its annexes must not differ from the proposal. No negotiation in H2020.
• **Timeframe:** The Grant Agreement must be signed at the latest 8 months after the call deadline
Contribute to BBI JU!

– Become a BBI JU evaluator
– BBI JU covers broad fields, complex proposals
– Quality in evaluation, different expertise needed

Call 2018 expert-evaluator invitations
– ...so if you haven’t registered yet, please do so by the end of May 2018 AND e-mail experts@bbi.europa.eu
Register as an expert

- Participant Portal (PP)
  

AND

e-mail experts@bbi.europa.eu
Thank you!
How to write a good BBI JU proposal
The recipe for success

High competition/quality proposals

Even if you have unique expertise, it is not enough to be successful (competition within a budget line)

Every word counts...within the page limit
The central role of expert-evaluators

- ‘Overlap’ between topic and proposal
  - No overlap
  - Full overlap
  - Partial overlap

- Evaluation (sub)criteria
  - The ‘bridge’ between topic text and proposal
From *main* to *sub*criteria

- **Different ‘types’ of evaluation subcriteria**
  - ‘Standard’ Horizon 2020 subcriteria
  - BBI JU-specific subcriteria

- **Differences between ‘types of action’**
  - Coordination & Support Actions (CSAs)
  - Research & Innovation Actions (RIAs)
  - Innovation Actions (IAs)
    - DEMOs
    - Flagships
Excellence: WHAT?
Clarity and pertinence of the objectives

– Are the objectives:
  ✓ clear,
  ✓ structured,
  ✓ well-quantified (if applicable),
  ✓ linked (pertinent) to the topic text?

<table>
<thead>
<tr>
<th>Objective Description (Specific)</th>
<th>Target values (Measurable)</th>
<th>Achieved at time</th>
</tr>
</thead>
</table>

Specific challenges of the call/topic: Addressed challenges in proposal | WPs
Soundness of the **concept** and credibility of the **proposed methodology**

- **Concept**: the ‘big idea’ behind the proposal
  - ✓ Concept in a “nutshell” (diagram)

- **Proposed methodology**:
  - How to go from ‘big idea’ to reaching the stated objectives
  - Have all elements described in the topic text been taken into account
  - e.g. *All proposals should commit to conducting, as part of the project, a life-cycle assessment (LCA)*
  - ✓ RIA: *(e.g. brief explanation and a dedicated WP)*
  - ✓ IA: *should also assess the economic and environmental impacts, as well as the social impact if applicable, by the time of submission.*
Extent that proposed work is **beyond the state of the art**, and demonstrates innovation potential.

– What is the state of the art (SoA) (evaluated as is)?
– What’s the benchmark?
– how does your proposal go beyond the SoA?
– **Tip for RIA**: clearly describe the (start and end) TRLs

<table>
<thead>
<tr>
<th>Item</th>
<th>e.g. Technology</th>
<th>State of the art</th>
<th>Progress compared to SoA</th>
</tr>
</thead>
</table>

Coverage of the whole value chain
Coverage of the **whole value chain**

- **Why?** IAs are close to market => this subcriterion checks that your idea takes into account biomass, processing and end products and markets (e.g. coverage of the value chain in a nutshell – diagram);

- **Why not in RIAs?** Because RIAs (topic-specific) can focus on a specific technological problem in a part of the value chain
Impact: SO WHAT?

Excellence:
WHAT?

Impact:
SO
WHAT?
Importance of impact

- BBI JU focuses on impact
  - **Impact score**: max. 5/5 (like ‘Excellence’ and ‘Implementation’)...  
  - ...but **threshold** is 4/5 (⇔ 3/5 in ‘Excellence’ and ‘Implementation’)...  
  - ...and **weighting factor** of 1.5 in IAs

*impact has become more and more important in EU funding (evaluations)*
Outputs of the project vs. the expected impacts mentioned in the work plan

– Are all ‘expected impacts’ listed in the topic text dealt with...
– ...in a qualitative AND quantitative manner?
– Any other impacts that could result from the project and are not mentioned in the call?
BBI JU KPIs

**BBI JU specific objectives:** demonstrate technologies; develop business models, set up flagship biorefinery plants:

- **KPI 1** New cross-sector interconnections in bio-based economy
- **KPI 2** New bio-based value chains
- **KPI 3** Cooperation projects
- **KPI 4** New building blocks based on biomass of European origin validated at demonstration scale
- **KPI 5** New bio-based building materials
- **KPI 6** New demonstrated ‘consumer’ products based on bio-based chemicals and materials
- **KPI 7** Flagships resulting from BBI JU-funded projects
Outputs of the project vs. the **expected impacts** mentioned in the work plan

- **Tip**: describe explicitly how your proposal contributes to each listed ‘expected impact’, e.g. via a table.

<table>
<thead>
<tr>
<th>Impacts listed in the call</th>
<th>Project’s impacts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contribute to KPI 1: create at least 1 new cross-sector interconnection in bio-based economy cluster</td>
<td>1 new bio-based value chain will be demonstrated by establishing a new interconnection among sectors which usually do not cooperate, i.e. ........</td>
</tr>
</tbody>
</table>
**Exploitation, dissemination and communication of project results** (including IPR and - where relevant - research data management)

- **Dissemination & exploitation**: more than an eligibility criterion; this is also evaluated by experts

- **Tips**:
  - Also provide quantitative data (how many conferences, publications, target audiences,...) => be **specific**, avoid ‘generic’ diss./comm./expl. plans
  - Include relevant (also public) deliverables
  - Explicitly describe IPR (Intellectual Property Rights) management

H2020 subcriteria (**all actions**)
Extent to which the proposed consortium own contribution, including additional investments, will help in maximising the impact of the action
– Clearly describe if and how much “own contribution” (‘in-kind’, ‘Financial Transfers’ and/or ‘additional investments’) is included in the proposal...
– …AND explain how this will maximise the impact of the action
– Don’t just list the amounts, also explain them
“Own contribution” in proposal - Part A:

– ‘In-kind’: can be derived from budget table (e.g. € 1 million costs, € 650k requested BBI JU contribution = € 350k ‘in-kind’)
– ‘Additional investments’ and ‘Financial Transfers’: cf. call-specific questions in the proposal’s ‘part A’
### Part A: Call-Specific Questions

#### 5 - Call-specific questions

##### Cash Contributions

<table>
<thead>
<tr>
<th>Question</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does the proposal foresee cash contributions?</td>
<td>Yes</td>
</tr>
<tr>
<td>Name of the entities contributing cash</td>
<td>Company X, Company Y, Company Z</td>
</tr>
<tr>
<td>Total amount including all entities' cash contributions</td>
<td>1,000,000</td>
</tr>
</tbody>
</table>

##### Additional Investments

<table>
<thead>
<tr>
<th>Question</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Does the proposal foresee additional investments?</td>
<td>Yes</td>
</tr>
<tr>
<td>Name of the entities contributing additional investments</td>
<td>Company X, Company Y, Company Z</td>
</tr>
<tr>
<td>Total amount including all entities' additional investments</td>
<td>10,000,000</td>
</tr>
</tbody>
</table>
“Own contribution” in proposal?

• Part A:
  – ‘In-kind’: can be derived from budget table (e.g. € 1 million costs, €650k requested BBI JU contribution = € 350k ‘in-kind’)
  – ‘Financial Transfers’ and ‘additional investments’: cf. call-specific questions in the proposal’s ‘part A’

• Part B:
  – To be described in more detail (incl. their impact) in section 3.4 (‘resources to be committed’)
  – Additional investments and Financial Transfers: cf. table in Guide for Applicants (GfA)
“Own contribution” in proposal - Part B:

### Additional investments

<table>
<thead>
<tr>
<th>Entity</th>
<th>Activity</th>
<th>Contribution to the BBI JU objectives</th>
<th>Estimated private investment (M€)</th>
<th>Estimated value public investment (M€)</th>
<th>Other EU funding received</th>
</tr>
</thead>
</table>

### Financial Transfers

<table>
<thead>
<tr>
<th>Beneficiary providing financial transfers</th>
<th>Beneficiary receiving financial transfers</th>
<th>Amount of financial transfers (€)</th>
<th>List of activities to be performed by the receiving beneficiary</th>
</tr>
</thead>
</table>
Implementation: HOW?

Excellence: WHAT?

Impact: SO WHAT?

Implementation: HOW?
Quality and effectiveness of the **work plan** (incl. deliverables), including **resource allocation**

*The Proposed methodology is how to go from ‘big idea-concept’ to reaching the stated objectives. However, even the ‘good’ approach (‘Excellence’) needs a good work plan (‘Implementation’).*

– Presentation of the overall structure of the work plan
  ✓ Objectives
  ✓ Description of work
  ✓ Tasks
  ✓ Deliverables

[H2020 subcriteria (all actions)](H2020 subcriteria (all actions))

– Tip: check coherence of budget allocation and timing throughout the proposal (e.g. list of deliverables and Gantt chart: same timing?)

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**BBI JU FAQ:** difference between methodology (‘Excellence’) and work plan (‘Implementation’)?
Allocation of tasks, ensuring that all participants have a valid role and adequate resources

– convince expert-evaluators that the consortium members have specific role, e.g. via resource allocation (money talks...)

– What is a valid (unique) role?: If one participant “disappears” with its task, can the project be successfully implemented?
Management structures and procedures, including risk and innovation management.

– Consortium of 5 or 20 members: different management (structures) needed
– ‘Innovative’ management techniques are not necessary; it needs to work!
– Tips:
  • explicitly mention / describe risk and innovation management...
  • ...and include ‘real’ risks and mitigation measures
  • Low – medium – high (?)

Examples:
– Low interest from external stakeholders to be involved in the project
– WPs' estimated resources not well enough balanced
– Slow or inefficient communication between project management and consortium
Soundness of the business case and business plan

- **Why?** IAs are close to market => business case and business plan are needed
- **How to present?** See Guide for Applicants and proposal template (bullet points describing business case & plan requirements)
- **FAQ:** how much info is needed?
  - “(Further) details can be provided in part B – sections 4-5” (= not included in 70-page limit)
  - (Only) for Flagships: clarifications via hearings
BBI JU-specific subcriteria (IAs)

- **Readiness of the technology**
  - **Tip (bis):** clearly indicate the start and end TRLs
  - “In particular, for **flagships** applicants must demonstrate that by the time of the submission of their application they have been operating relative demonstration scale plants at a significant production capacity (justification shall be provided in the proposal).”

| e.g. Technology | TRL at project start | TRL that will be achieved at the end of the project |
Significance of Implementation
Call 2017 case

<table>
<thead>
<tr>
<th></th>
<th>Successful proposals (invited to GAP)</th>
<th>Proposals on reserve list (= passing all thresholds)</th>
<th>Proposals not passing ≥ 1 threshold(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>‘Excellence’</td>
<td>4.85</td>
<td>4.27</td>
<td>2.86</td>
</tr>
<tr>
<td>‘Impact’</td>
<td>4.85</td>
<td>4.24</td>
<td>3.39</td>
</tr>
<tr>
<td>‘Implementation’</td>
<td><strong>4.91</strong></td>
<td><strong>4.1</strong></td>
<td><strong>3.12</strong></td>
</tr>
</tbody>
</table>

- Biggest ‘difference to 5’ in ‘implementation’
How to write a good proposal?

• Ensure that all information is explicitly described in order to allow the expert-evaluators to assess against the evaluation subcriteria.

• How?
  – Be aware of the evaluation subcriteria of ‘your’ type of action (CSA, RIA, IA)...
  – ...and provide (explicit) answers to these subcriteria in your proposal...
  – ...using the proposal structure / template described in the Guide For Applicants (GfA)
Where to find more info?

- **BBI JU website**
  - Links to Guide for Applicants, FAQ, National Contact Points (NCPs), European IPR helpdesk, BIC, EEN (Enterprise Europe Network),...
  - Overview (incl. URLs): see Q0.1 of Call 2018 ‘FAQ for Applicants’


- [info@bbi.europa.eu](mailto:info@bbi.europa.eu)
The recipe for success
Bio-based industries Joint Undertaking: Call 2018