

Horizon Europe – Funding Opportunities and tips for a successful proposal

Maria Mikroni, National Contact Point for HE, Cluster 5 and WIDERA



PRAXI Network



PRAXI Network is a unit of the Foundation for Research and Technology - Hellas (FORTH) and employs more than 40 highly qualified professionals from various sectors and scientific fields.

30+ years

Supporting businesses, universities, and research centers over the entire value chain that links research to innovation and its commercial exploitation.

Presence of PRAXI Network

Athens

Heraklion

Chania

Thessaloniki

Patra

Volos

Ioannina



Mission of PRAXI Network

Enhancing the competitiveness of Greek businesses and organizations

- Connecting research with industry
- Fostering innovation and entrepreneurship
- Supporting international collaboration



The 3 main pillars of PRAXI Network

Coordinator of the Enterprise Europe Network (EEN) Hellas

PRAXI Network assists Greek businesses to strengthen their competitiveness by providing consulting services and support in finding suitable partners abroad.

The Enterprise Europe Network is the largest business support network in the world

National Contact Point - NCP

PRAXI Network is a National Contact Point (NCP) for the European Commission's framework programs for research & innovation, serving as an official body for informing & supporting Greek organizations in their participation in these programs.

National contact point for Horizon Europe

Technology Transfer Office - TTO

As a technology transfer office, PRAXI Network contributes to the connection between research and the market but also towards the exploitation of research results.

Research Innovation Development

Horizon Europe National Contact Point



Dr Konstantinos Vavekis



Vassiliki Kalodimou



Vaya Piteli



Maria Mikroni



Dr Evropi-Sofia Dalampira



Androniki Papaterpou



Dr Ioannis Kortidis



Dr Maria – Christina Cheimonidi

Horizon Europe National Contact Point

Pillar I

- Research Infrastructures (RI-INFRA)
- Marie Skłodowska-Curie Actions (MSCA)
- European Research Council: proposal (ERC)



Pillar II

- **Cluster 2:** Culture & Creativity
- **Cluster 3:** Secure Societies
- **Cluster 4:** Space
- **Cluster 5:** Climate energy and transport
- **Cluster 6:** Food Security and Bioeconomy



Pillar III

- European Innovation Council (EIC)
- European Institute of Innovation and Technology: proposal (EIT)



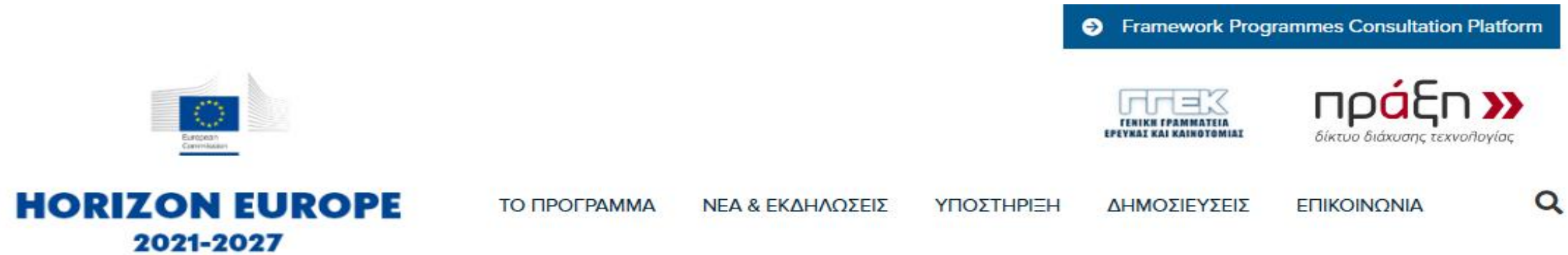
*Cross-cutting
Projects*

New European
Bauhaus:
proposal



Horizon Europe National Contact Point

<http://horizoneurope.gr/>



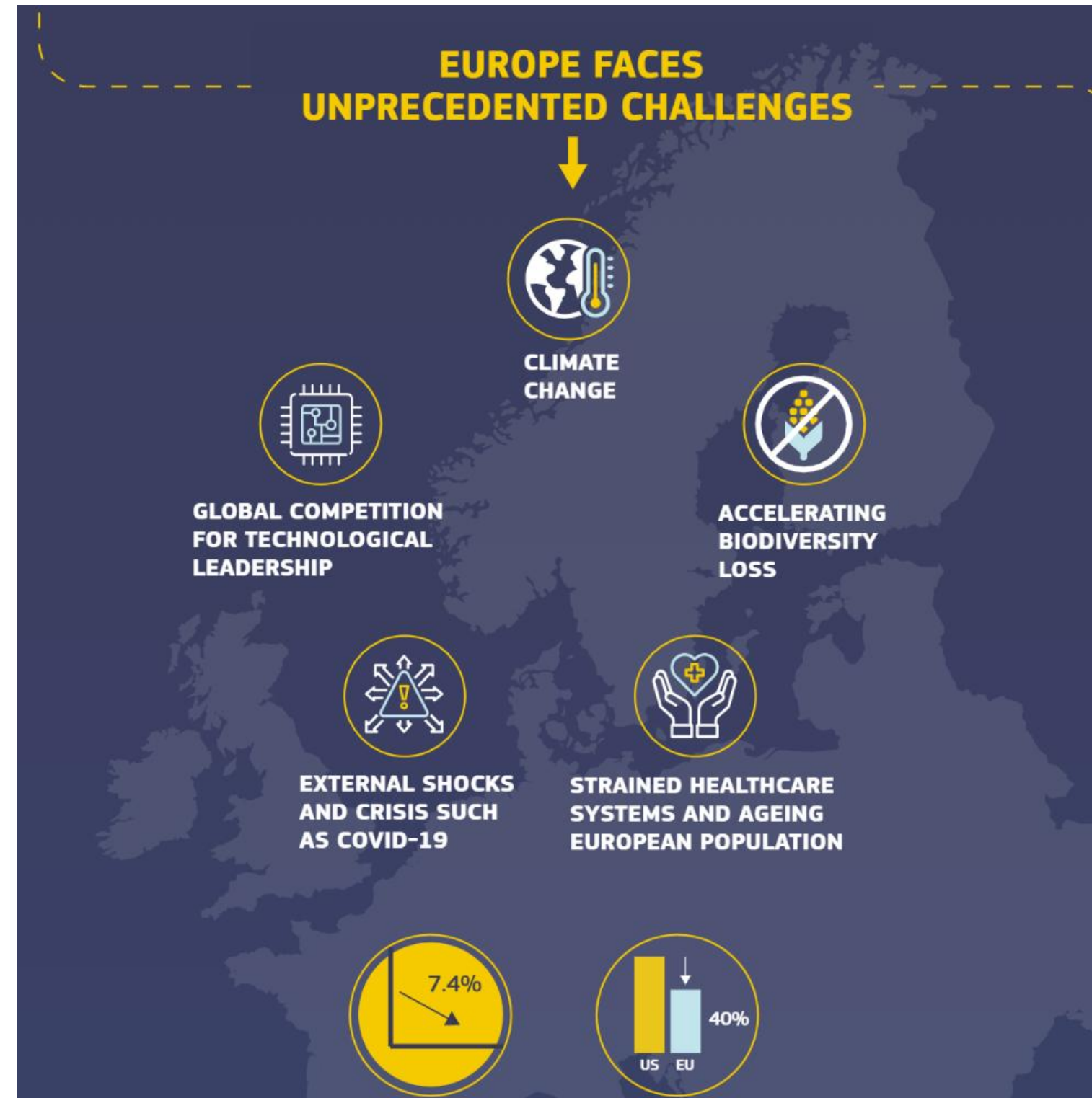
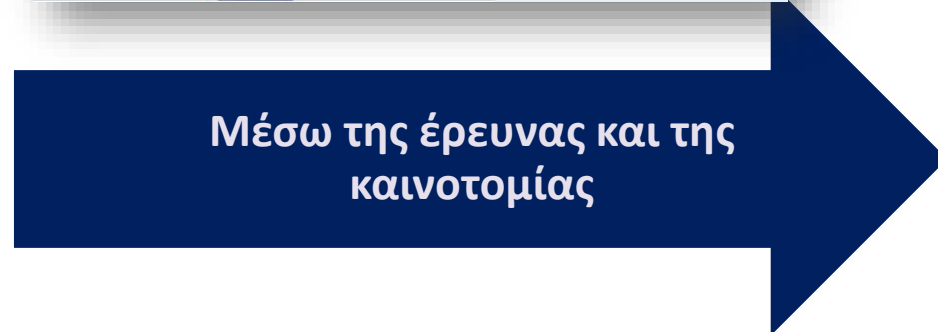
Νέα | 24-03-2025

Ημερίδα Ενημέρωσης για τις Δράσεις Postdoctoral Fellowships των Marie Skłodowska-Curie Actions στον Ορίζοντα Ευρώπη

Η νέα προκήρυξη MSCA PF ανοίγει στις 8 Μαΐου

[ΔΕΙΤΕ ΠΕΡΙΣΣΟΤΕΡΑ >](#)

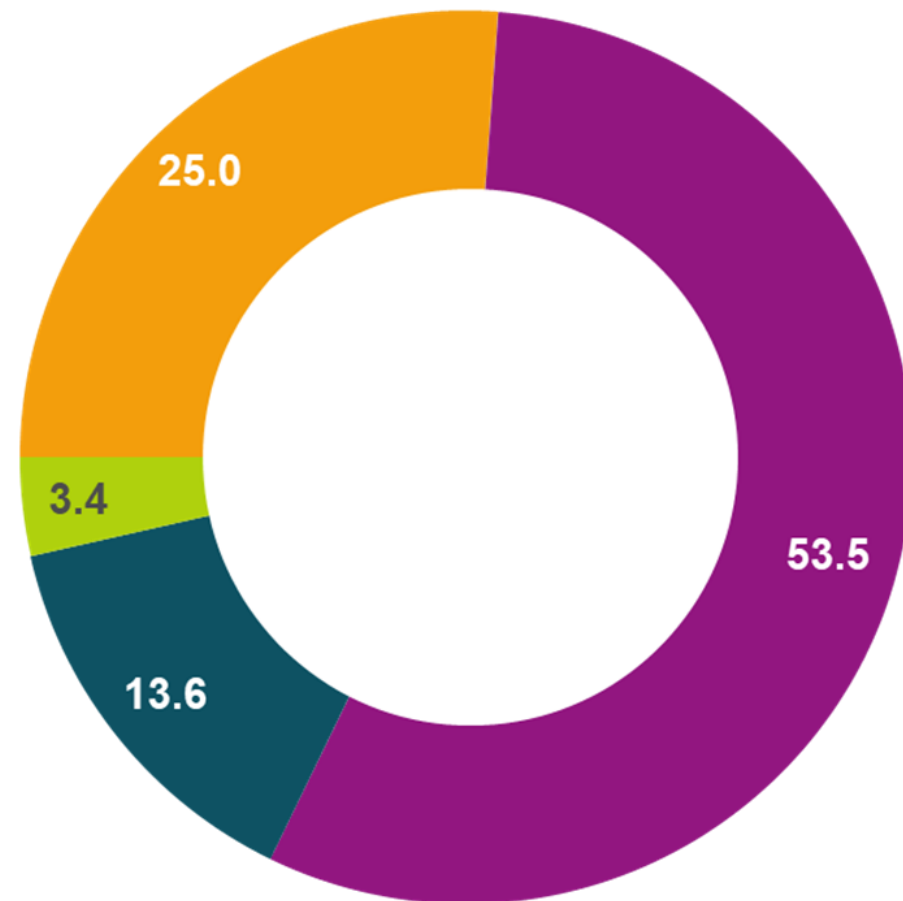
Horizon Europe Programme – Vision



Horizon Europe structure

Horizon Europe Budget: €95.5 billion (2021-2027)

(including €5.4 billion from NGEU – Next Generation Europe – programme of EU for Recovery from COVID-19 crisis)



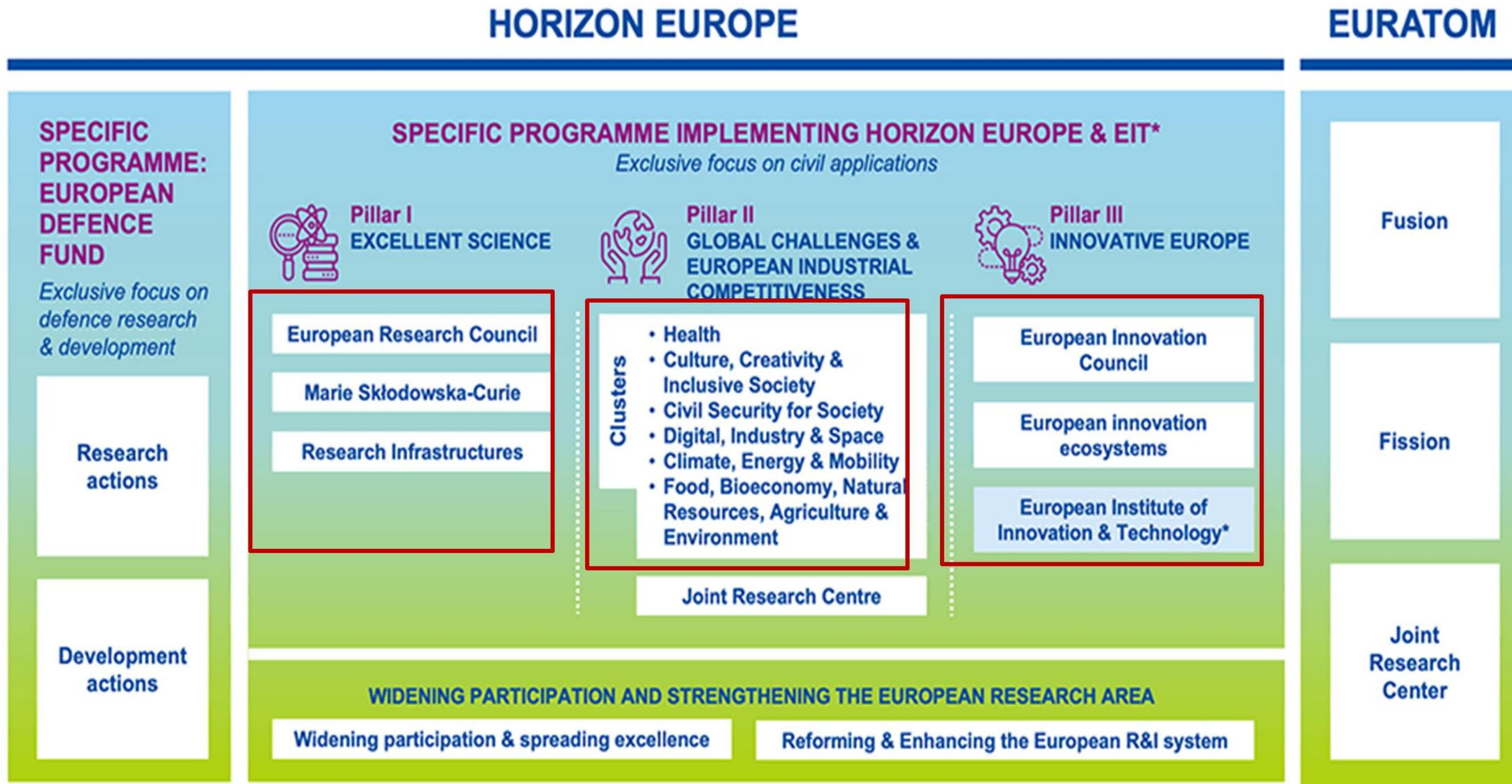
Political agreement December 2020

€ billion in current prices

- Excellent Science
- Global challenges and European ind. comp.
- Innovative Europe
- Widening Part and ERA

**WP 2025:
€13 billion**

Horizon Europe Structure



* The European Institute of Innovation & Technology (EIT) is not part of the Specific Programme

Pillar II: Global Challenges & European Industrial Competitiveness

Pillar II - Clusters

GLOBAL CHALLENGES & EUROPEAN INDUSTRIAL COMPETITIVENESS:

boosting **key technologies** and solutions underpinning **EU policies & Sustainable Development Goals** (6 clusters and JRC – non-nuclear direct actions)



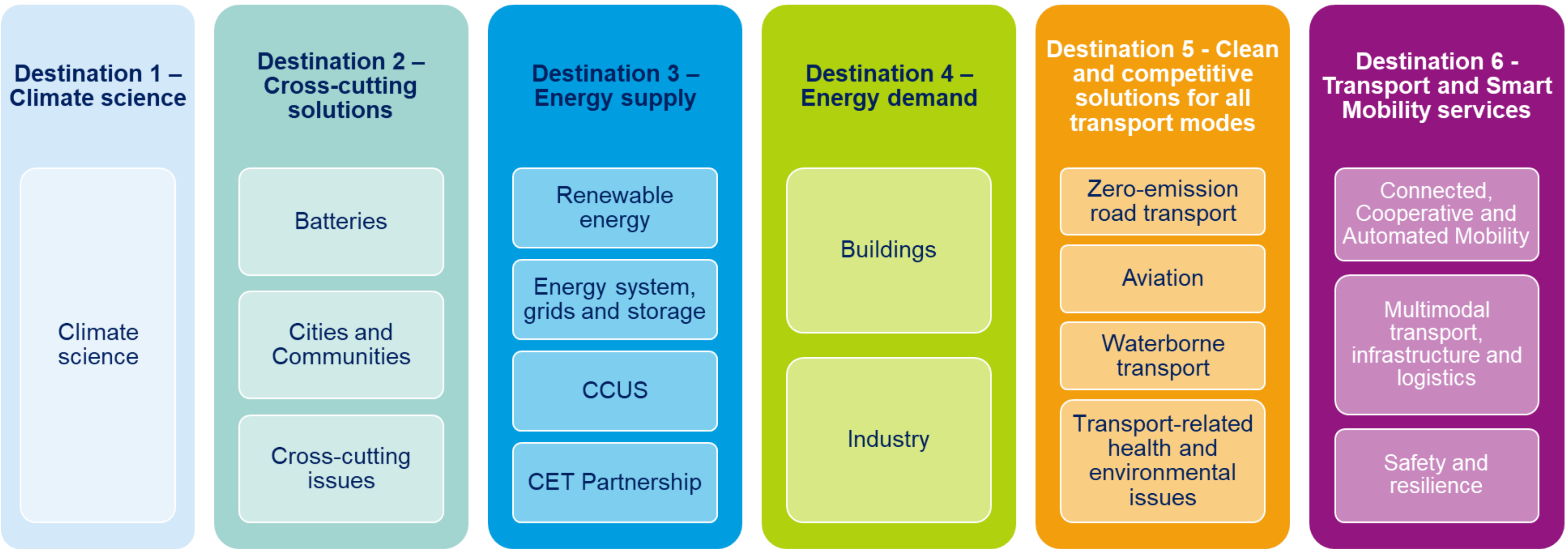
Cluster 5 – Climate, Energy and Mobility

Cluster 5 Work Programme 2025 and 2026-2027



- WP 2025 – [open calls](#)
- [Open 2026 calls](#) – **Draft** WP2026-2027
- 6 destinations
- Separate calls for each destination
- Single stage submission procedure
- Type of Instruments:
 - Research and Innovation Actions
 - Innovation Actions
 - Coordination and Support Actions

Cluster 5 – Climate, Energy and Mobility



Other Actions

Cluster 5 – Indicative topics

[HORIZON-CL5-2026-02-D4-04 - Innovative approaches for the deployment of Positive Energy Districts](#)

- Increased number of approaches and solutions enabling a net positive yearly energy balance at district level and the export of excess renewable energy to the grid outside its geographical boundaries, with enhanced replicability on a larger scale in other positive energy districts (PEDs) in different contexts;
- Measurable increase in inclusiveness and public acceptance of the implementation of PEDs;
- Improved **user-friendliness and user-awareness of guidelines, tools, and training materials** targeting key professionals for overcoming the different types of barriers towards the realisation of PEDs. **Type of Action: IA, Expected EU contribution per project: around 5 million, projects to be funded: 3** (deadline 17.02.26)

[HORIZON-CL5-2026-02-D4-02 - Smarter buildings as part of the energy system for increased efficiency and flexibility – Societal Readiness Pilot](#)

Project results are expected to contribute to all of the following expected outcomes:

- Measurable reduction in buildings' energy demand together with a reduced gap between their as-designed and as-built energy performance;
- Measurable increase in the number of building typologies with smart grid connected renewable energy sources (RES) and energy storage together with increased flexibility in grid/network management and operations;
- Measurable enhancement of the smart readiness of buildings as rated by the Smart Readiness Indicator and/or other relevant building rating systems;
- Improved responsiveness by the relevant stakeholders to the needs and concerns of users from a diversity of social groups, including vulnerable and disadvantaged ones, involved in or potentially affected by the smart buildings, thereby increasing the potential for beneficial societal uptake and building trust in outcomes.

Type of Action: IA, Expected EU contribution per project: 4 mio, projects to be funded: 3 (deadline 17.02.26)

Cluster 5 – Indicative topics (draft 2026)

HORIZON-CL5-2026-07-D1-04: Fighting disinformation and effectively communicating on climate change (open 18/12/25-close 15/4/26)

Expected Outcome: Project results are expected to contribute to all of the following expected outcomes:

- Advanced knowledge and understanding on the **dynamics of disinformation** and climate policy backlash from a communication perspective;
- **Tools** and **products** are developed for public authorities, media and civil society to detect and combat the influence and spread of climate change-related disinformation at scale;
- Tailored, innovative and effective communication techniques, tools and materials are developed, tested, disseminated, and evaluated, **to better communicate with and engage citizens on climate change, climate action and climate policies**;
- Acceptance of climate action is increased, democratic processes and societal resilience are strengthened and sustained behavioural change is progressed, through higher trust in climate science and improved climate literacy.

Type of Action: RIA, **Expected EU contribution per project:** around 4-5 million, **projects to be funded:** 3

Cluster 5 – Indicative topics (draft 2026)

HORIZON-CL5-2027-01-D1-09: Assessing the performance of policy instruments to inform climate change mitigation action (Opening: 17.11.2026-Deadline: 04.03.2027)

Expected Outcome: Project results are expected to contribute to all of the following expected outcomes:

- Enhanced knowledge of the effectiveness of policy instruments on EU and Member State level to inform mitigation action and policy improvements, ensuring a fair transition and social acceptability;
- Methodologies are developed and improved for ex-ante assessment and ex-post evaluation of greenhouse gas emission reductions from climate policies and measures;
- Strengthened collaboration and established networks **between researchers, policy experts and government officials** involved in designing and evaluating climate policies on EU and national level.

Type of Action: RIA, **Expected EU contribution per project:** around 3 million, **projects to be funded:** 3

Cluster 5 – Indicative topics (draft 2026)

**HORIZON-CL5-2027-01-D1-10: Understanding and avoiding maladaptation to climate change
(Opening: 17.11.2026-Deadline: 04.03.2027)**

Expected Outcome: Project results are expected to contribute to all of the following outcomes:

- Existing evidence on maladaptation is retrieved comprehensively, and **new knowledge is generated** for incorporation into main EU repositories, such as Climate-ADAPT or the portal of the EU Mission on Adaptation to Climate Change;
- The risk and adaptation assessment frameworks are improved by better **integrating the maladaptation dimension**;
- **Guidelines** and **tools** for maladaptation prevention and correction strategies are made available to adaptation stakeholders at relevant scales and inform the design and implementation of adaptation strategies and plans of the EU and Member States.

Type of Action: RIA, **Expected EU contribution per project:** around 5-6 million, **projects to be funded:** 3

Cluster 5 – Indicative topics (draft 2026)

HORIZON-CL5-2026-04-Two-Stage-D3-02: Next generation of renewable energy technologies
(Opening: 18 Dec 2025 Deadline(s): 31 Mar 2026 (First Stage), 20 Oct 2026 (Second Stage))

Expected Outcome: Projects are expected to contribute to all of the following expected outcomes:

- Breakthrough and **game changing renewable energy technologies** enabling a faster transition to a net-zero greenhouse gas emissions EU economy by 2050.
- Measures, knowledge and data have been demonstrating that the technology has a minimal environmental impact, has gained **citizens' trust**, is economically viable and benefits from a multi-level policy support.
- Establishing a solid long term dependable European innovation base.

Type of Action: RIA, **Expected EU contribution per project:** around 4 million, **projects to be funded:** 6

Eligibility criteria



Eligibility

Consortium composition (collaborative projects)

- at least one independent legal entity established in a Member State, and
- at least two other independent legal entities each established either in a different Member State or an Associated Country.

Gender Equality Plan (applicable only from 2022 on)

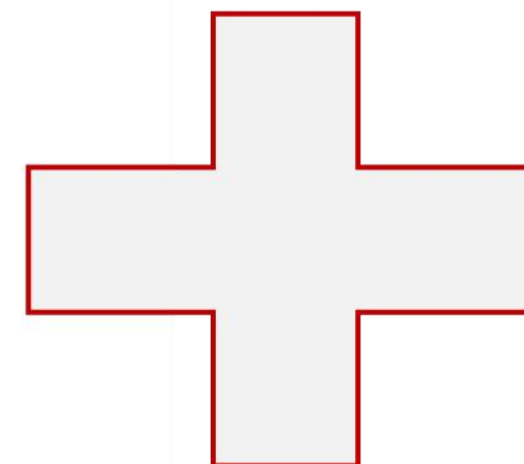
Participants that are public bodies, research organisations or higher education establishments from Members States and Associated countries **must have a gender equality plan**, covering minimum process-related requirements.

- A self-declaration will be requested at proposal stage (for all types of participants).
- Included in the entity validation process (based on self-declaration)



NON-EU COUNTRIES

- Countries associated to Horizon Europe (AC)
- Low and middle income countries: See [HE Programme Guide](#).
- Other countries when announced in the call or exceptionally if their participation is essential



- Switzerland (entire programme)
- Canada (Pillar II)
- New Zealand (Pillar II)
- Republic of Korea (Pillar II)



List of participating countries: https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf

Compulsory elements

General admissibility conditions

- Applications must be submitted before the call deadline, **electronically** via the Funding & Tenders Portal
- Applications must be **complete, readable, accessible and printable**, and include a **plan for the exploitation and dissemination of results**, unless provided otherwise in the specific call conditions.

Proposal page limit

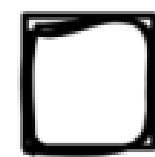
Substantial reduction in maximum length:

- RIAs and IAs type of actions: limit for a full application is **45 pages**
- CSAs: limit is **30 pages**
- First stage proposals: limit is **10 pages**
- Exceptions, if any, would be specified in the call text.

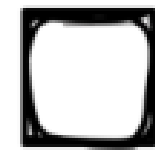
Proposal preparation and drafting

Methodological work for proposal preparation

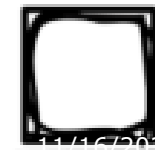
TO DO LIST



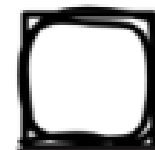
Idea compatibility & decoding of call of proposals



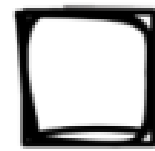
Develop concept note



Find suitable partners



Proposal structuring & management



Proposal drafting

What to look in a call text: Keywords to help you shape your proposal

(1)

Example: HORIZON-CL5-2026-07-D1-04: Fighting disinformation and effectively communicating on climate change

Expected Outcome: Project results are expected to contribute to all of the following expected outcomes:

- Advanced knowledge and understanding on the **dynamics of disinformation** and climate policy backlash from a communication perspective;
- **Tools and products** are developed for public authorities, media and civil society to detect and combat the influence and spread of climate change-related disinformation at scale;
- Tailored, innovative and effective communication techniques, tools and materials are developed, tested, disseminated, and evaluated, **to better communicate with and engage citizens on climate change, climate action and climate policies;**
- Acceptance of climate action is increased, democratic processes and societal resilience are strengthened and sustained behavioural change is progressed, through higher trust in climate science and improved climate literacy.


What to look in a call text: Keywords to help you shape your proposal (2)

Keywords: The need (part of scope)

- Effectively communicating both the science and the necessary climate actions **remains** a significant challenge (misinformation, disinformation, and political misinterpretation)
- Crucial **need for a strengthened public trust in science** and in **democracy**, and for evidence-based climate communication strategies that foster a sense of agency through empowering and positive narratives

Keywords: The users

- **policymakers**
- **companies (innovative SMEs)**
- **general public (citizen engagement)**
- **Other: scientific community, communication experts, , social sciences and humanities (SSH)**



Cross cutting: International
Cooperation

What to look in a call text: Keywords to help you shape your proposal (2)

Keywords: The R&I to be implemented

- Advance the understanding of the **sources, channels, types, and influence** of misinformation and disinformation on the public perception and assimilation of climate change-related information
- The **role of AI** should also be investigated
- Explore how to bridge the gap from **climate knowledge and awareness to behavioural change**, taking into consideration various factors that shape perceptions across different segments of the society
- Investigate **how to design and implement targeted communication campaigns** that boost climate awareness and preparedness while preventing climate anxiety, promote clear and transparent knowledge on the scientific process and climate policymaking, and counteract disinformation.

Keywords: results

- Generate knowledge and develop **innovative, engaging, tailored and multilingual tools, learning techniques**, and **narratives for impactful climate change communication frameworks** at scale
- Communication strategies, tools and products tailored to real-world context and societal needs

Produce a concept note (initial outline of your idea)

> Write preliminary 2-3 pages about your:

> objectives

> European relevance (topic, WP, Horizon EU strategic plan, EU priorities)

> target groups

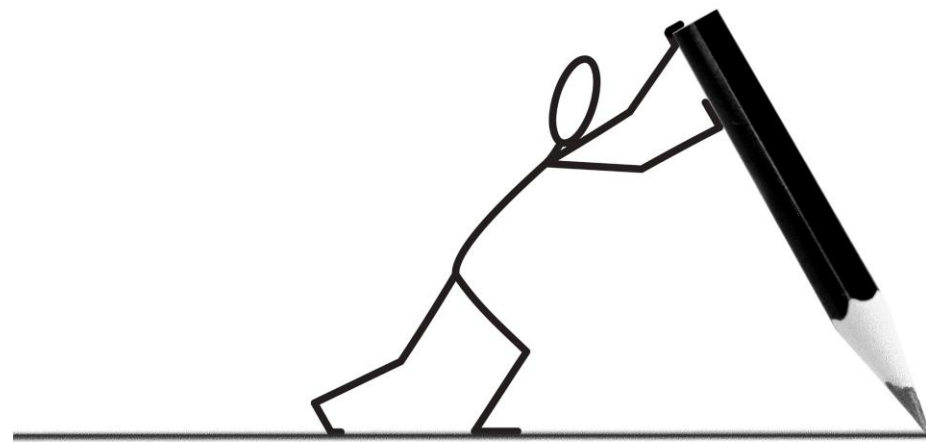
> Impact envisaged

> Methodology to be followed

> major steps (work packages)

> Performance measurements (KPIs)

> Type of expertise needed: intended consortium (countries, types of organisations)



How consortia are formed

Keep in mind that a right partner

- ✓ Could be from Academia, Industry, SMEs, NGOs, etc.
- ✓ Should be committed
- ✓ Should have skills in a **particular field**
- ✓ Should ideally (not obligatory) have previous experience in EU projects/international cooperation projects

•Think about partners within your Consortium

- ✓ **WELL BALANCED:** geographical spread, expertise and type of organisation (Academia, Research centers, Industry, SMEs,...)
- ✓ **RELIABLE**

Proposal template: Parts A&B

PART A **ADMINISTRATIVE INFORMATION**

- General information (coordinator)
- Participant information, (1 for each partner)
- Budget (completed by the coordinator)
- Ethics
- Security **moved here from Part B section 5.2**
- Other questions

Part B

1. Excellence
2. Impact
3. Quality and efficiency of the implementation
4. Members of the Consortium **moved to Part A2**
5. Ethics **moved to Part A4**
6. Security **moved to Part A5**

Horizon Europe: Proposal evaluation

EXCELLENCE

- ✓ Clarity and pertinence of the **project's objectives**, and the extent to which the proposed work is ambitious, and goes beyond the state-of-the-art.
- ✓ Soundness of the proposed **methodology**, including the underlying concepts, models, assumptions, inter-disciplinary approaches, appropriate consideration of the **gender dimension** in research and innovation content, and the quality of **open science practices** including sharing and management of research outputs and engagement of citizens, civil society and end users where appropriate.

IMPACT

- ✓ Credibility of the **pathways** to achieve the expected **outcomes and impacts** specified in the work programme, and the likely scale and significance of the contributions due to the project.
- ✓ Suitability and quality of the **measures to maximize expected outcomes and impacts**, as set out in the dissemination and exploitation plan, including communication activities.

QUALITY AND EFFICIENCY OF THE IMPLEMENTATION

- ✓ Quality and effectiveness of the **work plan**, assessment of risks, and appropriateness of the effort assigned to work packages, and the resources overall.
- ✓ Capacity and role of each **participant**, and extent to which the **consortium** as a whole brings together the necessary expertise.

Horizon Europe: Useful tips

Criterion	DO	DON'T
Excellence	<p>Define objectives clearly.</p> <p>Be ambitious, but stay realistic.</p> <p>Choose appropriate methodology.</p> <p>Choose relevant partners and reliable coordinator.</p> <p>Put effort on describing the state-of-art and proof of concept.</p> <p>Create links with previous networks/projects and relevant policies.</p> <p>Engage interdisciplinary expertise.</p> <p>Stay accurate, concise throughout the proposal</p> <p>Bring out the innovation potential.</p> <p>If something stays unclear, contact your NCP.</p>	<p>Don't rush; poorly prepared proposal ruins even the most excellent plans.</p> <p>Don't repeat something what is already done.</p> <p>Don't forget to include partners from different regions, disciplines, stakeholder groups to compose a balanced consortium.</p> <p>Don't forget to show the credibility of your consortium.</p> <p>Don't hesitate to provide detailed description about your methodology, technical solution etc. Superficial description of the processes is often brought out as a major shortcoming</p> <p>If you have a novel approach – don't forget to describe it thoroughly and to support it with relevant references.</p>

Horizon Europe: Useful tips

Impact	<p>When planning be concrete and precise.</p> <p>Quantify as much as possible.</p> <p>Use financial figures and develop a business model and/or business plan.</p> <p>Elaborate a convincing commercialisation plan.</p> <p>Take into account all the expected impacts described in the topic.</p> <p>Expected impacts should be derived and justified on previous results.</p> <p>Plan a good cooperation with end users from the beginning of the project.</p> <p>Involve policy makers, SMEs and industry in the proposal or plan a sustainable cooperation with them.</p> <p>Describe industrial uptake of research results in details.</p> <p>Develop an excellent dissemination plan (with diverse dissemination measures).</p> <p>Address adequately and clearly explain dissemination of project results.</p> <p>Ask for evaluation of impacts (by professionals).</p> <p>Ask NCPs for cooperation.</p>	<p>Don't list irrelevant and unreal impacts.</p> <p>Don't try to be very optimistic as it may cause the lack of credibility.</p> <p>Don't use general descriptions, without any specific focus.</p> <p>Don't use a weak or general analysis of the market and competition.</p> <p>Don't miss concrete market details: potential market volumes, which markets, specific products, prices, etc.</p> <p>Don't copy proposal's parts (mainly IPR management) from your previous project proposals.</p> <p>Don't forget that the impact should be related to the particular concept, not to the call fiche.</p> <p>Don't repeat (or copy) required impact from the call instead of development of your own proposal content.</p> <p>Don't confuse dissemination with communication or exploitation.</p> <p>Don't forget to use concrete information about expected environmental savings.</p>
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Horizon Europe: Useful tips

Implementation	<p>Concrete and precise planning.</p> <p>Details and Quantification. Use Tables.</p> <p>Well-timed tasks and activities with well-balanced allocation to partners.</p> <p>Well-balanced and justified resources and budget.</p> <p>Consortium with partners who complement and synergize well in expertise and tasks.</p> <p>Consultation with NCP.</p>	<p>Don't use repetitions from within the text of the proposal.</p> <p>Don't do "copy-pastes" from other/ previous proposals.</p> <p>Don't forget the details - unsubstantiated/ unreferenced content/ figures/ numbers are causing a negative impression.</p> <p>Don't take beneficiaries/ Partners who are "joyriders" with no significant role and tasks.</p> <p>Don't plan vague Deliverables and Milestones. Lack of "Plan B" and contingency measures.</p>
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Horizon Europe: Final tips



Your proposed work must be within the scope of a work programme topic



You need to demonstrate that your idea is ambitious and goes beyond the state of the art



Your scientific methodology must take into account interdisciplinary, gender dimension and open science practices.



You should show how your project could contribute to the outcomes and impacts described in the work programme (the pathway to impact)



You should demonstrate the quality of your work plan, resources and participants



GREENET - Network of NCPs for Cluster 5

GREENET is the international network of **National Contact Points (NCPs) for Cluster 5 "Climate, Energy and Mobility"**, supporting research and innovation activities for the Horizon Europe Framework Programme. The GREENET network consists of 19 partner organisations from different EU Member States and Associated Countries.





GREENET Partner Search Tool

[Info](#) [How it works](#) [FAQ](#) [Contact](#) [Events](#) [Destinations](#)

GREENET Partner Search Tool

An online database that manages Cluster 5 networking opportunities.

The GREENET Partner Search Tool brings together organisations (Coordinators as well as partners) from across the world. This is a unique opportunity to generate new contacts and collaborate on potential Horizon Europe projects (**it should not serve as a platform to sell your products/services**). Meetings will take place in a dedicated area and will be arranged in advance by means of this website throughout the whole year (2025).

TOPICS LISTED FOR 2025 ARE TO BE FOUND ON THE [PUBLISHED 2025 WORK PROGRAMME](#)

When registering, in order to be validation, **IT IS COMPULSORY** to include at least ONE

[Register now](#)

Open until 30 December 2026

ORGANISED BY



PARTICIPANTS

	Türkiye	145
	United Kingdom	71
	Belgium	26
	France	26

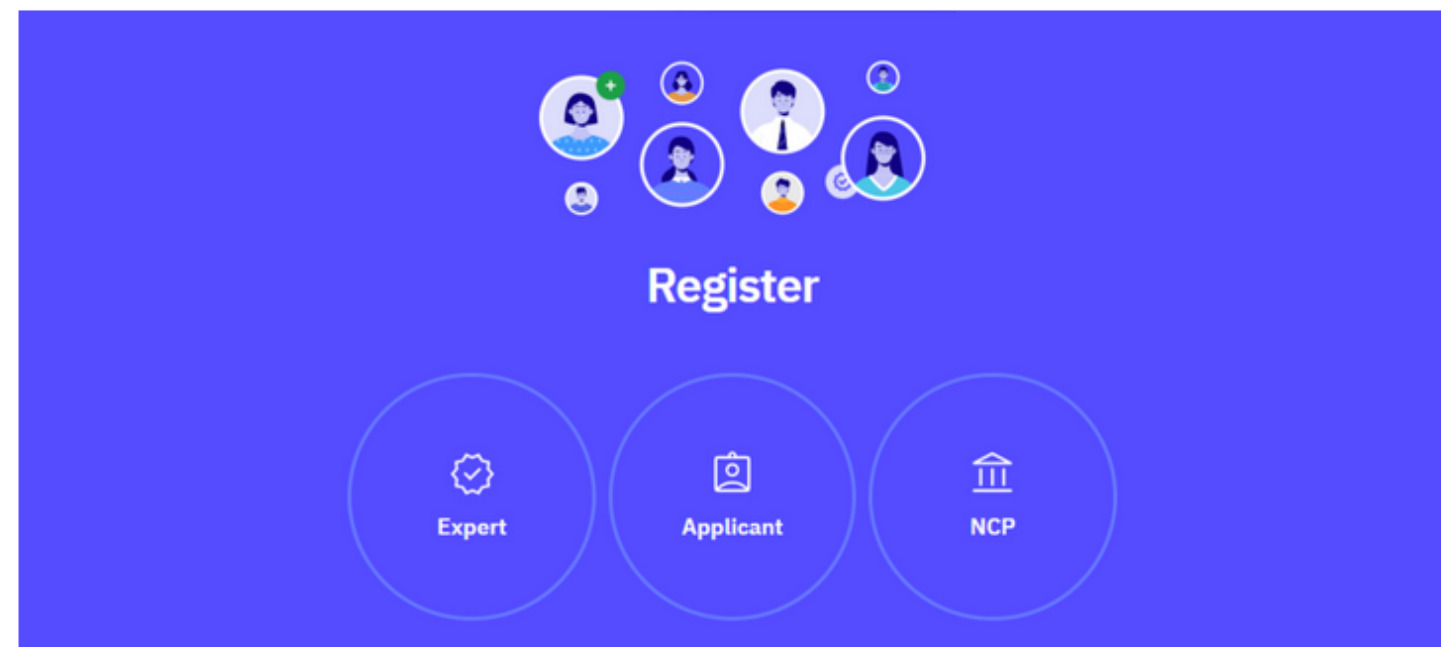


Brokerage events travel grants available

The NCP_WIDERA.NET project partners have launched a travel grants programme to support participation of **applicants from Widening countries to Pillar II clusters, European partnerships and Missions brokerage events organised on-site.**

The aim is to establish working contacts between coordinators looking for new partners and to increase the uptake in Horizon Europe proposal submissions.

You can receive **up to 1,000 EUR to cover the costs of your travel and accommodation** to a matchmaking event



WIDERAEXPERTS.EU portal has been launched

The [wideraexperts.eu](#) is a **free-of-charge portal that facilitates the matchmaking of experts with applicants from Widening countries** preparing proposals within the Widening, ERA, Pillar II clusters, Institutionalised European Partnerships, EIC Pathfinder and Missions schemes under the Horizon Europe programme.

The goal of this platform is to ensure the quality of proposals thanks to the feedback that the applicants will receive from the experts. If you are a National Contact Point (NCP) or an Applicant from an **eligible country***, or an Expert from any country, we encourage you to register!



Thank you

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National Contact Point for HE
Cluster 5 and WIDERA

