

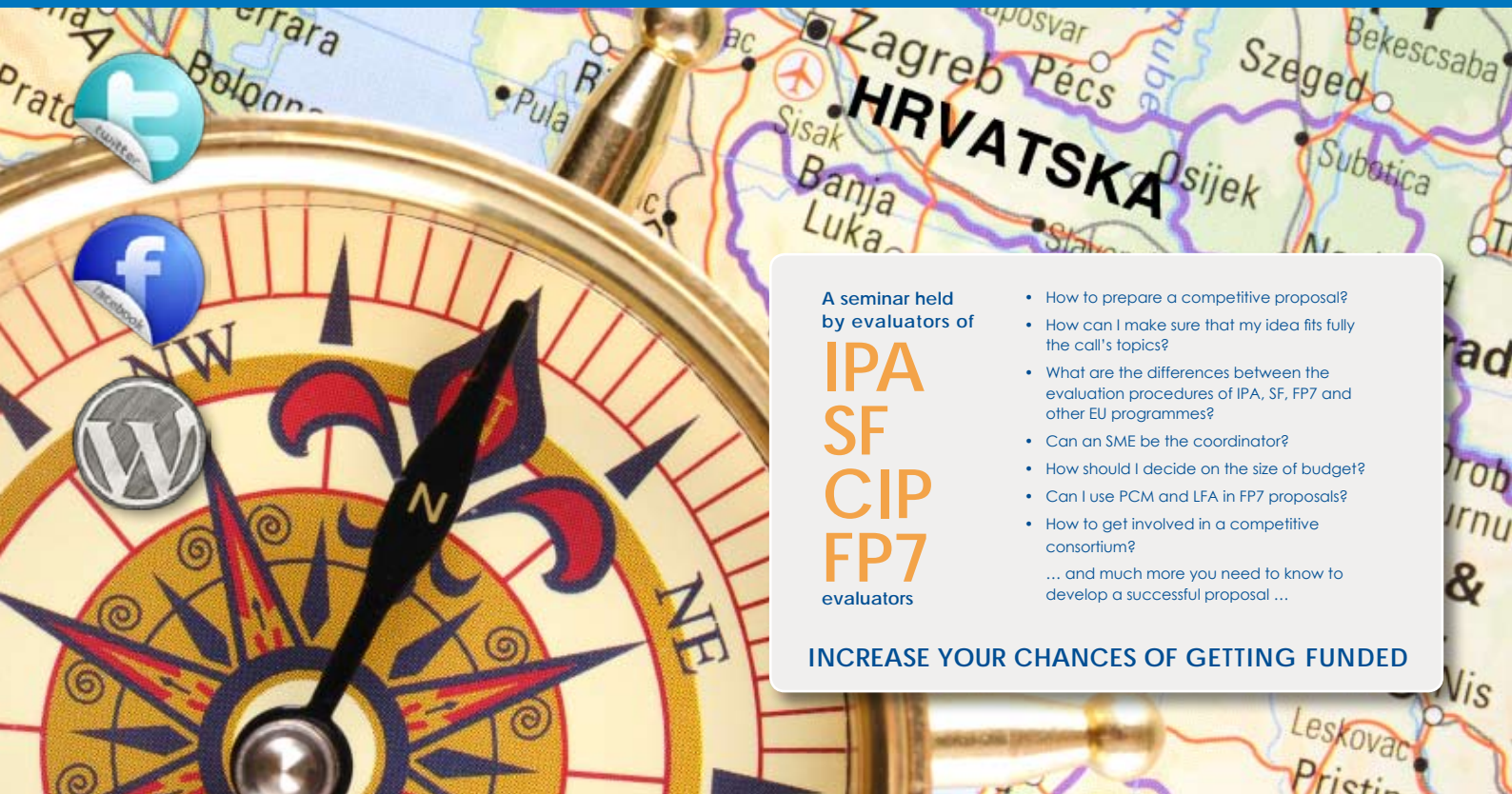


# EU FUNDING & PROGRAMMES FOR CROATIAN ORGANISATIONS



27-28 October 2011  
Zagreb, Croatia

## GET THE EVALUATORS' PERSPECTIVE!



A seminar held  
by evaluators of

**IPA**  
**SF**  
**CIP**  
**FP7**

evaluators

- How to prepare a competitive proposal?
- How can I make sure that my idea fits fully the call's topics?
- What are the differences between the evaluation procedures of IPA, SF, FP7 and other EU programmes?
- Can an SME be the coordinator?
- How should I decide on the size of budget?
- Can I use PCM and LFA in FP7 proposals?
- How to get involved in a competitive consortium?  
... and much more you need to know to develop a successful proposal ...

**INCREASE YOUR CHANCES OF GETTING FUNDED**

27-28 October 2011 Zagreb, Croatia

# Get the Evaluators' Perspective!

Europa Media in cooperation with two IPA experts, Branka Peuraca and Gordana Stojanovic and a Hungarian SF expert Dr. Balázs Termel launches a 2-day practical seminar specially designed for Croatian organisations in an aim to provide practical information empowering them to win EU projects. Experienced project managers who are also evaluators of the introduced programmes will provide the tools to develop a proposal successfully. Learn from real life experience how to get maximum amount of financing from the EC funds and where to focus your effort to optimise your chances in EU funding.

Get the answers you are looking for from those who have evaluated dozens of proposals, learn the way to success!

A seminar held by IPA, SF, CIP and FP7 evaluators – increase your chances of winning

## FIRST DAY – LECTURES

### I. Overview, introduction, comparison

- Overview of different EU funding schemes
- Comparison between IPA/SF and Community Programmes–logic and concept, methodologies to use when applying for fund

### II. IPA and SF

- Practical Guide on How to apply for IPA funds and programmes
- Cooperation and partnership with EU Member States
- Understand the evaluation procedure in IPA – your most efficient tool in project development
- Learn from the mistakes and experience of an evaluator and project manager of Structural Funds project
- All about the financing in IPA projects

### III. FP7 and CIP

- EU Funding opportunities
- Road to success in preparing competitive project proposals under FP7 and other Community Programmes
- The Evaluator's Perspective on FP7 and CIP proposals
- Financial aspects of the Seventh Framework Programme
- Quick Guide to Information Sources

## SECOND DAY - PRACTICAL WORKSHOPS

### I. IPA

Practice in small groups with the hands on assistance of the experts the development of log frame matrix for a specific project. Avoid the most common mistakes made by IPA projects applicants - interactive learning through a quiz with real-life case studies.

### II. FP7 and CIP

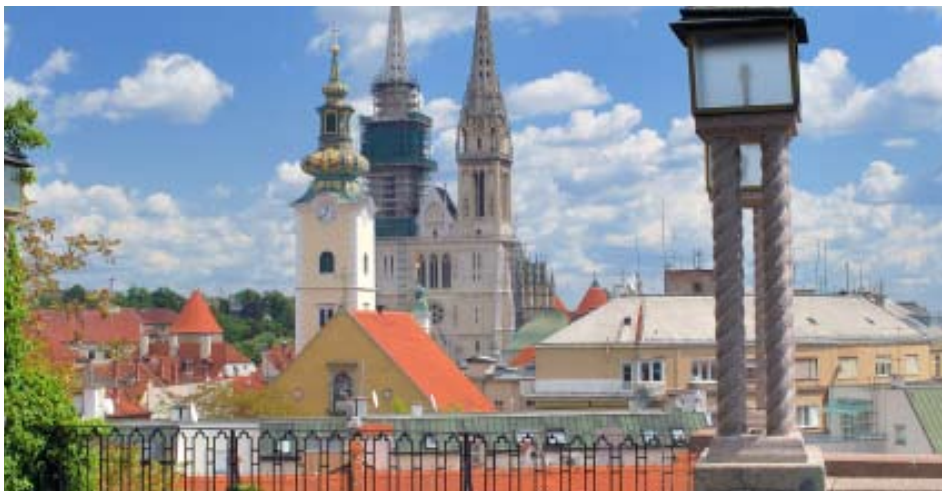
You will be divided in small groups where you will fill in a quiz and discuss pre-filled parts of a proposal. The workshop leader, an evaluator will explain how the given sections can be improved.

### III. Evaluation exercise

You will receive an IPA and an FP7 proposal (fully developed) and get a chance to practice the evaluation procedure.

## PROJECT REFERENCE LIST OF THE ORGANISERS

**EUINEC** (FP7) Budget: EUR 500 000 Role: Coordinator Website: [www.euinec.org](http://www.euinec.org) – **INDIAGATE** (FP7) Budget: EUR 500 000 Role: Scientific coordinator – **CEUBIOM** (FP7) Budget: EUR 1 340 827 Role: Coordinator Website: [www.ceubiom.org](http://www.ceubiom.org) – **GEOCOM** (FP7) Budget: EUR 11 541 696 Role: Coordinator – **IMPACTMIN** (FP7) Budget: EUR 3 313 473 Role: Coordinator – **SECURENV** (FP7) Budget: EUR 850 596 Role: Coordinator Website: [www.securenv.eu](http://www.securenv.eu) – **DIBANET** (FP7) Budget: EUR 4 853 158 Role: Partner Website: [www.dibanet.org](http://www.dibanet.org) – **EASIE** (FP7) Budget: EUR 2 948 396 Role: Partner Website: [www.easie.eu](http://www.easie.eu) – **RES BOAT** (FP6) Budget: EUR 288 733 Role: Coordinator Website: [www.resboat.org](http://www.resboat.org) – **SME ENVIRONMENT** (FP6) Budget: EUR 300 000 Role: Coordinator Website: [www.sme-environment.org](http://www.sme-environment.org) – **AQUASTRESS** (FP6) Budget: EUR 9 825 000 Role: Partner Website: [www.aquastress.net](http://www.aquastress.net) – **TRAINASA** (FP6) Budget: EUR 136 000 Role: Partner Website: [www.trainasa.org](http://www.trainasa.org) – **e-Consulting** (FP6-INCO) Budget: EUR 100 000 Role: Partner Website: [www.sme-consulting.net](http://www.sme-consulting.net) – **ECO-PCCM** (FP6-STREP) Budget: EUR 1 690 000 Role: Partner Website: [www.elchem.ihim.bg.ac.yu/ECO-PCCM/](http://elchem.ihim.bg.ac.yu/ECO-PCCM/) – **ASTECH** (FP6) Budget: EUR 1 324 520 Role: Partner – **Concerto AL Piano** (FP6) Budget: EUR 8 528 620 Role: Partner – **OMENTIN** (FP6) Budget: EUR 297 000 Role: Coordinator Website: [www.omentin.org](http://www.omentin.org) – **Iron Curtain** (FP5) Budget: EUR 3 377 180 Role: Partner Website: [www.ironcurtainproject.com](http://www.ironcurtainproject.com) – **Tisza River Project** (FP5) Budget: EUR 2 587 741 Role: Partner Website: [www.tiszariverproject.com](http://www.tiszariverproject.com) – **Energy Forest** (FP5-INCO) Budget: EUR 238 688 Role: Partner Website: [www.energyforest.com](http://www.energyforest.com) – **Geothermal Power** (IEE-Altener II) Budget: EUR 634 760 Role: Coordinator Website: [www.geothermalpower.net](http://www.geothermalpower.net) – **PELLET SATLAS** (IEE-Altener II) Budget: EUR 1 527 003 Role: Partner Website: [www.pelletsatlas.info](http://www.pelletsatlas.info) – **Repromo** (IEE-Altener II) Budget: EUR 611 077 Role: Partner Website: [www.repromo.org](http://www.repromo.org) – **ENERGY 4 COHESION** (IEE-Altener II) Budget: EUR 1 196 407 Role: Partner – **FLEAT** (IEE-SAVE II) Budget: EUR 1 322 215 Role: Partner Website: [www.eat-eu.org](http://www.eat-eu.org) – **Enefmun** (IEE-SAVE II) Budget: EUR 452 782 Role: Partner Website: [www.enefmun.net](http://www.enefmun.net) – **Balaton Project** (LIFE-III) Budget: EUR 1 492 000 Role: Partner Website: [www.balatonproject.hu](http://www.balatonproject.hu) – **IT-Recycling** (LIFE-III) Budget: EUR 1 517 758 Role: Partner Website: [www.itrecycling.hu](http://www.itrecycling.hu) – **Szigetkoz Project** (LIFE-III) Budget: EUR 2 168 000 Role: Partner Website: [www.szigetkoz.info](http://www.szigetkoz.info) – **PROUD** (LLP) Budget: EUR 346 470 Role: Partner Website: [www.proudcliffes.gr](http://www.proudcliffes.gr) – **EBUSINESS for IT SMEs** (LLP) Budget: EUR 498 000 Role: Partner Website: [www.ebusiness-project.eu](http://www.ebusiness-project.eu)



## LECTURERS

**Ms. Branka Peuraca**  
IPA Evaluator

Ms. Peuraca is a consultant at Meliora Ltd. She has 15 years experience in project design and management, including facilitation of workshops and design and conducting of training activities. She has been evaluating projects for more than 10 years. She is the co-author of two books on EU funds, project proposals development and PCM.

**Ms. Gordana Stojanovic**  
IPA Evaluator

Ms. Stojanovic is a project coordinator in Regional Development Agency Slavonia and Baranja Ltd. She is an external expert for Faculty of Economy Osijek related to PCM – methodology. She has extensive experience of IPA procedures related trainings – CBC; Regional Development, and Human Resources Development.

**Dr. Balázs Termel**  
Evaluator of SF

Dr. Termel is the co-founder and legal director of ICT Europa Tender House, a successful Hungarian consultancy company specialised in Hungarian national grant and tender applications. He has been developing and evaluating Structural Funds proposals (industrial and investment projects mainly) for several years. His main areas of interest are public procurement procedures and European Union law.

**Mr. Gábor Kitley**  
Evaluator of FP7

He is the CEO of Europa Media. He is the financial and technical coordinator of several FP6/FP7, LIFE-III and Leonardo da Vinci projects, and is also negotiating new projects under FP7. He has a broad understanding of EU financial issues and funding mechanisms, as well as experience with EC project audits. He has also been an evaluator for the FP7 Programme

**Ms. Gabriella Lovasz**  
Evaluator of CIP EIP and FP7

She is the Assistant Managing Director of Europa Media. Her experience includes project management of FP7, FP6, eContentplus, Lifelong Learning Programme, and Culture 2007 projects. She has also been an evaluator for the EEA and Norway Grant projects, the CIP EIP programme and the FP7 Programme.

## Apply now!

The seminar is limited to 40 persons only.

**WARNING!** This is not an info day!

Date: 27-28 October, 2011

Location: Zagreb, Croatia

Price: Full price: 490 EUR  
Early bird price: 390 EUR  
(before 26 August)

Rate includes the official training material (electronic + hard copy), plus coffee breaks and lunch at the venue.) Exact venue to be confirmed upon application.

For more information  
visit our website at

[www.eutrainingsite.com](http://www.eutrainingsite.com) or  
[click here to apply now.](#)



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## Why Europa Media?

Europa Media is Europe's leading training provider, and has organised more than 200 events with over 5000 participants. EU funding experts and senior project managers from Europa Media have an outstanding track record of initiating, managing and implementing EC projects, and will be supported by guest international professionals from leading European organisations, with dozens of years of experience. The multinational composition and the profound knowledge of the training lecturers, combined with a focus on practical issues and your personal needs, make the EU Funding & Programmes for Turkish Organisations seminar the answer to success.

Experience you can trust.

# EU FUNDING & PROGRAMMES FOR CROATIAN ORGANISATIONS

Date: 27-28 October, 2011

Location: Zagreb, Croatia



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Fax: +36 1 436 9038  
info@eutrainingsite.com  
www.eutrainingsite.com

## APPLICATION FORM

Please use block ENGLISH capitals.

If you have difficulty in filling in this application form please complete the following [word version](#) electronically.

Title (Dr., Mr., Ms., etc.): .....

Surname: ..... First name: .....

Name of Institution or Company: .....

Field of activity of Institution or Company: .....

My organisation's partner programme number: .....

Organisations registered in the Europa Media partner programme can benefit from a special 5% discount opportunity. Organisations sending more than 5 applicants in the 2011 calendar year of can receive further discounts as well. [Further information](#)

Invoicing name (max. 45 characters): .....

Address (street name, number, etc.): .....

City: ..... Postcode: ..... Country: .....

VAT No (required): .....

Postal Address (if different from above): .....

City: ..... Postcode: ..... Country: .....

E-mail: .....

Telephone (including country code): .....

Fax (including country code): .....

Where did you hear about the course? .....

Other comments: .....

Price: **Early bird price: 390 EUR**  
**Full price: 490 EUR**

\* If application is made on or before **26 August 2011**

Rate includes the official training material (electronic + hard copy), plus coffee breaks and lunch at the venue.) Exact venue to be confirmed upon application.

### WE EXPECT TO THE SEMINAR:

Organisations interested in both national and international cooperation opportunities, targeting the main funding sources: IPA, SF (Grant Projects), FP7 and CIP.

- Research organizations
- Higher educational bodies, universities
- SMEs
- Large companies
- Regional development agencies
- Local government institutions; municipalities and governorships
- Chambers of commerce and trade and other business organizations
- NGOs

I have carefully read the terms and conditions mentioned in the [Disclaimer](#) and by sending this registration form to Europa Media hereby agree to be bound by the terms and conditions outlined therein.

Please fill in and forward the application form to [info@eutrainingsite.com](mailto:info@eutrainingsite.com) or fax number: +36 1 436 9038

Upon registration applicants will receive an electronic pro-forma invoice created automatically and a confirmation letter via e-mail. (The electronic invoice will be sent once payment for the course has been received.)

All accounting details will be provided on the invoice. [Cancellation Policy](#): Should you be unable to attend, a substitute delegate is always welcome. Alternatively, should you need to cancel, we will refund the registration fee less a 15% service charge provided you notify us by e-mail or fax at least 15 business days prior to the seminar. Additional penalty fees will apply if cancellation is made less than 15 business days prior to the start of the seminar, see cancellation policy available at [www.eutrainingsite.com](http://www.eutrainingsite.com). [Further information: www.eutrainingsite.com](#)