



Time
Machine

INVESTMENT PROPOSAL: EUROPEAN HERITAGE FUNDING HUB

The Hub is a consulting and servicing structure to obtain funding from European programmes. The Hub will provide support to develop project proposals, consortia, and support management of EU grants.



The challenge

Provide tailored support to access a wide array of funds (Horizon Europe, Creative Europe, ERASMUS+, Single Market Programme-COSME) at an international scale. It goes beyond traditional servicing concept confined to a single programme and/or operated at national scale.



The Funding Hub core services

Customised support for organisations and companies looking to access funds for developing innovative solutions for cultural heritage, digitisation and smart tourism:

- Infodays for accessing pre-information (providing early insights about future funding opportunities)
- Brokering and partnership creation (building partnerships and networks)
- Proposal pre-screening and evaluation (quality insurance of proposal before submission)
- Proposal writing (addressing call requirements, developing content, drafting work packages, finding partners)
- Project management (administrative support for implementation of grants)



Target customers

Research and innovation actors at large, SMEs, companies, tourism agencies, public authorities, GLAM sector (Galleries, Libraries, Archives and Museums). All beneficiaries of funding schemes in the fields of cultural heritage, digitisation and smart tourism are potential customers of the services offered by the Hub.



Business model

The Hub is estimated to have a potential turnover of around 200K per year. Revenue streams are generated by differentiated fees due to membership status and scope of available services offered accordingly and are based on success of the proposal:

- Subscription fee for continuous access to services
- Brokerage fee for intermediary services
- Success fee for funded projects
- Ad hoc servicing and consultancy fees
- Fee for grant management-project coordination
- Handling fees for crowdfunding campaigns e.g. via Kickstarter
- Servicing fees to open the service for organisations/members or stakeholders in a specific state



Go-to-market strategy

Phase 1: 2022-2023: Kickstarting renewed structure: MoU/Ventures/PPP

Phase 2: 2023-2024: Launching renewed structure / starting services

Phase 3: 2024-: first revenues / more promotion

Phase 4: 2025-: Scale-up phase

CONTACT INFORMATION

The Digital Heritage Store is a joint endeavour of the Time Machine Organisation and the EU S3 Partnership for Virtual and Smart Cultural Tourism. More information:



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