



# EPN CONSULTING

## Research and Innovation

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## The STEPZERO® Service

### The FACT

We have come across tens of companies that would like to take part in EU-funded projects but, for some reasons, are not able to proceed. These reasons range from not having a clear idea in mind or budget to not having the necessary familiarity with the European Commission rules for taking part in this venture.

### The PROBLEM

Some companies *over-estimate* their capabilities of dealing with European Commission (EC) calls for proposals, collaborating with partners and providing excellent quality of contributions.

Some others *exaggerate* the complexity of rules and think they will never be able to win an EU-funded projects.

### The SOLUTION

That's why the new **"StepZero®" service** comes in: we will assess together with clients their project idea, its viability, their preparation in facing this journey, the company's capabilities in managing and executing the project once won, what is needed to reach the right status to take part in a EU-funded project.

***The service has been designed for companies to avoid wasting time either attempting a journey they may not yet be ready to engage or not engaging because they would be ready with just a little help, but don't know it.***

While **StepZero®** is mainly designed to take part in Horizon Europe projects – including the popular EIC Accelerator scheme, it can be applied to any EU funding scheme.

**StepZero®** can be utilised as **in-person(\*)**, **online** and **hybrid** attendance. It is offered in three different sessions:

- **1d** = 8 hrs dedicated to understand the client's project idea, vision, goals, timeframe, and possible funding opportunities. **Mainly addressed to start-ups.**
- **2d** = 16 hrs (instead of 8). Same as 1d, plus evaluation of the intention/willingness to participate as partner or coordinator, quick search for previous projects recently approved in your field to avoid being rejected due to lack of novelty, assessment of your company capabilities and capacity in playing selected roles.

**The most popular session.**

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- **3d** = 24 hrs. The activities carried out are fully customised and include, but are not limited to, what described in the 1d and 2d sessions. **Mainly addressed to** clients willing to participate in the EIC Accelerator scheme.

Attendance vs Session	In-person (*) (**) (***)	Online (^)	Hybrid (#)
<b>1d</b>	1x 8 hrs (1 day) or 2x 4-hour slots	2x 4-hour slots	Not Applicable
<b>2d</b>	2x 1-day slots or 4x4-hour slots	4x 4-hour slots	To be agreed
<b>3d</b>	3x 1-day slots or 6x4-hour slots	4x 6-hour slots or 6x 4-hour slots	To be agreed

At the end of each session, the client will be informed about their readiness in taking part in EU projects. In case they are not ready, advice on how to fill in the gaps will be provided.

The **StepZero®** service is **always** available. The sooner you book your slot, the earlier we can schedule your time slots and gain awareness of your readiness! Book it soon to avoid disappointment!

### Start with “StepZero” and run towards success!

N.B. UK Companies can enjoy the **StepZero4UK® service** that takes into account the role of the UK as associated country to Horizon Europe.

(\*) The **In-Person** attendance is with **NO Extra Charges** for services provided in Central Dublin only. Other locations will require Extra Charges.

(\*\*) The **In-Person** attendance may include up to 2 people of your organisation

(\*\*\*) If the **In-Person** attendance is chosen as split option, the whole package must be utilised within 1 month from the beginning

(^) If **Online** attendance is with **NO Extra Charges**. The whole package must be utilised within 1 month from the beginning

(#) The **Hybrid** attendance must be agreed in advance. However, the whole package must be utilised within 1 month from the beginning

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