



#InvestEUresearch

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

## Networking

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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 GERACCHI

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

CDSME

**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 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>

# 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:





## 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)



## Partner Search



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

Keyword(s)

Topic

Call

Programme

### Organisation details

Organisation name

Organisation type

Country

City

PIC

# 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>

# Ex (1): NMP Partner Search

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



WELCOME

SERVICES

HEADLINES

PARTNER SEARCH

DOWNLOADS

Home >> Partner Search >> NMP Partnersearch Home

### PARTNER SEARCH

#### Login

Username (E-Mail address):

Password:

login

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 inducement 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](#)

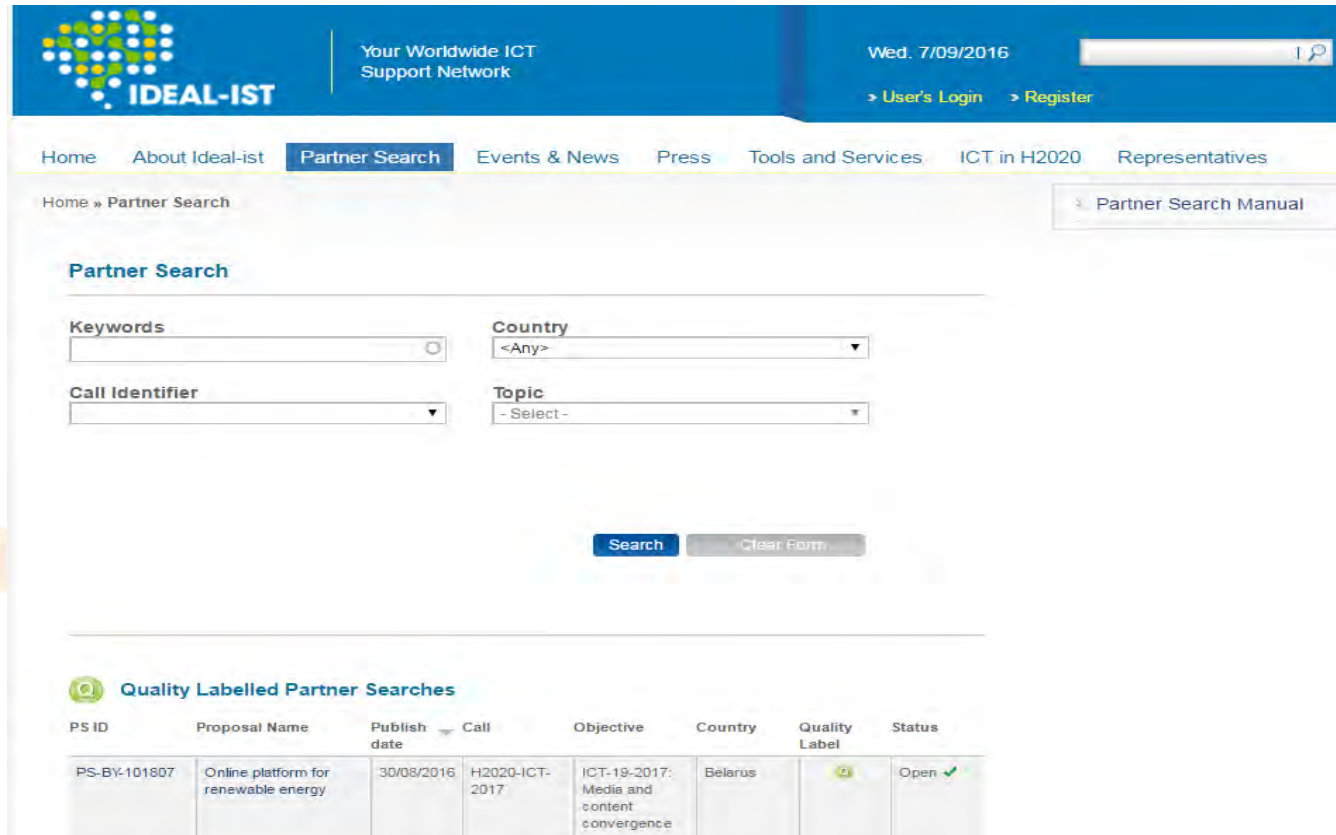


European  
Commission





# Ex (2): Idealist partner search

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



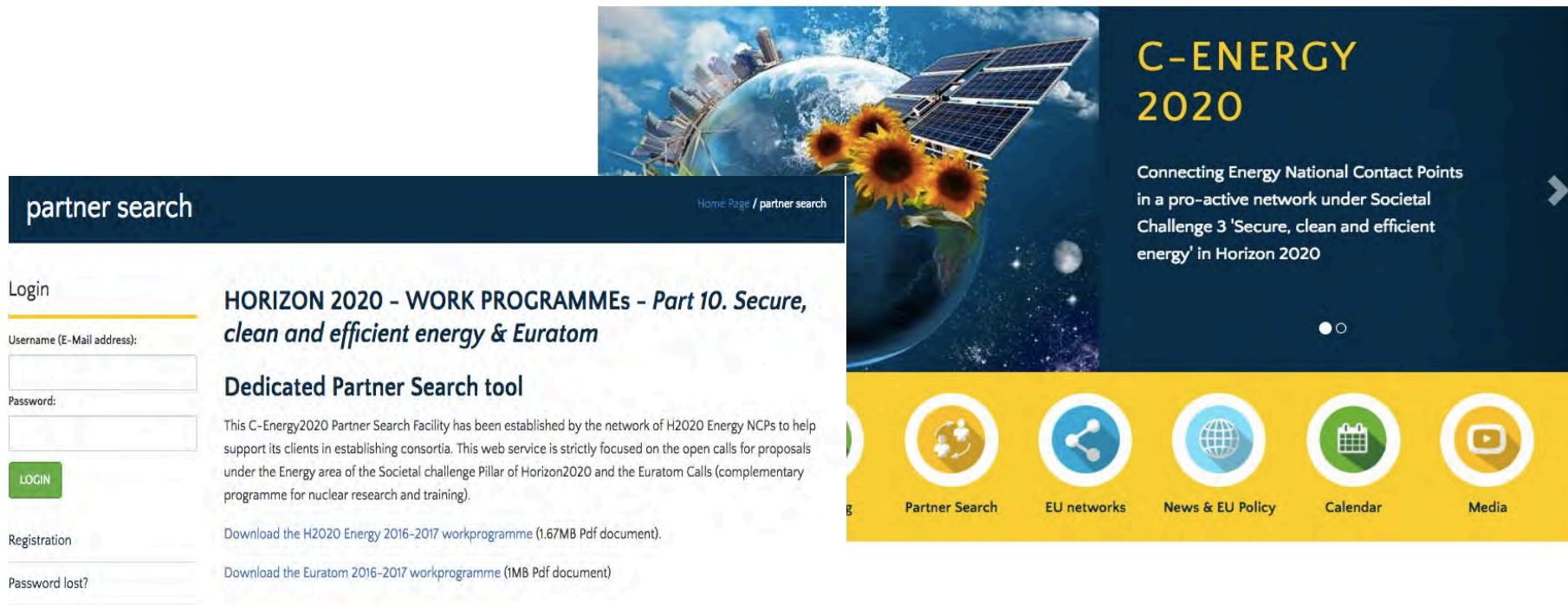
The screenshot shows the Idealist website's partner search interface. The header includes the Idealist logo, the tagline 'Your Worldwide ICT Support Network', the date 'Wed. 7/09/2016', and links for 'User's Login' and 'Register'. The main navigation bar contains links for 'Home', 'About Ideal-ist', 'Partner Search' (which is highlighted), 'Events & News', 'Press', 'Tools and Services', 'ICT in H2020', and 'Representatives'. Below the navigation bar, there is a breadcrumb trail 'Home » Partner Search' and a link to the 'Partner Search Manual'. The 'Partner Search' section features a search form with the following fields: 'Keywords' (a text input with a magnifying glass icon), 'Country' (a dropdown menu currently showing '<Any>'), 'Call Identifier' (a dropdown menu), and 'Topic' (a dropdown menu currently showing '- Select -'). Below these fields are 'Search' and 'Clear Form' buttons. A section titled 'Quality Labelled Partner Searches' contains a table with the following data:

PS ID	Proposal Name	Publish date	Call	Objective	Country	Quality Label	Status
PS-BY-101807	Online platform for renewable energy	30/08/2016	H2020-ICT-2017	ICT-19-2017: Media and content convergence	Belarus		Open 



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

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



The screenshot displays the C-ENERGY 2020 website. On the left, a 'partner search' sidebar contains a login form with fields for 'Username (E-Mail address):' and 'Password:', a 'LOGIN' button, and links for 'Registration' and 'Password lost?'. The main content area features a banner for 'HORIZON 2020 - WORK PROGRAMMES - Part 10. Secure, clean and efficient energy & Euratom' with the heading 'Dedicated Partner Search tool'. Below this, it states: '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)'. Two download links are provided: 'Download the H2020 Energy 2016-2017 workprogramme (1.67MB Pdf document)' and 'Download the Euratom 2016-2017 workprogramme (1MB Pdf document)'. On the right, a large banner for 'C-ENERGY 2020' includes the text 'Connecting Energy National Contact Points in a pro-active network under Societal Challenge 3 'Secure, clean and efficient energy' in Horizon 2020'. At the bottom of this banner is a navigation bar with icons and labels for 'Partner Search', 'EU networks', 'News & EU Policy', 'Calendar', and '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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