

# Experience in preparation of FP proposals

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13 July 2011

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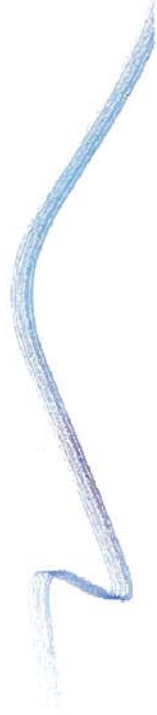
Alstom Grid

ART and EC projects

Building a proposal

Contract negotiation

Project Delivery



# Alstom group : Three main activities

*In the top 3 in its main activities*

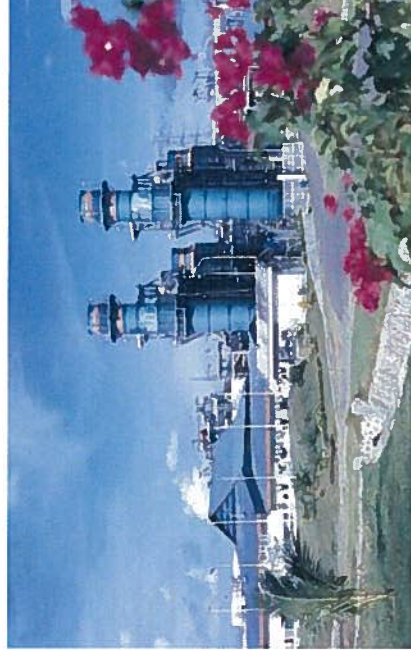
## Rail transport infrastructure

*Alstom makes 1 metro in 4 and 1 tram in 4*



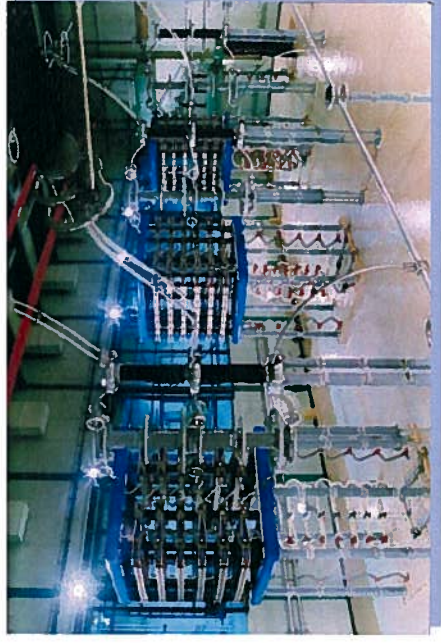
## Power generation infrastructure

*Alstom supplies major equipment in 25% of the worldwide installed power generation capacity*



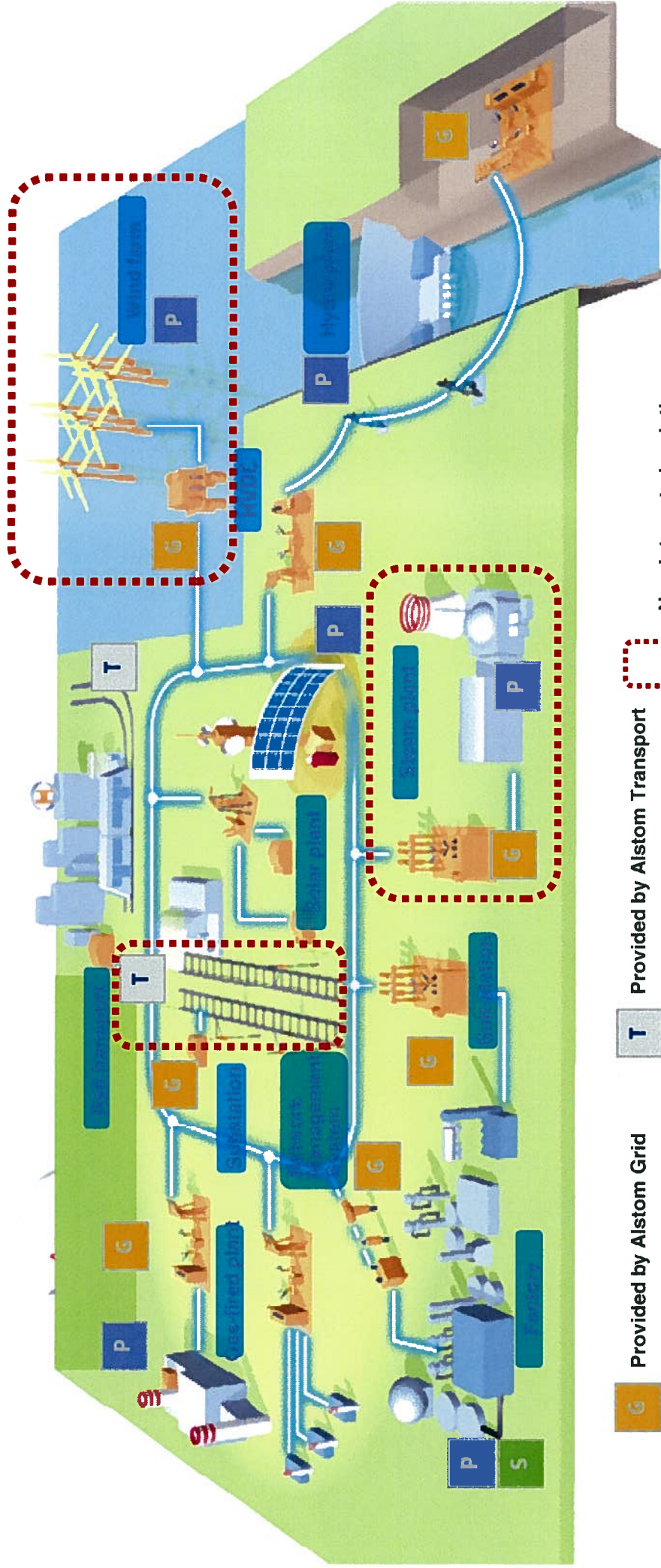
## Power transmission infrastructure

*Strong positions in key markets and technologies (Network Management, GIS, HVDC, Disconnectors, Instrument Transformers...)*



# Alstom Grid

# From products to integrated solutions



<b>G</b>	Provided by Alstom Grid	<b>T</b>	Provided by Alstom Transport	New integrated solutions (example)
<b>P</b>	Provided by Alstom Power	<b>S</b>	Provided by Schneider Electric (MV / LV)	

## Alstom Grid Technology Centres

- ARC (Lyon)
- CTC (Shanghai)
- TICC (Paris)
- ART (Stafford)

role = advanced research and support to PL's

- ART
  - Advanced Materials & Component Technologies
  - Electromagnetics / Scientific Computation
  - HV Technologies
  - SmartGrids
  - Network Solutions
  - Power Electronics

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## EC Projects

- ART's first EC project was in 1986
- Positive experience
- Project was substantially less ambitious than included in FP7
  - Proposal had finite alignment with Call topic focus and provided moderate answers to assessment criteria questions
- Since 1985
  - Built depth of experience with FP's over last 25 years
  - Sought to learn and continually improve
  - Expertise shared across whole company

# Recent Examples



**IRENE-40.eu**  
Future European Energy Networks

- **IRENE-40**
  - Infrastructure roadmap 30 to 40 year timescale.
  - Tool for investment strategy and identification of technology gaps



- **Twenties**
  - Demonstration project with focus on large scale integration of renewables



- **Green e-Motion**
  - Europe-wide demonstration project on e-mobility

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## July 2011: Topics are published

- Review detail of individual Call topics
  - Topics selected from list of priorities of key stakeholders
- Be critical
  - Do your priorities align with those of the Call ?
  - Poor alignment = will not be funded
  - Do not lose your direction by trying to adjust your priorities to match the Call description
    - i.e. do not tie up your valuable resource and finite funds on a project that is not on your critical path

## July 2011: Analyse and build partnership

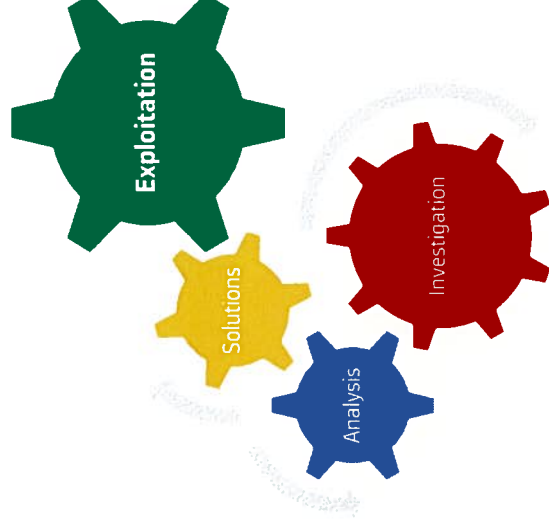
- Identify project outline
- Identify types of organisations that fill the different roles in project
- Identify specific organisations
- Talk to “friends”, seek advise
- Limit number of partners
- Partners need to be real contributors

## Building a Proposal: Case Example: EC Project IRENE-40

- Existing project: VoFEN – Vision of future energy networks
  - Location: ETH Zurich
  - Scope included energy hubs and multi-energy carriers
  - + 40 years horizon
- Desire to extend range of technologies / concepts covered plus identify road maps for integration

## Building a Proposal: Case Example: EC Project IRENE-40

- 2009 Call reviewed: Call included topic with good alignment with ambition and needs
- Decision made to develop proposal
  - Core team: ABB, Alstom Grid, ETH Zurich and Siemens
- Project outline developed





## Building a Proposal: Case Example: EC Project IRENE-40

- Assign responsibilities for preparation of proposal
- Track progress of assigned partners
- Discuss emerging proposal content
- Seek view of UK Energie team
- Have final proposal ready two weeks before final submission date
- Get local experts to review
- Submit

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## Contract Negotiation

- Understand EC contract conditions
- EC will prepare list of suggested modifications to proposal
  - these are generally requirements rather than “have you thought about”
  - invited to visit EC to discuss
  - modifications are generally suggested to improve value of the project
    - EC will set timescale for process...seek to meet these deadlines
    - Be clear and honest in communications with the EC
- Ensure all partners have robust financial recording system: assume project will be audited

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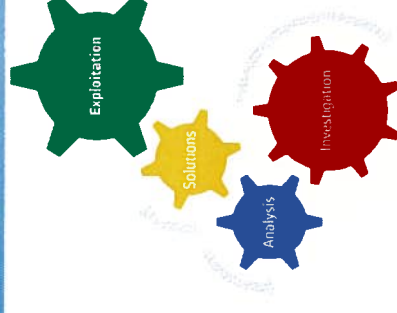
Project Delivery



## Project Delivery

- Establish and implement robust project tracking process
- Ensure partners commit and resource (competition for resources)
- Meet regularly at start of project
- Discuss project progress and risks – seek to understand and resolve early
- Work at continuous improvement of team dynamics
- Invite EC to project review meetings
- Provide timely delivery of Deliverables to EC
- Advance planning for annual report
  - Ensure partners understand what they need to deliver and when

## Project Delivery: current status



- Project is live and focused on “Solutions” phase
- Vision is being shared with external stakeholders

Project Delivery

**Good Luck**

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