



## SERVICE OFFER

### INNOVATION MANAGEMENT DEPARTMENT

This document presents a description of the commercial services from the Innovation Management Department of Sustainable Innovations, detailing comprehensive solutions to enhance project outreach and engagement.

[www.sustainableinnovations.eu](http://www.sustainableinnovations.eu)

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## ABOUT US

Sustainable Innovations is a Spanish consultancy firm that provides innovative services to a wide range of sectors across Europe: bio-based industry, renewable energy, and advanced materials, among others. The core competencies offered by Sustainable Innovations are structured in two main pillars which bridge the gap between ideas to market. On the one hand, the R&D management area offers expertise in fundraising, grant writing, project integration and advisory services. On the other hand, we are involved in EU project execution where we offer expertise in two distinct areas: exploitation & business plans, as well as communication & dissemination. Additionally, we offer training and support in project administration as well as financial management. Our main value is the highly qualified and multi-cultural-disciplined talented team of engineers, environmentalists, communication experts, and business strategists that work with us.

## OUR COMPANY

Sustainable Innovations, established in the last decade, began its mission to catalyze the adoption of early-stage innovations from research centers, start-ups, and universities. Since 2018, we've actively contributed to European projects, focusing on sectors vital for sustainable progress like circular economy, bio-based industries, manufacturing, and energy storage.



### Mission

We build a better tomorrow by establishing feasible paths for sustainable innovations to come.



### Vision

We contribute to the Sustainable Development Goals of the United Nations through our Innovation management services, including R&D support and EU project execution, as well as supporting organizations in their innovative processes. Thus, we aim to be the most active and contributive European Sustainability Consultancy company.



### Values

Innovation, Sustainability, Commitment, Teamwork.

## INNOVATION MANAGEMENT SERVICES

Horizon Europe is one of the most prestigious R&D programmes where excellent researchers and innovators compete to secure public funding that can allow them to materialise their innovations into impactful solutions. Yet only 10% of the project proposals submitted are selected for funding.

To thrive in this competitive environment, applicants need to follow the recipe for a winning project proposal. Research and innovation excellence and a robust technical concept are the basis of any competent project proposal. Nevertheless, you need two additional ingredients to win: appealing storytelling to convince your evaluators, and time to methodically manage the process of proposal writing with the consortium.

Sustainable Innovations is a guarantee for this, supporting the whole project proposal lifecycle.

- Firstly, we get heavily involved in the ideation and consolidation of the project concept in discussion with the consortium, ensuring since the beginning that the proposal is rooted in solid scientific grounds, in compliance with the topic requirements and, at the same time, identify our main selling points to stand out among the competition. After the concept is consolidated, a thorough analysis of the roles needed is conducted to build the consortium.
- Secondly, we support the development of the technical annex of your project proposal. Our offer is not to merely compile technical inputs from partners: you do not want a *Frankenstein* document. Instead, we provide in-depth support in writing many parts of the proposal ourselves, also continuously reviewing and improving the text provided by partners. This makes the technical annex becomes a clear, structured document which conveys the information in a compelling way.
- Thirdly, as time is gold, we want you to focus on the scientific and technical work of the project, so we take care of all the administrative tasks. We compile and upload all the required administrative information from partners, solving any doubts as well along the process. We will also drive the process of budgeting, circulating the templates, solving doubts and advising partners when drafting them, and helping you out in making it fit within the EU grant available.

You hire our services to get that grant! Whereas if you do not have enough time for the daily coordination of the project proposal, and/or you want to ensure the highest quality possible, Sustainable Innovations' team will deliver. Don't believe us, ask any of our previous clients!

## 1. PROPOSAL WRITING STEPS

The following table outlines indicative tasks for a standard European project proposal writing service. For a tailored quote or further information, please don't hesitate to contact us.

TASK	DESCRIPTION
<b>Analysis of the call</b>	Definition of the most relevant aspects that should be considered to prepare a competitive proposal, which is perfectly aligned with the European Commission (EC) requirements.
<b>Development of the project concept</b>	Definition of the main project ideas & concepts, ensuring its innovation potential, and progress beyond the state of the art in the field concerned. Definition of the Project goals. Ensuring that the target technologies meet the TRLs established by the EC for the call.
<b>Consortium structuring</b>	Definition of the missing roles and the most adequate profiles needed to set-up a strong consortium, meeting the EC requirements and the project objectives at the same time. Use of the partners' vast network of contacts to set-up a competitive consortium.
<b>Work plan facilitation</b>	The work plan is decided together with the consortium, elaborating a first PERT diagram, the main objectives of the Work Packages (WPs), list of preliminary tasks and leaders. Sustainable Innovation will facilitate WP discussions among participants, monitor the writing process of task contributors, and finally streamline and summarise when the draft is finished.
<b>Technical annex</b>	Sustainable Innovations will provide a first structure of contents for Section 1 (Excellence), Section 2 (Impact) and Section 3.2 (Consortium as a whole). While partners are drafting the WPs, the consultancy will advance as much as possible in the preliminary drafting of these sections. When WPs are ready, partners will help refining the text and providing missing technical inputs. Several reviews and iterations will be conducted for optimisation.
<b>Budget definition.</b>	Detailed budget finalised, based on negotiations with the partners, ensuring an adequate resources distribution within the consortium.
<b>Final review of the proposal and submission.</b>	Analysis of the proposal strengths and weaknesses from the evaluator's perspective. Definition of the best strategies to address the proposal weaknesses, to fix them timely.

Table 1: Services table

The context of each consortium and project proposal coordinator is different. Our team is committed to accommodating your specific requirements and tailoring our services to address any additional needs that may arise. We value open communication and are dedicated to providing flexible solutions that align with your objectives. Please feel free to reach out to us to explore how we can best support your project idea.

## 2. IMPLEMENTATION PLAN AND ROADMAP

The following roadmap delineates the strategic framework and actionable steps to effectively implement our proposal writing service. Within this implementation plan, we outline a detailed roadmap, guiding you through the sequential phases essential for project success:

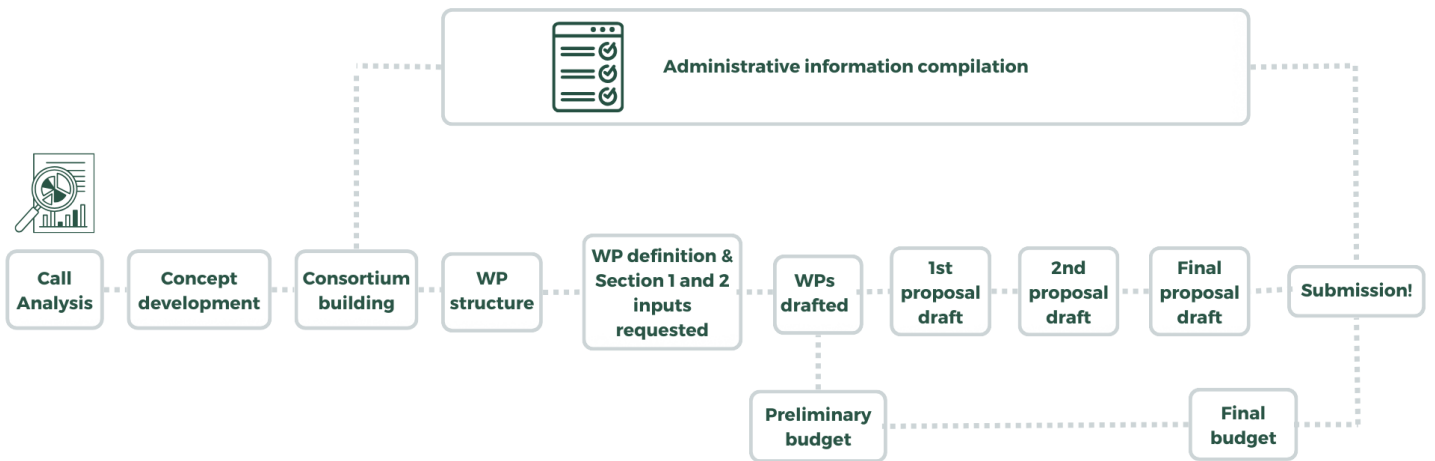


Figure 1: Implementation Plan and roadmap.

In conclusion, our Innovation Management Services are designed to help you excel in Horizon Europe's competitive R&D environment. With a mere 10% funding success rate, applicants must present not only research and innovation excellence but also compelling storytelling and meticulous proposal management. Sustainable Innovations is your partner throughout this journey, from project ideation to proposal submission.

Our comprehensive support includes engaging in the project concept's ideation and consolidation, developing a cohesive and compelling technical annex, and managing all administrative tasks. We ensure your proposal is scientifically robust, strategically positioned, and compliant with all European Commission requirements.

Through a structured process of analysis, project concept development, consortium structuring, work plan facilitation, technical annex creation, budget definition, and final review, we aim to maximise your chances of securing funding. Our tailored approach accommodates your specific needs, ensuring flexibility and open communication at every stage.



# Sustainable INNOVATIONS<sup>®</sup>

Let's meet up!

Have a great business idea, patent, break-through  
and don't know how to bring it to the market in a  
sustainable and competitive way?

**Well, we are here for you.**

[www.sustainableinnovations.eu](http://www.sustainableinnovations.eu)



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