



DAY ONE
Session 2

Partnering for Success

Strategies for Building Effective Consortia & Networks

PREPARED BY:

DR. MOHAMED WAGEIH, PRIMA



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



Tips when composing your consortium



Topic description - Functions - Partners

Functions planning: Clear set of requirements for the partner search. You should have 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**



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

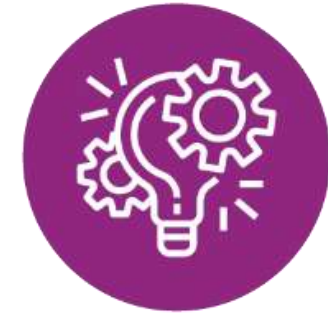
3



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

PRIMA Partnering tool



PRIMA Partnering tool



Post a partnership request

Use the search engine to view requests posted by others

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

The form is titled 'Contact Details' and includes fields for Name, Email, Name of Contact Person, Role of Contact Person, Email Address, Phone Number, Country (with a 'Select Country' dropdown), Name of organisation, Type of organisation (with a '- select -' dropdown), and Description of your organisation. Below this is a section for 'Type of collaboration request' with a 'Title' field. At the bottom, there are three categories: 'MANAGEMENT OF WATER', 'FARMING SYSTEMS', and 'AGRI-FOOD VALUE CHAIN', each with a list of specific topics.

The search engine interface shows a 'Country' dropdown menu with 'France' selected. Below it is a 'Type of organization' dropdown menu with 'Research Organisation (Public)' selected. A list of search results is displayed, including 'All Items', 'Secondary or Higher Education Establishment', 'International Organisation', 'Research Organisation (Public)' (highlighted in blue), 'Research Organisation (Private)', 'Small or Medium Enterprise (SME)', 'Non-Governmental Organisation (NGO)', 'Civil Society Organisations (CSO)', and 'Other'. At the bottom, there is a snippet of text: 'integrated soil data for the Mediterranean Region: a gateway for sustainable soil management.'



Funding & Tenders Portal



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

The screenshot displays the 'Partner search' section of the portal. At the top, there is a navigation bar with the European Commission logo and the text 'Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)'. Below this is a menu with options: 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE' (highlighted in yellow), 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. The main content area is titled 'Partner search' and contains a search form. The form includes a search bar with the placeholder 'Search by keyword, name...' and a 'Search' button. Below the search bar are two checked checkboxes for 'Organisations' and 'Persons', with an 'Advanced search ^' link. The form is divided into sections: 'Programme / Topic' with dropdowns for 'Programme' and 'Topic'; 'Location' with dropdowns for 'Country' and 'City' (with an information icon).

<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



CORDIS (The Community Research & Development Information Service)



Acerca de CORDIS | Contacto | Búsqueda avanzada | Aviso jurídico | Español (es)

 **CORDIS**
Servicio de Información Comunitario sobre Investigación y Desarrollo

Comisión Europea > CORDIS > Mi cuenta > Iniciar sesión

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Mi cuenta

- Iniciar sesión
- ▶ Crear cuenta
- ▶ Restablecer contraseña
- ▶ Ayuda

Iniciar sesión

Dirección de correo electrónico *

Contraseña *

[¿Aún no se ha registrado como usuario?](#)

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/>



ERA LEARN



The screenshot shows the ERA LEARN website interface. At the top, there is a navigation bar with links for HOME, ABOUT, CONTACT, NEWSLETTER, and a Twitter icon. A search bar is also present. Below the navigation bar, there is a dark blue header with the text 'Partnerships in a Nutshell', 'Explore Partnerships', 'Support for Partnerships', 'Documents', and 'News and Events'. The main content area has a blue background with the text 'Explore Partnerships'. Below this, there is a breadcrumb trail: 'Home / Explore Partnerships / Partnerships'. The main heading is 'Partnerships'. A note states: 'Note: The partnership database is built on data received by the EC and depends on updates by the network coordinators. Please send updates at any time to office(at)era-learn.eu'. There are five filter dropdown menus: 'Countries participating' (Select countries), 'Partnership format' (All), 'Partnership status' (All), 'Funding framework' (All), and 'Partnership filter options' (All). At the bottom, there are buttons for 'Filter partnerships', 'Clear filter', and '+ Show additional filters'.

- 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/>



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 beyor

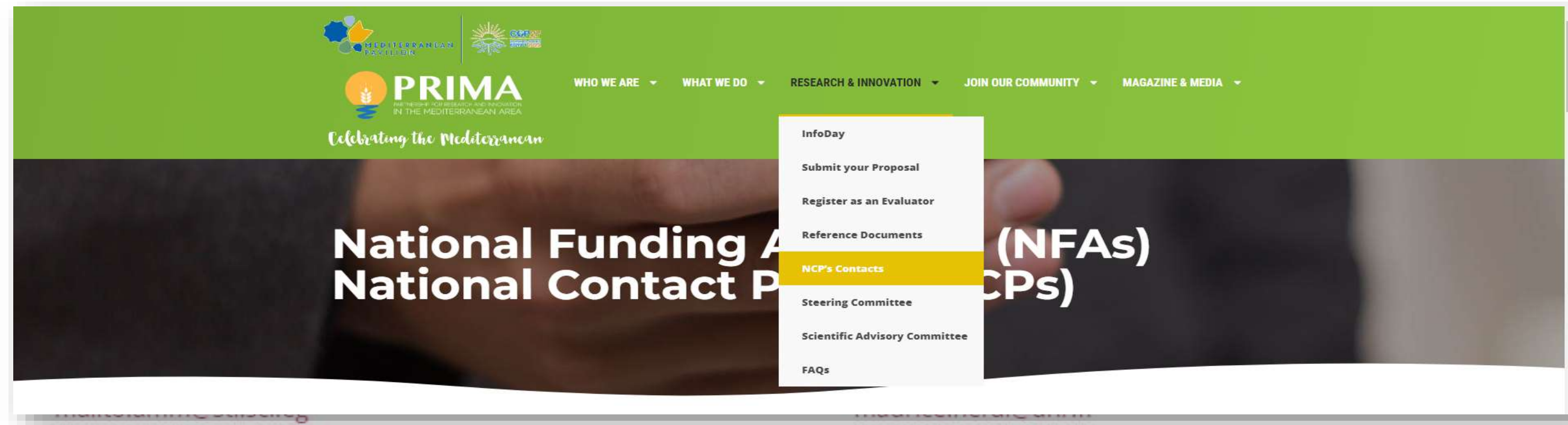


EEN Partnering

- 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 .



PRIMA-NCPs



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

GERMANY

Project Management Agency c/o German Aerospace Center (DLR PT)

Stephan Epe

Tanja Gillmann

prima@dlr.de

+49 228 3821 -2396

Project Management Agency Karlsruhe (PTKA)

Dr. Anne Petzold

anne.petzold@kit.edu

+49 721 608-25119

+202 27920126

Samar Awad

samar.awad23@yahoo.com

+202 27920126

Science and Technological Development Fund (STDF)

Zeinab El-Sadr

zelsadr@gmail.com

+202 27927368/69

+33 1 78 09 80 33

Nuria Ruiz Camacho

Nuria.Ruiz@agencerecherche.fr

+33 1 73 54 81 55



Horizon Europe - NCPs

SEARCH FUNDING & TENDERS ▾ HOW TO PARTICIPATE ▾ PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT ▾

National Contact Points for Horizon Europe

The network of National Contact Points (NCPs) is the main structure to provide guidance, practical information and assistance on all aspects of participation in Horizon Europe. NCPs are also established in many non-EU and non-associated countries ("third countries").

Search by

Country Group: Member states* Country(ies): Spain Function(s): All Functions

Member states*
 Associated countries
 Countries in process to association
 Third countries

Contact Recent Organisation

Count : 52

Spain's NCP

Person of contact: Jesús ROJO Organisation

Function(s): Marie Skłodowska-Curie Actions (MSCA) Fundación para el Conocimiento madri+d

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

NCP Services

In general, the following basic services are available in accordance with the [NCP Guiding Principles](#) agreed by all countries:

1. Guidance on choosing relevant Horizon Europe topics and types of action
2. Advice on administrative procedures and contractual issues
3. Training and assistance on proposal writing
4. Distribution of documentation (forms, guidelines, manuals etc.)
5. Assistance in partner search

As the NCPs are national structures, the type and level of services offered may differ from country to country.



... 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!

You can register in the PRIMA experts database at any time.
Click [here](#) to register!

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

English EN | Register | Login

SEARCH FUNDING & TENDERS | HOW TO PARTICIPATE | PROJECTS & RESULTS | WORK AS AN EXPERT | SUPPORT

Horizon 2020 Framework Programme (H2020) | clear filter

There is currently an issue with the contact form preventing you from submitting your request. We are doing our best to resolve the issue as soon as possible. We apologize for any inconvenience caused.

Legal Entity and Bank Account validations tasks will experience issues in the Grant Management Services Services on Wednesday, 02.12.2020, between 07:30 and 08:10.

Need help?

Work as an expert

The European Union Institutions appoint external experts to assist in the evaluation of grant applications, projects and tenders, and to provide opinions and advice in specific cases.

Being an expert for the European Commission...

In particular, experts assist in:

- Evaluation of proposals, prize applications and tenders
- Monitoring of actions, grant agreements, public procurement contracts

In addition, experts provide opinion and advise on:

- Preparation, implementation and evaluation of EU programmes and design of policies.

In order to select experts, the European Union Institutions publish regularly calls for expression of interest (see list below) detailing the selection criteria, the required expertise, the description of the tasks, their duration and the conditions of remuneration.

Interested? Please join the database of external experts!

Register as expert

News

21 Apr, 2020

Call for experts to assist the European Commission and other EU bodies with tasks in connection with pilot projects and preparatory actions

The European Commission is launching a call for experts for the Funding & Tenders Portal expert database, for assignments in connection with EU pilot projec...

05 Feb, 2020

INEA looking for experts to assess CEF Energy calls

The Innovation and Networks Executive Agency (INEA) is looking for experienced experts in energy to assess project proposals submitted under the 2020 Connecting...

All news >

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home>

PRIMA | WHO WE ARE | WHAT WE DO | RESEARCH & INNOVATION | JOIN OUR COMMUNITY | MAGAZINE & MEDIA

Register as an **Evaluator**

PRIMA appoints independent external experts to assist with assignments that include the evaluation of proposals and other tasks related to programme and project implementation. Experts conduct such assignments in their personal capacity, not as representatives of any organisation.

END OF THE TRAINING

THANK YOU FOR YOUR ATTENTION

Dr. Mohamed Wageih

Project and Policy Officer

PRIMA – The Partnership for Research and Innovation in the Mediterranean Area

mohamed.wageih@prima_med.org