

Proposal writing
or
How to make an evaluator happy

Paul Drath
Singleimage Limited

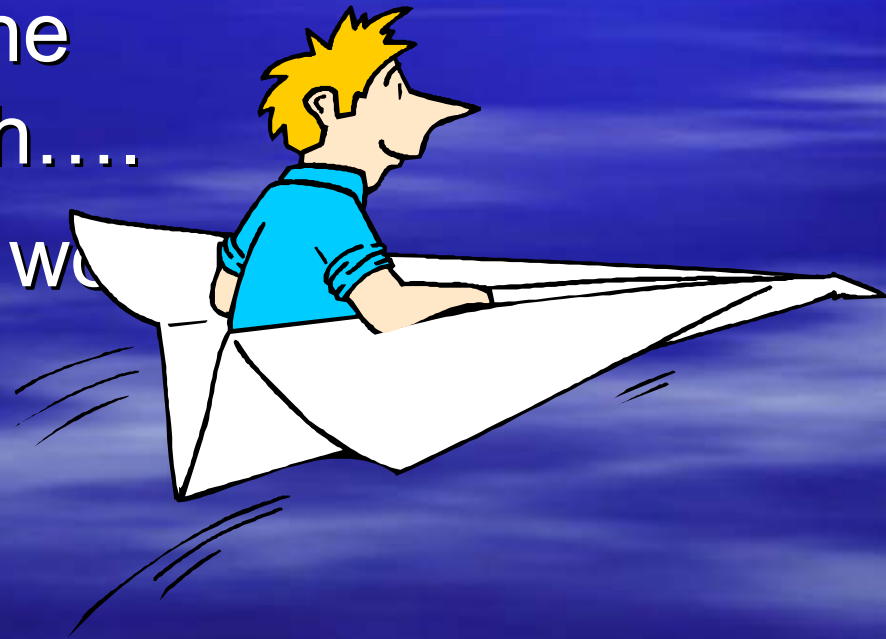
Abstract/ Concept and objectives

- Global competition is accelerating, value chains are breaking up and new technologies are having profound impacts
- Convergence will deeply modify the business models currently adopted in the telecommunications, audio-visual/content and IT industries.



State of the art

- Consortium members have already demonstrated.....
- Partner 3 established the viability of this approach.....
- Builds on the results of work by partner 6...



Any significant risks

Contingency planning is the process of identifying potential risks in a project ahead of time and determining in advance actions which will overcome those risks should they occur



Management

Project Management shall be oriented towards an optimal rate result/effort that shall not allow any reduction in the quality of results but still maximizing the efficient use of human, financial and equipment resources.



Short profile of staff members

- Education
 - University
 - PhD
 - Training
- Career history
 - Lecturer
 - Professor
 -
- Publications
 - A
 - B
 - C
 - ...
- Personal details



Dissemination on the web

- Compelling content
- Portal/ One stop gateway
- Community of practice
- Content management
- Event management
- Relationship management



Final advice

Arrange for your draft proposal to be evaluated by experienced colleagues; use their advice to improve it before submission.

Guide for Applicants

Singleimage Limited

ph +44 1480 497712 fax +44 1480 497714

singleimage@singleimage.co.uk

www.singleimage.co.uk