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NEXT MED

Learning from the experience to be more effective in NEXT MED

What is best in (projects') life and what to avoid!
10 lessons for the Interreg NEXT Programme

Genoa, December 5th, 2023

#everythingMEDpossible



REGIONE AUTÒNOMA
DE SARDIGNA
REGIONE AUTONOMA
DELLA SARDEGNA



GENERALITAT
VALENCIANA
Presidencia



سلطة منطقة
الاقبلة الاقتصادية الخاصة
AQABA SPECIAL ECONOMIC ZONE AUTHORITY



1. ADDRESS A MEDITERRANEAN CHALLENGE

You should address a **challenge/problem** which is relevant not only for your territory, but relevant to the Mediterranean basin. **Make your Project become a lesson for all!**

Risks to avoid:

- Address a purely local problem, scarcely representative of the Mediterranean
- Engage in projects where the challenge is not a priority for your organization or territory



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2. BUILD THE RIGHT PARTNERSHIP

In Interreg NEXT MED, partnerships need to be **balanced**, **committed** and **effective**

Risks to avoid:

- Build unbalanced partnerships (geography, typology)
- Enter partnerships in which you don't believe
- Enter partnerships where you don't play a clear role
- Add partners just to fit the numbers
- ...



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3. HAVE THE FULL COMMITMENT FROM OF YOUR ORGANIZATION

A clear and true **endorsement** from your direction is necessary, with the **commitment** of your legal representative and the **engagement** of human and financial resources

Risks to avoid:

- Commit the project without a clear green light from your direction
- Wait until the last moment to inform your LR
- Engage in projects without the certainty that you will have HR resources at disposal
- Engage if your organisation is not capable of advancing small to medium amounts of money



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4. PROPOSE TRANSNATIONAL SOLUTIONS TO THE CHALLENGES

You should propose solutions that are **genuinely transnational**, that have **a sea basin dimension** in all their components (activities, target groups, outputs and results, replicability, sustainability, impact).

You can elaborate and exploit promising results already developed! Pilot experiences are essential!

Risks to avoid:

- Act only local with local means and for local beneficiaries
- Propose one-shot solutions that can't be replicated
- Propose solutions that die at the end of the project
- Propose solutions duplicating what done in other projects



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5. TRULY CONTRIBUTE TO THE PROPOSAL

Draft a **specific** proposal as Applicant, and, contribute to the proposal if you're a partner bringing **your activities** and your added value

Risks to avoid :

- As Applicant, submit someone else's project idea. You won't succeed!
- As Partner, being peripheral and participate in a proposal to which you haven't contributed
- Being or having a partner with no role in the proposal. Do not accept artificial partnerships!
- As a local administration, being not sure of having true Project Manager, Financial Manager, Communication Manager ... and agile contracting capacity



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6. CONCEIVE AN EFFECTIVE PROJECT STRATEGY

Propose a strategy **fully aligned** with the Programme's strategy.

Apply a LogFrame approach!

Risks to avoid :

- Propose an idea not consistent with the Programme's Strategy (read the Programme Document)
- Propose an idea having weak, unclear or hard to demonstrate relevance
- Set vague specific objectives and poor connections between activities/outputs and the project/programme objectives
- Include unrealistic activities/outputs and indicators!



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7. BUILD A SUSTAINABLE AND REALISTIC BUDGET

Build the budget considering **what the partner organisations will be capable to really achieve**

Risks to avoid:

- Overestimate the budget
- Make a “one size fits all” budget
- Accept unrealistic budget requests (HR unit costs in primis)
- Please partners by providing extra Budget: it will fireback against the partnership



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8. UNDERSTAND HOW THE SELECTION OF PROPOSALS WORKS

Draft the proposal to convince the External Assessors that **your project proposal meet all evaluation criteria**

Your project's quality should be so clear to be obvious!

Risks to avoid :

- Write the proposal the same way you do in other EU Programmes
- Write the proposal before mastering the evaluation criteria
- Force the assessor to make efforts to understand your proposal



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9. UNDERSTAND WHAT YOU SIGN!

Read carefully the Declarations to be signed as well as the main Programme's documents. Being unaware of Programme's rules is a major source of errors, often irreversible.

Risks to avoid:

- Sign a document if you don't commit to the responsibilities it bears
- Press partners to sign. Partners that do not join the project on a voluntary basis are very unlikely to be effective. You'll do their job for years!



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10. No LAST-MINUTE RUSH!

Plan to have your proposal **submitted a few days before the deadline**. Last minute submissions are source of serious and endurable problems.

Projects with the higher scores are almost always those that were planned well ahead of the deadline.

Risks to avoid:

- Reach the last day to upload the information and documents on the E-Form, to discover them
- Reach the last week to obtain the partners' declarations
- Reach the last week to obtain the partners' budget



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Learning from the experience of 80 ENI CBC Med projects and 95 ENPI CBC Med projects

First call for proposals



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