



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101035805

Transform European Research and Innovation (T4ERI)
Project no. 101035805

MS10 FUNDRAISING STRATEGY FOR THE INTERNATIONAL DOCTORAL RESEARCH NETWORKS

Work done under T4ERI WP3 THE BEST CAREERS FOR THE
BRIGHTEST MINDS

Prepared by: University of Silesia in Katowice
WP3: The best careers for the brightest minds

Maciej Bisaga, PhD
maciej.bisaga@us.edu.pl
Damian Guzek, PhD, DSc, Assoc. Prof
damian.guzek@us.edu.pl



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1. THE PURPOSE OF A FUNDRAISING PLAN

Fundraising is one of the most difficult problems that non-profit organisations, and especially universities, face. It takes time, a good strategy, planning and consistency to find funds for specific goals and to develop an organisation – especially in today's difficult funding climate.

A well-constructed fundraising plan is the first step to reviewing and defining goals, tactics and timeframes of fundraising activities. The consistent and systematic plan of actions will allow to meet or exceed your funding goals.

Creating a fundraising strategy is also a good time to determine the best fundraising options for your organisation, as there are many ways to raise money. Choosing the best options allows to focus on the most effective ways to raise money.

This document was created to define the elements of a fundraising plan and to provide tips for a successful fundraising plan for the intended International Doctoral Research Networks in the T4EU alliance.

The Doctoral Research Networks' goal is to deliver doctoral programmes through partnerships with organisations representing various business sectors in Europe and beyond in order to train the highly qualified young researchers, stimulate their creativity, enhance their ability to think innovatively, and boost their long-term employability.

As previously mentioned, the Doctoral Research Networks achieve their goals through partnerships of universities with research institutes, companies and other socio-economic stakeholders from different countries across Europe and beyond. These goals address the specific needs in various areas of research and innovation, bring academia into direct contact with the business sector, and enable the transfer of skills and competencies relevant to innovation. In addition to the standard Doctoral Research Networks, two types of doctoral programmes are particularly promoted:

The Professional Doctorates – designed to train doctoral students who want to develop and take their first step outside the academia in the industry or business. The doctoral studies will be supervised jointly by academic and non-academic partners.

The Joint Doctorates – a type of doctoral training with an international, cross-sectoral and interdisciplinary cooperation scheme. Doctoral studies are conducted according to a unified programme and supervised jointly by the participating institutions.

2. THE ANATOMY OF A SUCCESSFUL FUNDRAISING STRATEGY

A. THE FUNDRAISING PLAN

It is worth investing some time to prepare a solid plan for raising funds. It will help to avoid many problems in the future at the stage of implementation of the plan. Here are some points to consider:

1. The team – create a group of people that will help gather the information that is vital for understanding your university's needs.
2. The assets – identify your organisation's assets, so you can explain how potential money relates to the university's mission. Know what you have, and in what direction the university is going so you can present the university community impact to the potential funders.
3. The history – be familiar with the history and past fundraising practices of your university. This will show you what sources were used most often and help you to better estimate what actions to take in the future.
4. The money – before approaching potential donors, you need to know how much money you need.
5. A forecast – Get an idea of how much money you can raise and from what sources. Identify potential funders and make a list of what amounts you will be asking for.
6. Outline of activities – outline your strategy for achieving your goal. While defining the activities, try to make them as detailed as possible. The outline will act as a guide during your work on fundraising.
7. A schedule – create a timeline for the implementation of the plan. Put the fundraising plan on a timeline and set deadlines for the activities.
8. The plan – combine all activities into a fundraising plan.

B. CHOOSING THE RIGHT STRATEGY

Once the needs and the fundraising objectives have been established, a strategy should be developed for the most effective way to raise funds. In the case of raising money for international doctoral research networks, two methods should be considered in particular: public and private grant funding. Before choosing the right method, it is necessary to analyse the advantages and disadvantages of each potential funding source.

● PUBLIC GRANT FUNDING

Advantages	Disadvantages
1. Public funding can help you raise more money.	1. You need to do time-consuming research on the granting agency before writing the grant.
2. Once you have obtained one grant, it is easier to apply for other grants.	2. Competition is fierce, and the success rate is low.
3. Receiving grants is a good way to build your organisation's visibility and credibility.	3. There are strings attached to the money you receive. You can't do whatever you want with the funds.

● PRIVATE GRANT FUNDING

Advantages	Disadvantages
1. Private grants include a limited number of regulations concerning awards for grant recipients	1. Shareholder might drive private grants to turn the fundamental research into the money - printing venture
2. Private grant may not require a lengthy proposal procedure to receive the grant money	2. The funder may be unwilling to provide funding for a new idea or something that has not been proven to work yet
3. Fewer applicants apply for private grants, which increases your chance of receiving a grant.	3. Private grants may also award smaller individual grant amounts due to the limited resources

3. FINDING LOCAL, EUROPEAN AND PRIVATE SECTOR FUNDING SOURCES (SELF-ASSESSMENT OF THE T4EU ALLIANCE UNIVERSITIES)

A. DOES YOUR INSTITUTION HAVE A FUNDRAISING STRATEGY? (YES/NO – IF YES, PLEASE DESCRIBE IT)

University of Silesia in Katowice	NO - Officially, no such document is available.
Saarland University	Strategies and parts of strategies are published in the University Development Plan (not yet published)
University of Alicante	The Vice-Rectorate for Research's of University of Alicante has developed a grant program to promote scientific research, technological development and innovation. This program includes funding in six lines of action: Incorporation and training of research personnel and technical staff. Competitive research. Internationalization. Scientific and technological infrastructures. Dissemination of research. Public-private collaboration actions in the field of transfer. https://sgi.ua.es/es/proyectos-publicos/convocatorias-programa-propio.html
The Estonian Academy of Arts	NO
Sofia University St. Kliment Ohridski	NO
The University of Trieste	YES - Since several years, our university has been supporting the funding of doctoral scholarships using the form of donation that any citizen can give (in a percentage of 0.5% on the amount of taxes) to public institutions or other types of non-governmental entities. Every year, the university promotes a major advertising campaign to encourage the public to donate in this direction.
Vytautas Magnus University	YES - there are general fund raising strategies https://www.vdu.lt/wp-content/uploads/2021/12/VMU-strategic-plan-for-2021%E2%80%932027-measures-and-indicators.pdf , but no specific strategy for fundraising strategy for the international doctoral research networks

B. GIVE AN EXAMPLE OF THE NATIONAL FUNDS THAT COULD BE USED FOR THE INTERNATIONAL DOCTORAL RESEARCH NETWORKS

University of Silesia in Katowice	<p>1. Programy Ministerstwa Nauki i Szkolnictwa Wyższego (Eng. Programmes of the Ministry of Science and Higher Education) Programmes: A) Narodowy Program Rozwoju Humanistyki Eng. National Humanities Development Programme Web: https://www.gov.pl/web/edukacja-i-nauka/narodowy-program-rozwoju-humanistyki B) Doktoraty wdrożeniowe Eng. Industrial Doctorates Web: https://www.gov.pl/web/edukacja-i-nauka/projekt-doktorat-wdrozeniowy</p> <p>2. Stypendium Ministra dla wybitnych młodych naukowców (Eng. Scholarship of the Minister for Education and Science) Web: https://www.gov.pl/web/edukacja-i-nauka/stypendia-dla-mlodych-naukowcow</p> <p>3. Narodowa Agencja Wymiany Akademickiej (abbr. NAWA, ang. Polish National Agency for Academic Exchange) Programmes: NAWA STER, Polskie Powroty Eng. Polish Returns, Program im. Bekkera Eng. The Bekker NAWA Programme, Program in.</p>
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	<p>Iwanowskiej Eng. The Iwanowska Programme, Program im. Ulama sng. The Ulam NAWA Programme, Program im. Walczaka Eng. The Walczak NAWA Programme etc. Web: https://nawa.gov.pl/</p> <p>4. Narodowe Centrum Badań i Rozwoju (abbr. NCBR, Eng. The National Centre for Research and Development), Programme LIDER Web: https://www.gov.pl/web/ncbr</p> <p>5. Narodowe Centrum Nauki (abbr. NCN, Eng. The National Science Centre) Programmes: OPUS, PRELUDIUM, PELUDIUM BIS, SONTINA, SONATA, SONATA BIS, HARMONIA, MAESTRO etc. Web: https://www.ncn.gov.pl/</p>
Saarland University	<p>DAAD European University Networks (EUN) – national initiative European University Networks (EUN) – national initiative - DAAD</p> <p>DFG – funding in international contexts (comprises diverse programmes) DFG – Deutsche Forschungsgemeinschaft – Förderung im internationalen Kontext (only for „Internationales Graduiertenkolleg“ or maybe also for some additional measures to start projects)</p>
University of Alicante	<p>Doctoral School Calls for research stays abroad:</p> <p>–Grants from Bank of Santander–University of Alicante for research stays abroad to obtain the international mention in the PhD degree.</p> <p>Pre-doctoral calls with the possibility of research stays abroad:</p> <p>– University of Alicante: Pre-doctoral training contracts (PPIVI)</p> <p>– Regional Government of Innovation, Universities, Science and Society Digital (Valencian Community): Grants for the hiring of predoctoral research personnel (ACIF)</p> <p>– Ministry of Universities. State Plan for Scientific and Technical Research and Innovation: Grants for university teacher training (FPU) and pre-doctoral contracts for the training of doctors (FPI)</p>
The Estonian Academy of Arts	<p>1. Ministry of Culture – Supporting artistic research in cultural and creative fields. Web: https://www.kul.ee/kultuuri-ja-loomevaldkondades-loovuurimuse-toetamine</p> <p>2. The Estonian National Culture Foundation (ERKF), various grants. Web: https://www.erkf.ee/</p> <p>3. Estonian Ministry of Education and Research, various grants supporting for ex. mobility. Web: https://harno.ee/en</p> <p>4. Mobility of researchers and business professionals between sectors (SekMo, Ministry of Education and Research). Web: https://www.hm.ee/korgharidus-ja-teadus/teadus-ja-arendustegevus/teadus-ja-arendustegevuse-riiklik-rahastamine</p>
Sofia University St. Kliment Ohridski	<p>1. The Bulgarian National Science Fund (BNSF) offers opportunities for young researches to apply for funding based on a submitted project. Web: www.fni.bg</p> <p>2. The Bulgarian National Bank – 1 scholarship yearly, link to the current call. Web: https://www.bnb.bg/AboutUs/AUCareers/AUScholarships/AUSHow/index.htm</p>
The University of Trieste	<p>As an example, our university is participating in the pilot project “Partnership for Knowledge” funded by the Italian Ministry of Foreign Affairs through AICS, the Italian Agency for Development cooperation. The Project includes 4 thematic platforms, each coordinated by a specific university that is responsible for managing all joint activities within the network.</p> <p>UniTS is included in Platform entitled Water, Sanitation and Good Hygiene, coordinated by the University of Pavia (https://www.aics.gov.it/home-eng/fields/human-development/pfk/). The primary objective of the project is the promotion of higher education in low-income countries included in the Italian list of priority countries through the awarding of grants (equivalent to scholarships) to citizens from developing countries selected through international calls issued by AICS at the offices of Italian embassies.</p>
Vytautas Magnus University	<p>Research Council of Lithuania calls for funding:</p> <ol style="list-style-type: none"> 1. Support for PhD students: <ul style="list-style-type: none"> o calls for doctoral scholarship;

	<ul style="list-style-type: none"> ○ calls for grants for (doctoral) academic visits. https://www.lmt.lt/en/research-funding/career-development-mobility-and-networking-opportunities/support-for-phd-students/850; 2. Support for academic networks - https://www.lmt.lt/en/research-funding/career-development-mobility-and-networking-opportunities/support-for-academic-networks/851; 3. Funding of research visits (Baltic research program) - https://www.lmt.lt/lt/tarptautinio-bendradarbiavimo-programos/baltijos-moksliniu-tyrimu-programa/dvisalis-bendradarbiavimas/4039; 4. Article Processing Chargers (APC) Fund (must have a work contract with research/studies institution in Lithuania)- https://www.lmt.lt/en/research-funding/career-development-mobility-and-networking-opportunities/article-processing-chargers-apc-fund/856; 5. Funding of research visits (LINO LT)- targeted visit of a Lithuanian researcher abroad to participate in international project partner search events and/or to consult on issues of international invitations to receive R&D support, and/or to discuss cooperation opportunities with potential foreign R&D partners. https://www.lmt.lt/lt/mokslo-finansavimas/parama-karjerai-mobilumui-ir-sklaidai/isvykstanciuju-ir-atvykstanciuju-tyreju-bei-mokslo-vadybininku-vizitai-lino-lt/2407.
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C. GIVE AN EXAMPLE OF THE EUROPEAN FUNDS THAT COULD BE USED FOR THE INTERNATIONAL DOCTORAL RESEARCH NETWORKS

University of Silesia in Katowice	<ol style="list-style-type: none"> 1. Stypendia Doktoranckie we Florencji Eng. PhD scholarships in Florence Web: https://www.eui.eu/en/home 2. Programy wsparcia EMBC/EMBO Eng. EMBC/EMBO Support Programmes Web: https://embc.embo.org/ 3. Polsko-Niemiecka Fundacja na Rzecz Nauki Eng. German-Polish Foundation for Science Web: https://www.pnfn.pl/ 4. Stypendia w ramach programu „Maria Skłodowska-Curie” Eng. Scholarships under the "Maria Skłodowska-Curie" programme Web: https://marie-sklodowska-curie-actions.ec.europa.eu/actions/doctoral-networks 5. EURAXESS Web: https://euraxess.ec.europa.eu/funding/search 6. EURAXESS POLSKA Web. https://www.euraxess.pl/ 7. Erasmus + Web: http://erasmusplus.org.pl
Saarland University	Pillar 1 "Excellenct Science", Marie Sklodowska Curie Actions: Doctoral Networks, COFUND
University of Alicante	Marie Sklodowska-Curie Actions: - Doctoral Networks - COFUND – Doctoral programmes
The Estonian Academy of Arts	<ol style="list-style-type: none"> 1. Institutional Development Programme for Research and Development and Higher Education Institutions (ASTRA). European Regional Development Fund, The Graduate School of Culture Studies and Arts (GSCSA), a joint venture of four Estonian universities: Tallinn University, University of Tartu, Estonian Academy of Music and Theatre, and Estonian Academy of Arts (until the end of 2022). Web: https://ktdk.edu.ee/ 2. Association for the Advancement of Baltic Studies (AABS), dissertation, travel and publication grants for scholars in Baltic studies (USA fund). Web: https://aabs-balticstudies.org/about-aabs/

	3. Böckler–Mare–Balticum–Foundation, dissertation, travel and publication grants for scholars in Baltic art history and heritage preservation. Web: https://www.boeckler-mare-balticum-stiftung.de/en/Kontakt
Sofia University St. Kliment Ohridski	1. Swiss Embassy in Sofia together with the Centre of Advance Studies in Sofia (cas.bg) – a yearly scholarship for PhD students, scholars, and artists – info about the current call: 2. One-year scholarships from the Bavarian Province, Germany for MA and PhD students from Bulgaria, current call: https://naukamon.eu/stipendii-ot-provincziya-bavariya-za-magistri-i-doktoranti-za-akademichnata-2023-2024/ 3. EURAXESS in Bulgaria – https://www.euraxess.bg
The University of Trieste	At European level we have the same access to funding opportunities already listed by some partners (MCSA, EURAXESS, etc)
Vytautas Magnus University	COST (angl. European Cooperation in Science and Technology) actions – https://www.cost.eu/cost-actions-event/browse-actions/ . "Maria Skłodowska-Curie" programme Web: https://marie-sklodowska-curie-actions.ec.europa.eu/actions/doctoral-networks NORDPLUS Scholarships for studying and teaching at another Nordic or Baltic Universities https://www.bova-university.org/nordplus

D. GIVE AN EXAMPLE OF THE PRIVATE FUNDS THAT COULD BE USED FOR THE INTERNATIONAL DOCTORAL RESEARCH NETWORKS

University of Silesia in Katowice	1. Polpharma Web: https://polpharma.pl/naukowa-fundacja-polpharmy/ 2. Microsoft Web: https://www.microsoft.com/en-us/research/academic-program/phd-fellowship/ 3. IMB Web: https://research.ibm.com/university/awards/fellowships.html
Saarland University	(no funding for doctoral networks, only for individual scholarships)
University of Alicante	– Grants from Bank of Santander–University of Alicante for research stays abroad to obtain the international mention in the PhD degree – Fundación la Caixa: Post-graduate fellowships abroad – Fundación Ramón Areces: Predoctoral Fellowships in Digital Humanities at Western University
The Estonian Academy of Arts	–
Sofia University St. Kliment Ohridski	Fullbright scholarship for one-year MA/PhD programmes in the USA – https://www.fulbright.bg/magistri-i-doktoranti-3/ ; Fullbright scholarships for PhD students who have done a considerable part of their research for doing research for up to 6 months in the USA – https://www.fulbright.bg/aspiranti/ Karoll Knowledge Foundation – 1 yearly scholarship for PhD students who are not in their final year, current call: https://karollknowledge.bg/%d0%b4%d0%be%d0%ba%d1%82%d0%be%d1%80%d0%b0%d0%bd%d1%82%d1%81%d0%ba%d0%b0-%d1%81%d1%82%d0%b8%d0%bf%d0%b5%d0%bd%d0%b4%d0%b8%d1%8f/ The Centre for Advanced Study Sofia (CAS) – https://cas.bg/en/

The University of Trieste	<p>We have several opportunities for funding single doctoral fellowships at the private level, but not strictly related to the possibility of funding networking initiatives at the European level.</p> <p>In the last year the National Program of Recovery and Resilience supported a large number of grants for PhDs to promote the collaborations with industries and more in general with the private sector. At the same time, within the same initiative, several large-scale projects of cooperation at national level have been supported, including a large number of PhD scholarships. However, projects and not directly devoted to the development of doctoral networks. It is just an indirect way for getting support.</p>
Vytautas Magnus University	<p>Vytautas Magnus University's Science Fund: The Joseph P. Kazickas Post-Doctoral Associate Baltic Studies Program https://macmillan.yale.edu/baltic-studies-program-joseph-p-kazickas-post-doctoral-associate-2023-2024</p>

E. DOES YOUR INSTITUTION HAVE A PROFESSIONAL DOCTORATES PROGRAMME? (YES/NO – IF YES, PLEASE DESCRIBE IT)

University of Silesia in Katowice	YES - 30 PhD students participating in the Professional Doctorates Programme
Saarland University	NO
University of Alicante	<p>YES - Grants for predoctoral training in collaboration with companies. Program of the Vice-rectorate of Research for the promotion of R&D&I at the University of Alicante. https://sgi.ua.es/es/proyectos-publicos/documentos/convocatorias/2021/ua/anexos-convocatoria-2021/anexo-xv.pdf</p>
The Estonian Academy of Arts	We do not have separate program of professional doctorates but there is an option to apply as a knowledge-transfer doctoral student
Sofia University St. Kliment Ohridski	NO
The University of Trieste	NO - The institute of Professionale Doctorate has not been yet established in our country. At present the only type of doctoral course that exists that, to some extent, remind the Professional Doctorates is the Industrial Doctorate. However, it possesses different characteristics than those defined by the UK/Australian Professionale Doctorates, while Italian Industrial Doctorates are closer to the model of doctorates in Scandinavian countries.
Vytautas Magnus University	NO

F. DOES YOUR INSTITUTION HAVE A JOINT DOCTORATES PROGRAMME? (YES/NO – IF YES, PLEASE DESCRIBE IT)

University of Silesia in Katowice	<p>2-3 PhD students from each institution every year participating in the Joint Doctorate Programme with Sapienza University of Rome</p> <p>Individual double degree agreements with Universite Sorbonne Paris Nord, Universite Paris-Est Creteil, Lviv University (during negotiations)</p>
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Saarland University	Individual cooperations via co-, diverse doctoral schools: Doctoral research and PhD programmes Universität des Saarlandes (uni-saarland.de)
University of Alicante	Marie Skłodowska-Curie project: European joint doctoral programme EIPIN Innovation Society. Horizon 2020. Maastricht University, Queen Mary University of London, Universidad de Alicante, Universität Augsburg, Université de Strasbourg. https://www.eipin-innovationsociety.org/
The Estonian Academy of Arts	In Architecture and Urban planning programme EKA and Royal Melbourne Institute of Technology (RMIT) have established cooperation within doctoral education through Cotutelle agreement. The partners have good experience of joint supervision through the PRS system (Practice Research Seminars). The candidates enrol in both schools and will qualify for a PhD degree at both institutions.
Sofia University St. Kliment Ohridski	YES – but there are currently no active PhD students on behalf of SU (i.e. they have completed their studies at SU but are continuing at the partner university).
The University of Trieste	YES – But only at national level. UniTS is member of 5 PhD courses in affiliation/network with other Italian universities. For 3 of them we are leader and in charge of the management. We are also member of 4 national doctorates courses which have been supported by the ministry of university and research in different fields.
Vytautas Magnus University	YES – But only at national level. VMU is member of 23 PhD Programs in affiliation/network with other Lithuanian universities.

4. THE ALLIANCE FUNDRAISING STRATEGY FOR THE INTERNATIONAL DOCTORAL RESEARCH NETWORKS

A. OBJECTIVES

The primary objectives of this fundraising campaign plan are as follows:

1. To raise awareness of the importance of implementation of THE INTERNATIONAL DOCTORAL RESEARCH NETWORKS programme by partnerships of organisations from different business sectors with T4EU alliance universities.
2. To raise funds in order to train the highly skilled doctoral candidates.

B. THE PROJECT

Universities in the T4EU alliance will be launching a six-month long fundraising campaign. The purpose of the fundraising campaign is to raise enough funds to run the International

Doctoral Research Network programme for at least two doctoral students at each of the T4EU alliance's universities.

C. THE SCOPE OF ACTIVITIES

The project will consist of two phases: A) Preparation and B) Execution, Monitoring and Completion phase.

D. METHODOLOGY

The T4ERI fundraising group (TFG) will work closely with the alliance partners, local authorities and business stakeholders. This plan will outline the strategies, timeline, action plan and budget allocated to pursue the goals of the campaign.

E. THE TIMELINE

PHASE	DESCRIPTION	END DATE
Strategy Preparation Phase	Preparation of strategy, research of potential partners, planning budget, contract negotiations, getting sponsorships and evaluation	end of the 3 rd month, 20XX
Execution, Monitoring and Completion	Conducting the events, tracking of expenses	end of the 6 th month, 20XX

F. THE TEAM

To facilitate the process of raising money, we will ask each university to nominate two people who will perform the following roles:

1. **Programme Director** – the person who will ensure that the plan is implemented accordingly to the arrangements.
2. **Communications Officer** – the person who will coordinate communication with all the stakeholders and give updates to the media.

G. THE ACTION PLAN

- **OBJECTIVE 1**

To raise awareness of the importance of implementation of the INTERNATIONAL DOCTORAL RESEARCH NETWORKS programme by partnerships of organizations from different business sectors with T4EU alliance universities.

Action	Assigned To	Deadline
Finalizing and approving the budget	*TFG	end of the second month, 20XX
Sending the personalized brochures on the advantages of science and industry cooperation	*TFG	end of the 3 rd month, 20XX
Attempts to establish contact with potential donors through meetings and workshops for companies.	*TFG	end of 3 rd month, 20XX

- **OBJECTIVE 2**

To raise funds in order to train the highly skilled doctoral candidates

Action	Assigned To	Deadline
Reviewing and finalizing sponsorship agreements	*TFG	End of the 3 rd month, 20XX
Developing a fund tracking scheme for monitoring purposes	*TFG	End of the 6 th month, 20XX
Organization of the event (PhD students and sponsors)	*TFG	End of the 6 th month, 20XX 2023

*TFG – T4ERI Fundraising Group

H. THE BUDGET

Description	Quantity	Price	Total
Costs of training for doctoral candidates	*7	15000 € (for 3 years)	105000 €
Marketing & Advertising	1	2000 €	2000 €
Event	1	8000 €	8000 €
Total			115000 €

*1 PhD candidate from each alliance University

I. FINAL REMARKS

The primary source of funding of the activities of a public university are subsidies from the state budget for the tasks defined by law, as well as the university's own revenues (e.g., in the form of donations, revenues from research services, rental of space, commercial educational services, but also sponsorship agreements). Nowadays, universities face a new challenges of a pro-efficiency funding system that will encourage universities to allocate more resources to research and development. These forces are more flexible in the allocation of subvention funds and provide an opportunity for universities to develop activities related to the commercialization of the high-quality R&D results, but also to conduct the systematic fundraising activities.

The business environment is eager to make donations wishing to obtain an image of being socially responsible and not being focused on profit but identifies certain activities mostly with their brand identity. The universities can serve as a strategic partner for companies in training graduates for the needs of, in particular the industry, and in this way try to obtain the funds for various types of additional programmes for students and graduates (training and courses conducted by industry specialists, professional mentoring, support for academic entrepreneurships, thesis competitions, student/doctoral scholarships, offering paid internships or jobs to the best graduates). Unfortunately, these days it is becoming noticeable that the business community's interest in sponsoring scientific research is declining. Most likely it is the result of the prolonged inflation and the ongoing war in Ukraine.

Undoubtedly, the successful fundraising activities require not only a long term planning and preparation of a strategy, but also the involvement of an adequate number of personnel cooperating with the various university units, as well as with the business community.

This document has been prepared as fundraising tool for obtaining national as well as European funds. However, most preferable would be raising funds and engaging the private sector. Despite the many benefits, unfortunately cooperation between universities and businesses is not often established. We hope that developed strategy will change this situation and will allow for effective fundraising as well as establishing cooperation with the business.