

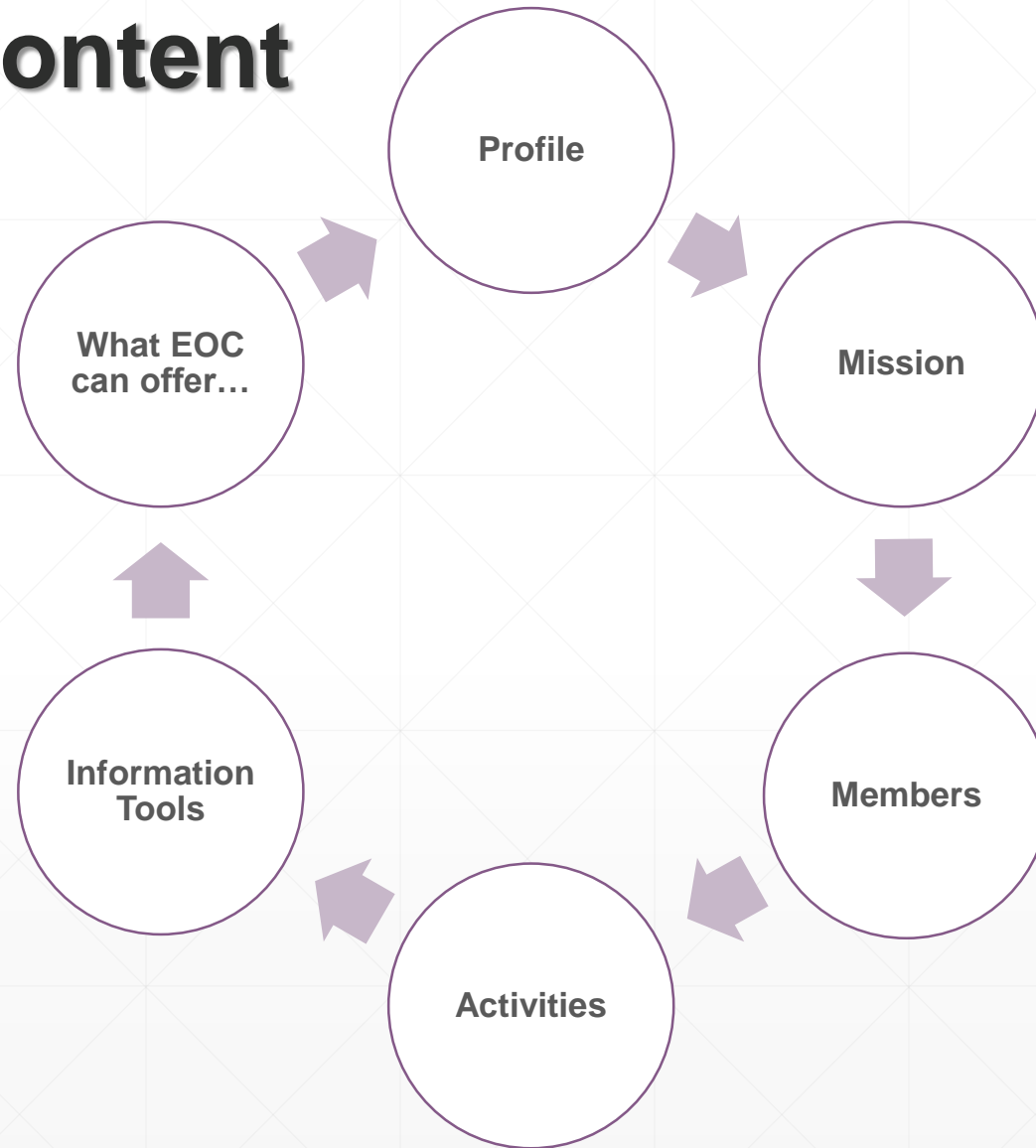
The Brussels Office at your service



EAEC-EOC network support for European Funding opportunities to Bulgarian Universities, Organizations and Enterprises

Dr Gregory MAKRIDES
President, European Association of ERASMUS Coordinators
Executive Director of the European Office of Cyprus
makrides.g@ucy.ac.cy

Content



EAEC-EOC Mission

EAEC-EOC's mission...

...is to offer support to its members, so they can use to the maximum, the funding and development opportunities offered by the European Union.



Members of the EOC in Cyprus (27 members...+)

All universities (public and private) of Cyprus

- ✓ University of Cyprus
- ✓ Cyprus University of Technology
 - ✓ Open University of Cyprus
 - ✓ Neapolis University Pafos
- ✓ University of Central Lancashire (UCLan)
 - ✓ FREDERICK University
 - ✓ University of Nicosia
- ✓ European University of Cyprus
- ✓ Cyprus International Institute of Management

Governmental/semi-governmental

- ✓ Ministry of Education & Culture
- ✓ Cyprus Chamber of Commerce & Industry
- ✓ Paphos Chamber of Commerce & Industry
 - ✓ Cyprus Tourism Organisation
 - ✓ Cyprus Sport Organisation
 - ✓ The Cyprus Institute
 - ✓ Cooperative Central Bank
 - ✓ CARDET

Main Municipalities from Cyprus

- ✓ Nicosia (capital)
- ✓ Paralimni
- ✓ Aglantzia
- ✓ Strovolos

Private organisations

- ✓ PwC
- ✓ Contact Advertising
 - ✓ IMH

NGOs

- ✓ European Association of Erasmus Coordinators (EAEC)

and others...

- ✓ Church of Cyprus

Internationals Members of the EOC in Greece (+ 7 members)

Members from Greece

- ✓ *University of Piraeus*
- ✓ *Athens University of Economics & Business*
- ✓ *University of Thessaly*
- ✓ *Hellenic Open University*
- ✓ *Technological Institute of Athens*
- ✓ *Michael Cacoyannis Foundation*
- ✓ *ERGASIA EKPEDEFTIKI S.A*

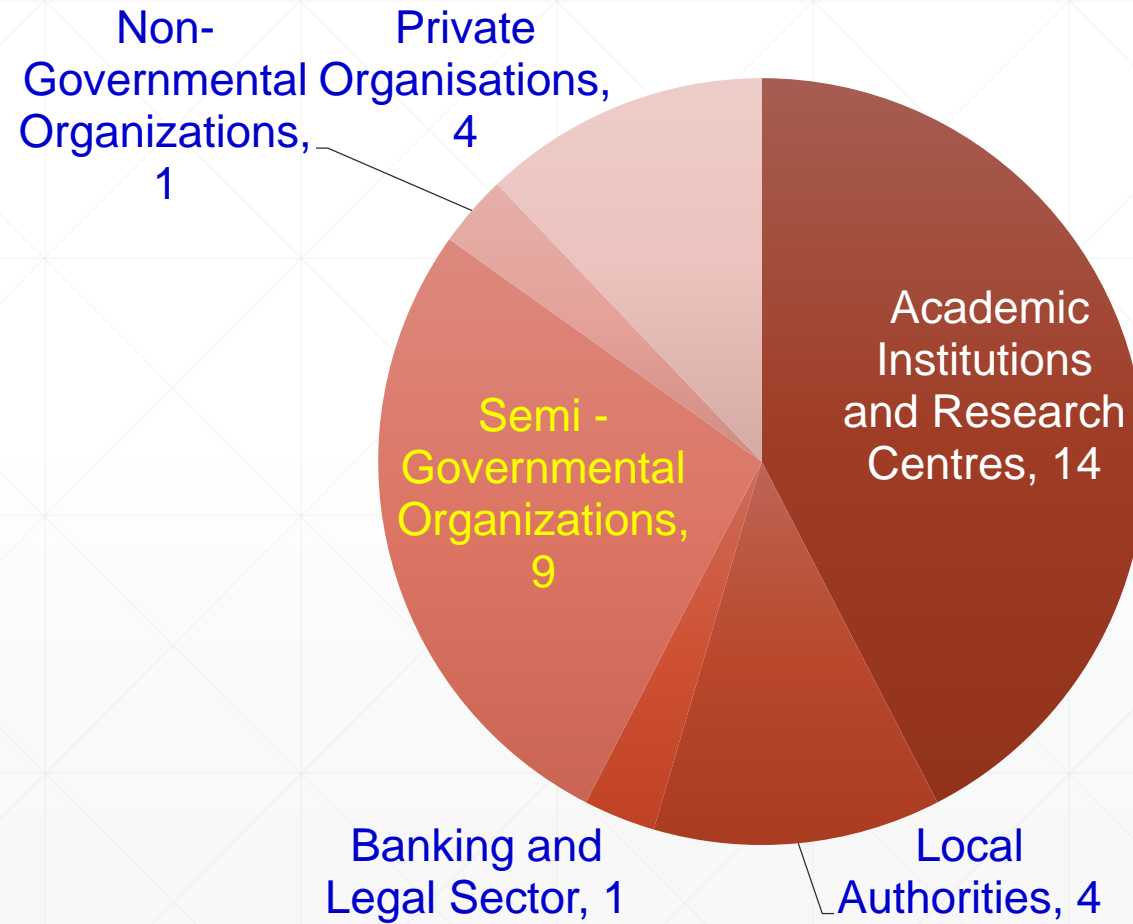


EOC's members cover a wide range of stakeholders, from universities and research institutes to NGOs and for-profit companies.

EOC's goal is two fold:

- To provide its members as much targeted information regarding EU funding opportunities as possible;
- To engage them in EU funded projects, assisting their efforts of further growth!

Members of the EOC (33 members)



EAEC-EOC “Task Force” partners



Development of a “TASK FORCE” team!

Joint effort of the European Office of
Cyprus and the European Association of
Erasmus Coordinators!



EAEC-EOC “Task Force”

Objective – to assist its members to exploit to the fullest the European financing schemes, leading them to successful proposals

- ✓ *Organisation of “Innovation Meetings” with the aim(s) of:*
 - a) *sharing innovative ideas*
 - b) *exploring the possibilities of cooperation and finding new partners*
- ✓ *Preparation of proposals.*

TASK-FORCE fees

Proposal Preparation Support to Members and non-Members

Budget corresponding to the partner member:	Success fee For members with partnership	Success fee for non-members with partnership	EAEC-EOC Full Members	Non-members (regular charge)
Upto 50.000 euro	3.000	6.000		
50.001 - 100.000	6.000	9.000		
100.001 – 150.000	8.000	12.000		
150.001 - 200.000	10.000	15.000		
200.001 - 250.000	12.000	18.000		
250.001 - 300.000	14.000	21.000		
300.001 - 350.000	15.000	24.000		
350.001 - 550.000	20.000	30.000		
550.000+	25.000	35.000		
Preparation of proposal with partnership included			No charge	2000-4000

The above does not include any required travel expenses of the expert, if needed.

EAEC-EOC Activities

*Representation,
visibility and advocacy
for the EOC members*

*Tailored **information** and
consultation on EU funding
opportunities*

*Participation in
European networks
and Partnerships*

1. Representation, visibility and position promotion activities

Represents its member organisations in conferences, seminars and other events in Brussels, and organises events and information days

Creates the preconditions for the promotion of their positions in decision making groups at European level

Ensures the increased promotion and representation of its members at European Institutions, regional offices and European networks.

Some examples...

▪ International Conferences

- The EOC together with the Cyprus Chamber of Commerce & Industry and the Ministry of Education & Culture are organising every year the **Cyprus International Education Fair 2016**. This year it was held from **19 to 21 February 2016**

▪ Public Briefings

▪ Research and Innovation Conferences

▪ Joint delegations in international Education Fairs



Some examples...

- **Develop cooperation between universities, industry and local authorities**
Liaison Office with industry
- **Joint seminars with the Cyprus Chambers of Commers and Industry to support Small and Medium Enterprises with European funding**
- **Participation in high-visibility events in Brussels and Cyprus**
Open Days - “European Week of Regions and Cities”, Open Days University, European SMEs Week
- **Seminars on EU funding opportunities**



Some examples...

- **EOC's participation in the OPEN DAYS 2015!**



The EOC together with other European stakeholders organised on 13 October 2015, a workshop entitled ***“Regions Contributing to the goals of the Energy Union”***, in the framework of the *13th OPEN DAYS – European Week of Regions and Cities*



**13th European Week of
Regions and Cities**
Brussels 12 - 15 October 2015

2. *Intelligence and consultation activities*

Provides intelligence and accurate information on:
⇒ *EU funding opportunities*
⇒ *European legislation*
⇒ *European policies*

Provides advise and support services for more efficient utilisation of the European programmes and available opportunities

Some examples...

- **143 calls for proposals, 132 partner searches and 82 calls for tenders** have been sent during the 1st semester of 2016;
- **Seminars on EU funding opportunities;**
- Organisation of **Info Days** in collaboration with the European Commission;
- Organisation of **seminars for SMEs** with the Cyprus Chambers of Commerce and Industry;
- Courses on **successful management and implementation** of European educational projects;
- Training in **succeeding** in EPSO competitions;



Organisation of high quality seminars

High quality seminars targeted for teachers, university professors, managers, administrators, etc

The European Office of Cyprus in cooperation with the Thalys Foundation and the European Association of Erasmus Coordinators (EAEC) are organising the following seminars:

PPMEEP

Preparation of Proposals and Management of European Education Projects

EDIPED

European Digital Portfolio for Educators

MATHEU

Identification, Motivation and Support of Mathematical Talents in European Schools

CAREER-Eushop

One-Stop-Service-Career-Guidance-Shop for Europeans

Le-MATH

Learning Mathematics through new communication factors

ECOMAN

Effective Communication Skills and Crisis Management

HR-SCHOOL

Learning HR Management in an Education Context

BLT TRAINING COURSE

Balanced leadership for powerful learning and teaching excellence

INNOVATION MANAGEMENT TRAINING COURSE

In cooperation with the Oxford University

Organisation of high quality seminars

Seminars that were held during the 1st semester of 2016:

- **PPMEPP** – Preparation of Proposals and Management of European Education Projects
 - 30-31 January 2016, Thessaloniki, Greece
 - 21-27 July 2016, Agros
- **HR-SCHOOL** – Learning HR Management in an Education Context
 - 31 January – 6 February 2016, Nicosia
 - 19-25 May 2016, Protaras
- **LE-MATH** – Learning Mathematics through new communication factors
 - 29 March – 4 April 2016, Thessaloniki, Greece
 - 19-25 May 2016, Protaras
 - 21-27 July 2016, Agros
- **CAREER-EU** - One-Stop-Service-Career-Guidance-Shop for Europeans
 - 19-25 May 2016, Protaras
 - 21-27 July 2016, Agros
- **ECOMAN** - Effective Communication Skills and Crisis Management
 - 19-23 May 2016, Protaras

Calendar of future seminars!

Catalogue of Course Programme

3. Developing partnerships, participation in European networks and development projects

The EAEC-EOC creates and establishes cooperation links with organisations from all over Europe

EAEC-EOC cooperates with:

More than 250 regional offices in Brussels

Key officials at national and European level

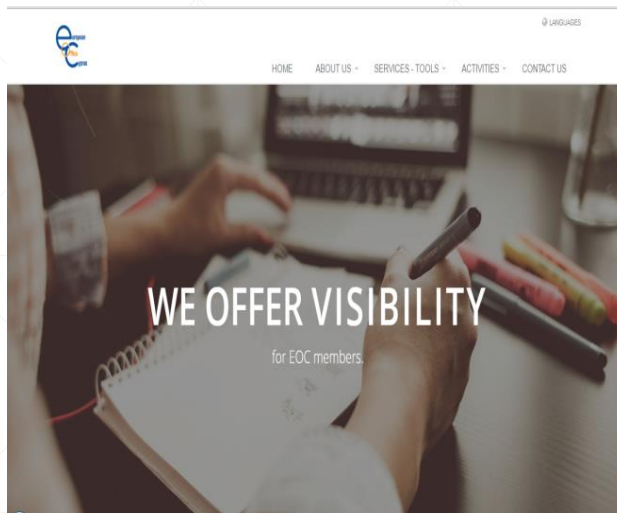
A number of inter-European thematic networks
(for research, education, regional development, business, ...)

Examples of our networks...



- **IGLO Informal Group of RTD Liaison offices in Brussels** (<http://www.iglortd.org/>)
- **ERRIN European Regions Research and Innovation Network** (<http://www.errin.eu/>)
- **Capital Cities and Regions Network**
- **European Universities Association (EUA)**
- **Network of Universities from the Capitals of Europe (UNICA)**
- **Santander Group – European Universities Network**
- **UK Research Office (UKRO)**
- **BUSINET**
- **EPC European Policy Centre**

EAEC-EOC Information tools



EOC website

www.eoc.org.cy

EAEC website

www.eaecnet.com

EOC is new site is more user – friendly, available in **English and in Greek** language!

The new website offers among others:

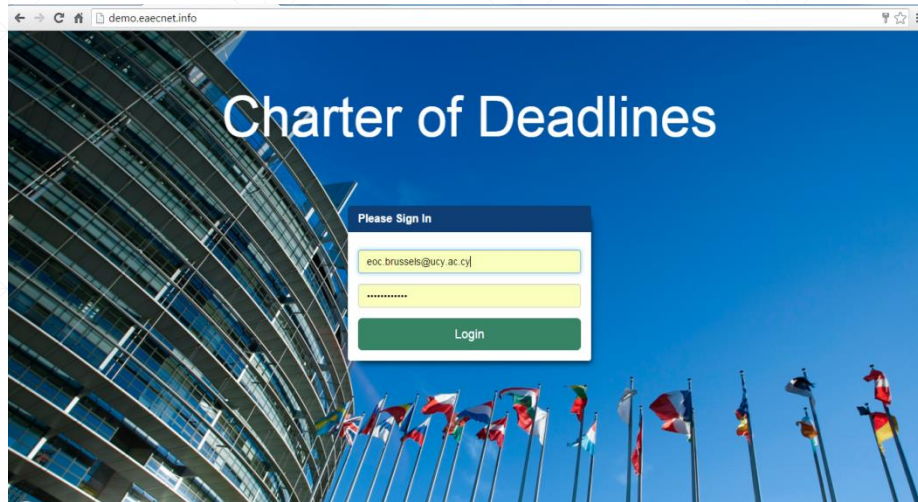
- ✓ information concerning the EOC's services and its members,
- ✓ important news and political developments on various EU domains,
- ✓ calendars of forthcoming seminars and major events,
- ✓ access to EOC's monthly Newsletter!

EAEC-EOC Information tools

Calls for proposals and Partner Searches

Year	Calls for proposals	Calls for proposals/week	Partner searches	Partners searches/week
2008	164	3,38	169	3,38
2009	180	3,75	232	4,84
2010	187	3,82	238	4,86
2011	150	2,94	220	4,31
2012	192	3,76	165	3,23
2013	330	6,47	114	2,23
2014	195	4,06	193	4,03
2015	208	4,08	201	3,94
2016 January– August 2016	143	4,21	132	3,88

Charter of Deadlines



*The **Charter of Deadlines for European Funding** is an innovative interactive web tool developed to facilitate users in their search for EU grants. The user can find all information on EU grants either per programme or per time period 365 days per year.*

Possibility of Individual Annual Subscription only for access to the COD!

[connect](#)

The screenshot shows a web page titled "Charter of Deadlines" with a navigation menu on the left containing: User Home, Search Calls, Subscribe to Thematics, My Calendar, Events, and Call for Tenders. The main content area displays a call for proposals for "Horizon 2020 – Societal Challenges – Europe in a changing world – inclusive, innovative and reflective Societies, Call – Co-creation for Growth and Inclusion – H2020-CO-CREATION-05-2016". The category is "Horizon 2020 – Societal Challenges" and the deadline is "24 May 2016". The description includes the call title and a link to the objective and description. A paragraph states that a new call for proposals has been published under the Horizon 2020 Programme. Below this, a bullet point lists "CO-CREATION-05-2016: Co-creation between public administrations: once-only principle". A final paragraph explains that this principle aims to facilitate personalisation and improve user experience by increasing digitisation and data sharing between public administrations.

Charter of Deadlines for European Funding







- ***Allows the EOC members to consult all the open calls for proposals as well as related project proposals***
- ***Integrated and accurate information;***
- ***Summary of the call for proposals***
- ***All the accompanied documentation (application form, guidelines for applicants, budget forms, ...);***
- ***Related web-links and contacts;***
- ***Time saving;***

Charter of Deadlines for European Funding

Charter of Deadlines

Gregory Makrides 

My Calendar

-  User Home
-  Search Calls
-  Subscribe to Thematics
-  My Calendar
-  Events
-  Call for Tenders

January 2016							Deadlines of calls for selected month
Mon	Tue	Wed	Thu	Fri	Sat	Sun	
27	28	29	30	31	1	2	15/01 Erasmus+ programme – Key action 3: Support for small and medium sized ent... View Call
3	4	5	6	7	8	9	
10	11	12	13	14	15	16	
17	18	19	20	21	22	23	
24	25	26	27	28	29	30	
31	1	2	3	4	5	6	

***Charter of Deadlines for European Funding –
the key to the EU funding opportunities!***

A snapshot of what EAEC-EOC offers!

INFORMATION

- ✓ Targeted, timely and accurate information based on the priorities of the organisation.
- ✓ Improvement of technical competences on key call requirements.

NETWORKING

- ✓ Finding organisations in similar fields of activities for the establishment of partnerships.
- ✓ Integration of the member organisation in networks of special interests.
- ✓ Information sharing to the benefit of the member organisation.

EU PROJECTS

- ✓ Enhance the EU project success in project submission.
- ✓ Find reliable and experienced partners.
- ✓ Involvement of members of the organisation to the European scene.

EU POLICY

- ✓ Enhance the visibility of the member organisation.
- ✓ Policy making through coordinated actions.
- ✓ Facilitating the access and contacts with officials in key positions in the EU.



Maximize your participation opportunities in EU funded projects!

Social Networks

Increased visibility of EOC through presentations at conferences, newspapers, television channels and social media.



The screenshot shows the Facebook profile page for the European Office of Cyprus (EOC). The page features a cover photo of the European Union flag. The profile picture is the EOC logo. The page name is "European Office of Cyprus (EOC)" with 56 likes. The "About" section lists the address: "1, University Avenue, 'A. G. Leventis' University House, P. O. Box 20537, 1678 Nicosia, Cyprus" and the phone number "+357 22 894294". There is a "Le-MATH" advertisement on the right side of the page. The page is viewed by user Despina Tsikoudi.

The Proposal for Bulgaria

Supporting a Bulgarian Funding Intelligence National Network

The European Association of ERASMUS Coordinators in cooperation with the European Office of Cyprus is supporting Organizations in maximizing opportunities for European funding and provides, on request, through its consortia partners, support for the preparation of related proposals.

The Network with offices in Nicosia, Athens and in Brussels is currently supporting Cyprus and Greece and after 10 years of support experience it is ready to expand its services to other EU countries.

The Network is providing support in the following categories :

POLICY and INFORMATION:

- EU Policy information and feedback
- Targeted, timely and accurate information based on the priorities of the organisation.
- Policy making through coordination actions.
- Facilitating the access and contacts with officials in key positions in the EU.

More services

EU FUNDING PROGRAMMES:

- Funding information
- Project Proposal development
- Engaging members in EU projects
- Find reliable and experienced partners.
- Tender Calls info

PROFILE and NETWORKING:

- Involvement of members of the organisation to the European scene
- Finding organizations in similar fields of activities for the establishment of partnerships.
- Integration of the member organization in networks of special interests.
- Information sharing to the benefit of the member organization
- Enhance the visibility of the member organization.
- Opportunities of member representatives to participate in expert groups.

The BG-FINNet

The Bulgarian **Funding Intelligence National Network (BG-FINNet)** will have a Center National Support Office at VUZF University in Sofia with a contact communication person to be trained by EAEC-EOC. The contact will be receiving all the communications who will then distribute to other BG member representatives(one per member organization).

The BG member representatives will have an access password to the Charter of Deadlines tool, one code for each academic member with email address of the member organization(no gmail or yahoo etc).

Organizations active in providing Consulting Business for EU funding cannot become BG Members.

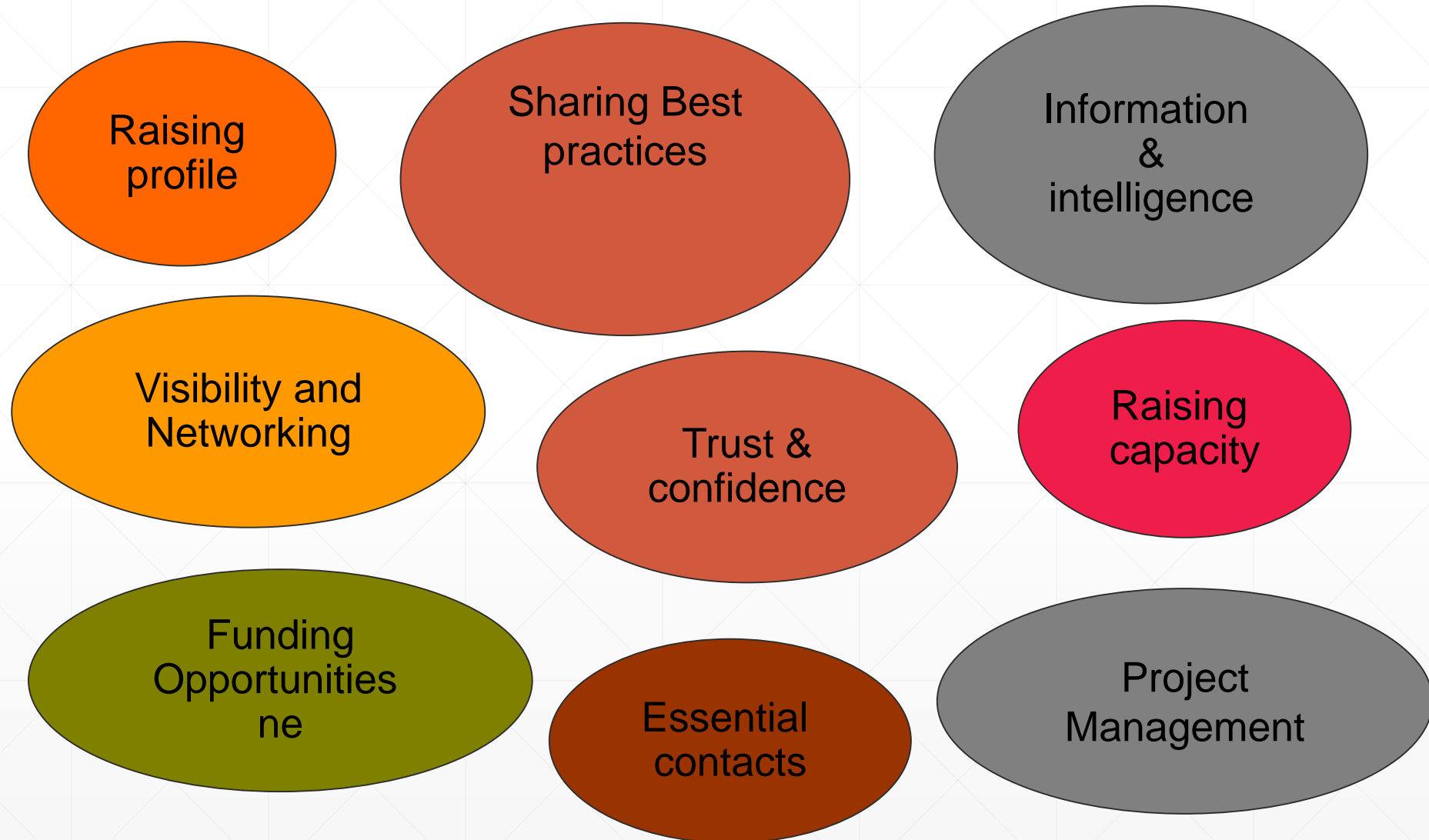
FEES

Each BG Member organization will pay a membership fee of 1000 euro per year payable to EAEC-EOC. This does not include support for preparation of proposals in which the expert consultancy of the EAEC-EOC Task force is not a partner.

Minimum national number of members to realize this at break even: 20 members

As number of members from BG increase every year the membership fee will have a chance to decrease.

EAEC-EOC DNA



Thank you for your attention!

**EUROPEAN ASSOCIATION OF ERASMUS COORDINATORS
EUROPEAN OFFICE OF CYPRUS**

*Nicosia: Stassinou 36, Office104, 2003 Strovolos, Nicosia, Tel.:+357 22 283 600, Fax:+357 22 283 609
email: eoc@ucy.ac.cy*

*Brussels: Rue du Luxembourg 3, 2nd floor, 1000-Brussels, Tel/Fax: +32 2 280 22 85,
Email: eoc.brussels@ucy.ac.cy*

*Athens: Embassy of the Republic of Cyprus, Xenophontos 2A, 105 57, Athens - Syntagma,
Tel.:+30 210 373 4833, Email: eoc.athens@ucy.ac.cy*