



#InvestEUresearch

European Commission

Horizon 2020
Work Programme
for Research & Innovation
2018-2020

Networking

Name: George Panagopoulos
Function: Service Facility in support of International Cooperation in Research and Innovation
(communication@ServiceFacility.eu)


Research and Innovation

© European Union 2017. Image © iStockphoto.com / iStockphoto.com / iStockphoto.com / iStockphoto.com / iStockphoto.com

The slide features a teal background with a network of glowing lines and a globe on the right. Several colorful paper airplanes are scattered across the space. The European Commission logo is at the top center. A small orange box with the text 'Research and Innovation' is located near the bottom center.

Overview

- 1. Horizon 2020 project consortium: basic knowledge and terminology
- 2. How to build your network
- 3. Partner search tools
- 4. How to get help: NCP network



2

The slide has a teal header and a white body. It contains a numbered list of four items. The European Commission logo is in the bottom right corner, and a small number '2' is next to it. There are faint, colorful paper airplane graphics in the bottom left corner.

1. Horizon 2020 project consortium: basic knowledge and terminology



3



Type of participation within a consortium

- Coordinator
 - Participants
 - Third-parties
- Beneficiaries

Horizon 2020 distinguishes 4 basic types of third-party support

- 1 The purchase of goods and services
- 2 Subcontracts
- 3 Work done by "linked third parties"
- 4 Other third-party contributions

4



Horizon 2020 project consortium: what to look for (1)

Keep in mind that a right partner

- Could be from Academia, Industry, SMEs, NGOs, etc.
- Should be committed
- Should have skills in a particular field
- Should ideally (not obligatory) have previous experience in EU projects/international cooperation projects



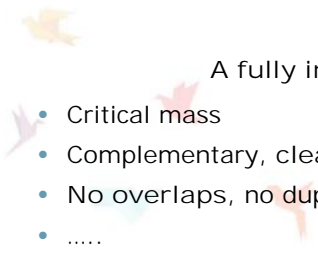
5



Horizon 2020 project consortium: what to look for (2)

Think about partners within your consortium

- WELL BALANCED: geographical spread, expertise and type of organisation (Academia, Research centers, Industry, SMEs,...)
- RELIABLE



Potential success

A fully integrated and balanced team

- Critical mass
- Complementary, clear roles & functions
- No overlaps, no duplications
-



6



Horizon 2020 project consortium: what to look for (3)

Potential success

A fully integrated and balanced team

-
- Experienced in EU-RTD projects (not obligatory)
- Knowledge of the reputation of core partners
- Involvement of SMEs, if relevant in the call
- Involvement of consumer organisation, European association etc. (according to the topic)
- Different interests in the project complementing each other

7



Horizon 2020 project Consortium: what to look for (4)

I identify the right partner for a specific topic

TOPIC : Transition to Exascale Computing

Topic identifier: FET1PC-02-2017
Publication date: 14 October 2015
Types of actions: IIA Research and Innovation action
Deadline: 26 September 2017 17:00:00
Opening date: 12 April 2017
Time Zone : (Brussels time)

Horizon 2020
Pillar: Excellent Science
Work Programme Year: H2020-2016-2017
Work Programme Part: Future and Emerging Technologies
Call: H2020-FET1PC-2016-2017
Call budget overview

Topic Description + More

Specific Challenge:
Take advantage of the full capabilities of exascale computing, in particular through high-productivity programming environments, system software and management, exascale I/O and storage in the

Topic conditions and documents + More

Please read carefully all provisions below before the preparation of your application.

Submission Service

Read carefully
topic
description,
conditions and
documents

8



2. How to build your network



9



Learn from successful projects

- Build the most of what you have: use your own existing networks.
- Best starting point: look at collaborations/links you have at international, European level
- Participant Portal Partner Search:
https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner_search.html
- Find which institutions and/or consortia have won projects already in Horizon 2020 and/or FP7?
- Read scientific publications in your field and take note of who is working on it

10



Existing contacts vs new contacts – Pros and Cons

Type of contact	Pros	Cons
Existing contact	<ul style="list-style-type: none">• Most effective• Most reliable and predictable (worked together previously)	<ul style="list-style-type: none">• Often not suitable for a planned project (especially when looking for complementary skills)
New contact	<ul style="list-style-type: none">• Easier to find suitable partners for a planned project• Several forms of assistance	<ul style="list-style-type: none">• More risky

11



Be in the (international) right place

Attend

- Networking events
- Brokerage events
- Information days



Organised by

- EU relevant actors (European Commission, EEN, NCPs, ...)

12



Be pragmatic!

- Speak to colleagues at conferences and events
- Invite them to join your project
- Ask to join their projects
- Don't disappear after the event finishes



Be prepared!

- Don't show up to networking events without a clear idea of your objectives (e.g. use elevator pitch, catchy PPTs,...)



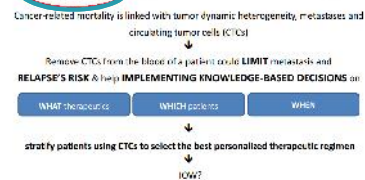
13



Pitch: an example

HORIZON 2020
HEALTH BIOMEDICAL RESEARCH EXCELLENCE
HORIZON 2020
Project: CTCs elimination device
Piero Fusi, PhD

What our idea's (1) – CTCs as a two-faced target



Whom we are looking for

- Research centres & SME
 - Software modeling & in silico tests
 - Antibody producers
 - CRO and/or other institutes for preclinical test of the device (i.e. on animals)
 - Harnessing the power of – omics
 - look for partners



<https://www.b2match.eu/BEHealthParis>

14



Be visible!

Publish your profile and look for your potential partner in the thematic research partner platforms relevant for issues of your interest...



15





3. Partner search tools



16



Participant Portal Partner Search

**PartnerSearch** 

Find partners for your project ideas among the participants in past EU projects. Enter a keyword or a topic of a past call for proposals, for finding related organisations. Search by geographical criteria or by types of organisation. For more specialised partner search service see Online Manual.

Involvement of the organisation in EU funded programmes	Organisation details
Keyword(s) <input type="text" value="enter (a) keyword(s)"/>	Organisation name <input type="text" value="enter an organisation name"/>
Topic <input type="text" value="enter a Topic"/>	Organisation type <input type="text" value="-"/>
Call <input type="text" value="enter a Call"/>	Country <input type="text" value="-"/>
Programme <input type="text" value="-"/>	City <input type="text" value="enter City"/>
	PIC <input type="text" value="enter PIC number, e.g. 98765432"/>

https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner_search.html

17



Partner search via databases

Tip: Always look for new networks!

- Database of the EU
<https://cordis.europa.eu/partners/web/guest/home>
- Ideal-ist (ICT): <http://www.ideal-ist.eu/partner-search/pssearch>
- NMP: <https://www.nmp-partnersearch.eu/index.php>
- 3. SC Energy: <http://www.partnersearch.c-energy2020.eu/>
- 5. SC Climate: <http://partnersearch.ncps-care.eu/>
- 6. SC SSH: <http://www.net4society.eu/public/pss.php>
- 7. SC Security: <http://www.security-research-map.eu/>
- EEN (SME): <http://een.ec.europa.eu/services/going-international>

18



Example 1: NMP Partner Search

Home >> Partner Search >> NMP Partner Search Home

PARTNER SEARCH

Login

Username (E-Mail address):

Password:

REGISTRATION
PASSWORD LOST?

PARTNER SEARCH HOME
LIST OF PARTNER SEARCHES
LIST OF PARTNER OFFERS
SEARCH FOR PARTNER ENTRIES
SEARCH FOR PARTNER PROFILES

Partner Search - Partner Offer

Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing in HORIZON 2020

The NMP TeAm Partner Search facility has been established by the network of NMP NCPs in order to offer best support to its clients. This web service is strictly focused on the open calls for proposals of the key enabling technologies: *Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing of HORIZON 2020*, related actions like FP7 open, ERA-NETs like ERA-Cosmos, EuroNanoMed3 and MAPLINET and instrument prize (Horizon Prize on materials for clean air).

On this web service we focus on between:

- **Partner Offer** - Researchers who offer their research expertise and who seek for collaboration in possible project consortia and
- **Partner Search** - Researchers or consortia with a definite idea for a project who are looking for further partners to complement the expertise scope of the consortium

In order to get information on the already published entries, please enter: Search for partner entries.

<https://www.nmp-partnersearch.eu/index.php>

19

Example 2: Idealist partner search

Home > Partner Search > Partner Search Manual

Partner Search

Keywords:

Country:

Call Identifier:

Topic:

Quality Labelled Partner Searches

PSID	Proposal Name	Publication date	Objectives	Country	Quality Label	Status
15171-1-IST	Online services for research strategy	20091006 - 1/2009-IST-201	ICT in H2020 Mobile and online messages	Belgium	Quality Label	Open <input type="button" value="Open"/>

<http://www.ideal-ist.eu/partner-search/pssearch>

20

Example 3: C-Energy 2020 partner search

partner search

login

HORIZON 2020 - WORK PROGRAMMES - Part 10, Secure, clean and efficient energy & Euratom

Dedicated Partner Search tool

login

register

<http://www.c-energy2020.eu/>

21 European Commission

- Create an account and register
- Log in if your account has already been created

4. How to get help: NCP network

22 European Commission

How to get help (1)

National Contact Points (NCPs)

- Nationally organised network of experts by subject areas
- Services include assistance in partner search (usually relying on their own databases)
- Dissemination of calls for expressions of interest and calls for proposals through various channels
- Organisation of training sessions (good way of meeting potential partners)

23



Join Now!

#InvestEUresearch
www.ec.europa.eu/research
Participant Portal

<http://ec.europa.eu/research/participants/portal/>

© European Union, 2017

The information and views set out in this presentation are those of the author(s) and do not necessarily reflect the official opinion of the European Union. Neither the European Union institutions and bodies nor any person acting on their behalf may be held responsible for the use which may be made of the information contained therein.

Reproduction is authorised provided the source is acknowledged.

24

