

# CENTRAL EUROPE PROGRAMME 2007-2013



## Partner Search Forum

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# SUCCESS FACTORS FOR PROJECT DEVELOPMENT: focus on activities and partnership

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# OVERVIEW



- Expected projects characteristics
- Key success factors for project development -  
**Assessment criteria**
- **Source of information for applicants**



## EXPECTED PROJECT CHARACTERISTICS (1/2)



- **Transnational** thematic focus and partnership
- **Coherent** approach
- **Effective management** (including communication strategy, knowledge creation and transfer)
- Strive for concrete and **visible outputs and results and actual implementation**
- **Clear added value**



## EXPECTED PROJECT CHARACTERISTICS (2/2)



### CENTRAL EUROPE will not support:

- Projects not addressing an issues of transnational relevance or that can be funded under one single cross-border programmes
- Pure research and technology development without clear links to other actors
- Mere continuation of past co-operation project without clear added value
- Mere networking and exchange of experience
- Project fundable under or other Structural Funds programmes



# TECHNICAL AND FINANCIAL ASSESSMENT CRITERIA



1. Relevance (what for?)
2. Partnership technical and operational capacity (who?)
3. Implementation and methodology (how?)
4. Quality of the outputs and sustainability of the expected results (what?)
5. Budget and cost effectiveness (how much?)



## RELEVANCE: ASSESSMENT CRITERIA (1/2)



- How relevant is the proposal to the **overall programme goals and objectives?**
- Does the proposal contribute to **Lisbon and/or Gothenburg goals** and how relevant is it to **other EU and national policies?**



## RELEVANCE: ASSESSMENT CRITERIA (2/2)



- How relevant to the **need and constraints** of the **target regions** and **Areas of Intervention** is the proposal?
- How clearly defined are the **beneficiaries** of the **project results** ?
- Does the proposal contain specific **added value** in terms of **innovation**?



# PARTNERSHIP: ASSESSMENT CRITERIA



- Is the proposed partnership appropriate and relevant to the issues to be addressed?
- Does the partnership have sufficient technical expertise (notably knowledge of the issues to be addressed)?
- Does the Lead Partner have sufficient experience of project management?



# PARTNERSHIP: CHARACTERISTICS



Partners involved in the project should be **relevant bodies actually competent for the development, implementation and dissemination** of outputs and results.

All partners should be involved in the project in a balanced way and be able to credibly outline benefits derived from the partnership and transnational cooperation.

As a general rule, the bigger the number of partners, the more complex it is to manage the project. Therefore, only partners necessary to achieve the project objectives should be brought on board.

Even if larger partnerships will not be excluded, the recommended maximum number of partners is from 8 up to 12.

## IMPLEMENTATION & METHODOLOGY: ASSESSMENT CRITERIA



- **Is the Project design (proposed methodology) appropriate?**
- **Are the work plan and timetable realistic, coherent and transparent?** (When applicable: coherence and feasibility of the preparation of pre-investments; coherence and feasibility of the preparation of investments)
- **Are management and coordination structures efficient and transparent?**



# IMPLEMENTATION & METHODOLOGY: WORK PLAN STRUCTURE



## WORK PACKAGE - ACTION - OUTPUTS - CORE OUTPUTS

**WP:** WP0: Pre-defined, WP1, WP2: Pre-defined & compulsory

- WP3-WP6: self-defined by project

### Actions:

- WP1-2: up to 4 actions
- WP3-6: up to 6 actions

### Outputs:

- 1-20 per action
- Tangible deliverables (studies, seminars, folders, etc.)

### Core Outputs and their results:

- 0-4 per action (at least 1 per work package)
- Major outputs produced by project
- Have to correspond to „Types of Action“



# IMPLEMENTATION & METHODOLOGY: TYPE OF ACTION



Type of Action	Standard Core Output Indicators
<b>Joint transnational strategy and action plan</b>	<ul style="list-style-type: none"> <li>● No. of strategies/policy documents developed/ improved</li> <li>● No. of strategies/policy documents implemented/adopted</li> </ul>
<b>Transnational tool development</b>	<ul style="list-style-type: none"> <li>● No. of new tools developed</li> <li>● No. of new tools implemented</li> <li>● No. of trainings for new tools prepared or implemented</li> </ul>
<b>Joint management establishment</b>	<ul style="list-style-type: none"> <li>● No. of permanent cooperations established</li> <li>● No. of permanent management structures established</li> </ul>
<b>Investment preparation</b>	<ul style="list-style-type: none"> <li>● Volume of investment prepared</li> <li>● No. of jobs to be created through these investments</li> <li>● Volume of private/public funds leveraged</li> </ul>
<b>Pilot Actions including investments</b>	<ul style="list-style-type: none"> <li>● No. of Pilot Actions implemented (including No. of investments realized)</li> <li>● Volume of investment realised through Pilot Actions</li> <li>● No. of jobs created through Pilot Actions</li> </ul>

## IMPLEMENTATION & METHODOLOGY: PATHWAYS TO INVESTMENT



**Pre-investment** refers to the **preparation of investments** (Type of Action “Investments Preparation”) later to be funded through complementary sources.

**Pilot investments** (Type of Action: “Pilot Action”) demonstrate the viability and effectiveness of an investment in order to pave the way for subsequent investments at a larger scale. The results of the pilot investment should be transferable and the transfer of results should form part of the project.

Both pre-investments and pilots **have to show a clear transnational added value.**



# OUTPUTS & RESULTS: ASSESSMENT CRITERIA



- Are **Core outputs** clearly defined and **assumptions on the use of outputs** (target groups, process assumptions) realistic?
- Are outputs and results **transferable**, replicable and **useful beyond the partnership** and the transnational boundaries?
- Are the expected **results** of the proposed action **sustainable** at institutional and financial level?
- Are the **Communication and knowledge management strategies** clearly defined and effective?



## OUTPUTS & RESULTS: CORE OUTPUTS



- ... provide the basis to communicate project achievements
- ... should be supported by several sequential outputs.
- ... are directly used by their target groups in order to achieve the intended results.
- ... must be clearly related to one Type of Action

It is not important to have a high number of CORE outputs, It is much better to have a few provided that they are meaningful.



## OUTPUTS & RESULTS: SUSTAINABILITY OF RESULTS



A distinction between the following 3 dimensions of sustainability has to be made:

**Financial sustainability** - Financing follow up activities, sources of revenue for covering all future operating and maintenance costs;

**Institutional sustainability** - Which structures will allow, and how, the results of the project to continue to be in place after the end of the action? Address issues about the local "ownership" of project outputs;

**Political sustainability** - What structural impact will the project have? - e.g. will it lead to improved legislation, codes of conduct, methods.

Thank you for your attention!



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