



#InvestEUresearch

European Commission

# Horizon 2020 Work Programme for Research & Innovation 2018-2020

## Networking

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Research and Innovation

Vertical text on the right: Horizon 2020 Work Programme for Research & Innovation 2018-2020

## 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

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# 1. Horizon 2020 project consortium: basic knowledge and terminology



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## Type of participation within a consortium

- Coordinator
  - Participants
  - Third-parties
- Beneficiaries

Horizon 2020 distinguishes 4 basic types of third-party support



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## 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



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

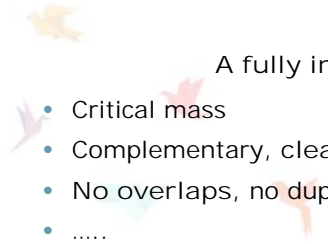
Think about partners within your consortium

- 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
- .....



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## 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

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

Identify the right partner for a specific topic

The screenshot shows a web interface for the Horizon 2020 project consortium. On the left, there is a navigation menu with options like 'MY AREA', 'HOME', 'FUNDING OPPORTUNITIES', 'HOW TO PARTICIPATE', 'EXPERTS', and 'SUPPORT'. Below this, there are sections for 'My Organisation(s)', 'My Proposal(s)', 'My Project(s)', 'My Notification(s)', 'My Formal Notification(s)', and 'My Expert Area'. The main content area displays details for a specific topic: 'TOPIC : Transition to Exascale Computing'. Key information includes: Topic Identifier: FCTHFC-02-2017, Publication date: 14 October 2015, Types of action: IIA Research and Innovation action, Deadline: 26 September 2017 17:00:00, Deadline Model: single-stage, Opening date: 12 April 2017, and Time Zone: (Brussels time). Below this, there are sections for 'Specific Challenges' and 'Topic conditions and documents'. A blue callout box with a white background and a blue border is overlaid on the bottom left of the screenshot, containing the text: 'Read carefully topic description, conditions and documents'. An arrow points from this box towards the 'Specific Challenges' section.

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## 2. How to build your network



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### 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](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

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## Existing contacts vs new contacts – Pros and Cons

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

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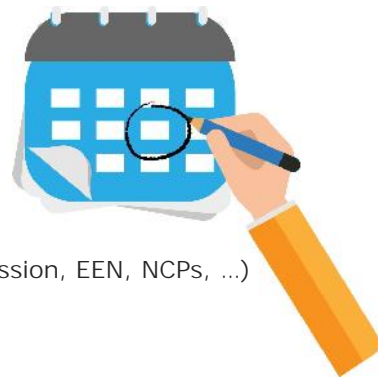
## Be in the (international) right place

### Attend

- Networking events
- Brokerage events
- Information days

### Organised by

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



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## 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,...)



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## Pitch: an example



### What our idea is (1) – CTCs as a two-faced target

Cancer-related mortality is linked with tumor dynamic heterogeneity, metastases and circulating tumor cells (CTC)

Remove CTCs from the blood of a patient could LIMIT metastases and RELIEVE'S RISK & help IMPLEMENTING KNOWLEDGE-BASED DECISIONS on

WHAT therapeutics WHICH patients WHEN

stratify patients using CTCs to select the best personalized therapeutic regimen

HOW?

### 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>

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## Be visible!

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



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## 3. Partner search tools



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## Participant Portal Partner Search

**Partner Search** 

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 services see Online Manual.

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

[https://ec.europa.eu/research/participants/portal/desktop/en/organisations/partner\\_search.html](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>

## 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 MCPs 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, EuroNanoMed and MARINET and instrument prize (Horizon Prize on materials for clean air).

On this web service we distinguish 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>

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## Example 2: Idealist partner search

Home > Partner Search

### Partner Search

Keywords:

Country:

Call Identifier:

Topic:

**Quality Labelled Partner Searches**

ID	Proposal Name	Publication	Call title	Objective	Country	Quality Label	Status
ICT-01-10-107	Partnership for European Startup	2003/2004	ICT-01-10-107-2011	ICT-01-10-107-2011	Europe		Open ✓

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

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### Example 3: C-Energy 2020 partner search

**partner search**

**login**

**register**

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

**Dedicated Partner Search tool**

Horizon 2020 - Work programmes for the research and innovation activities supported by the European Union under the Societal Challenge 3: Secure, clean and efficient energy in Horizon 2020. This tool is designed to help you find potential partners for your project in the field of Horizon 2020 work programmes.

Download: [C-ENERGY 2020 Partner Search tool](#)

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

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

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### 4. How to get help: NCP network



## 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)

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## How to get help (2)

### Support Projects

- Framework Programme-financed projects specifically intended to provide support for organizations wishing to participate in the FPs
- **Examples**
  - **NUCL-EU**
  - **NEWLANCER**

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# Join Now!

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[www.ec.europa.eu/research](http://www.ec.europa.eu/research)

Participant Portal

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

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