



# EPN CONSULTING

Research and Innovation

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## The STEPZERO® Service

### The CHALLENGE

Thousands of companies have compelling project ideas, but never make the leap into EU-funded projects. Whether it's a lack of clarity on the idea itself, uncertainty about budget, or unfamiliarity with European Commission rules, great opportunities go untapped.

### The REALITY

Two traps derail companies:

- ▶ *Over-confidence*: underestimating the demands of EC calls, partner collaboration, quality contributions, administrative rigour;
- ▶ *Over-caution*: assuming the rules are too complex, the competition too fierce, and success out of reach.

### Our SOLUTION

**STEPZERO®** cuts through the uncertainty. In a focused 1-, 2- or 3-day engagement, we sit down with you and jointly assess your project idea, its real-world viability, your team's readiness, and exactly what it takes to get you competition-ready.

No guesswork. No wasted time.

### SERVICE DELIVERY

**STEPZERO®** is delivered in three different sessions and three attendance formats [**in-person**(\*), **online** and **hybrid**]:

- **Session 1** (8 hrs) - dedicated to understanding the client's project idea, vision, goals, timeframe, and possible funding opportunities. **Mainly addressed to** start-ups;
- **Session 2** (16 hrs) - everything as in Session 1, plus an assessment of your willingness to participate as partner or coordinator, a targeted search for recently approved projects in your field to ensure novelty, and an evaluation of your organisation's capabilities and capacity for the selected role. **The most popular session**;
- **Session 3** (24 hrs) - the activities carried out are *fully customised* and include - but not limited to - what described in sessions 1 and 2. **Mainly addressed to** clients willing to participate in the EIC Accelerator scheme.

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EPN Consulting Research and Innovation Ltd.

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

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.

### In a nutshell:

*The service is designed to help organisations accurately assess their readiness preventing them from embarking on a journey prematurely, while equally ensuring they don't forgo an opportunity they are closer to seizing than they realise*

**N.B.** 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.

(\*) 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 of service

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

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

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