

16th January 2023



PRIMA INFO DAY 2024

Building a successful Consortium

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Outline



Characteristics of a Successful Consortium

Steps to build a consortium



Partnering tools and Platforms

Characteristics of a Successful Consortium

Consortium **with the true key opinion leaders (KOLs)** within your field or topics (**Brightest minds**)



Members with a **track record of success in similar projects** or relevant domains inspire confidence in the consortium's ability to deliver results



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



Geographical spread of the partners and balance between
- Profit and non-profit partners
- North/South



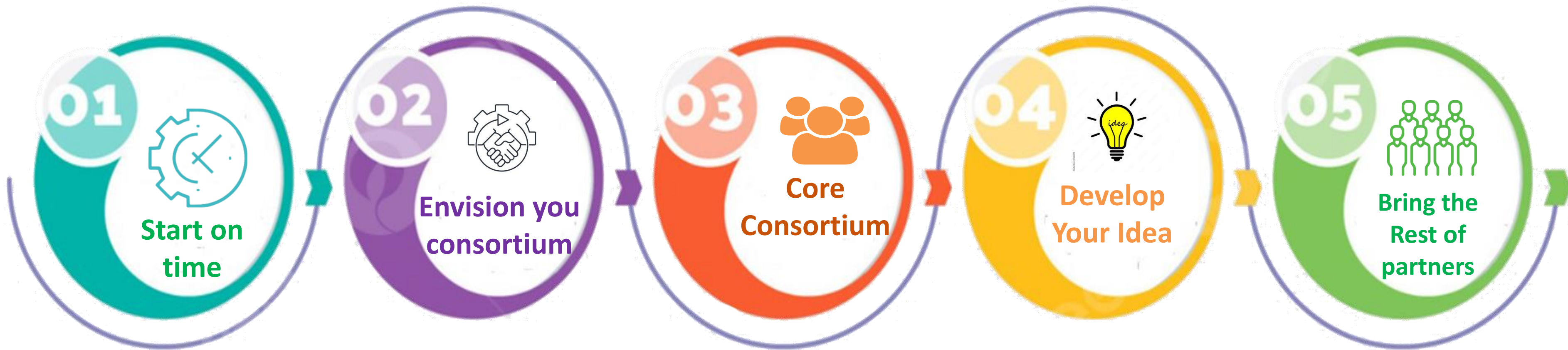
Each Partner should have a **unique role**, avoid redundancy



Regular **communication** enhances collaboration, reduces misunderstandings, and ensures that all members are well-informed



Main Steps to Construct your consortium



Start **2-3 months** before submission. Remember that there is often a lot of competition from rival consortia who might hijack your perfect partners

- Identify the expertise needed
- The **perfect consortium** will be very much **defined by the call** and your project idea (what am I looking for/what do I need)

The first step is to **bring on board the KOLs** within the specific field or topic and **establish a core consortium** with these established players

Together with this core consortium you want to further **draft the scope, main objectives and a rough outline of the project**

With your project idea and core team prepared, start **building the rest of the consortium**

PRIMA Partnering Tool



Post a partnership request



Contact Details

Name of Contact Person *

Role of Contact Person *

Email Address *

Phone Number *

Country *

Other Country *

Non Participating Countries *

Name of organisation *

Type of organisation *

Description of your organisation *

I agree to join the consortium by my own funding



Search in the database

Use the search engine to view requests posted by others

PRIMA Partnering Tool: Search in the database

Country

Type of organisation

Search Keywords

All Items

Small or Medium Enterprise (SME)

Secondary or Higher Education Establishment

Research Organisation (Public)

Non-Governmental Organisation (NGO)

Other

Research Organisation (Private)

Civil Society Organisations (CSO)

International Organisation

Targeted Topic

Funding and Tenders Portal



Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

EN

Register

Login

HOME

SEARCH FUNDING & TENDERS

HOW TO PARTICIPATE

PROJECTS & RESULTS

WORK AS AN EXPERT

SUPPORT

2

Partner search



Search by keyword, name...

Search

Organisations Persons

Advanced search ^

Programme / Topic

Programme

Select a Programme...



Topic

Select a Topic...



Location

Country

Select a Country...



City

Type a City...

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

Funding and Tenders Portal: Search in the database



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2

Partner search



Find partners based on their involvement in EU funded programmes, using a keyword, a topic or a past call for proposals

Search by
Involvement in EU funded programmes

Keyword

Topic

Call

Programme



Find organizations based on their details, such as geographical criteria, types of organisation or even by PIC number

Search by
Organisation details

Organisation name

Organisation type

Country

City

PIC number

Search partners Clear filters

Funding and Tenders Portal: Search in the database

The screenshot displays the top navigation bar of the European Commission's Funding & tender opportunities portal. The main header includes the European Commission logo and the text 'Funding & tender opportunities Single Electronic Data Interchange Area (SEDIA)'. On the right, there are buttons for 'Register' and 'Login', along with a language selector set to 'EN'. A dark blue navigation bar contains links for 'HOME', 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. Below this, the specific topic 'HORIZON-CL6-2024-CLIMATE-01-1' is shown, with a 'Topic Call for proposal' label. An 'Internal navigation' sidebar on the left lists options like 'Destination', 'Conditions and documents', 'Partner search announcements', 'Start submission', 'Topic related FAQ', and 'Get support'. The main content area is titled 'Partner search announcements' and features a highlighted box containing '117 Searches of partners to collaborate on this topic' with a 'View / Edit' button. A large red arrow points from this box to the text 'Expertise offer/Request'. Below this, a paragraph explains that LEARs, Account Administrators, or self-registrants can publish partner requests. At the bottom, there is a 'Start submission' button and a 'Need help?' link.

HORIZON-CL6-2024-CLIMATE-01-1

Topic Call for proposal

Internal navigation

Partner search announcements

117 Searches of partners to collaborate on this topic

View / Edit

Expertise offer/Request

LEARs, Account Administrators or self-registrants can publish partner requests for open and forthcoming topics after logging into this Portal, as well as any user having an active public Person profile.

Start submission

Need help?

You need to login to send a message to the selected entity

Funding and Tenders Portal: Post a new partner search

The screenshot shows the top navigation bar of the Funding and Tenders Portal. The European Commission logo is on the left, followed by the text 'Funding & tender opportunities' and 'Single Electronic Data Interchange Area (SEDIA)'. On the right, there are 'Register' and 'Login' buttons, a language selector set to 'EN', and a notification icon with a red '2'. The main navigation bar includes 'HOME', 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE' (highlighted in yellow), 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. Below this, the 'Publish partner search for topic:' section is visible. The main form area is titled 'Publish a new partner search' and contains a dropdown menu labeled 'Select among your organisations' with a blue 'ADD' button next to it. Below the dropdown, there are radio buttons for 'Type of expertise: *' with options 'Expertise request' and 'Expertise offer'. A red underline is drawn under the 'Expertise request' option. Below this is a text area for 'Description: *' with a 500-character limit and a placeholder text: 'Describe in short what type of partners you are looking for (This text will appear in the public tables of requests below your request entry)'. At the bottom left of the form is a blue 'Publish partner search' button. On the right side, there is a blue sidebar with 'Organisation:' information, a location pin icon, a factory icon, and a 'PIC:' field with a blue scribble. At the bottom of the sidebar is a 'Contact organisation' button.

To post a new partner search for your institution, **only LEARs, Account Administrators or self-registrants** can publish it

Funding and Tenders Portal: Post a new partner search

HOME SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT

MY PERSONAL PROFILE

MY ORGANISATION(S)

GRANTS

My Proposal(s)

My Project(s)

MY FORMAL NOTIFICATION(S)

MY EXPERT AREA

Partner search announcements for the topic

Topic information

Topic
New sustainable business and production models for farmers and rural communities

ID
HORIZON-CL6-2024-COMMUNITIES-02-2-two-stage

Expertise offers
110

Expertise requests
10

Go back

Published Withdrawn

Search by name, description... Expertise request, Expertise offer Search

120 item(s) found Sort by

MINDS & SPARKS GMBH Organisation Contact

M&S is an experienced project partner with a skilled team of researchers, engineers, developers and creatives offering APPLIED RESEARCH: Stakeholder Analysis, User Surveys, Requirements Engineering. DEVELOPMENT: Conception, Web Applications, Interface Design, Data Visualization, Piloting, Validation. DISSEMINATION & EXPLOITATION: Websites, Communication, Innovation and Technology Marketing, Solution Assessments, Market Analysis, Exploitation Planning. OUR PROFILE: <http://bit.ly/mindsandsparks>

Organisation type	Research Organisation	Type of request	Expertise offer
Country	Austria	Request date	01 Jul 2023
Status	Published		

You need to have the personal profile Public

You can post a request/Offer

The Enterprise Europe Network



 Log in

Search

Enterprise Europe Network

Home

About us



Partnering opportunities

Local contact points

News

Events

Blog

Success stories

Home > Partnering opportunities

Partnering opportunities

Very large database of business opportunities. 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

The Enterprise Europe Network search tools

Filter by

Keywords

Type of profile

- Business Offer
- Business request
- Research & Development Request
- Technology offer
- Technology request

Type of partner

Select

Filter results

Select all (7)

R&D Institution

SME 11-49

SME 50 - 249

SME

University

Select

Type of partnership

Select

Filter results

Select all (6)

Investment agreement

Outsourcing agreement

Research and development cooperation agreement

Supplier agreement

Stage of development

- Already on the market
- Available for demonstration
- Concept stage
- Lab tested
- Under development

Technology keywords

Select

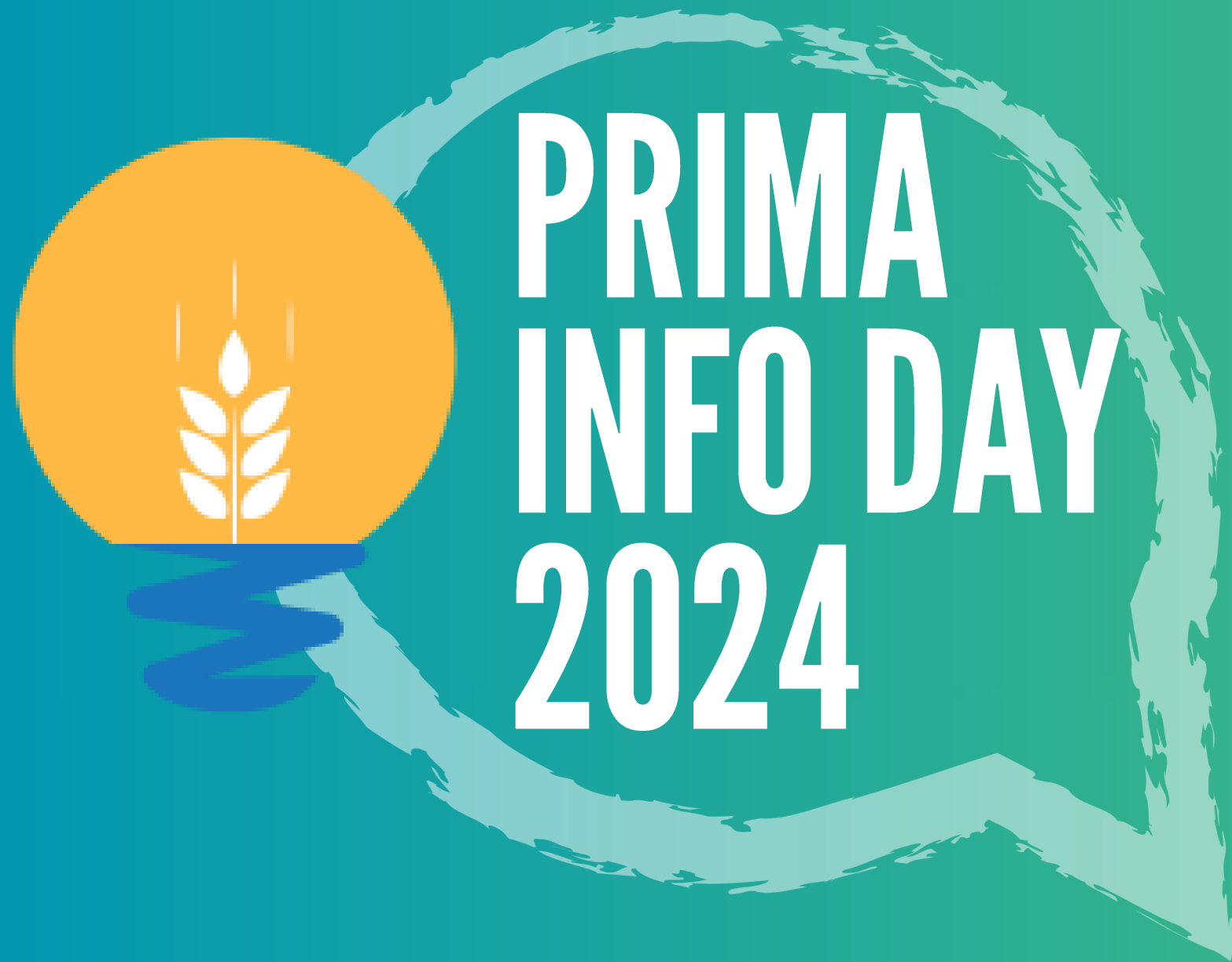
Market keywords

Select

Target countries

Select

- Only registered users can reply to the searches from the system
- Once you filter the opportunities there is a direct link to express your interest
- The interaction between proposers and “repliers” is monitored by the local EEN



Thank you

Ali Rhouma, Project Officer

| 16th January 2023

www.prima-med.org

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