How to build a winning Consortium?

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Content

Main steps to build a winning Consortium

Tips and Tricks to build a winning Consortium

Partnering tools and Networks
What an ideal and winning consortium?

Identify the true **key opinion leaders** (KOLs) within your field or topic.

Setting up a consortium that combines partners from **various disciplines**.

Geographical spread of the partners and balance between profit and non-profit partners.

Each Partner should have a unique role, avoid redundancy.
Steps to build your consortium

1. Establish a core consortium with high excellence
   - Bring on board the Key Opinion Leaders within the specific field or topic and establish a core consortium

2. Develop your excellent Plan
   - Together with this core consortium draft the scope, main objectives and rough outline of the project

3. Bring in the rest of the partners
   - Start building the rest of the consortium from this core
   - Use your network, or those of the core consortium members.
   - Use Partnering tools/Networks
Tips to find partners for your project proposal

1) **Search your social media**: Being active on social media means that you are going to have access to the information on a large number of potential partners.

2) **Go to networking events**: Try to exchange contact information with as many of those potential partners as possible to increase your chances of finding the right ones.

3) **Use your email marketing strategy**: The email marketing strategy is something that most organizations neglect. Write a smart and descriptive email to your previous partners if you already participated in other projects.

4) **Join online networks**: Several networks gather partners from European and non-European Countries. Add your organization to this network, you are immediately going to gain access to information about a plethora of different organizations that could be your partners.

5) **Use Partnering tools**: Several Partnering tools allow to you to register or to search for partners using their database.
Partnering Tools and Networks

1. PRIMA Partnering tool
2. Portal of the European Commission
3. CORDIS (Community Research and Development Information Service)
4. Enterprise Europe Networks
5. European partner networks
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Post a partnership

use the search engine to view requests posted

PRIMA Partnering tool
https://prima-med.org/find-partners/
Funding and Tenders Portal

https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home

- Free platform for participants and experts in funding programs and tenders managed by the European Commission and other EU bodies.

- You can use it to find partners for your project ideas among the participants in past EU projects.

- You can filter by:
  - Keyword
  - Organization type
  - Country
CORDIS (The Community Research and Development Information Service)

https://cordis.europa.eu/

CORDIS is the European Commission's primary source of results from the projects funded by the EU's framework programmes for research and innovation (FP1 to Horizon 2020).

✓ project factsheets,
✓ participants, reports,
✓ deliverables
✓ links to open-access publications.
Guide for partner search


This Guide was produced under the framework of BRIDGE2HE.

- Provides guidance around the various partner search tools officially available in the launch of Horizon Europe
- It offers applicants an outline to create a complete partner profile to be used for such searches.
The Entreprise Europe Network

The Network manages Europe’s largest online database of business opportunities.

Search for business or academic partners to manufacture, distribute, co-develop and supply your products, ideas and services. Find a partner in three steps:

1. Search our global partnership database based on your criteria
2. Express your interest by telling about your organization
3. Networking between partners

The Network is active in more than 60 countries worldwide. It brings together more than 600 member organisations, including:

✓ Chambers of commerce and industry
✓ Technology poles
✓ Innovation support organisations
✓ Universities and research institutes
✓ Regional development organisations

Find a partner abroad for your business

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

How to build a winning consortium
Through **EU partner networks**, you will be able to find people that will like your proposals, your approach on EU matters and your research ideas and will want to be part of your consortium or make you part of theirs.

(https://eucalls.net/)
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National Contact Points for Horizon Europe

The network of National Contact Points (NCPs) is the main structure to provide guidance, practical information and assistance on all aspects of participation in Horizon Europe. NCPs are also established in many non-EU and non-associated countries ("third countries").

NCP Services

In general, the following basic services are available in accordance with the NCP Guiding Principles agreed by all countries:

1. Guidance on choosing relevant Horizon Europe topics and types of action
2. Advice on administrative procedures and contractual issues
3. Training and assistance on proposal writing
4. Distribution of documentation (forms, guidelines, manuals etc.)
5. Assistance in partner search

As the NCPs are national structures, the type and level of services offered may differ from country to country.

Spain’s NCP

Person of contact: Jesús ROJO
Function(s): Marie Skłodowska-Curie Actions (MSCA)

Organization

Fundación para el Conocimiento madri+d

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Thank you
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https://prima-med.org/