



Connecting Europe Facility 2021-2027

CEF Transport MAP Call 2022 – Towards a good proposal

Virtual Info Day Finland

Marija Janeva

Project Management Coordinator – CEF Transport, maritime sector

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CEF 2 Transport calls – Results in 2022

Envelope	Proposals submitted	Selected proposals	Indicative budget (EUR)	Requested funding (EUR)	Selected funding (EUR)
Cohesion	82	32	2.675.000.000	5.759.248.666	2.928.037.993
General	317	103	2.470.000.000	8.258.334.371	2.481.936.137
Military Mobility	26	22	330.000.000	417.098.745	339.095.549
AFIF #1-2	50	39	630.000.000*	520.261.883	379.030.869
Total	475	196	6.105.000.000	14.954.943.665	6.128.100.548

- Fierce competition among excellent proposals
- Passing mark does not secure the grant

*Total budget 1.575.000.000 divided in 5 cut-off dates between 2021-2023 for Cohesion and General envelopes.

Admissibility check

➤ Admissible proposal:

- ✓ Is electronically submitted on time
- ✓ Contains the forms provided inside the Submission System
- ✓ Is complete:
 - **Application Form Part A** — contains **administrative information** about the participants and the summarised **budget** for the project (to be filled in directly online)
 - **Application Form Part B** — contains the **technical description of the project**
- ✓ **Mandatory Annexes:** agreement by the Member State(s), **Detailed budget table** per Work Package, **Timetable/Gantt chart**, **Environmental compliance file** - for all applications except ERTMS and RFN, **Activity reports of last year** and **List of previous projects** (key projects for the last 4 years) – no operational capacity check for public bodies, Member State organisations, international organisations, and beneficiaries of grants under CEF 1 and 2, **Full cost-benefit analysis (CBA) report** and **CBA cash flow template** - only for works or mixed projects with a budget (eligible costs) > EUR 10 million, **Simplified CBA calculator** – only for works or mixed projects with a budget (eligible costs) < EUR 10 million

Admissibility check Call 2021 – lessons learnt

➤ Incomplete application forms:

- No grant amount requested in part A of the AF, **wrong budget** uploaded not corresponding to requested amount in SEP
- **MS Agreement** not signed; agreements from other concerned MS (benefiting from the project) missing
- Missing and/or incomplete **Environmental Compliance File**: e.g. not duly signed, dated and stamped declarations by the competent authority for NATURA 2000 and Water Framework Directive
- **CBA report** referring to another proposal, CBA report is an empty document, missing **Cash Flow template** or **Simplified CBA Calculator**
- Missing **activity report of last year** (private bodies)
- Incorrect **Gantt chart** referring to a different project

Eligibility check

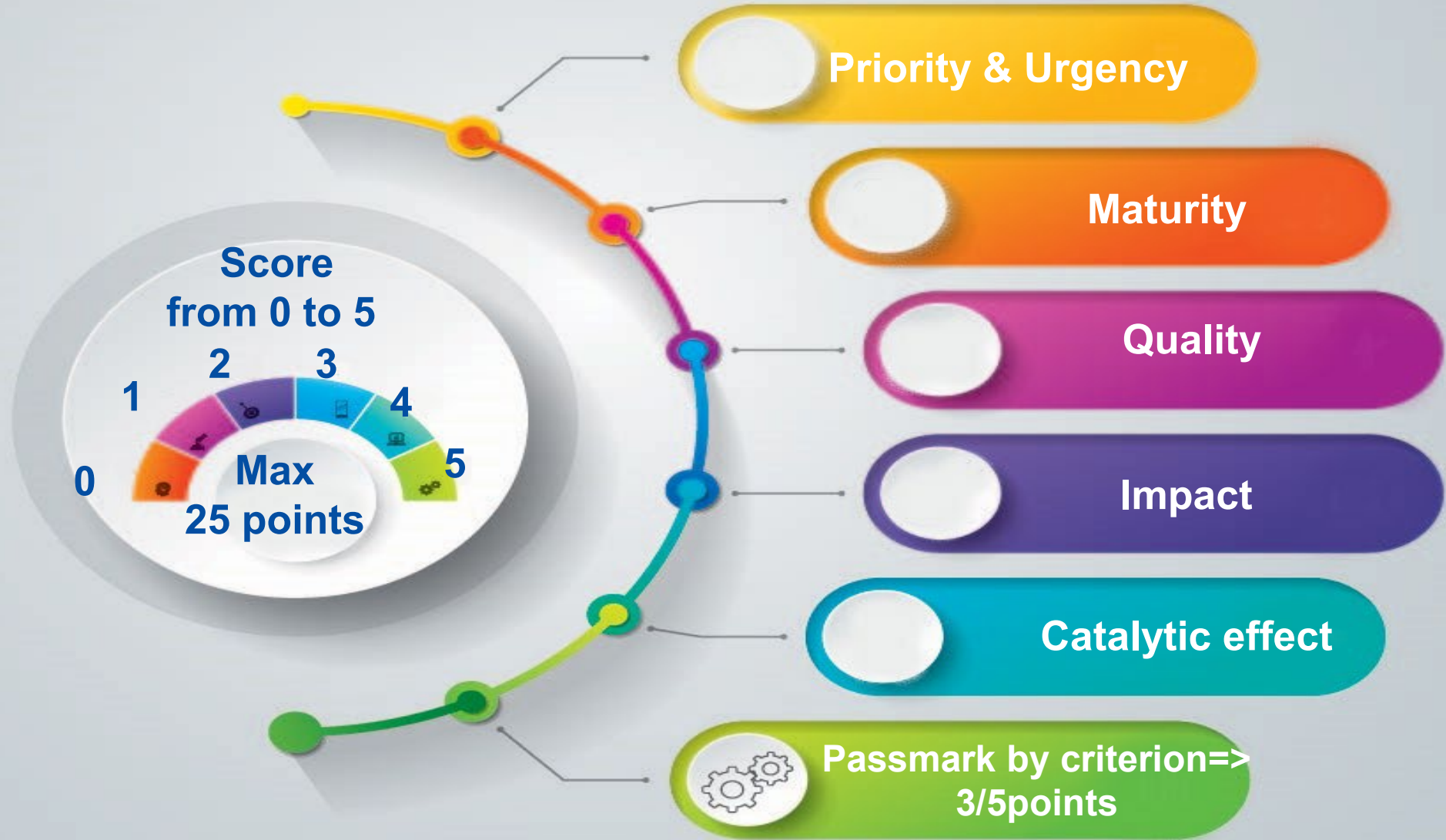
➤ Eligible proposal

- ✓ Submitted by **applicants** who are legal entities (public or private bodies) established in the EU Member States (for the General calls) and established in one of the Member States eligible for funding from the Cohesion Fund (for the Cohesion calls)
- ✓ The proposed **activities** are within the technical scope of the relevant topic
- ✓ The **geographic location** of the project is on the TEN-T network (core and/or comprehensive)
- ✓ The **duration of the project** for works or mixed projects should be 4-5 years maximum, and for studies projects it should be 2-3 years maximum
 - ✓ The earliest starting date may be the proposal submission
 - ✓ The end date cannot be later than 31/12/2027
- ✓ Any **budget** requested is admitted – but recommended to be min EUR 1 million of EU contribution requested

Eligibility check Call 2021 – lessons learnt

- Proposal submitted by an applicant from a non-eligible country
- Location of the proposal - **not on the TEN-T network**
- **Project's start date** in parts A and B of AF - in different times
- **Project duration** wrongly calculated
- Project **proposal 'out of scope'** under the topic submitted
- **Project proposal** and the Global Project - **insufficiently clear**

Evaluation - Award criteria



Award criteria – Priority and urgency

- **Correspondence with overall EU objectives** (Green Deal) and **sectoral objectives** – TEN-T network, including cross-border link as listed in part III of Annex to CEF Regulation, contribution to the corridor work plans, network effect, etc.
- **Relevance**: how does the proposal addresses the WP/Call/Topic objectives
- **EU added-value**: demonstrated EU interest and benefits vs national/regional/local level
- **Synergies** with other EU programmes, other CEF sectors (Energy and Digital), and synergetic elements (for Works topics only)

Award criteria - Maturity

- **Readiness/ability of the project to start** by the proposed start date and to be **completed** by the proposed end date (technical maturity)
- **Status of the necessary contracting procedures and permits** (procedural maturity)
- **Financial availability needed to complement the CEF investment** (financial maturity)
- **Correspondence** between the **technical planning and financial profile**
- **Works/mixed proposals: demonstrating key steps of the environmental impact assessment by the date of application:** an EIA report prepared by the project promoter and consultations carried out under the EIA Directive, to be followed by the development consent procedure that may be completed after the submission of the CEF application

Award criteria - Quality

- **Operational capacity check:** Assessing the competence and experience of the applicants and their project teams
- The **implementation plan proposed**, from technical (WP well structured) and financial (cost effective) point of view
- **Organisational structure** (project management) put in place (or foreseen) for the implementation
- **Risk analysis/management, the control and quality procedures**
- **Communication** strategy to provide visibility to **CEF funding**
- **Sustainability** and **maintenance** strategy for the completed project, if applicable for works

Award criteria - Impact

- **Socio-economic impact of the project** – based on the CBA analysis when applicable
- **Environmental and climate impact** of the project - climate change targets, impact on air pollutants, and (possible) greenhouse gas emission reductions
- **Climate resilience** (for Works topics)
measures of climate proofing set for mitigation and adaptation of the proposed infrastructure (as specified the Technical guidance on the climate proofing of infrastructure)
As indicated in the WP, climate proofing is recommended (not yet required) for projects with already key steps of the EIA completed
- Other impacts on **congestion, modal split, safety and security, service quality, and noise emissions**
- **Decision-making tool**, input for policy making or development of best practices (for Studies topics)
- Effects on the **interoperability** of the transport systems/modes and territorial **accessibility** in the TEN-T network (i.e. the cross-border dimension), **innovation** and **digitalisation, competition, regional and local development and land use, and outermost regions**

Award criteria – Catalytic effect

- Effect of the **CEF funding on the realisation of the project**
- **Overcoming a financial gap** generated by insufficient financial viability, high upfront costs and/or the lack of market finance
- **Financial leverage**: Increasing the capacity to mobilise differentiated sources i.e. public and private investments & accelerating the overall investment plan
- Improving the **quality of the project**
- Effects on the **stakeholder commitment/acceptance of the project**

Shortcomings of proposals – Call 2021

➤ Priority and urgency

- Proposed investments **not (fully) addressing the objectives** of the topic, ineligible elements
- Proposal submitted under **wrong topic** – ineligible
- **EU added value**, the need for and the **impact** of project **insufficiently** / vaguely **demonstrated**
- **Synergies with other projects / sectors** and / or network effect mentioned but **not elaborated**

➤ Maturity

- Missing / limited information on the status of permits / authorisations / completion of plans, etc.
- Doubtful financial readiness: which financial sources have been secured, status of loans?
- Incomplete environmental files, missing signatures from competent authorities

Shortcomings of proposals – Call 2021

➤ Quality

- **Unclear / insufficient** description of **work packages** (WP)
- Insufficient tasks / milestones / deliverables for complex projects
- **Inconsistent information** with regard to scope of the WPs, deliverables and/or milestones, timing
- Inconsistent budget tables, not detailed / **not justified budget** breakdown per task
- Limited information on identified risks and incomplete mitigations measures
- Communication tasks described too vaguely

➤ Impact

- **CBA: unclear scope**, insufficient explanations about the assumptions/parameters

14 ➤ **Catalytic effect:** unclear financial leverage of EU funding

Towards a good proposal



A call for proposal is a process allowing the EU to select the best solution in view of a certain outcome

To be successful applicants shall:

- 1) ***The request:*** understand what the EU wants to achieve
- 2) ***The solution:*** present a technical offer in the clearest possible way
- 3) ***The way of doing:*** pay attention to the structure as much as to the substance of the proposal
- 4) ***The timing:*** be an efficient planner

Towards a good proposal – the request



What are the specific priorities and objectives of the Call / topic?

- ✓ Read through carefully the work programme, call text, admissibility and eligibility criteria, award criteria, **FAQs**, etc.
- ✓ Which topic does the proposal fit the best:
 - **Identify the topic** to which your proposal is most relevant
 - Justify why **YOUR** proposal should ultimately be selected for funding
 - Demonstrated how the project results will fit within the CEF Transport objectives
- ✓ Choose partners, coordinating applicant, if applicable
- ✓ Contact Member State early to seek their agreement (and advice)

Towards a good proposal – the solution



IT tool and application forms

✓ **Submission tool:** eGrants system, Funding & Tender Portal

- Set the access to a personalised space for each user in the Funding & Tenders Portal based on:
 - A unique **EU Login account** for each user, a unique identifier for persons, linked to their professional **email address**
 - Each EU Login account is linked to one (or more) **PIC** number(s) = **unique identifier for organisations**
 - Each EU Login account is linked to all the roles that the user has in projects and/or organisations

✓ Prepare the application in the **requested templates**

- Complete the administrative information in the application Part A
- **Review ALL** documents applicable for your topic

Towards a good proposal – the solution



Part B

- ✓ Provide clear **project description**

- ✓ Address well the **award criteria**:
 - **Priority and urgency**: present the **bottleneck**, the **need** for the proposed investments and how these **address the requirements of the topic**. **Motivate** your replies, **support** your statements with qualitative / quantitative data, where applicable.

 - **Maturity**: Is the proposal technically and financially ready to start?
 - Are there missing necessary information / authorisations?
 - Applications including works and for which an EIA is mandatory
 - Consider applying in future calls if your proposal is not mature enough

 - **Impact**: prove that CEF Transport funding will make a difference

 - **Quality**: explain and justify the **level of resources**, describe the management of the project

 - **Catalytic effect**: evaluate and justify the financial gap, how the EU grant will facilitate/accelerate the project

Towards a good proposal – the solution



Part B, Work plan, work packages and timing

- ✓ **Clear** presentation of the work plan
- ✓ **Concise scope** of work packages and tasks
- ✓ **Deliverables** and **milestones**: concrete outcomes and logical checkpoints during the implementation of the project > **meaningful and sufficient** to present the project results and follow the implementation
- ✓ **Respect the duration of project** defined in the call
- ✓ Respect the **page restriction** of 120 pages (exceeding pages are cut)



Towards a good proposal – the solution

Budget

- ✓ Plan the budget carefully
- ✓ Include only eligible costs: check the eligibility period
- ✓ Ensure consistency between the Detailed Budget Table per work package (Excel) and the Budget Table per cost category (Part A)

DETAILED BUDGET TABLE PER WP									
PROJECT DATA									
Project numbers:	0								
Project acronym:	0								
BUDGET BREAKDOWN PER WORK PACKAGE AND PARTICIPANT									
<i>Reporting period can be added/deleted as needed</i>									
Work Package	Participant	Reporting period 1	Reporting period 2	Reporting period 3	Reporting period 4	Reporting period 5	Total costs	Funding rate (for work package)	EU contribution
WP name 1	Participant name1	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00
WP name 1	Participant name2	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00
WP name 2	Participant name1	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00
WP name 3	Participant name1	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00
WP name 4	Participant name1	0.00	0.00	0.00	0.00	0.00	0.00	0%	0.00
Total		0.00	0.00	0.00	0.00	0.00	0.00		0.00

Application forms																										
Proposal ID SEP-210784515																										
Acronym budget table																										
3 - Budget																										
If your proposal fulfils the criteria specified in the call documents, you can select below a different reimbursement rate (the standard rate is selected by default):																										
50% Funding Rate																										
No.	Name of beneficiary	Country	Role	Personnel costs - without volunteers /EUR	Subcontracting costs/EUR	Purchase costs - Travel and subsistence/ EUR	Purchase costs - Equipment/ EUR	Purchase costs - Other goods, works and services/ EUR	Financial support to third parties/ EUR	Studies/ EUR	Synergistic elements/ EUR	Works in outermost regions/ EUR	Land purchases/ EUR	Indirect costs/ EUR	Total eligible costs/ EUR	Ineligible costs/ EUR	Total estimated project costs and contributions/ EUR	Funding rate	Maximum EU contribution on to eligible costs/ EUR	Requested EU contribution on to eligible costs/ EUR	Max grant amount/ EUR	Income generated by the project/ EUR	In kind contributions/ EUR	Financial contributions/ EUR	Own resources/ EUR	Total estimated project income/ EUR
1	Charalampus Xenogiannis	BE	Coordinator											0.00	0.00	0	50	0.00		0.00						0.00
Total				0	0	0	0	0	0	0	0	0	0	0.00	0.00	0	0	50	0.00	0.00	0.00	0	0	0	0	0.00



Towards a good proposal – **the way of doing**

*Each proposal is evaluated on its **own merits and based only on the information provided** by the applicant. Think about the evaluators...look at your proposal from an external perspective!*

- ✓ Provide **only relevant information**, in a clear, factual and concise manner
- ✓ **Use simple, clear language**: well-structured responses which are addressing the question, substantiated and concise
- ✓ **Be coherent** in describing the objectives, work package, duration and budget
- ✓ **Be consistent** through your statements in different parts of the application

Towards a good proposal – the timing



Time matters...is my application ready to be submitted?

- ✓ **Start early**...completing an application is time consuming, especially for first time applicants and multi-applicant proposals
- ✓ **Prepare all required documents, contact** relevant entity(ies) on time
- ✓ **Regularly check and re-read** the proposal: is it complete, are all forms uploaded, is there a need for an update?
- ✓ Ask somebody to **review** the **proposal**
- ✓ **Do not wait** for the submission **until the last moment**

Thank you



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