



## HOW TO WIN AT FUNDING!

Since 1987 Euro Access has built up an enviable record in specialist fund negotiations, with £93 million in grants generated for clients. This success has been gained by developing a comprehensive overview of the client's business and project, and then converting this appraisal to fit within the overall context of the funding scheme. This holistic methodology creates an effective interface between the funding scheme and the project through which funds can be accessed. The key elements in delivering this service are as follows:

- Experienced multidisciplinary teams with extensive contacts to enable delivery of complex projects in a co-ordinated and effective manner.
- Wide sectoral experience including engineering, transport, tourism, utilities, training, infrastructure, regional development, renewables, manufacturing and food processing.
- Detailed understanding of the funding process.
- Extensive experience in preparing for and successfully passing the administrative systems e.g. EU audit process.
- Extensive involvement in project delivery, monitoring and the grant claims process etc.
- Professional experience in regional / sub-regional policy making.
- Close working relationship with secretariats and excellent reputation e.g. Euro Access wrote the *UK Guide to European Funding* (2000 to 2006) on behalf of the European Commission.
- High level of referred business and retained clients.

Euro Access will assemble a team of professionals who can deliver the following skills and experience:

- ✓ Evaluation and impact assessment
- ✓ Commercial operations
- ✓ Environmental management and technology
- ✓ Public administration & policy issues
- ✓ Human resources
- ✓ Design
- ✓ Financial management.

It is the blending of these core skills that makes such an effective contribution to multidisciplinary teams and facilitates the delivery of complex projects working with the client's own staff and other professional advisors.

This blend of individual skills, knowledge, experience and team work creates the following synergies:



✓ Dynamic and complex projects are undertaken to achieve significant and measurable results

✓ Creative, financially viable and deliverable schemes are generated

✓ Best practice is applied, and optimum solutions are achieved.

### Some examples of our work include:

**Pentlands Science Park: Biological Science Business Park**

**Total value of projects > £30M  
Total funding £10.5M**

Euro Access was appointed to develop and implement a strategic funding strategy from greenfield site to completion.

**Grosvenor: Edinburgh Technopole – The Development of a Strategic Life Sciences Site**

**Project Cost £13.5M  
ERDF funding £5.9M**

Euro Access were retained to develop a successful ERDF strategy including the claims and audit processes.

**Cambridge Advanced and Northampton Advanced Processing Centres**      **Project Cost £22.02M**  
**Total funding £8.32M**

Euro Access handled the grant negotiation process from inception to successful completion of both strategic sites.

**Torabhaig Distillery – Isle of Skye**      **Project Cost £7.5M**  
**Total funding £0.723M**

Euro Access handled the funding negotiation from inception through to successful completion for a boutique peated malt whisky distillery.



**Contact us now for more information via:**

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