European Commission

#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

© European Union, 2017 - Images © royvimzy, #140789074; © royvimzy, #140421500; © dstarky, #132658929; © Zffoto, #145469452, 2017. Source: Fotolia.com

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

European Commission

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

European Commission

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

European Commission

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

European Commission

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

European Commission

Horizon 2020 project Consortium: what to look for (3)

Success factor leadership

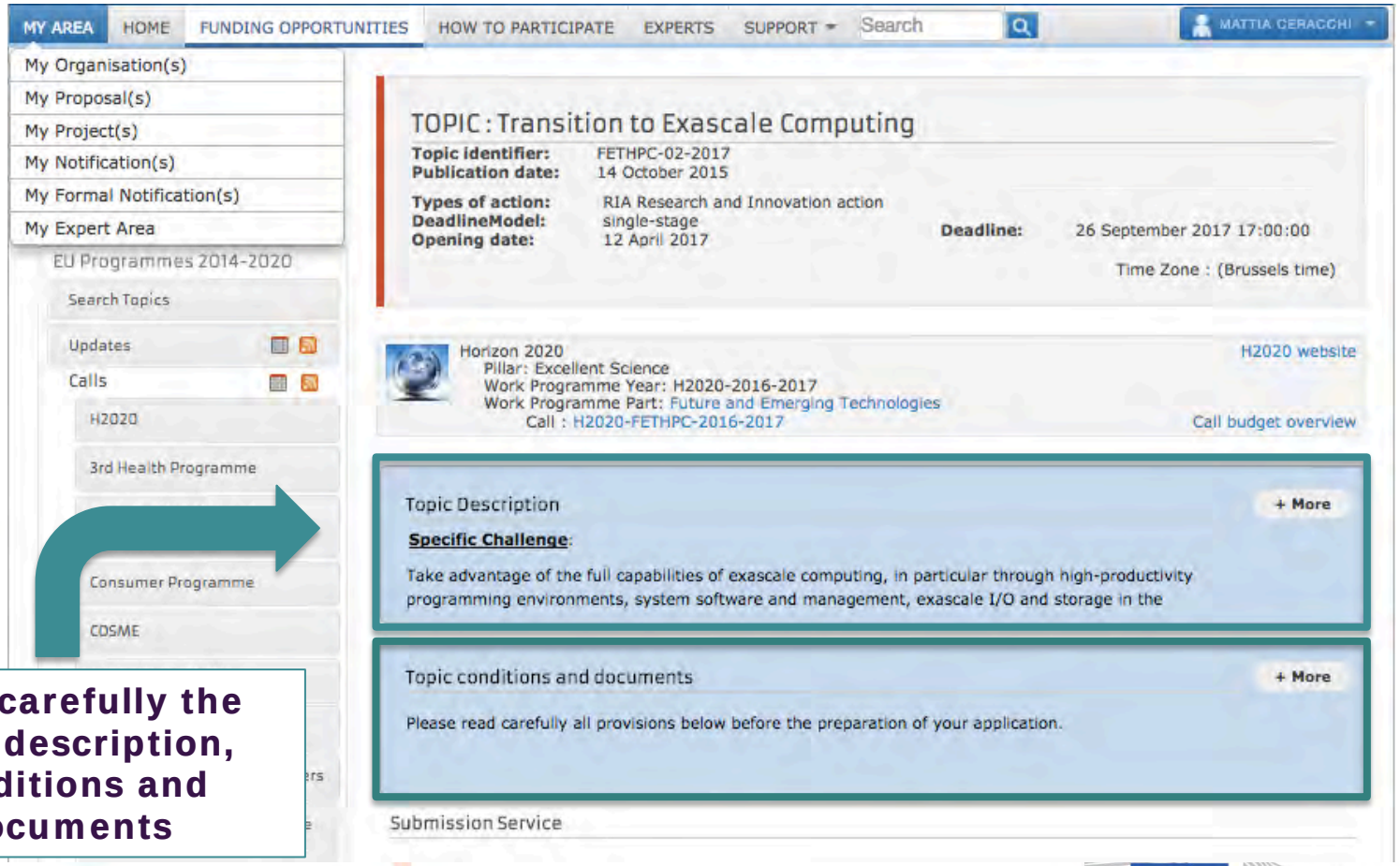
A fully integrated and balanced team

- 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

European Commission

Horizon 2020 project Consortium: what to look for (3)

Identify the right partner for a specific topic



Read carefully the topic description, conditions and documents

European Commission

2. How to build your network

European Commission

Where should you start in building your network?

European Commission

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
- 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

European Commission

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, ...)

European Commission

Example: Horizon 2020 Health partnering day 2017

HNN 2.0 HEALTH-NCP-NET

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 of SC1 in Horizon 2020.

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)

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

European Commission

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:

European Commission

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,...)

European Commission

Be visible!

- Publish **your profile** and look for your **potential partner** in the **thematic research partner platforms** relevant for **issues** of your interest...

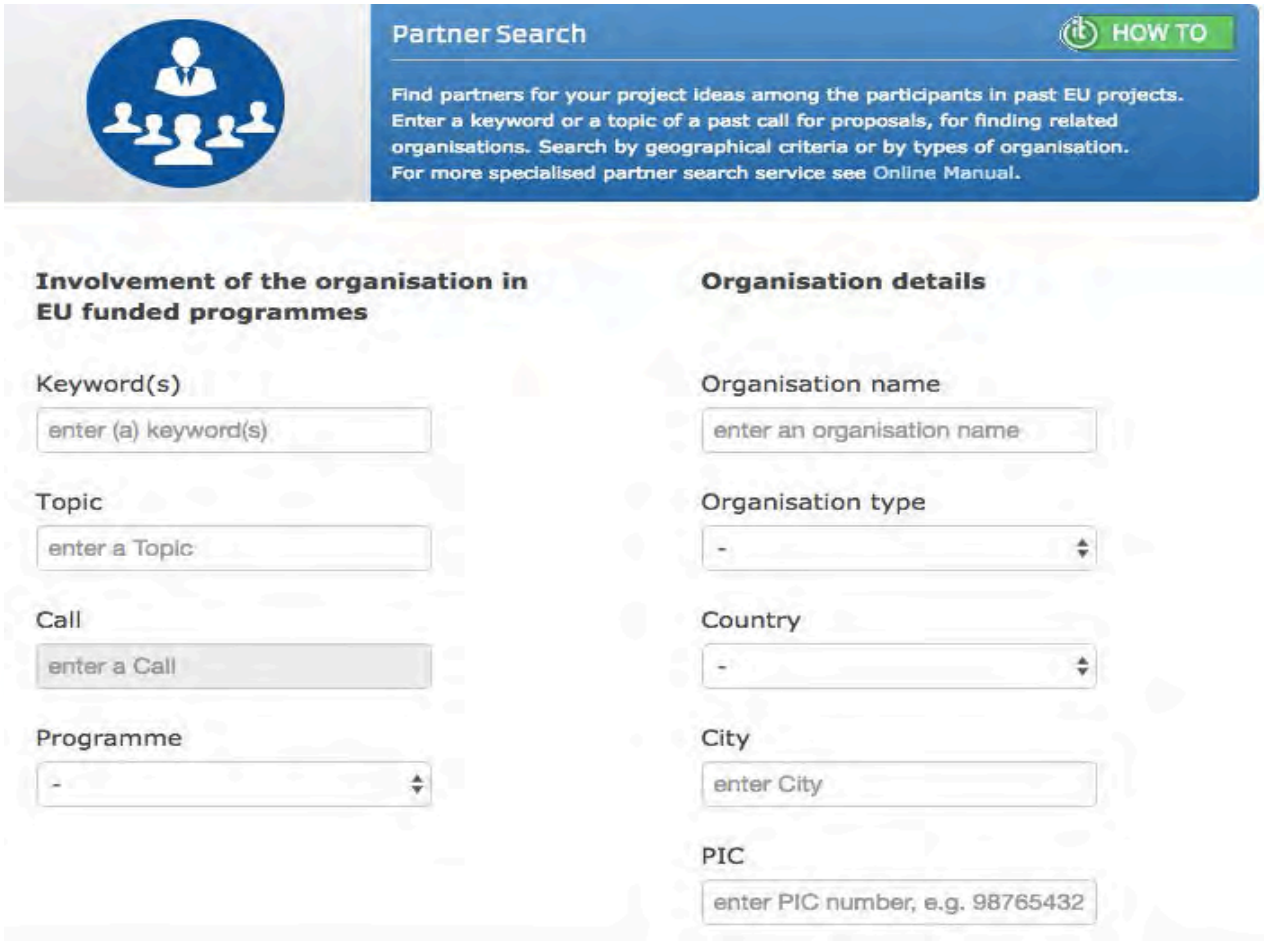
European Commission

3. Partner search tools

European Commission

Participant Portal Partner Search

https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner_search.html



European Commission

Partner search via databases

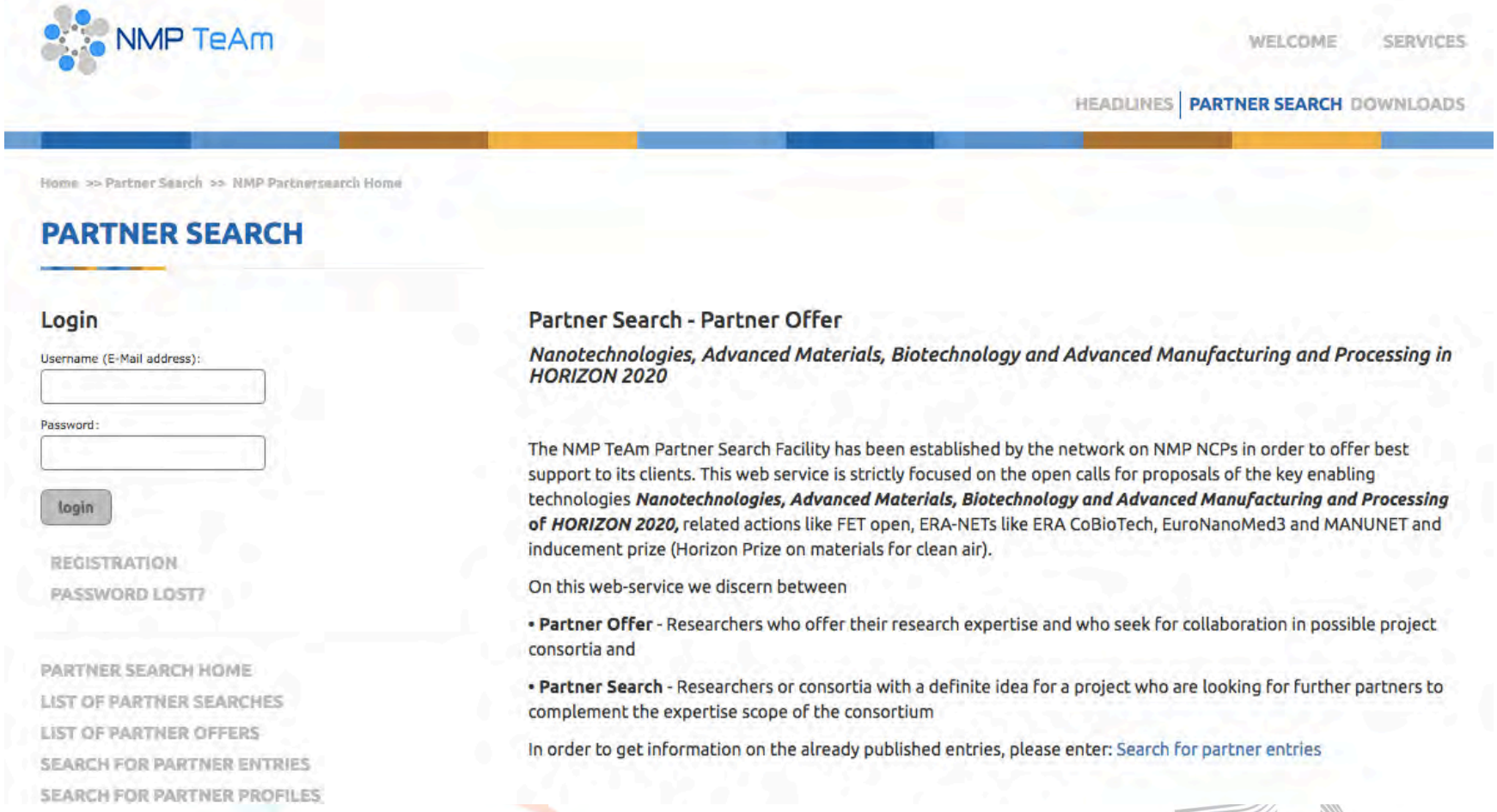
Tip: Always look for new networks!

- **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

European Commission

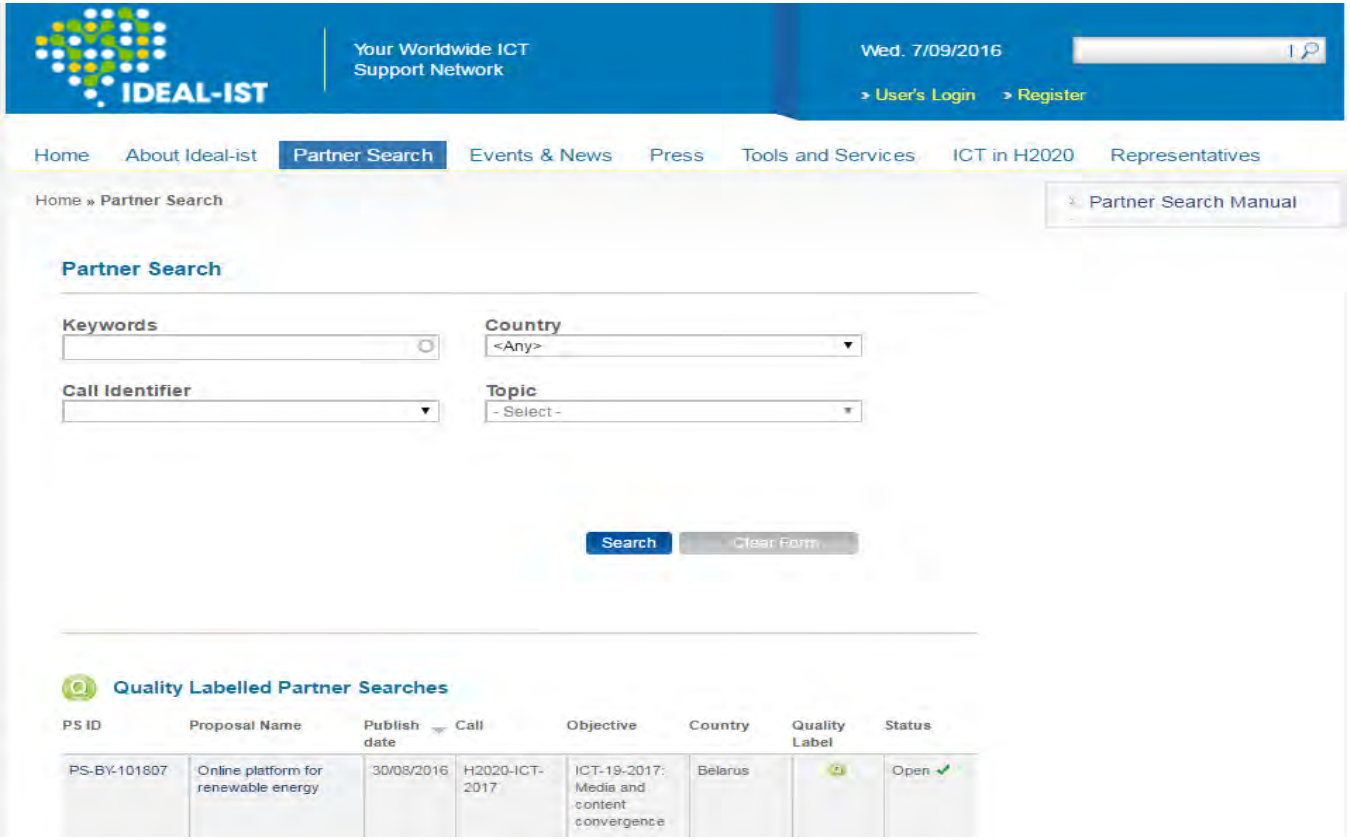
Ex (1): NMP Partner Search

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



Ex (2): Idealist partner search

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



European Commission

Ex (3): C-Energy 2020 partner search

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

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

European Commission

4. How to get help: NCP network

European Commission

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

European Commission

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!

#InvestEUresearch

www.ec.europa.eu/research

Participant Portal

www.ec.europa.eu/research/participants/portal

© European Union, 2017

The information and views set out in this presentation are those of the author(s) and do not necessarily reflect the official opinion of the European Union. Neither the European Union institutions and bodies nor any person acting on their behalf may be held responsible for the use which may be made of the information contained therein.

Reproduction is authorised provided the source is acknowledged.

European Commission