What is a successful application?

- Delivering the expected results
- Effective implementation
- Expected changes
- Keeping the results alive
- Smooth implementation highly depends on the amount of time invested in the preparation,

What is a competitive application?

- Concrete and sustainable results for the benefit of all the parties concerned
- Prepared and agreed jointly by all consortium partners
- Institutional commitment and support
- Ready to start immediately after the selection decision

Award criteria

Relevance of the project

Quality of the project design and implementation

Quality of the partnership and the cooperation arrangements

Sustainability, impact and dissemination

Note:
- *Relevance and quality of the project design: max 30 points*
- *Quality of the partnership and impact, dissemination and sustainability: max 20 points*

Relevance of the project

Where to address the relevance of the project?

Chapters 1.1; 1.2; 1.3 of the Technical Description (PART B) (Standard application form (ERASMUS LSII)

1. RELEVANCE

1.1 Background and general objectives

1.2 Needs analysis and specific objectives

1.3 Complementarity with other actions and innovation — European added value

Relevance of the project

Purpose

- Relevant to objectives and activities of CBHE and specificities of the Strand,
- Adequate response to current needs of the target country(ies) or Region(s) and of the target groups,
- The extent to which the proposal addresses the EU overarching priorities.

Objectives

- Based on a sound needs analysis; clearly defined, specific, measurable, achievable, realistic,
- They address issues relevant to the participating organisations and development strategies for higher education in the eligible third countries not associated to the Programme.

Link to EU policy and initiatives

- The proposal takes into account and enhances complementarity/synergies with other interventions funded by the EU and other entities.

EU added value

- The proposal demonstrates that similar results could not be achieved without the cooperation of HEIs from the EU Member States or third countries associated to the Programme and without the EU funding

Relevance of the project

1.1 Background and general objectives

- How the objectives the background and rationale of the project?
- How is the project relevant to the scope of the Call?
- How does the project address the general objectives of the Call, including the overarching priorities?

1.2. Needs analysis and specific objectives

- How the objectives are based on a sounds needs analysis, specifying which challenges the project aims to address?
- Cover each participating country
- Clear, measurable, realistic and achievable objectives
- Clear and appropriate indicators for measuring the achievement

1.3. Complementarity with other actions and innovation

- How the project builds on the past activities and describe its innovation?
- How the activities are complementary to other activities carried out by other organisations?
- The transnational dimension and the European added value

Quality of the project design and implementation

Where to address this?

Chapters 2.1.1; 2.1.2; 2.1.3; 2.1.4; 2.1.5 & Chapter 4 of the Technical Description (PART B) (Standard application form (ERASMUS LSII) & Detailed budget table (ERASMUS LSII) (mandatory annex)

2. QUALITY

2.1 PROJECT DESIGN AND IMPLEMENTATION

2.1.1 Concept and methodology

2.1.2 Project management, quality assurance and monitoring and evaluation strategy

2.1.3 Project teams, staff and experts

2.1.4 Cost effectiveness and financial management

2.1.5 Risk management

4. WORK PLAN, WORK PACKAGES, ACTIVITIES, RESOURCES AND TIMING

4.1 Work plan

4.2 Work packages, activities, resources and timing

Quality of the project design and implementation

2.1.1 Concept and methodology

- Clarify your methodology for the different project activities in view of demonstrating it is appropriate to the objectives and feasible:

    - Which target groups will be involved

    - How the teacher training will be implemented (face-to-face, hybrid, T-o-T)

    - How and when the students will be involved

    - If you will use surveys, benchmarking, self-assements

- Explain why the chosen methodology would be the most appropriate for your planned goals

- Illustrate how it supports the capacity building process and the third country's ownership of results

Quality of the project design and implementation

2.1.2 Project Management, Quality Assurance and monitoring

- You need to **demonstrate** **how the consortium is able to organise and** monitor the planned activities, ensure their quality and deliver on time the expected results.

Novelty!

- **The Logical Framework Matrix (LFM) is no longer required this year**

Quality of the project design and implementation

2.1.4 Cost effectiveness and financial management

- Demonstrate (that is more than just stating) why your planned budget is **cost-effective** (Months/effort)
- Pay attention to copy **Part A the very exact amounts of the Detailed Budget Table (Excel)**
- Watch the **% of Staff Costs: if it takes more than half of the budget, reconsider it !**
- Pay attention to a **balanced mix of presential and on-line activities**
- Present a **fair distribution of the grant among the different partners**
- Very **often Management WP is inflated, too high**
- For countries participating to the capacity building action since decades, we **strongly encourage the acquisition of specialised equipment**
- Remember that CBHE action does NOT finance long mobilities (more than one semester) neither of students nor of staff
- Do **not include financial audit costs, nor equipment for non-HEIs**

4. Work Packages

- **Work Package**: the building blocks of the proposal
- **Number of WPs**: min 3, on average, between 6 and 12
- **WP structure**:
    - A WP devoted to Quality Assurance is possible, but not compulsory, this aspect can be dealt within the WP Management
    - A WP devoted to Preparation/Preparatory measures is admissible, but not compulsory
    - Dissemination activities and Sustainability measures can be grouped in one single WP or form two different WPs
    - Creating a single WP gathering all travels and mobilities: <u>NOT Recommended</u>
- **Duration:** Tasks, Milestones and Deliverables – avoid identical wording, and same date in the 3 sections

What are tasks, milestones and deliverables?

Tasks

- Preparation of the accreditation file of the new Master for submission to the responsible national authority

Milestones

- Feedback from the responsible authority

Deliverables

- Accredited Master

Examples of WP and deliverables

| WP Management | WP Preparation | WP Development | WP Dissemination | WP Impact and sustainability |

Examples of WP and deliverables

WP Management

- Project management handbook
- Quality Assurance Plan
- Communication Plan
- Reports of external experts for QA

WP Preparation

- Surveys of stakeholders
- Needs analysis (**updated**) reports
- Inclusion Strategy

WP Development

Curriculum Development

- New degree
- New or updated courses
- Official accreditations
- Training for academic staff
- Memorandums of understanding

WP Development

HE reform

- Change in legislation, introduction of new policies
- Services, platforms at national level
- Guidelines, national strategies, papers

Examples of WP and deliverables

WP Dissemination

- Website of the project, plus links in each institutional website
- Dissemination Plan
- Video clips and promotion materials
- Report on dissemination activities
- Social media activities
- Final conference

WP Impact and sustainability

- Sustainability Plan
- Report on measurement of indicators in LMF
- Memorandums of understanding

Where to address it?

Chapters 2.1.3; 2.2.1; 2.2.2 & Chapter 4 of the Technical Description (PART B) - Standard application form (ERASMUS LSII)

2. QUALITY
   2.1.3 Project teams, staff and experts

2.2 PARTNERSHIP AND COOPERATION ARRANGEMENTS
   2.2.1 Consortium set-up
   2.2.2 Consortium management and decision-making

4. WORK PLAN, WORK PACKAGES, ACTIVITIES, RESOURCES AND TIMING
   4.1 Work plan
   4.2 Work packages, activities, resources and timing

Quality of the partnership and cooperation

Management	Composition	Tasks	Collaboration	Commitment
• Solid arrangements are foreseen, • Timelines, governance structures, collaboration arrangements and responsibilities well defined and realistic.	• Appropriate mix of organisations with the necessary competences relevant to the objectives of the proposal and to the specificities of the Strand • most appropriate and diverse range of non-academic partners.	• Roles and tasks are assigned on the basis of the specific know-how, profiles and experience of each partner.	• Effective mechanisms to ensure efficient collaboration, communication and conflict resolution between the partner organisations and any other relevant stakeholders.	• The contribution from the project partners is significant, pertinent and complementary, • The proposal demonstrates the partners' involvement, commitment and ownership of the project's specific objectives and results, in particular from the third countries not associated to the Programme.

Impact, dissemination and sustainability

Where to address it?

Chapters 3.1; 3.2; 3.3 & possibly Chapter 4 of the Technical Description (PART B) - Standard application form (ERASMUS LSII)

3. IMPACT

   3.1 Impact and ambition

   3.2 Communication, dissemination and visibility

   3.3 Sustainability and continuation

4. WORK PLAN, WORK PACKAGES, ACTIVITIES, RESOURCES AND TIMING

   4.1 Work plan

   4.2 Work packages, activities, resources and timing

Sustainability, impact and dissemination

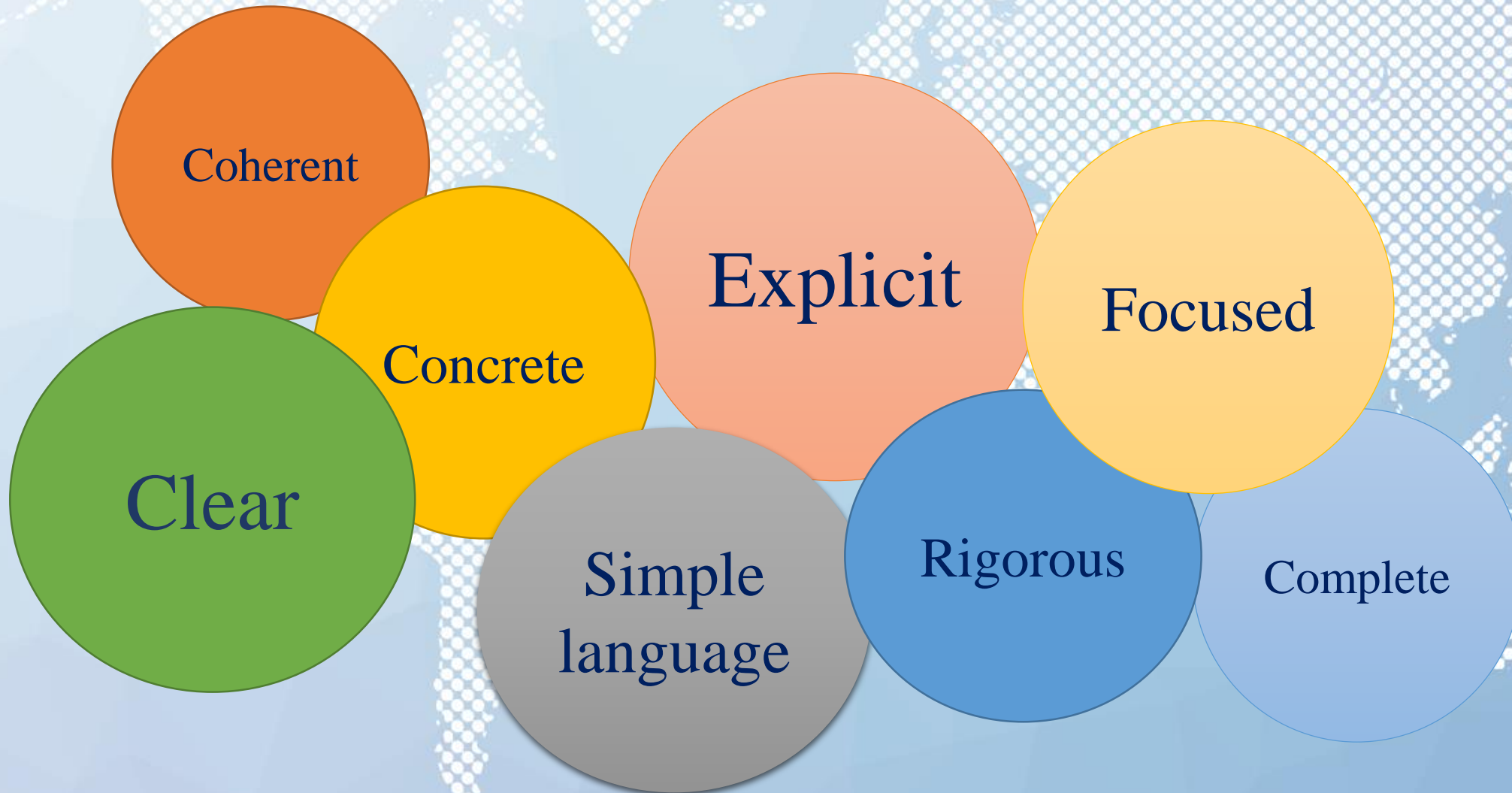| Exploitation	Dissemination	Impact	Open Access	Sustainabiliy
How will the outcomes be used?	Plan, activities, timing, tools and channels Communication vs dissemination	Target groups, measures, goals and indicators	Materials, documents and media	How will the project results be sustained?

Lessons learnt
Frequent weaknesses in proposals

- Weak **needs analysis** (e.g. not carried out among the main target group or the third countries not associated to the programme that are involved in the consortium)

- Unclear **logical link between objectives, WPs, deliverables and resources**

- **Methodology** lacks clarity & detail

- **Innovation** for innovation's sake, limited reflection on what kind if innovation would benefit higher education in local contexts (those of the third countries not associated to the programme involved in the proposal)

- Insufficient expertise to tackle **overly ambitious goals**

- Unbalanced **resource allocation** among activities & partners

- **Communication & dissemination** generic and not suitably addressed in relation to the target audience(s)

- **Impact & sustainability** not substantiated enough, in particular the users of the project results & the social/societal benefits not clearly identified

Finally

- Start in time and structure the writing process
- Recognise the connections between your proposal and funding policies
- Involve your hierarchy and your administration from start
- Involve all your partners from the beginning, including their hierarchies
- Create a logical link between objectives, WPs, deliverables and resources
- Underline the social/societal benefits
- Identify the users of your results
- Identify the impact that you want to obtain

Useful links

- Erasmus+ Call and Programme Guide: https://erasmus-plus.ec.europa.eu/erasmus-programme-guide

- Funding & tender opportunities portal (FTOP): https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/programmes/erasmus2027

- Erasmus+ project results platform: https://erasmus-plus.ec.europa.eu/projects

- Online Manual: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/om_en.pdf

- Lump sum proposal submission, evaluation and grant management: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/how-to-manage-your-lump-sum-grants_en.pdf

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THANK YOU FOR YOUR ATTENTION!

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