

How to build a winning consortium?

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



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

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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, ovoid 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**

PRIMA Partnering tool

Find partners

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

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



Post a partnership request

CLICK HERE TO POST

CALLS FOR PROPOSALS ▾

FIND PARTNERS

REGISTER AS AN EXPERT

Fill out the following form to create your account.

Email

First Name

Last Name

Password

Repeat Password

SUBMIT

The Enterprise Europe Network



een.ec.europa.eu/partners

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 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>

The screenshot shows the 'Partner Search' page of the Funding and Tenders Portal. On the left, there are search filters for 'Keyword' (conservation agriculture), 'Topic', 'Call', and 'Programme'. The main content area includes a warning message, instructions for finding partners, and a search results table. The table has columns for Organisation Name, Organisation Type, Organisation Status, Country, City, and #Projects. One result is visible: T.E. LABORATORIES LIMITED, Small or medium-size enterprise, VALIDATED, Ireland, TULLOW, 1.

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, there is a navigation bar with links for 'Acerca de CORDIS', 'Contacto', 'Búsqueda avanzada', 'Aviso jurídico', and 'Español (es)'. Below this is the CORDIS logo and the text 'Servicio de Información Comunitario sobre Investigación y Desarrollo'. A search bar with a 'Buscar' button and a link to 'Iniciar sesión' is present. The main navigation menu includes 'NOTICIAS Y EVENTOS', 'PROYECTOS Y RESULTADOS', and 'REVISTAS DE RESEARCH*EU'. On the left, there is a 'Mi cuenta' sidebar with options for 'Iniciar sesión', 'Crear cuenta', 'Restablecer contraseña', and 'Ayuda'. The central area features a login form titled 'Iniciar sesión' with fields for 'Dirección de correo electrónico *' and 'Contraseña *', a checkmark icon, and an 'Iniciar sesión' button. A link for '¿Aún no se ha registrado como usuario?' is at the bottom of the form.

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.

PRIMA-NCPs

<http://prima-med.org/calls-for-proposals/ncps/>

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@dgrsdtdz

+213- 21278 818

Croatia

Ministry of Science and Education

Mirela Čokešić

Mirela.Cokesic@mzo.hr

+38514594209

Cyprus

Research Promotion Foundation, Research and

Cyprus

Research Promotion Foundation, Research and

Egypt

PRIMA National contact point for EGYPT



NCPs-H2020

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



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").

Search by

Country(ies):

All Countries ▾

Function(s):

Coordinator ▾

Search

Clear

Order By:

Country

Contact

Recent

Organisation

Algeria's NCP

Person of contact: Amel Zaatri Chabou

Function(s): National NCP coordinator , European Research Infrastructures ,
Spreading excellence and widening participation

[Contact Amel Zaatri Chabou](#)

Organisation

Agence Thématique de Recherche en Science et Technologie (ATRST)
Avenue Pasteur, ENSA Ex INA, Belfort, B.P 62- 16200, Algiers El Harrach |
Algeria

Tel: (213)21 52 62 40 - **Fax:** (213)21 52 62 40

Website: <http://www.atrst.dz>

Update date: 03-AUG-16 - **Record Control Number:** 4000015

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.



Thank you!

A hand is shown from the top right, pouring water onto a small green seedling with two leaves that is growing out of a mound of brown soil. The background is a gradient of blue and green.

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