

How to build a winning Consortium?



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PRIMA
PARTNERSHIP FOR RESEARCH AND INNOVATION
IN THE MEDITERRANEAN AREA



The PRIMA programme is an Art. 185 initiative supported and founded under Horizon 2020, the European Union's Framework Programme for Research and Innovation

8 February 2022

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, ovoid 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

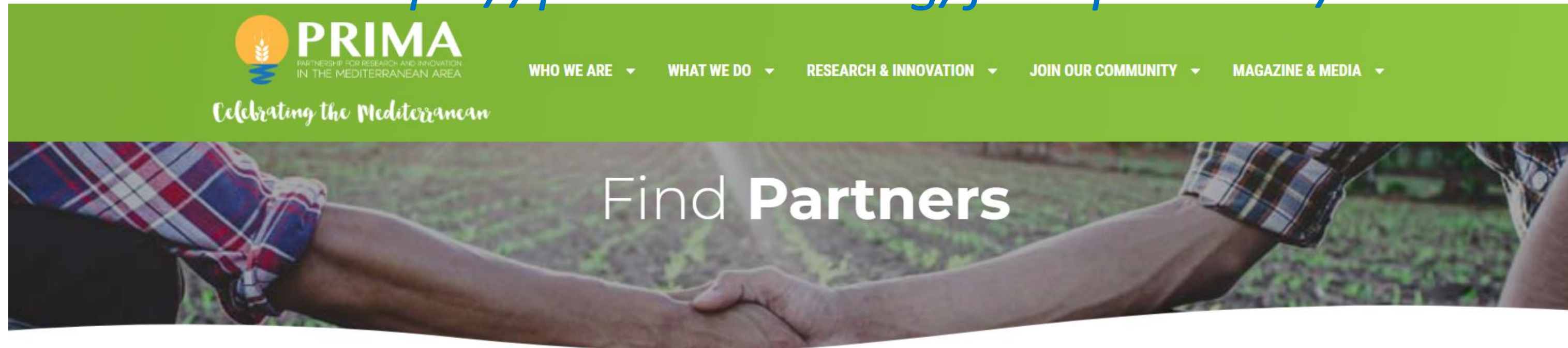
- 1) Search your social media:** Being active on social media means that you are going to have access to the information on a large number of potential partners.
- 2) Go to networking events :**Try to exchange contact information with as many of those potential partners as possible to increase your chances 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

PRIMA Partnering tool

<https://prima-med.org/find-partners/>



Post a partnership

The image shows a screenshot of the 'Post a partnership' form. The form is divided into several sections: 'Contact Details' (Name, Email, Name of Contact Person, Role of Contact Person, Email Address, Phone Number, Country, Name of organisation, Type of organisation, Description of your organisation), 'Type of collaboration request' (Title), and a list of topics with checkboxes. The topics are: 'MANAGEMENT OF WATER' (Sustainable and integrated management of natural and artificial water storages and distribution infrastructures; Prevent and reduce land and water salinization and pollution due to agricultural activities), 'FARMING SYSTEMS' (Developing integrated soil data for the Mediterranean Region: a gateway for sustainable soil management; Improving the sustainability of agro-pastoralism in the Mediterranean Region under the context of climate change), and 'AGRO-FOOD VALUE CHAIN' (Alternative protein sources for the Mediterranean food value chain: From production, extraction, processing and marketing to societal acceptance; Enabling the transition to healthy and sustainable dietary behaviour).

use the search engine to view requests posted

The image shows a screenshot of the search engine interface. It includes a 'Country' dropdown menu with 'France' selected, a 'Your search' input field, and a 'Type of organization' dropdown menu with 'Research Organisation (Public)' selected. A list of organization types is displayed below the dropdown: 'All Items', 'Secondary or Higher Education Establishment', 'International Organisation', 'Research Organisation (Public)', 'Research Organisation (Private)', 'Small or Medium Enterprise (SME)', 'Non-Governmental Organisation (NGO)', 'Civil Society Organisations (CSO)', and 'Other'. Below the list, there is a snippet of text: 'integrated soil data for the Mediterranean Region: a gateway for sustainable soil management.'

P
PARTNERING
IN THE

Funding and Tenders Portal

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

Search by Involvement in EU funded programmes

Partner Search

Online manual "Find partners" IT HOW TO "Partner search"

Keyword: conservation agriculture

Topic: Type a topic ...

Call: Select a call ...

Programme: Select a Programme...

Search by Organisation details

Organisation name

Results: 13 Download excel list Search the results

ORGANISATION NAME	ORGANISATION TYPE	ORGANISATION STATUS	COUNTRY	CITY	#PROJECTS
T.E. LABORATORIES LIMITED	Small or medium-size enterprise	VALIDATED	Ireland	TULLOW	1

✓ 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/>

The screenshot shows the CORDIS website interface. At the top right, there are links for 'Acerca de CORDIS', 'Contacto', 'Búsqueda avanzada', 'Aviso jurídico', and a language dropdown set to 'Español (es)'. The main header features the European Commission logo and the text 'CORDIS Servicio de Información Comunitario sobre Investigación y Desarrollo'. Below this is a breadcrumb trail: 'Comisión Europea > CORDIS > Mi cuenta > Iniciar sesión'. A search bar with a 'Buscar' button and a user icon with 'Iniciar sesión' is present. The navigation menu includes 'NOTICIAS Y EVENTOS', 'PROYECTOS Y RESULTADOS', and 'REVISTAS DE RESEARCH*EU'. A 'Mi cuenta' sidebar lists 'Iniciar sesión', 'Crear cuenta', 'Restablecer contraseña', and 'Ayuda'. The main content area is a login form titled 'Iniciar sesión' with fields for 'Dirección de correo electrónico *' and 'Contraseña *', a 'Iniciar sesión' button, and a link for '¿Aún no se ha registrado como usuario?'.

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).

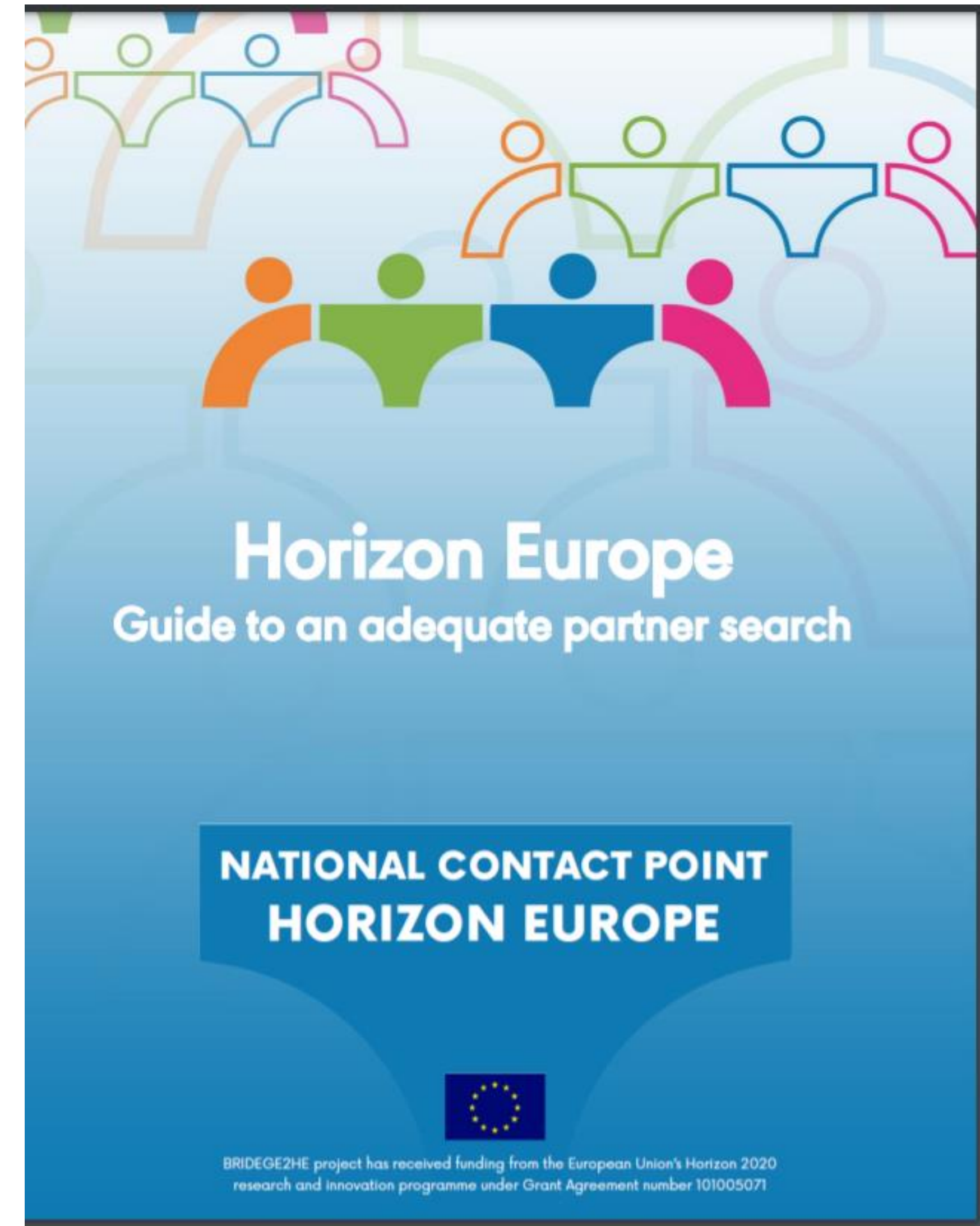
- ✓ project factsheets,
- ✓ participants, reports,
- ✓ deliverables
- ✓ links to open-access publications.

Guide for partner search

<https://www.horizoneuropencppportal.eu/sites/default/files/2021-05/Guide%20for%20PS%20tool.pdf>

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 Enterprise Europe Network



een.ec.europa.eu/partners

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

Find a partner abroad for your business

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:

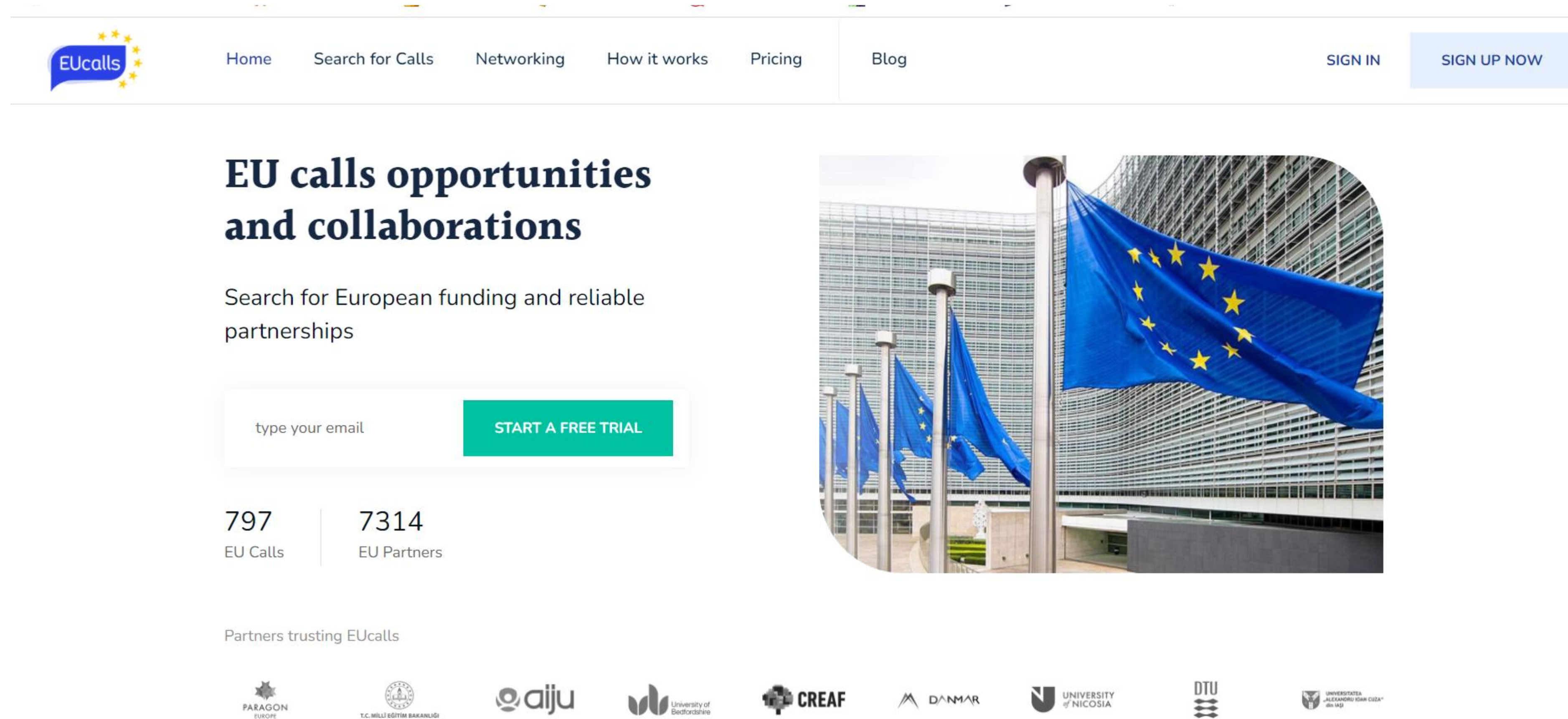
1. Search our global partnership database based on your criteria
2. Express your interest by telling about your organization
3. Networking between partners

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

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

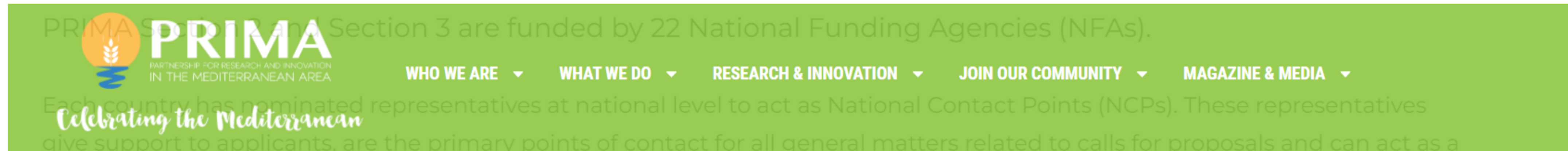
EU partner networks

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/>)



PRIMA-NCPs

<https://prima-med.org/ncps-contacts/>



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NCP - Horizon Europe

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").

Search by

Country Group: **Member states*** Country(ies): **Spain** Function(s): **All Functions**

Member states*
 Associated countries
 Countries in process to association
 Third countries

Contact Recent Organisation

Count : 52

Spain's NCP

Person of contact: Jesús ROJO **Organisation**

Function(s): Marie Skłodowska-Curie Actions (MSCA) Fundación para el Conocimiento madri+d

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.

Thank you

@PRIMAPROGRAM #PRIMAInfoDay



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