How to build a winning consortium?

The PRIMA programme is supported under Horizon 2020, the European Union’s Framework Programme for Research and Innovation.

Ali Rhouma
PRIMA Project Officer

DISCLAIMER Preliminary information, AWP has not been approved by European Commission yet
Outline

Tips to Built a winning consortium

How to find a Partner?

- Online Partnering tools
  - PRIMA Partnering tool
  - The Enterprise Europe Network
  - Funding and Tenders Portal
  - CORDIS
- National contact points (NCPs-PRIMA)
1. Start on time

✓ Start in time to make sure you bring in the best partners
✓ A lot of competition from rival consortia who might hijack your perfect partners
✓ The consortium finalized well before the submission deadline

2. What is an ideal and winning consortium?

Identify the true key opinion leaders (KOLs) within your field or topics

Setting up a consortium that combines partners from various disciplines

Each Partner should have a unique role, avoid redundancy

Geographical spread of the partners and balance between profit and non-profit partners
3. Establish a core consortium with high excellence

- Bring on board the KOLs within the specific field or topic and establish a core consortium

4. Develop your excellent Plan

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

5. 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
Find partners

You can use the search engine to view requests posted by others or either post a partnership request.

Post a partnership request

http://prima-med.org/find-partners/
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 us about your company
3. We put interested partners in touch

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
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 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.
National Contact Points (NCPs)

Each country has nominated representatives at national level to act as National Contact Points (NCPs). These representatives give support to applicants, are the primary points of contact for all general matters related to calls for proposals and can act as a link between PRIMA and the coordinator of the project. A list of NCPs is provided below.

**Algeria**
General Directorate for scientific research and technological development (DGRSDT)

Mohamed Bouchicha
m.bouhicha@mesrs.dz
+21321270565 / +213555722577

**Algeria**
General Directorate for scientific research and technological development (DGRSDT)

Samira Chader
s.chader@dgrsdt.dz
+213- 21278 818

**Croatia**
Ministry of Science and Education

Mirela Čokesić
Mirela.Cokesic@mzo.hr
+38514594209

**Cyprus**
Research Promotion Foundation, Research and Development Department

**Cyprus**
Research Promotion Foundation, Research and Development Department

**Egypt**
PRIMA National contact point for EGYPT
National Contact Points for Horizon 2020

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 2020. 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:

- Guidance on choosing relevant H2020 topics and types of action
- Advice on administrative procedures and contractual issues
- Training and assistance on proposal writing
- Distribution of documentation (forms, guidelines, manuals etc.)
- Assistance in partner search

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

What is the NCP network?

NCPs are national structures established and financed by governments of the 28 EU member states and the states associated to the framework programme.

https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/ncp
Thank you!

Contact us  @prima-med.org  www.prima-med.org

Follow us  LinkedIn PRIMA Secretariat official  Twitter @PRIMAInnovation  Facebook PRIMA