



Proposal Preparation And Brokerage

Spring Call 2026: Open until 24th April 2026

Xavier Priem, CELTIC Director priem@celticnext.eu www.celticnext.eu





What shall a successful proposal target?

The "Basics":

- 1. Targeting the Scope of the CELTIC-NEXT Strategic Roadmap 2026-2032
 - https://www.celticnext.eu/strategic-roadmap/ (to be published by 08 Dec 2025)
- 2. Technological Innovation
 - It has to be new, innovative, forward bringing project for the community!
- 3. Market relevance and exploitation potential
 - It must return value for money to the Consortium and to the Funding Countries!
- 4. Follow the rules with right mix and balance of participating countries and partners
 - Create a good consortium (balanced, different countries and company profiles)!
 - It is not a National Project with "some" links abroad, but a true international balanced cooperation, ideally with no more than 60% and never over 75% of effort and/or budget in one country only.



Targeting the Scope of Seureka Cluster



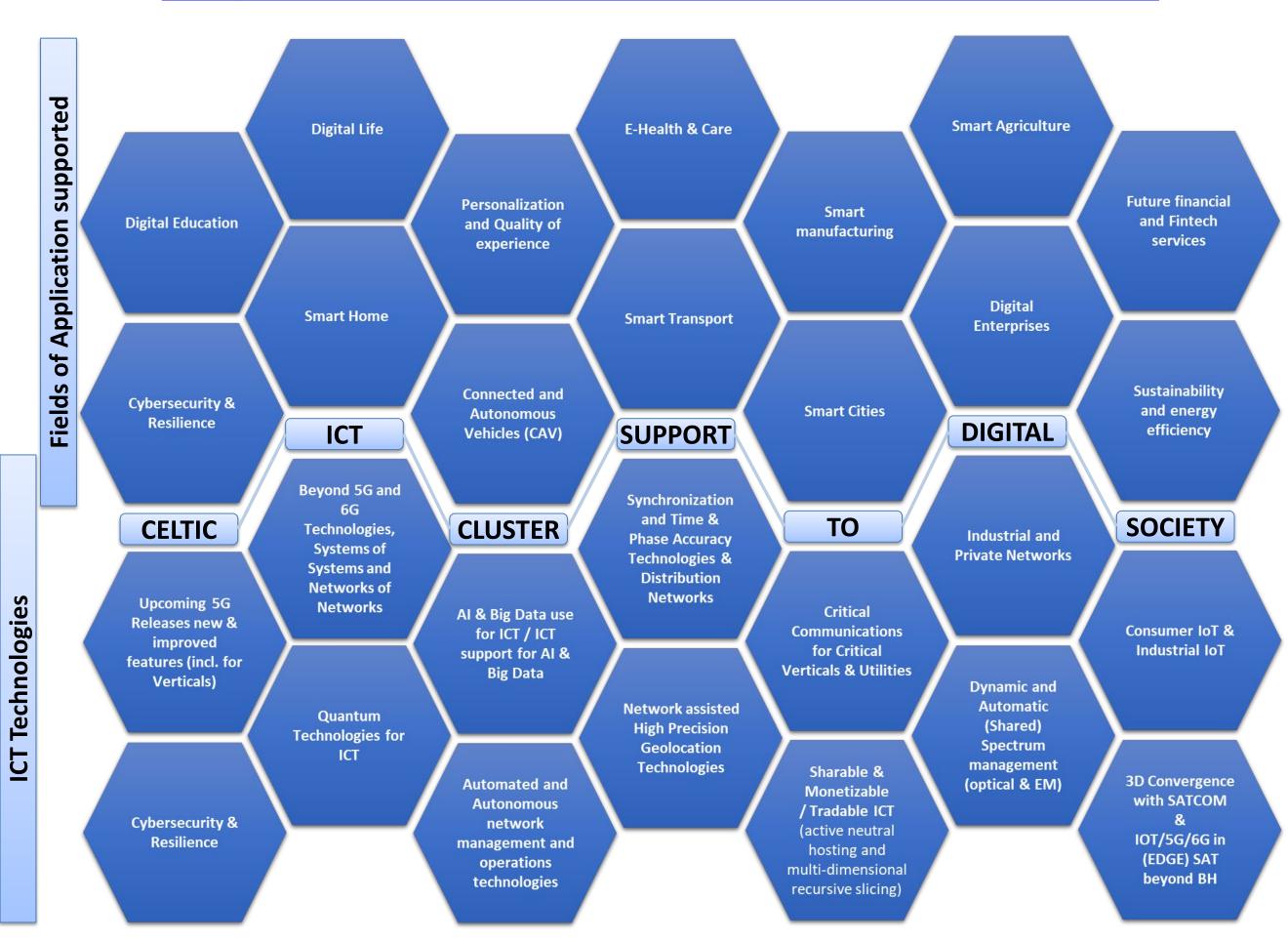
CELTIC-NEXT Strategic Roadmap 2021-2025

CELTIC-NEXT puts emphasis on Core technologies, Applications and E2E Services

- NETWORKING
- **SERVICES AND APPLICATIONS**
- **FUTURE SERVICE ENABLERS**
- FUTURE INTERNET / CLOUDS
 - **FUTURE USAGE AREAS AND MULTI-**
 - **DISCIPLINARY APPROACH**

Α	NETWORKING
A1	Networks Elements and Infrastructures
A2	Mobile / Wireless
А3	Broadband, fixed networks
A4	Optics
A5	Satellite
A6	Broadcast
A7	Energy efficiency (of networks)
A8	Network architectures and connectivity
A9	Network infrastructure and platforms
A10	Network Management and operation
A11	. Autonomic / Open Networks / Ad-hoc Networks
A12	Network evolution
A13	Network Security / Privacy
A14	Network Safety / Robustness
A15	Other network infrastructure aspects

https://www.celticnext.eu/research-areas/







Technological Innovation

Innovation above the State of the Art (SoA) is a Key Criterion

- Rationale for the project: Why is the subject of the proposed project important; which
 problems will be solved and which results will be generated that are currently not available?
- State-of-the-art situation: Describe the current technological situation, the current
 problems and gaps and indicate the technological improvements that you want to achieve.
- Technological innovation and strategic relevance: Strategic relevance and expected impact
 of your proposal on a per-country perspective. What new businesses will be generated.
- > 50 % of criticism of the Cluster experts during proposal evaluation are related to insufficient description of the SoA





Market relevance and exploitation potential

Market analysis: Technological value chain and added value of the collaboration

- Value chain: Right mix of partners in the Consortium
- Added value of the cooperation at technology level
- Added value of the cooperation at business level
- Consortium/partner access to the market

> These are Key aspects to motivate Public Authorities to fund your project





Key points

- "Your CELTIC-NEXT project should be successful and beneficial, and it must be managed and controlled properly in order to achieve this"
 - > Give confidence to the Experts and the Public Funders that you will be in control!
- "It should be used as a tool to develop your business, if the project scope is aligned with your strategies and future plans. However, it may take some time to reach commercial success."
 - ➤ Provide a clear outlook on your commercialisation plan, per product/partner and as a whole!





Key points 2

- "The best practices that help to carry out the project activities properly are based on the commitment of the consortium from the beginning to the end of the project"
 - > Build a strong and committed consortium and show clearly its commitment in the proposal!
- "The success of the project relies on three actions: deliverables, dissemination and exploitation of project activities"
 - ➤ Write a good proposal (not only research but also business impact, exploitation plan and dissemination; coordination and WP structure)!
- "Be aware that there may be changes in the project (consortium, activities, funding, etc.) that might affect the initial plans (Project Description)"
 - Provide a well described risk analysis section!





Templates & Guidelines

The "Guides", "Contracts" and "Forms" to support the writing of your application:

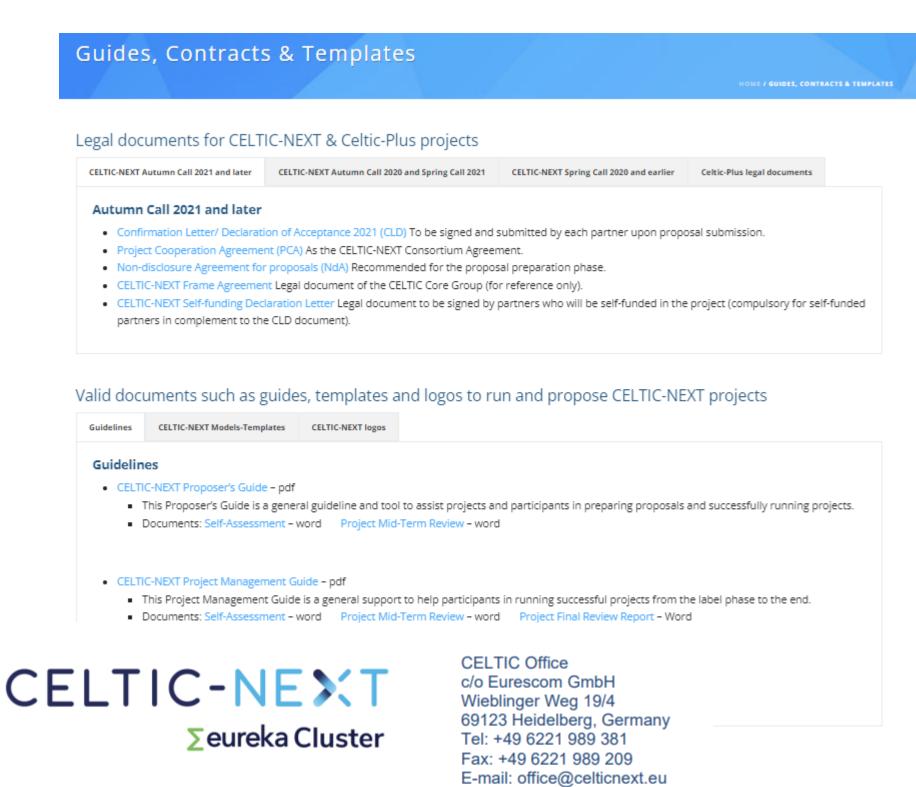
https://www.celticnext.eu/guides-contracts-templates/

As Proposer you can get a good guidance by reading the Proposal Guidelines document via:

https://www.celticnext.eu/proposal-submission-step-by-step/

https://bscw.celticnext.eu/pub/bscw.cgi/d27769/Proposers-Guide-CELTIC-NEXT.pdf

https://bscw.celticnext.eu/pub/bscw.cgi/d144724/CELTIC-NEXT-Proposal%20Management%20Guide-v.3.0.pdf



Web: www.celticnext.eu

PROPOSAL GUIDELINES

CELTIC PROJECT PROPOSAL (CPP)

The aim of these guidelines is to pragmatically help proposers to prepare a <u>Celtic Project Proposal</u> (<u>CPP</u>).

Proposal Hotline:

The following colleagues at the CELTIC Office are happy to help proposers with any questions regarding

preparation of a CELTIC-NEXT Project Proposal:

- Christiane Reinsch: reinsch@celticnext.eu; +49 6221 989 210
- Xavier Priem: priem@celticnext.eu; +49 1515 796 2180





A: Submit your proposal

By 24th April 2026*

- Register on the Cluster Projects Tool
- Fill in the web forms
- Download the proposal templates for proposal
- Upload your proposal to the Cluster Projects
 Tool: https://cluster-projects.eurestools.eu



www.celticnext.eu

Any innovative ICT subject is eligible, including application to vertical sectors

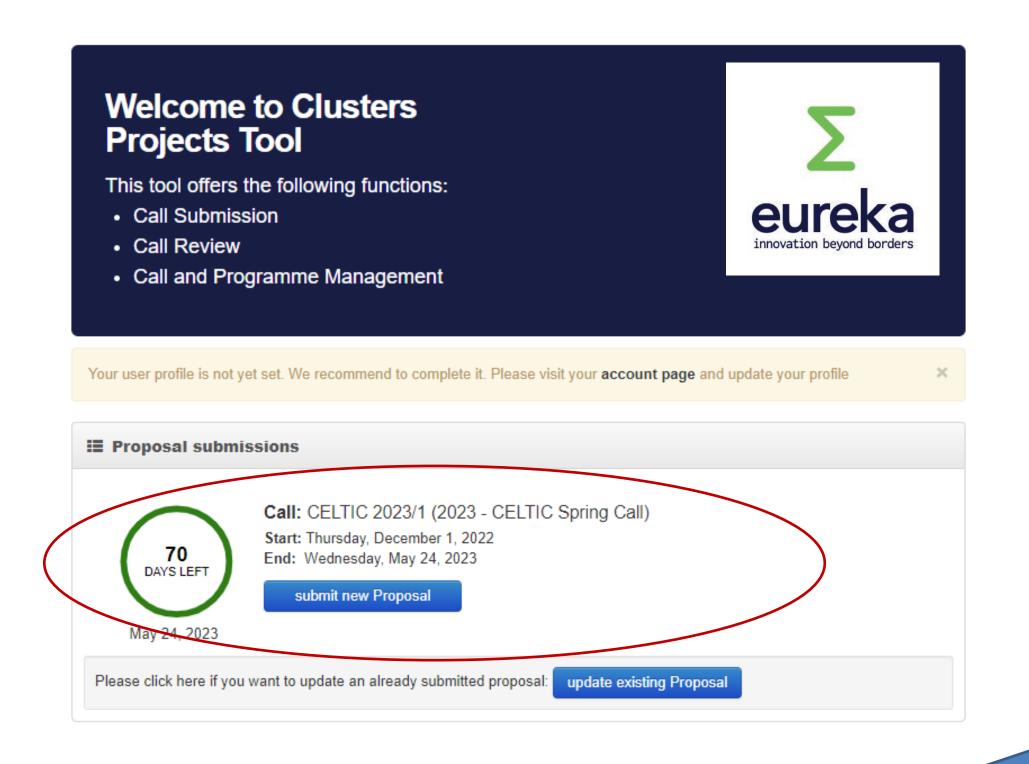


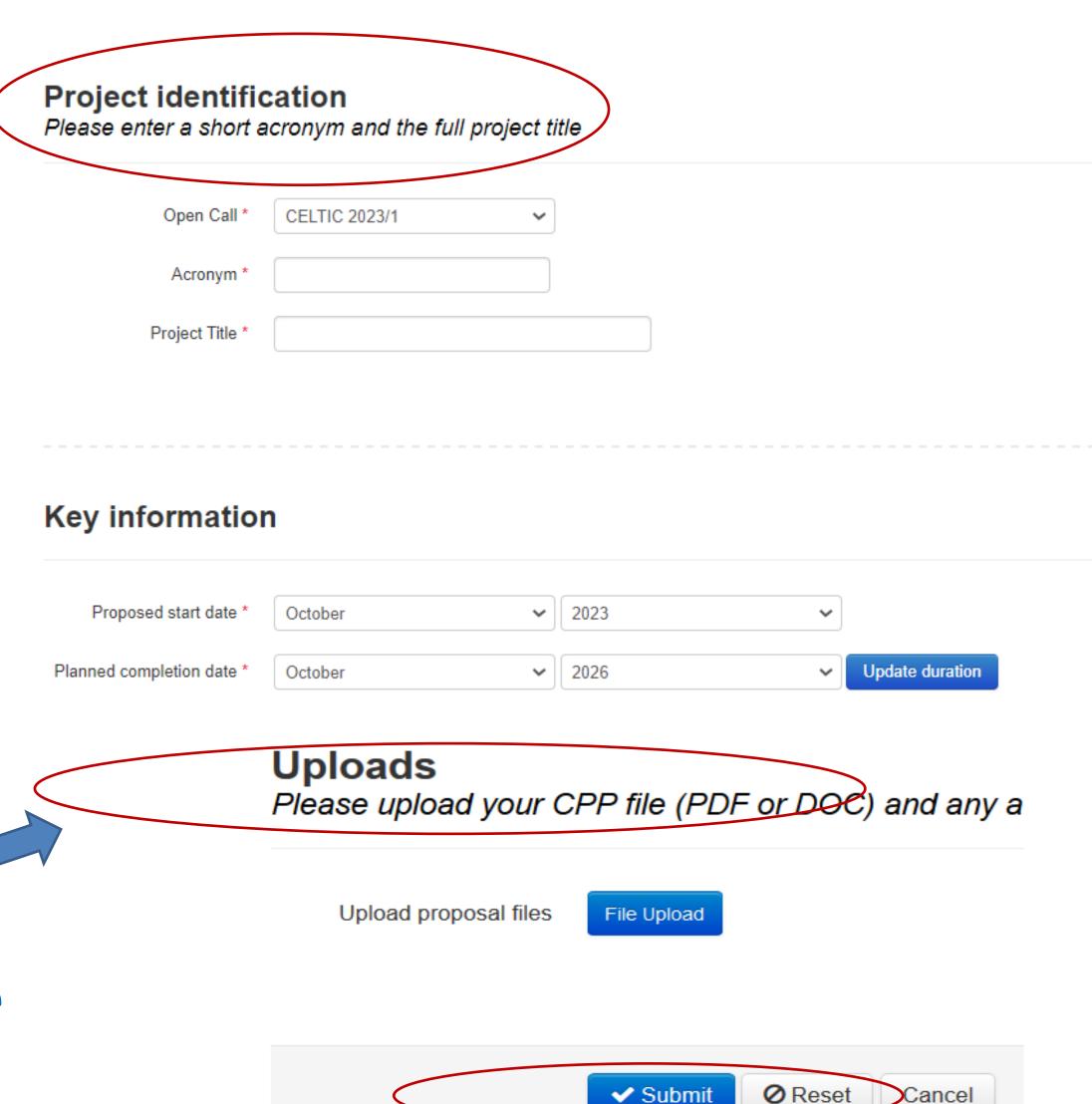


A: The Submission Interface

Register to the Tool:

https://cluster-projects.eurestools.eu/





CPP (Cluster Project Proposal) template available on CELTIC Web





B: Proposal Evaluation

Evaluation by the CELTIC Experts *)

List of Evaluation Criteria:

- 1. Excellence and technological innovation
- 2. Strategic relevance and impact
- 3. Potentials for exploitation of the results and for future business
- 4. Quality and efficiency of the implementation of the project proposal
- 5. Quality of the proposed consortium

S = Suitable for Labelling
M = Modifications required
N = Not suitable for Labelling

*) Most Experts are from Industry
They provide their Industry Knowhow to the proposals

Example of a typical outcome of the evaluations of the 3 reviewers

Group of	Experts	eval	uatic	n	
Acronym	Rating	Rec	omm	enda	tion
		R1	R2	R3	S
Proposal 1	2.00	N	M	N	Ν
Proposal 2	3.00	M	М	M	М
Proposal 3	4.00	S	M	S	S
Proposal 4	4.50	S	S	S	S





C: Label Decision

Important criteria for labelling decision:

- ✓ Technical quality
- ✓ Business relevance
- ✓ but also national priorities where they exist





Start the Project

Starting and running a Labelled project

- In EUREKA projects the funding is granted by ministries or Funding Agencies of the participating countries.
- Projects can usually start when mandatory partners have green light for funding.
- In the last years a success rate for running projects of more than 50 % has been achieved.
- When a partner becomes active in a running project he will pay the CELTIC contribution of 1.5% of his budget.







CELTIC Label decision

- A. Proposal Submission by proposers (one stage process)
- B. Evaluation by:
 Industry Experts
 and Public Authorities
- C. Label Decision:
 Public Authorities
 and CELTIC Core Group



Time line: 6-8 weeks in total





CELTIC Brokerage Tool



Start now and upload your expertise or new project idea

https://www.celticnext.eu/brokerage-tool/



Upload Project Idea



Title of my Project Idea *	Email *	Brief Description of my Organisation
Please enter a short title of your Project Idea. (max 255 characters)	Email	
Short Title		
	Contact Image *	Web URL
Objective of my Project Idea *	Browse No file selected.	Please insert a fully qualified URL containing the http:// or https://
Please enter a description of your Project Idea. (max 2000 characters)		Web URL
	Telephone	
	Telephone	Presentation *
Dyamagal kayawayda		Would you like to present your idea in one of the next Proposers Days?
Proposal key words	Company Name *	○ Yes
Select	Company Name	○ No
Types of partners being sought *		Presentation File
Types of partners being sought	Type of Organisation *	Please Upload your PPT File
Types of partiters being sought	Industry	Browse No file selected.
Name *		
	Country *	Identity Management *
Name	Canada	Do you wish your identity to be public or hidden?

For the Key Words, please re-select from the list as often as is necessary until all your relevant choices have been captured.







Expertise Short Title * Please enter a description of your Expertise Offering. (max 255 characters)	Contact Image *	Brief Description of my Organisation
ricase effect a description of your expertise offering. (max 255 characters)	Browse No file selected.	
Short Title		
	Telephone	Web URL
Expertise offered *	Telephone	Please insert a fully qualified URL containing the http:// or https://
Please enter a description of your Expertise offered. (max 2000 characters)		Web URL
	Company Name *	
	Company Name	Identity Management *
Expertise key words		I confirm my profile and interests may be published in the Celtic-Next Brokerage service along with
Select	Comapany Logo *	my contact information
	Browse No file selected.	
Name *	Type of Organisation *	Captcha *
Name	Industry	I'm not a robot
Email *		reCAPTCHA Privacy - Terms
Email *	Country *	
Email	Austria	





CELTIC Brokerage Tool

- The form fields tagged with a * are mandatory.
- The "PROPOSAL KEY WORDS" field is implemented using a taxonomy form field class which allows easy update of the key word list, such as renaming, deletion of addition of key words.
- The "IDENTITY MANAGEMENT" field determines whether Name, Telephone and Company Name are shown in the Project Idea overview list or search results. The Type of Organisation and Country are always shown. The email address is never shown.
- After submission the CELTIC Office will check and publish your Project Idea or your Expertise.





Partner Search

Expertise Offered Overview

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Search Project Ideas

Proposals & Ideas Overview

Search for:	
Search	
Type of Organisation:	
== ANY ==	•
Country:	
== ANY ==	-
Proposal key words:	
== ANY ==	-
SEARCH	





Contact:









You the https://www.youtube.com/user/CelticplusVideos

