

# Rannís, Iceland

Tools and Progressive AI methods to increase Horizon Europe Participation with special focus on Newcomer NCPs

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# Agenda

**Conversational – Feel free to stop my any time**

**About Rannís**

**Promote EU Funding. Various methods and the use of AI**

# Rannís: International Department

**EEN & EIC** =SMEs – 2-3 persons

**Green Team** = HE Cl 5, 6 & Missions. LIFE, relevant Partnerships & The EEA and Norway Grants – 3 persons

**Creative** – HE Cl 2 & Creative Europe – 2 persons

**Health** – HE Cl1 and Partnerships – 1 person

**Digital** – HE Cl4, Digital Europe, EDIH – 1,5 person

**ERC & MSCA** – 1 person

**Administrator** – 1-2 person

**Close collaboration with National funds:** Technological Development Fund, Research Fund, Tax Incentives

# Complementing Team

Who is good at what?

# How to Promote EU Funding?

Academia

SMEs

Large Companies

Associations & Relevant Networks

Public Institutions, ministries etc.

**Collaborate with others:** Events - Time, Energy & Money saving + **FUN**

Be as diverse as possible to reach as many as possible

# Big events

Sector or cluster based events

- Personal invites

Info days

Highlight Successful projects

# Workshops

Hands on workshops, onsite and engaging

Provide practical examples

Have a clear gain for participants

- Finding EU Funding opportunities
- How to find a consortium?
- Mapping of expertise & infrastructure

# Personal Emails and follow up

Copy-Paste/link: topic call in an email

Highlight the relevance to the recipient

- Expected outcome

Tell them you are here to assist them every step of the way

University sites / documents / peer reviewed articles

National funded projects (published Abstracts)

National Strategies & National Investments

Companies/Associations/Networks – onsite visits



# Regular Meetings: Expert group/mirror group

With **key stakeholders** : Ministries & Public Institutions, Academia & Research Institutions and Associations

**~3-5 per year**

Add & remove personnel, iterate the agenda.

**Ask & Listen**

# Social Media

Use Social media to gain Website Traffic

Highlight your events, outcomes and impacts

For collaborative purposes, reposts from your collaborative partners



# Monitoring

Stay **motivated** by Monitoring the **Impact**

- Website statistics
- Social Media followers, Impressions, Reposts

Promote the **Impact** beyond \$\$

- Interviews, photos
- Access to EU Infrastructure & Personnel
- Statistics

**Proposals handed in & Funded Projects**

Anonymous **surveys** after events

**.... always always iterate & iterate**

# Promote low threshold opportunities

[COST](#) European Cooperation in Science & Technology

Become an [Expert Evaluator](#) for the EC & don't forget the **Partnerships**

**EIT** & KICs are worth investigating



# My Biggest Lessons

The **individual** is the biggest puzzle piece  
*Organisations or type of entity does not matter as much  
as I initially thought*

Show up for physical events held by others,  
show them you are there for them

**This is a marathon**

Follow someone from initial start





Once they fly off you move on to the next stakeholder group, institution







# Let AI work for you & with you

Find **opportunities** in the WPs (*Key words, abstracts, full sentences, CVs*)

Make tables, Social Media Posts, **Refine** emails

**Read AI for meetings** (minutes, action points etc.)

**Summarize** big documents

For rationale purposes:

**ALWAYS remember to ask the AI questions. Its rationale is can be flawed.**

# Recommended to Bookmark / Follow

Leaked documents on [Science Busienss](#)  
[NCP Portal](#)

Sign up for Newsletter from other NCPs: [UKRI](#)

## Give me names of 3 prominent energy researchers in Kazakhstan

1. **Dulat Saginbayev** – A well-known scientist focusing on energy systems and renewable energy development in Kazakhstan. He has published research on sustainable energy solutions in the region.
2. **Aigul Kussainova** – An engineer and researcher involved in renewable energy projects and energy efficiency initiatives within Kazakhstan, particularly in solar and wind energy sectors.
3. **Zhanar Aitzhanova** – A researcher specializing in environmental impacts of energy production and sustainable development policies related to the energy sector in Kazakhstan.

**I tried to find no.1 with google, got zero hits. No.2. is a safety engineer, no.3 seems to be more political / economic orientated.**

**Suggestion: work with documents instead**

Based on the abstract you provided, the most relevant topic call from the document is:

**HORIZON-CL5-2026-02-D4-05: Optimal combination of low embodied carbon construction products, technical building systems and circularity principles for climate neutral buildings (Built4People Partnership)**

Here's a abs

urban areas  
construction  
the energy c

Here's why:

- **Low Embodied Carbon:** The abstract emphasizes the importance of considering emissions embodied in construction materials, which directly aligns with this call.
- **Life Cycle Assessment (LCA):** The abstract discusses the use of LCA to understand the environmental impacts of different construction materials, a key tool and methodology promoted by this call.
- **Construction Products and Building Systems:** The abstract mentions the evaluation of environmental burdens of construction materials and the need to improve the reliability of LCA tools in the building sector, relating directly to this call's focus on combining low embodied carbon construction products and technical building systems.
- **Circularity Principles:** The abstract highlights the reduction of climate and environmental impact through circularity, which is one of the main principles outlined in the call.
- **Limitations of LCA:** The abstract acknowledges the challenges and uncertainties surrounding the input data and sequestration capacity of specific materials for LCA, suggesting that projects funded under this call would need to address these limitations to provide reliable information.



# Finding partners

You have identified „your“ opportunities

Know what you are seeking.  
That common denominator

Next identify your capabilities,  
abilities, infrastructure including  
those time consuming Person  
Months



# Finding partners

Your own network

B2match of the [NCP networks](#)

[Partner search](#)

Funding & Tenders [Portal](#)

Successful Projects on [Cordis](#)





The **competition** may be fierce  
..... but the **rewards** ahead are truly extraordinary

## Offer tailor made services based on the customer:

Try to take part in a proposals process from start  
(*finding consortium, writing the proposal, Grant Agreement etc*)

Consult on partner search

Read over proposals

Follow-up & questions during funding period







Thanks for the attention  
&  
Good Luck

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