

CIVITTA

DIGITAL EUROPE  
in UA  
WEBINAR

09.02.2024




**giz** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH



CIVITTA

## \ AGENDA OF THE WEBINAR

- ▶ 11:00 - 11:05 – **Introductions**, *Vladyslav Kavelin*
- ▶ 11:05 - 11:35 – **Digital Europe General Overview**, *Anneli Roose*
- ▶ 11:35 - 11:45 – **Q&A Session**,
- ▶ 11:45 - 12:05 – **Grant Opportunities Overview**, *Reesi Lepa*
- ▶ 12:05 - 12:15 – **EEPO Supporting services for UA SMEs**, *Volodymyr Perun*
- ▶ 12:15 - 12:25 – **Q&A Session**
- ▶ 12:25 - 12:30 – **Closing Remarks**, *Vladyslav Kavelin*

- 
1. Introductions
  2. Digital Europe General Overview
  3. Grant Opportunities Overview
  4. EEPO Supporting services for UA SMEs
  5. Closing Remarks

# \ THE SPEAKERS



**Anneli Roose**

**CIVITTA**  
Associate Partner,  
Head of International Projects  
Team



**Reesi Lepa**

**CIVITTA**  
Associate Partner  
Head of Startup and Innovation  
Team



**Vladyslav Kavelin**



Senior Advisor  
Digital Transformation of  
SMEs in EaP countries



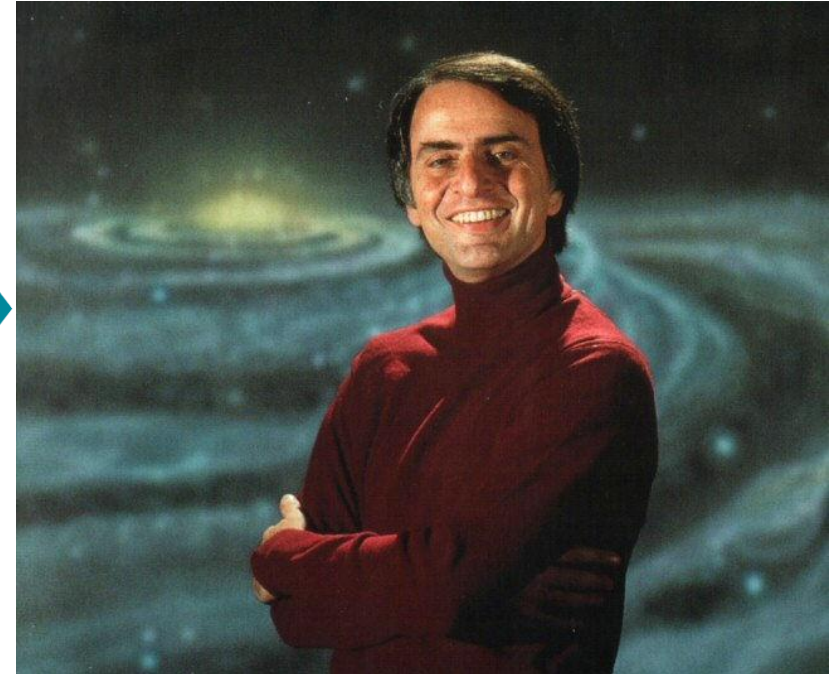
**Volodymyr Perun**




Consultant  
Department of Innovative Development  
& Access to Finance

## \ «HOUSE RULES»

- ▶ Don't be afraid to ask questions:
- ▶ Use the live chat
- ▶ Raise your hand in zoom in the dedicated Q&A sessions
- ▶ Slides will be shared
- ▶ Session will be recorded.

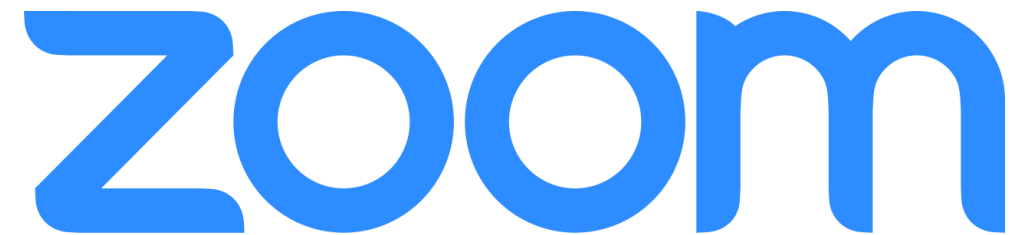


*“There is no such thing as a stupid question”.*  
- C. Sagan

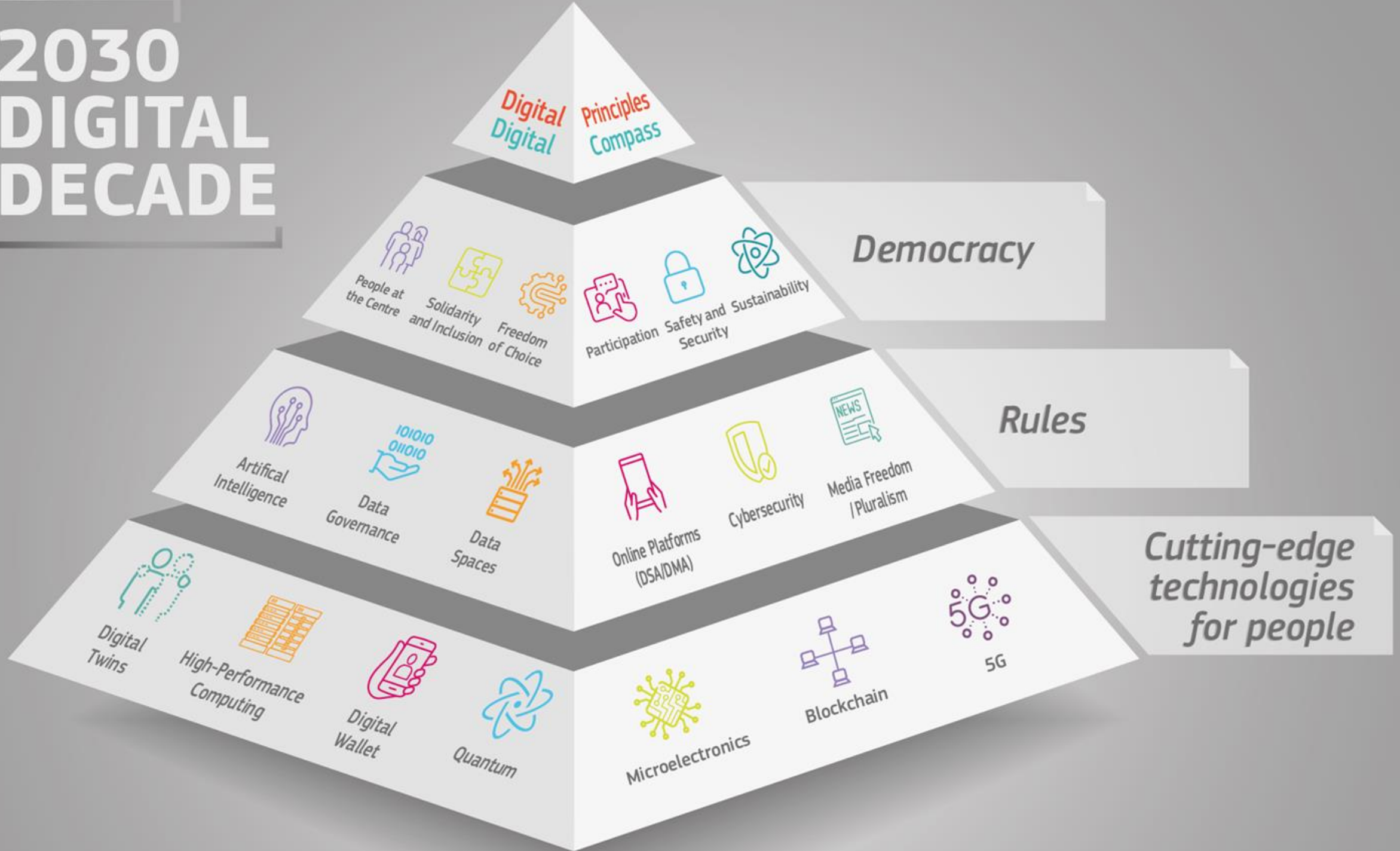
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## \ LET'S WARM UP A BIT!

- **Who are you?**
- **What is your familiarity with the Digital Europe Programme (DEP)?**

The Zoom logo is displayed in a large, bold, blue, lowercase sans-serif font.

# 2030 DIGITAL DECADE





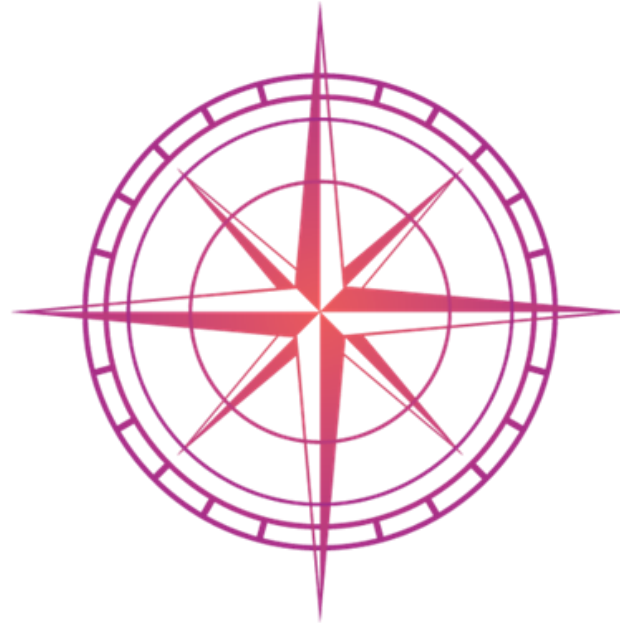
# \ DIGITAL EUROPE, WHY?

## Skills

20 million employed **ICT specialists**, more graduates + gender balance  
80% of adults can **use tech** for everyday tasks

## Government

**Key Public Services** - 100% online  
Everyone can **access health records online**  
Everyone can use **eID**



## Infrastructure

**Gigabit connectivity** for everyone, **high-speed mobile coverage** (at least 5G) everywhere  
EU produces 20% of world's **semiconductors**  
10 000 **cloud edge nodes** = fast data access  
EU **quantum computing** by 2025

## Business

75% of companies using **Cloud, AI or Big Data**  
Double the number of **unicorn startups**  
90% of **SMEs taking up tech**

## \ DIGITAL EUROPE : BACKGROUND

- Digital Europe Programme (**DIGITAL**) is part of the Multiannual Financial Framework 2021-2027 of the European Union (EU), alongside Horizon Europe and other EU sectorial programmes.
- Managed by EC DG-CONNECT and HaDEA (E. Health and digital executive agency)
- Planned overall budget of **€7.5 billion**
- It **does not fund research**, but deployment of technologies
- Addresses Economy & Society
- It focuses on **5 strategic areas**

### Digital Europe Programme



*The core aim is to Foster the uptake of digital technologies by businesses, citizens and public administration*

Programme targets:

- SMEs & larger companies
- Knowledge and higher education institution + research centres
- Public sector organisations

## \ DIGITAL EUROPE : MANAGEMENT

- Managed by EC DG-CONNECT and HaDEA (E. Health and digital executive agency)
  - Assisted by The Commission shall be assisted by the **Digital Europe Programme Coordination Committee**
  - Each Member State shall be considered to be one member of the committee. Each member of the committee shall decide on the composition of its delegation and inform the chair
  - Same applies for the Associated countries (Iceland, Liechtenstein, Norway and **Ukraine** )
- 
- The committee runs the implementation, adopts work programmes and monitors implementation, therefore steering the direction of the whole programme.

## \ SPECIAL OBJECTIVES (SO)

### 5. DEPLOYMENT AND BEST USE OF DIGITAL CAPACITY

DIGITAL  
INNOVATION  
HUBS

HIGH IMPACT  
DEPLOYMENTS

1. HIGH PERFORMANCE COMPUTING

2. ARTIFICIAL INTELLIGENCE

3. CYBERSECURITY AND TRUST

4. ADVANCED DIGITAL SKILLS

Building key Digital capacities

## \ WORK PROGRAMME ORIENTATION

- Besides the core Special objectives always present, Each Work Programme general objectives are slightly oriented towards the bi-annual trends/needs/ challenges.
- Address climate and environmental challenges through technology support
- Deploy secure and energy-efficient cloud data spaces for businesses and the public sector
- Promote faster AI adoption and expand digital twin capabilities
- Strengthen EU-wide cybersecurity preparedness
- Improve digital education and encourage students, especially girls
- Foster blockchain adoption and build efficient digital services



## \ SPECIAL OBJECTIVES

**N.B Not all the calls are open for Associated countries. Ukraine participates in the Digital Europe Programme, but only to “Specific Objectives 1, 2, 4 and 5 (see the link [here](#))**

**SO1 - High Performance Computing**" is mainly implemented through the public-private partnership EuroHPC (with co-funding from the Digital Europe Programme, Horizon Europe and the "Connecting Europe Facility"). More information can be found on the [EuroHPC Joint Undertaking page](#).

"**SO2 - Artificial Intelligence**," which covers as well **cloud and data**, is implemented by the services of the European Commission through a diverse set of measures that include, for example, the [AI Testing and Experimentation Facilities](#) and the "data spaces" dedicated to different activity sectors.

"**SO3 - Cybersecurity**" (Ukraine is excluded) will be implemented by the [European Cybersecurity Competence Centre \(ECCC\)](#) once it is fully established. Until then it will be implemented by the European Commission services in collaboration with the authorities of the respective Member States

"**SO4 - Advanced DigitalSkills**" is implemented by the European Health and Digital Agency (HaDEA), supported by the "[Digital Skills and Jobs](#)" platform.

"**SO5 - better use of digital capabilities**" there is support for the [European network of Digital Innovation Hubs \(EDIHs\)](#).

### **WORK PROGRAMME (LINKS TO 2023-24)**

**MAIN WORK PROGRAMME** - Contains all SOs

**HIGH PERFORMANCE COMPUTING** – SO 1

**CYBERSECURITY** – SO 3 (Ukraine is excluded)

**EUROPEAN DIGITAL INNOVATION HUBS** – SO 5

All the calls are published in the [European Commission F&T portal](#)

## \ 2023-24 WORK PROGRAMME BUDGET IS 909.5 MILLION

Year	Budget line	Amounts to be implemented in direct management		Amounts to be implemented in indirect management	Total available budget per year (in million EUR)
		Calls for proposals, grants	Calls for tenders - procurement		
2023	Specific Objective 1 (02 04 02 10)	-	-	-	-
	Specific Objective 2 (02 04 03)	86.1	64.6	60	210.7
	Specific Objective 3 (02 04 01 10 02)	-	-	27.8	27.8
	Specific Objective 4 (02 04 04)	60.3	6.4	2.2	68.9
	Specific Objective 5 – Deployment (02 04 05 01)	31.7	28.6	-	60.3
	Specific Objective 5 – Interoperability (02 04 05 02)	-	24.5	-	24.5
2024	Specific Objective 1 (02 04 02 10)	-	-	21.1	21.1
	Specific Objective 2 (02 04 03)	150.1	91	62.6	303,7
	Specific Objective 3 (02 04 01 10 02)			3,7	3,7
	Specific Objective 4 (02 04 04)	53	13.8		66.8
	Specific Objective 5 – Deployment (02 04 05 01)	41	55		96
	Specific Objective 5 – Interoperability (02 04 05 02)	5	21.2		26.2

# PROJECT FUNDING

Funding schemes : Similar but not exactly the same to similar EU funding opportunities (e.g. Horizon Europe)

- Grants with cost reimbursement 50% for everybody or with 75% for SMEs
- Coordination and Support Action (CSA) at 100%
- Wider use of procurement

Area	Topics in the Work Programme	Digital Europe Funding rate
Cloud to edge and infrastructure services	Reference deployments of European cloud-edge services (industrial IoT Edge and Telco Edge developments)	50%
	Competence Centre for 3D - Deployment	50%
Data	European Green Deal Data Space	50%
	Data Space for Skills (deployment)	50%
	Energy Data Space	50%
	Data Space for Manufacturing (deployment)	50%
	Agricultural Data Space	50%
	1+ Million Genomes: sustainability and uptake	100%
	Supporting patients' access to their health data in the context of healthcare services for citizens across the EU	50%
	Demonstrating the in-service use of the European Electronic Health Record Exchange Format (EHRx) in healthcare settings	50%
	Common European mobility data space	50%

AI	Support for Health Data Access Bodies to foster efficient pathways for AI in healthcare	100%
	EU AI Innovation Accelerator preparatory action	50%
	AI regulatory sandboxes: EU-level coordination and support	100%
	Pilot action for the establishment of future Union Testing Facilities in AI	100%
	AI in support of Quantum-Enhanced Metabolic Magnetic Resonance Imaging Systems	75% for SMEs and 50% for all

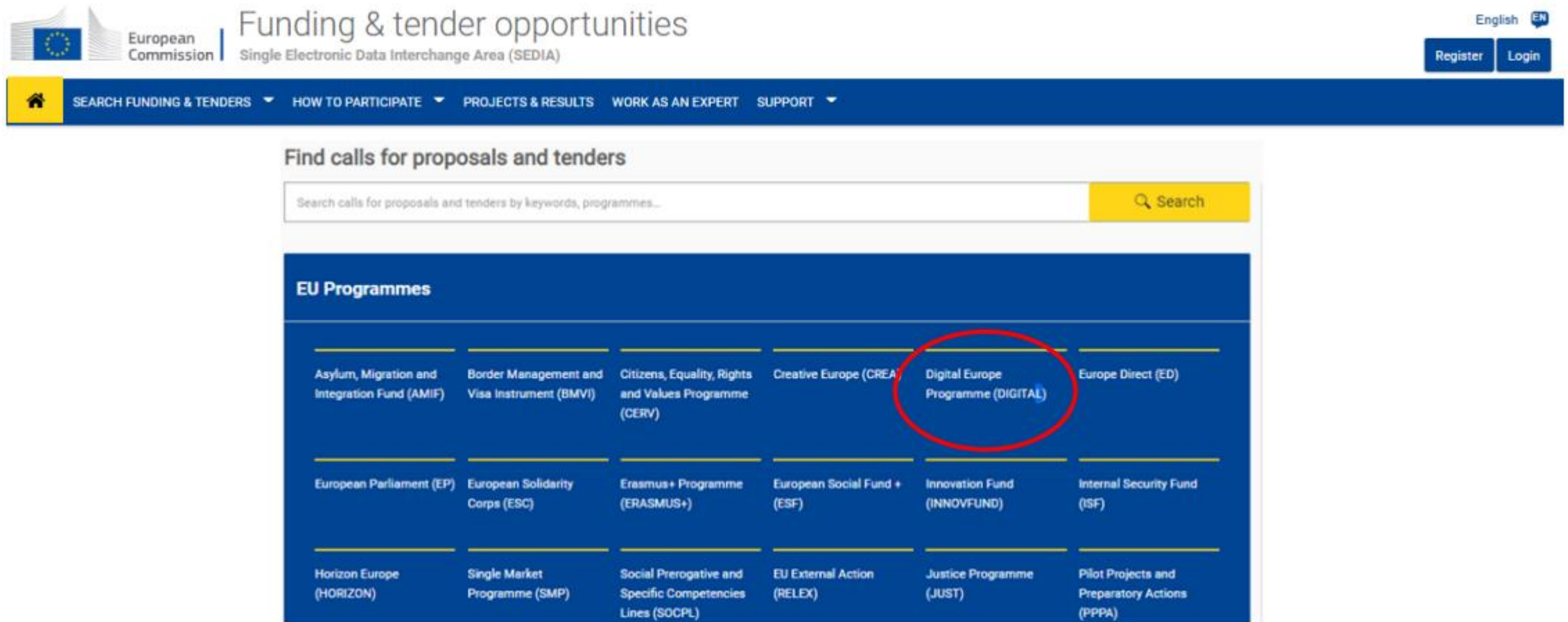
		other beneficiaries
	Alliance for Language Technologies -simple grant and Coordination and support action	50% for simple grant and 100% for CSA
	Making available a high performing open-source European foundation model for fine-tuning	75% for SMEs and 50% for all other beneficiaries
Advanced Digital Skills	Girls and Women in Digital	100%
	Digital Skills and Jobs Platform (CSA)	100%
Deployment of Public Services and Interoperability	European Digital Identity and Trust Ecosystem (Standards and Sample Implementation)	50%
	Innovative and Connected Public Administrations	100%



## \ PROJECT FUNDING

Area	Topics in the Work Programme	Digital Europe Funding rate
AI	Towards networked Local Digital Twins in the EU	50%
Advanced Digital Skills	Specialised Education Programmes in Key Capacity Areas	50%
Deployment of Public Services and Interoperability	Support to the implementation of Multi-Country Projects (MCPs)	50%
Confidence in Digital Transformation	European Digital Media Observatory (EDMO) - national and multinational hubs	75% for SMEs and 50% for all other beneficiaries

PORTAL: <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home>



The screenshot shows the 'Funding & tender opportunities' portal. At the top, there is a search bar with the text 'Search calls for proposals and tenders by keywords, programmes...' and a yellow 'Search' button. Below the search bar is a section titled 'EU Programmes' which contains a grid of 18 program categories. The 'Digital Europe Programme (DIGITAL)' is highlighted with a red circle.

EU Programmes					
Asylum, Migration and Integration Fund (AMIF)	Border Management and Visa Instrument (BMVI)	Citizens, Equality, Rights and Values Programme (CERV)	Creative Europe (CREA)	Digital Europe Programme (DIGITAL)	Europe Direct (ED)
European Parliament (EP)	European Solidarity Corps (ESC)	Erasmus+ Programme (ERASMUS+)	European Social Fund + (ESF)	Innovation Fund (INNOVFUND)	Internal Security Fund (ISF)
Horizon Europe (HORIZON)	Single Market Programme (SMP)	Social Prerogative and Specific Competencies Lines (SOCPL)	EU External Action (RELEX)	Justice Programme (JUST)	Pilot Projects and Preparatory Actions (PPPA)

## Specialised Education Programmes in Key Capacity Areas - Advanced Digital Skills Analysis

**CALL DEADLINE:**  
21 MARCH 2024 - 17:00 CEST

**CALL BUDGET:**  
€ 2 MILLION

**This action will deliver insights into the changing advanced digital skills demands in the EU, analyse current education and training offers matching labour market needs and set recommendations for future funding programmes**

- Consortium:** Minimum 4 entities from 4 different eligible countries  
Universities, industry actors, SMEs, start-ups, research centres/hubs, competence/excellence centres/consultancy organisations
- Grant per project:** up to €2M per project & funding rate 100%
- Indicative project duration:** 48 months

## Advanced digital skills analysis DIGITAL-2023-SKILLS-05-SPECIAL-PROGEDU

### What is the aim of this topic?

Digital decade target → 20 million ICT specialists employed in EU by 2030

Main objectives:

Support provided to the European Commission

Support provided to the DIGITAL-SO4 projects

Budget	Duration	EU financing
EUR 2M	4 years	100%

# \ EXAMPLE OF OPEN CALLS



## Specialised Education Programmes in Key Capacity Areas

**CALL DEADLINE:**  
21 MARCH 2024 - 17:00 CEST

**CALL BUDGET:**  
€ 30 MILLION

**To address the advanced digital skills gap in the EU and to contribute to the Digital Decade policy target of reaching 20 million ICT specialists in the EU by 2030.**

- Consortium:** Minimum 6 entities from 5 different eligible countries  
Universities, industry actors, SMEs, start-ups, research centres/hubs, competence/excellence centres, European digital innovation hubs
- Grant per project:** up to €4M under Activity 1 & up to €2M under activity 2  
funding rate 50%
- Indicative project duration:** 48 months

## Specialised Education Programmes in Key Capacity Areas DIGITAL-2023-SKILLS-05-SPECIALEDU

### What is the aim of this topic?

Digital decade target → 20 million ICT specialist employed in EU by 2030  
Closing the digital skills gap

Main objectives:

Design and delivery of **bachelor's and master's** leading to a degree and develop related **self-standing modules** leading to a certification

**Co-designed jointly** between higher education institutions, industry and research partners in the consortium

Budget	Duration	EU co-financing
EUR 30M 10M per project	4 years	50%

# \ EXAMPLE: HOW TO NETWORK AND FIND PARTNERS?

[Digital skills networking group \(main page\)](#)



[Specialised education programmes in key capacity areas](#)



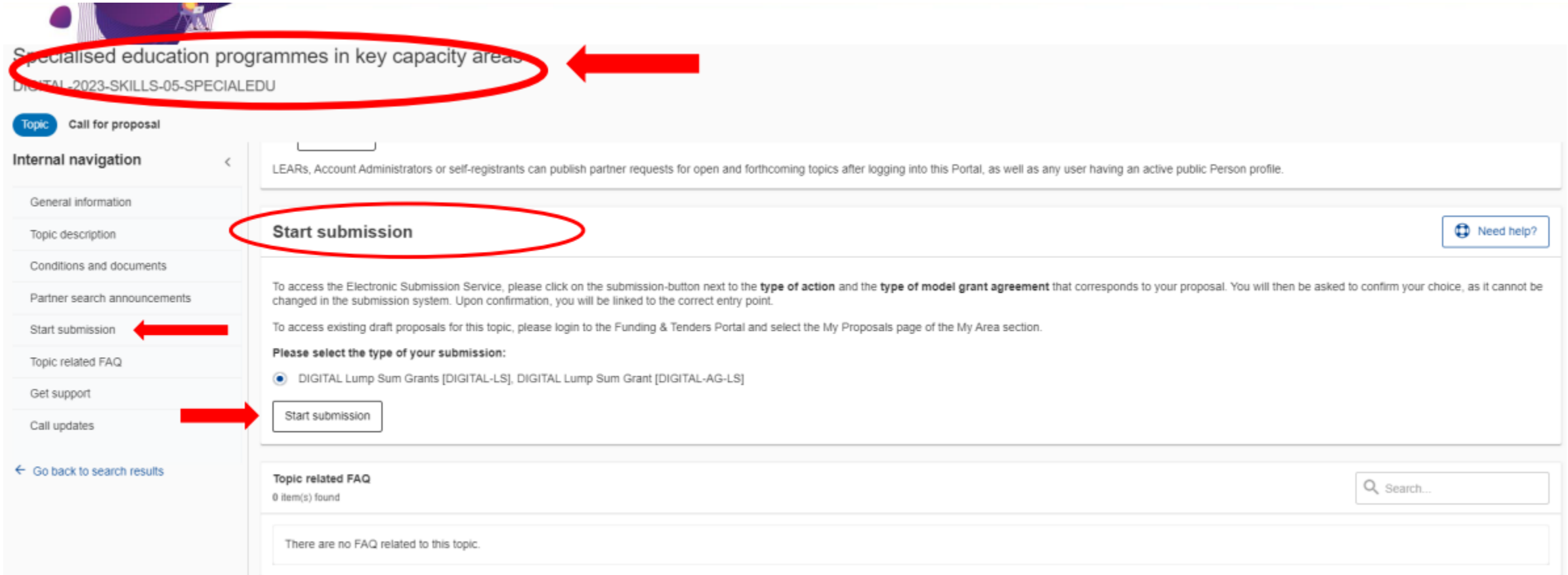
[Advanced digital skills analysis](#)



[Cybersecurity skills academy – join the discussion](#)



# HOW TO START THE PROPOSAL SUBMISSION?



The screenshot shows a web interface for proposal submission. The main heading is "Specialised education programmes in key capacity areas" (circled in red), with the ID "DIGITAL-2023-SKILLS-05-SPECIALEDU" below it. A red arrow points to this heading. On the left, the "Internal navigation" menu includes "Start submission" (circled in red and pointed to by a red arrow) and "Call updates" (pointed to by another red arrow). The main content area contains a "Start submission" button (circled in red) and a "Need help?" link. Below the button, there is a "Please select the type of your submission:" section with a radio button selected for "DIGITAL Lump Sum Grants [DIGITAL-LS], DIGITAL Lump Sum Grant [DIGITAL-AG-LS]". A "Topic related FAQ" section at the bottom shows "0 item(s) found" and a search box.

# \ HOW TO APPLY? PART A OF THE APPLICATION

Administrative part of the application	
Section 1 - General information	Call, Topic, Type of Action, Proposal number, Proposal acronym, Type of Model Grant Agreement
Section 2 – Participants	Information on the applicants and consortium partners
Section 3 - Budget	Budget allocation per costs category
Section 4 – Other Questions	Security issues tables <b><u>must be completed</u></b> for all topics.

Part B - Technical part of the application	
<p>Section 1 - Relevance  <b>In line with Award Criteria 1 in the next slide</b></p>	<p>1.1 Objectives and activities                      1.2 Contribution to long-term policy objectives, policies and strategies — Synergies                      1.3 <i>Digital technology supply chain*</i>                      1.4 <i>Financial obstacles*</i></p>
<p>Section 2 - Implementation  <b>In line with Award Criteria 2 in the next slide</b></p>	<p>2.1 Maturity                      2.2 Implementation plan and efficient use of resources                      2.3 Capacity to carry out the proposed work</p>
<p>Section 3 - Impact  <b>In line with Award Criteria 3 in the next slide</b></p>	<p>3.1 Expected outcomes and deliverables                      3.2 Competitiveness and benefits for society                      3.3 <i>Environmental sustainability and contribution to European Green Deal goals*</i></p>
<p>Section 4 - Work plan, Work packages, timing and subcontracting</p>	

\* Sub-criteria 1.3, 1.4 and 3.3 NOT APPLICABLE for any of the topics.

\* Attention: Page limit of 70 pages for DIGITAL-2023-SKILLS-05-SPECIALEDU (Lumpsum) and DIGITAL-2023-SKILLS-05- CYBERACADEMY.

\* Page limit of 50 for DIGITAL-2023-SKILLS-05-SPECIAL-PROGEDU (CSA)



## RELEVANCE

- Alignment with the objectives and activities as described in section 2
- Contribution to long-term policy objectives, relevant policies and strategies, and synergies with activities at European and national level
- Extent to which the project would reinforce and secure the digital technology **supply chain** in the EU\*
- Extent to which the project can overcome **financial obstacles** such as the lack of market finance\*

## IMPLEMENTATION

- Maturity of the project
- Soundness of the implementation plan and efficient use of resources
- Capacity of the applicants, and when applicable the consortium as a whole, to carry out the proposed work

## IMPACT

- Extent to which the project will achieve the expected outcomes and deliverables referred to in the call for proposals and, where relevant, the plans to disseminate and communicate project achievements
- Extent to which the project will strengthen competitiveness and bring important benefits for society
- Extent to which the project addresses environmental sustainability and the **European Green Deal goals**, in terms of direct effects and/or in awareness of environmental effects

\* *Sub-criteria **1.3, 1.4 and 3.3** **NOT APPLICABLE** for any of the topics.*

*For further details, refer to the Call Document - Section 2 - Specific topic conditions*

## \ SCORES AWARDED

Award criteria	Minimum pass score	Maximum score
Relevance	3	5
Implementation	3	5
Impact	3	5

- Maximum threshold per individual criterion: 5/5 points
- Maximum points per proposals: 15 points
- For a proposal to be considered for funding, it MUST:
  - Pass the individual award criteria threshold that is: minimum 3 scores per criteria and
  - overall scoring threshold must be 10 points,
  - The proposal must be within the limits of the available call budget.
- For further details, refer to the Call Document Section 9 – Award Criteria

A person is using a tablet computer. The tablet screen displays a grid of various icons and a 'CUSTOM BUILD' button. A teal-colored overlay covers the right side of the image, and the text 'Q&A Session' is centered on this overlay. The background is a blurred indoor setting with a laptop and a window.


## Q&A Session

CIVITTA

DIGITAL EUROPE  
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- 
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- **What aspect of DEP grants interests you the most?**

zoom

## \ OKAY NOW I KNOW ABOUT DIGITAL EUROPE, WHAT'S NEXT?

- ▶ That's probably the question running in your head at the moment
- ▶ DEP is huge. DEP is relatively new. It's important to demystify the expectations on this programme
- ▶ DEP 2024 Work programme is going to its last year, new will follow
- ▶ There is a common line that characterize the whole programme:
  - ▶ Programme is built on 2 parallel lines:
    - Opportunities for **Digital Innovation support actors** (digital innovation hubs, universities, Tech parks, Innovation centers, public entities etc) which often provide in cascade set of services/ funding to SMEs to support digitalization (e.g trainings, extra funding, testing facilities, community building etc).
    - Direct opportunities of collaborations through implementation of **project grants** or Joint Undertaking actions (**participating directly in projects**).

## \ WHAT DOES THIS MEAN?

- ▶ **Universities, public entities, tech parks, innovation actors, industry partners** can provide strong contributions by getting **access to funding to enhance their offering**, provide **new type of services** (e.g AI, HPC)
- ▶ **SMEs** in particular can gain **access to services that support them** in their digitalisation, such as advice on financing or cybersecurity or even technology trials.
- ▶ **SMEs** can be therefore **consortium participants** in service implementation or beneficiaries of the activities developed by the funded projects.
- ▶ **SMEs** can receive **direct support** (ca 60 000€) for product/service development through **grants** (cascade funding).



## CALL SPECIFICS

- Each call has its own **call document**, related to a particular topic.
- It gives more precise information on some of the issues that the European Commission would like you to address in the proposal
- The [funding and tender opportunities](#) web page gives you an overview of the calls for proposals ('calls') that are forthcoming or already open.



Digital Europe Programme (DIGITAL)

Call for proposals

Advanced Digital Skills  
(DIGITAL-2023-SKILLS-05)

The screenshot displays the 'Funding & tender opportunities' page on the European Commission's Single Electronic Data Interchange Area (SEDIA). The page features a dark blue navigation bar with a home icon, search, and menu options. Below the navigation bar, there are two main content areas: 'Find calls for proposals and tenders' and 'Projects & Results'. The 'Find calls' section includes a search bar with a magnifying glass icon and a 'View (108)' button. A warning icon and text indicate that 'Calls for Tenders' are not available when a programme is selected. The 'Projects & Results' section provides information on past and ongoing projects and includes a 'Check dashboard' button. At the bottom, there is a 'Priorities' section with a dropdown arrow and a 'CIVITTA' logo next to the text 'What will the Digital Europe Programme fund?'.

European Commission | Funding & tender opportunities  
Single Electronic Data Interchange Area (SEDIA)

EN  
Register Login

HOME SEARCH FUNDING & TENDERS ▼ HOW TO PARTICIPATE ▼ PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT ▼

Find calls for proposals and tenders

Search calls for proposals by keywords, programme parts, ... View (108)

⚠ Calls for Tenders are not available when you have selected a programme See all Calls for tenders published by EC

Projects & Results

See the work done in past and ongoing projects. View the statistics on proposals, success rates, funded projects and participants.

Check dashboard

Priorities ▼

CIVITTA What will the Digital Europe Programme fund?

## \ WHAT DOES THIS MEAN IN PRACTICE? LET'S TAKE AN EXAMPLE

	<b>Ecosystem supportive actions:</b>	<b>Lump-sum grant:</b>
<b>Call title:</b>	<b>Network of European Digital Innovation Hubs – Associated Countries</b>	<b>Specialised education programmes in key capacity areas</b>
<b>Call code:</b>	DIGITAL-2023-EDIH-04-ASSOCIATED	DIGITAL-2023-SKILLS-05-SPECIALEDU
<b>Objective:</b>	Creation of a network of “European Digital Innovation Hubs” (EDIH), aiming to cover all regions of Europe and Associated Countries.	Contributing to the target of 20 million ICT specialists in the economy by 2030, as set in the Digital Decade Policy Programme
<b>DEP Funding rate:</b>	50%	50%
<b>Scope of the call:</b>	Each EDIH will provide services based on a specific focus/expertise, which will support the local private and public sector with their digital and green transformation.	The call will address the latest initiatives to support the development and deployment of key digital skills and capacities in digital technology areas, such as AI, Internet of Things, as other trans- or multi-disciplinary areas, and their applications in strategic sectors (e.g. automotive industry).

## \ SPECIFICS OF LEGAL ENTITIES THAT CAN APPLY

- Usually, it depends on the type of action and the Call.
- The work programme even the draft, can help in identify who are the legal entities eligible for specific calls.
- The call document is the main point where to look – **Targeted stakeholders**
- When in doubt for really specific cases, **Help desk and national contact point** can always give a hand.

### Targeted stakeholders

The participating consortium members should demonstrate complementary roles in the proposal and demonstrate an outstanding track record in their respective fields.

The consortium is highly recommended to include at least three degree awarding higher education institutions from three different eligible countries which are part of

the Erasmus Charter for Higher Education (ECHE)<sup>16</sup>. Higher education institutions established in other eligible countries which are not part of the Erasmus Charter for Higher Education can also be included in the consortium. In this case, the consortium has to prove that the specific higher education institution is recognised by the competent national authority and offers full study programmes leading to higher education degrees and recognised diplomas at tertiary education qualifications levels.

In addition to this, it is highly recommended for consortia to include a minimum of two industry partners whose headquarters are located in two different eligible countries. The consortium is also encouraged to particularly involve small and medium enterprises (SMEs) as well as start-ups.

The consortium is also encouraged to include at least one additional independent research organisation/hub or competence/excellence centre. In the proposal, the

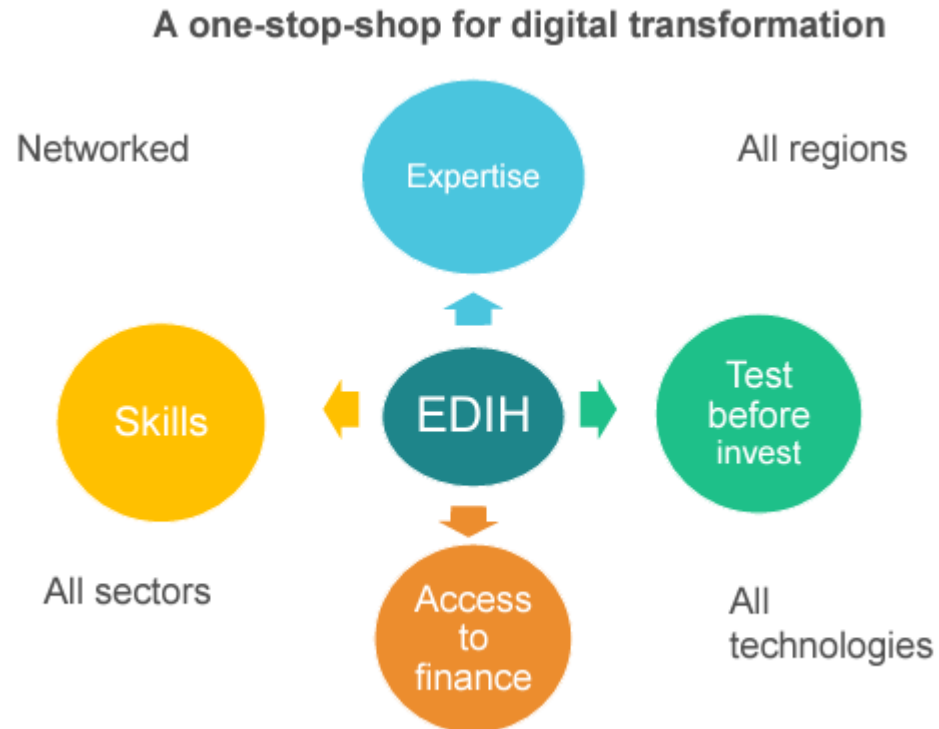
Particular attention should be given to:

- Ensuring inclusivity in Europe and help widening the specialised education offer in all Member States with a special focus on those Member States that score low in terms of advanced digital skills levels, according to the Digital Economy and Society Index;
- Inclusion of industry partners, in particular start-ups and SMEs, but also other public or private entities that can be instrumental for the delivery of the actions requested by this call topic;
- Close collaboration with other stakeholders that provide technical expertise and experimentation and testing facilities (e.g. with European Digital Innovation Hubs) is highly encouraged.

## \ TYPES OF ACTION IMPLEMENTED THROUGH GRANTS

Coordination and Support Action	Small type of action Primary goal to promote cooperation and/or provide support to EU policies; Coordination among different actors for accompanying measures .
Simple Grant	Flexible type of action, for a variety of topics, can cover most activities.
SME Support action	Activities directly aiming at supporting SMEs involved in building up and the deployment of digital capacities. Type of action can also be used if an SME needs to be in the consortium and make investments to access the digital capacities.
Grant for Procurement	Main goal: buying goods or services and/or subcontracting tasks.
Grant for Procurement of advanced capacities	Specific type of action for procurement in grant agreements by “contracting authority/entity” to buy in innovative digital goods and services (i.e. novel technologies on the way to commercialisation but not yet broadly available)
Grant for Financial support	Actions with a particular focus on cascading grants. The majority of the grant will be distributed via financial support to third parties with special provisions in the grant agreement
Framework Partnership Agreement (FPA) / Specific Grant Agreement(SGA)	Long-term cooperation mechanism between the granting authority and the beneficiaries of grants. SGAs are linked to an FPA and implement the action plan or part of the action plan
Lump Sum grants	Lump Sum Grants for the entire project and the consortium as a whole. The sum is fixed ex-ante. The granting authority defines a methodology for calculating the amount which will cover the beneficiaries’ direct and indirect eligible costs.

## \ MOST RECENT OPPORTUNITY: EDIH: WHAT IS IT?



- ▶ Network of **ecosystem players** joining together forces for providing a set of **ground-breaking services for digital transformation**.
- ▶ EDIHs play a central role in the Digital Europe Program to stimulate the broad uptake of Artificial Intelligence, High Performance Computing (HPC) and Cybersecurity.
- ▶ Hubs will help **companies to become more competitive** with regard to their business/production processes, products or services using digital technologies, by providing access to technical expertise and experimentation, so that companies can “test before invest”.
- ▶ They also provide **innovation services**, such as financing advice, training and skills development that are needed for a successful digital transformation.
- ▶ EDIH are co-funded by the member state and EU

## \ MOST RECENT OPPORTUNITIES: EDIH: WHO CAN PARTICIPATE?

- ▶ Consortium composition Proposals must be submitted by:

\* Candidate European Digital innovation Hubs whose coordinators have been designated by Associated Countries as indicated in the work programme (Chapter 1.1).

- ▶ If you are not part of the candidate consortium but you still want to cooperate, you can reach the nominated organisations leader or partners and identify ways to cooperate.
- ▶ If you are an SME, during the implementation you will be the target of EDIH services.

## \ ANOTHER POLL?

- **Are you currently involved in EDIH proposal for Ukraine?**
- **Are you interested in cooperating with the EDIHs?**

zoom

# TIPS AND TRICKS

- ❓ Funding and tender portal is the main source of information and opportunities for Digital Europe
  - ❓ Cascade funding opportunities (funding from funded projects) also from Horizon Europe programme, are **relevant for SMEs**

## Search funding & tenders

**Search** Clear all <

Forthcoming 1

Open for submission 87

Closed

**Programming period**

2021 - 2027 (88)

**Programme / Programme group**

Select...

**Call**

Select...

**Type of grants calls**

Cascade funding calls (88)

**CPV code**

Select...

EITUM-BP23-25 Cascade funding  
Horizon Europe (HORIZON) Open for submission Grant ▼

**Permanently Open Call for Targeted Innovation Projects**

EITUM-BP23-25 Cascade funding  
Horizon Europe (HORIZON) Open for submission Grant ▼

**Strategic Business Alliance for Urban Mobility – E&S Permanently Open call**

EITUM-BP23-25 Cascade funding  
Horizon Europe (HORIZON) Open for submission Grant ▼

**Financial support for start-ups registered in Estonia for developing new cybersecurity tools or services (Cyber Accelerator)**

NCCEE Cascade funding  
Digital Europe Programme (DIGITAL) Open for submission Grant ▼

**Financial support for SMEs registered in Estonia for assessing companies' cybersecurity - CyberTransformation Level 1**

NCCEE Cascade funding  
Digital Europe Programme (DIGITAL) Open for submission Grant ▼

**Financial support for SMEs registered in Estonia for upgrading their cybersecurity posture - CyberTransformation Level 2**

NCCEE Cascade funding  
Digital Europe Programme (DIGITAL) Open for submission Grant ▼

**Identification or Validation of Targets for Personalised Medicine Approaches (PMTargets)**

EP PerMed Cascade funding  
Horizon Europe (HORIZON) Open for submission Grant ▼

[Need help?](#)



# \ TRACKING THE CALL FOR PROPOSALS AND CHANGES TO THEM

## Call Tracking:

Funding and tender portal provides a live RSS feed. The same for call updates.

## Deadline Tracking:

Provide a shared calendar or digital tool that allows to track upcoming deadlines for calls for proposals, submission dates, and other crucial milestones. → European commission provides a calendar download

The screenshot shows the 'Funding & tender opportunities' page on the European Commission's SEDIA portal. The page features a search bar with filters for 'Match whole words only', 'Type' (Grants, Tenders), 'Submission status' (Forthcoming, Open for submission, Closed), and 'Programming period'. The search results show 13 items found, with filters for 'Programme' (Digital Europe Programme (DIGITAL)) and 'Submission status' (Open for submission, Grant). A red circle highlights the 'Submission status' filter options.

European Commission | Funding & tender opportunities | Single Electronic Data Interchange Area (SEDIA)

EN Register Log out

HOME SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT

Search funding & tenders

Search Clear all <

13 item(s) found

Programme Digital Europe Programme (DIGITAL)

Supporting competitiveness and innovation potential of SMEs  
DIGITAL-EUROHPC-JU-2023-SME-01-01 Call for proposal  
Digital Europe Programme (DIGITAL) Open for submission Grant

Developing citiverse  
DIGITAL-2023-CLOUD-AI-04-DEVELOPCITI Call for proposal  
Digital Europe Programme (DIGITAL) Open for submission Grant

Cloud IPCEI Exploitation office  
DIGITAL-2023-CLOUD-AI-04-IPCEI-EXPLOIT Call for proposal  
Digital Europe Programme (DIGITAL) Open for submission Grant

# CALL UPDATES - AUTOMATIC

SEARCH FUNDING & TENDERS ▾ HOW TO PARTICIPATE ▾ PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT ▾

Search funding & tenders  
Funding updates ←  
Archived funding (FP7-CIP)

updates

206 item(s) found

Programme Digital Europe Programme (DIGITAL)

Type your keywords... 🔍

Programming period  
2021 - 2027 (206)

Programme / Programme group  
Digital Europe Programme (DIGITAL)

**Advanced Digital Skills**  
DIGITAL-2023-SKILLS-04  
Digital Europe Programme (DIGITAL)  
28 September 2023  
Show more

**Cloud, Data and Artificial Intelligence**  
DIGITAL-2023-CLOUD-DATA-AI-05  
Digital Europe Programme (DIGITAL)  
28 September 2023  
Show more


**Accelerating the best use of technologies**  
DIGITAL-2023-DEPLOY-04  
Digital Europe Programme (DIGITAL)  
27 September 2023  
Show more

**Accelerating the best use of technologies**  
DIGITAL-2023-DEPLOY-04  
Digital Europe Programme (DIGITAL)  
European Digital Media observatory (EDMO) - National and multinational hubs DIGITAL-2023-DEPLOY-04-EDMO-HUBS  
27 September 2023  
Show more

**Accelerating the best use of technologies**  
DIGITAL-2023-DEPLOY-04

You can link the RSS to your website and have up-to-date informations all the time.

**N.B this can be done also for the calls!!**

 Date

# TIPS AND TRICKS

There are also additional elements and information sources that could be helpful:

**DIGITAL SME ALLIANCE:** <https://www.digitalsme.eu/>

- Largest network of ICT small and medium enterprises in Europe, representing more than 45,000 enterprises in total. The Alliance is the joint effort of 30 national and regional SME associations from EU member states and neighbouring countries to put digital SME at the centre of the EU agenda.
- The portal where SMEs can register, works as an information hub of opportunities (from projects cascade funding calls, matchmaking, Digital Europe tenders etc)



**Open Call for Women Entrepreneurs in the deep tech sector**

Deadline: Mar 08, 2024

View: 3204

18

Category:

Blockchain AI IoT Smart Cities Entrepreneurship Innovation High Performance Computing

Funding amount:

up to €60.000

Call Type:

Funding calls for SME

Eligibility (geography):

EU Member States, Widening Area Countries, Outermost regions, Associated countries (Albania, Armenia, Bosnia and Herzegovina, Faroe Islands, North Macedonia, Georgia, Moldova, Montenegro, Serbia, Tunisia, Turkey and Ukraine)

Mar 08, 2024



**Open Call to support the European Cybersecurity Skills Academy**

Deadline: Mar 21, 2024

View: 1584

18

Category:

Cybersecurity and Data Protection Digital Skills

Funding amount:

Call budget: €10.000.000

Call Type:

Calls for project consortia

Eligibility (geography):

EU Member States, DEP Associated Countries

Mar 21, 2024

## \ TIPS AND TRICKS

📌 Your best friend, no matter what, is always the National Contact Point (NCP)





## Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)

EN

Register

Login

SEARCH FUNDING & TENDERS ▾ HOW TO PARTICIPATE ▾ PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT ▾



Count : 3

### Ukraine's NCP

**Person of contact:** Volodymyr Perun

[✉ Contact Volodymyr Perun](#)

#### Organisation

State Institution Entrepreneurship and Export Promotion Office

Muzeinyi lane 12 - 1001 Kyiv | Ukraine

**Tel:** +3806 7 169 93 34 - **Fax:** N/A

**Website:** N/A

**Update date:** 06-NOV-23

Assistance in partner search


As the NCPs are national structures, the type and level of services offered may differ from country to country.

### What is the NCP network?

NCPs are national structures established and financed by governments of the 27 EU member states and the states associated to the framework programme.


NCPs give personalised support on the spot and in applicants' own languages.

The NCP systems can vary from one country to another from highly centralised to decentralised networks, and a number of very different actors, from ministries to universities, research centres and special agencies to private consulting companies.

- 
- A person is holding a tablet computer, which displays a grid of icons. The background is a blurred image of a person's arm and a laptop screen. A dark teal diagonal overlay covers the right side of the image, containing a white list of five items. The fourth item, 'EEPO Supporting services for UA SMEs', is highlighted with a light teal background.
1. Introductions
  2. Digital Europe General Overview
  3. Grant Opportunities Overview
  4. EEPO Supporting services for UA SMEs
  5. Closing Remarks

A person is using a tablet computer. The tablet screen displays a grid of various icons and a 'CUSTOM BUILD' button. The background is a blurred office setting with a laptop and a person's arm. A large teal diagonal overlay covers the right side of the image.

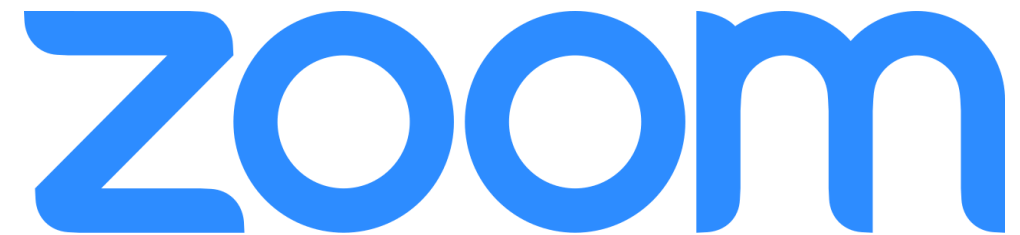
Q&A Session

- 
1. Introductions
  2. Digital Europe General Overview
  3. Grant Opportunities Overview
  4. EEPO Supporting services for UA SMEs
  5. Closing Remarks



## \ LAST POLL, WE PROMISE

- **How likely are you to apply for DEP grants after attending this webinar?**
- **How would you rate this webinar overall?**

The Zoom logo is displayed in a large, bold, blue, lowercase sans-serif font.

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**WE LOOK FORWARD TO WORKING WITH YOU!**