

Key elements for increasing the success chances

1. Identify yourself as an internationally recognised expert in the field
2. Contact other colleagues also international experts in the field
3. Optimal consortium design (total coverage of the required scope of expertise, avoiding unjustified duplication of partner profiles)
4. Excellent matching of the proposal with the call requirements
5. Innovative and feasible scientific ideas on the topic
6. Attractive presentation of the proposal (text and layout)

Positive:

- Relevant topics based on state-of-the-art science and important industrial challenges
- High commitment of the pharmaceutical companies

Negative:

- Some projects result too big for an efficient management
- Some calls look more as call for tenders than calls for scientific proposals
- Inadequate roles for participation of the relatively small pharma companies affiliated to associations member of EFPIA but not directly affiliated to it.