

# How to build a consortium

**Martina Desole**  
**NMBP National Contact Point**  
**[desole@apre.it](mailto:desole@apre.it)**

## 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**

Beneficiaries

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)

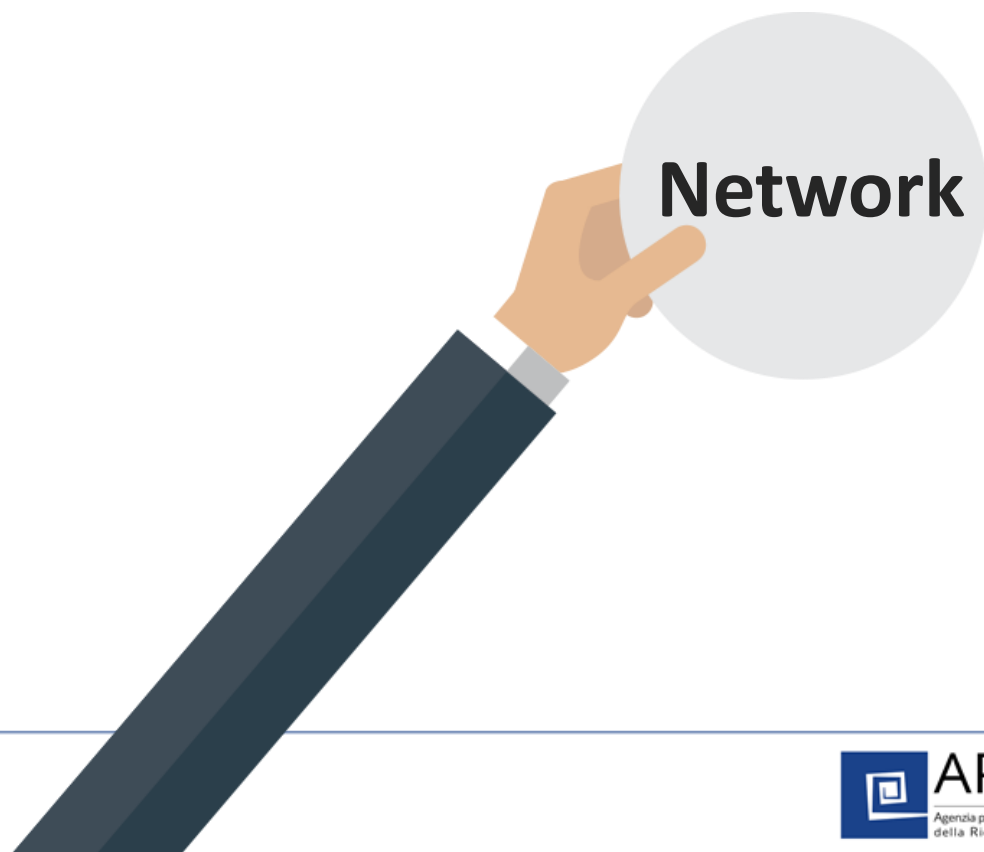
## Identify the right partner for a specific topic

The screenshot shows the Horizon 2020 project consortium interface. The top navigation bar includes 'MY AREA', 'HOME', 'FUNDING OPPORTUNITIES', 'HOW TO PARTICIPATE', 'EXPERTS', and 'SUPPORT'. A search bar and a user profile 'MATTIA CERACCHI' are also visible. The left sidebar contains a menu with 'My Organisation(s)', 'My Proposal(s)', 'My Project(s)', 'My Notification(s)', 'My Formal Notification(s)', and 'My Expert Area'. Below this is a section for 'EU Programmes 2014-2020' with a search box and a list of updates and calls, including 'H2020', '3rd Health Programme', 'Asylum, Migration and In...', 'Consumer Programme', and 'SME'. A blue arrow points from the 'Consumer Programme' link to a callout box. The main content area displays the topic 'TOPIC : Transition to Exascale Computing' with the following details: Topic identifier: FETHPC-02-2017, Publication date: 14 October 2015, Types of action: RIA Research and Innovation action, single-stage, Deadline: 26 September 2017 17:00:00, Opening date: 12 April 2017, and Time Zone: (Brussels time). Below this is a section for 'Horizon 2020' with details: Pillar: Excellent Science, Work Programme Year: H2020-2016-2017, Work Programme Part: Future and Emerging Technologies, and Call: H2020-FETHPC-2016-2017. The 'Topic Description' section includes a 'Specific Challenge' and a '+ More' button. The 'Topic conditions and documents' section includes a '+ More' button and a note: 'Please read carefully all provisions below before the preparation of your application.' The 'Submission Service' section is partially visible at the bottom.

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:**  
[https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner\\_search.html](https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner_search.html)
- 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/>

# Existing contacts vs new contacts – Pros and Cons

Type of contact	Pros	Cons
Existing contact	<ul style="list-style-type: none"><li>• Most <b>effective</b></li><li>• Most <b>reliable</b> and <b>predictable</b> (worked together previously)</li></ul>	<ul style="list-style-type: none"><li>• Often <b>not suitable for a planned project</b> (especially when looking for complementary skills)</li></ul>
New contact	<ul style="list-style-type: none"><li>• <b>Easier to find suitable</b> partners for a planned project</li><li>• Several forms of assistance</li></ul>	<ul style="list-style-type: none"><li>• More <b>risky</b></li></ul>

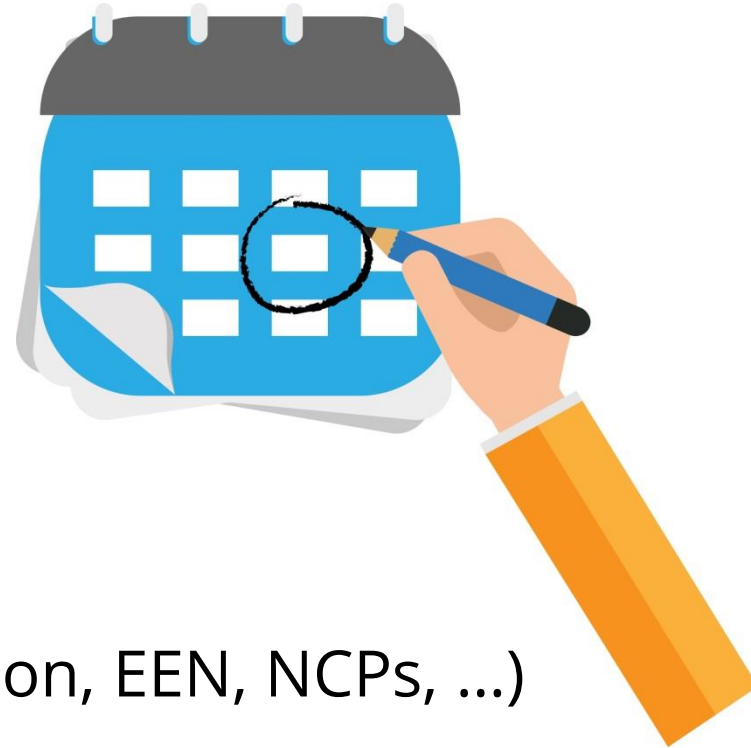
# Be in the (international) right place

## Attend

- Networking events
- Brokerage events
- Information days

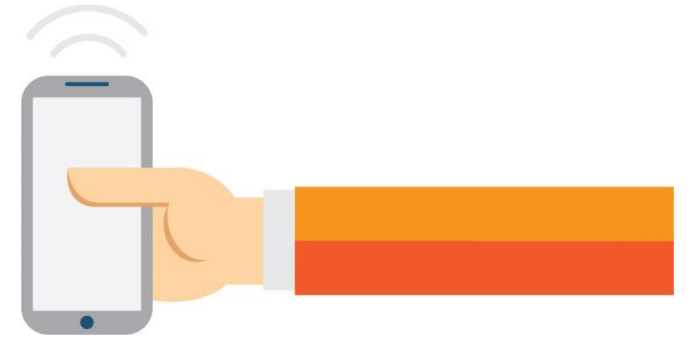
## Organised by

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



## 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



## Partner Search

**HOW TO**

Find partners for your project ideas among the participants in past EU projects. Enter a keyword or a topic of a past call for proposals, for finding related organisations. Search by geographical criteria or by types of organisation. For more specialised partner search service see Online Manual.

Involvement of the organisation in EU funded programmes	Organisation details
<p><b>Keyword(s)</b></p> <input type="text" value="enter (a) keyword(s)"/>	<p><b>Organisation name</b></p> <input type="text" value="enter an organisation name"/>
<p><b>Topic</b></p> <input type="text" value="enter a Topic"/>	<p><b>Organisation type</b></p> <input type="text" value="-"/>
<p><b>Call</b></p> <input type="text" value="enter a Call"/>	<p><b>Country</b></p> <input type="text" value="-"/>
<p><b>Programme</b></p> <input type="text" value="-"/>	<p><b>City</b></p> <input type="text" value="enter City"/>
	<p><b>PIC</b></p> <input type="text" value="enter PIC number, e.g. 98765432"/>





Oct 27, 2017

## 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**

Forthcoming

Feedback



Topic Updates

Topic description

Conditions and documents

Partner Search

Submission service

Get support

Call information



Go back to search results

Go to top

### Partner Search

**25** Organisations are looking for collaborating partners for this topic

View / Edit

LEARs, Account Administrators or self-registrants can publish partner requests for open and forthcoming topics after logging into this Portal.

Go to top

Feedback



## Partner search via databases

Tip: Always look for new networks!

- 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>
- 3. SC Energy: <http://www.partnersearch.c-energy2020.eu/>
- 5. SC Climate: <http://partnersearch.ncps-care.eu/>
- 6. SC SSH: <http://www.net4society.eu/public/pss.php>
- 7. SC Security: <http://www.security-research-map.eu/>
- EEN (SME): <http://een.ec.europa.eu/services/going-international>

# 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

The screenshot shows the homepage of the NMP TeAM website. At the top left is the NMP TeAM logo. To the right, there are navigation links for 'WELCOME' and 'SERVICES'. Below these, a horizontal bar contains the text 'NMP in Horizon 2020 | NMP NCP Network | About the project'. The main content area features a 'WELCOME' heading, followed by a section titled 'NMP in H2020 in brief' with a brief description and a 'Read more ...' link. Below this are two sections: 'ABOUT THE NMP NCP NETWORK' and 'ABOUT THE PROJECT', each with a downward-pointing chevron icon. At the bottom, there are three columns: 'CALENDAR' showing an event for '30 SEP The Finnish Presidency...' with details on time and location; 'SELECTED PARTNER SEARCH' showing 'no entries available!'; and 'SELECTED PARTNER OFFER' also showing 'no entries available!'.

- 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

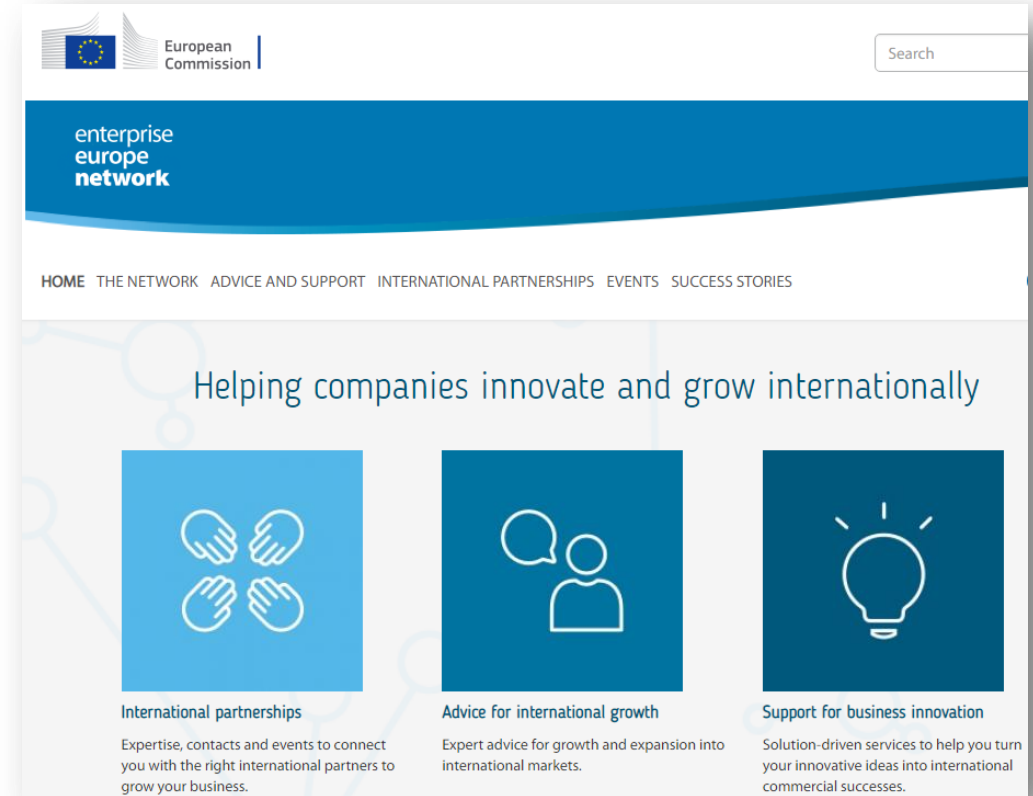
<https://een.ec.europa.eu/>

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](http://www.apre.it)

