DAY ONE
Session 2

Partnering for Success

Strategies for Building Effective Consortia & Networks

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Characteristics of a winning Consortium

Complementarity	Each Partner should have a unique role, avoid redundancy
Strong leadership	Coordinator who has the necessary skills and experience to manage the project effectively
Balance	Geographical spread of the partners and balance between profit and non-profit partners
Shared Vision	All members of the consortium have a shared vision and agree on the overall goals of the project,
Trust	High level of trust among the members of the consortium, which helps to foster a positive and productive working relationship

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Tips when composing your consortium

Topic description – Functions - Partners

Functions planning: Clear set of requirements for the partner search. You should a clear view of the kind of partners that you need for the project and their respective roles in the project.

Don’t bring your friends

Discrepancy between the list of consortium partners and the project’s needs Consortium will be incapable of fulfilling all requirements for the project’s success

Build on existing partnerships, but do not rely on them

Although **previous collaborations can be used to showcase** the strength of your consortium and mitigate risks associated with the project, **think about branching out to new partners**

Think on a team responsible for the exploitation of the innovative solution

Presence and **completeness of a team** that will be responsible for the **full exploitation of the innovative solution after the end of the project**

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Steps to build your consortium

STEP 1

Establish a core consortium with high excellence

Bring on board the Key Opinion Leaders within the specific field or topic and establish a core consortium

STEP 2

Develop your innovative idea

Together with this core consortium draft the scope, main objectives and rough outline of the project

STEP 3

Bring in the rest of the partners

Start building the rest of the consortium from this core

Use your network , or those of the core consortium members .

Use Partnering tools/Networks

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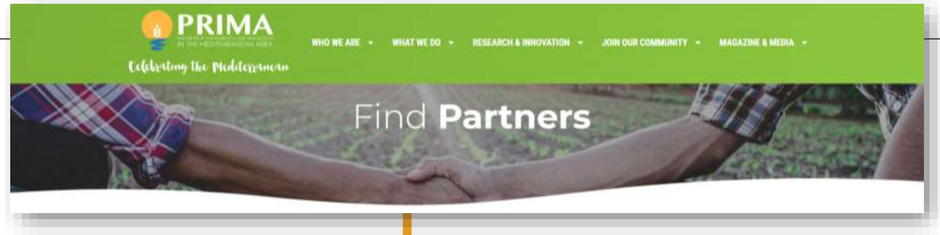
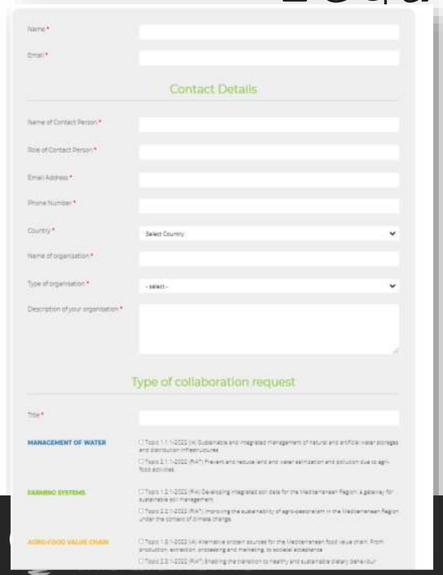
PRIMA Partnering tool

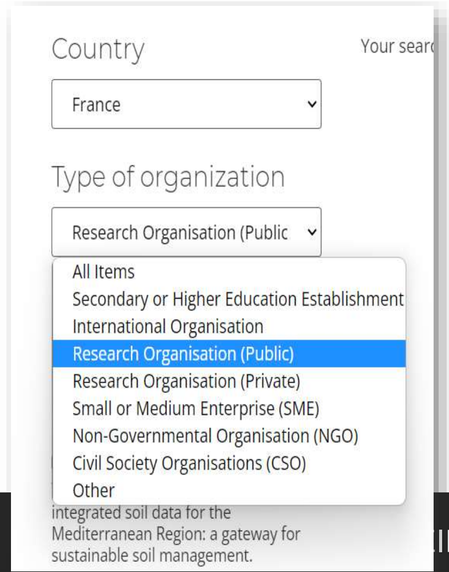


Post a partnership request request

Use the search engine to view requests posted by others



https://prima-med.org/find-partners/



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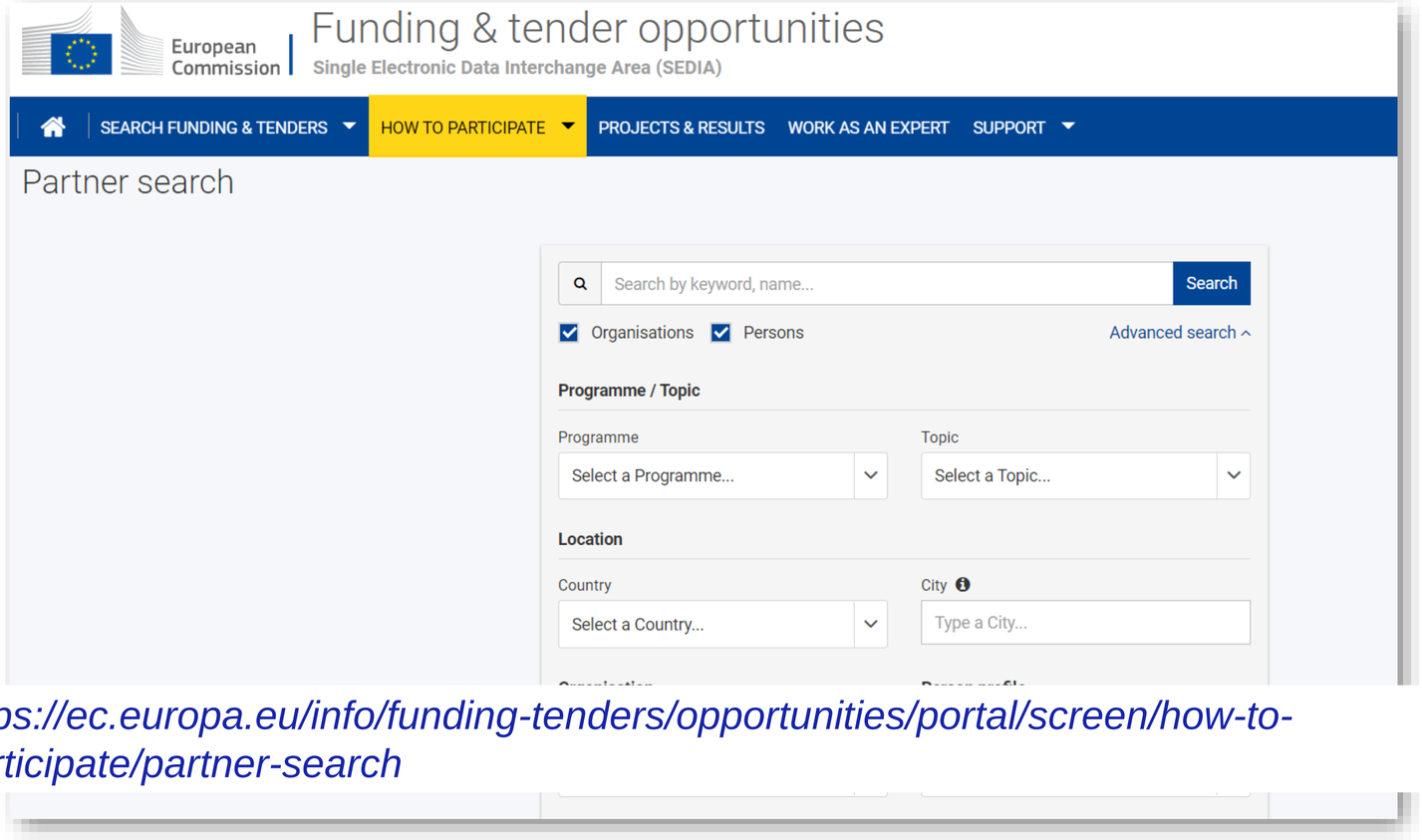
Funding & Tenders Portal

European Commission | Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)



https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/partner-search

- ✓ Free platform for participants and experts in funding programs and tenders managed by the European Commission
- ✓ You can use it to find partners for your proposal ideas among the participants in past EU projects
- ✓ You can filter by
  - ✓ Keyword
  - ✓ Organization type
  - ✓ Country

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CORDIS (The Community Research & Development Information Service)

CORDIS is the European Commission's primary source of results from the projects funded by the EU's framework programmes for research and innovation (FP1 to Horizon Europe).

- ✓ project factsheets,
- ✓ participants, reports,
- ✓ deliverables
- ✓ links to open-access publications.

https://cordis.europa.eu/

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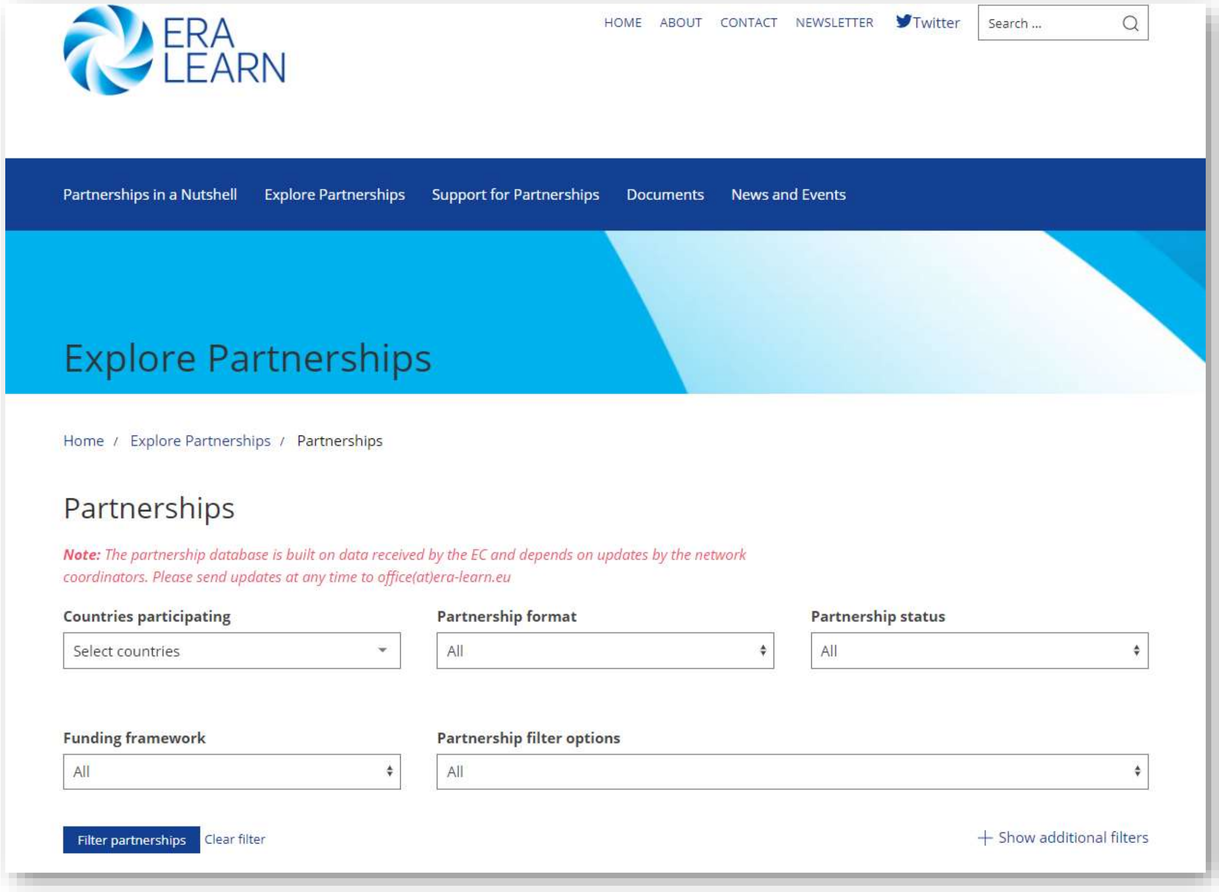
ERA LEARN



- ERA-LEARN: EU-funded project that provides a variety of tools and services.
- One of the services offered by ERA-LEARN is a "Partnering Tool," which is designed to help researchers and innovation practitioners find potential partners for their projects.
- The Partnering Tool is available for free to registered users. Users can create a profile, search for potential partners, and send and receive partnership requests https://www.era-learn.eu/

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The Enterprise Europe Network

een.ec.europa.eu/partners

https://een.ec.europa.eu/

- Enterprise Europe Network is a European Commission funded network, which operates in more than 60 countries .

- It is a unique service that helps small and medium -sized enterprises (SMEs) to make the most of business opportunities in the EU and beyon

EEN Partnering

- The Network also has a partnering tool called the "EEN Partnering " which is designed to help companies, research organizations, and other entities find partners for research and innovation projects.
- The EEN Partnering tool is available to registered users and provides a database of potential partners that can be searched by sector, country, and keywords.
- Users can create a profile, post and search for collaboration opportunities, and receive suggestions for potential partners .

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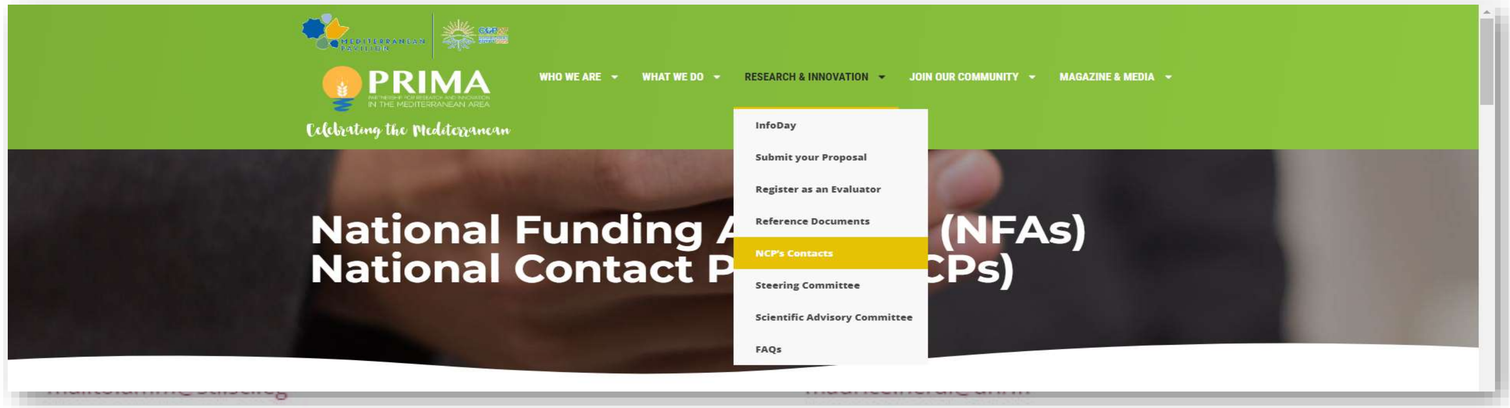
PRIMA-NCPs



https://prima-med.org/ncps-contacts/

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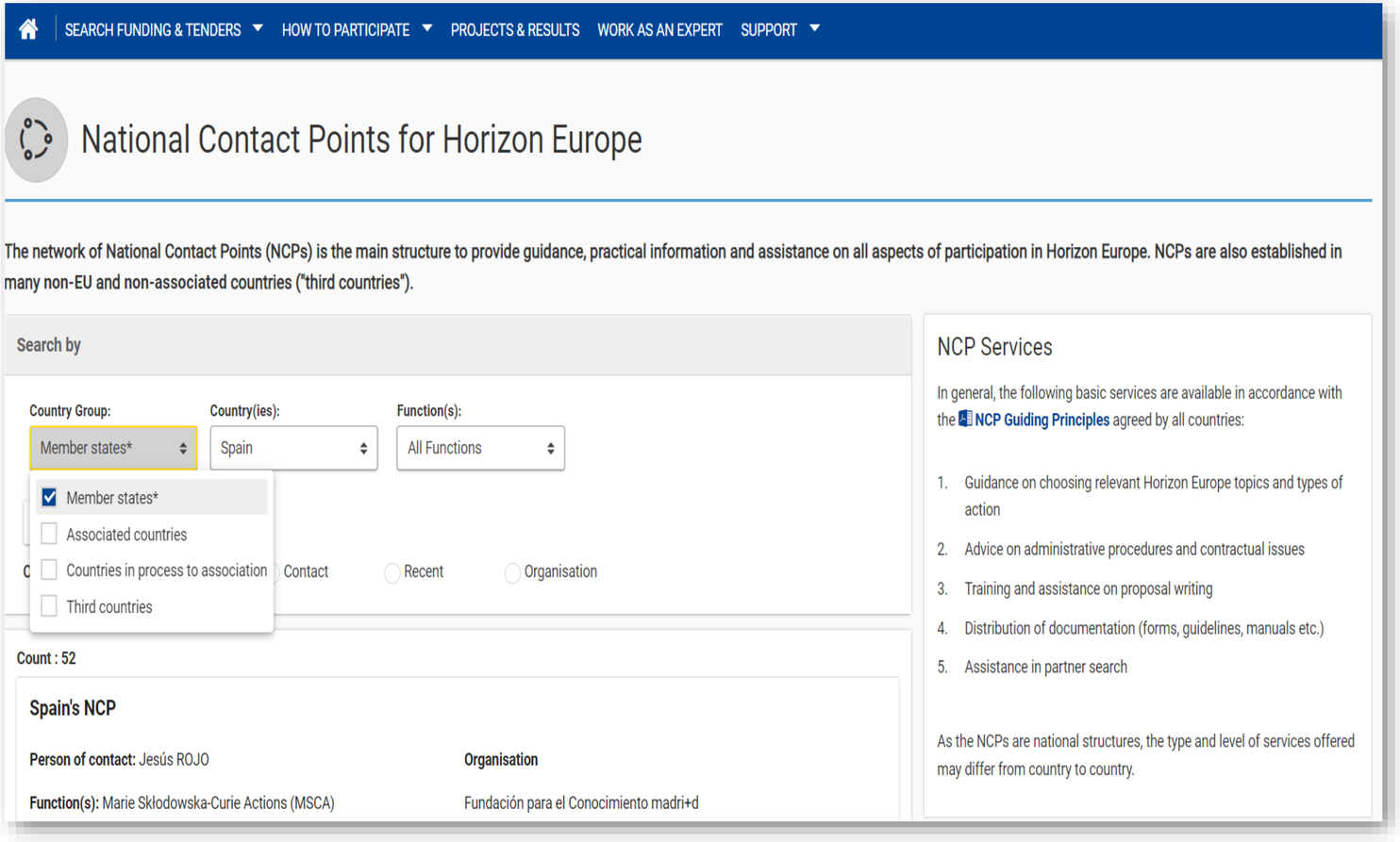
Horizon Europe - NCPs



https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/ncp

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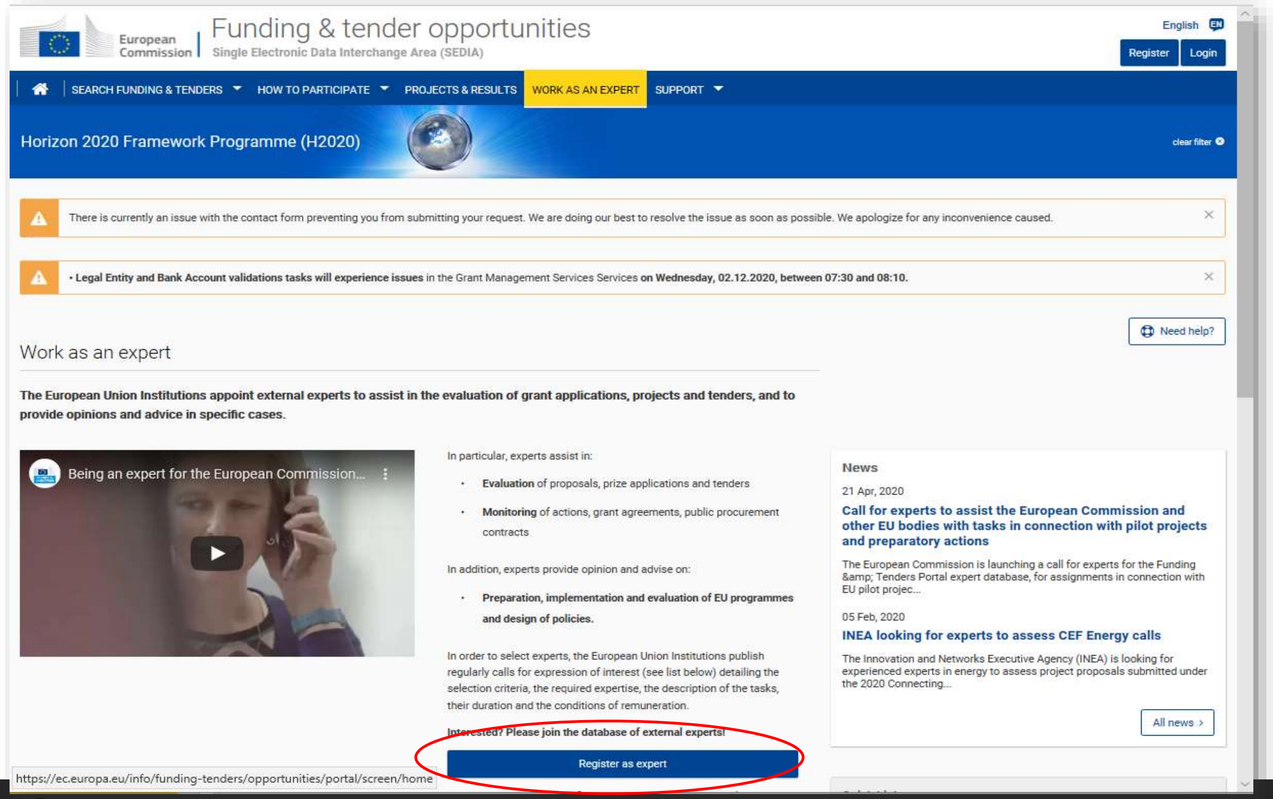
… one final point

The best way to learn is by doing

You can register in the EU experts database at any time.
Click here to register!



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END OF THE TRAINING

THANK YOU FOR YOUR ATTENTION

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