

Creating measurable value for our clients since 1989

G(R)OWING FORWARD WITH EU FUNDS

Brussels, 10 October 2018



BRUSSELS
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SCHUMAN ASSOCIATES is a Brussels-based independent consultancy with 30 years' experience in European funding and public affairs.



GLOBAL PRESENCE
With offices in Athens, Brussels, Dublin, Milan, Madrid, Sofia, Prague, Bucharest and Warsaw and partners in the US and Asia.



TEAM
Head quarters in Brussels with a multilingual and multinational team of Consultants.

OUR SERVICES

PUBLIC AFFAIRS & COMMUNICATIONS



Public Affairs

Communications and Public Relations

Associations Management

EU & PUBLIC SECTOR FUNDING



Structural and Investment Funds

EU External and Development Aid

Brussels driven Initiatives (EU institutions procurement)

BID & PROJECT MANAGEMENT



Bid management & bid writing support: H2020, CEF, Erasmus+, LIFE

CLIENTS AND EXPERTISE

 <p>GOVERNMENTS AND INSTITUTIONS</p>	 <p>ICT</p>	 <p>METALS and RAW MATERIALS</p>	 <p>CHEMICALS</p>	 <p>ENERGY / INDUSTRY</p>	 <p>FINANCIAL SERVICES</p>	 <p>EMPLOYMENT AND SKILLS</p>	 <p>HEALTH CARE</p>
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The collage features logos for the following entities:

- European Union
- vodafone
- UCC (Coláiste na hOllscoile Corcaigh, Éire / University College Cork, Ireland)
- UK TRADE & INVESTMENT
- Technical University of Denmark (DTU)
- KMD
- Microsoft
- hp invent
- MOTOROLA
- EUROPEAN UNION Committee of the Regions
- Honeywell
- THE WORLD BANK
- 3M
- Atos
- Agilent Technologies
- Nickel INSTITUTE (knowledge for a brighter future)
- Lantmännen
- CARMEUSE NATURAL CHEMICALS
- SNV (Connecting People's Capacities)
- serco
- ESB
- JE JACOBS
- Electrabel (GDF SUEZ)
- DP ENERGY (RENEWABLE ENERGY DEVELOPMENTS)
- GEOLOG SURFACE LOGGING
- SAP
- DAAR COMMUNICATIONS
- PHILIPS
- Medtronic
- gsk (GlaxoSmithKline)
- IAA
- SIEMENS
- CISCO
- Adecco (better work, better life)
- CfBT Education Trust
- ELSEVIER
- Plan
- AME (ANTI-MONEY LAUNDERING EUROPE)
- MasterCard

COHESION POLICY: OUR EXPERIENCE

Cohesion Policy: from good to better

- EU's main tool to address development discrepancies between its regions.
- An important share of public spending in many EU countries.
- Significant improvements in the way EU funds are spent.
- More transparency.
- Continuous efforts for simplification and reduction of bureaucracy.
- Strategic focus & targeted results.

Some success factors

- Consultation and real dialogue with stakeholders throughout the entire programme cycle.
- Lean and less bureaucratic application & implementation process.
- Strengthened technical capacity in all phases (planning, evaluation, implementation).
- Local/ regional structures close to beneficiaries (Intermediate Bodies).
- Active helpdesk support to funding applicants and beneficiaries.
- Clear and stable rules.

FUNDING AUTHORITIES

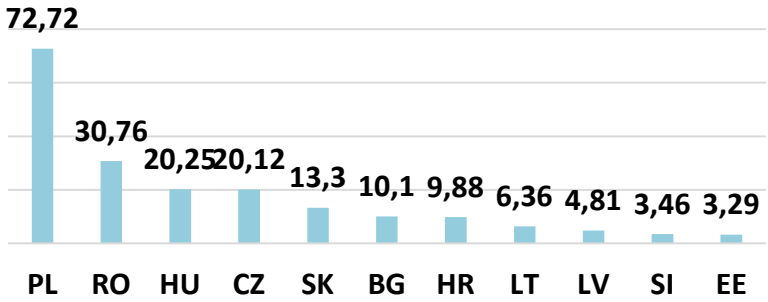
BENEFICIARIES

- | | |
|--|---|
| <ul style="list-style-type: none">▪ More mature and sound projects receive financing▪ Increased capacity to apply for and implement EU funded projects (& increased appetite)> learning curve▪ Established partnerships for common growth | <ul style="list-style-type: none">▪ Solid and experienced project teams▪ Tested partnerships▪ Stakeholders consultations (market consultations) before & during implementation: prepare & adapt!▪ Externalize when you can't do it!▪ Think ahead: plan for the best, but prepare for the worst! |
|--|---|

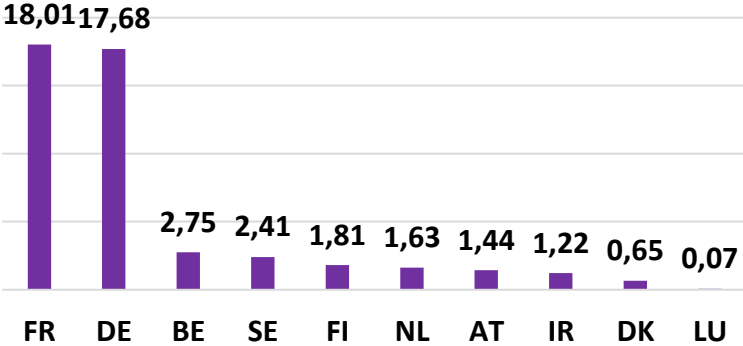
WHAT COMES NEXT? 2021-2027 is just around the corner

The next EU 7-year-budget will start on 1st of January 2021 & will be the first for the EU without the UK.
 371 billion EUR is the EC proposal for the new Cohesion funds.

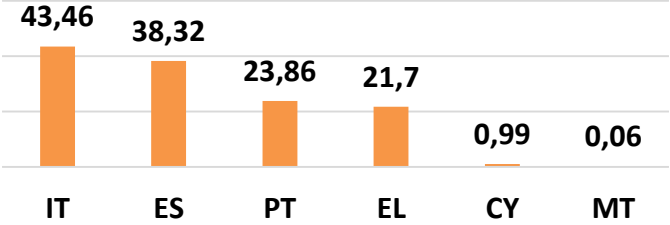
CEE COUNTRIES 2021-2027 OVERALL ALLOCATIONS
 (BEUR in current prices; EC proposal)



WESTERN COUNTRIES ALLOCATIONS
 (BEUR in current prices)



SOUTHERN COUNTRIES 2021-2027 OVERALL ALLOCATIONS
 (BEUR in current prices; EC proposal)



Source: EC proposal, May 2018
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WHAT COMES NEXT? 2021-2027 is just around the corner

1. EU LEVEL. NEGOTIATIONS OVER COUNTRY ALLOCATIONS AND EU LEGISLATION.



2. COUNTRY LEVEL. PREPARATIONS OF NEW OPERATIONAL PROGRAMMES FOR 2021-2027.





Strategic focus



Sectoral, local and regional needs & vision



Smart investments



Unique window of opportunity to have your say

THANK YOU!



**EU BUDGET
POST-2020?
STAY TUNED
FOR MFF INSIGHTS**

#SchumanAssociates4EUMFF



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