

Grant consultancy you cannot do without

Jos van Maasacker
Gisela Tjaberinga
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Evers+Manders subsidieadviseurs

- The Market
- E+M: mid-seize company (19 FTE, Hoevelaken)
- Focus on: H2020/ EFRO/LIFE/INTERREG/NWO /ZonMW
- Health / life sciences
- Fast track to innovation
- SME instrument



What drives us?

- To start with an idea and to bring it to maturity
- The plan (or plan B)
- The success



Franz Kafka, Metamorfose



Idea/ project



Life is so easy

application

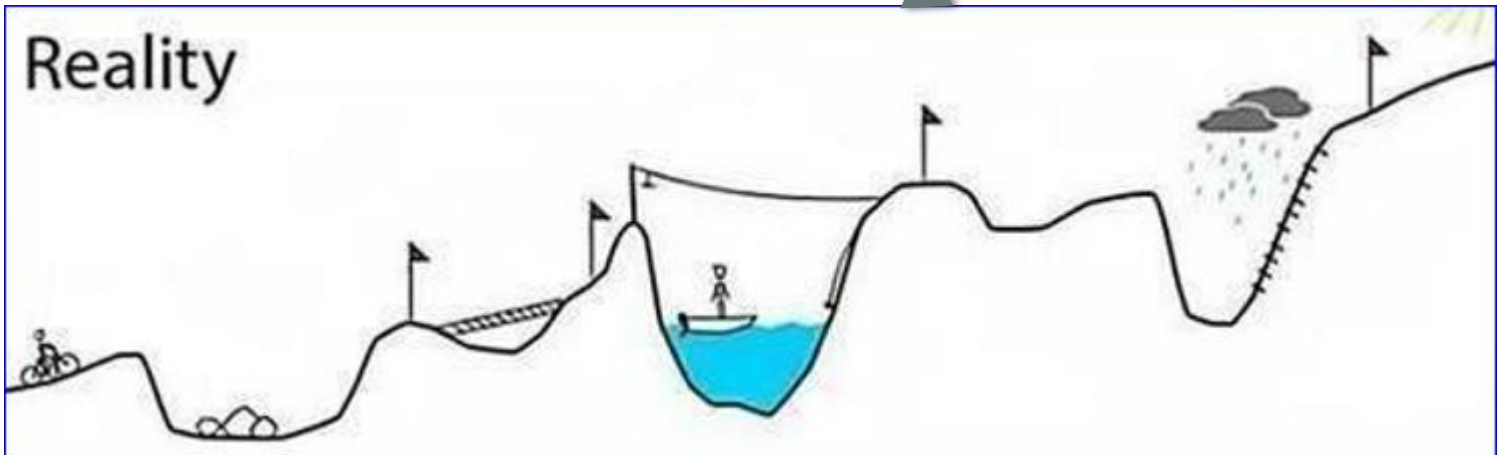
Your plan



sorry

Life is not so easy

Can we help you?
Gisela / Jos



Why do you need a grant consultant?

- To find the best fitting opportunity/ programme
- To guide you during your grant expedition
- To build a sound consortium (having the rules in mind)
- To develop the idea according to the rules of the programme
- To avoid ineligibility of the proposal
- To maximize success
- To write/compose the application

Added value towards compliance

Minimum requirements:

- 1) Who are you? (this must be crystal clear)
- 2) Clear definition of role for each participant in the project
 - Coordinator
 - Partner
 - Third party/subcontractor
- 3) Proper time recording
- 4) Actual costs, no commercial rates
- 5) Transparency / no conflict of interest / bid procedure

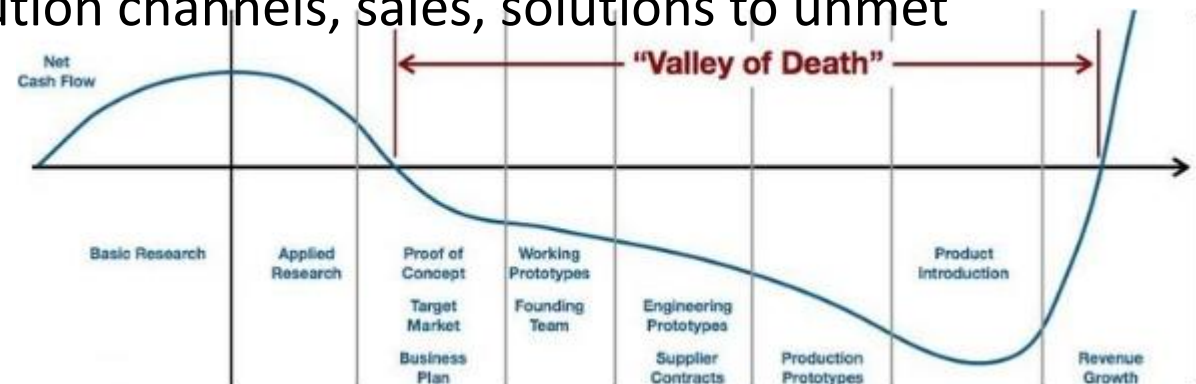
The world of start-ups

RTD more or less finalized, but how to overcome the valley of death?

1. Apply for funding through Grant applications
2. Apply for funding through loans, equity, other financial means

Grant Applications: your message to the Grant Authority:

- Convincing disruptive new product /technology (excellent, impact, implementation)
- Excellent market perspectives (distribution channels, sales, solutions to unmet needs)
- Sufficient financial means



What does the Grant Authority like to see?

- They are not aiming at a profit margin
- But their focuss will be on:
 - Policy outputs
 - Impact on society
 - Sustainability
 - Cost reduction
 - Growth and increase of employment

Select your advisor carefully

- Experience
- Company profile
- Kind of external funding needed
 - (subsidy, loan, equity, other)
 - Pre-seed/ Seed/ Starting/ growth/ expansion/ mature)
- Business model (hourly rate, no win no fee, Mixed)
- What do you need
 - Coach/ writer/ editor / devil's advocate
- Pace / speed

Thank you

Jos van Maasacker

Evers + Manders Subsidieadviseurs BV

Drs. W. van Royenstraat 2

3871 AN Hoevelaken

Postbus 173

3870 CD Hoevelaken

The Netherlands

Tel: +31 (0)33 -253.48.20

Mob: +31 (0)6 -53.58.20.46

e-mail: jos.van.maasacker@emconsult.nl

Gisela Tjaberinga

Evers + Manders Subsidieadviseurs BV

Drs. W. van Royenstraat 2

3871 AN Hoevelaken

Postbus 173

3870 CD Hoevelaken

The Netherlands

Tel: +31 (0)33 -253.48.20

Mob: +31 (0)6 -40.88.08.99

e-mail: Gisela.tjaberinga@emconsult.nl