



Oddaja uspešne projektne prijave

Blaž Močan, Head of Research-Pipistrel

September 2022

Naše pretekle izkušnje

↑ Pretekle izkušnje projektnih prijav:

Evropski skladi: FP7, Horizon 2020, Horizon Europe, Clean Sky,
Clean Aviation, Clean Hydrogen, SESAR2, SESAR3, EDF

Uspeh prijav v 2021: 50% (6 od 12 prijav)

Uspeh prijav v 2022: pričakovano ~50% (8?+? od 12+5 prijav)

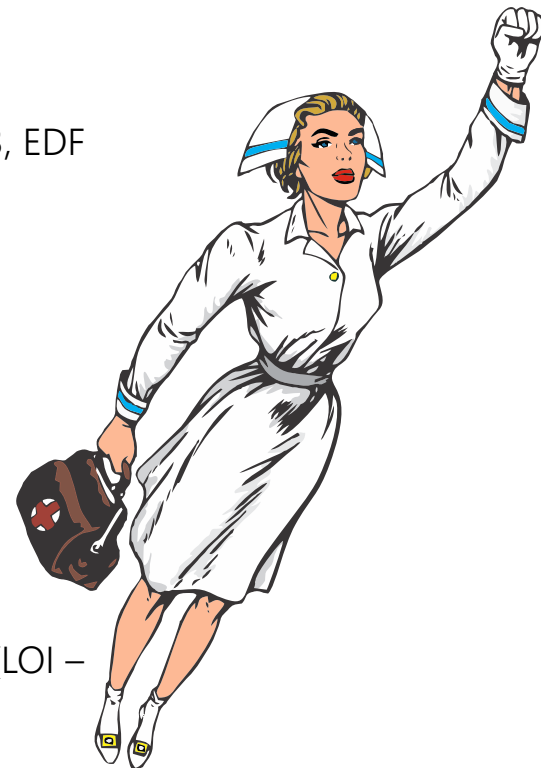
Povprečje v HEU: 15.8%

↑ Prva izkušnja z EDF projekti v letu 2020:

Koordinacija projekta *D'NURSE* +

Disruptive Non-invasive Unit for Retrofittable Structural Evaluation

projekt neuspešen zaradi slabe organizacije in manjkajoče dokumentacije (LOI –
Initial common Requirements ter LOI – Letter of Intent)



Specifika EDF: Posledica izbire vrste aktivnosti v projektu

Item l) – Common requirements for 'design' activities:

If your proposal is covering 'design' activities, you need to provide specific supporting documents in order for the Commission to assess the eligibility of the action you propose.

What evidence needs to be provided by the 'applicants' in order to assess the eligibility of the proposed action against item l)?

- Supporting document(s) proving that the 'activities' will be based on "common requirements jointly agreed by at least two Member States" (e.g. Letter of Declaration, signed by at least two Member States, common military requirements described in an agreement (MoU or *ad hoc*) signed between the participating Member States).

Item m) – Common technical specifications and intention to procure for 'prototyping', 'testing', 'qualification', 'certification' and 'life-cycle technologies'.

If your proposal is covering 'prototyping', 'testing', 'qualification', 'certification' or 'life-cycle technologies' activities, you need to provide specific supporting documents in order for the Commission to assess the eligibility of the action you propose.

What evidence needs to be provided by the 'applicants' in order to assess the eligibility of the proposed action against item m)?

- Supporting document(s) proving that the 'activities' will be "based on common technical specifications jointly agreed by the Member States that are to co-finance or that intend to jointly procure the final product or to jointly use the technology" (e.g. a Letter of Declaration, Memorandum of Understanding or *ad hoc* agreement signed by the participating Member States, declaring that the proposal is based on common technical specifications).
- Supporting document(s) proving that "at least two Member States intend to procure the final product or to use the technology in a coordinated way, including through joint procurement where applicable" (e.g. Letter of Intent, signed by the respective Member States, Memorandum of Understanding or *ad hoc* agreement signed between the participating Member States, the procurement contract signed with the respective Member States).

EDIDP – Guide for applicants: V2.1 – September 2020

Flexibility regarding the date of provision of the supporting documents relating to the common requirements and the common technical specifications

Regarding the common requirements and the common technical specifications (see item l) and m) above), for actions consisting of several 'activities', the Commission will allow the associated supporting documents to be provided at the latest following the completion of the 'study' phase (for common requirements) and/or 'design' phase (for common technical specifications). In such case, a document proving that at least two Member States intend to jointly agree on common requirements and/or common technical specifications must be provided at the time of the submission of the proposal and the development of the supporting documents must constitute a dedicated 'deliverable' of the respective 'activities'. **Your attention is drawn to the fact that failing to provide these supporting documents will result in the termination of the action and may be followed by the recovery of the Union funding.**

What evidence needs to be provided by the 'applicants' at the time of submission of the proposal in order to benefit from the flexibility regarding the date of provision of the supporting documents relating to the common requirements and the common technical specifications?

- Supporting document proving that at least two Member States intend to jointly agree on common requirements and/or common technical specifications on which the action will be based.

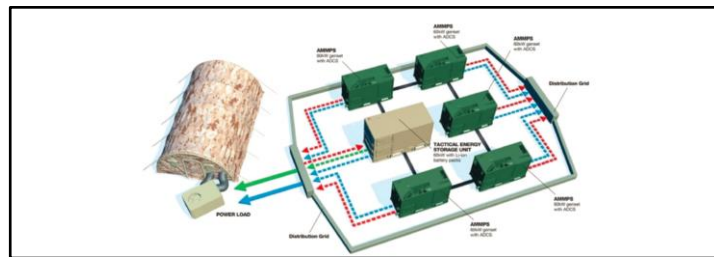
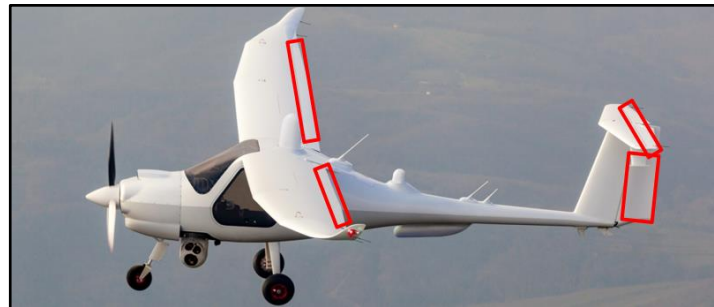
Zelo pomembna je dobra in pravočasna komunikacija z ministrstvom za obrambo!

100% Uspeh EDF projektov oddanih v letu 2021

↑ Lastno koordiniranje projektne prijave:
Koordinatorji projekta FACELIFT
Zaradi spremembe velikosti podjetja:
Prestavili Pipistrel v vlogo podizvajalca

↑ Povabilo s strani Airbus Helicopters:
Podizvajalci v projektu ENGRT

↑ Povezava preko TECES:
Partnerji v projektu NOMAD



Vir spodnje slike: <https://nap.nationalacademies.org/openbook/26052/xhtml/images/img-114.jpg>

Kako zasnovati dober projekt?

↑ Jasna predstavitev dobre ideje

Zakaj ravno to?

Zakaj ravno mi?

Zakaj ravno zdaj?

↑ Uravnotežen konzorcij

Tipi organizacij: SME (MSP), LE, raziskovalni inštituti, univerze

Geografska uravnoteženost


Priložnosti za mreženje: obstoječi kontakti, EDF info day, dogodki v živo


↑ Primeren razpis

Predhodno je potrebno temeljito preučiti razpisne pogoje

↑ Hiter kontakt in jasna komunikacija z Ministrstvom za Obrambo



 [edf_call-texts-2021_en_v1.41.pdf](#)

 [edf-guide-applicants_en_v1.1.pdf](#)

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Kako spisati dobro prijavo?

- ↑ Porazdelitev časa za dobro projektno prijavo – 3 mesece koordinacije:
 1. mesec: Vzpostavitev konzorcija, seznanitev s klicem, formiranje osnovne ideje, vizije, osnovni budget
 2. mesec: Definicija WP, tasks, deliverables, ambicije partnerjev, izvirnost, vpliv projekta (Excellence, Impact)
 3. mesec: Admin forms, metodologija, Gantt, detajlni budget, opisi taskov+iteracije, tveganja, mejniki
- ↑ SMART objectives: Specific, Measurable, Achievable, Realistic, Time-limited
- ↑ Vedno trije glavni odseki v projektnih prijavah:
 - Excellence:** Vaše kompetence; Zakaj ste vi najbolj primerni za to delo, ta sredstva? Kako ste edinstveni?
 - Impact:** Vpliv vašega projekta na tematiko, partnerje, skupnost, na državo, na regijo, na Evropo, etc...
 - Implementation:** Preglednost projekta, primerna razporeditev sredstev, mehanizmov za preverjanje, etc...
- ↑ Poglejte kateri odseki so obteženi pri ocenjevanju -> FOKUS (tipično Impact – navezati na EU smernice)
- ↑ Pazite na posledice izbire aktivnosti (slide 3)!

Project Overview and Objective

↑ Main objective:

- To develop, mature and assess in-flight the performance of active, closed-loop, flow control solutions that will increase the performance of control surfaces of military aircraft with a view to improve surveillance equipment and increase the safety of operations by improving stealth capabilities of both existing retrofitted military aircraft as well as next generation military aircraft.

↑ How is the objective fulfilled?

- The augmentation of the control surface authority will allow performance gains at the aircraft level: for instance, depending on the aircraft mission, enlarged flight domain or reduction of the global RCS (Radar Cross Section) through reduction of some lifting surfaces area like fins.

↑ Development of two new types of actuators for control surfaces:

- Sweeping jets: based on a natural internal flow bi-stability -> produces an oscillatory external jet – require pressurized air
- Synthetic jets: based on a vibrating wall in a cavity -> produces an external jet – require power supply

↑ Outline of main planned activities:

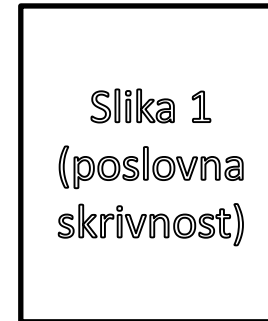
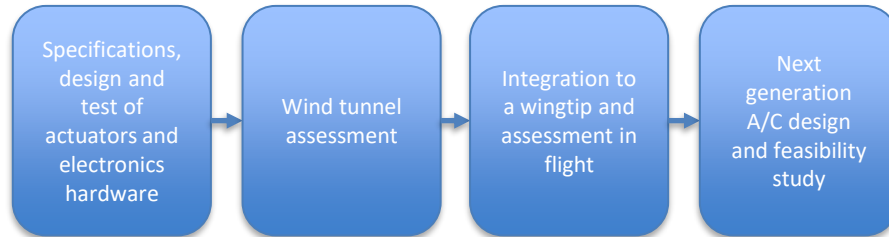


Fig 1: Existing VT wind tunnel model.

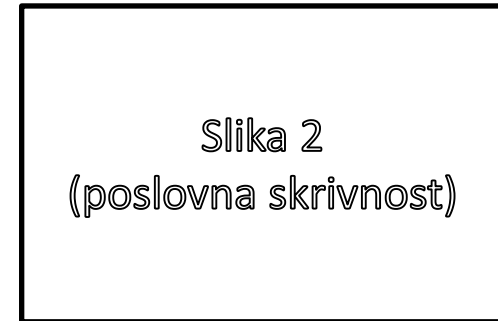
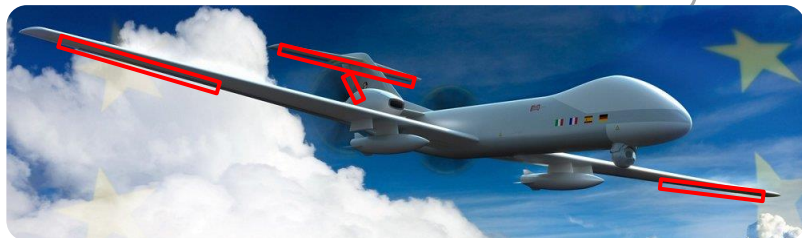


Fig 2: Proposed wing tip flying demonstrator.

Primer predstavitve projekta (FACELIFT 2/4)

Benefits and Areas of Implementation on Different Military Aircraft Types



European MALE RPAS (<https://www.airbus.com/defence/uav.html>)



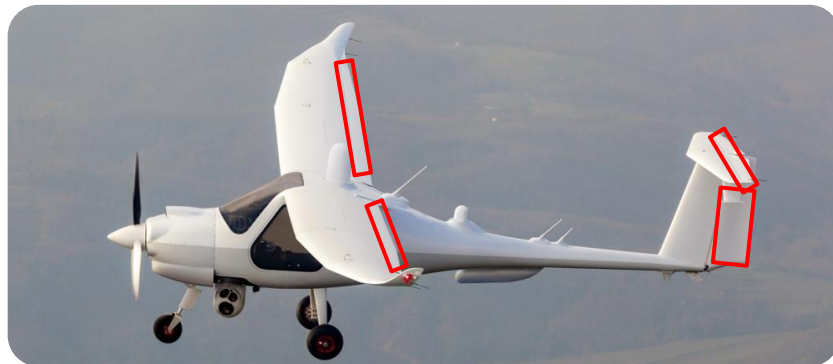
NGF (www.dassault-aviation.com/en/group/news/the-ngf/)

Primary benefit:

- ↑ Stealth (size reduction of control surfaces and tail => radar cross section reduction)

Secondary benefits:

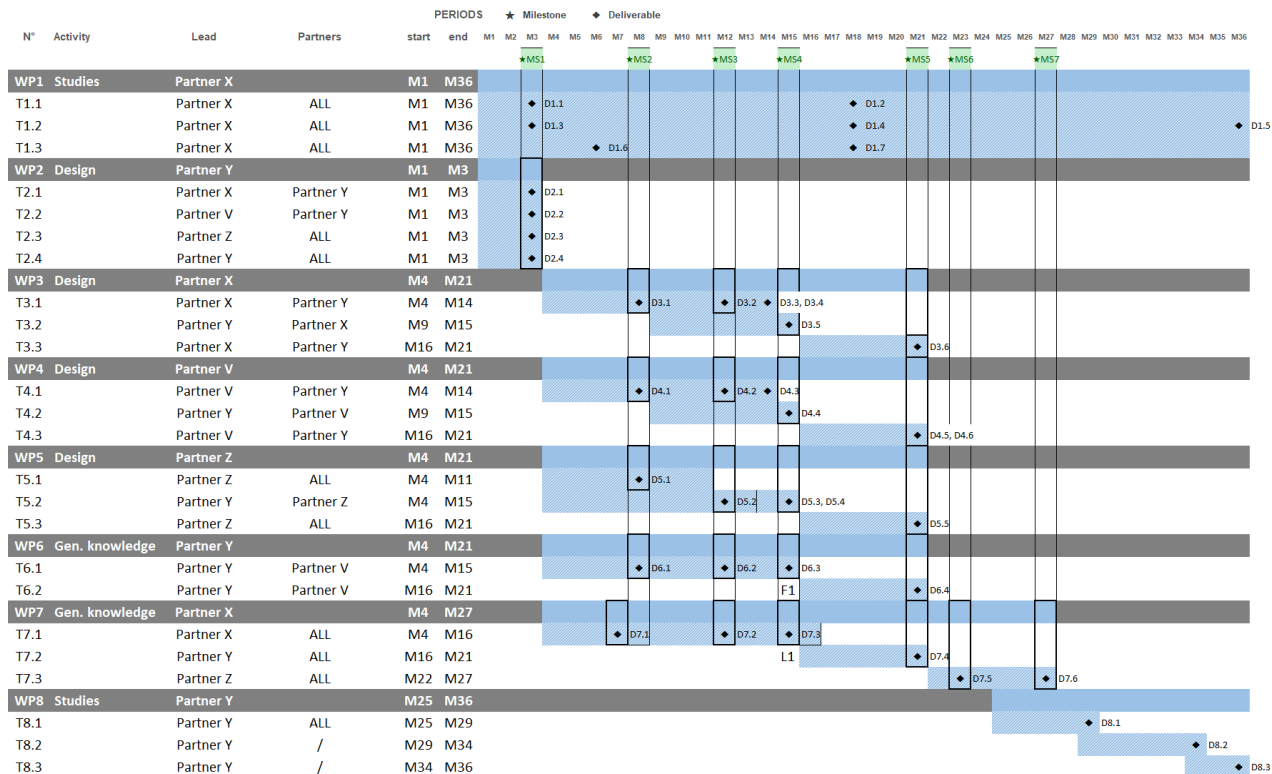
- ↑ Enhanced manoeuvrability (roll, pitch, yaw).
- ↑ Range increase (tail size reduction => drag reduction)



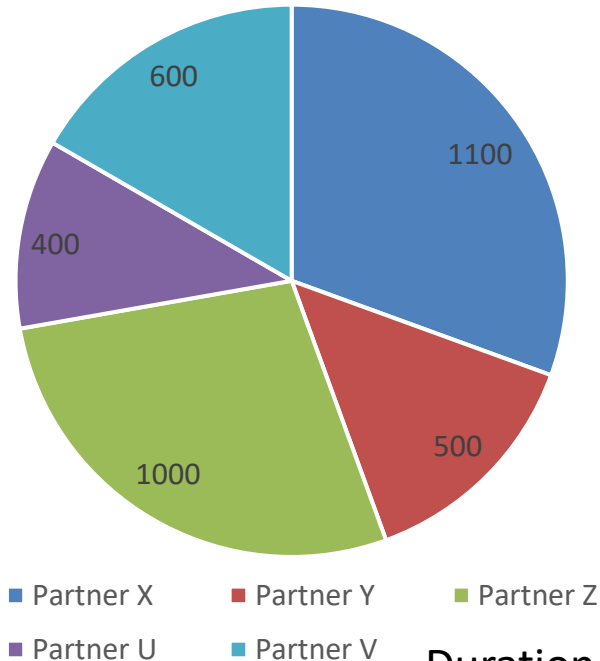
Pipistrel Surveyor UAV (www.pipistrel-aircraft.com/aircraft/surveillance/customized-airborne-platforms)

Primer predstavitve projekta (FACELIFT 3/4)

Gantt Chart: WBS Overview and Timeline



Preliminary Budget and Consortium Overview: Budget [k€]



Partners, Member State and main roles:

- ↑ **X:** Partner X - SME (Country X)
Project coordinator, Integrator, manufacturer of wing-tip model, flight assessment provider.
- ↑ **Y:** Partner Y - SME (Country Y)
Designer and manufacturer of synthetic jet actuators.
- ↑ **Z:** Partner Z - RTO (Country Y)
Actuators design & partial test and wind tunnel assessment.
- ↑ **U:** Partner U - SME (Country Z)
Designer and manufacturer of sweeping jet actuators.
- ↑ **V:** Partner V - SME (Country V)
Designer and manufacturer of the electronics hardware.

Duration of project and budget: 36M, 3.6 M€