How to build a consortium

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Overview

1. Horizon 2020 project consortium: basic knowledge and terminology
2. How to build your network
3. How to get help: NCP network
4. Enterprise Europe Network
1. Horizon 2020 project consortium: basic knowledge and terminology
Type of participation within a consortium

- Coordinator
- Participants
- Third-parties

Horizon 2020 distinguishes 4 basic types of third-party support:

1. The purchase of goods and services
2. Subcontracts
3. Work done by “linked third parties”
4. Other third-party contributions
Horizon 2020 project consortium: what to look for (1)

Keep in mind that a right partner

- Could be from Academia, Industry, SMEs, NGOs, etc.
- Should be committed
- Should have skills in a particular field
- Should ideally (not obligatory) have previous experience in EU projects/international cooperation projects
Horizon 2020 project consortium: what to look for (2)

Think about partners within your consortium

- WELL BALANCED: geographical spread, expertise and type of organisation (Academia, Research centers, Industry, SMEs, ...)
- RELIABLE

Potential success

A fully integrated and balanced team

- Critical mass
- Complementary, clear roles & functions
- No overlaps, no duplications
- .....
Horizon 2020 project consortium: what to look for (3)

Potential success

A fully integrated and balanced team

- Experienced in EU-RTD projects (not obligatory)
- Knowledge of the reputation of core partners
- Involvement of SMEs, if relevant in the call
- Involvement of consumer organisation, European association etc. (according to the topic)
- Different interests in the project complementing each other
Horizon 2020 project Consortium: what to look for (4)

Identify the right partner for a specific topic

Read carefully topic description, conditions and documents
2. How to build your network
Learn from successful projects

• Build the most of what you have: **use your own existing networks**.
• Best starting point: look at **collaborations/links** you have at international, European level
• **Participant Portal Partner Search**: 
  
• Find which institutions and/or consortia have **won projects already** in Horizon 2020 and/or FP7?
• Read **scientific publications** in your field and take note of who is working on it
• Look for ongoing and past projects in **CORDIS**: [https://cordis.europa.eu/](https://cordis.europa.eu/)
## Existing contacts vs new contacts – Pros and Cons

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<th>Type of contact</th>
<th>Pros</th>
<th>Cons</th>
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| Existing contact  | • Most effective  
                   • Most reliable and predictable (worked together previously)  | • Often not suitable for a planned project (especially when looking for complementary skills) |
| New contact       | • Easier to find suitable partners for a planned project  
                   • Several forms of assistance | • More risky |
Be in the (international) right place

Attend

• Networking events
• Brokerage events
• Information days

Organised by

• EU relevant actors (European Commission, EEN, NCPs, ...)

APRE
Agenda per la Promozione della Ricerca Europea
Be pragmatic!

- **Speak** to colleagues at conferences and events
- **Invite** them to join your project
- **Ask** to join their projects
- **Don’t disappear** after the event finishes

Be prepared!

- **Don’t** show up to networking events **without a clear idea of your objectives** (e.g. use elevator pitch, catchy PPTs,...)
Be visible!

Publish your profile and look for your potential partner in the thematic research partner platforms relevant for issues of your interest...
3. Partner search tools
Participant Portal Partner Search

Food Systems Africa

ID: LC-SFS-34-2019

Focus area: Building a low-carbon, climate-resilient future (LC)
Type of action:
- RIA Research and Innovation action

Deadline Model: two-stage
Planned opening date: 16 October 2018

Deadline: 23 January 2019 17:00:00 Brussels time
2nd stage Deadline: 04 September 2019 17:00:00 Brussels time

25 organisations are looking for collaborating partners for this topic

LEAPs, Account Administrators or self-registrants can publish partner requests for open and forthcoming topics after logging into this Portal.
Partner search via databases

- Database of the EU: https://cordis.europa.eu/partners/web/guest/home
- Ideal-ist (ICT): http://www.ideal-ist.eu/partner-search/pssearch
- NMP: https://www.nmp-partnersearch.eu/index.php
- 5. SC Climate: http://partnersearch.ncps-care.eu/
- EEN (SME): http://een.ec.europa.eu/services-going-international

Tip: Always look for new networks!
4. How to get help: NCP network
How to get help

National Contact Points (NCPs)

• Nationally organised network of experts by subject areas
• Services include *assistance in partner search* (usually relying on their own databases)
• *Dissemination* of calls for expressions of interest and calls for proposals through various channels
• *Organisation of training sessions* (good way of meeting potential partners)
NMP TeAM

Network of the NCPs for NMBP

• Assistance in Partner Search
• Brokerage events organization (see «profiles» section in the website)
• Webinars for participants
• News

http://www.nmptea.eu
5. Enterprise Europe Network
Enterprise Europe Network (EEN)

- 60 Countries covered
- 600 organizations involved
- 3000 consultants
- 17 Sector Groups

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

Partnering opportunities: https://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch?shid=32db25cb-726f-43b0-8b5f-7742d0935799

The EEN Agrifood Sector Group launched a SC2 Partner Search tool: https://sites.google.com/site/asgprofiles/participate
Thank you very much for your attention, Martina

www.apre.it