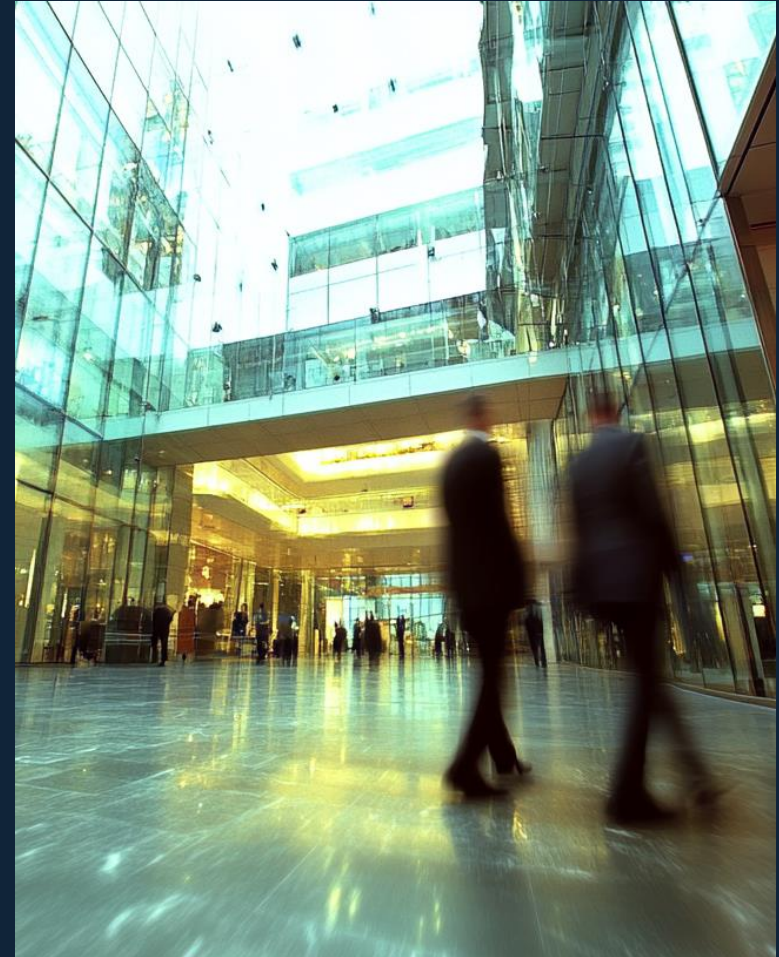


# International projects management





# Content

**01** International  
services

**02** Expertise

**03** Work  
methodology





# 01 International services





# INCOTEC AT A GLANCE





# European Funding



Since the creation of the EU projects department in 2017, INCOTEC has succeeded in +50 proposals



Currently participating in **+30 projects**, INCOTEC stands out in the **Horizon Europe** programme managing up to 25 projects, 8 of them as a partner.

The department also has a high success rate in **Life Programme** projects, with 6 projects ongoing.

As an **open-minded and client-driven company**, INCOTEC also has experience in other EU programmes such as EUROSTARS, Innovation Fund, IPCEI... **and more to come!**



# Transforming your idea...

## Looking for EU grants

We'll find the most suitable for your concept and funding needs

## Consortium building

With your own contacts or our client portfolio

## Proposal writing

To comply with the high-quality standard needed to win

## Application process

Trust the most stressful moment to a professional team

# ... into a story of success

## Grant Agreement preparation

Setting up and signature of all the legal and contractual documents required

## Project management

Get support for a smooth administration

## Coordination of the consortium

With guidance and supervision for all partners involved



International services

## Technology transfer and exploitation of R&D results

### Take your results → to final users

- Business opportunity analysis
- Value proposition definition
- Technology validation in the market

- Business profitability analysis
- Access to finance & customer acquisition
- Technology transfer agreements design





# 02

## Expertise





# Environment



## Clean energy

Green technologies,  
increased efficiency...



## Circular economy

Waste revalorization,  
bio-based industries...



## Water management

New treatments,  
pollution control...

# ICT



## AI for manufacturing

Demonstrators in  
different industries



## Digital twins

Process optimization,  
monitoring & control...

# Industrial Technologies



## Robotics

Innovative case studies,  
integration of solutions

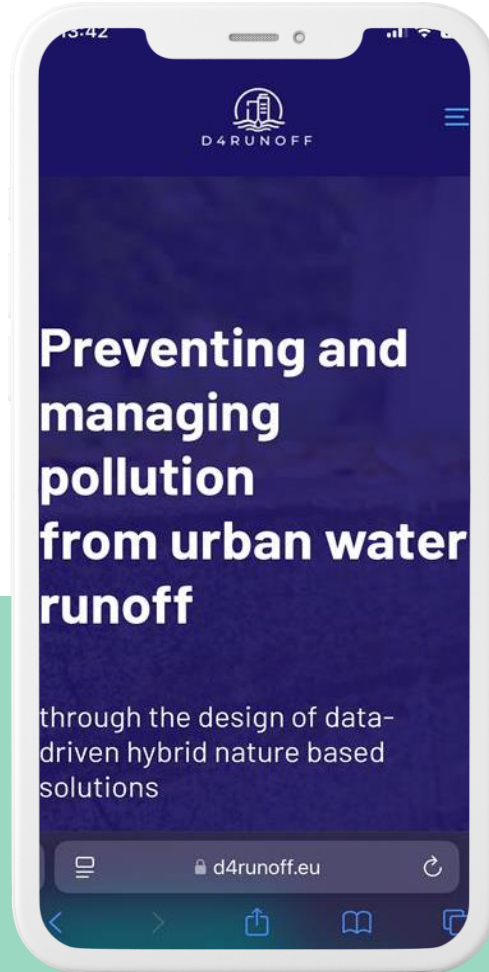


## Advanced materials

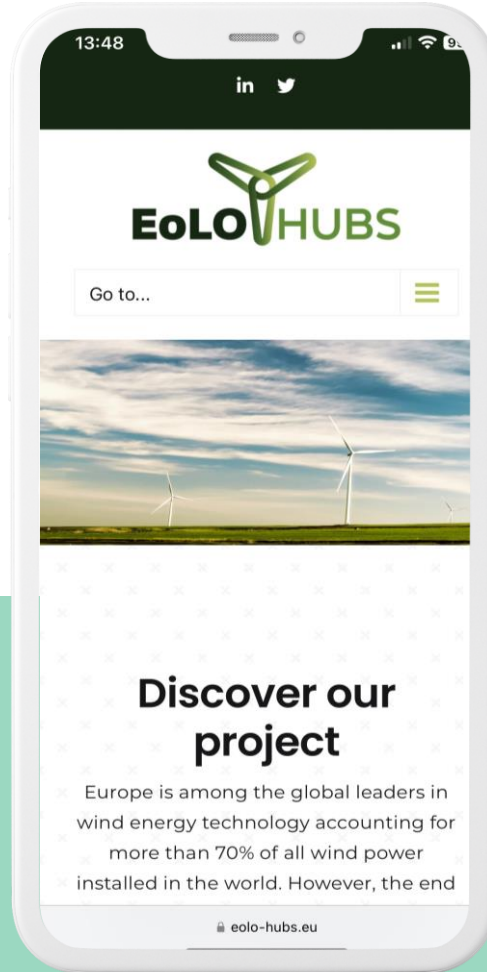
Sustainability by Design,  
new applications...



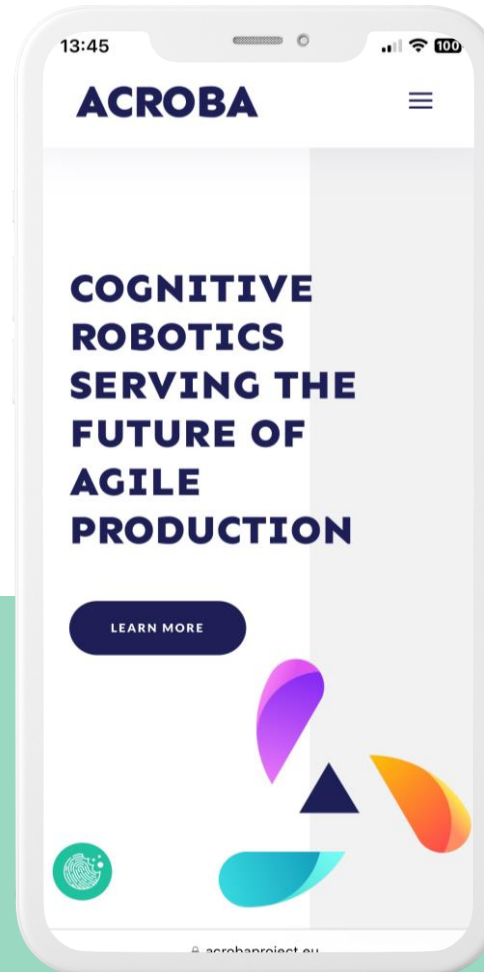
# Our winning projects:



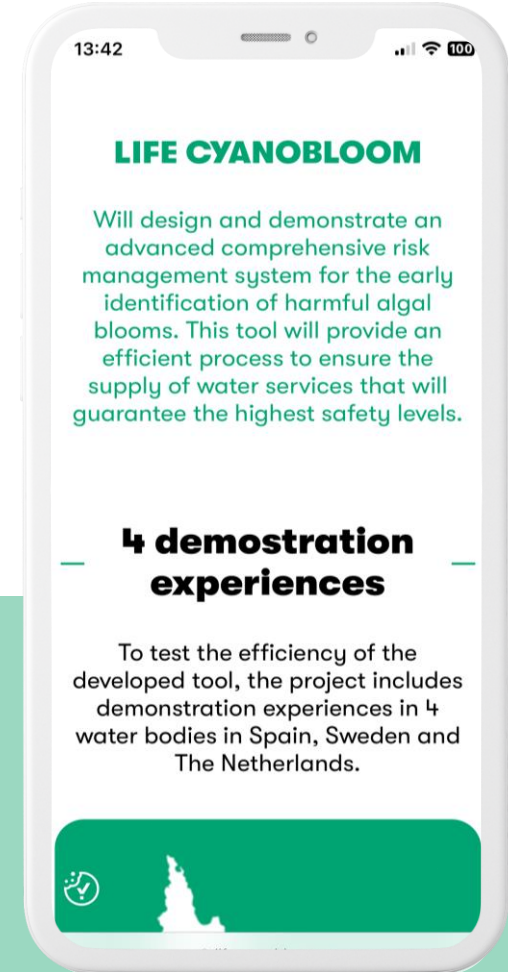
**HE D4RUNOFF:**  
13 partners  
3,3M€ funding



**HE EOLO HUBS:**  
18 partners  
12M€ funding



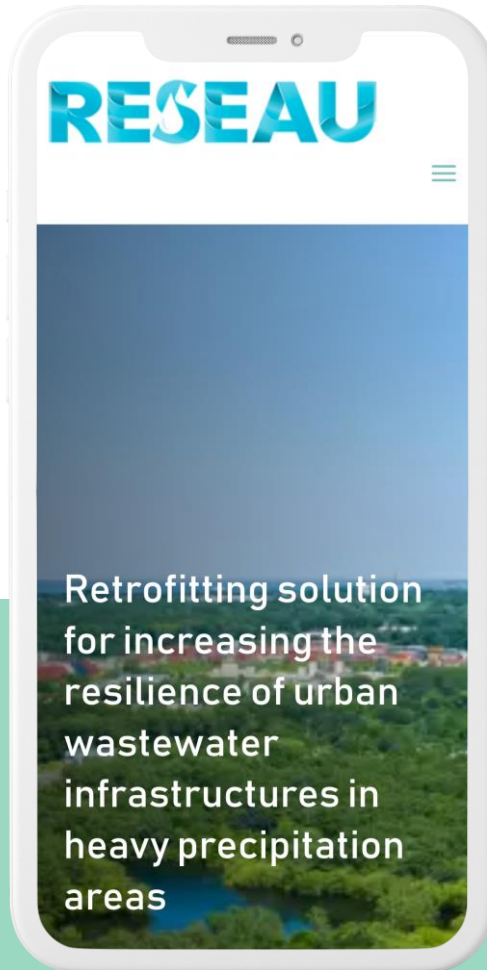
**H2020 ACROBA:**  
17 partners  
6,9M€ funding



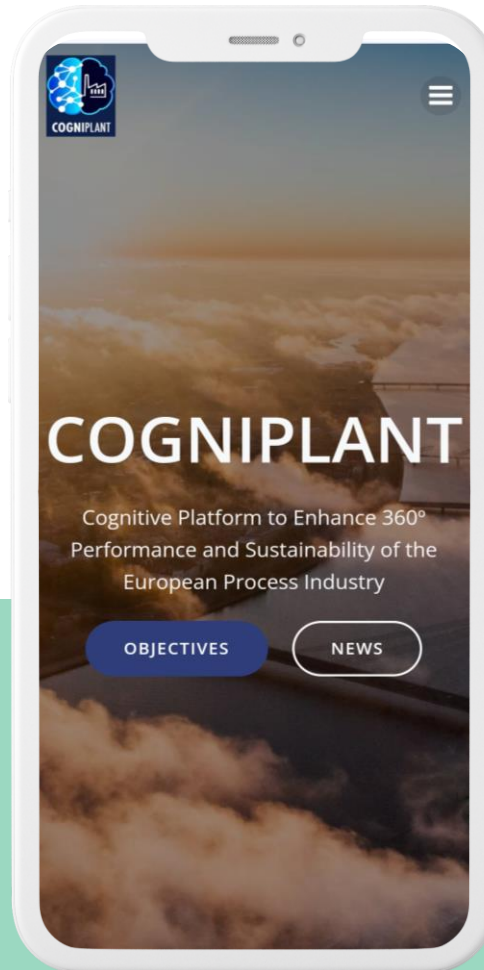
**LIFE CYANOBLOOM:**  
6 partners  
1,5M€ funding



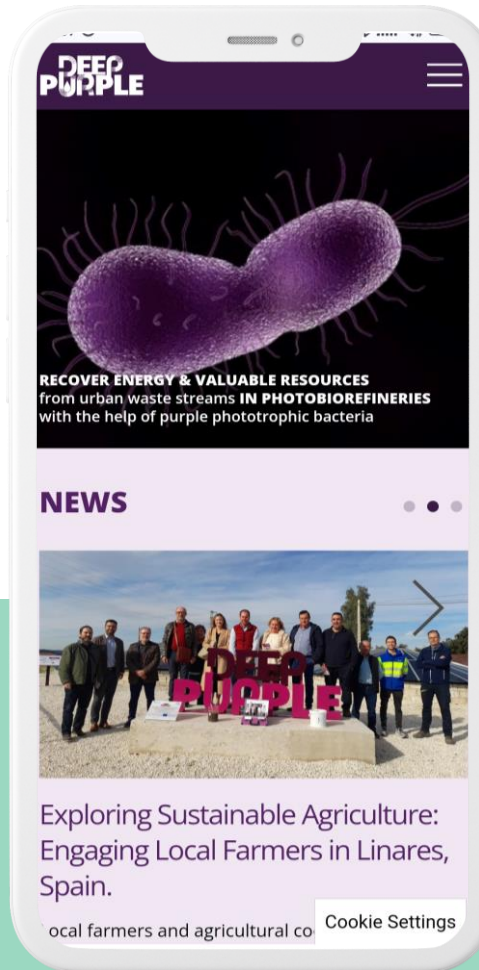
# Our winning projects:



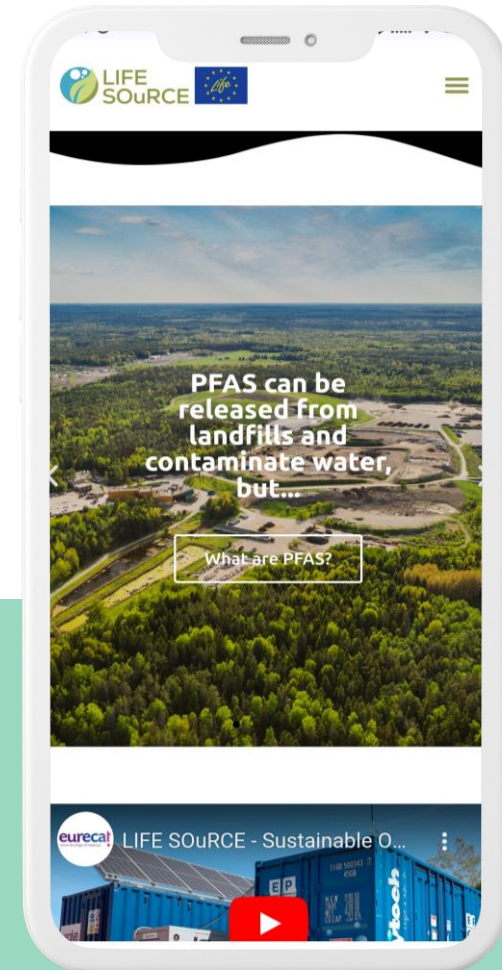
**LIFE RESEAU:**  
3 partners  
1,59M€ funding



**H2020 COGNIPLANT:**  
14 partners  
6,7M€ funding



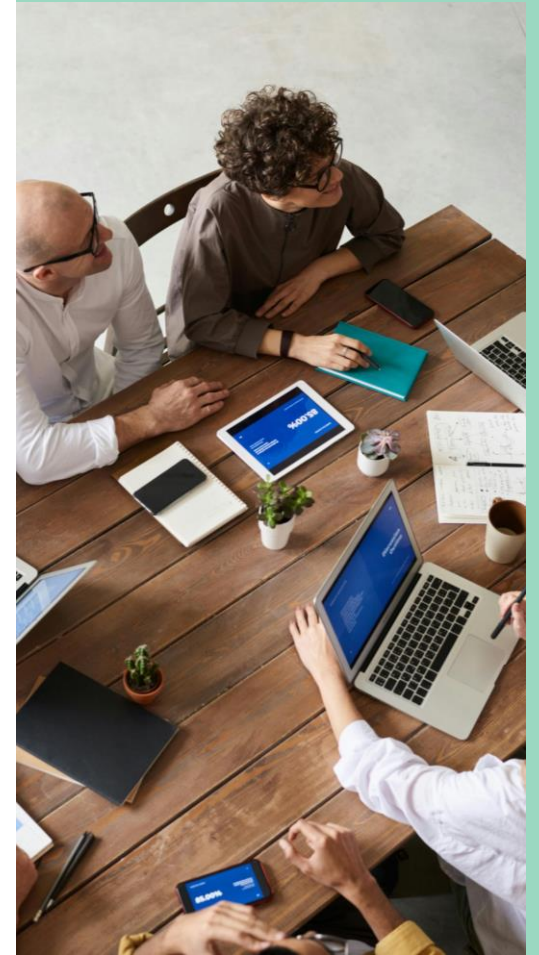
**H2020 BBI DEEP PURPLE:**  
15 partners  
6,98M€ funding



**LIFE SOURCE:**  
8 partners  
1,58M€ funding



# Our team:





# 03

## Work methodology







# How we help in EU project management

## 1. Definition of the project idea

- Outlining of the **main goal** of the project, as well as the best way to address the specific objectives.
- Identification of **potential partners**.
- **Contact with experts** to establish the best fit of the proposal and its possibilities of success in the call selected.





# How we help in EU project management

## 2. Consolidation of the consortium

- The **formation of the Consortium** with the partners identified.
- Planning of consortium **meetings**, prior to and during the proposal writing.
- Support in **assignment of tasks** and in the **negotiation of the budget**.





# How we help in EU project management

## 3. Development of the proposal

- Assignment of **technical tasks** to the partners: responsibilities and deadlines.
- Definition of the project's **concept** and **objectives**.
- Overall support in the definition of the **Work Plan**.





# How we help in EU project management

## 3. Development of the proposal

- Coordination and **integration of inputs** in a coherent and meaningful way.
- Support in the technical sections and **work packages**, and in the definition of the **state of the art and ambition**.
- **Design** of the visual figures, graphics, logos, etc..





# How we help in EU project management

## 3. Development of the proposal

- Development of **specific sections** of the proposal with the support of the partners.
- **Compilation** of all the technical and administrative information.
- **Submission** of the proposal in a timely manner.





# How we help in EU project management

## 4. Grant Agreement Preparation

- Support through the solution of **requirements** from the Commission.
- Assistance in the **signature** of the Grant Agreement and documentation process.
- Coordination of the **administrative** inputs.
- Advising for the **Consortium Agreement** preparation.





# How we help in EU project management

## 5. Project coordination assistance

- Preparation and coordination of **meetings** and their reporting.
- **Administrative management:** financial reporting and intern financial checks.
- Help in the **monitoring of deliverables** (deadlines, quality assurance...).
- Support in the preparation of **Project Reviews** and Reports to the EC.



**We stand out for our adaptability: we'll find the best solution according to your needs.**

Select the **scope** of our services:

- ✓ Assistance until proposal submission and/or Grant Agreement Preparation.
- ✓ Proposal development + project coordination support.

We work with a **fixed fee** shared between the consortium and a **success fee** based on the funding received by each partner.

The final rate will depend on the extent of the services needed and on the size of the project, so do not hesitate in asking for a quote!



# incotec

INNOVACIÓN EFICIENTE

GESTIÓN Y ADMINISTRACIÓN DE PROYECTOS INTERNACIONALES  
INTERNATIONAL PROJECT MANAGEMENT DEPARTMENT

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