



#InvestEUresearch



# Horizon 2020 Work Programme for Research & Innovation 2018-2020

## Networking

Name: Gorazd Weiss & Martin Felix Gajdusek  
International Cooperation Service Facility of the EC

Research and  
Innovation



# Overview

1. Horizon 2020 project Consortium: what to look for?
2. How to build your network
3. Partner search tools
4. How to get help: NCP network
5. Some more communication tips

# 1. Horizon 2020 project Consortium: what to look for?



# 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**

### Success factor leadership

#### 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)

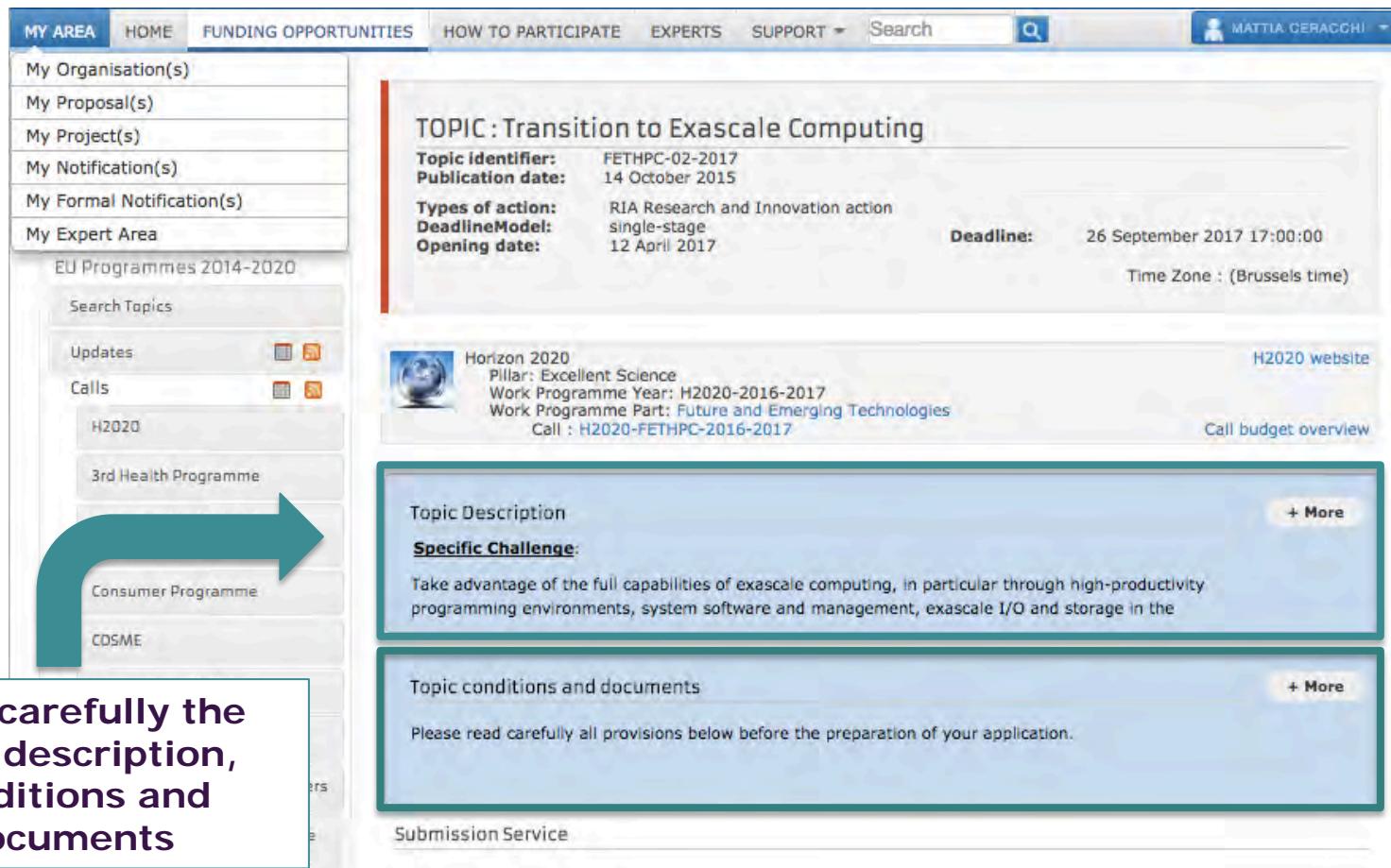
## Success factor leadership

### 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 (3)

## Identify the right partner for a specific topic



MY AREA    HOME    FUNDING OPPORTUNITIES    HOW TO PARTICIPATE    EXPERTS    SUPPORT    Search    MATTIA CERACCHI

My Organisation(s)  
My Proposal(s)  
My Project(s)  
My Notification(s)  
My Formal Notification(s)  
My Expert Area

EU Programmes 2014-2020  
Search Topics  
Updates    Calls    H2020    3rd Health Programme    Consumer Programme    COSME

**TOPIC: Transition to Exascale Computing**  
Topic identifier: FETHPC-02-2017  
Publication date: 14 October 2015  
Types of action: RIA Research and Innovation action  
DeadlineModel: Single-stage  
Opening date: 12 April 2017    Deadline: 26 September 2017 17:00:00  
Time Zone : (Brussels time)

Horizon 2020  
Pillar: Excellent Science  
Work Programme Year: H2020-2016-2017  
Work Programme Part: Future and Emerging Technologies  
Call : H2020-FETHPC-2016-2017    H2020 website    Call budget overview

**Topic Description**    + More  
**Specific Challenge:**  
Take advantage of the full capabilities of exascale computing, in particular through high-productivity programming environments, system software and management, exascale I/O and storage in the

**Topic conditions and documents**    + More  
Please read carefully all provisions below before the preparation of your application.

Submission Service

**Read carefully the topic description, conditions and documents**

## 2. How to build your network



# Where should you start in building your network?



# Learn from the best! Learn from successful projects!

- Valorize 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

# Existing contacts vs New contacts – Pros and Cons

## Existing Contacts

- Most **effective**
- Most **reliable** and **predictable** (worked together previously)
- Often **not suitable for a planned project** (especially when looking for complementary skills)

## New Contacts

- More **risky**
- Several forms of assistance
- **Easier to find suitable partners** for a planned project

# Be in the (international) right place!

## Attend

- Networking events
- Brokerage events
- Information days



## organised by

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

# Example: Horizon 2020 Health partnering day 2017



Home HNN 2.0 Funding How To Apply News And Events Forum Login

## Horizon 2020 Health Partnering Day 2017 (Brussels, BE)

Date:  
07.12.2017



Connected to the Open Info Day of the European Commission (December 8th, 2017 in Brussels) dedicated to "Health, Demographic Change and Wellbeing" (SC1) in Horizon 2020, the EU-funded project Health-NCP-Net 2.0 is organizing a free of charge Partnering Event on December 7th, 2017 in Brussels which is meant to assist you in finding the right project partners for the upcoming Health calls.

The 2018-2020 Work Programme for "Health, Demographic Change & Wellbeing" will soon be launched and the next calls will open, so this would be the perfect opportunity for your institution to build your consortium.

The main part of the day is dedicated to bilateral meetings between people who are interested in the same call area.

A surrounding program will provide information about support measures for Health projects and give researchers and entrepreneurs a platform to present their project ideas in 5-minute presentations.

The partnering event will target a wide spectrum of stakeholders from companies (including SMEs), universities, research organizations and others from Europe and beyond interested in sharing new project ideas and in finding collaboration partners for the upcoming calls.

<http://www.healthncp.net/news-events/horizon-2020-health-partnering-day-2017-brussels-be>

## Upcoming Events

September, 2017

12 September, 2017

- Internet of Health - Business conference (Amsterdam, NL)

13 September, 2017

- International Training on Grant Agreement Preparation and Management (Brussels, BE)

19 September, 2017

- International Metrology Congress (Paris, FR)

20 September, 2017

- HNN 2.0 Training "Grant Preparation, Grant Management and Participant Portal Tools for Submission (SYGMA)" (Zagreb, HR)
- Shaping the future of pediatrics (Rome, IT)

21 September, 2017

- Realising the Value from Health Data - Improving Care and Research (Madrid, ES)

# Join webinars

**Look at participants and discover new potential collaborations**

Examples: Webinars organized by [\*\*HNN2.0 – SC1 NCP network\*\*](#)

- [\*\*Webinar\*\*](#) *The role and duties of a Horizon 2020 Coordinator* (March 2016)
- [\*\*Webinar\*\*](#) *Understanding the Socio-economic sciences Integration in Health topics – Writing successful proposals including SSH aspects* (February 2016)
- Examples: Webinars organized by [\*\*IMI2\*\*](#) on specific topics/calls:



The screenshot shows the IMI2 website with a banner for 'Webinars on IMI2 Call 6 topics'. The banner features a photo of several people in professional attire. Below the banner, there is a navigation menu and a list of webinars. The first item in the list is 'Start date: 09/10/2015 End date: 27/10/2015'. The text below the list explains that from 9 to 27 October 2015, IMI held webinars on each topic of the upcoming IMI2 6th Call for proposals, as well as one webinar on IMI2 rules and procedures. It also mentions that all webinars on the Call topics featured a presentation by the EFPIA topic coordinator and time for questions and answers. The text concludes by stating that the webinars represented an excellent opportunity to learn more about the Call topics, interact directly with the topic coordinators, and get in touch with potential project partners. The IMI logo is visible on the left side of the page.



## Be pragmatic!

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

[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)



## Involvement of the organisation in EU funded programmes

### Keyword(s)

enter (a) keyword(s)

### Topic

enter a Topic

### Call

enter a Call

### Programme

-

## Organisation details

### Organisation name

enter an organisation name

### Organisation type

-

### Country

-

### City

enter City

### PIC

enter PIC number, e.g. 98765432

## 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/psssearch>
- 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>

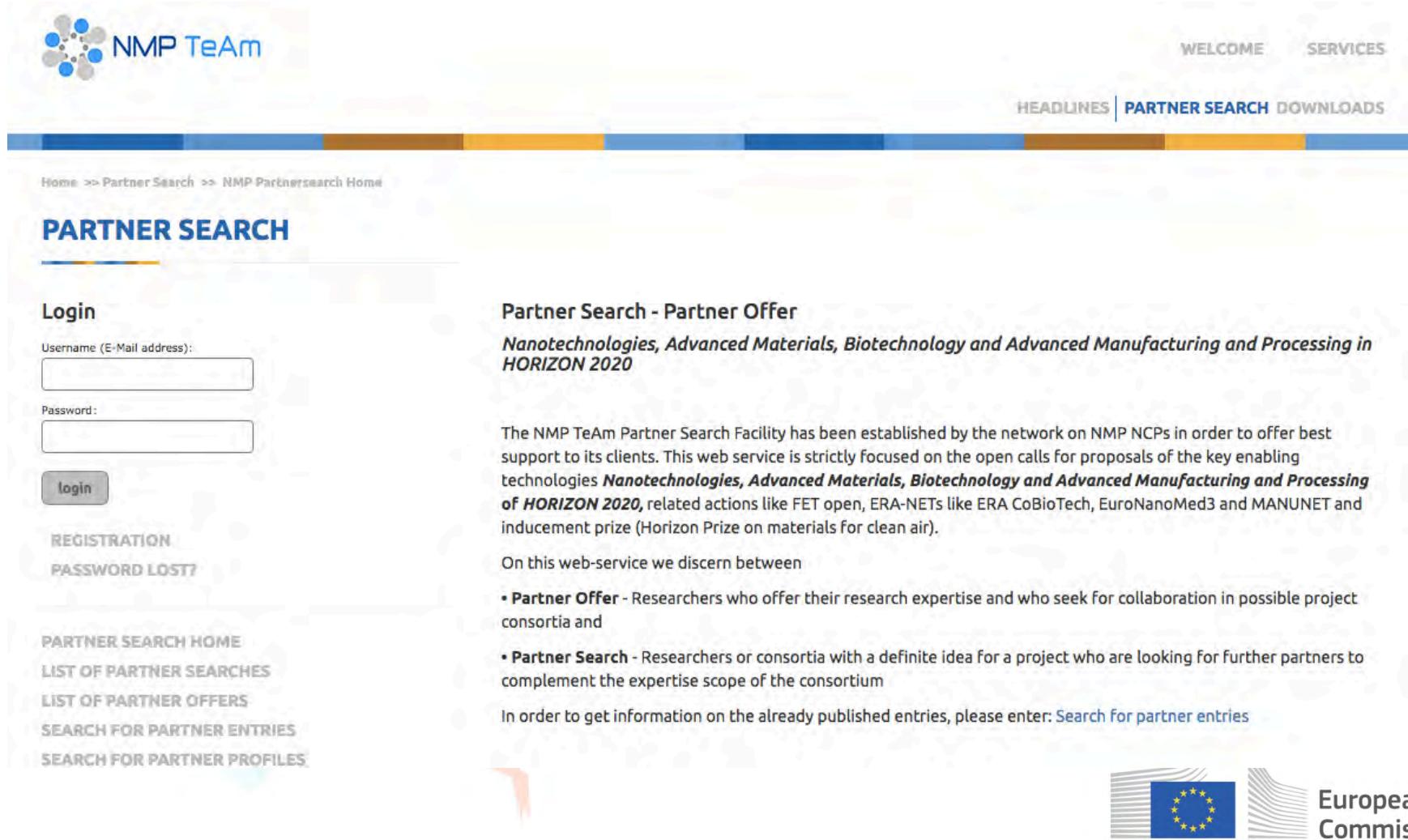
**Tip: Always look  
for new  
networks!**



European  
Commission

# Ex (1): NMP Partner Search

<https://www.nmp-partnersearch.eu/index.php>



The screenshot shows the homepage of the NMP Partner Search website. At the top, there is a navigation bar with the NMP TeAm logo, Welcome, Services, Headlines, Partner Search (which is highlighted in blue), and Downloads. Below the navigation bar, the URL https://www.nmp-partnersearch.eu/index.php is displayed. The main content area has a light blue background with a decorative pattern. On the left, there is a 'PARTNER SEARCH' section with 'Login' fields for Username and Password, and buttons for 'login' and 'REGISTER'. Below these are links for 'REGISTRATION' and 'PASSWORD LOST?'. On the right, there is a 'Partner Search - Partner Offer' section with a sub-section for 'Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing in HORIZON 2020'. This section contains text about the service's purpose and a list of categories. At the bottom, there is a search bar for 'Search for partner entries'.

NMP TeAm

WELCOME SERVICES

HEADLINES | PARTNER SEARCH DOWNLOADS

Home >> Partner Search >> NMP Partnersearch Home

## PARTNER SEARCH

### Login

Username (E-Mail address):

Password:

[REGISTRATION](#)

[PASSWORD LOST?](#)

[PARTNER SEARCH HOME](#)

[LIST OF PARTNER SEARCHES](#)

[LIST OF PARTNER OFFERS](#)

[SEARCH FOR PARTNER ENTRIES](#)

[SEARCH FOR PARTNER PROFILES](#)

### Partner Search - Partner Offer

***Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing in HORIZON 2020***

The NMP TeAm Partner Search Facility has been established by the network on NMP NCPs in order to offer best support to its clients. This web service is strictly focused on the open calls for proposals of the key enabling technologies ***Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing of HORIZON 2020***, related actions like FET open, ERA-NETs like ERA CoBioTech, EuroNanoMed3 and MANUNET and induction prize (Horizon Prize on materials for clean air).

On this web-service we discern between

- **Partner Offer** - Researchers who offer their research expertise and who seek for collaboration in possible project consortia and
- **Partner Search** - Researchers or consortia with a definite idea for a project who are looking for further partners to complement the expertise scope of the consortium

In order to get information on the already published entries, please enter: Search for partner entries



European  
Commission

## Ex (2): Idealist partner search

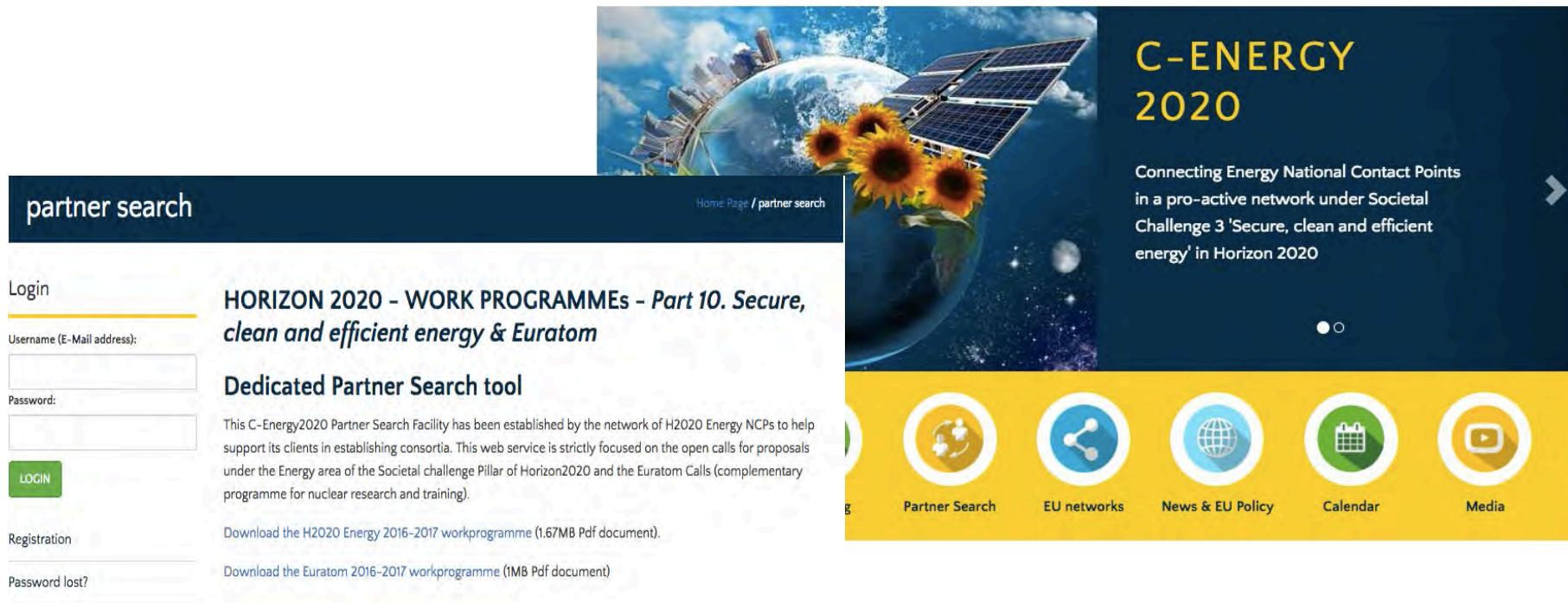
<http://www.ideal-ist.eu/partner-search/pssearch>

The screenshot shows the IDEAL-IST Partner Search interface. At the top, there is a navigation bar with links for Home, About Ideal-ist, Partner Search (which is highlighted in blue), Events & News, Press, Tools and Services, ICT in H2020, and Representatives. Below the navigation bar, there is a search bar with a magnifying glass icon and links for User's Login and Register. The main content area is titled "Partner Search" and contains search filters for "Keywords", "Country", "Call Identifier", and "Topic". Below the filters are "Search" and "Clear Form" buttons. A section titled "Quality Labelled Partner Searches" displays a table with one row of data. The table columns are: PS ID, Proposal Name, Publish date, Call date, Objective, Country, Quality Label, and Status. The data row is: PS-BY-101807, Online platform for renewable energy, 30/08/2016, H2020-ICT-2017, ICT-19-2017: Media and content convergence, Belarus,  (yellow), and Open .



# Ex (3): C-Energy 2020 partner search

<http://www.c-energy2020.eu/>



partner search

Home Page / partner search

Log in

Username (E-Mail address):

Password:

**LOGIN**

Registration

Password lost?

**HORIZON 2020 - WORK PROGRAMMEs - Part 10. Secure, clean and efficient energy & Euratom**

**Dedicated Partner Search tool**

This C-Energy2020 Partner Search Facility has been established by the network of H2020 Energy NCPs to help support its clients in establishing consortia. This web service is strictly focused on the open calls for proposals under the Energy area of the Societal challenge Pillar of Horizon2020 and the Euratom Calls (complementary programme for nuclear research and training).

Download the H2020 Energy 2016-2017 workprogramme (1.67MB Pdf document).

Download the Euratom 2016-2017 workprogramme (1MB Pdf document)

**C-ENERGY 2020**

Connecting Energy National Contact Points in a pro-active network under Societal Challenge 3 'Secure, clean and efficient energy' in Horizon 2020

Partner Search EU networks News & EU Policy Calendar Media

- **Create an account and register!**
- **Log in if your account has already been created!**

## 4. How to get help: NCP network



# How to get help (1)

## National Contact Points (NCP's)

- 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)

## How to get help (2)

### Support Projects

- Framework Programme-financed projects specifically **intended to provide support for organizations** wishing to participate in the FPs
- Examples
  - NUCL-EU
  - NEWLANCER

## 5. Some more communication tips



# Communication and Contact follow-up

## Tips for effective written communication

- Be **precise**
- Be **specific**
- Use informative data to support your argument
- Use **good formal English** (save informal talk for receptions)
- Avoid fillers and self-praise
- **Know your audience!** (Commission or scientific community or wider public)

# Communication and Contact follow-up

## How to keep contacts alive

- Know the **right channels**:
  - Face-to-face meeting
  - E-mail
  - Phone call, online telephone (VoIP) applications, telephone conference
  - Online forum
- Communicate **regularly and reliably** (answer on and in time; let your partners know if you are on a leave)
- Remember: words are not enough. **Show your dedication!**

# Examples to Follow

Be especially **precise** and **reliable** during your first project

- Leave a **good impression** at partners
- **Get invited** to participate in new projects
- Find similar new partners who search through informal channels



# Some More Practical Tips

## Be proactive

- DON'T wait for partners to find you: you should go out and find them
- Ask for help and use whatever information is available (NCP, online resources)



# Thank you!

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[www.ec.europa.eu/research](http://www.ec.europa.eu/research)

Participant Portal

[www.ec.europa.eu/research/participants/portal](http://www.ec.europa.eu/research/participants/portal)

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