

PROFESSIONAL SEMINAR

# GETTING PROJECTS & PROGRAMMES RESULTS AND MILESTONES RIGHT

A New Seminar in Paris to go back to Basic Essential Tools that Actually  
Work for European and National Plans



2-4 July 2025



Paris, France



Practical  
Workshops



EU Funds



Results  
Focus

# KEY LEARNING OBJECTIVES

Enhance your professional skills with our comprehensive training



## Improve your skills

Identify your responsibilities and define specific issues and opportunities of improvement to select and monitor Project and Programme milestones in a modern way: outputs-results-based approach



## EU and National Plans

Apply the skills and the techniques not only to EU funds but also to all National Plans in particular to ensure better monitoring and evaluation and risks management



## Concrete situations

Participate to role play with colleagues to test in concrete situations of selection and verification the rooms for manoeuvre and ways to focus on essential elements and best practices from all over Europe



## Milestones and indicators

Maintain open and transparent communication, and be prepared to provide detailed documentation and reporting to the public and authorities about Milestones and Indicators



## Project and finance officers

Make integration of the administrative, technical and financial dimensions altogether to make more effective and efficient work at the level of the operation. Improve team work and general accountability



## Use of AI options

Explore the integration of AI in your daily job and to ensure staff have the necessary skills and knowledge to use AI effectively



Hands-on approach with practical templates and real-world examples

# DAY 1: PROGRAMME - JULY 2, 2025

Espace Bobillot, Paris

 Professional Workshop Day

## Morning Session

9:00-9:30



### Welcome and introduction

Key concepts and definitions - Initial Quiz

9:30-11:00

Module 1



### Output/Result-Based Approach

Shifting from input/activity-based to output/result-based approach. Focusing more on outputs and deliverables needed for the achievement of the results.

11:00-11:15



### Coffee break

11:15-12:30

Module 2



### The New Simplified Cost Options

Consequences for Selection and Contracts, Payment applications, Funding Agreement and Checks

12:30-13:30



### Lunch

With themed discussion tables

## Afternoon Session

13:30-15:00

Module 3



### Indicators and milestones

Smart objectives and identification of baselines and targets - common and specific indicators - project and administrative reforms

15:00-15:15



### Coffee break

15:15-17:00

Module 4



### Indicators workshop

Mixing common and specific indicators. The question of performance management for National Plans (ECA recommendations)

### Key benefits of the day

-  Results-focused approach
-  Simplified cost methods
-  Smart indicators design
-  Selection criteria mastery

# DAY 2: PROGRAMME - JULY 3, 2025

Espace Bobillot, Paris

 Role Play & Implementation Day

## Morning Session

9:00-11:00

Module 5



### Preparation of calls

Eligibility and Selection criteria - Application package and contracts

11:00-12:30

Module 6



### Role play 1: The Applicant and the Selection Committee

Proposals - scoring of criteria - decisions

12:30-13:30



### Lunch

Networking opportunities

## Afternoon & Evening Session

13:30-15:00

Module 7



### Verification of claims and operations

The order of verification - the integration of desk-based and on-the-spot checks - checklists - errors and financial corrections

15:00-16:30

Module 8



### Role play 2: The Beneficiary and the Verification Officer

Payment application - request for changes and justifications - consultants and professional judgement

19:00-21:30

Module 9



### Dinner in Paris

Networking and social activities

### Key skills practiced

 Selection techniques

 Verification methods

 Negotiation skills

 Professional judgment

# DAY 3: PROGRAMME - JULY 4, 2025

Espace Bobillot, Paris

🚩 Final Day & Action Planning

## 🌞 Morning Session

9:00-10:30

Module 10



### The new Monitoring and Evaluation

Consequences for indicators, data collection, dashboards and real-time alert systems

10:30-10:45



Coffee break

10:45-12:30

Module 11



### The new Risk management

Related with selection and implementation of recipients - specific focus on Competition Rules (Public procurement and State aid), double funding and conflict of interest

12:30-13:30



Lunch

## 🌙 Afternoon Session

13:30-15:00

Module 12



### Integration of AI solutions

To optimise Checks and Selection, Monitoring and identification of the risks

15:00-16:30

Module 13



### Final Quiz and Action Plan

Assessment of knowledge gained and creation of personalized implementation roadmaps

### Final Day Takeaways

- 🧠 Real-time monitoring
- 🛡️ Risk mitigation tools
- 🤖 AI integration skills
- 📅 Personalized action plan

🌟 Certificate of Qualification awarded at the end of the session

# WELCOME TO OUR KEY POINTS OF PRESENTATION

Essential elements for successful project and programme management



## EU and public funds

Applying specific strategy and approaches for Public Funds (Cohesion, RRF & National Plans, regional, social, rural and urban strategies)

Cohesion Policy

RRF

National Plans



## Checks and Control

Making the right checks at the right moment using real and/or simplified costs and focusing on the sensitive issues and risks

Verification

Simplified Costs

Risk Assessment



## Indicators and milestones

Following the progress and the gaps by collecting real-time data and ensuring more illustrated and AI-based reporting

Real-time Data

Smart Objectives

AI Reporting



## Process and rules

Understanding your position in the whole process, optimising and securing your interventions based on the best practices

Best Practices

Optimisation

Compliance

*Project Management is changing, because of EU funds and National Plans. By understanding the different options and success conditions, we pave the way of a sound financial management in our daily jobs.*

# SPEAKERS AND GUESTS

Who are our speakers and guest inputs



## Franck Sottou

★ Main Speaker

### International Expert in EU and Public Funds Management

*A well-known International Expert in EU and Public Funds management integrating the latest Guidance and Good practices. Dealing with EU funds and National Plans on a daily basis, and making Seminars all over Europe, he will bring you his unique presentations and put you in concrete enhanced situations of management.*

EU Funds

National Plans

Project Management

Financial Instruments

EU Policy

Hands-on Training



## Guest Inputs

GUESTS experience will be used in this training to illustrate practical experiences and address your specific expected in particular during the role plays



Role Play Experts



Financial Specialists



Project Managers



Verification Officers

## What to expect from our testimonies



### Personalized Guidance

Addressing your specific needs and challenges



### Practical Insights

Real-world examples and best practices



### Interactive Sessions

Engaging discussions and role-playing activities

# YOUR REGISTRATION PATH ON WWW.ETCP.FR

All participants will find online full real-time access to information and documents



## Pre-registration

Online, securing your seats with no risk of cancellation fees.



## Confirmation

Individualised invitation to join and connect to the ETCP Platform.



## Full access to the Platform

24/7 access to information and documents including training material and cases



## Certificates

Certificate of qualification upon successful completion

✓ Final registration

## Registration Options

Standard Rate **€1,435**

Early Bird (15% off) **€1,219.75**

Group Rate (10% off) **€1,291.50**

 Register Now

## What's Included in Your Registration

-  Implementation guides
-  Networking conference participation
-  Interactive workshop materials
-  Breaks and lunches
-  Templates for financial structuring
-  Certificate of qualification

### Platform Features

-  24/7 access to materials
-  Downloadable resources
-  Real-time updates
-  Q&A support

Online registration at [www.etcp.fr](http://www.etcp.fr)

Special price for more than 2 participants and early-bird registration

# THE PLACE TO BE IN PARIS

Experience authentic Paris away from the tourist crowds



Conference Venue



## Espace Bobillot

Modern event space in Paris 13th district



### Address

115 Rue Bobillot, 75013 Paris, France



### Amenities

High-speed WiFi, Modern AV equipment



### Catering

Full catering services, Breaks & Lunches

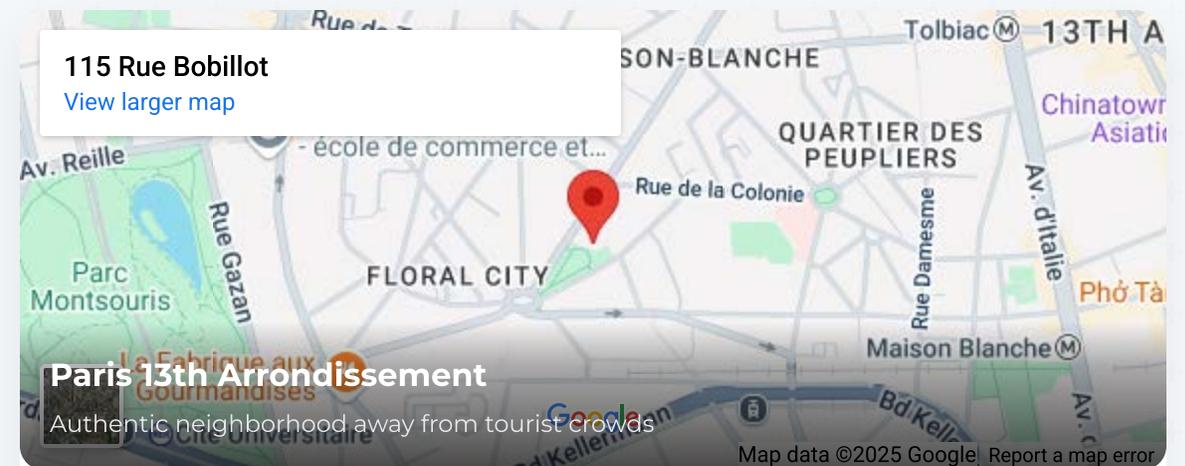


### Capacity

Optimal for workshop groups



The Venue is not located in a touristic area and all guidance and tips from locals will be provided to you to ensure a real and authentic visit in the City of Paris



## How to get there



### Metro

Line 5 & 7 - Place d'Italie (10 min walk)



### Bus

Lines 57, 67, 64 - Bobillot-Tolbiac stop



### Car

Limited parking available nearby



### Taxi/Uber

30 min from Charles de Gaulle Airport



## Local Experience



### Local Dining

Authentic French bistros & cafés recommendations provided



### Hidden Gems

Off-the-beaten-path attractions shared by locals

# WHAT PARTICIPANTS SAY



**Florianna**

Former participant to our Paris seminar

**VERY GOOD QUALITY OF COURSE MATERIALS**, USEFUL AND PRECISE INFORMATION, **FOCUSED ON IMPORTANT TOPICS FOR OUR FIELD**, PRESENTED IN AN ENGAGING WAY. I APPRECIATED PARTICULARLY YOUR **SENSE OF HUMOR** WHICH ADDED SOME SPICE TO AN OTHERWISE DRY SUBJECT MATTER.



expert-led training with real-world applications



**Secure Your Place Today**

Limited to 40 participants for optimal interaction

Register Now

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**€1,291.50**



**July 2-4, 2025**

Espace Bobillot, Paris



<https://etcp.fr/register/>

Online registration now open