UNIVERSITY OF CAMPUS VIBES.

- 150 hectares of parkland
- 50 sports- and other clubs
- Complete range of on-campus facilities
- Theatre, art, music, shopping
- Living Lab: the campus as (internal & external) innovation test site
Our global goals

• Engage in ground-breaking research
• Have profound societal impact...
• … Construct multi-disciplinary answers to the grand challenges of tomorrow

• Excel in Innovative Education
SUCCESSFUL SPIN-OFF COMPANIES
SUPPORT TO RESEARCH FUNDING ACQUISITION
RESEARCH FUNDING (M€)

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Government Funding</td>
<td>200</td>
</tr>
<tr>
<td>Contract Based Research</td>
<td>80</td>
</tr>
<tr>
<td>Contract-Based Education</td>
<td>25</td>
</tr>
<tr>
<td>Other</td>
<td>15</td>
</tr>
<tr>
<td>Total</td>
<td>320</td>
</tr>
</tbody>
</table>

HORIZON 2020 (June 2019)

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Participations</td>
<td>139</td>
</tr>
<tr>
<td>Funding</td>
<td>~100 M€</td>
</tr>
<tr>
<td>Success Rate</td>
<td>13.3%</td>
</tr>
<tr>
<td>Coordinators</td>
<td>~35 (incl ERC)</td>
</tr>
<tr>
<td>Health-Related Projects</td>
<td>40% (25% in FP7)</td>
</tr>
</tbody>
</table>

ERC

<table>
<thead>
<tr>
<th>Period</th>
<th>Projects</th>
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</thead>
<tbody>
<tr>
<td>ERC 2014 - 2017</td>
<td>27</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Type</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Starting</td>
<td>7</td>
</tr>
<tr>
<td>Consolidator</td>
<td>5</td>
</tr>
<tr>
<td>Advanced</td>
<td>7</td>
</tr>
<tr>
<td>Proof of Concept</td>
<td>8</td>
</tr>
<tr>
<td>Funding</td>
<td>~40 M€</td>
</tr>
<tr>
<td>UT Success Rate</td>
<td>22%</td>
</tr>
</tbody>
</table>
FUNDING STRATEGY: MODEL

- Central Administration
  - MFF, Horizon Europe, Open Science

- Higher Management
  - ETPs, EIPs

- Leading/upcoming researchers
  - CSAs, COST

- Researchers
  - Projects
FUNDING STRATEGY: MODEL

**Strategic**
- Generic
  - Networks: participate, influence (programme) and profile
- Influence
  - Influence and profile (content)
- Profiling
  - Strategic projects
- Content
  - Project management

**Tactical**
- Generic
- Influence
- Profiling
- Content
FUNDING ACQUISITION SUPPORT

1. PREPARE
   - strategic advice
   - info sessions and grants week

2. LINK IDEA TO OPPORTUNITY
   - identification of calls
   - “call analysis”
   - planning for proposal development

3. DEVELOP PROPOSAL
   - consortium building
   - proposal development
   - business development team
   - financial department

4. EVALUATE
   - Grant Agreement Preparation
   - evaluation report analysis and follow up
   - legal office

5. MANAGE
   - “Project Management Pool”
SOME EXAMPLES

Robotics
- Vice-president academic in ETP robotics
- Projects from fundamental to applied

MSCA Masterclass
- Annual event for candidates (focus on external)
- Combination of training, matchmaking and social events

Personal Grants
- Close collaboration with faculties, talent development

Project Management Pool
- Central pool of professionals to support coordinators
Digital Innovation Hubs in Healthcare Robotics (DIH-HERO)

Stefano Stramigioli (PI)
Maren Bödding (PM)
DIH-HERO

Key Facts

- 4 years
- €16m
- €8m
- 5 calls
- 17 core partners
- 11 countries
Team 2019:
- Grants advisors (3 EU, 3 national) Vacancy
- Project Managers (4) Vacancy
- Business Developers (2-6)
UNIVERSITY OF TWENTE.