



Horizon Europe training

Catalogue of standard training sessions

Content of the catalogue:

- LGI's added value
- Methodology and content
- Team of trainers
- Selection of references in training and successful EU proposals
- Presentation of LGI

LGI's added value

- **Experience**
- **Capacity**
- **Track record in training and collaborative projects**

Our strengths for the service 1/2

- **Experience & Capacity**

- Active for 16 years in research and innovation programmes
- A **team of 54 consultants** with various specialisations
- An international company: more than 12 nationalities, and privileged access to more than 500 partners across Europe
- LGI has a strong **focus on energy and environment**, and most of our projects are falling under these fields
- Experience with diverse European programmes (HE, LIFE, EIC, etc.) and national funding, contacts with decision makers and funders

Our strengths for performance 2/2

- **Track record in training**
 - In 2021/2022, **150 participants were trained in the new programme Horizon Europe**
 - Our clients are innovation clusters, Universities, companies from 24 countries from across the globe
 - LGI has been offering a training programme since 2013
- **Track record in setting up collaborative projects**
 - Since 2005, LGI has been involved in **more than 80 funded European projects**, including 5 as Coordinator
 - Since 2021, LGI has been selected for **10 Horizon Europe projects**
 - LGI assists its clients in setting up projects with a frequency of about thirty per year
 - 8 framework agreements for setting up European projects (BRGM, Sorbonne University, IMT, CSTB, NEXA, VITO, Toulouse Métropole)

Methodology and content

- **Our approach**
- **Learning objectives**
- **Training modules**
- **Tailored training**
- **Implementation schedule**

Our approach

Hands-on approach

- Participants will learn from the trainers' real-life examples; get tips on managing proposals; get involved in practical writing exercises and review actual project proposals and evaluations.

Trainers

- Our trainers are all both grant writers and project managers, experienced in proposal writing and PMO

Interactivity

- Sessions are highly interactive, and our trainers answer on-the-go any potential questions

Follow up

- E-mail follow-up exchange is offered after each training session to discuss any questions/ difficult points in 7 days following the training.

Learning objectives of the standard training modules

**How to Write a Winning
Proposal?**

Training module: How to Write a Winning Proposal?

Opening and welcome from the organizers, training agenda overview, trainer introduction
Basic Horizon Europe concepts, project types, new features
Finding the right call for proposals The Funding and Tenders Portal Decoding a call Assessing competition and finding projects to link to (H2020 Dashboard demo)
Managing a proposal – key steps and guidance for each Coordinator vs. partner role Concept development, call analysis Finding partners Defining objectives and KPIs
Managing a proposal – key steps and guidance for each – continued Defining Work Packages Budget development The Impact section The Implementation section Risks and barriers
Lump sum proposals The basics of lump sum grants Advantages/disadvantages The effects of lump sum grants on the proposal preparation process
Understanding the evaluation Understanding the point of view of evaluators Becoming an evaluator How to read an ESR
Recommended tools and methods For finding calls Budgeting Following draft Work Programmes
Q&A

Training module: Managing HE Projects

Opening and welcome from the organizers, training agenda overview, trainer introduction
Preparing the Grant Agreement Financial viability, procedures, responsibilities What you can change and what you cannot Managing the grant preparation process on the Funding and Tenders portal
Preparing the Consortium Agreement Templates (DESCA, MCARD, EUCAR) Managing the work efficiently Governance structures, responsibilities IP management Negotiations and potential difficulties
Preparing the Kick-off meeting Establishing communication channels Detailed Work Plan Logistics and event management What you should expect from partners Desired results of a Kick-off and first steps afterwards
Financial reporting Rules and responsibilities Managing the report on the Portal Avoiding the endless clarification rounds What to do in case of missing inputs from partners
Workshop – preparing a financial report
Reviews and audits Rules and procedures Potential results and consequences Good practices
Managing lump sum grants The basics of lump sum grants Good practices
Q&A

Training module: Introduction to Horizon Europe

Opening and welcome from the organizers, training agenda overview, trainer introduction
Horizon Europe in a nutshell <ul style="list-style-type: none">Priorities, budget, pillarsAdmissibility conditionsWork programmes, call types, funding rulesFunding for accession countries and third countries
How Work Programmes are made <ul style="list-style-type: none">Bodies of the EUNegotiating a Work ProgrammeHow to prepare for the next Work Programme (access to drafts, planning)
Finding the right call for proposals <ul style="list-style-type: none">The Funding and Tenders PortalDecoding a callAssessing competition and finding projects to link to (H2020 Dashboard demo)
Workshop – how to read a call
Financial planning <ul style="list-style-type: none">Cost typesTools to useBest practices
Lump sum proposals <ul style="list-style-type: none">The basics of lump sum grantsAdvantages/disadvantagesThe effects of lump sum grants on the proposal preparation process
Workshop – budget preparation
Third parties and subcontractors
Q&A

Tailored training

- The standard modules are 1 full day (adapted depending on the online, hybrid or in-person format)
- The masterclass can be delivered in 3 days (all 3 modules)
- **Shorter and more focused training sessions/workshops** are available
- Please contact LGI for a training that responds to your needs, the number of available days, format, and size of the group. We are happy to make a tailored offer for you!

Implementation schedule



**Step 1: Preparations for
the training**

Team of trainers



Gabor SZENDRO

Head of Innovation Funding and Project Management



**HUNGARIAN (MOTHER TONGUE),
ENGLISH (C2), FRENCH (C1), GERMAN (B2)**

Gabor develops and manages research projects and assists our clients to ensure seamless cooperation. Participated in 15+ projects as manager or coordinator. Prior to joining LGI in 2017, he worked for the Budapest University of Technology and Economics as a researcher and lecturer, performing analyses in the fields of energy management, sustainable transportation and renewable energy sources.

EXPERIENCE

PROJECT MANAGER / LGI CONSULTING 09/2017-ONGOING

- Project manager with 10+ years of professional experience in collaborative projects, sustainable mobility and renewable energy
- Participation in 15+ projects as manager or coordinator
- Providing training on Horizon Europe and other funding frameworks to clients in the public and private sectors

ASSISTANT LECTURER / BUDAPEST UNIVERSITY OF TECHNOLOGY AND ECONOMICS 09/2012-02/2017

Regular consulting work for the Hungarian Government on energy and transport (e.g.: carbon calculators, energy and climate). European research projects in H2020, FP7, Grundtvig, Central Europe on building energy management and related fields in multiple consortia.

RESEARCH FELLOW / INSTITUTE FOR TRANSPORT SCIENCES 09/2012-02/2017

Road safety research (driver attitudes and behaviour surveys), international relations: country delegate to the High-Level Group on Road Safety for the European Commission, managing international research projects funded by the European Commission (South East Europe Programme).

SKILLS & EXPERTISE

COLLABORATIVE RESEARCH

PROJECT MANAGEMENT

TRAINING

EDUCATION

PhD

Budapest University of Technology and Economics (Hungary) 2012-2018

MSc in Environmental Economics

Budapest University of Technology and Economics (Hungary) 2001-2006



Sébastien BALECH

Senior Consultant



FRENCH (MOTHER TONGUE), ENGLISH (C2)

Experienced European project consultant engaged to support the client and partners from the idea development to the final project implementation in particular in high tech and energy sectors.

EXPERIENCE

Senior Consultant / LGI Consulting 09/2020-ONGOING (Paris, FR)

- Proposal development and setup, responsible of the whole process
- Development of setup process within LGI (template, methods, workshops)
- Project Manager
- Implementation and management of technological watch assignment
- Horizon Europe Trainer

Innovation Consultant / PNO Consultants 03/2015-07/2020 (Amsterdam, NL)

- Proposal development and setup, responsible of the whole process
- Project Management and support to the coordinator
- WP Leader for the project Next Net (nextnetproject.eu)
- Trusted reviewer and Innovation advisor

Senior Consultant / Eurinnov 04/2012-01/2015 (Paris, FR)

European funding consultant. Responsible for the setup of several European and national projects, project manager, training of junior consultants.

Project manager / Europroject (BG) 02/2010- 01/2012 (Sofia, BG)

European project consultant for 7th FP. Assessment of the technical quality of the proposals.

I&C Consultant/ Altran 02/2007-02/2010

Assignment within Areva NP, contribution to the design of HMI for the TaiShan nuclear plant (China). Specification drafting, training and management of Chinese engineers.

LGI sustainable innovation

SKILLS & EXPERTISE

Project development proposal writing, consortium setup

Project Management Interface with partners, Support to the coordinator

Innovation Strategy Innovation development, Workshop setup

#**Training**

EDUCATION

Ingénieur Centrale Nantes (MSc)

Ecole Centrale de Nantes (FR) 2003-2006

Intensive preparation to enter engineering schools

Lycée Blaise Pascal (FR) 2001-2003

Baccalauréat S

Lycée Descartes (FR) 2001



Samy STROLA

Senior Project Manager



ENGLISH (C2/C2)
FRENCH (MOTHERTONGUE)
ITALIAN (MOTHERTONGUE)

Samy has more than 10 years of experience in steering teams and projects, including 5 years in setting up and managing collaborative European projects. With a university education in Physics (doctorate), he has worked with many university and industrial partners in Europe in several domains, in particular health, energy, IT and industry 4.0.

EXPERIENCE

SENIOR PROJECT MANAGER / LGI SUSTAINABLE INNOVATION - FRANCE since April 2022

- RDI project proposal writing for H2020 et HORIZON EUROPE programmes
- Collaborative project management: participation as manager or advisor to the coordinator
- Team and operations management: management and coordination of multicultural and remote teams, support and animation activities
- Management of actions related to the project results valorization: organization and steering of co-construction workshops for exploitation strategies

INDEPENDENT SENIOR CONSULTANT, EXPERT, REVIEWER and EVALUATEUR / STROLA CONSULTING - FRANCE 2021 - 2022

- Consulting and support missions for a client portfolio
- Scientific expert for the Industrial Research and Social Development of the MIUR (Minister of the Industry, University and Research) in Italy
- Evaluator for the AAL 2021, Active Assisted Living Programme
- Reviewer: Environmental science and pollution research international, The Journal of Biomedical Optics, Royal Society of Chemistry advances, Scientific Reports Nature

SENIOR CONSULTANT / ABSISKEY and L-UP - FRANCE 2019 - 2022

Collaborative project management and RDI project proposals writing.

COMPLEX PROJECT MANAGER / CHU Grenoble (CIC-IT) - FRANCE 2017 - 2019

Coordination of EU projects for the innovation in medical and clinical domains.

RESEARCHER, PROJECT LEADER, STARTUPPER / CEA-LETI Grenoble - FRANCE 2012 - 2017

Leader of the start-up project HISTORAM, Histopathology via Raman Imaging.
Researcher in the field of spectroscopy/microscopy applied to life sciences.

COMPETENCES

INNOVATION FUNDING

MANAGEMENT OF INTERNATIONAL PROJECTS

TEAMS MANAGEMENT

COMMUNICATION, DISSEMINATION & EXPLOITATION

EDUCATION

DOCTORATE IN PHYSICS - PhD

Politecnico di Torino (Italy) 2008

MASTER IN MATERIALS SCIENCE - MSc

IUSS Pavia (Italy) 2009

MASTER IN PHYSICS - MSc

Università di Torino (Italy) 2003



Mina LAZAREVIC

Project Manager

 **ENGLISH (C2), FRENCH (C1)**
SERBIAN (MOTHER TONGUE)

Mina has a background in political and social sciences. Since joining LGI in 2020, she participates in assignments related to management of R&D projects, proposal building and monitoring funding opportunities. Before joining LGI, Mina ran her own consultancy company in Serbia for five years, offering fundraising, proposal writing, M&E, and training to non-profits.

EXPERIENCE

PROJECT MANAGER/ LGI SUSTAINABLE INNOVATION 11/2020 - ongoing

- Monitoring of funding opportunities (EU and FR)
- Horizon Europe training
- Set-up of R&D&I collaborative project proposals and business proposals
- Project management of five H2020 funded projects

CO-FOUNDER AND CONSULTANT/ CENTER FOR CONSULTING GRANTED 02/2016 - 11/2020

Day to day operations of a consulting agency of two employees. Delivered services of fundraising and proposal writing, impact evaluations, and proposal writing training. Worked with clients from all over Europe and the Middle East. Evaluator for the EU's IPA cross-border program in Serbia.

PROGRAM COORDINATOR/ BELGRADE FUND FOR POLITICAL EXCELLENCE 01/2009 – 02/2016

Developed, managed and evaluated a multi-year program that established and supported the women's caucus in the Serbian Parliament.

SKILLS & EXPERTISE

#PROJECT MANAGEMENT H2020 projects management, M&E, reporting

#PROJECT DEVELOPMENT expert in proposal writing for different EU funding schemes

#TRAINING building up project proposals, development of funding strategies

EDUCATION

RESEARCH MASTER IN SOCIOLOGY OF POLITICAL INSTITUTIONS

University of Paris 1 Pantheon-Sorbonne (FR) 2010 – 2011

BA IN POLITICAL SCIENCES

University of Belgrade (SR) 2005 - 2009



MATHILDE VIDELO

Project Manager

 **FRENCH (C2), ENGLISH (C1), SPANISH (B2)**

In charge of managing R&D&I collaborative projects, she holds 4 years of professional experience in the project management field at European and international levels. She is now in charge of developing sustainable innovation projects.

EXPERIENCE

PROJECT MANAGER / LGI 01/2022-ONGOING

- Project Management Office of EU-funded projects (Horizon 2020, Horizon Europe)
- Horizon Europe training
- Set-up of R&D&I collaborative project proposals

PROJECT MANAGER / ANRT 09/2021-01/2022

Project Manager Europe, Innovation and Competitiveness. Leading trainings sessions for Horizon Europe program.

LEGAL OFFICER / INRIA 11/2017- 09/2021

Legal officer in charge of European affairs. Financial and legal monitoring of European projects, financial audits and support for the teams' researchers.

SKILLS & EXPERTISE

- # **PROJECT MANAGEMENT** energy, IA
- # **EVENT MANAGEMENT** conference, workshops
- # **ORGANISATIONAL SKILLS** decision-making, teamwork, planning, prioritising

EDUCATION

Master Degree in European Affairs

University Sorbonne-Nouvelle (France) 2014

Master in European and International Public Law

Versailles University (France) 2016

Selected references: training

- **List of training sessions**
- **Highlights**
- **Testimonials**

List of training sessions

Selection of recent training sessions on H2020 and Horizon Europe (2021 and 2022).

Name of the service	Scope of the service	Area of focus (full name)	Name of the client	Results obtained	Number of participants
Training	H2020, HE	<ul style="list-style-type: none"> Understanding HE The place and challenges of mobility in HE Dedicated session to SMEs Workshop: How to build a successful proposal? 	Next Move (cluster, training specifically dedicated to SMEs in the mobility sector)	Acquisition of new competences	30
	HE	<ul style="list-style-type: none"> About HE and funding opportunities for Outer-most regions How to manage a proposal? Management of European projects (H2020, HE) The role of partnerships and networks on making an influence 	Synergiles (cluster)		60
	H2020	<ul style="list-style-type: none"> Workshop: How to build a successful proposal? 	Capenergies (cluster)		15
	HE	<ul style="list-style-type: none"> How to manage a proposal Funding opportunities for researchers (Pillar 1, Pillar 2, Pillar 3) Workshop: Writing the impact section How can University advocate and support its researchers to apply for funding? 	University of Oulu		100
	HE	<ul style="list-style-type: none"> Tailored made training for a project Coordinator 	EDF (company)		1
	H2020	<ul style="list-style-type: none"> How to manage a proposal? Management of European projects (legal, financial and technical aspects) 	ANR		10
	H2020	<ul style="list-style-type: none"> How to manage a proposal? 	Station F (innovation hub)		30

Highlights

300 participants from
24 countries

Online trainings



Large auditorium
on-site
presentations

Special focus
on SMEs &
clusters

H2020

Horizon Europe



Training
participants
since 2013

In English & French

Testimonials



Clients:

- *The training for Synergiles was excellent, very dynamic and full of rich interactions with participants.*
- *LGI delivered Horizon Europe trainings for our team. Over all sessions and materials were very informative as well as experts were highly professional and easy-going.*

Participants:

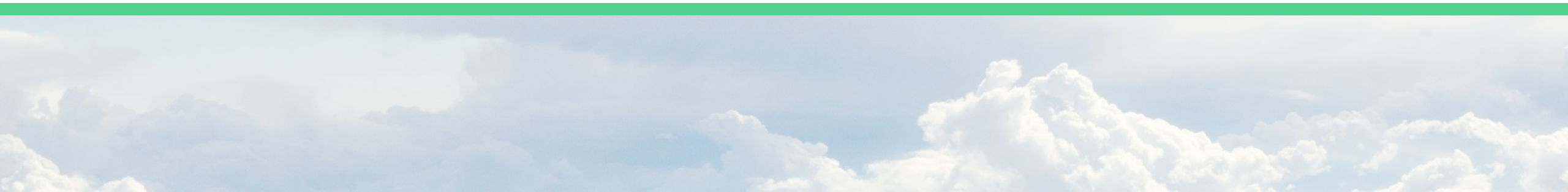
- *A lot of very practical tips were discussed during the training.*
- *Very clear trainer and easy to follow, all questions from participants were answered.*
- *I liked success/failure stories & good/bad practices with specific examples.*
- *LGI did the analysis of real applications: takeaways from success applications - what they did right, and from failed applications that received low scores - why they failed.*



Presentation of LGI



Sustainable innovation accelerator





**The transition
is not self-evident**

A photograph of a misty forest path. Sunlight filters through the trees, creating a hazy, ethereal atmosphere. The path is covered in fallen leaves and moss, leading into the distance. The trees are tall and slender, with dense foliage. The overall color palette is dominated by greens and browns, with a soft, golden light from the sun.

Our MISSION

At LGI we guide organisations towards sustainable innovation success.

we build basecamps, we spark momentum, we light the way.

Three businesses serving sustainable innovation



Strategy

Sustainable innovation strategies

Prospective business modeling

Value chain analysis

Collective intelligence

Impact & life cycle

Public policies



Implementation

R&I funding strategy

Setting up and managing projects

Training on European funding

Platform and network support



Communication

Communication strategy

Event animation

Web & Social Networks

Press & influencers



Our IDENTITY

**We team up with passionate researchers, visionaries and entrepreneurs
to become pioneers of a new sustainable world**

Sectors



ENVIRONMENT

Climate change

Water & air

Biodiversity & ecosystems



ENERGIES

Decarbonated energies

Storage, network

Energy efficiency



TERRITORIES

Sustainable, inclusive & smart cities

Transport, logistics & mobility

Building & sustainable construction

INNOVATION LEVARS

Science & Tech

Digital & Data

Social innovation

Circular economy

Nature-based solutions

Some of our clients

Corporates



R&D



Clusters & Incubators



Startups & SMES



Institutions



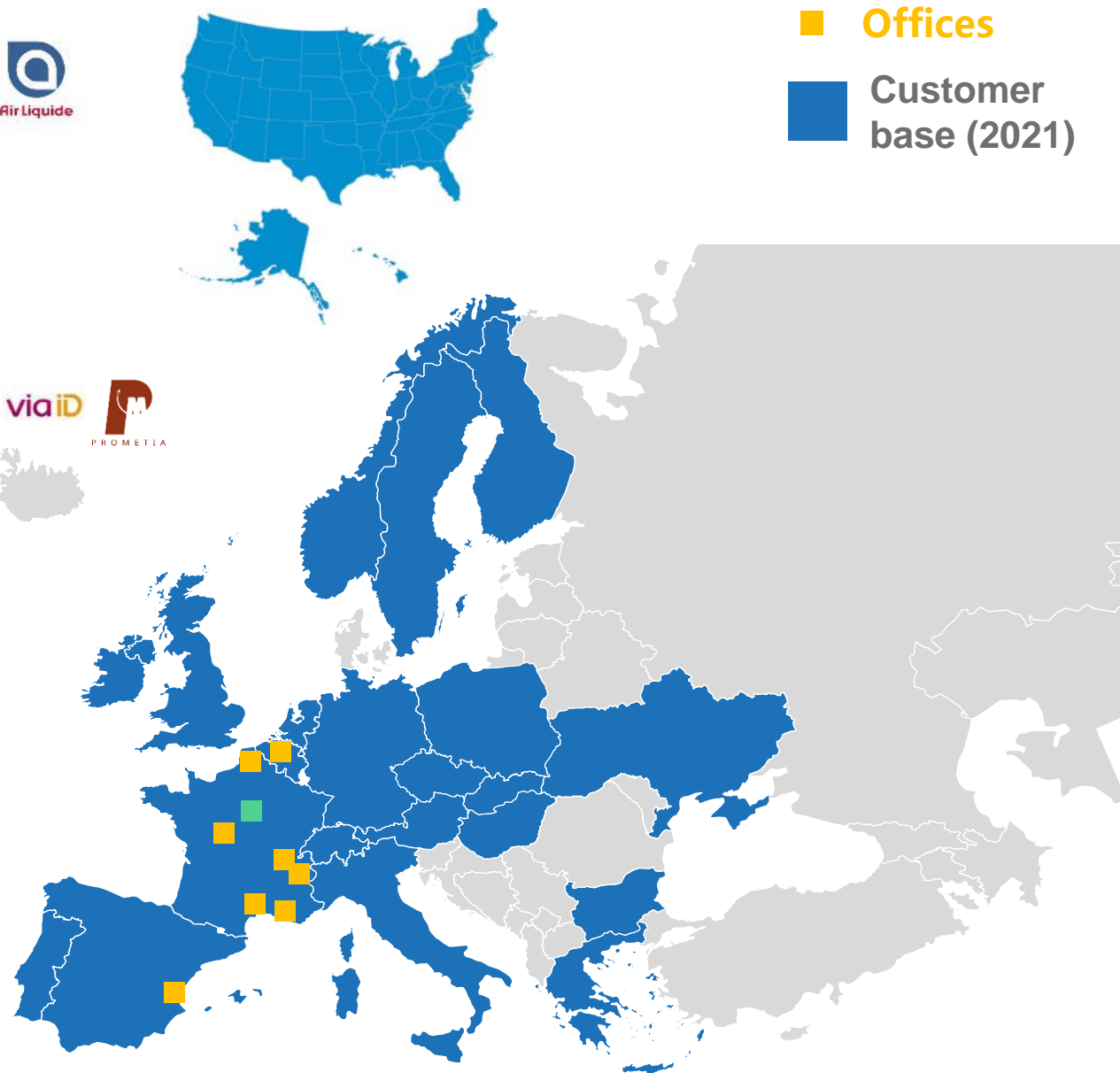
Actors Cities & Territories



■ Headquarters

■ Offices

■ Customer base (2021)





Contact us:



6 Cité de l'Ameublement, 75011, Paris



+33 (0)1 84 16 30 73



contact@lgi-consulting.com

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@LGI



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