

November 2017

# Newsletter

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**Special  
Issue**

## Editorial

Dear Readers

The Ideal-ist consortium welcomes you to this special ICT Proposers' Day edition of the project newsletter.

Learn how to get the most out of this event. Explore different Ideal-ist activities from Face2Face brokerage to various workshops. Come and see us at the Ideal-ist booth.

See you all in Budapest!

Yours,  
The Idealist2018 team

ICT  
PROPOSERS' DAY

## How to get the most out of ICT Proposers' Day

Information Days and Proposers' Days are often big affairs. So it is best if you are prepared to get the most out of them. Generally there are sessions where a Commission project officer explains a topic. At times this explanation is little more than a repeat of what is in the work programme, at other times it is a wealth of information.

Whatever the case, their answers to questions from the audience can be insightful and worth the time it takes to attend. Often you will be able to quickly present either your project idea or your expertise to the audience.

There also might be brokerage events where you can meet potential partners, exhibitions where you can see funded projects and there are always social events such as lunches.

### 1. I have a plan

What is it you want out of the event? This you should have firmly in your mind.

You can choose one or all of the suggestions below:

- Networking
- Marketing your expertise
- Looking for consortium members
- Finding out what competitors are doing
- Getting more information about a topic
- Meeting Commission staff/project officers

All require that you develop a plan so that you do not walk away empty handed.

### 2. Do things in advance

In order to alleviate stress it is always a good idea to prepare in advance. Prepare for attendance like you are preparing for whatever makes you nervous, an exam, meeting, proposal, request for a raise.

### 3. Have something to say

- Decide (early) what you want your value proposition to be. If you are looking for partners then you should have a clear idea of the kind(s) of partner(s) you want and what you want them to do. You will need a brief description of your project idea
- If you want to market your expertise then you should have a clear idea of precisely what that expertise is, not "we can solve any problem" but we are experts in "neuromorphic engineering" or "low-power widgets" or "the psychology of nerds".
- Don't forget to mention infrastructure such as available laboratories, test beds, living labs etc.
- Industry is always popular as a supplier of needs and stakeholder. If you do have a need, state it ("we need support in solving a problem we have with machine learning and are looking at xx topic").

### 4. Have an elevator pitch

- When you have decided what you want to say, cook it down to sixty seconds and practice. In the speed dating events like brokerage events or in poster sessions you

won't have much time and the most valuable potential partners want you to get quickly to the point.

- The pitch should cover only the basics: who-what-where-when-and-why, and not in detail. Who you are, what you want to do, where the topic can be found, when is the call, and why you want to do it or Who you are, what you are good at, where it might be applied, when you are available and why you are interested.
- Practice, practice, practice until it becomes second nature, while remaining sincere. You can fill in the details later (but not too many, you don't want to bore them).
- Bring a few bullet point notes so you don't forget the important points when you are under pressure.

### 5. Have something to hand out

- It does not hurt to have something you can give to people, along with following up electronically. This can be a brief description of your proposal idea or expertise or need, along with your name and contact details.
- Materials you bring with you should be written specifically for your audience such as how your skills fit the call(s). Do not come with just generic marketing material.

### 6. Do your homework. Also known as due diligence

- Find the topics where you have expertise to help solve the challenge or you have an idea for a project.
- If there is a session on the topic, check those that have signed up to do presentations. See if they have been involved in any H2020 projects. If so they are probably more likely to be good consortium partners. Make an appointment to meet them in advance.
- Look to see if something similar has been called before and if so, find the projects that were funded. Finding these projects means you can see the progression of the topic over time. This will give you insights as to what is being asked in the current topic description. It can also help you formulate questions to ask the project officer. [For projects and partners](#)
- Once you find a project's web site you can see who is involved. Check with the Information Day or Proposers' Day participants' list and see if anyone involved with the project is there, then send them a message and suggest you meet up for coffee/lunch.
- Reviewing the participant list is always worthwhile, particularly if you have a specific organisation in mind that you would like to work with. Remember you can often book "speed dating meetings" with them at the event.
- At the ICT Proposers' Day in Budapest you can introduce yourself as a [possible partner](#), [exchange project ideas](#) and [upload a presentation](#).

### 7. Follow up

- When you make a good contact, make certain you follow up even if it is to say "nice meeting you, I hope







we can work together in the future".

- If you are really interested then follow up immediately!
- If you are marketing your expertise then it is even more important to restate what you can do and why you are the best possible solution.

#### The FINAL but important note:

Don't be afraid to deviate from your plan. It sometimes happens that sessions that seemed to promise a lot turn out to be irrelevant, tedious or just not what you had expected (sometimes Commission people don't do their homework). In such cases: go to another session, or go "network" somewhere else.

Networking is about building relations, and it can take some time before you benefit from these connections to form winning proposals.

## Focus on ICT Proposers' Day 2017

### Ideal-ist @ ICT Proposers' Day 2017: schedule

ICT Proposers Day 2017 will be held on 9-10 November 2017 in Budapest, Hungary.

The event will focus on networking for Horizon 2020 Work Programme 2018-20, including ICT calls across all three pillars of Horizon 2020.

The event will offer an exceptional occasion to build quality partnerships as it will connect academia, research institutes, industrial stakeholders, SMEs and government actors from all over Europe. The event is free of charge but registration is required.

In total, more than 3,000 researchers, innovators, entrepreneurs, industry representatives, young people and policy makers are expected to attend.

Ideal-ist, the network of National Contact Points for ICT research and innovation is organising a series of events at the ICT Proposers day:

9 NOV - 14:00-15:30

Workshop:  
Contractual Public Private Partnerships -  
a Vision for the Future

9 NOV - 16:00-17:30

Workshop:  
Innovation & Impact

10 NOV - 14:00-15:30

Workshop:  
Cascading Grants in Horizon 2020

9-10 NOV - All day

Face2Face Brokerage Event

9-10 NOV - All day

Ideal-ist Booth

### For more info on ICT Proposers Day 2017 please visit:

Main event site: <https://ec.europa.eu/digital-single-market/en/events/ict-proposers-day-2017>

Ideal-ist at ICT Proposers Day: <http://www.ideal-ist.eu/event/ict-proposers-day-2017>

Face2Face brokerage event: <https://www.b2match.eu/ictproposersday2017>

## Ideal-ist Face2Face Brokerage Event @ ICT Proposers' Day

When: 9-10 November 2017

Ideal-ist invites the ICT community to engage in pre-arranged meetings at its Face2Face Brokerage event organised to facilitate the formation of consortia for upcoming Horizon 2020 calls and beyond. Ideal-ist is organising this event in cooperation with EEN (European Enterprise Network) within the ICT Proposers' Day event.

This networking event will target a wide range of actors in the ICT sector from academia and industry from Europe and other countries interested in sharing new project ideas and finding collaboration partners for projects under ICT oriented calls across Horizon 2020 and beyond.

At our previous events, over 1000 participants from 50 different countries, representing universities, research institutes, SMEs and large companies all across Europe and beyond, joined the brokerage event co-organised by Ideal-ist and EEN, and held over 4000 meetings.

Come and be part of our 2017 brokerage event! Take advantage of this unique opportunity to connect with potential partners from all over the world!

For more information please visit:

Main event site, registration: <https://ec.europa.eu/digital-single-market/en/events/ict-proposers-day-2017>

Face2Face brokerage event: <https://www.b2match.eu/ictproposersday2017>

## Ideal-ist Exhibition

When: 9-10 November 2017

As the network of National Contact Points for ICT in Horizon 2020, Ideal-ist, supports organisations interested in EU research and innovation in over 65 countries. The exhibition stand at the ICT Proposers' Day will be a meeting and information point for anyone interested in learning more about ICT in Horizon 2020 and Ideal-ist activities and services. Visitors can hold Face2Face meetings with Ideal-ist representatives, pick up Ideal-ist promotional materials, and try on-line demonstrations of tools and services, including the toolbox for proposers, new pre-proposal check tool and our partner search system.

### Booth: cooperation with other NCP Networks

This year we are sharing our booth with other NCP networks that we cooperate with. Detailed schedule below:



Meeting with C-Energy 9th Nov. 14.50 - 17.30



Meeting with HNN 10th Nov. 9.30 - 12.30



Meeting with Net4Society 10th Nov. 12.30 - 15.30



Meeting with RICH 9th Nov. 12.40 - 14.50



Meeting with SEREN 3 9th Nov. 9.30 - 12.20

### Ideal-ist Workshop: Contractual Public Private Partnerships - a Vision for the Future

When: 9 November 2017, 14:00-15:30

Contractual Public Private Partnerships (cPPPs) are cornerstones for Europe's aim of maintaining and developing leading technologies. The cPPPs roadmaps encourage innovation in Europe and strongly influence European research funding.

Participants in the workshop will gain insight into cPPP new priorities for the upcoming ICT LEIT work programme. Representatives from 5G, Cybersecurity, Photonics, HPC, Robotics, Big Data and Factories of the Future will participate in the workshop panel. To tackle future perspectives, there will also be a discussion on what role technology development could play in the next Framework Programme. The EC perspective will be a part of the discussion.

Workshop attendees are invited to contribute to the session by asking questions.

The workshop will provide additional information to the individual conference sessions.

Target group: policy makers, NCPs, proposers who are active in the related thematic fields and who are interested in the future role of key technologies.

Agenda: tbd

Registration: not required

## Ideal-ist Workshop: Innovation & Impact – Time to Deliver. Lessons learned from Horizon 2020 implementation

When: 9 November 2017, 16:00-17:30

Horizon 2020 has challenged European academic and industrial communities to a change of mindset: putting innovation & impact in focus. This Ideal-ist workshop will follow-up on the discussions launched at the highly successful Ideal-ist workshop in the early years of H2020. It will bring together a diverse set of experts - the European Commission, expert evaluators, and successful coordinators - for an exchange of experience on how to tackle innovation and impact in a proposal, and how to deliver the promises in the project. While the two areas of innovation and impact have challenged proposers in the first calls of Horizon 2020, the first funded projects are



now reaching the phase to deliver. The panel discussion will address how to set targets, what approaches have worked, and what difficulties have been encountered along this journey.

The results of this interactive discussion will help:

- Potential proposers to understand how innovation and impact are being evaluated
- Project participants heading towards exploitation activities
- National Contact Points in giving advice to proposers
- Agenda
- Welcome and introduction
- Evaluation criteria: with special emphasis on innovation and impact – how has our understanding evolved
- Innovation & impact: how to tackle it in a proposal
- Case studies: how to deliver impact
- Panel discussion

Registration: not required.

## Ideal-ist Workshop: Cascading Grants in Horizon 2020

When: 10 November 2017, 14:00-15:30

Financial Support to Third Parties (FSTP) – also known as Cascading Grants – can be found in topics including: platforms and pilots; digital innovation hubs; FET flagships; I4MS, SAE, IoT-EPI, FIRE, and more. Complex terms, a multitude of initiatives, yet so many opportunities!

But what do these mean in practice? In simplified terms, they describe an opportunity offered in many Horizon 2020 topics for consortia that want to reach out and involve new actors in their research and innovation process: the consortia launch open calls for third parties; third parties apply, receive funding and other forms of support, and engage with a European network. This process contributes to knowledge transfer and exploitation, take-up of technologies, and building and scaling ecosystems in these areas. This process engages competence centres and SMEs, builds academia - industry collaborations, and brings user requirements to the fore.

Cascading grants are increasingly used to achieve these objectives in ICT topics in H2020, and beyond. Ideal-ist invites you to exchange good practices on FTSP activities and how to maximise the benefits such measures offer. This workshop will bring together:

- Practitioners of cascading grants to discuss the opportunities and challenges they have faced in implementing such measures.
- Actors who have applied and benefited from open calls of these initiatives, beyond the financial support itself.
- Those interested in forming consortia for upcoming FSTP calls in Horizon 2020 Work Programme 2018-2020.

- Actors looking for help to navigate this complex landscape of funding opportunities.

The session will also raise awareness of upcoming FSTP calls in Horizon 2020 Work Programmes 2018-2020, as well as opportunities to apply to ongoing FSTP project calls.

### Agenda

- Understanding Financial Support to Third Parties, European Commission
- Case study: Cascading Grants in Action, Coordinator of a Cascading Grant Consortium
- Case study: Reaching New Horizons through I4MS-SME owner
- Panel discussion

### Further information on FSTP

- [Open Competitive calls and calls for third parties on the Participant Portal](#)
- [Work Programme Annex Describing FSTP](#) (to be updated to new Work Programme Annex, when available)

Registration: not required.



For further information about activities, such as the Face2Face brokerage event organised at ICT Proposers' Day 2017 by Ideal-ist, return to this page:

<http://www.ideal-ist.eu/event/ict-proposers-day-2017>  
The website for ICT Proposers' Day 2017 is: <https://ec.europa.eu/digital-single-market/en/events/ict-proposers-day-2017>

Please follow [@ICTproposersEU](#) and join the discussion using [#ICTpropday](#) on Twitter.

Date:

Thu, 09/11/2017 (All day) - Fri, 10/11/2017 (All day)

Location

HUNGEXPO Budapest Fair Center. Albertirsai út 10  
Budapest 1101

Hungary

External Link:

<https://ec.europa.eu/digital-single-market/en/events/ict-proposers-day-2017>



## ICT calls in 2018-2020 WP of H2020 FP

CODE	TOPIC/NAME	TYPE OF ACTION	BUDGET [ME]	SUGGESTED PROJECT BUDGET [ME]	OPENING DATE	DEADLINE
Call - Information and Communication Technologies						
Technologies for Digitising European Industry						
ICT-01-2019	Computing technologies and engineering methods for cyber-physical systems of systems	a. RIA	38	3-5	16 Oct 2018	28 Mar 2019
		b. CSA	2	one project	16 Oct 2018	28 Mar 2019
ICT-02-2018	Flexible and Wearable Electronics	RIA	30	2-4	31 Oct 2017	17 Apr 2018
ICT-03-2018-2019	Photonics Manufacturing Pilot Lines for Photonic Components and Devices	IA	30	8-15	31 Oct 2017	17 Apr 2018
			30		16 Oct 2018	28 Mar 2019
ICT-04-2018	Photonics based manufacturing, access to photonics, datacom photonics and connected lighting	a. IA	25	3-6	31 Oct 2017	17 Apr 2018
		b. RIA	30	3-6	31 Oct 2017	17 Apr 2018
ICT-05-2019	Application driven Photonics components	IA	30	3-6	16 Oct 2018	28 Mar 2019
		RIA	45	3-6	16 Oct 2018	28 Mar 2019
		CSA	1,5	1-1,5	16 Oct 2018	28 Mar 2019
ICT-06-2019	Unconventional Nanoelectronics	RIA	30	2-4	16 Oct 2018	28 Mar 2019
ICT-07-2018	Electronic Smart Systems (ESS)	RIA	39	2-4	31 Oct 2017	17 Apr 2018
		IA	8	up to 8	31 Oct 2017	17 Apr 2018
		CSA	1	up to 1	31 Oct 2017	17 Apr 2018
ICT-08-2019	Security and resilience for collaborative manufacturing environments	RIA	11	4-6	16 Oct 2018	28 Mar 2019
ICT-09-2019-2020	Robotics in Application Areas	a. RIA	20	3-5	16 Oct 2018	28 Mar 2019
		b. IA	28	7-9	16 Oct 2018	28 Mar 2019
		c. CSA	2		16 Oct 2018	28 Mar 2019
ICT-10-2019-2020	Robotics Core Technology	RIA	42	5-10	16 Oct 2018	28 Mar 2019
European Data Infrastructure: HPC, Big Data and Cloud technologies						
ICT-11-2018-2019	HPC and Big Data enabled Large-scale Test-beds and Applications	a. IA	50	12-13	31 Oct 2017	17 Apr 2018
		b. IA	40	15-18	26 Jul 2018	14 Nov 2018
ICT-12-2018-2020	Big Data technologies and extreme-scale analytics	a. RIA	30	3-6	31 Oct 2017	17 Apr 2018
		b. CSA	1	one project	31 Oct 2017	17 Apr 2018
ICT-13-2018-2019	Supporting the emergence of data markets and the data economy	a. IA	48	4-6	16 Oct 2018	28 Mar 2019
		b. RIA	10		31 Oct 2017	17 Apr 2018
		c. CSA	3	one project	31 Oct 2017	17 Apr 2018
ICT-14-2019	Co-designing Extreme Scale Demonstrators (EsD)	RIA	80	20-40	26 Jul 2018	14 Nov 2018
ICT-15-2019-2020	Cloud Computing	a. RIA	28,5	3-5	16 Oct 2018	28 Mar 2019
		b. CSA	1,5		16 Oct 2018	28 Mar 2019
ICT-16-2018	Software Technologies	a. RIA	10	3-5	31 Oct 2017	17 Apr 2018
		b. IA	9	3-5	31 Oct 2017	17 Apr 2018
		c. CSA	1	0,4-0,6	31 Oct 2017	17 Apr 2018

5G						
ICT-17-2018	5G End to End Facility	RIA	60	15-20	31 Oct 2017	31 Jan 2018
ICT-18-2018	5G for cooperative, connected and automated mobility (CCAM)	IA	50	12,5-25	31 Oct 2017	17 Apr 2018
ICT-19-2019	Advanced 5G validation trials across multiple vertical industries	a. RIA	90	10-15	26 Jul 2018	14 Nov 2018
		b. CSA	2	up to 2	26 Jul 2018	14 Nov 2018
ICT-20-2019-2020	5G Long Term Evolution	RIA	44	4-6	16 Oct 2018	28 Mar 2019
ICT-21-2018	EU-US Collaboration for advanced wireless platforms	CSA	2	up to 2	31 Oct 2017	17 Apr 2018
ICT-22-2018	EU-China 5G Collaboration	RIA	6	up to 6	31 Oct 2017	31 Jan 2018
ICT-23-2019	EU-Taiwan 5G collaboration	RIA	4	up to 2	05 Sep 2018	15 Jan 2019

Next Generation Internet (NGI)						
ICT-24-2018-2019	Next Generation Internet - An Open Internet Initiative	a. RIA	21,5	7	31 Oct 2017	17 Apr 2018
			21,5		16 Oct 2018	28 Mar 2019
		b. CSA	7	2-3	31 Oct 2017	17 Apr 2018
ICT-25-2018-2020	Interactive Technologies	a. CSA	3	3	31 Oct 2017	17 Apr 2018
		b. RIA	20	2-4	26 Jul 2018	14 Nov 2018
ICT-26-2018-2020	Artificial Intelligence	RIA	20	up to 20	31 Oct 2017	17 Apr 2018
ICT-27-2018-2020	Internet of Things	CSA	1,5	1,5	31 Oct 2017	17 Apr 2018
ICT-28-2018	Future Hyper-connected Sociality	a. IA	10	up to 2,5	31 Oct 2017	17 Apr 2018
		b. IA		up to 5	31 Oct 2017	17 Apr 2018
		c. RIA	10	up to 5	31 Oct 2017	17 Apr 2018
		d. CSA	1	up to 1	31 Oct 2017	17 Apr 2018
ICT-29-2018	A multilingual Next Generation Internet	a. IA	7	7	31 Oct 2017	17 Apr 2018
		b. RIA	18	3	31 Oct 2017	17 Apr 2018
ICT-30-2019-2020	An empowering, inclusive Next Generation Internet	a. IA	7	7	16 Oct 2018	28 Mar 2019
		b. CSA	1	1	16 Oct 2018	28 Mar 2019
ICT-31-2018-2019	EU-US collaboration on NGI	a. CSA	2,5	1-1,5	31 Oct 2017	17 Apr 2018
		b. RIA	3,5	3,5	16 Oct 2018	28 Mar 2019

Cross-cutting activities						
ICT-32-2018	STARTS - The Arts stimulating innovation	a. RIA	8	up to 4	31 Oct 2017	17 Apr 2018
		b. CSA	1	up to 1	31 Oct 2017	17 Apr 2018
ICT-33-2019	Startup Europe for Growth and Innovation Radar	a. IA	10		16 Oct 2018	28 Mar 2019
		b. CSA	1,5		16 Oct 2018	28 Mar 2019
ICT-34-2018-2019	Pre-Commercial Procurement open	PCP	6	up to 6	31 Oct 2017	17 Apr 2018
			6		16 Oct 2018	28 Mar 2019
ICT-35-2018	Fintech: Support to experimentation frameworks and regulatory compliance	CSA	2,5		31 Oct 2017	17 Apr 2018



## Call - Digitising and transforming European industry and services: digital innovation hubs and platforms

### Support to Hubs

DT-ICT-01-2019	Smart Anything Everywhere	a. IA	48	up to 8	16 Oct 2018	02 Apr 2019
		b. CSA	1		16 Oct 2018	02 Apr 2019
DT-ICT-02-2018	Robotics - Digital Innovation Hubs (DIH)	a. IA	64	16	31 Oct 2017	17 Apr 2018
		b. CSA	2	2	31 Oct 2017	17 Apr 2018
DT-ICT-03-2020	I4MS (phase 4) - uptake of digital game changers and digital manufacturing platforms					
DT-ICT-04-2020	Photonics Innovation Hubs					
DT-ICT-05-2020	Big Data Innovation Hubs					
DT-ICT-06-2018	Coordination and Support Activities for Digital Innovation Hub network	CSA	1		31 Oct 2017	17 Apr 2018

### Platforms and Pilots

DT-ICT-07-2018-2019	Digital Manufacturing Platforms for Connected Smart Factories	a. IA	48	up to 16	31 Oct 2017	17 Apr 2018
			45		16 Oct 2018	02 Apr 2019
		b. CSA	2	up to 2	16 Oct 2018	02 Apr 2019
DT-ICT-08-2019	Agricultural digital integration platforms	IA	30	up to 15	26 Jul 2018	14 Nov 2018
DT-ICT-09-2020	Digital service platforms for rural economies					
DT-ICT-10-2018-19	Interoperable and smart homes and grids	IA	30	up to 30	26 Jul 2018	14 Nov 2018
DT-ICT-11-2019	Big data solutions for energy	IA	30	10	16 Oct 2018	02 Apr 2019
DT-ICT-12-2020	The smart hospital of the future					
DT-ICT-13-2019	Digital Platforms/Pilots Horizontal Activities	CSA	4	up to 1-2	26 Jul 2018	14 Nov 2018

### Call - Cybersecurity

SU-ICT-01-2018	Dynamic countering of cyber-attacks	IA	40	4-5	15 Mar 2018	28 Aug 2018
SU-ICT-02-2020	Building blocks for resilience in evolving ICT systems	RIA	47	4-5	25 Jul 2019	19 Nov 2019
SU-ICT-03-2020	Advanced cybersecurity and digital privacy technologies					
SU-ICT-04-2019	Quantum Key Distribution testbed	IA	15	up to 15	15 Mar 2018	28 Aug 2018

### Call - EU-Japan Joint Call

EUJ-01-2018	Advanced technologies (Security/Cloud/IoT/BigData) for a hyper-connected society in the context of Smart City	RIA	3	up to 1,5	31 Oct 2017	31 Jan 2018
EUJ-02-2018	5G and beyond	RIA	3	up to 1,5	31 Oct 2017	31 Jan 2018

### Call - EU-Korea Joint Call

EUK-01-2018	Cloud, IoT and AI technologies	RIA	2,2	2,2	31 Oct 2017	31 Jan 2018
EUK-02-2018	5G	RIA	4	up to 2	31 Oct 2017	31 Jan 2018

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Visit our website: <http://www.ideal-ist.eu> and please follow us on our social media channels:



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[https://www.youtube.com/channel/UCw\\_3QmWIYPvHCB3Zyg98xgc](https://www.youtube.com/channel/UCw_3QmWIYPvHCB3Zyg98xgc)



<https://www.facebook.com/Idealist.ict>