

Negotiations

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- Time to project start : manage the negotiation schedule
- Technical and Financial negotiation
- The Negotiation Facility (NEF)
- Grant Preparation Forms



Three components of your success

- Team building and proposal preparation bearing structure of the project
- Negotiations with the European Commission shaping your future
- Implementation of the project real life



Negotiating of an EU project

- Challenge: Flexibility vs. loyalty to original concept
- Get well **prepared** before any response!
- Consult each affected partner to agree on a mandate
- Issues that you are not sure of, ask for break for consultations
- Do not promise things that you know it will be impossible or very difficult to achieve!!!!







Purpose of the negotiation

Go from the proposition to the project = Prepare the Grant Agreement

What needs to be done?

- Agree on the scientific/technical details of the project
- Agree on budgetary matters
- Convert your proposal into the Description of Work
- Finalise legal aspects
- Fill and sign administrative forms to prepare the GA
- Prepare and sign the consortium agreement among partners



Who will negotiate?

- Project officers
- Legal officers
- Coordinators, helped by the partners

The coordinator:

- Leads the negotiation
- Represents the consortium
- Only one applicant can be the coordinator
- One single person will represent the coordinator
 - → responsible for all the contacts with the Commission
 - \rightarrow attends all the meetings

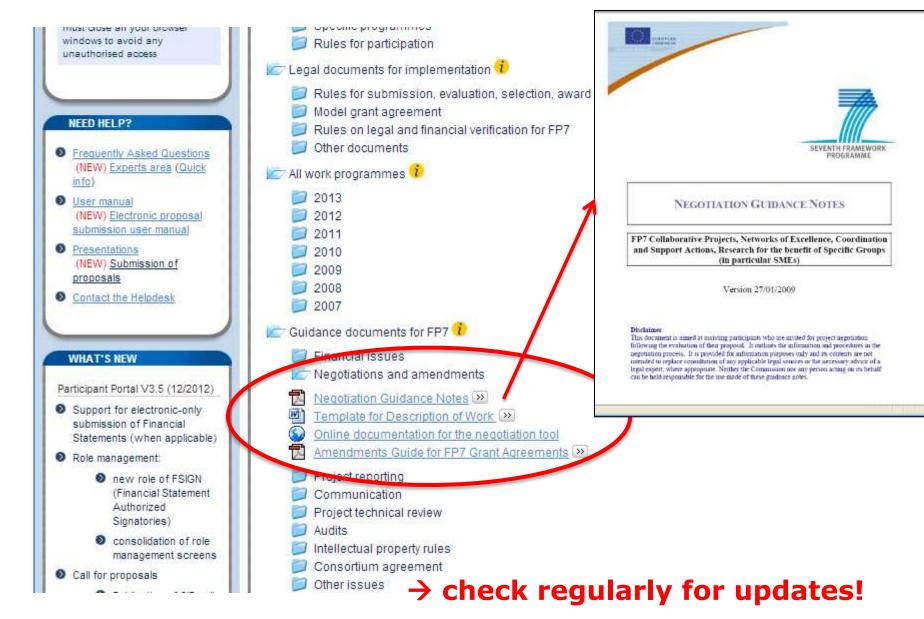


Documents to prepare the GA

- **Content basis:**
 - Proposal
 - Evaluation summary report
 - Legal basis
 - Letter of invitation to negotiations + Negotiation mandate
 - Annex II of the Grant Agreement General conditions
 - Guidance documents
 - Guide to financial issues
 - Negotiation guidance notes



https://ec.europa.eu/research/participants/portal/page/fp7_documentation





Negotiation meetings

- How are they decided:
 - decided by the project officer
 - may be required, depending on the size and nature of the project
 - communicated with the letter of invitation

Who attends:

- the coordinator
- a small number of partners → related costs not reimbursed
- possibly external experts assisting the EC
- possibly experts involved in the evaluation stage

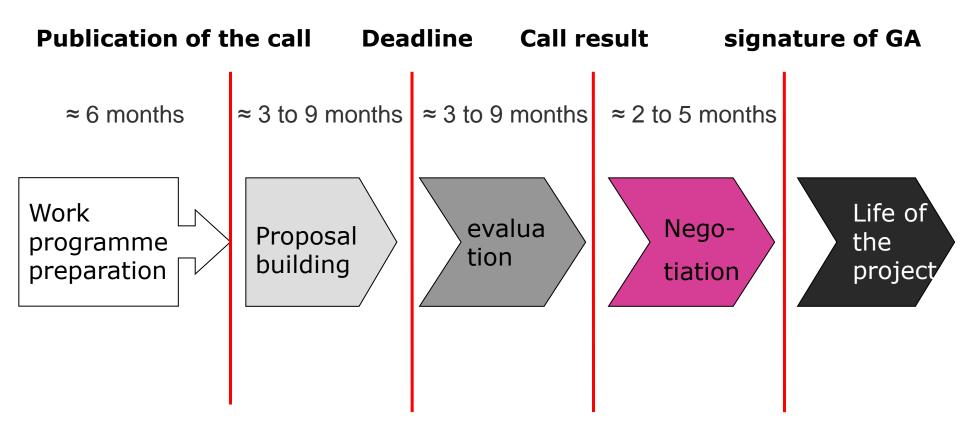


Time to project start : manage the negotiation schedule

- Technical and Financial negotiation
- The Negotiation Facility (NEF)
- Grant Preparation Forms

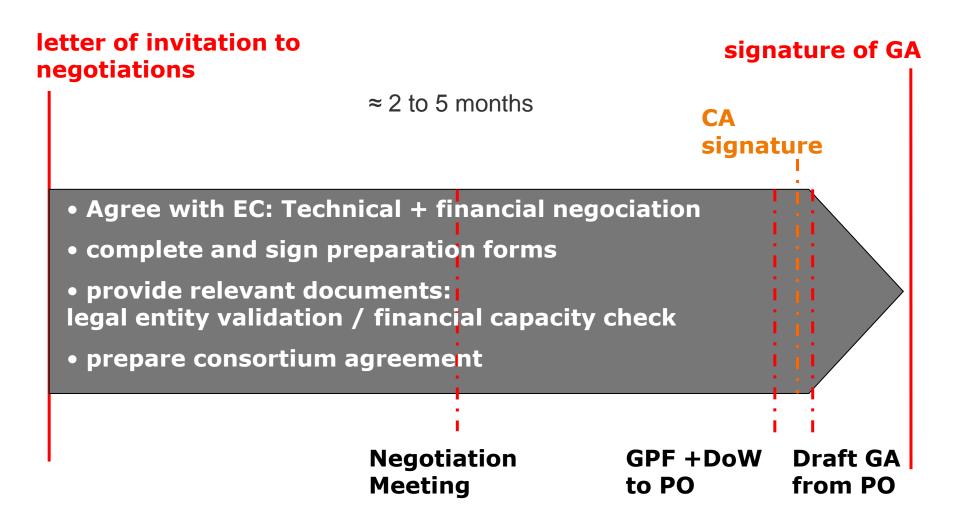


Negotiation in project timing





Negotiation timing





Start of negotiation phase

Letter of invitation to negotiations \rightarrow kicks off negotiation

together with:

- the Evaluation Summary Report (ESR)
- the Negotiation Mandate
- the Ethical Review Report (*if an ethical review* was needed)



Negotiation Mandate

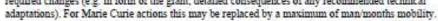
\rightarrow sets the framework for the negotiations

- Contact details of the responsible PO & LO at the EC
- Timetable for negotiation
 - Deadline for receipt of the first draft of DoW and GPFs
 - Deadline by which time negotiations should be completed
 - Date and time of negotiation meetings (if needed)
- Request for clarifications and changes to be made to the technical content (based on the ESR)
- Maximum EC Contribution
- Duration for the project

Appendix 1 - General Layout of Negotiation Mandate

- Strategic objective /Theme: <number>, <title>, <call x>
- 3. <u>Project Officer</u> (to whom all documents must be returned):

2.	Project Officer (to whom an documents must be red	unea).		
		Tel: 32-2.29	1. S.	
	European Commission	Fax: 32-2 29	2	
	DG	E-mail :		
		E-шиц		
	Office			
	B - 1049 Brussels			
	[Administrative Officer (from whom clarifications of	n grant agreemen	t preparation fo	rms should be
	requested):	Tel : +32-2-2	0	
	requested): European Commission	Fax:+32-2-2		
	DG	E-mail :		
	DG	E-mau		
	Office			
	B - 1049 Brussels]			
	Or ⁹ Research Executive Agency (REA)	Tel : 32-2 29. Fax : 32-2 29		
	Research Executive Agency (REA)	Fax: 32-2 29)	
	COV 2 floor/office number	E-mail ·		
	B - 1120 Brussels			
	D - 1120 DIABSED			
4.	EU financial contribution:			
	Maximum financial EU contribution ¹⁰			EUR
	[Suggested breakdown of contribution per partner:			
				EUR
			0010000000	TOK]
5.	Duration of the project		·····	months
6.	Changes in technical content (place rade fi the Dec	mindian of Works	en the basis of t	he marifications
υ,	Changes in technical content (please redraft the Desc			
	provided in the Negotiation Guidance Notes for coor	ramators. II appu	cable, please ta	ke into consideration
	the recommendations contained in the evaluation sur	mmary report and	the following a	additional comments):
7.	Timetable for negotiation			
	Departure and the second s			
	<date> Deadline for the first version of the descrip</date>	tion of work (Ar	inex I) and the	GPFs
	[<date> Negotiation meeting in Brussels/Luxembo</date>	Murg.]		
	<date> End of negotiations (including reception of</date>	final signed orig	rinals of GPFs)
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-	ddress for the first negotiation meeting			
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-				
	he meeting is planned to last hours and will have th	he tollowing draf	tt agenda:	
1.23				
]			
D	You will be notified of the date and place of the first ne	gotiation meetin	g within the co	oming days.]
9	Exclusively in the projects managed by Research Ex	Acutive Agency		
10	This is an estimate of the maximum possible funding			anar norriblet
	This is an estimate of the maximum possible funding	sana uves not ta	ae mio account	any possiony
	required changes (e.g. in form of the grant, detailed of	consequences of	any recommen	ded technical







Completion of Negotiation

Coordinator + EC sign GA

Once agreement is reached on all technical, financial and legal issues a draft GA is sent to coordinator

The coordinator distributes a copy of the GA All beneficiaries sign **Form A** to accede to the GA



- Time to project start : manage the negotiation schedule
- Technical and Financial negotiation
- The Negotiation Facility (NEF)
- Grant Preparation Forms



TECHNICAL negotiation

Objective: agree on the final content of Annex I

- Address the comments made in the ESR
- Verify that the project objectives are SMART: Specific / Measurable / Attainable / Realistic / Timely
- Confirm the list of deliverables timing / content / dissemination level / needed resources
- Confirm project milestones + their assessment criteria
- Confirm the work described: for each beneficiary / in sufficient details / proportionate to resources
- Specify the work to be carried out by each beneficiary
- Give an indicative time schedule for reviews (big projects)



LEGAL & FINANCIAL negotiation

Decision upon:

- The start date/duration of the project
- Timing of the reporting periods (generally 12-18 months)
- Budget for full duration
- Budget breakdown per period
- Subcontracting and other third parties
- Amount of pre-financing
- Financial capacity of coordinator and of any other participant with EC contribution > EUR 500.000
- Coordinator's commitment to open an interest-yielding bank account (or exemption if it fulfils the conditions)
- operational capacity of the proposed coordinator (management skills, capabilities and experience)
- Any special clauses required
- The 'road map' of competitive calls, if later addition of new partners



LEGAL & FINANCIAL negotiation Focus on some items:

- The start date/duration of the project: 3 possibilities
 - first day of the month following the entry into force of the GA
 - specific fixed date as negotiated
 - a date to be notified by the coordinator within [x] months from entry into force of the Grant Agreement.
- Timing of the reporting periods (generally 12-18 months)
 - adapted to project activity and lengt
 - → Allows efficient follow-up BUT does not add administrative burden
- Amount of pre-financing
 - by default = 160% of average budget for a period 5% GF
 - can be + or -, depending on specificities of the project
 - \rightarrow e.g. most important expenses in the beginning or in the end



Prepare Annex I to GA: Create the description of work (DoW)

Step 1 : turn your proposition into the DoW

- Fill the EC template:
 - Provided in Negotiation Guidance notes
 - Similar for all funding schemes (CP, CSA)
- Same basic layout as the proposal, two parts:

- Part A: structured data collected in forms (through web interface)

- Part B: text document uploaded as a PDF file into the Negotiation Facility Tool (NEF)



Prepare Annex I to GA: Adapt the Description of Work (DoW)

Step 2 : modify the content of the proposition

- Implement recommendations from:
 - negotiation mandate / ESR
 - comments of the project officer during the negotiation
- Pay attention to the following:
 - type of activity: RTD, DEM, OTHER
 COOR (only applicable to coordination actions)
 SUPP (only applicable to support actions)
 - \rightarrow ONE work package = ONE type of activity!
 - \rightarrow Scientific coordination = RTD
 - number of deliverables (and timing)
 - milestones



Prepare Annex I to GA: Adapt the Description of Work (DoW)

Step 3 :

- ✓ upload the Description of Work on the NEF
- ✓ prepare, print and sign the online NEF forms (GPF)



- Time to project start : manage the negotiation schedule
- Technical and Financial negotiation

The Negotiation Facility (NEF)

• Grant Preparation Forms



The Research Participant Portal

Single platform for all FP7 project related exchanges http://ec.europa.eu/research/participants/portal

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Home My Organisat	some my	Proposals	My Projects	тиу ноле	 My Notificat 	HOOM PA	7 Calls	Support			
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fryou are a LEAR of your organisation: A LEAR can Show 10 C entrie Actronym <u>NEARCTIS</u>	erganisation, only view pro s FP7- FP7-	please visit in jeds their org Pleas ICT-2007-2	e visit the <u>up</u> r	ed with Gran r manual fo © Prog. FP7	r roles nominat Project I 224272	ects is done	secarately Search les Ph Act	utse I ve gotiation	Action		

- For registered entities
 - Submission of proposals,
 - Negotiations ightarrow NEF,
 - management of projects: financial (FORCE) and scientific reporting amendments (SESAME).
- For all
 - Legal entity registration (creation of an account)
 - Access to FP7 calls,
 - FP7 documentation,
 - organisation search.



Negotiation facility : NEF

Objective : Easy and transparent follow-up of negotiations Used for:

- Uploading the Description of Work
- Collecting legal and financial data + background information on the participants

 \rightarrow prepare the GPFs (Grant Agreement preparation forms)



NEF: Data collected for GPF

Information coming from the submission of the proposal

\rightarrow To be verified and completed

- General information about the project
 - summary
 - reporting periods
 - eligible costs
- Information on the coordinator
 - Including Bank account
- Information on the coordinator and all the participants
 - Legal data and status
 - Authorised representatives
 - Contact persons
 - Eligible costs and requested EC contribution



NEF: the users

- Partners:
 - View and modify their information
- Coordinators:
 - Views and verifies: his information + partners information
 - Adjusts the eligible cost according to the negotiation parameters, or makes correction of the costs;
 - Fills in: summary, timing for reporting periods and reviews
 - Fills in starting date
 - Responsible for submission of online forms
- E.C. Officer
 - Opens the negotiation session on NEF
 - Verifies the changes
 - Make the necessary corrections if needed

HELP !!! → EC-FP7-IT-HELPDESK@ec.europa.eu



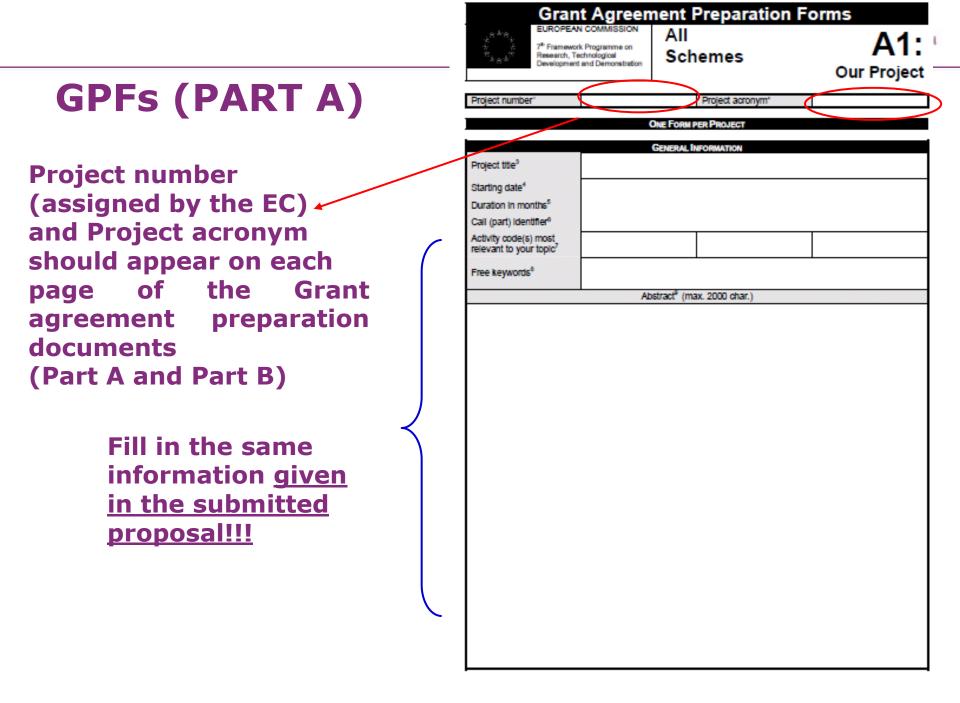
- Time to project start : manage the negotiation schedule
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Grant Preparation Forms (GPFs)

Standard forms to collect info needed for the Grant agreement preparation

- Basic information from the Proposal Submission Forms will be uploaded to pre-filled part of the GPFs
- Electronic submission for the 1st negotiation round
- Must be completed by all applicants (even those who are not requesting a financial contribution)
- The use of Negotiation Form Facility (NEF) interactive online tool is mandatory
- Only final version is on paper with original signatures



Grant agreen	ent Preparation F	~~~	
EUROPEAN COMMISSION 7 th Framework Programme on Research, Technological Development and Demonstration	All schemes (except Research for the benefit of SMEs)	A2.1: Who we are	Eesti Teadusagentuur Estonian Research Council
Project Project number ¹ acronym ²	Participant number Part In this project ¹⁰ shore	Icipant t name ¹¹	
0	NE FORM PER PARTICIPANT		
	LEGAL DATA		
If your organisation has already registered fo Code (PIC) ¹²	r FP7, enter your Participant Identity		A2.1
Participant legal name ¹⁰			
Participant short name ¹¹			
Status of validation ¹⁴			Legal data (address,
Legal address of the participant			legal name, etc.)
Street name ¹⁶		Number ¹⁸	
Town ¹⁶			
Postal Code /Cedex ¹⁶			
Country ¹⁰			
Internet homepage (optional)			Registration data
Registration data of the participant			
Legal registration number ¹⁷			
Place of registration ¹⁷			LEAR:
Date of registration ¹⁷			
VAT number ¹⁰			→ Administrative
Legal Entity Appointed Representative (Li	E & D4 ¹⁹		contact person for
Family name	First name(s)		all FP7 projects of
Phone 120	Phone 2 ²¹		the partner
E-mail	Fax ²¹		

If the legal information is not validated or has the status of validated but is incorrect, supporting documents will have to be provided to the Commission/REA. Legal supporting

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and a state of the	Grant Agree EUROPEAN COMMISSION 7 ^e Framework Programme on Research, Technological Development and Demonstration	ment Preparati All Schemes	on Forms A2 Who we	
Project number ¹	Project acronym ²	Participant number in this project ¹⁰	Participant short name ¹¹	
	(DNE FORM PER PARTICIPANT		
	ST	ATUS OF YOUR ORGANISATION		
in types If these,	of organisations benefit from please tick the appropriate bo	special conditions under FP7 pa x(es) below. ²¹	articipation rules. If you are	
organisa	ation is:			
Nati	rrai nerson ²²			

Natura	vatural person ²²						
Legal p	person ²²						
	Non-profi	t					
Research Organisation ²⁰							
Public body ²⁴							
International organisation ²⁵							
International organisation of European Interest ²⁰							
Secondary and higher education establishment ²⁷							
Enterprise ²⁶							
SME ³⁹							

THIRD PARTIES LINKED TO THIS PARTICIPANT FOR THIS PROJECT VIA SPECIAL CLAUSE 10					
Legal name	PIC				

A2.2

Eesti Teadusagentuur Estonian Research Council

• Organization Legal status

Research, Tec		k Programme on chnological and Demonstration		emes Re		A2.3: Authorised presentatives	
Project jumber*	Project	12	Parti In thi	cipant number s project ¹⁰	Parti short	cipant t name ¹¹	
		0	NE FORM PE	RPARTICIPANT			
		AUTHORISED	REPRESENT	ATIVES FOR THIS	PROJECT		
Authorised n Family name	epresentative	to sign the Gra	int Agreem	ent or to comm First name(s)	it the organ	Isation to	r this project
ramiy name Nte ^{so}				Gender ²¹ (Fen Male – M)	nale – F /		
Position in the	e organisation ³⁰	1		marc - my		-	
		Laboratory nan	e/ ³³				
		he legal addres					
Street name ¹⁶				Number ¹⁶			
Town ¹⁶						-	
Postal Code /	Cedex ¹⁶						
Country ¹⁰							
Phone 1 ²⁰				Phone 2 ²⁰			
E-mail				Fax ²⁰			
Authorised a	anrasantativa	to sign the Cro	int Agreem	ent or to comm	If the organ	leafion fo	r this project
Family name	-procentative	to orgin the Ore	and Addressed	First name(s)	it the organ		a and project
Title ³⁰				Gender ³¹ (Fen Male – M)	nale – F /		
Position in the	e organisation ³⁰						
Department/F	acuity/institute/	Laboratory nam	ne/ ³³				
Address (if d	lifferent from t	he legal addres	s)				
Street name ¹⁶	5			Number ¹⁶			
Fown ¹⁶							
Control Control I	Cedex ¹⁶						
-ostal Code /							
Country ¹⁰							
				Phone 2 ²⁰			

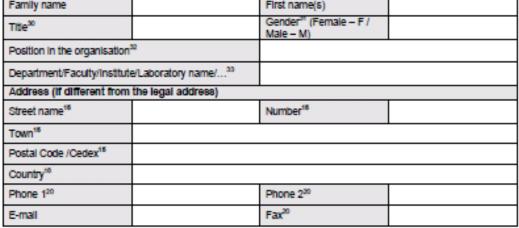


A2.3

Legal Authorised representatives = sign the GA + commit the organization

7 ^e Framework Programme on Research, Technological Development and Demonstration		All Schemes		A2.4:	
Project number ¹	Project acronyn	n ²	Participant number in this project ¹⁰	Participant short name ¹¹	
		0	NE FORM PER PARTICIPANT		
		CONTA	CT PERSONS FOR THIS PRO	NECT	
Person in ch	arge of admin	istrative, legal	and financial aspects in	this project	
Family name			First name(s	5)	
Title [∞]			Gender ^{at} (Fe Male – M)	emale – F/	
Position in the	e organisation ³¹	2			
Department/F	aculty/institute	/Laboratory nan	ne/ ³³		
		the legal addre			
Street name ¹⁸	•		Number ¹⁶		
Town ¹⁶					
Postal Code /	Cedex ¹⁶				
Country ⁵⁰					
Phone 1 ²⁰			Phone 2 ²⁰		
E-mail			Fax ²⁰		
Person in ch	arge of scient	inc and techni	cal/technological aspe	cts in the project	
Family name			First name(s		
Title ³⁰			Gender ³⁵ (Fe Male – M)	emale – F /	
-					

Grant Agreement Preparation Forms



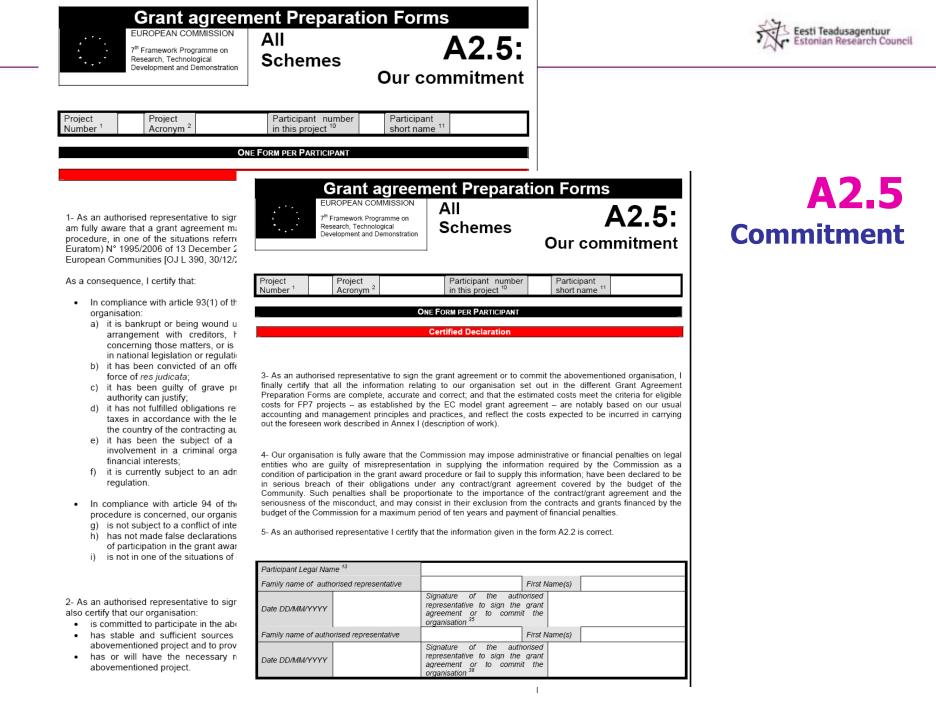


A2.4

Person in charge for Legal & Financial aspects in the project (= signs the Form C)

Person in charge for scientific and technical aspects

- (= responsible for the technical implementation of
 - the project)



Grant Agreement Preparation Forms

All



7⁴ Fnamework Programme on Research, Tachnological Development and Demonstration

Schemes



Data Protection & coordination role



Project Project Participant number Participant acronym² In this project¹⁰ Short name¹¹

SIGNED ONLY BY THE COORDINATOR - PARTICIPANT NO. 1

CERTIFIED DECLARATION

As coordinator on behalf of all applicants I take note of the following statement:

"All personal data (such as names, addresses, CVs, etc.) will be processed in accordance with Regulation (EC) No. 45/2001 of the European Parliament and of the Council of 18 December 2000 on the protection of individuals with regard to the processing of personal data by the EU institutions and bodies and on the free movement of such data (Official Journal L 8, 12.01.2001). Such data will be processed solely in connection with the assessment of the project by the Commission/REA department responsible for FP7. On request, proposers may obtain access to their personal data and correct or complete them. Any questions relating to the processing of these data can be addressed to the project officer. Proposers may lodge a complaint against the processing of their personal data with the European Data Protection Supervisor at any time."

Any sensitive information or material used as background or produced as foreground in this project is covered by a Security Aspect Letter (SAL)³⁵ which is provided. If sensitive information or material is found to be required at a later stage of the project, an amendment to the Grant Agreement will be requested and a SAL will be provided.

I also certify that our organisation is committed to act as the coordinator of this project.

Participant legal name ¹³		
Family name of authorised representative	First name(s) Signature of the authorised representative to sign the Grant Agreement or to commit the organisation ³⁴	
Family name of authorised representative	First name(s) Signature of the authorised representative to sign the Grant Agreement or to commit the organisation ³⁴	

A2.6 Commitment of the coordinator



BUDGET (per partner)

Grant Agreement Preparation Forms								
S 7 ^e Frame Research	AN COMMISSION work Programme for Technological ent and Demonstration	Collabo Project		,	A3.1: What it costs			
Project number'	Project acronym'	Parti	cipant number in this project"	Participant short name"				
		0	NE FORM PER PARTICIPANT					
Funding % for RTD/Inn	Funding % for RTD/Innovation activities (A) ³⁰ 50% or 75%							
Indirect costs ^{ar}	Simplif Standa	indirect costs ³⁰ led method ³⁹ rd flat rate ⁴⁰ I transitional flat rate ⁴¹						

My legal entity is established in an ICPC⁴² and I shall use the lump sum funding method. YES / NO Different from the indirect cost method of my legal entity, my department/faculty/etc. uses actual indirect costs (Special Clause 30).YES / NO

	Type of Activity					
	RTD / Innovation (A)	Demonstration (B)	Management (C)	Other (D)	TOTAL A+B+C+D	
Personnel costs						
Subcontracting						
Other direct costs						
Indirect costs						
Lump sum, flat-rate or scale-of-unit (option only for ICPC)						
Total eosts						
Maximum allowable EU contribution						
Requested EU contribution						
Receipts						



BUDGET (for the project)

Project number¹

	Grant Agreement Preparation Forms					
50 ¹⁰⁰ 19 50110 10100 1000000	PEUROPEAN COMMISSION Pramework Programme for Research. Technological	Collaborative	A3.2:			
100 L. 67	Development and Demonstration	Project	What it costs			

ONE FORM PER PROJECT

Project acronym²

Participant number in this project	Participant short name	Estimated eligible costs (whole duration of the project)					Requested	
		RTD / Innovation (A)	Demonstration (B)	Management (C)	Other (D)	TOTAL A+B+C+D	Total receipts	EU contribution
Total								

Grant Agreement Preparation Forms

Schemes

Project acronym²

All



Project number'

7[®] Framework Programme for Research, Technological Development and Demonstration Bank account

Account name ⁴⁶		
Full address of account	<u>.</u>	
PO Box ¹⁶	Postal Code/Cedex ¹⁶	
Street name and number ¹⁸		
Town	Country ¹⁰	
VAT number		
Contact person for the accour	t	
Name	First name(s)	
Phone ²⁰	Fax ²⁰	
E-mail	· ·	
Bank name		
Branch address (full address -	- PO Box not accepted)	
Postal Code/Cedex ¹⁶		
Street name and number ¹⁵		
Town	Country ¹⁰	
Details of bank account		
IBAN ⁴⁶		
or		
ACCOUNT NUMBER		

We certify that above information declared is complete and true.

BANK STAMP + SIGNATURE BANK	
REPRESENTATIVE	
(both obligatory)	

DATE + SIGNATU	IRE ACCOUNT HOLDER
(both obligatory)	

A2.4

Coordinator's bank account

\rightarrow Must be an interest-yielding bank account

(exemption under certain conditions)



Reporting periods

	Grant Agreement Preparation Forms					
y y y y y h y h y y	EUROPEAN COMMISSION 7 ⁶ Framework Programme for Research, Technological Development and Demonstration	All Schemes	A5: Reporting Periods			
Project numb	er ¹	Project acronym ²				

ONE FORM PER PROJECT

Reporting Period	From month	To month	Total estimated eligible cost	Total requested EU contribution



More information on negotiation

- Negotiation guidance notes <u>ftp://ftp.cordis.europa.eu/pub/fp7/docs/negotiation_en.pdf</u>
- Model Grant Agreement and its annexes and any special conditions that could apply <u>http://cordis.europa.eu/fp7/calls-grant-agreement_en.html</u>
- Guide to Financial Issues relating to FP7 indirect actions <u>ftp://ftp.cordis.europa.eu/pub/fp7/docs/financialguide_en.pdf</u>
- Rules to ensure consistent verification of the existence and legal status of participants, as well as their operational and financial capacities <u>http://cordis.europa.eu/fp7/find-doc_en.html</u>
- Checklist for a Consortium Agreement for FP7 projects <u>ftp://ftp.cordis.europa.eu/pub/fp7/docs/checklist_en.pdf</u>
- Guide to Intellectual Property Rules for FP7 projects <u>ftp://ftp.cordis.europa.eu/pub/fp7/docs/ipr_en.pdf</u>



