

# Horizon 2020

Il tema ENERGIA in Horizon2020 e  
le opportunità per le  
piccole e medie imprese

Milano, 30 ottobre 2013



*Business Support on Your Doorstep*



# APRE - Ente di ricerca no profit

Nasce come “Task Force” del Ministero  
dell’Università e della Ricerca.

**24** anni di  
esperienza



## MISSION

- Promuovere e Supportare la **Partecipazione Italiana** ai programmi europei di ricerca su sviluppo e innovazione
- Migliorare la “**Qualità**” della partecipazione italiana nei programmi europei di ricerca su sviluppo e innovazione.



[COSA è APRE?]



[MISSION]

THE FRAMEWORK PROGRAMME FOR RESEARCH AND INNOVATION

# HORIZON 2020



# Caratteristiche

- Un **singolo programma** che riunisce tre iniziative fino ad ora separate (CIP-EIT-FP7)
- **Value chain** che va dalla ricerca di frontiera, allo sviluppo tecnologico, dimostrazione, valorizzazione dei risultati e innovazione
- **Innovazione**, in tutte le sue forme
- Focus su **societal challenges**
- **Accesso semplificato** per le imprese, le università, etc in tutti gli stati europei
- Sinergie con i **Fondi Strutturali**

# Struttura del programma

## Excellent Science

- **European Research Council**
  - Frontier research by the best individual teams
- **Future and Emerging Technologies**
  - Collaborative research to open new fields of innovation
- **Marie Skłodowska Curie actions**
  - Opportunities for training and career development
- **Research infrastructures** (including e-infrastructure)
  - Ensuring access to world-class facilities

## Industrial Leadership

- **Leadership in enabling and industrial technologies**
  - ICT, nanotechnologies, materials, biotechnology, manufacturing, space
- **Access to risk finance**
  - Leveraging private finance and venture capital for research and innovation
- **Innovation in SMEs**
  - Fostering all forms of innovation in all types of SMEs

## Societal Challenges

- **Health, demographic change and wellbeing**
- **Food security, sustainable agriculture, marine and maritime research & the bioeconomy**
- **Secure, clean and efficient energy**
- **Smart, green and integrated transport**
- **Climate action, resource efficiency and raw materials**
- **Inclusive, innovative and reflective societies**
- **Security society**

European Institute of Innovation and Technology (EIT)

Spreading Excellence and Widening Participation

Science with and for society

Joint Research Center (JRC)

# Accordo sul Budget

\*28 Giugno 2013

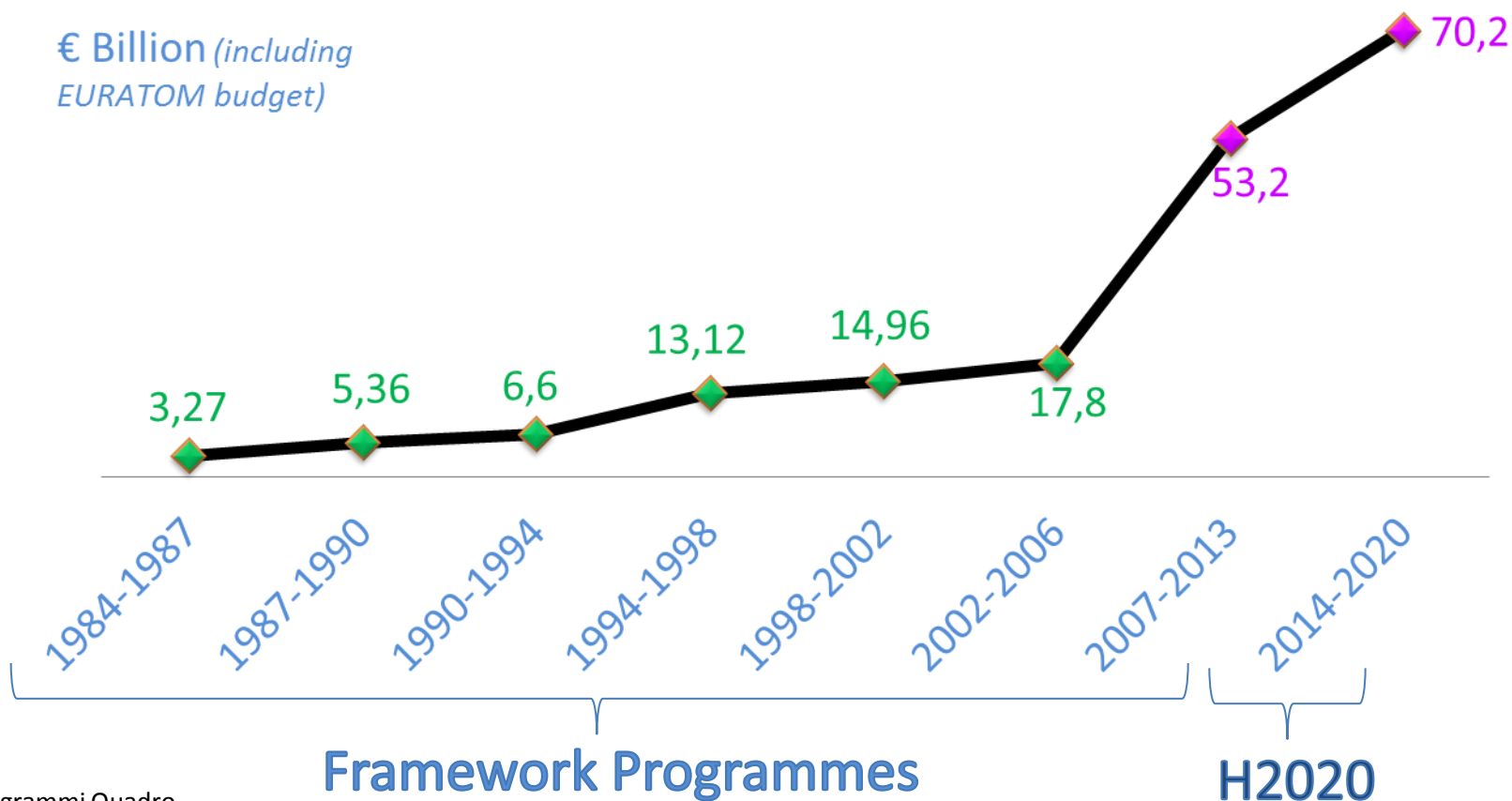


70,2 Miliardi di €\*  
(incluso EURATOM)

Quadro finanziario pluriennale  
2014/2020 - MFF

# Budget da FP1 a Horizon 2020

€ Billion (including  
EURATOM budget)



- Programmi Quadro quadriennali e quinquennali
- Programmi Quadro settennali.

	Compromise % 27.06.13	Million € (27.06.13)
<b>I. Excellent Science, of which:</b>		
1. ERC	31,73%	21.609
2. FET	17,00%	11.577
3. MS Curie Actions	3,50%	2.384
4. Research Infrastructures	8,00%	5.448
	3,23%	2.200
<b>II. Industrial Leadership, of which:</b>	22,09%	15.044
Leadership in Enabling and Industrial Technologies	17,60%	11.986
Access to Risk Finance	3,69%	2.513
Innovation in SME's	0,80%	544,81
<b>II.I Societal Challenges, of which:</b>		
	38,53%	26.240
Health, demographic change and well being	9,70%	6.606
Food security, sustainable agriculture, marine and maritime research & the bio economy	5,00%	3.405
<b><u>Secure, clean and efficient energy</u></b>	<b><u>7,70%</u></b>	<b><u>5.244</u></b>
Smart, green and integrated transport	8,23%	5.605
Climate action, resource efficiency and raw materials	4,00%	2.724
Europe in a changing world – Inclusive, innovative and reflective society	1,70%	1.158
Secure societies – Protecting freedom and security of Europe and its citizens	2,20%	1.498
<b>Spreading Excellence and Widening Participation</b>	1,06%	722
<b>Science with and for society</b>	0,60%	409
<b>European Institute of Innovation and Technology - EIT</b>	3,52%	2.397
<b>JRC Non-nuclear</b>	2,47%	1.682
<b>EURATOM</b>		2.098
<b>Total</b>	<b>100,00%</b>	<b>70.200</b>



# Tipologie di progetti collaborativi (1)

## R&I Actions

Basic research, applied research, technology development and integration, and testing e validation on a small scale prototype in a laboratory or simulated environment

## Innovation Actions

Prototyping, testing, demonstrating, piloting, large - scale product validation and market replication

# Tipologie di progetti collaborativi (2)

## R&I Actions

Funding rate: 100%

TRL\*: 1 – 5/6 + clinal  
trials in phases 1 to 3

## Innovation Actions

Funding rate:  
70%/100%

TRL: 6 to 7/8 or 9

# TRL\* ANNEX: TECHNOLOGY READINESS LEVEL

## TRL 0: Idea

Unproven idea or concept where no peer reviewed analysis or testing has been performed.

## TRL 1: Basic Research

The initial scientific research has been completed. The basic principles of the idea have been qualitatively postulated and observed. The process outlines have been identified. No experimental proof and detailed analysis are yet available

## TRL 2: Technology formulation

The technology concept, its application and its implementation have been formulated. The development roadmap is outlined. Studies and small experiments provide a "proof of concept" for the technology concepts.

## TRL 3: Applied Research

The first laboratory experiments have been completed. The concept and the processes have been proven at laboratory scale, table-top experiments. Potential of materials and up scaling issues have been identified.

## TRL 4: Small Scale Prototype Development Unit (PDU)

The components of the technology have been identified. A PDU has been built a laboratory and controlled environment. Operations have provided data to identify potential up scaling and operational issues. Measurements validate analytical predictions of the separate elements of the technology. Simulation of the processes has been validated. Preliminary LCA and economy assessment models have been developed.

### TRL 5: Large Scale Prototype Development Unit

The technology has been qualified through testing in intended environment, simulated or actual. The new hardware is ready for first use. Process modelling (technical and economic) is refined. LCA and economy assessment models have been validated. Where it is relevant for further up scaling the following issues have been identified: Health & safety, environmental constraints, regulation, and resources availability.

### TRL 6: Prototype System

The components and the process have been up scaled to prove the industrial potential and its integration within the energy system. Hardware has been modified and up scaled. Most of the issues identified earlier have been resolved. Full commercial scale system has been identified and modelled. LCA and economic assessments have been refined.

### TRL 7: Demonstration System

The technology has been proven to work and operate a pre-commercial scale. Final operational and manufacturing issues have been identified. Minor technology issues have been solved. LCA and economic assessments have been refined.

### TRL 8: First of the kind commercial System

The technology has been proven to work at a commercial level through a full scale application. All operational and manufacturing issues have been solved.

### TRL 9: Full commercial application

The technology has been fully developed and is commercially available for any consumers.

# Esempio: progetto RTD in Horizon 2020

Participant short name	Estimated eligible costs		Total costs	EU contribution (100%)
	Direct costs	Indirect costs (25%)		
University A	100	25	125	125
Foundation B	100	25	125	125
University C	100	25	125	125
SME D	100	25	125	125
Enterprise E	100	25	125	125
SME F	100	25	125	125
Total	600	150	750	750

# Esempio: Innovation action in Horizon 2020

Participant short name	Estimated eligible costs		Total costs	Requested EU contribution (70%)
	Direct costs	Indirect costs (25%)		
University A	100	25	125	87.5
Enterprise B	100	25	125	87.5
University C	100	25	125	87.5
SME D	100	25	125	87.5
Enterprise E	100	25	125	87.5
SME F	100	25	125	87.5
Total	600	150	750	525

# ENERGY RELATED ACTIVITIES



# Horizon 2020 Structure

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# Work Programme topics

Structure respects the challenge based approach

– 3 key features

- **Specific Challenge**

- sets the context, the problem to be addressed, why intervention is necessary

- **Scope**

- delineates the problem, specifies the focus and the boundaries of the potential action BUT without describing specific approaches

- **Expected Impact**

- describe the key elements of what is expected to be achieved in relation to the specific challenge

# WP 2014 /2015 3 Focus AREA:

## 3. Secure, Clean And Efficient Energy



### ENERGY EFFICIENCY

A – Buildings and consumers

B – Heating and cooling

C - Industry and products

D - Finance for sustainable energy

### COMPETITIVE LOW-CARBON ENERGY

- Renewable electricity and heating/cooling
- Modernising the single European electricity grid
- Providing the energy system with flexibility through enhanced energy storage technologies
- Sustainable biofuels and alternative fuels for the European transport fuel mix
- Enabling the sustainable use of fossil fuels in the transition to a low-carbon economy
- Supporting the development of a European research area in the field of energy
- Social, environmental and economic aspects of the energy system

### SMART CITIES AND COMMUNITIES

# Topics connessi alle SMART GRID

<b>CALL FOR ENERGY EFFICIENCY</b>	<b>9</b>
<b>A – Buildings and consumers</b>	<b>11</b>
EE 1 – 2014: Manufacturing of prefabricated modules for renovation of building	12
EE 2 – 2015: Buildings design for new highly energy performing buildings	13
EE 3 – 2014: Energy strategies and solutions for deep renovation of historic buildings	14
EE 4 – 2014: Construction skills	15
EE 5 – 2014/15: Increasing energy performance of existing buildings through process and organisation innovations and creating a market for deep renovation	16
<b>EE 6 – 2015: Demand response in blocks of buildings</b>	<b>18</b>
EE 7 – 2014/2015: Enhancing the capacity of public authorities to plan and implement sustainable energy policies and measures	19
EE 8 – 2014: Public procurement of innovative sustainable energy solutions	20
EE 9 – 2014/15: Empowering stakeholders to assist public authorities in the definition and implementation of sustainable energy policies and measures	21
EE 10 – 2014/15: Consumer engagement for sustainable energy	22
EE 11 – 2014/2015: New ICT-based solutions for energy efficiency	23
EE 12 – 2014: Socioeconomic research on energy efficiency	23
<b>B – Heating and cooling</b>	<b>24</b>
<b>EE 13 – 2014/15: Technology for district heating and cooling</b>	<b>24</b>
<b>EE 14 – 2014/15: Removing market barriers to the uptake of efficient heating and cooling solutions</b>	<b>25</b>

EE 22 – 2014/15: Development and market roll-out of innovative energy services and financial sustainable energy

*CONDITIONS FOR THIS CALL*

## **CALL FOR COMPETITIVE LOW-CARBON ENERGY**

LCE 1 - 2014: New knowledge and technologies

### **Renewable electricity and heating/cooling**

LCE 2 – 2014/15: Developing the next generation technologies of renewable electricity and heating/cooling

LCE 3 – 2014/2015: Demonstration of renewable electricity and heating/cooling technologies

LCE 4 – 2014/2015: Market uptake of existing and emerging renewable electricity, heating and cooling technologies

### **Modernising the European electricity grid**

LCE 5 – 2014: Meshed off-shore grids in the Northern Seas

LCE 6 – 2014: Transmission grid and wholesale market

LCE 7 – 2015: Distribution grid and retail market

### **Providing the energy system with flexibility through enhanced energy storage technologies**

LCE 8 – 2014: Local / small-scale storage

LCE 9 – 2015: Large scale storage

LCE 10 – 2014: Next generation technologies for energy storage

Sustainable biofuels and alternative fuels for the European transport fuel mix

# ENERGY EFFICIENCY

## A) Buildings and consumers (I/II)

- Technology for building materials and components
- Building design for new highly energy performing buildings
- Addressing the gap in knowledge and skills in the construction sector
- Increasing energy performance of existing buildings through process and organisation innovations and creating a market for deep renovation
- **Demand response in blocks of buildings**
- Enhancing the capacity of public authorities to plan and implement sustainable energy policies

## FOCUS EE 6 – 2015: Demand response in blocks of buildings

Scope: At the level of a block of buildings, the focus should be on real time optimisation of energy demand, storage and supply (including self-production when applicable) using intelligent energy management systems with the objective of reducing the difference between peak power demand and minimum night time demand, thus reducing costs and greenhouse gas emissions. Cost-effective and interoperable solutions that do not compromise the comfort of occupants should be demonstrated for a block of buildings consisting of at least 3 different buildings in real life operating conditions. **Solutions should be compatible with smart grids and open international standards**

## B) Increasing energy efficiency in heating and cooling

### • Technology for district heating

#### FOCUS EE 13 – 2014/15: Technology for district heating and cooling

Scope: Project proposals should address one or more of the following areas:  
Develop, demonstrate and deploy a new generation of highly efficient, intelligent district heating and cooling systems which are capable of integrating multiple efficient generation sources, including different kinds of renewable energy, cogeneration, waste heat from industrial or other sources and storage, and which can be operated at different temperature levels. These systems might combine hybrid technologies and/or new thermal carrier fluids to improve the overall efficiency; help decrease the end user cost of transporting thermal thermal/cold energy, be compatible and connected with intelligent electricity and gas networks; and utilize surplus electricity from the grid.

### • Removing market barriers to the uptake of efficient heating and cooling solutions

# COMPETITIVE LOW-CARBON ENERGY

- **Renewable electricity and heating/cooling**

In order to increase the performance of the energy system as a whole, the particular renewable energy conversion device or renewable energy system will have to address a number of enhancements in delivering energy to the **increasingly smarter grid**.

- **Modernising the single European electricity grid**

The new grid needs to be more flexible, increase capacity, include demand response and active user involvement (managing the complex interactions among millions of active consumers and micro-generation). Particular technology challenges are posed by the urgently needed development of offshore grids in the Northern Seas and electricity highways, by the integration of a fast increase of variable RES supply and by stronger variations in the demand.

- **Providing the energy system with flexibility through enhanced energy storage technologies**

With the rapid growth of the share of electricity produced by variable renewable sources, the need of storage increases significantly if other flexibility alternatives for the grids will not be sufficient or too expensive

# SMART CITIES AND COMMUNITIES

Sustainable development of urban areas is a challenge of key importance and requires new, efficient, and user-friendly technologies and services, in particular in areas of energy, transport, and ICT.

These solutions however require **integrated approaches**, both at the level of research and development of advanced technological solutions, as well as at the level of deployment.

The focus on smart cities technologies will result in **commercial-scale solutions with a high market potential in areas such as**

- energy efficient and smart buildings and neighbourhoods;
- smart digital services for better-informed citizens;
- identification, optimisation and integration of flows (data, energy, people, goods);
- smart and sustainable digital infrastructures;
- smart and sustainable energy systems and smart mobility services.

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# Save the dates

- SC3 EU Info-Day: **5 Dicembre, Brussels** **REGISTRAZIONI**  
**APERTE**

[http://ec.europa.eu/research/energy\\_infoday/](http://ec.europa.eu/research/energy_infoday/)

- SC3 Brokerage event: **6 Dicembre, Brussels** – **REGISTRAZIONI**  
**APERTE**

- **Publicazione primi bandi: 11 Dicembre 2013**
- Giornata nazionale sui bandi ENERGIA H2020: **16 Dicembre 2013 a Roma**

## Horizon 2020 Energy – First Call!

### Infoday & Brokerage Event

5th/6th December 2013, Brussels, Belgium



6<sup>th</sup> December 2013 Brokerage Event organized by the NCP-Network



#### FOCUS

The event will target a wide spectrum of companies, universities and researchers from Europe and beyond and will foster the creation of consortia for the upcoming Horizon 2020 Energy calls on the 3 Focus areas.

- Energy Efficiency
- Competitive Low Carbon Energy
- Smart Cities and Communities

Furthermore other energy related topics are also highly welcome!

#### YOUR ADVANTAGES

- Present your innovative ideas/technologies and call the attention of cooperation partners!
- Meet prospective cooperation partners in a **SINGLE day** – reduce the amount of time and money for finding new partners
  - The event is free of charge, registration mandatory.
- Deadlines: 18<sup>th</sup> November - registration of cooperation profiles  
20<sup>th</sup> November – 1<sup>st</sup> December - selection phase for bilateral meetings

**[www.b2match.eu/energycall2014](http://www.b2match.eu/energycall2014)**



A complex doodle illustration featuring various elements like clouds, trees, a bar chart, a pie chart, a lightbulb, and abstract shapes, all interconnected by lines and arrows.

# Strumenti innovativi in Horizon 2020

1. Maggiore sostegno alla realizzazione e diffusione di processi innovativi (testing, piloting, dimostrazioni di nuove tecnologie)
2. Sostegno alla “market demand” di innovazione:
  - standard;
  - public procurement;
  - inducement prizes;
  - attività bottom-up (call for proposal più flessibili);

## 3. Un nuovo strumento per le PMI

# Standard

- ❑ Societal Challenges: riferimenti espliciti a standard comuni e/o guidelines e interoperabilità
- ❑ Industrial Leadership: promuovere attività a sostegno di standard e interoperabilità, (sicurezza e attività di pre-regolamentazione)
- ❑ Attività di disseminazione per promuovere l'uso dei risultati conseguiti a livello europeo, nazionale e locale

# Premi

- ❑ Facile accesso a più partecipanti con minori ostacoli amministrativi (= semplificazione per beneficiari e amministrazioni)
- ❑ *Result-driven*: premiato solo chi ottiene risultati
- ❑ Effetto leva: stimolo degli investimenti privati calcolato in 10 – 20 volte il valore cash del premio
- ❑ Pubbliche relazioni: cattura l'interesse e l'attenzione del pubblico su un particolare aspetto sociale
- ❑ Commercializzazione: i premi pubblicizzano bene una innovazione e servono da stimolo per investitori e inventori a portare la soluzione creata al mercato

# LE OPPORTUNITÀ PER LE PMI



# Definizione di PMI

La definizione di PMI utilizzata dalla Commissione (da 01/01/2005):

- ☐ Impegnata in una attività economica
- ☐ < 250 addetti
- ☐ Fatturato annuo di  $\leq$  € 50 Milioni oppure un bilancio totale di  $\leq$  € 43 Milioni
- ☐ Autonoma



## Definizione:

[http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index\\_en.htm](http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm)

## Guida alla nuova definizione:

[http://ec.europa.eu/enterprise/enterprise\\_policy/sme\\_definition/sme\\_user\\_guide\\_it.pdf](http://ec.europa.eu/enterprise/enterprise_policy/sme_definition/sme_user_guide_it.pdf)

# PMI in H2020

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# Lo strumento PMI



Concept e  
valutazione della  
fattibilità

Idea to concept,  
risk assessment,  
technological & commercial  
feasibility



Dimostrazione,  
market replication  
R&D

Demonstration, prototyping,  
testing , market replication,  
scaling up, miniaturisation,  
research



Commercializzazione  
dei risultati

Quality label for  
successful projects,  
access to risk finance,  
indirect support

Idea

Business coaching

Mercato

# Lo strumento PMI: le tre fasi

## Fase 1: concetto e valutazione della fattibilità

### Input:

Idea/Concept in "**Business Plan I**"  
(~ 10 pages)

### Main Activities:

Feasibility of concept  
Risk assessment  
IP regime  
Partner search  
Design study  
Pilot application

Output: elaborated  
"**Business plan II**"

Lump sum: around  
50.000 €  
~ 6 months

## Fase 2: R&D, dimostrazione, market replication

### Input:

"**Business plan II**" +  
"**Description of activities under Phase2**" (~ 30 pp.)

### Main Activities:

Development Prototyping  
Testing  
Piloting  
Miniaturisation  
Scaling-up  
Market replication

Output: investor-ready  
"**Business plan III**"

Output based payments:  
1 to 2,5 M€ EU funding  
~ 12 to 24 months

## Fase 3: Commercializzazione

### Input:

"**Business plan III**"  
+

### Opportunities:

'**Quality label**' for successful  
Phase 1 & 2

Easier access to private finance  
Support via networking, training,  
coaching, information,  
addressing i.a. IP management,  
knowledge sharing,  
dissemination

SME window in the EU financial  
facilities (debt facility and equity  
facility)

No direct funding

# Caratteristiche dello strumento PMI

- Indirizzato a tutti i tipi di PMI innovative che presentino una forte volontà di crescere, svilupparsi e internazionalizzarsi
- Solo PMI potranno richiedere finanziamenti (sostegno a una sola impresa è possibile, ma collaborazione certamente consigliabile)
- Competitivo, dimensione EU → solo migliori idee accedono alla fase 1
- Orientato al mercato; attività close-to-market: finanziamento al 70%
- Costituito da 3 fasi – piu' il coaching
- Possibilità di entrare nella fase 1 e fase 2
- Applicato in tutte le 'societal challenges' e 'key enabling technologies'

# Altri aspetti dello strumento PMI

- Almeno 20% del budget congiunto delle LEIT e Sfide Sociali spetta alle PMI

Di cui

- 13% spetta alle high tech PMI che partecipano a progetti collaborativi
- Ca 7% allo Strumento PMI (per ENERGY 5% → 34 million per 2014)

- **Nel WP 2014-2015 ENERGY** dove si definisce che lo Strumento PMI andrà a finanziare 2 topics

**EE 17 – 2014/2015: Development and demonstration of energy-efficient products, processes and services by SMEs**

**LCE 22 – 2014/15: Exploiting the research and innovation potential of SMEs in a low carbon energy system**

# SERVIZI di SUPPORTO

# Rete C-ENERGY+



Website – <http://www.c-energyplus.eu/>

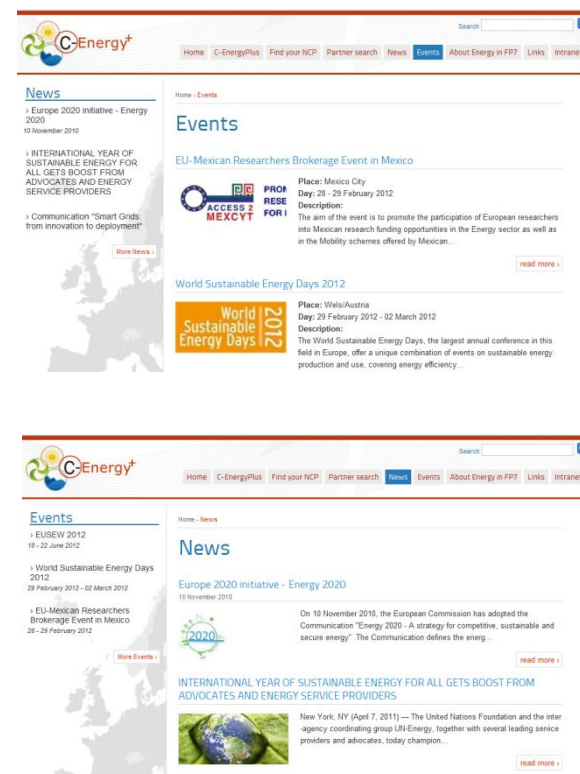
- Attraverso la rete si può restare aggiornati sulle iniziative, opportunità, ecc.



The Energy  
National  
Contact  
Points  
Network

Select Category:

- NCP >
- Events >
- News >
- All >



# Rete C-ENERGY+

## Attività della Rete



- Gli NCP offrono supporto ai **potenziali partecipanti nella preparazione delle proposte, invio, negoziazione e gestione**
- Gli NCP **informano la comunità scientifica su tutte le opportunità offerte dal 7PQ e prossimo Horizon2020**
- Gli NCP **organizzano** Training per Ricercatori, Seminari, Brokerage event
- Gli NCP **danno supporto nella costruzione dei consorzi**

## Mission della rete

- **La Rete C-ENERGY+** permette agli NCP Energia di stare sempre in contatto tra loro per scambio di informazioni, formazione, buone pratiche e ricerche di partner

# APRE Partner Search Service

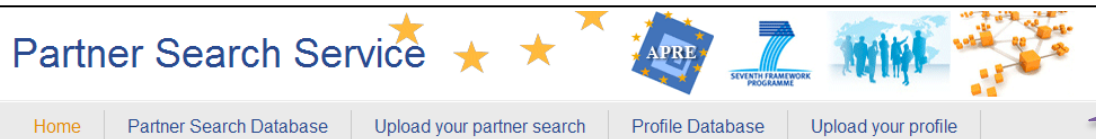
<http://partnersearch.apre.it/>

Dal luglio 2010 un nuovo servizio on-line

Partner Search Database & Profile Database

Uno spazio personale per gestire i propri dati

Un Sistema di Qualità



Interested in participation in Research projects within the EU 7th Framework Programme?

Building an international consortium is the first step to take part in EU 7th Framework Programme. APRE has developed a new Partner Search service to assist organizations like universities, enterprises, research institutions, SMEs and other legal entities in finding appropriate partners/coordinators for participation in the EU 7th Framework Programme. This service provides you with details on partner profiles and active partnership requests from organizations across Europe and around the world.

Find a Partner Search

Code <input type="text"/>	Keywords <input type="text"/>
Country All <input type="button" value="v"/>	Organisation name <input type="text"/>
Status All <input type="button" value="v"/>	Call Identifier <input type="text"/>
Objective/Topic <input type="text"/>	Funding Scheme <input type="text"/>
<input type="button" value="Search"/>	

Are you a coordinator of a project proposal looking for partners?

[Publish your project idea in the Partner Search database »](#)  
[Check the profile database to find a suitable partner search »](#)

Are you looking for participation in project proposal as a partner?

[Publish your Profile in the dedicated database »](#)  
[Check the Partner Search database to find a project proposal to join »](#)

Logon

Useful Links

- VII Framework Programme
- National Contact Points
- International Cooperation
- FP7 calls for proposals
- Helpdesk

# Restiamo a vostra disposizione



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P E R L A  
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D E L L A  
R I C E R C A  
E U R O P E A

*Punti di Contatto ENERGIA  
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