



# Erasmus+ Cooperation Partnerships for Higher Education

KA220-HED Call 2025

Guidance for Applicants Webinar 23.1.2025

**Erasmus+**  
Enriching lives, opening minds.



FINNISH NATIONAL  
AGENCY FOR EDUCATION

# Outline of the Webinar

- I Policy Context and Overview of the Cooperation Partnership Action
- II Work packages & funding rules
- III How to write a successful proposal
- IV Application & selection procedure
- V Further Information

# I Policy Context and Overview of the Cooperation Partnership Action (KA220 HED)



# What are Erasmus+ Cooperation Partnerships?

- Quality in HE
- Internationalisation
- Co-operation
- Inter-disciplinary
- Cross-sectoral
- Needs → Objectives
- Innovative Results
- Impact
- Policy priorities

# European Education Area

- Removing barriers to learning and improving access to quality education for all.
- Five focus points:
  - 1) Improving quality and equity in education and training
  - 2) Teachers, trainers and school leaders
  - 3) Digital education
  - 4) Green education
  - 5) The European Education Area in the world
- Higher education: to accelerate the transformation of an open and inclusive higher education system in Europe.



# EUROPEAN STRATEGY FOR UNIVERSITIES

SUPPORTING AND ENABLING  
HIGHER EDUCATION INSTITUTIONS  
ACROSS EUROPE



A European shared vision to support all types of higher education institutions to adapt to changing conditions across all their missions

Priority areas for transformation based and clear objectives

Concrete actions at EU level to enable and support the sector

Synergies with actions and national reforms

# Four key objectives

## 1 Strengthen the European dimension in higher education and research

Bringing transnational cooperation to a higher level contributes to a culture of excellence and inclusion, a true European identity, and global competitiveness and attractiveness

## 2 Consolidate universities as lighthouses of our European way of life

### Strengthen quality and relevance for future-proof skills

*In a fast changing environment, universities need to strengthen their capacities to equip young people, lifelong learners and researchers with the right competences and skills*

### Foster diversity, inclusiveness and gender equality

More institutional changes are needed for universities to become places of truly equal opportunities

### Promote and protect European democratic values

Universities need to be places of freedom: for speech, thought, learning, research

## 3 Empower universities as key actors of change in the twin green and digital transitions

### Develop skills, competences and technological innovation for the green and digital transition

Universities are key actors for the green transition and for a more sustainable world. We need to make 'connected universities' a reality

## 4 Reinforce universities as drivers of Europe's global role and leadership

Universities are instrumental in building Europe's connections with the world



# Where to find the EU Policy Documents

- [European Education Area](#)
- [European strategy for universities \(2022\)](#)
- [Digital Education Action Plan 2021-2027](#)
- [Digital skills and competences and successful digital education and training \(2023\)](#)
- [Common European values and democratic citizenship: the role of education and training in the spotlight \(2023\)](#)
- [GreenComp: the European sustainability competence framework \(2022\)](#)
- [The New European Innovation Agenda \(2022\)](#)



# Cooperation Partnerships in a Nutshell:

- Duration: between 12 and 36 months
- Application addressed to the Erasmus+ National Agency in the coordinating country
- At least 3 organisations from 3 different countries:
  - EU Member States and/or
  - Norway, Iceland, Liechtenstein, Republic of North Macedonia, Serbia and Turkey (= third countries associated to the Programme)
- Third countries NOT associated to the Programme from regions 1-3: Added value!
- Associated Partners also possible
- Deadline for applications 5.3.2025

# Eligible Countries 1 / 2

## Countries that count towards the minimum partnership:

### EU Member States (27)

- Belgium, Bulgaria, Czech Republic, Denmark, Germany, Estonia, Ireland, Greece, Spain, France, Croatia, Italy, Cyprus, Latvia, Lithuania, Luxembourg, Hungary, Malta, Netherlands, Austria, Poland, Portugal, Romania, Slovenia, Slovakia, Finland, Sweden
- N.B. Some organisations from HUNGARY are NOT eligible at the moment → Please contact EDUFI for further information!

### Third Countries associated to the Programme

- Norway
- Iceland
- Liechtenstein
- Republic of North Macedonia
- Serbia
- Türkiye

# Eligible Countries 2 / 2

Third Countries NOT associated to the Programme: Regions 1-3

- 1) Western Balkans
  - 2) Neighbourhood East (but NOT Belarus)
  - 3) South-Mediterranean countries
- Organisations from these countries can become a project partner

- Organisations from these countries should bring an essential added value to the project
- Additional question in the application form: Please explain how the organisation brings an essential added value to the project → clear description!

Source: [Eligible countries - Erasmus+](#)

# Eligibility criteria

- In order to be eligible, applicant organisations must have been legally established at least 2 years before the application deadline.
- For applications submitted to National Agencies in the fields of school education, vocational education and training, adult education and youth, the same organisation (one OID) cannot be involved in more than 10 applications overall per deadline, either as applicant or partner (NB! also HEIs submitting applications in these fields)
- No restriction in the field of higher education



# Keep in mind

- The application text must be original content authored by the applicant and partner organisations
  - Text must not be recycled, copied, or plagiarised
  - No compensation may be given to external individuals/organisations for drafting the application
  - This is confirmed in the application form.
- EU values have to be respected (also part of the evaluation criteria)
- AI can be used in preparing the application BUT
  - ensure the appropriateness and accuracy of the application
  - remember compliance with intellectual property regulations
  - keep in mind the originality of the content
- In all cases, the same consortium of partners can submit only one application and to one Agency only per deadline.

**NB! Multiple submission check, double funding check, plagiarism check**

# Horizontal Aspects in all Projects

- Keep in mind when designing and implementing your project
  - quality, impact
  - knowledge, skills, attitudes
- Specific questions in the application form: concrete description

- Inclusion and Diversity
- Environmental Sustainability
- Digital Dimension
- Participation and Civic Engagement

Implementation guidelines - Erasmus+ and European Solidarity Corps Inclusion and Diversity Strategy

# Selecting Your Priorities

Each project must address

- a) at least one horizontal priority
- and/or
- b) at least one field-specific priority

- Cooperation partnerships aim at contributing towards achieving the priorities of the current application round
- How does the project address the selected priorities?
- Reflect selected priorities also in the needs analysis section

# Priorities

## Horizontal Priorities

- [Inclusion and diversity | EDUFI](#)
- [Environmental responsibility | EDUFI](#)
- [Digitalisation | EDUFI](#)
- [Participation in democratic life, common values and civic engagement | EDUFI](#)

## Read more about the priorities

- [Priorities of the Erasmus+ Programme - Erasmus+](#)
- [Priorities for Erasmus+ and the European Solidarity Corps programmes | Finnish National Agency for Education](#)
- [Experiences of the implementation of the Erasmus+ priorities and innovative practices | Finnish National Agency for Education](#)



# Priorities in the HE sector

## Actions to achieve the objectives of the European Education Area

- Inter-connected HE systems
- Innovative learning and teaching practices
- Developing STEAM approach in HE, and foster women participation in STEM
- Excellence in learning, teaching and skills development
- Digital and green capabilities in HE
- Inclusive HE systems
- Innovation and entrepreneurial skills of students
- Supporting Higher Education institutions in their cooperation with Ukrainian counterparts to respond to the war in Ukraine

Partnerships for cooperation - Erasmus+

# II Work Packages & Funding Rules



# Cooperation Partnership rules and instructions

## Handbook on the Lump Sum Funding Model 2025

- The guide explains the Lump Sum model in detail
- Help with defining objectives and indicators

Do not forget the Erasmus+  
Programme Guide 2025!



# What do you want to achieve?

- What is the change you want to achieve?
- Who benefits from the project results?
- What are you going to do?
- Why?
- How?
- To whom?
- Who are involved in the project?
- How do you know that you are going towards your objectives?



# How to choose the most appropriate lump sum?

Estimate the overall costs of the project

- Needs and objectives?
- Which outputs & results and their scale?
- Project partnership?



Identify the most appropriate lump sum

120 000€

250 000€

400 000€



Adapt the project budget to the lump sum

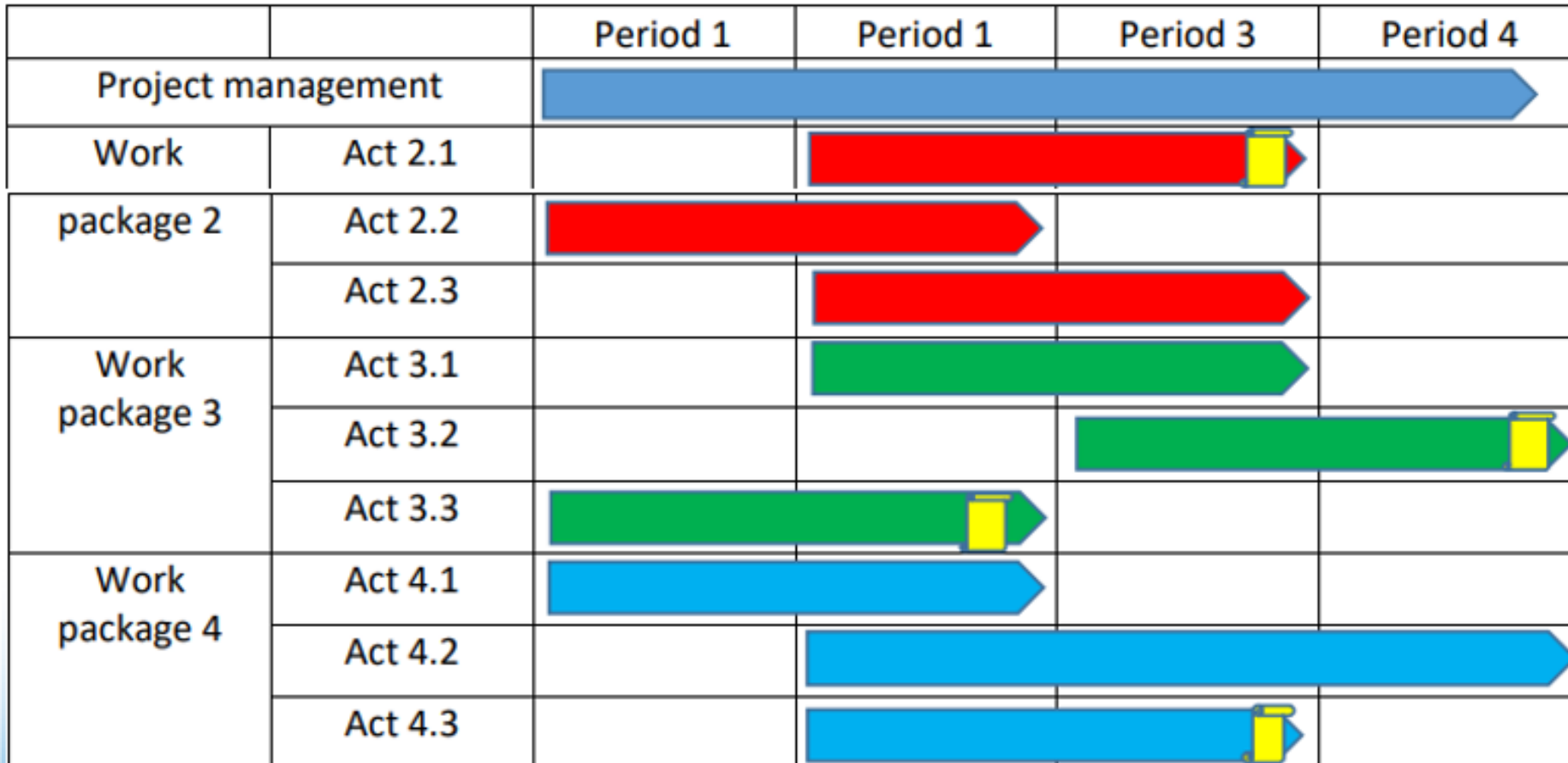
- Redefine the objectives
- Increase/reduce the number of activities, participants etc.

# Project work plan -> your application -> your project

- What are the objectives of your project?
- How will you achieve the planned results and outcomes?
- What kind of activities will there be and how are they organised?
- Answer the questions in the different award criterias
- Everything should be based on the objectives and results of the project

- Work packages
  - recommendation to have max 5
  - mandatory: WP 1 Project Management
- Activities
  - not too many!
- Indicators and Milestones
- Partners
  - expertise
  - distribution of work and responsibilities
- Resources: salary costs, travelling, materials, subcontracting etc.
- Project timetable (e.g. a GANTT Chart)
  - We highly recommend to include one as an attachment
  - Very useful when you are implementing your project

# GANTT Chart, example



# Example 1

- WP 1 Project management
- WP 2 Model for Teacher Training
- WP 3 Training material & platform
- WP 4 Good Practice Collection
- WP 5 Impact & dissemination

# Example 2

## WP 1 Project management

- Coordination
- Communication with partners
- Reporting
- Budget management
- Monitoring the implementation

## WP 2 Sharing the knowledge and results

- Benchmarking
- Exchange of good practices
- Analysis
- Collection/report of good practices

## WP 3 Developing learning material

- Developing the material
- Testing,
- piloting

## WP 4 Improving the knowledge and skills of staff

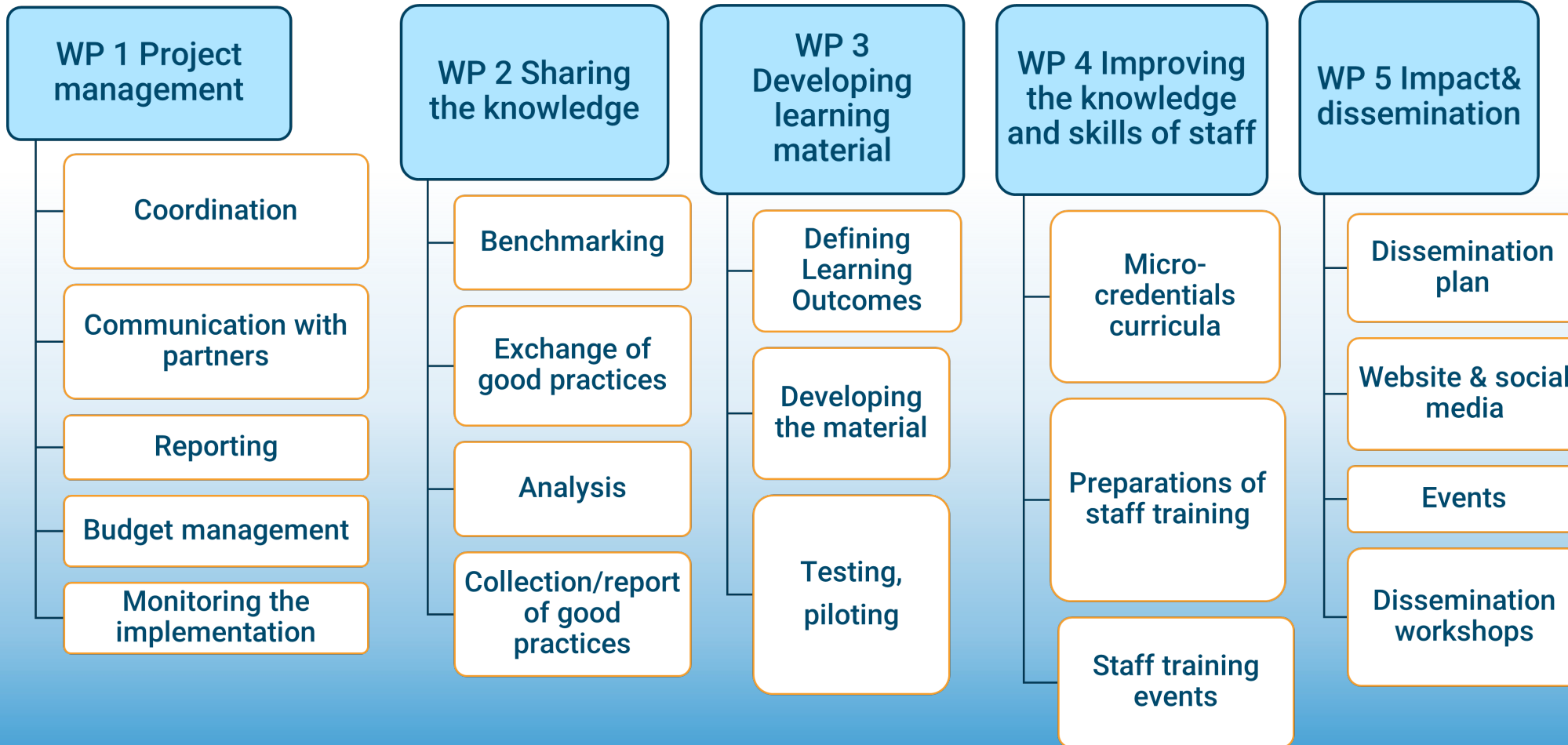
- Preparations of staff training
- Staff training events

## WP 5 Impact& dissemination

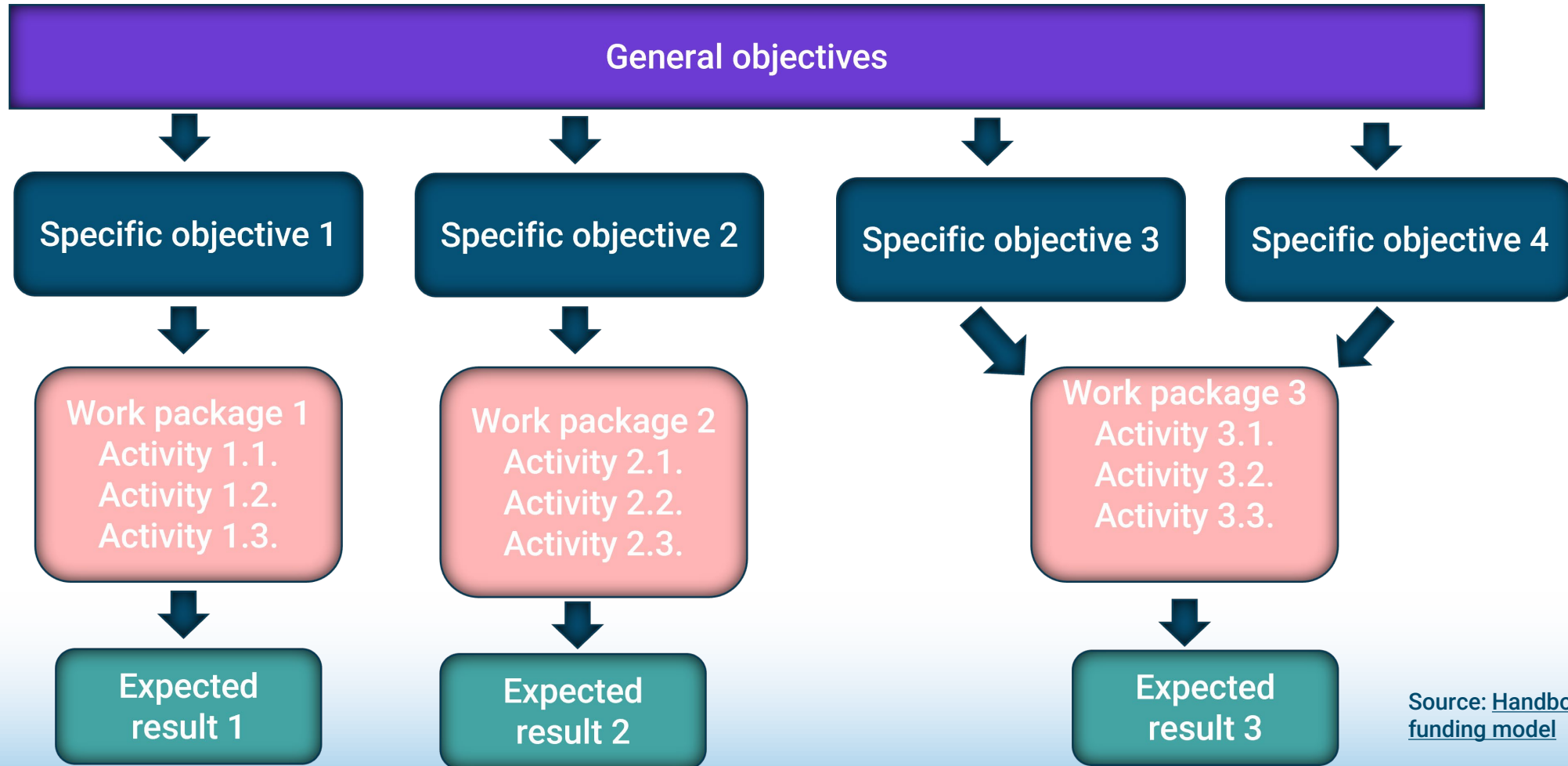
- Events
- Dissemination workshops



# Example 3



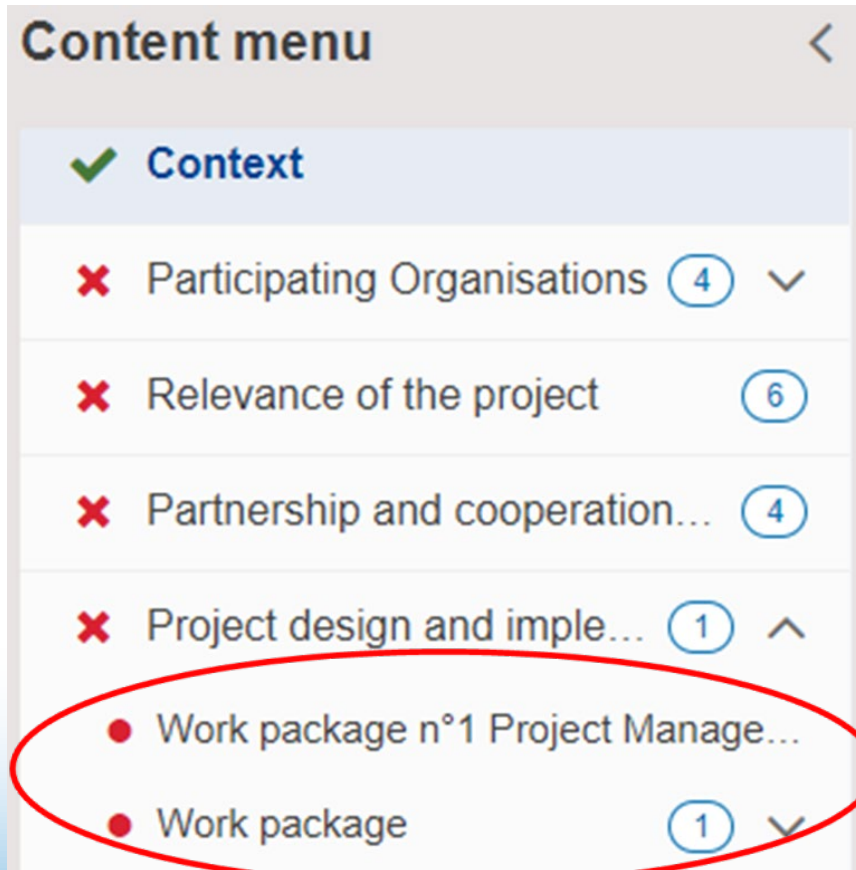
# Logical framework approach



Source: [Handbook on the lump sum funding model](#)

# Work packages in the application form

Good work plan to implement the project → well-described and well-planned work packages



- Title
- Specific objectives and how they contribute to the general objectives
- Main results
- Qualitative and quantitative indicators measuring the achievement & quality
- Tasks and responsibilities of partners
- Amount dedicated to the WP and
- Cost-effective use of the budget

# Activities in the application form 1/2

Data	Value
Activity title *	Please complete...
Venue *	Please select...
Estimated start date *	01/09/2025
Estimated end date *	dd/mm/yyyy
Leading Organisation *	Please select...
Participating Organisations	Please select...
Amount allocated to activity (EUR) *	
Expected results *	Please complete...

- Activities needs to be filled under each Work Package separately
  - Activity titel, Venue, Start and end date, Leading organisation and participating organisations, budget
- Description of activity results max. 250 words
- The budget of a WP activities shpuld amount to the same as the allocated budget to WP.

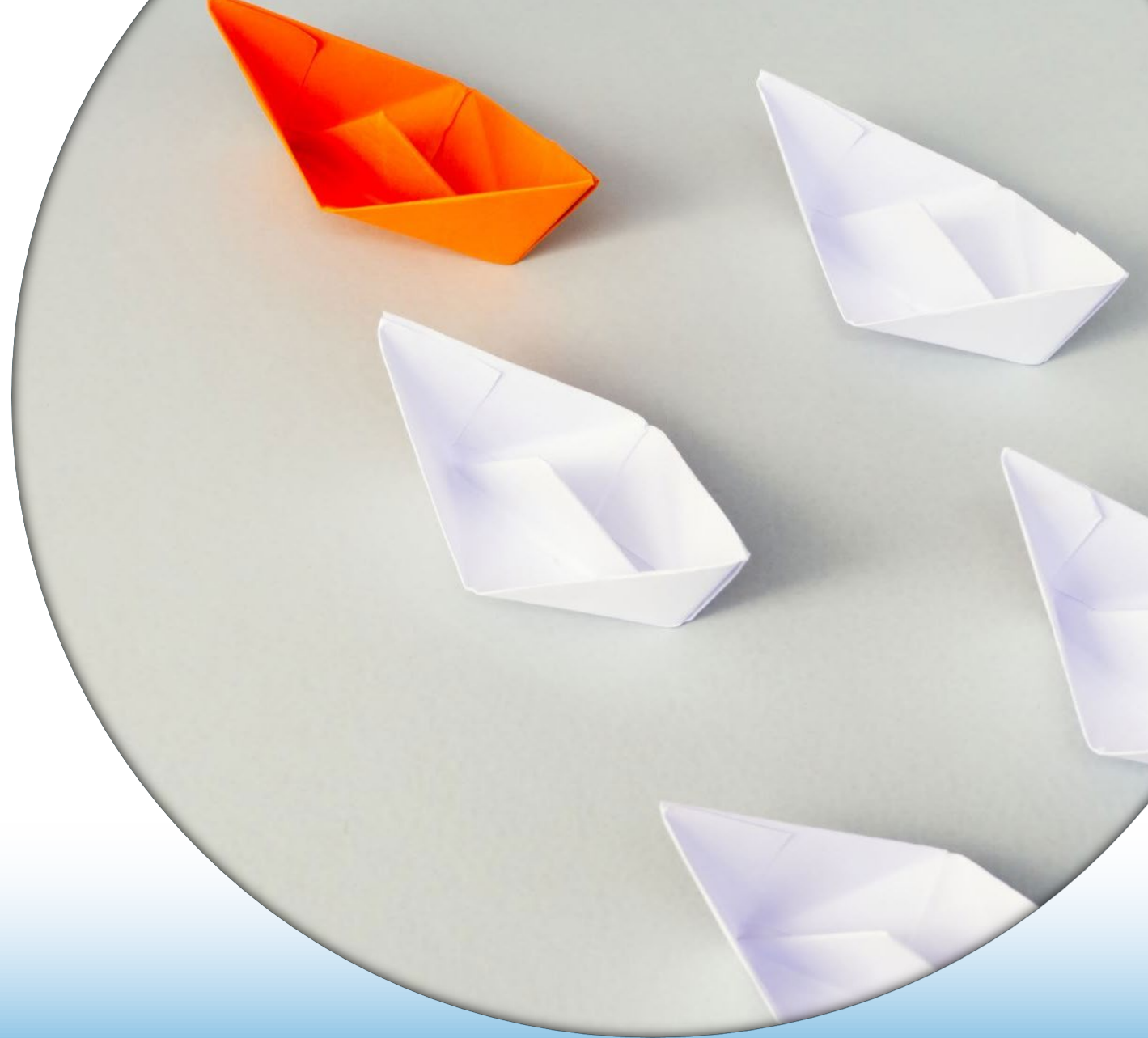
# Activities in the application form 2/2

## Description of all the activities in one work package

- Describe the content of the proposed activities
- Explain how these activities are going to help reach the WP objectives
- Describe the expected results of the activities.

### More substantial description

- Expected number and profile of participants.





# KA220 Cooperation Partnerships Indicators

# What is an indicator?

- A measurable factor or value used to assess the quality of the project results and the level of achievement of the objectives
  - Quantitative
    - Measurable information that can be mathematically verified
  - Qualitative
    - Describes events, reasons, causes, effects, experiences etc.
- ➔ Quantitative and qualitative indicators complement each other



# Choosing indicators

Good work plan to implement the project →  
Well-described and well-planned work packages →  
Defining indicators is easier!

- Select indicators which help you in the project implementation
- Follow the progress & achievement of your results AND the quality of your results
- How many indicators do you need per result?
- Are you able to verify and collect the needed information easily?
  - Result is not the same as an indicator
- Quantitative indicators: don't forget to define target levels → consider the realistic levels  
Qualitative indicators: remember to describe how these can be measured/assessed

**NB!** Indicators are part of the quality assessment of the final report

# Are your indicators?

- **Relevant**
  - Closely linked to the objective to be achieved
  - Not overambitious, measure the right thing
- **Accepted**
  - The definition of the indicator and the way it is measured → agreed by all partners
  - Responsibilities should be clearly attributed
- **Credible**
  - Verifiable and not ambiguous, also for external observers
- **Easy**
  - Data collection → easy and inexpensive
  - The information provided by the indicator → easily understandable
- **Robust**
  - The value of the indicator is not easy to manipulate

# Examples of quantitative indicators

- Participants in events, meetings, training activities, etc.
- Questionnaires distributed and number of respondents
- Visitors at the project website / downloads of documents / views → milestones during the project
- Public and private entities to which project's results are shared
- E.g. a course/training:
  - Enrollment
  - Completion
  - Students with fewer opportunities
- Percentage of students who consider that their skills (e.g. IT) have been significantly enhanced



## Examples of qualitative indicators

- Participants' satisfaction in training activities
  - e.g. % of participants who evaluate the training to be very useful/useful
- Satisfaction of participants with produced materials
  - % of participants would recommend/share resources
- Improved competences of the partners to teach intercultural competences (describe how this is assessed)
- Satisfaction level of the participating institutions
- Positive feedback from end-user groups and experts as well as participants in the testing phase of the project

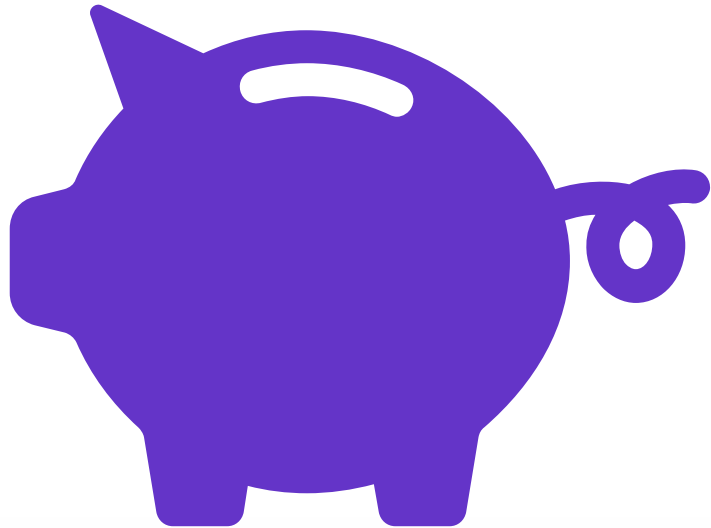
# KA220 Cooperation Partnerships Budget

# Funding rules

- One single fixed amount: a lump sum
- Principles of economy, efficiency and effectiveness
- “The adequacy of the number, scope and complexity of the proposed project activities to the amount requested, together with their relevance for the project objectives, will be important elements of the quality assessment, in line with the award criteria --” (Programme Guide)



# Cost-effectiveness is the key!



- Be realistic choose appropriate resources
- No cuts or downgrading to a lower lump sum amount
  - If not considered to be cost-effective, then low scores and a slight chance to be accepted
- The no-profit principle
- The principle of co-financing
  - No need to demonstrate co-financing in the budget but important to describe it in text. Otherwise difficult to evaluate the cost-effectiveness

# Budgeting in the application form

1. Work packages
2. Different activities
3. Description of cost-effectiveness

1. Distribution in the budget summary
2. by work package AND
3. by partner



# Budget planning in Work Packages

## WP1 Project management

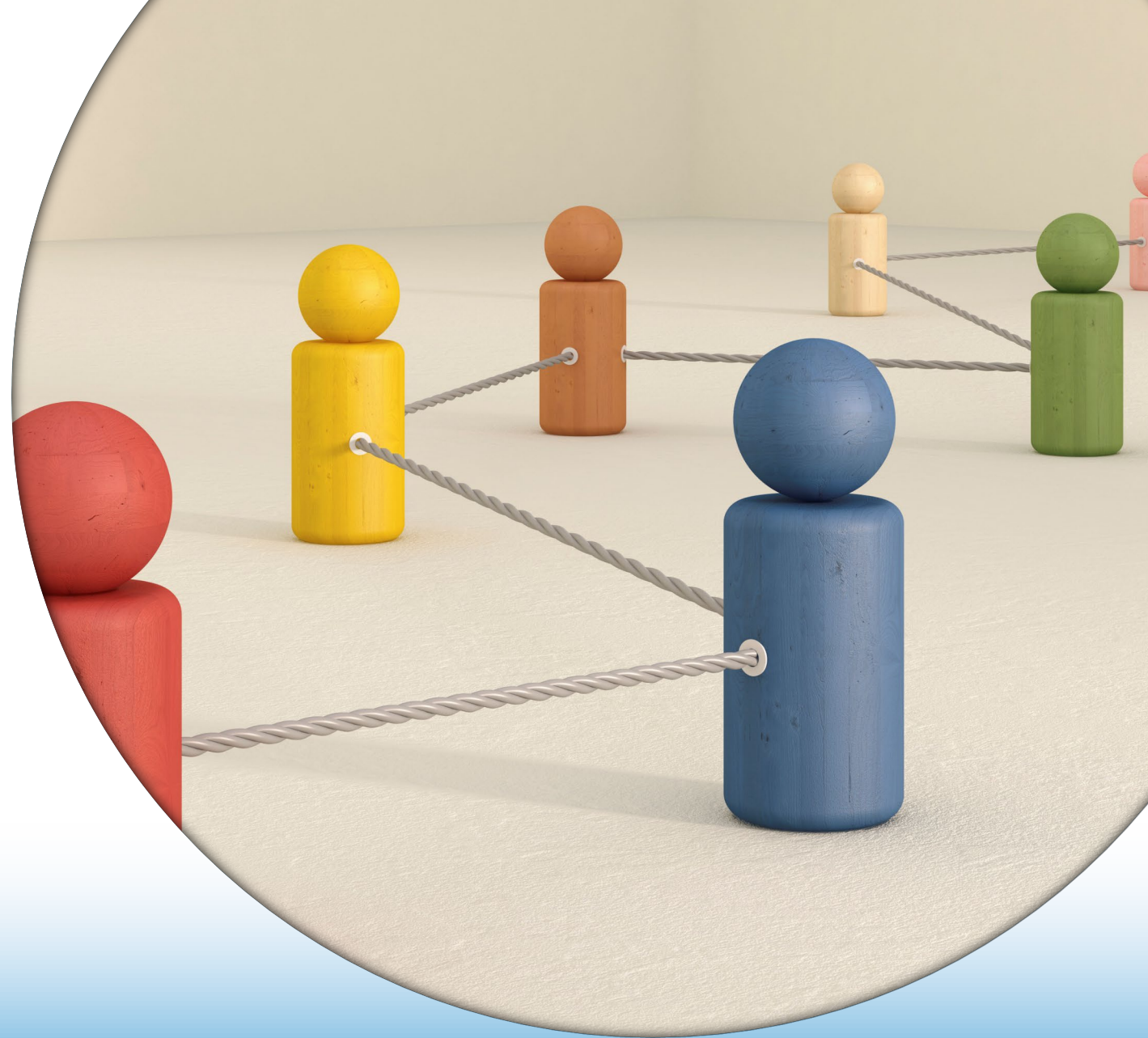
- Max 20% of the budget
- No indicators
- Includes: project management and administration, coordination, budget control, time management, evaluation and risk management
- Examples of costs: salaries of project management and administrative staff, project management meetings, accountancy, translations, monitoring of the project activities etc.

## Other work packages

- Specific objectives, results, qualitative and quantitative indicators
- Different activities (not too many)
  - Costs: relevant for the project & compliant with the eligibility criteria!
- Importance of indicators
- Cost-effectiveness
- Clearly show how activities are contributing to the achievement of the objectives

# Subcontracting

- Subcontracting of services is allowed as long as it does not cover core activities
- The amount budgeted for subcontracting must be included in the description of the activities covered by the subcontract



## Example 2

- Budget 250 000 €
- 4 organisations
- 4 work packages

	Coordinator	Partner 1	Partner 2	Partner 3	Total per WP	Budget share per WP
<b>PM (Project management, max 20 %)</b>	20 000 €	15 000 €	10 000 €	5 000 €	<b>50 000 €</b>	20 %
<b>WP 2</b>	20 000 €	25 000 €	10 000 €	5 000 €	<b>60 000 €</b>	24 %
<b>WP 3</b>	30 000 €	15 000 €	25 000 €	5 000 €	<b>75 000 €</b>	30 %
<b>WP 4</b>	15 000 €	15 000 €	15 000 €	20 000 €	<b>65 000 €</b>	26 %
<b>Total</b>	<b>85 000 €</b>	<b>70 000 €</b>	<b>60 000 €</b>	<b>35 000 €</b>	<b>250 000 €</b>	100 %
<i>Budget share per partner</i>	34 %	28 %	24 %	14 %	100 %	

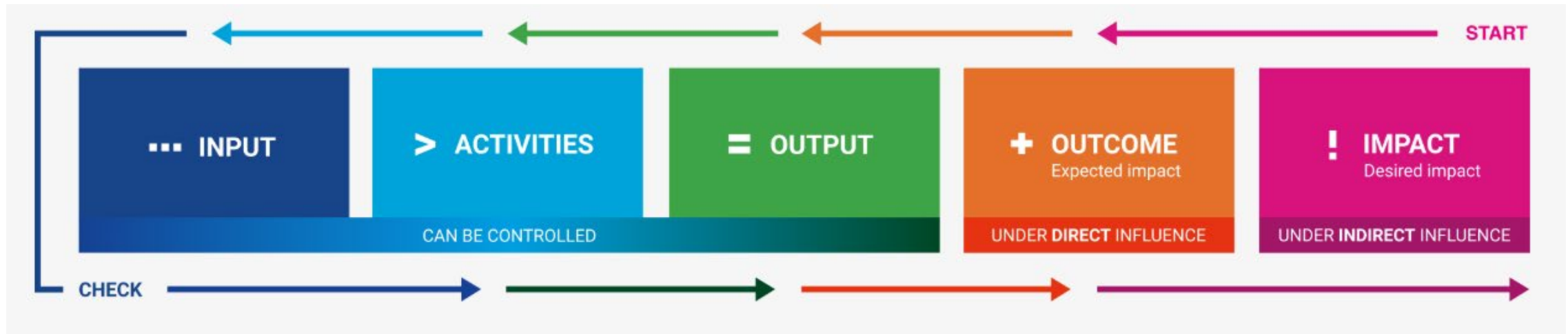
# III How to write a successful proposal



# Reminder: What do you want to achieve?

- What is the change you want to achieve?
- Who benefits from the project results?
- What are you going to do?
- Why?
- How?
- To whom?
- Who are involved in the project?
- How do you know that you are going towards your objectives?





# Impact as the start for you planning

- What do you want to change with your project long term?
- Result chain thinking as a means to help planning your project
- Impact is different from the outcomes and outputs of the project
- Tools for the planning:
  - Impact Tool ([English](#), [Finnish](#) and [Swedish](#))
  - Handbook for Impact Erasmus+ ([English](#), [Finnish](#) and [Swedish](#))
- Use the questions in the tool together with your partners -> gain joint knowledge of the goals of the project





# What makes a good application?

- Relevance for Erasmus+ objectives and priorities & for all partners
- Innovative and based on actual needs
- Sustainability & impact → effective plan for sharing and promotion of results
- Reliable and committed partners
- Joint planning with partners
- Cooperation with relevant stakeholders
- Institutional support from the beginning
- Check complementarity with other initiatives
- Don't get lost in the application form or in "project jargon" → be coherent and concrete

# Advice from evaluators

- Needs analysis must be done already when applying
  - Some further analysis can be done during the project
  - Links to existing policy papers
- Remember balance in the project plan between different partners (roles, needs, competences, benefits)
- Describe the innovativeness
- Remember to reserve enough time for project summary and check its quality
  - If the application is successful it'll be published!
- Use enough time for the part describing impact and sustainability → only 4 questions but 25 points!
- If you have dissemination activities as part of the work packages do not copy this text directly to the impact part
- At least a preliminary dissemination plan must be included otherwise it cannot be evaluated → can be specified during the project
- Indicators should be realistic and useful for the project!
- Describe the budget so that the cost-effectiveness can be assessed.
- Horizontal aspects → think through thoroughly
- Data protection, ethical principles, data management plan

# IV Application & selection procedure



# Award / Assessment Criteria

1. Relevance of the project (max 25 points)
  2. Quality of the project design and implementation (max 30 points)
  3. Quality of the partnership and the cooperation arrangements (max 20 points)
  4. Impact (max 25 points)
- Total Points 0-100
  - Two external experts per application
  - Read the assessment criteria in [Erasmus+ Programme Guide 2025 - Erasmus+](#)

# Some technical tips

If you face technical problems  
please contact us!

- NB! Submit your application early and not the last day!
- You can also submit and then re-submit.
- EU login identification (EU Login) is required to log in the application portal.
- OID (Organisation ID) codes are needed for all participating organisations → check the valid code linked to the ECHE directly from your partners.
  - All Finnish HEIs already have an OID. Do not create a new one!
  - Instructions for EU Login and OID can be found here: [EU Login, OID and PIC: how to register as an Erasmus+ participant | EDUFI](#)

# Annexes

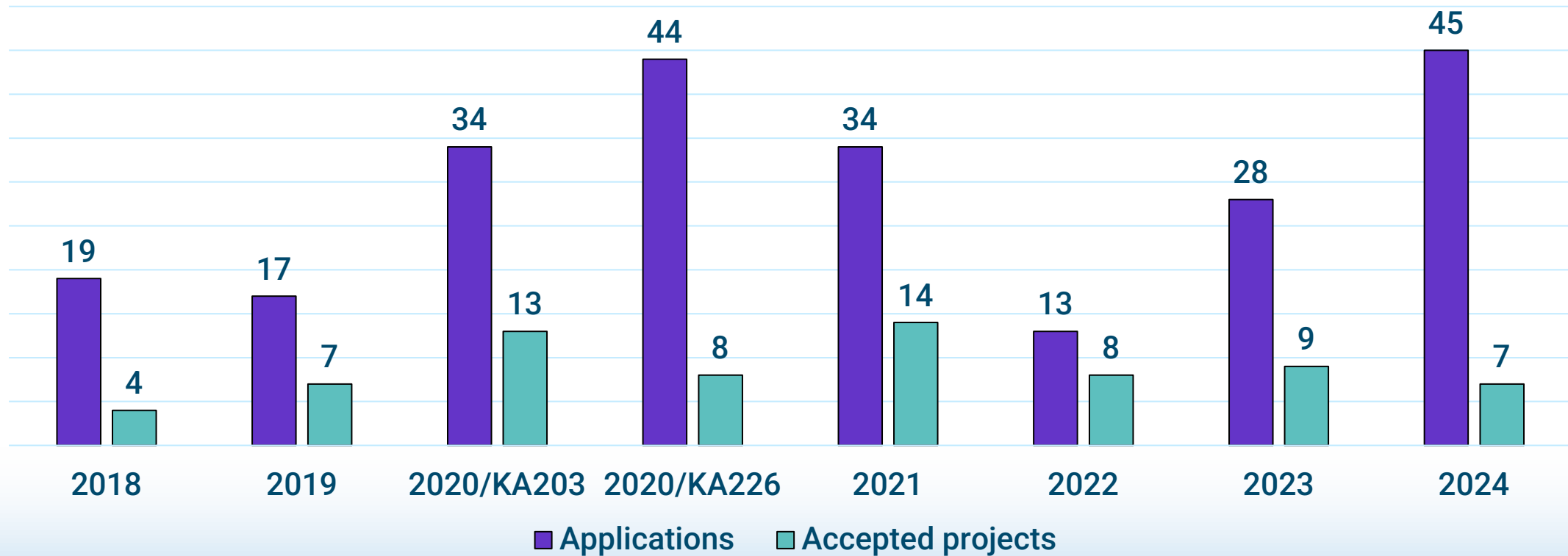
- **Mandatory:**
  - Declaration on Honour (1 document) from the coordinator, signed by legal representative
  - Accession forms (up to 90 documents) from all the partner organisations, signed by legal representative of the partner
- **Optional:**
  - Any other relevant documents (up to 6 documents)
  - We recommend to include a project timetable (e.g. a GANTT Chart)
- **NB! All the relevant information should be written in the application form**



# Application Round 2025 for Cooperation Partnerships

- Deadline 5.3.2025 at 13.00 Finnish time (12 CET)
- Preliminary Budget KA220 HED in Finland ca. 1,4 M€
  - funding for ~ 3-4 projects
- Timeline
  - Assessment in March-June
  - Results published **June-August 2025**
  - Projects starting between 1.9.2025–31.12.2025

# Number of applications and accepted projects Erasmus+ Strategic/Cooperation Partnerships 2018-2024





# Guidance for HE applicants

Materials of this webinar will be available on the event page:  
[Erasmus+ Cooperation Partnerships for Higher Education - Guidance for Applicants.](#)

**Kumppanuushankkeet: hankkeiden vinkit hakijoille / Cooperation Partnerships: tips from projects to applicants**

- Experiences of three projects and possibility to ask questions from these three projects and also generally on this application round (partly in Finnish and partly in English)
- Friday 7 February 2025 at 9-10 (registrations latest on 5 February 2025)
- More information and registration on the event page:  
[Erasmus+ Cooperation Partnerships for higher education: tips from projects to applicants](#)

## Info webinars for all education sectors in Finnish still to come

- Erasmus+ -kumppanuushankkeiden (KA220) hakuinfot: Hankkeen budjetti, Monday 3.2.2025 at 15.00–16.00
  - Lump sum model, budgeting and budget in the application form
- Erasmus+ -kumppanuushankkeiden (KA220) hakuinfot: Kyselytunti, Wednesday 12.2.2025 at 15.00–16.00

# Past information webinars for all education sectors in Finnish

## Yhteistyöhankkeiden hakuneuvontawebinaarien materiaalit 2025 | Opetushallitus

- Starttipaketti: What are Cooperation Partnerships and how to plan a project? Especially for new applicants.
- Webinaari I: Hankesuunnitelman kulmakivet: Relevance, needs analysis, project description, partnership, impact.
- Webinaari II: Ideasta hankkeeksi: Project management, work plan and work packages, indicators.



# Erasmus+ Programme Guide & Handbook on the lump sum funding model

- Partnerships for cooperation - Erasmus+

AND

- Cooperation partnerships - Erasmus+

→ Read both parts!

- Handbook on the lump sum funding model

# Useful Links (1)

- **Cooperation Partnerships for HE / EDUFI website**  
[Cooperation Partnerships for Higher Education | Finnish National Agency for Education](#)
- **Link to the presentation of this webinar**  
[Erasmus+ Cooperation Partnerships for Higher Education - Guidance for Applicants](#)
- **Application portal:**  
[Erasmus+ and European Solidarity Corps platform](#)
- **Applicant Guides**  
[Applicant Guides - Submission phase - Erasmus+ & European Solidarity Corps guides - Wiki](#)

## Useful Links (2)

- [How to plan and implement an Erasmus+ project | EDUFI](#)
- [EU Login, OID and PIC: how to register as an Erasmus+ participant | EDUFI](#)
- [Erasmus+ programme in Finland 2021-2027 | EDUFI](#)

# Thank you!

## Good luck with your application and don't hesitate to contact us!

Outi Tomperi, AnneSophie Hokkanen & Liisi Räikkönen

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**Erasmus+**  
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