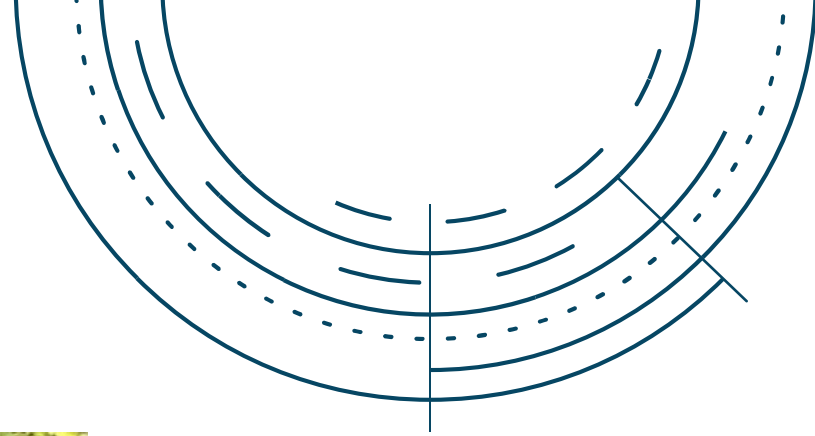


# REVIEWER'S PERSPECTIVE

PROF. DR. REBEKA KOVAČIČ LUKMAN



## BRIEFLY ABOUT MY WORK

- prof. environmental science and eng
- evaluating proposal since 2010
- EU, national, other countries (HR, PL, ...)
- SME instrument
- EIC Accelerator (step 3 - full proposals)
- H2020
- Horizon EU
- EIT Urban Mobility
- ...



# THE PROCESS




## BEFORE EVALUATIONS


- briefing (online training, 1 day)
- exam (online quiz)


The evaluation must not be influenced by economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interests')


## EVALUATIONS

- AGORA (AI support, proposal 200 or 250 pages)
- up to 2 proposals
- abstract, review it, declare conflicts of interest, if any, agree
- additional proposal can be taken after a review
- 5 days to review a proposal
- 6 - 10 proposal


AGORA 

MY EVALUATIONS 


COMPLETED EVALUATIONS 


ABORTED EVALUATIONS 


ACTIVE EVALUATIONS (4 max.) **4**


INVITATIONS  **2**


OPEN CALL AGORA

NEED SOME HELP? 

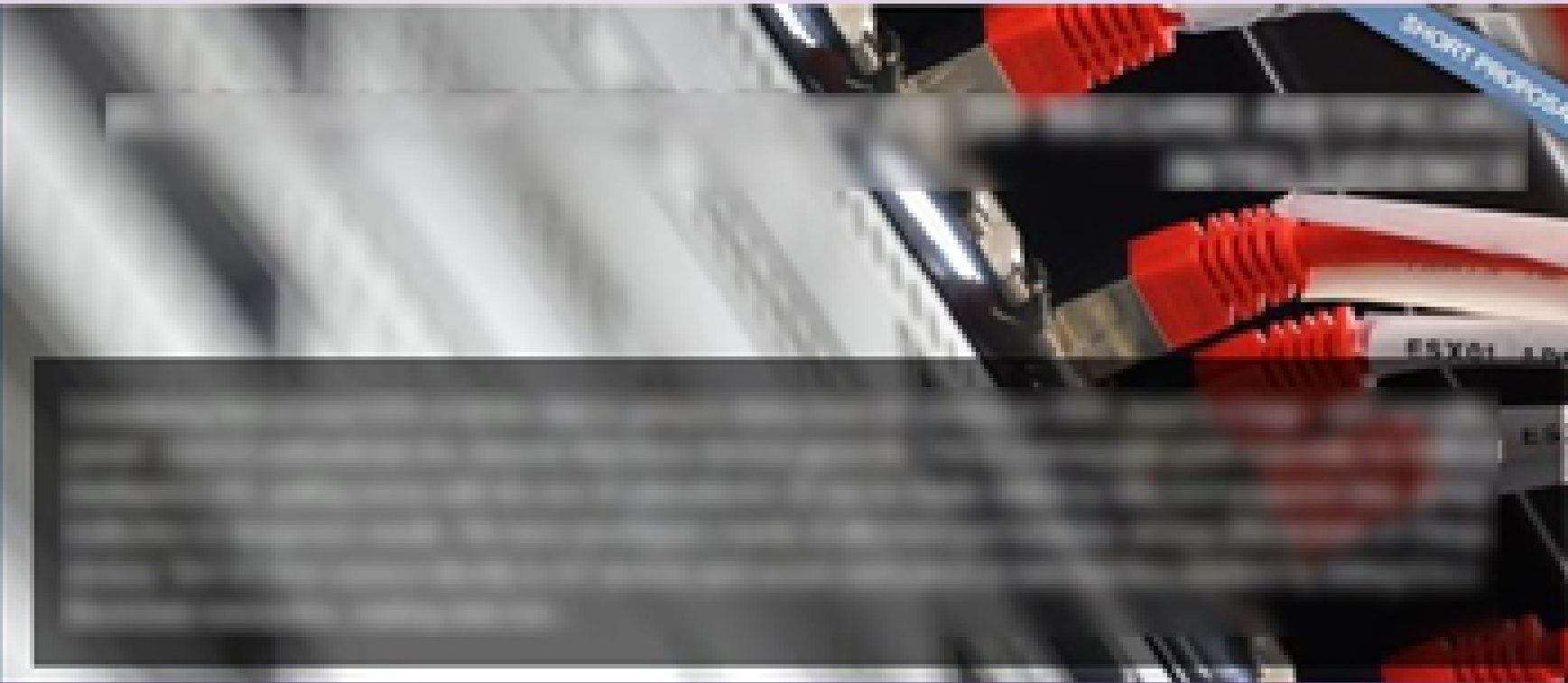
AGORA 

MY EVALUATIONS 

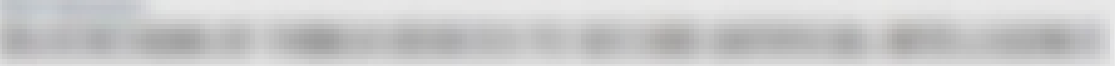

COMPLETED EVALUATIONS 

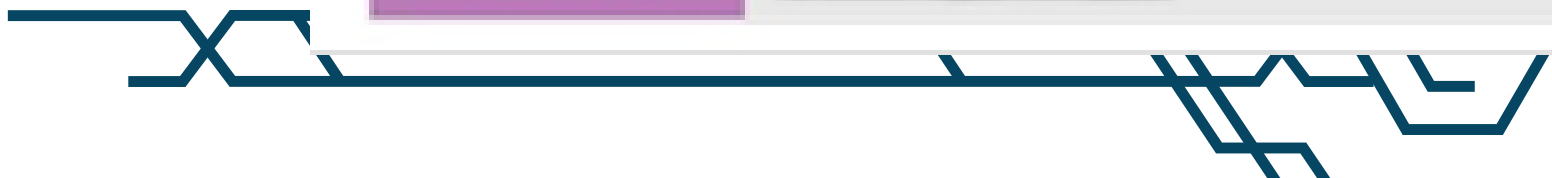
ABORTED EVALUATIONS 

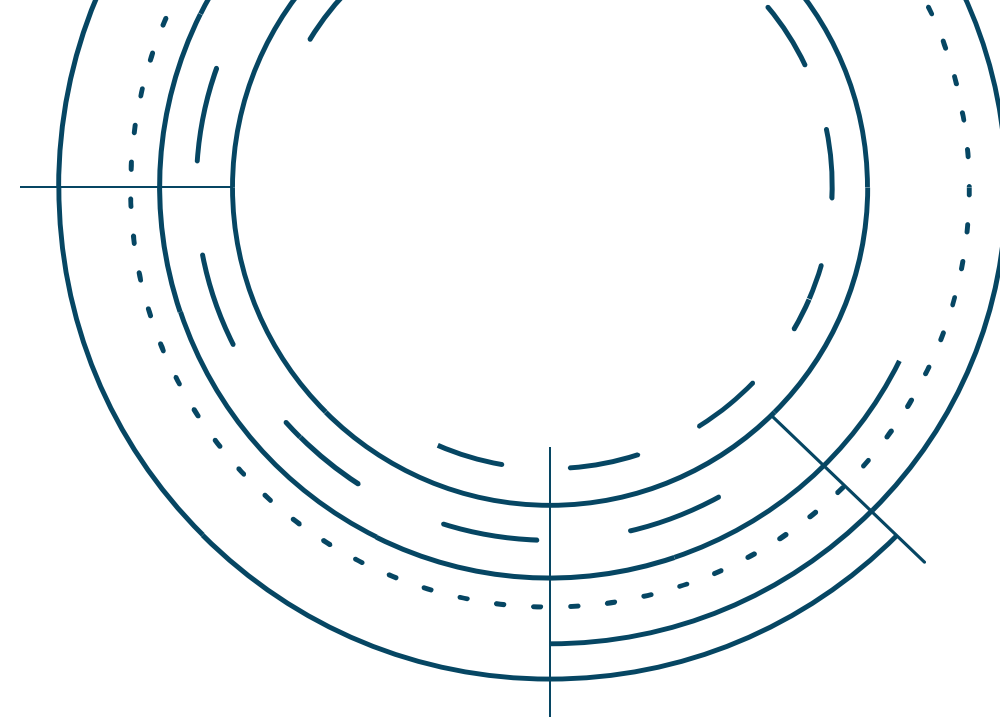
### TRENDS OF THE DAY



### PROPOSALS AWAITING YOUR EVALUATION

SHORT PROPOSAL		SUBMITTED days ago
FULL PROPOSAL		SUBMITTED days ago





### STEP 3

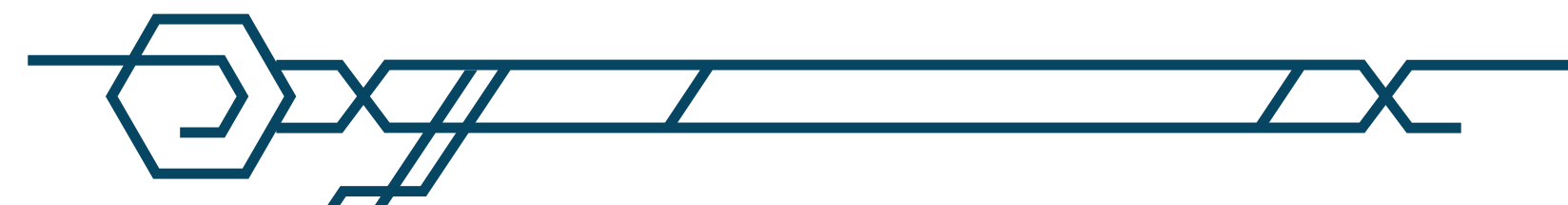
Step 3 is to carefully assess all details of the proposal in line with the evaluation criteria for Step 3

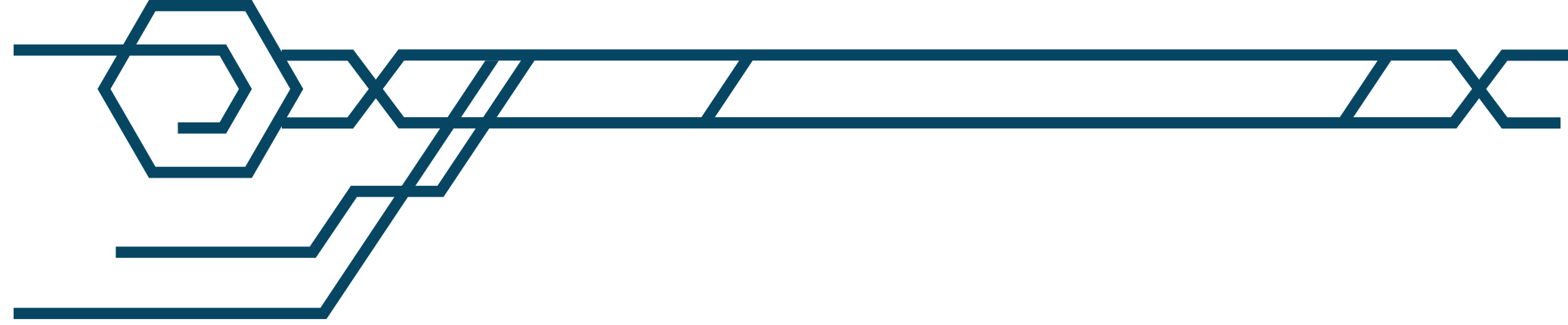
### SHORTCOMINGS

Shortcomings in any of the evaluation criteria should be reflected in scoring the criterion with a NO GO

## IMPORTANT

Reviewers can provide comments on areas for improvement, which may allow applicants to improve their proposals when resubmitting.





# ONLY OUTSTANDING PROJECTS

## STEP 3 TARGET

- select only the best innovation and business ideas with true impact and potential to succeed at European or even global scale

## EXPECTATIONS

- it is expected that evaluators are very selective and demanding in their assessment



# FURTHER EXPECTATIONS

- it is imperative that GO proposals do not have shortcomings that will need to be further assessed during interview
- based on previous experience, will likely result in a NO GO



- Business plan
- Pitch deck
- Financial information
- Freedom to Operate analysis
- Data management plan

**At the Quality**  
**Check after a review is submitted**  
**it is reopened if a GO is not clearly justified**

- Letters of intent
- Max 10-pages annex with other info
- Resubmission/ info



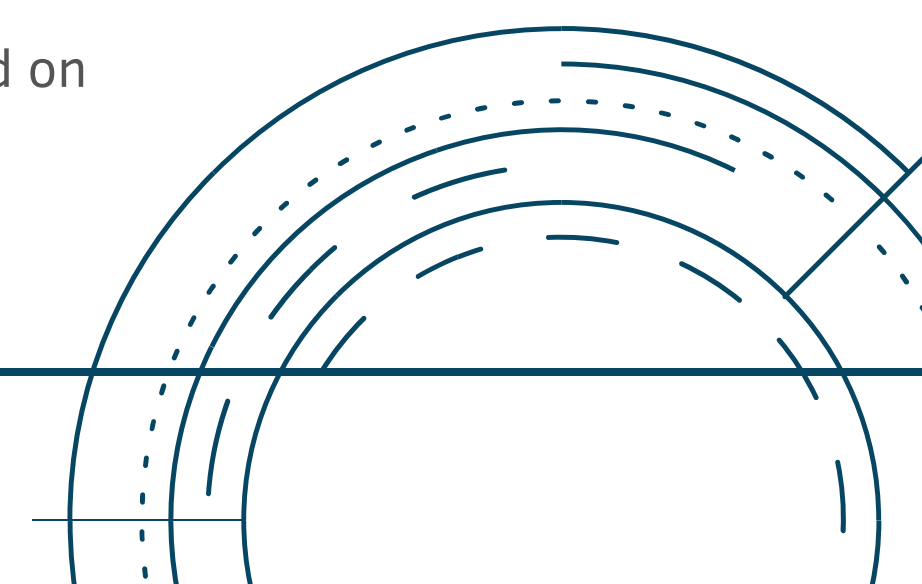
# HIGH QUALITY OF EVALUATION REPORTS

## QUALITY CHECKS

- evaluator is requested to answer to all questions about the proposal based on the evaluation criteria
- QC might reopen a report and ask for a revision (24 h for a revision)

## REOPENING CRITERIA

- Consistency (GO & NO GO decision and related comments)
- Disrespectful language (offensive, ironic, rhetorical)
- Language errors impeding comprehension (grammar, syntax)
- Incomplete evaluation (not all sub questions have been answered)
- Unconvincing justification (difficult for the reader to understand the logic of evaluation report)
- Lack of assessment (not describe the proposal but assess it)
- Rejection on incorrect grounds i.e. not based on the listed evaluation criteria)
- Incorrect proposal (text not related to the proposal)







# OBSERVATIONS

## Excellence

- a high degree of novelty compared to existing products, services

## Breakthrough nature

- "...No other innovation ever before has achieved such a result ..."
- "... X product is the first and only ..."
- " ... Obviously innovative and easily appreciated advantages to customer ..."
- you need tangible arguments
- you need arguments with supported materials, evidences that your product, service is "disrupting markets"

## IMPACT

- Broader impact
- general statements, copied from the EU documents
- "...The EU has the role fostering the e.g. environmental policy, with a support of the MS ..."
- "...our project will contribute to the European Green Deal's goals."
- "... the project directly relates to SDGs No. 3."
- focused arguments
- related them to your project, innovation from a content perspective
- show a direct link how your project, product, service to a positive broader aspect - use indicators, numbers

## Level of risk, implementation, and need for Union support

### The team

- clarify team's tasks
- gender balance
- missing competencies
- reading CVs, supplementary materials

### Risks:

- not all the risks are identified (e.g. technological, regulatory, financial, commercial, social, environmental, ...)
- mitigation methods, options (be explicit, write down steps on how you will approach if a risk occurs)
- "...the risk is reduced as we will prepare a product for all the markets"
- too general statements



# CONTACT

Prof. dr. Rebeka Kovačič Lukman  
Email: [rebeka.kovacic@um.si](mailto:rebeka.kovacic@um.si)

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