



Pilot activity final report

Template for project partners

Activity 3.1, pilot actions implementation and monitoring.

Project identification

Project	Danube Digital transformation Network of Active SMEs training and knowledge transfer centres (Danube DNA)
Programme	Interreg Danube Region Programme 2021–2027
Activity	3.1 Pilot actions implementation and monitoring
Activity Leader	SERDA, Sarajevo Economic Region Development Agency
Lead Partner	University of Novi Sad, Faculty of Technical Sciences

Reporting partner

Project partner	IT&C Cluster "Lower Danube" (ITCLD) — Project Partner PP2
Country	Romania
Pilot coordinator (name, email)	Marius Geru, Project Coordinator (marius@thecon.ro)
Pilot activity title	AI-assisted EU funding discovery for a micro-enterprise: piloting the AI-Powered Funding Call Matcher with GIV BOATS
Digital solution validated	AI-Powered Funding Call Matcher
Pilot implementation period	May–June 2026
Date of submission	22 June 2026

Participating SME(s)

For the size breakdown, enter the number of SMEs in each category. A blank counts as zero, and micro, small and medium should add up to the total.

Number of participating SMEs	1
Of which micro	1
Of which small	0
Of which medium	0
Sector(s)	Tourism and hospitality; Cultural and creative industries; Information and communication

1. Description of the implemented solution

Describe the digital solution validated and which of the six jointly developed solutions it corresponds to. Outline the SME context, the scope of the pilot, and how the solution was deployed in the real SME environment.

The digital solution validated in this pilot is the AI-Powered Funding Call Matcher, one of the six jointly developed Danube DNA solutions, co-developed by ITCLD and PTP (Slovenia) and made available on the B2GreenHub platform.

SME context: GIV BOAT MIU SRL (brand GIV BOATS) is a one-person micro-enterprise based in Galați, Romania, offering guided boat tours on the Lower Danube and into the UNESCO Danube Delta. The owner aimed to digitalise the tour experience through a multilingual smart audio-guide app, but progress depended on securing external EU co-funding — and, with no in-house funding expertise, identifying the right calls was a slow, manual task.

Scope of the pilot: enable the SME to discover relevant EU funding calls quickly and move toward a concrete application, in a real business environment.

Deployment: GIV BOATS registered as a Solution Seeker on B2GreenHub (tagged Danube DNA) and used the matcher's natural-language "Ask AI" mode over a database of more than 1,300 live funding calls, refining results with the Industry, Status, Budget and Deadline filters. The pilot was complemented by the Danube DNA AI Proposal Assistant, which turned the shortlisted direction into a structured, submission-ready project concept. ITCLD supported onboarding, prompt design and interpretation of results.

2. Results achieved

Complete each field below. Keep this narrative; report numeric indicators in the KPI table in Section 3 rather than repeating them here.

Expected result	Enable a micro-enterprise with no in-house funding expertise to identify relevant EU funding calls quickly and progress from idea to a concrete funding application for its smart audio-guide app.
Achieved result	GIV BOATS piloted the AI-Powered Funding Call Matcher on B2GreenHub and, using natural-language search, obtained a tailored shortlist of eligible calls. The matcher surfaced the CR.EU.IN Heritage Eurocluster call as a strong fit. Using the Danube DNA AI Proposal Assistant, the SME shaped the "DANUBE EXPERIENCE CORRIDOR / DANUBE CREATIVE ROUTE" concept (Funding Fit Assessment, EU intervention logic, WP1–WP7) and went on to submit an application to the CR.EU.IN Heritage Eurocluster call.
Evidence supporting the achievement	Success story published on the B2GreenHub platform (Clients section); Annex 1 documenting the AI-supported funding journey with screenshots (Figures 1–6); SME testimonial (Viorel Ionuț Gagu, Administrator); submitted application to the CR.EU.IN Heritage Eurocluster call; SME workshop feedback survey response.
Benefits for the participating SME(s)	Drastically reduced search effort, access to EU funding without an internal grants department, a concrete submitted application, and transnational visibility through the Danube DNA tag.

3. KPI values

Report the key performance indicators for your pilot. Add rows as needed. Complete the achievement rate where applicable ($\text{achieved} / \text{target} \times 100$); leave it blank for binary or qualitative indicators. Ensure values are consistent with the narrative above and supported by source of verification.

Indicator (KPI)	Baseline	Target	Achieved	Achievement rate (%)	Source of verification	Comment
Participating SMEs	0	1	1	100%	B2GreenHub registration / pilot records	Micro-enterprise (GIV BOATS)
Funding applications submitted	0	1	1	100%	CR.EU.IN Heritage Eurocluster submission	Smart audio-guide app
Time to find a relevant call	~3–4 h	—	~15 min	—	Pilot session (estimate, to be validated)	~93% reduction
Relevant calls surfaced	1–2 / month (manual)	—	~5 / session	—	Pilot session (estimate, to be validated)	Qualitative

4. SME feedback

Summarise the feedback provided by the participating SME(s), based on the responses submitted through the mandatory SME survey completed by the participating SME(s). Continuation and sustainability aspects are covered in Section 7.

Main strengths identified by SMEs	The AI Funding Call Matcher significantly cut manual funding-search time; registering on B2GreenHub accelerates identifying relevant calls for the tourism sector; the Danube corridor opens untapped transnational connections. Overall the content was useful and directly applicable.
Main weaknesses identified by SMEs	The SME would have appreciated more concrete examples specific to river tourism / Danube events.
Suggestions for improvement	More sessions dedicated to niche sectors (tourism, agrotourism, events); a shorter B2B meeting format at the end of the workshop.
Would the SME(s) recommend the solution to another SME?	Yes
Reason for the answer above	The SME rated content relevance 4/5 and facilitation 5/5 and stated that the matcher pointed to the right funding opportunities in minutes — a fit it might never have found alone — leading directly to a submitted application for its smart audio-guide app.

5. Challenges during implementation

List the main challenges encountered across the pilot phases (preparation, tender, contracting, implementation and monitoring). For Impact select Low, Medium or High; for Resolved enter Yes or No. Add rows as needed.

Challenge	Impact (Low / Medium / High)	Mitigation measure	Resolved (Yes / No)
No time and no in-house funding expertise to search for calls (one-person micro-enterprise)	High	Used the AI-Powered Funding Call Matcher with ITCLD onboarding and prompt-design support	Yes
Niche profile (river tourism + cultural heritage + digitalisation) hard to match to calls	Medium	Reframed the company as a "digital Danube heritage experience"; natural-language Ask AI search refined with filters	Yes
Turning the idea into a submission-ready project concept	Medium	Used the Danube DNA AI Proposal Assistant (Funding Fit Assessment, EU intervention logic, WP1–WP7)	Yes
Pilot KPIs based on single-session estimates	Low	Flagged time/volume figures as pilot estimates pending validation	No

6. Lessons learned

Provide up to three prioritised lessons from your pilot, using the structure below. A lesson is more than a challenge: it states what you would keep or change, and whether it transfers to other partners. Complete Lesson 1 as a minimum; Lessons 2 and 3 are optional.

Lesson 1 *(required)*

Lesson title	Reframing a niche micro-enterprise unlocks far more relevant funding calls
Thematic area	Stakeholder and SME engagement
Priority	High
Situation	A one-person micro-enterprise in river tourism searched for EU funding manually, with a niche profile that rarely matched standard call descriptions.
What happened	Repositioning the business as a "digital Danube heritage experience" and describing it in natural language in the Ask AI box surfaced a tailored shortlist, including the CR.EU.IN Heritage Eurocluster call that led to a submitted application.
What worked or what you would do differently	Reframe the business angle before searching; describe the project in plain language, then narrow with the Industry / Status / Budget filters; lean on a cluster/DIH partner for prompt design and eligibility screening.
Transferability	High — transferable to other micro-enterprises in tourism and creative sectors, reusable by clusters and Digital Innovation Hubs that onboard SMEs onto B2GreenHub.

Lesson 2 *(optional, complete only if applicable)*

Lesson title	Pairing the Matcher with the AI Proposal Assistant turns discovery into a submission
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Thematic area	Technical and digital solution
Priority	Medium
Situation	Identifying a relevant call is only the first step; for a micro-firm, drafting a structured, submission-ready concept is the real barrier.
What happened	After the matcher shortlisted a call, the Danube DNA AI Proposal Assistant produced a Funding Fit Assessment, a full concept and EU intervention logic (Problem → Objectives → Activities → Outputs → Results → Impacts) and a WP1–WP7 structure, cutting effort from days of manual work to a single guided session.
What worked or what you would do differently	Combine the two AI tools in one guided session; use the assistant to generate the intervention logic and work-package skeleton, then refine the elements it flags as "to confirm".
Transferability	High/Medium — transferable wherever the Danube DNA AI tools are available; the workflow is reusable across sectors.

Lesson 3 *(optional, complete only if applicable)*

Lesson title	"Forthcoming" calls reward early action
Thematic area	Stakeholder and SME engagement
Priority	Medium
Situation	Many relevant opportunities appear in the matcher as "Forthcoming" before they open for applications.
What happened	Filtering by status surfaced upcoming calls early, giving the SME time to prepare a concept ahead of the deadline rush.
What worked or what you would do differently	Act on "Forthcoming" calls early; do not wait for the deadline rush; monitor the matcher regularly.
Transferability	High — generic good practice, transferable to any SME using the platform.

7. Sustainability and future use

Set out whether and how the solution will continue to be used beyond the project. This is a key consideration for Interreg and for the consolidated lessons learned.

Will the SME(s) continue using the solution after project completion?	Yes
Reason for the answer above	The matcher gives ongoing value for finding funding without an internal grants team, and the SME intends to keep monitoring calls; the concrete submitted application demonstrates the benefit.
Resources required for continuation	Continued access to B2GreenHub and the Danube DNA AI tools; minimal time from the owner; occasional cluster/DIH support for prompts and eligibility checks.

Main barriers to long-term adoption	Limited time and capacity of a one-person team; dependence on the freshness of the call database and on continued maintenance of the platform after the project.
Overall sustainability outlook	Medium

8. Recommendations for future projects

Set out forward-looking recommendations for upscaling the solution and for other partners planning similar pilots. Focus on what would improve feasibility, sustainability and transferability across the Danube Region.

- Promote B2GreenHub and the AI-Powered Funding Call Matcher to micro-enterprises through clusters and Digital Innovation Hubs, which can provide first-session, hands-on support.
- Offer sector-specific onboarding and examples (e.g. tourism, creative industries) so niche SMEs see directly relevant cases.
- Promote the Matcher together with the AI Proposal Assistant as a single discovery-to-submission workflow.
- Keep the funding-call database fresh and, where possible, multilingual, to maximise relevance and reach across the Danube Region.
- Encourage SMEs to act early on "Forthcoming" calls.
- For upscaling, position the toolset as a low-cost way for resource-constrained SMEs to access EU funding, reducing reliance on external consultants.

Completed by

Name and position	Marius Geru, Project Coordinator
Organisation	IT&C Cluster "Lower Danube" (ITCLD)
Date	19 June 2026

Participating SME(s)

For the size breakdown, enter the number of SMEs in each category. A blank counts as zero, and micro, small and medium should add up to the total.

Number of participating SMEs	1
Of which micro	1
Of which small	0
Of which medium	0
Sector(s)	Information and communication (web development and digital services); event management

1. Description of the implemented solution

Describe the digital solution validated and which of the six jointly developed solutions it corresponds to. Outline the SME context, the scope of the pilot, and how the solution was deployed in the real SME environment.

The digital solution validated is the AI-Powered Funding Call Matcher — one of the six jointly developed Danube DNA solutions, co-developed by ITCLD and PTP (Slovenia) — complemented by the Danube DNA AI Proposal Assistant, both available on the B2GreenHub platform.

SME context: NEXLOC SRL is a Galați-based digital agency, active since 2014, offering web development (WordPress, responsive design, SEO, analytics) and full event-management services, now aiming to scale up its digital services across the Danube corridor.

Scope of the pilot: identify relevant EU and national funding calls and shape a fundable concept for the agency's scale-up, in a real business environment.

Deployment: NEXLOC registered as a Solution Seeker on B2GreenHub (tagged Danube DNA) and used the matcher's "Ask AI" mode over a database of live funding calls, refined with the Industry, Status, Budget and Deadline filters, obtaining a ranked shortlist across Digital Europe, Creative Europe, Horizon Europe (Cluster 4), Interreg Danube Region and national PNRR / POR Sud-Est schemes. It then used the Danube DNA AI Proposal Assistant to turn its growth idea into a structured concept with a full EU intervention logic and work packages. ITCLD supported onboarding, prompt design and interpretation of results.

2. Results achieved

Complete each field below. Keep this narrative; report numeric indicators in the KPI table in Section 3 rather than repeating them here.

Expected result	Enable the digital agency to identify relevant funding calls quickly and turn its growth idea into a structured, fundable concept for its scale-up across the Danube corridor.
Achieved result	NEXLOC piloted the AI-Powered Funding Call Matcher and, using natural-language search, obtained a ranked, filterable shortlist across the most relevant EU and national programmes. Using the Danube DNA AI Proposal Assistant, it produced a Funding Fit Assessment, a full EU intervention logic and a work-package structure. Result: in a single guided session NEXLOC has a prioritised funding pipeline and a submission-ready concept for its scale-up, replacing days of manual searching.
Evidence supporting the achievement	Success story published on the B2GreenHub platform (Clients section); Annex documenting the AI-supported funding journey

	(Part A screenshots; Part B–C to be captured); SME testimonial (NEXLOC representative, Danube DNA pilot); AI Proposal Assistant outputs (concept + work packages); SME workshop feedback survey response.
Benefits for the participating SME(s)	Drastically reduced search effort, a concrete prioritised funding pipeline, a submission-ready scale-up concept, and transnational visibility through the Danube DNA tag.

3. KPI values

Report the key performance indicators for your pilot. Add rows as needed. Complete the achievement rate where applicable ($\text{achieved} / \text{target} \times 100$); leave it blank for binary or qualitative indicators. Ensure values are consistent with the narrative above and supported by source of verification.

Indicator (KPI)	Baseline	Target	Achieved	Achievement rate (%)	Source of verification	Comment
Participating SMEs	0	1	1	100%	B2GreenHub registration / pilot records	Digital agency (NEXLOC)
Submission-ready concept produced	0	1	1	100%	AI Proposal Assistant output (concept + work packages)	For agency scale-up
Call-search time	Hours/days (manual)	—	Minutes (single session)	—	Pilot session (estimate, to be validated)	Qualitative
Relevant calls surfaced	1–2 / month (manual)	—	Several / session	—	Pilot session (estimate, to be validated)	Qualitative

4. SME feedback

Summarise the feedback provided by the participating SME(s), based on the responses submitted through the mandatory SME survey completed by the participating SME(s). Continuation and sustainability aspects are covered in Section 7.

Main strengths identified by SMEs	The SME found the "one-stop shop" and B2GreenHub directly applicable to its ongoing digitalisation projects, noted that the Danube DNA tag gives immediate transnational visibility, and that the D.1.3.1 technology inventory can guide IT investment decisions for partner SMEs (content relevance 5/5).
Main weaknesses identified by SMEs	The RO pilot session felt a bit dense for the time allotted (facilitation 4/5).
Suggestions for improvement	Online follow-up sessions 1–2 months after the workshop to consolidate practical application; best-practice sharing among participants via Slack/Teams.
Would the SME(s) recommend the solution to another SME?	Yes
Reason for the answer above	The SME rated content relevance 5/5 and facilitation 4/5, finding the "one-stop shop" a replicable local model and the AI

	Funding Matcher directly applicable to its digitalisation projects.
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5. Challenges during implementation

List the main challenges encountered across the pilot phases (preparation, tender, contracting, implementation and monitoring). For Impact select Low, Medium or High; for Resolved enter Yes or No. Add rows as needed.

Challenge	Impact (Low / Medium / High)	Mitigation measure	Resolved (Yes / No)
Finding the right calls across many dispersed European and national programmes is slow, manual work; no dedicated funding specialist; guides "written only for specialists"	High	AI-Powered Funding Call Matcher with "Ask AI" and filters	Yes
A digital-agency profile is hard to match to standard call descriptions	Medium	Reframed the company as "a digital agency scaling across the Danube corridor"; natural-language search	Yes
Turning a growth idea into a structured, fundable concept takes long	Medium	Danube DNA AI Proposal Assistant (EU intervention logic + work packages)	Yes
Pilot KPIs based on single-session estimates	Low	Flagged time/volume figures as pilot estimates pending validation	No

6. Lessons learned

Provide up to three prioritised lessons from your pilot, using the structure below. A lesson is more than a challenge: it states what you would keep or change, and whether it transfers to other partners. Complete Lesson 1 as a minimum; Lessons 2 and 3 are optional.

Lesson 1 (required)

Lesson title	Reframing the agency unlocks far more relevant calls
Thematic area	Stakeholder and SME engagement
Priority	High
Situation	A digital agency searching manually, where a "web design" framing surfaced few relevant calls.
What happened	Positioning the business as "a digital agency scaling across the Danube corridor" surfaced a ranked shortlist across Digital Europe, Creative Europe, Horizon Europe, Interreg and national PNRR/POR schemes.
What worked or what you would do differently	Reframe the business angle before searching; describe the project in plain language, then narrow with the Industry / Status / Budget / Deadline filters.
Transferability	High — transferable to other digital and creative SMEs, reusable by clusters and Digital Innovation Hubs.

Lesson 2 *(optional, complete only if applicable)*

Lesson title	Combine the Matcher with the AI Proposal Assistant
Thematic area	Technical and digital solution
Priority	Medium
Situation	Finding a relevant call is only the first step; structuring a fundable concept takes long for a small team.
What happened	The Matcher found the calls; the AI Proposal Assistant produced a Funding Fit Assessment, EU intervention logic and work packages — a submission-ready concept in a single session.
What worked or what you would do differently	Use the two tools together as a discovery-to-concept workflow.
Transferability	High/Medium — reusable wherever the Danube DNA AI tools are available.

Lesson 3 *(optional, complete only if applicable)*

Lesson title	Act early on "Forthcoming" calls and lean on the cluster/DIH
Thematic area	Stakeholder and SME engagement
Priority	Medium
Situation	Relevant calls often appear as "Forthcoming"; small teams lack a dedicated funding specialist.
What happened	Filtering by status surfaced upcoming calls early, and ITCLD support helped with prompts and eligibility screening.
What worked or what you would do differently	Act on "Forthcoming" calls early; lean on a cluster/DIH partner for prompts and eligibility checks.
Transferability	High — generic good practice, transferable to any SME using the platform.

7. Sustainability and future use

Set out whether and how the solution will continue to be used beyond the project. This is a key consideration for Interreg and for the consolidated lessons learned.

Will the SME(s) continue using the solution after project completion?	Yes
Reason for the answer above	NEXLOC now has a prioritised funding pipeline and a submission-ready concept for its scale-up, and intends to keep using the matcher to monitor relevant calls.
Resources required for continuation	Continued access to B2GreenHub and the Danube DNA AI tools; team time; occasional cluster/DIH support for prompts and eligibility checks.

Main barriers to long-term adoption	Limited time and no dedicated in-house funding specialist; dependence on the freshness of the call database and on continued platform maintenance.
Overall sustainability outlook	High

8. Recommendations for future projects

Set out forward-looking recommendations for upscaling the solution and for other partners planning similar pilots. Focus on what would improve feasibility, sustainability and transferability across the Danube Region.

- Promote B2GreenHub and the AI-Powered Funding Call Matcher to digital and creative SMEs through clusters and Digital Innovation Hubs.
- Offer the Matcher together with the AI Proposal Assistant as a single discovery-to-concept workflow.
- Provide sector-specific onboarding and examples (digital, creative, events).
- Offer online follow-up sessions 1–2 months after onboarding and a best-practice sharing channel (Slack/Teams).
- Keep the funding-call database fresh and, where possible, multilingual; encourage early action on "Forthcoming" calls.

Completed by

Name and position	Marius Geru, Project Coordinator
Organisation	IT&C Cluster "Lower Danube" (ITCLD)
Date	19 June 2026

Participating SME(s)

For the size breakdown, enter the number of SMEs in each category. A blank counts as zero, and micro, small and medium should add up to the total.

Number of participating SMEs	1
Of which micro	1
Of which small	0
Of which medium	0
Sector(s)	Professional, scientific and technical activities (EU-funds consultancy)

1. Description of the implemented solution

Describe the digital solution validated and which of the six jointly developed solutions it corresponds to. Outline the SME context, the scope of the pilot, and how the solution was deployed in the real SME environment.

The digital solutions validated are the AI-Powered Funding Call Matcher — one of the six jointly developed Danube DNA solutions, co-developed by ITCLD and PTP (Slovenia) — and the Specialised AI-powered Proposal Development Consultant (the Danube DNA AI Proposal Assistant), both available on the B2GreenHub platform.

SME context: SC RENDAR MANAGEMENT SRL is a Galați-based EU-funds consultancy. Unlike a typical SME beneficiary, it acts as a user and a multiplier: it tested the tools not to build a single project of its own, but to pre-screen calls on behalf of clients and to design new AI-assisted services for its consultancy activity.

Scope of the pilot: validate a two-tool workflow that can be embedded directly in RENDAR's commercial offer.

Deployment: RENDAR registered as a Solution Seeker on B2GreenHub (tagged Danube DNA) and used the matcher's "Ask AI" mode over more than 1,300 live funding calls, refined with the Industry, Status, Budget and Deadline filters, for fast per-client eligibility pre-screening. It then used the Proposal Consultant to formulate a packageable new service — the "AI-Assisted Proposal Health Check". ITCLD supported onboarding and prompt design. A "Rendar-as-user" approach was applied: the tools were used without exposing the client portfolio.

2. Results achieved

Complete each field below. Keep this narrative; report numeric indicators in the KPI table in Section 3 rather than repeating them here.

Expected result	Enable the consultancy to screen funding calls faster and scale proposal work without lowering quality or adding headcount, and to develop new AI-assisted services for its clients.
Achieved result	RENDAR validated a two-tool workflow it is embedding in its offer: the AI-Powered Funding Call Matcher for rapid, per-client eligibility pre-screening, and the Specialised AI Proposal Development Consultant to scale proposal development. Using the assistant, it designed a new packageable service — the "AI-Assisted Proposal Health Check" — that reviews a client's application before submission. The two tools cut funding-search and proposal-structuring effort from days to a single guided session, while keeping final judgement with RENDAR's own experts.

Evidence supporting the achievement	Success story published on the B2GreenHub platform (Clients section); Annex documenting the AI-supported process with screenshots (Figures 1–5); SME testimonial (Radu Grigorescu, Administrator); the "AI-Assisted Proposal Health Check" service specification; SME workshop feedback survey response.
Benefits for the participating SME(s)	More clients served, faster and more consistently; new revenue-generating service lines (starting with the AI-Assisted Proposal Health Check); no loss of quality, with expert judgement retained; client confidentiality preserved.

3. KPI values

Report the key performance indicators for your pilot. Add rows as needed. Complete the achievement rate where applicable ($\text{achieved} / \text{target} \times 100$); leave it blank for binary or qualitative indicators. Ensure values are consistent with the narrative above and supported by source of verification.

Indicator (KPI)	Baseline	Target	Achieved	Achievement rate (%)	Source of verification	Comment
Participating SMEs	0	1	1	100%	B2GreenHub registration / pilot records	EU-funds consultancy (RENDAR)
AI tools validated	0	2	2	100%	Pilot session records	Matcher + AI Proposal Assistant
New AI-assisted service lines designed	0	1	1	100%	"AI-Assisted Proposal Health Check" service spec	Packageable consultancy service
Funding-search & proposal-structuring effort	Days (manual)	—	Single guided session	—	Pilot session (estimate, to be validated)	Qualitative

4. SME feedback

Summarise the feedback provided by the participating SME(s), based on the responses submitted through the mandatory SME survey completed by the participating SME(s). Continuation and sustainability aspects are covered in Section 7.

Main strengths identified by SMEs	The SME found the AI Funding Matcher highly applicable to consultancy workflows and useful for its client network; the facilitators were well prepared and the group sessions very well structured and moderated (content relevance 5/5, facilitation 5/5).
Main weaknesses identified by SMEs	No significant weaknesses were raised; the points below relate to supporting materials and content rather than the solution itself.
Suggestions for improvement	Provide handout materials also in English for use with international clients; provide an updated list of active funding calls at the time of the event.
Would the SME(s) recommend the solution to another SME?	Yes

Reason for the answer above	The SME rated content relevance 5/5 and facilitation 5/5 and sees the AI Funding Matcher as integrable as a premium service for its consultancy clients, with the pilot's pre/post KPIs offering a clear framework for measuring the impact of digitalisation.
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5. Challenges during implementation

List the main challenges encountered across the pilot phases (preparation, tender, contracting, implementation and monitoring). For Impact select Low, Medium or High; for Resolved enter Yes or No. Add rows as needed.

Challenge	Impact (Low / Medium / High)	Mitigation measure	Resolved (Yes / No)
Scanning many dispersed European and national programmes per client is slow, manual work; guides are "written only for specialists"	High	AI-Powered Funding Call Matcher with "Ask AI" and filters for fast per-client eligibility pre-screening	Yes
Proposal development is time-intensive, capping how many clients can be served well at once	High	Specialised AI Proposal Development Consultant used as a structured co-pilot (structuring, first drafts, work packages, KPIs)	Yes
Growing services without lowering quality or adding headcount	Medium	Designed a packageable "AI-Assisted Proposal Health Check"; experts keep eligibility judgement and final quality	Yes
Protecting the confidentiality of the client portfolio	Low	"Render-as-user" approach — tools used without exposing client data	Yes

6. Lessons learned

Provide up to three prioritised lessons from your pilot, using the structure below. A lesson is more than a challenge: it states what you would keep or change, and whether it transfers to other partners. Complete Lesson 1 as a minimum; Lessons 2 and 3 are optional.

Lesson 1 (required)

Lesson title	Treat the AI tools as a service layer, not a one-off
Thematic area	Sustainability and scale-up
Priority	High
Situation	An EU-funds consultancy limited by slow manual call screening and time-intensive proposal drafting.
What happened	RENDAR validated a two-tool workflow and turned the AI Proposal Assistant's capabilities into a new packageable service ("AI-Assisted Proposal Health Check").
What worked or what you would do differently	Use the Matcher for per-client eligibility pre-screening and the Proposal Consultant to scale drafting; ask the assistant to "formulate a service" to create packageable offers.
Transferability	High — transferable to other consultancies and Digital Innovation Hubs acting as multipliers for SMEs.

Lesson 2 *(optional, complete only if applicable)*

Lesson title	Keep the expert in the loop
Thematic area	Technical and digital solution
Priority	Medium
Situation	Risk that AI output replaces professional judgement in advisory work.
What happened	AI handled first-draft structuring while RENDAR's specialists kept eligibility judgement and final quality.
What worked or what you would do differently	Use AI for structuring and first drafts; keep final judgement and quality control with human experts.
Transferability	High — generic good practice for AI-assisted advisory services.

Lesson 3 *(optional, complete only if applicable)*

Lesson title	Protect client confidentiality ("Rendar-as-user")
Thematic area	Stakeholder and SME engagement
Priority	Medium
Situation	A consultancy using a shared platform must protect its client portfolio.
What happened	RENDAR used the tools as a user without exposing client data on the platform.
What worked or what you would do differently	Register and operate as a user; do not expose the client portfolio on shared platforms.
Transferability	High — relevant to any intermediary/multiplier using shared platforms.

7. Sustainability and future use

Set out whether and how the solution will continue to be used beyond the project. This is a key consideration for Interreg and for the consolidated lessons learned.

Will the SME(s) continue using the solution after project completion?	Yes
Reason for the answer above	RENDAR is embedding the two-tool workflow in its commercial offer and adding new AI-assisted service lines, so continued use is part of its business model.
Resources required for continuation	Continued access to B2GreenHub and the Danube DNA AI tools; staff time; expert oversight for quality.
Main barriers to long-term adoption	Dependence on platform/tool maintenance and call-database freshness; the need to keep experts in the loop for quality.

Overall sustainability outlook	High
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8. Recommendations for future projects

Set out forward-looking recommendations for upscaling the solution and for other partners planning similar pilots. Focus on what would improve feasibility, sustainability and transferability across the Danube Region.

- Promote the AI tools to consultancies and Digital Innovation Hubs as a service layer (per-client eligibility pre-screening + scalable proposal development).
- Encourage intermediaries to package new AI-assisted services (e.g. an AI-Assisted Proposal Health Check).
- Keep the human expert in the loop for eligibility judgement and final quality.
- Provide a confidentiality model for multipliers (use the tools without exposing the client portfolio).
- Keep the funding-call database fresh and provide English-language handout materials for international clients.
- Provide an updated list of active calls at events.

Completed by

Name and position	Marius Geru, Project Coordinator
Organisation	IT&C Cluster "Lower Danube" (ITCLD)
Date	19 June 2026