

The European Training Network is pleased to invite you to **online training for the EIC Accelerator Open call**. As the cut-off date on 05<sup>th</sup> of October is swiftly approaching and this challenging year's work-programme is coming to an end, we would like to help **you maximize your chances of getting funded during 2022**.

The EIC Accelerator offers up to €2.5M of grant financing and up to €15M of investment financing for companies, start-ups, spinouts and SMEs, and in exceptional cases small mid-caps, to bring innovations to market and scale-up. The aim is to **scale up high-impact innovations with the potential to create new markets or disrupt existing ones**.

The EIC Accelerator is open to innovations in any field of technology or application, ideally innovations building on scientific discovery or technological breakthroughs.

Participants will receive step-by-step instructions on how to write a **winning Accelerator proposal using the AI platform, insights into evaluation criteria for each section, as well as examples of successful projects**, Hands-on support for organisational development advanced fundraising and commercialisation strategies is provided **through optional proposal pre-evaluations**. Participants will have the chance to receive **evaluator's feedback and instructions how to perfect proposals**, before official submission.

This training is unique, both by its unmatched methodology, resulting with top-quality proposals and trainers experience, among the most successful proposal writers for SME Instrument and EIC Accelerator projects, programme and project evaluator, with average 5/5 clients' evaluations.

## DURATION AND LOCATION

Every Friday and Saturday until October cut-off you can have pre-evaluation of project proposals and Online training on 1) July 29-30, 2022; 2) August 5-6, 2022; 3) August 19-20, 2022

## APPLICATION PROCESS

Since qualified candidates are admitted on a rolling, space-available basis, early application is encouraged. You may apply by sending your info (Name, Last Name, Phone number, and Organisation) at [info@eutraining.info](mailto:info@eutraining.info); Please specify are you applying for **HACKINGEU**.

## PROGRAM AGENDA

DAY I	DAY II
10.00 - 11.00 Project value chain, value proposition, use cases of your solution, features	10.00 -11.00 SWOT analysis, Current situation, Corporate Strategy, Business model, Finance
11.15 – 12.15 Workplan, work packages, milestones	11.15 – 12.15 Intellectual Property, Exploitation strategy, barriers to entry
12.30 – 13.30 Team Key partners	12.30 – 13.30 Legal and regulatory requirements, Scaling strategy, Future Developments, legal and regulatory requirements
13.45 – 14.45 Market scoping, Willingness to pay, Competitors, and Threats	13.45 – 14.45 Expected impacts
14.45 – 15.30 Project Examples and Q&A	14.45 – 15.30 Project Examples and Q&A

## PRACTICAL INFO

**Teaching Methods** - Lectures and case studies - Workshops - Discussions and Q&A Sessions – Project Models - Interactive exercises – Experiential learning - Small group tasks - Rich course material – And knowledge checks at the end of each day.

**The Experiential Learning** encourages active interplay between conceptual frameworks and their implementation in complex real-world settings. Focusing on new EU funding procedures and opportunities **HACKINGEU** examines the project cycle management, identifying key variables for success at each stage, refining necessary communication and fundraising skills, increasing leadership capacity and providing irreplaceable insights into best practices; As an added value programme is based on participants' own concrete initiatives under supervision of senior experts, interconnecting activities and networks that may reinforce each-other. No other program puts you face to face with the real dangers and challenges of leading disruptive innovations under supervision of the leading experts.

**Our Global Curriculum** integrates the best practices and cultural insights of the world's top business and governance schools adapted for the needs of your local economies and communities. You will return with the latest strategies for achieving your organisation's goals and your career objectives. English language (100%)

**A Diverse Group** of participants from governments, businesses, NGOs, academic and security sectors will share their different perspectives and life experiences and enable unique coalition necessary for impactful, innovative and sustainable projects. You will leave with a powerful network that spans functions, institutions, and the regional economies.

**Participation fee for** this unique program offers unmatched cost vs impact ration at € 190 per day; The total of €380 for the Certificate "Designing EIC Accelerator projects and writing winning proposals". Tuition fee includes Participation in courses and study materials, digital proposal writing guide and project examples. Participants are allowed to repeatedly attend trainings and have proposal pre-evaluation sessions, until the cut-off date.

**Early registration discount is available two weeks before the event, as well as 5% discount for two participants; 10% discount for 3 and larger groups, while 50% discount is available for students under 20 years of age.**

## SUCCESS

ETA is where reform leaders convene. You will do more than prepare for the next step in your career. You will develop worldview, analytical tools, alliances, strategic skills, and leadership capacity to master the complex global challenges that face your local community today.

Our programs have already been evaluated with the highest marks by more than 10000 participants from respectable organisations including:

Universities of Warsaw, University of Newcastle, Ghent University, Amsterdam University of the Arts, Antwerp Management School, Stockholm University of the Arts, Vytautas Magnus University, Norwegian School of Economics, Faculty of Law Radboud University Nijmegen, Universite Pierre et Marie Curie, Louven University, Utrecht University, Westfalische Wilhelms Universitat Munster, University of Belgrade, University of Novi Sad, University of Zagreb, University of Sarajevo, University of Maribor, University of Bitola, University of Kragujevac, University of Osijek, University of Rijeka, University Mediterranean Podgorica etc. Polish Science Contact Agency..

INTERPOL, Atlantic Group, Siemens, Philips, Robert Bosch, Schneider Electric, Hewlett Packard, Leo Burnett, Croatian Electric Power (HEP), Croatian Transmission System Operator (HOPS), Elektroprivreda BiH, Department CTP Plant, Petroleum Industry of Serbia (NIS), Telekom, Amiga, Dam Mont, 3M, SAGA, Asseco, MFC Mikrokomerc, Vlatacom, Link Group, NICAT, OSA Engineering, Enel PS, IPSOS, GfK, Patent Co, Avalon Production, Planit, EkoAgri, Alfa Plam, Galenika pharmaceuticals, Krajina petrol, Bivoda, Albus ad, Energoprojekt, Srbija Šume, Port of Belgrade, Poliex Research and Development Centre..

Deloitte Touche, Credit Agricole, Societe Generale Bank, Hipo Alpe Adria Bank, KBC Bank, Serbian Bank, Moscow Bank, Komercijalna banka, Citadel, Senzal Capital, Unicredit Leasing, BDO, BDD Euro fineks broker, World Vision International etc. ... and many others.

## LEAD TRAINER



**Boško Nektarijević, MBA**, Extensive experience in proposal preparation for numerous FP7, H2020 and HE projects. Created innovation ecosystems and networks in over 10 countries. Writing proposals and implementing EU funded projects for over 20 years. Outstanding designer of SME Instrument and EIC Accelerator with 8 winning projects. Former manager of EU Access, Balkan Security Network and currently leading the European Training Network. Principal designer of educational programs and trainer for more than 10000 people from all sectors (business, security, governments, scientists, NGO and political leaders). Evaluator for EU funded projects and programmes. Bachelor of Business Administration at Paris, France '99; MBA – Master of Business Administration at the SBS – University of Brussels '02; Executive education at Harvard University, USA '05. [Bosko Nektarijevic | LinkedIn](#)

## EXPERTS TEACH EVERY MODULE

The following highly qualified and experienced speakers provided their expertise at related previous events:

Dr. Doris Pack MEP, former Chairwoman of the European Parliament committee for Western Balkans; Prof. Dr. Steve Quarrie, ETA, Dr. Thies Wittig, Dr. Jurgen Henke, Alojz Peterle MEP, Jelko Kacin MEP, Tanja Fajon MEP; Oscar Arias EC; Jeroen Jutte EC, Krisztian Gavel EC,; Svetlana Voinova EC, Massimo Cingolani EC, Fabrice Quertain EC, Stefan Weiers EC, Irmela Brach EC, Edward Tersmette EC, Joana Namorado EC, Mikola Dzubinsky EC, Kaisa Kononen, Quinta Martin and Victor Colon Rivera, the Institute for Progressive Leadership, Washington DC; Drazen Kapusta, Executive Director of the Cotrugli Business Academy; Daniela Glimm-Lükewille, Ms. Joy Kacenebogen, EC; Vito Borrelli, Camile Constans, Barbora Maronkova and Katrin Hett, NATO; Erica Weis EuropAid; Dr. Michael Ehrke Friedrich Ebert Stiftung; Gordana Pilipovic, Konrad Adenauer Foundation, Timmo Stegelmann, HELP, Zoran Janakiev, Petrus Theuniz, Dr. Aleksandar Bankowski and many others ..

## GENERAL TERMS & CONDITIONS

The following terms and conditions regard the contractual relationship between participant and the European Academy

1. The payment of the course fee is payable immediately upon receipt of the pro-forma invoice by bank transfer. The full payment must be done within five working days after receiving the instructions or pro-forma invoice. The invoice will be sent once full payment has been received.
2. The course fee of the single course fee does not cover travel, accommodation and other costs such as health insurance. The accommodation can be arranged at special rate in the different locations.
3. The Cancellation has to be submitted in written form and sent to [info@eutraining.info](mailto:info@eutraining.info) Cancellation by the participant will be subject to cancellation charges or a substitute participant can be accepted.
4. The European Academy has the right to change speakers and to modify the course program if and where necessary while maintaining the overall nature of the course.
5. Course fees are reimbursed in case of a course cancellation due to force majeure or due to speakers' preventions.
6. The course materials are protected by intellectual property rights and may not be duplicated, processed, amended, circulated or published in any other way without the written consent of the European Academy.
7. The courses are prepared and presented by qualified speakers. The European Academy accepts no liability for the correctness of completeness of the course documentation, as well as, the presentations of the speakers.
8. The participants that will attend the program are not permitted to share, distribute, sell or transfer their password for AI platform cases to other individuals.
9. The European Academy may take photos, audio and video recordings. The material will be used for the course in e-Learning and may also be used for promotional purposes.