

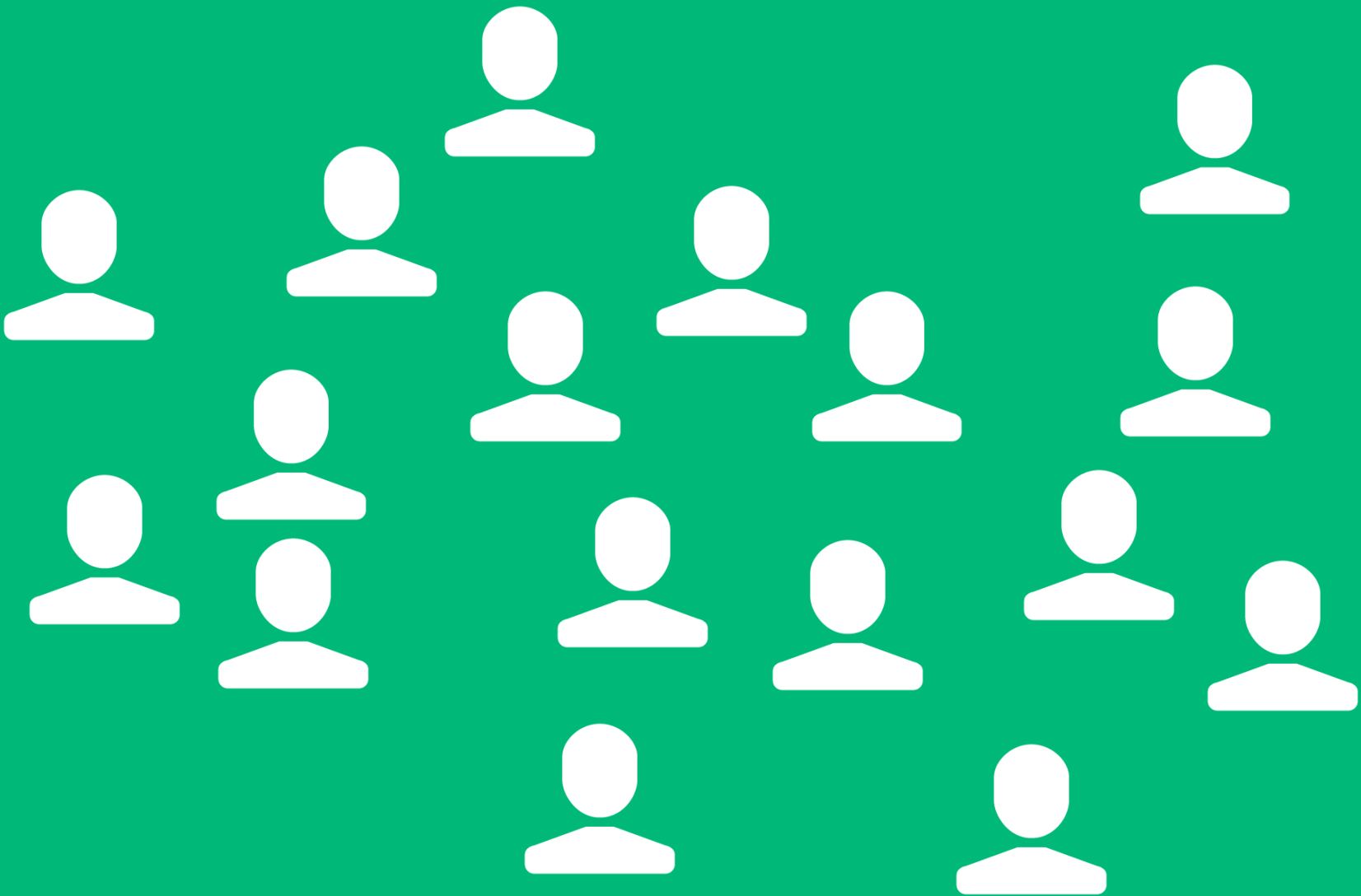
**Horizon 2020 SME
instrument: an evaluator's
perspective**

Ernests Jenavs

Agenda

- **How evaluation works**
- **What is a good project**
- **Frequent errors in proposals**
- **Components of a good proposal**

Evaluators and process



Evaluator's view

Commission Evaluation Service 30 June 2015

[< Hide task details and comments](#)

Task Details

Task	Write IER
Acronym	[REDACTED]
Proposal	[REDACTED]
Attachments	Part A Technical Annex Section 1-3 Technical Annex Section 4-5
Status	ELIGIBLE
Panel	SIE-01-2015-1-P
Call	H2020-SMEINST-1-2015_17-06-2015
Deadline	01 July 2015 17:00
Task Status	Open
Task Owner	Ernest JENAVS

Individual Evaluation Report

[Help](#)

Threshold: 13 Evaluation progress: 0.00% [?](#)
[Expand / Collapse all criteria](#)

- + Criterion 1 - Impact
Current score: - / 5 ; Threshold 4

- + Criterion 2 - Excellence
Current score: - / 5 ; Threshold 4

- + Criterion 3 - Quality and efficiency of implementation
Current score: - / 5 ; Threshold 4

+ Proposal content corresponds, wholly or in part, to the topic description against which it is submitted, in the relevant work programme part
Current status:

[Expand / Collapse all criteria](#)

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Ernest JENAVS - 30 June 2015

Evaluator's view

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+ Criterion 1 - Impact
Current score: - / 5 ; Threshold 4

- Criterion 2 - Excellence
Current score: - / 5 ; Threshold 4

The innovation aims at exploring new market opportunities addressing EU/global challenges *

-

Explanation

0 / 300 characters

The proposal provides a realistic description of the current stage of development and added value of its innovation as well as an understanding of the competing solutions. Includes good comparison with state-of-the-art, known commercial solutions, including costs, environmental benefits, gender dimension, ease-of-use and other features, or includes plans for achieving this information

Note:In relation to the project content, e.g. gendered studies, clinical trials, etc. *

-

Explanation

0 / 300 characters

A good idea for Horizon 2020



Frequent errors

- Too much focus on technical and scientific aspects
- Lack of commercialisation experience
- Lack of external validation
- Low or local ambition
- Following the template, not scoresheet

The energy input for the 3.75 MW K12-3G w/GO system is about 14.1 MMBTU/hr Lower Heating Value (LHV). For example, if the waste gas has 10% methane content (calorific value of 100 BTU/scf) then the flow rate of waste gas required to produce 3.75 MW of continuous power is 2,270 scfm. However, if the gas has a methane content of 20% then it only requires 1,915 scfm. These figures assume standard ambient temperature and pressure.

• Poor formatting

• Poor English

Components of a good proposal

- **Clear description of the amazing innovation and current progress**
- **Evidence of value for money for the customers**
- **Market description and an ambitious revenue forecast**
- **Focused commercial strategy**
- **Clear social benefit for Europe**
- **Comparison with competitive solutions**
- **Intellectual property**
- **Team with both technical and international commercialisation skills**
- **Detailed plan of implementation**
- **External validation**

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