



Marco Polo Support Service Package

About the I³ Group

The I³ Group represents a Brussels based consulting group in the field of strategic transport and logistics planning that delivers the full range of innovative technical, economic, legal, socio-economic together with strategic business development and marketing advisory services in support of national and international transport and logistics projects. In this respect the I³ Group and its European group partner companies located in Madrid, Athens and Genoa routinely implement strategic studies, R&D projects and technical assistance projects on behalf of national and international private and public clients. To this end I³ Group experts have e.g. implemented assignments commissioned by DG TREN, DG Research, DG Regio, DG Enterprise, the European Parliament, EMSA, EACI, Europeaid and KfW.

I³ Marco Polo Service Package

In the area of Marco Polo I³ Group clients benefit from an in depth understanding and experience with the funding conditions of the Commission's Marco Polo Programme. The I³ Group – relying on a highly experienced team of internal experts with in depth first-hand experience with the preparation of Marco Polo proposals- routinely provides interested clients with a complete support package that is designed to support the clients with the entire cycle of the Marco Polo application process. The I³ Group in this respect accompanies its clients from the pre-evaluation of the success chances of the proposal to the actual preparation and submission of the proposal. The I³ Group support however does not end once the proposal is submitted, but I³ in case of success of the proposal also accompanies its clients through the pre-contract signature negotiation process with the European Commission and – upon specific client request – I³ also assumes the management of administrative aspects and other activities (e.g. dissemination) of the successful project for its funding period. The I³ Group Marco Polo Support Service Package thus provides its clients with all components to successfully master the application and implementation of a Marco Polo project.

Summary of Marco Polo Services Package

In summary the I³ Group Marco Polo Support Service Package comprises:

- Pre-evaluation of success chances and prioritisation of Client Options.
- Preparation of complete Marco Polo Proposal (Administrative, Technical and Financial Documents) based on information provided by client.
- Support with potential negotiations with the EACI (European Agency Competitiveness and Innovation).
- The management of administrative aspects of acquired funds (upon specific client request).



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Service Scope and Price Model

- The I³ Group delivers its Marco Polo Support Service Package strictly success based. I³ Group clients do only incur costs for I³ services in case of success of the proposal. The preparation of the proposal itself is free of costs for the client. I³ assumes the risk of failure.
- The assistance is fully incentive if - following pre-screening - we are convinced of the success chances of the proposal.
- In case of success I³ receives 10% of the total grant awarded. This success fee is divided into 4% upon approval of proposal following evaluation by EACI and an additional 6% upon contract signature with EACI.
- The post contract signature management of the Marco Polo Project administrative aspects and/or other activities (e.g. dissemination) may be subject to a separate agreement with the client.

