How to build a winning Consortium?

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<table>
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<th>Characteristics of a winning Consortium</th>
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<td>Each Partner should have a unique role, avoid redundancy</td>
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<td>Coordinator who has the necessary skills and experience to manage the project effectively</td>
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<td>Geographical spread of the partners and balance between profit and non-profit partners</td>
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<td>All members of the consortium have a shared vision and agree on the overall goals of the project</td>
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<td>High level of trust among the members of the consortium, which helps to foster a positive and productive working relationship</td>
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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**
How to build a winning consortium

PRIMA Partnering tool
https://prima-med.org/find-partners/

Post a partnership request

Use the search engine to view requests posted by others
Funding and Tenders Portal

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

✓ 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 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.

https://cordis.europa.eu/
• 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 Entreprise Europe Network

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.

- 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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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.
Thank you

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https://prima-med.org/