

How to build a winning Consortium?

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@PRIMAPROGRAM #PRIMAInfoday



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

Content



Characteristics of a winning Consortium



Tips when composing your consortium

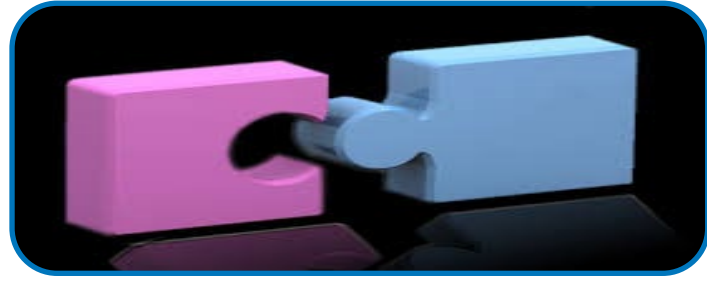


Steps to build your consortium



Partnering tools

Characteristics of a winning Consortium



Complementarity

Each Partner should have a unique role, avoid redundancy



Strong leadership

Coordinator who has the necessary skills and experience to manage the project effectively



Balance

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



Shared Vision

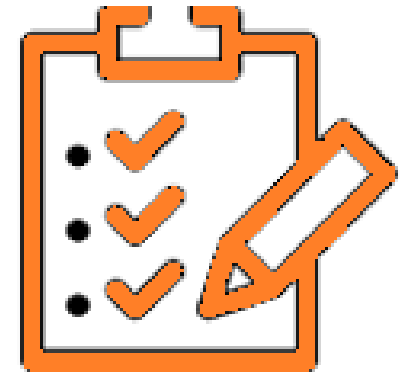
All members of the consortium have a shared vision and agree on the overall goals of the project,



Trust

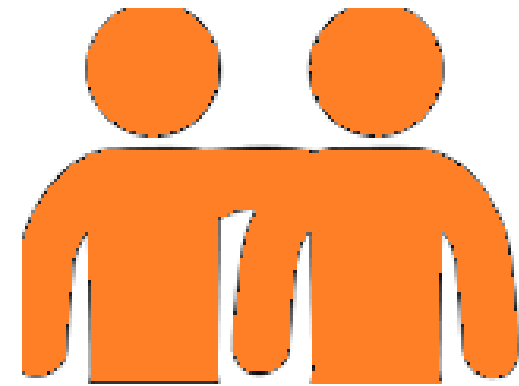
High level of trust among the members of the consortium, which helps to foster a positive and productive working relationship

Tips to be considered when composing your consortium



Topic description – Functions - Partners

Functions planning : Clear set of requirements for the partner search. You should have a clear view of the kind of partners that you need for the project and their respective roles in the project.



Don't bring your friends

Discrepancy between the list of consortium partners and the project's needs
⇒ Consortium will be incapable of fulfilling all requirements for the project's success



Build on existing partnerships, but do not rely on them

Although previous collaborations can be used to showcase the strength of your consortium and mitigate risks associated with the project, **think about branching out to new partners**



Think on a team responsible for the exploitation of the innovative solution

Presence and completeness of a team that will be responsible for the **full exploitation of the innovative solution after the end of the project**

Steps to build your consortium

STEP

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**

STEP

2



Develop your innovative idea

Together with this core consortium draft **the scope, main objectives and rough outline of the project**

STEP

3



Bring in the rest of the partners

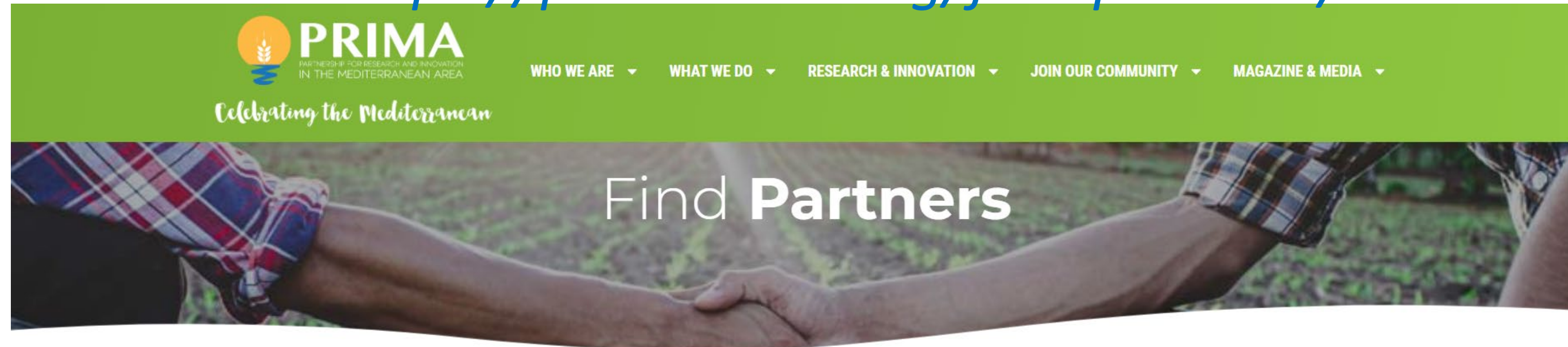
Start building **the rest of the consortium from this core**

Use **your network**, or those of the **core consortium members**.

Use **Partnering tools/Networks**

PRIMA Partnering tool

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



Post a partnership request

Name *

Email *

Contact Details

Name of Contact Person *

Role of Contact Person *

Email Address *

Phone Number *

Country *

Select Country

Name of organisation *

Type of organisation *

- select -

Description of your organisation *

Type of collaboration request

Title *

MANAGEMENT OF WATER

Topic 1.1.1-2022 (IA) Sustainable and integrated management of natural and artificial water storages and distribution infrastructures

Topic 2.1.1-2022 (RIA*) Prevent and reduce land and water salinization and pollution due to agricultural activities

FARMING SYSTEMS

Topic 1.3.1-2022 (RIA) Developing integrated soil data for the Mediterranean Region: a gateway for sustainable soil management

Topic 2.2.1-2022 (RIA*) Improving the sustainability of agro-pastoralism in the Mediterranean Region under the context of climate change

AGRO-FOOD VALUE CHAIN

Topic 1.3.1-2022 (IA) Alternative protein sources for the Mediterranean food value chain. From production, extraction, processing and marketing to societal acceptance

Topic 2.3.1-2022 (RIA*) Enabling the transition to healthy and sustainable dietary behaviour

Use the search engine to view requests posted by others

Country

Your search

France

Type of organization

Research Organisation (Public)

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)

Other

integrated soil data for the Mediterranean Region: a gateway for sustainable soil management.

Funding and Tenders Portal

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/partner-search>

The screenshot shows the 'Partner search' page of the Funding & tender opportunities portal. At the top left is the European Commission logo and the text 'Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)'. A navigation bar includes 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE' (highlighted in yellow), 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. The main content area is titled 'Partner search' and contains a search form with the following fields:

- Search by keyword, name... (with a search button)
- Checkboxes for 'Organisations' and 'Persons' (both checked), with an 'Advanced search ^' link.
- 'Programme / Topic' section with dropdowns for 'Programme' and 'Topic'.
- 'Location' section with dropdowns for 'Country' and a text input for 'City'.
- 'Organisation' section with a dropdown for 'Organisation type'.
- 'Person profile' section with a dropdown for 'Professional profile'.

- ✓ Free platform for participants and experts in funding programs and tenders managed by the European Commission
- ✓ You can use it to **find partners for your proposal 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, there is a navigation bar with links for 'Acerca de CORDIS', 'Contacto', 'Búsqueda avanzada', 'Aviso jurídico', and a language dropdown set to 'Español (es)'. Below this is the CORDIS logo and the text 'Servicio de Información Comunitario sobre Investigación y Desarrollo'. A breadcrumb trail reads 'Comisión Europea > CORDIS > Mi cuenta > Iniciar sesión'. A search bar with a 'Buscar' button and a user icon with 'Iniciar sesión' is present. Below the search bar are three main navigation categories: 'NOTICIAS Y EVENTOS', 'PROYECTOS Y RESULTADOS', and 'REVISTAS DE RESEARCH*EU'. On the left, a 'Mi cuenta' sidebar lists 'Iniciar sesión', 'Crear cuenta', 'Restablecer contraseña', and 'Ayuda'. The main content area features a 'Iniciar sesión' form with fields for 'Dirección de correo electrónico *' and 'Contraseña *', an '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 Europe).

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



Explore Partnerships

Home / Explore Partnerships / Partnerships

Partnerships

Note: The partnership database is built on data received by the EC and depends on updates by the network coordinators. Please send updates at any time to office@era-learn.eu

Countries participating <input type="text" value="Select countries"/>	Partnership format <input type="text" value="All"/>	Partnership status <input type="text" value="All"/>
Funding framework <input type="text" value="All"/>	Partnership filter options <input type="text" value="All"/>	

[+ Show additional filters](#)

- ERA-LEARN is a **European Union-funded project** that provides a variety of tools and services.
- One of the services offered by ERA-LEARN is a "**Partnering Tool**," which is designed to help researchers and innovation practitioners **find potential partners** for their projects.
- **The Partnering Tool is available for free to registered users.** Users can create a profile, search for potential partners, and send and receive partnership requests

The Enterprise Europe Network



een.ec.europa.eu/partners

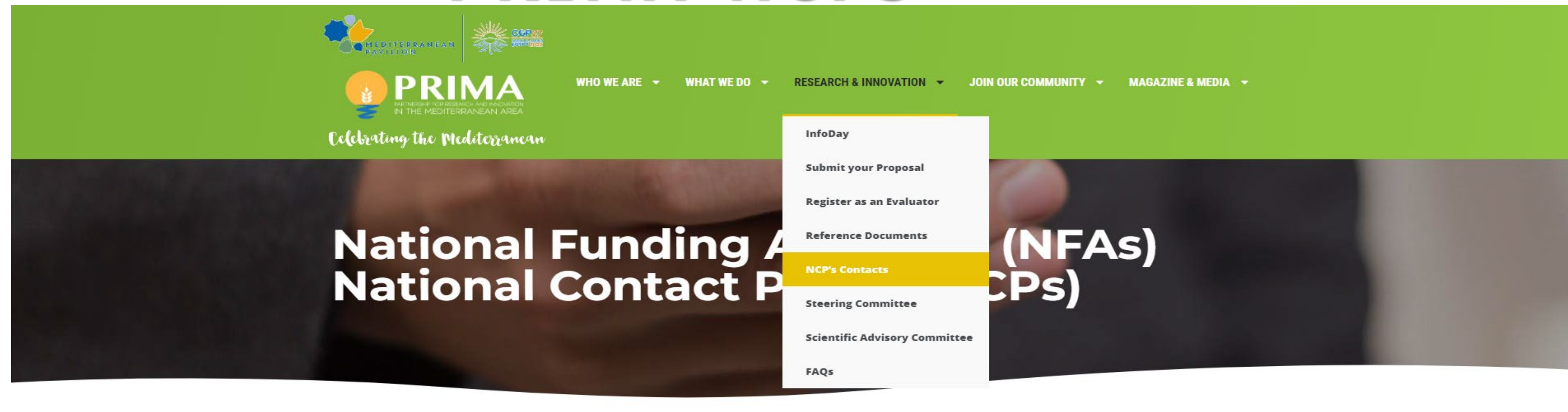
<https://een.ec.europa.eu/>

- **Enterprise Europe Network** is a European Commission funded network, which operates in more than **60 countries**.
- It is a unique service that **helps small and medium-sized enterprises (SMEs)** to make the most of business opportunities in the EU and beyond

EEN Partnering



- The Network also has a partnering tool called the "**EEN Partnering**" which is designed to help companies, research organizations, and other entities find partners for research and innovation projects.
- The **EEN Partnering tool** is available to registered users and provides a database of potential partners that can be searched by sector, country, and keywords.
- Users can create a **profile, post and search for collaboration opportunities, and receive suggestions for potential partners.**



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NCP - Horizon Europe

[SEARCH FUNDING & TENDERS](#) ▾[HOW TO PARTICIPATE](#) ▾[PROJECTS & RESULTS](#)[WORK AS AN EXPERT](#)[SUPPORT](#) ▾

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*

Member states*

Associated countries

Countries in process to association

Third countries

Country(ies):

Spain

Function(s):

All Functions

Contact

Recent

Organisation

Count : 52

Spain's NCP

Person of contact: Jesús ROJO

Function(s): Marie Skłodowska-Curie Actions (MSCA)

Organisation

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

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Prima-med YouTube

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