



S3M Funding

Credentials

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EUROPARTNERS





AGENDA

- What is S3M funding?
- How does it work?
- Case study: AISM
- Contacts



EU will spend in 2016 94% of its budget for grants and tenders. That amounts to 155 bn Euro. That's a lot of money that however is not fully utilized, year after year. Why? Mostly because those who need funding have no idea on how to apply for them.

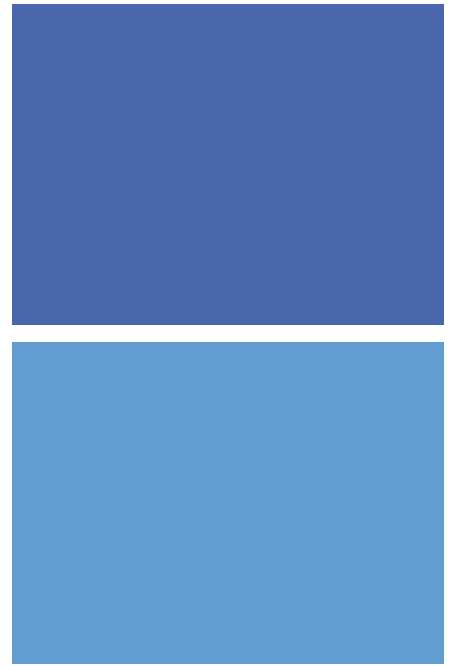
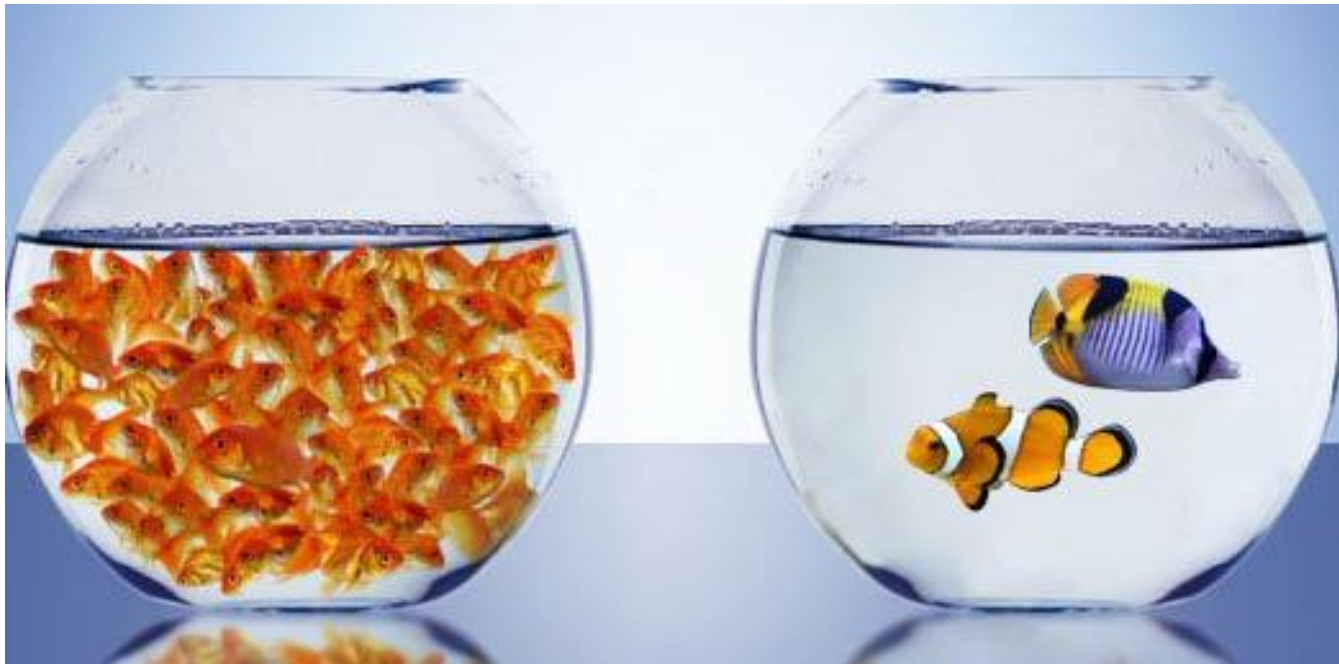




And even when they get the funding, it might not be the right one for them.

Funding comes with many requirements. Some of them will make the life of your organization very difficult.





+ It's not only the quantity, it's the quality.



S3M Funding[®]



How to optimize your process to obtain more and more suitable funding.



+ S3M Funding

A tool to map and analyze the processes of different types of organizations in order to understand how to get more funding or how to make the most out of the current ones.

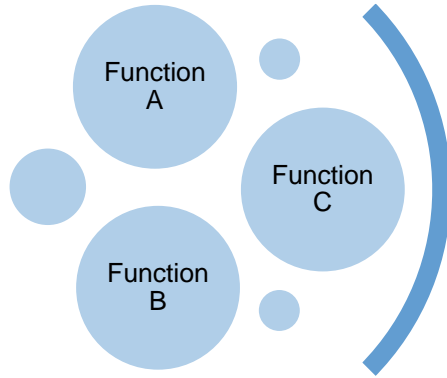
S3M Funding is a powerful combination of desk analysis and project management thinking tools that is able to highlight the competitive advantages of the organization and connect them to opportunities in order to generate more funding in the right areas.

+ How does it work



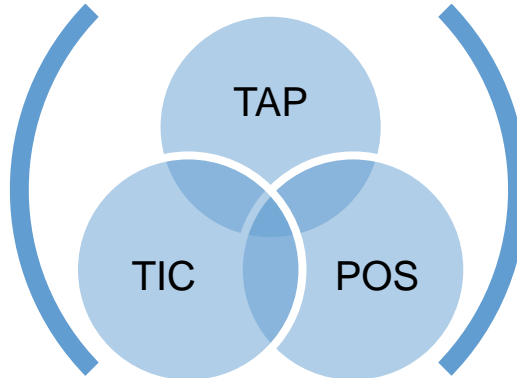
- S3M Funding defines a selection of possible funding strategies based on client's information like existing and future projects, needs and capabilities.
- Once defined the strategies the system helps clients monitoring available funding opportunities in order to select the most appropriate in both in terms of quality and quantity.

+ How does it work in details



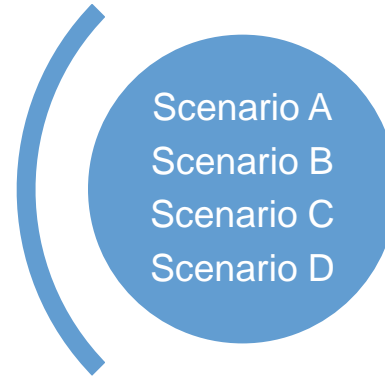
Internal audit

1 or 2 days workshop with clients and their most relevant functions in order to understand objectives, needs, capabilities. This session leads to a collection of info regarding the organization.



Analysis

The available information is analysed using a series of proprietary tools. Analysis leads to a number of possible scenarios (POS)



Funding opportunities

Scenarios are discussed and evaluated with client. Agreed plans are implemented and S3M funding identifies possible tenders/proposals, organizations or funding opportunities that most suit the client.



AISM

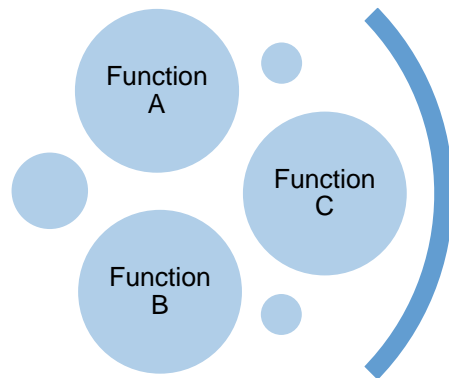
A real life case study



AIMS case study

- Challenge: AISM wanted to get more funding for its activities.
- In order to do this, the NGO realised they couldn't simply rely on donors but they had to review the way they plan for financing instead.
- Europartners was briefed help setting up a system that would allow AISM to plan for project financing following the whole process from identifying potential tenders to applying for fundings to managing the whole process.
- S3M Funding methodology was applied during a 12 months project

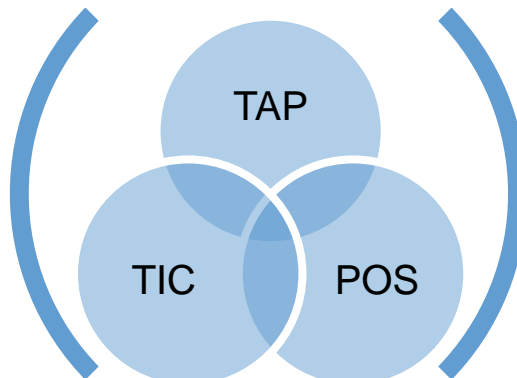
+ What did Europartners do?



Internal audit

2 days workshop with relevant functions highlighted a series of potential issues:

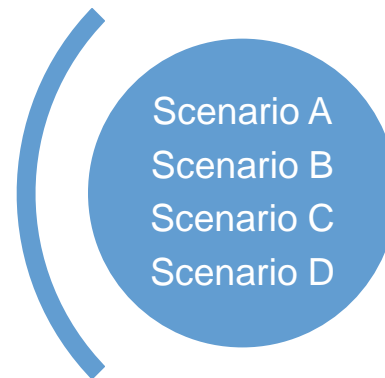
- Lack of synergies amongst different areas
- Duplication of a number of projects



Analysis

Europartners and AISM cooperated to improve the access at new regional funding opportunities.

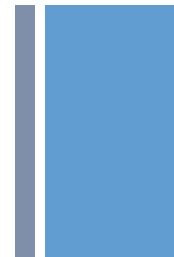
Digitalized most of the process to eliminate areas of duplication.



Funding opportunities

Access to a series of funding opportunities from public administrations:

- Regional Funds Social Policies
- Operating grants for organisations or specialised networks, DG Health and Consumers, European Commission
- Regional Funds for Education & Training





S3M Funding[®]

AIMS case study

- Challenge: AISM wanted to get more funding for its activities.
- What have we done: completed map of AISM processes and submitted several scenarios.
- Results: +16% in funding in Year 1 due to new areas involved in the projects.

Scenario 1 - Sperimentare nuove vie

Prospetto di sintesi Scenario 1

Intervento	Attività	Risultato
Intervento 1 - Offerta di servizi per la mobilità e l'assistenza agli anziani con SMI	Offerta di servizi per la mobilità e l'assistenza agli anziani con SMI	Offerta di servizi per la mobilità e l'assistenza agli anziani con SMI
Intervento 2 - Informazione e formazione sulla SMI	Informazione e formazione sulla SMI	Informazione e formazione sulla SMI
Intervento 3 - Sensibilizzazione del mondo politico, legale e gestionale delle imprese con SMI	Sensibilizzazione del mondo politico, legale e gestionale delle imprese con SMI	Sensibilizzazione del mondo politico, legale e gestionale delle imprese con SMI
Intervento 4 - Formazione specialistica per i giovani imprenditori con SMI	Formazione specialistica per i giovani imprenditori con SMI	Formazione specialistica per i giovani imprenditori con SMI
Intervento 5 - Attività di sensibilizzazione e informazione delle attività produttive	Attività di sensibilizzazione e informazione delle attività produttive	Attività di sensibilizzazione e informazione delle attività produttive
Intervento 6 - Servizi di consulenza	Servizi di consulenza	Servizi di consulenza
Intervento 7 - Servizi di consulenza	Servizi di consulenza	Servizi di consulenza

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Scenario Portfolio

Scenario 3 - Scenari tipizzati per orizzonte temporale intervento e finalità della progettazione

	Capacità	Interventi
Interventi	Scenario 2 Rafforzare la struttura AISM	Scenario 3 Imparare facendo
Capacità	Scenario 1 Sperimentare Nuove Vie	Scenario 4 Decidere insieme

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Contacts

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