



#InvestEUresearch

Horizon 2020 Work Programme for Research & Innovation 2018-2020

Horizon 2020 – Networking

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Research and
Innovation

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
5. **Some more communication tips**

1. Horizon 2020 project consortium: basic knowledge and terminology



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

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



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
-



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

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

Identify the right partner for a specific topic

Oct 27, 2017

Drivers and contexts of violent extremism in the broader MENA region and the Balkans

ID: SU-GOVERNANCE-10-2019

Focus area: Boosting the effectiveness of the Security Union (SU)

Type of action:

- RIA Research and Innovation action

Deadline Model : single-stage


Opening: 06 November 2018

Deadline: 14 March 2019 17:00:00 Brussels time

[Open](#)

Horizon 2020

[Horizon 2020 Website](#)

↳ Work programme:  Europe in a changing world – Inclusive, innovative and reflective societies

Work programme year: H2020-2018-2020

↳ Call name: GOVERNANCE FOR THE FUTURE | Call ID: H2020-SC6-GOVERNANCE-2018-2019-2020

[See all topics of this call >](#)

[See budget overview](#)

Topic Updates

Topic description

Partner Search

Submission service

Topic Description

Specific Challenge:

Parts of the broader Middle East and North Africa (MENA) region and of the Balkans have been experiencing ethnic, religious and territorial conflicts and civil wars as well as a rise in violent extremism fuelled or justified also by religious interpretations. More empirical and interdisciplinary research is needed to understand the various historical, geopolitical, socioeconomic, ideological, cultural, psychological, and demographic factors that drive these conflicts and violent extremism in these regions. The various ways in which these phenomena impact Europe also need closer scrutiny.

Scope:

Proposals should produce country and regional analyses of the interplay between religion, politics and identity. This should include country and regional comparisons. Religious extremism in particular should be addressed from angles

[show more...](#)

**Read carefully
topic
description,
conditions and
documents**

2. How to build your network



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
- **Funding & Tender 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

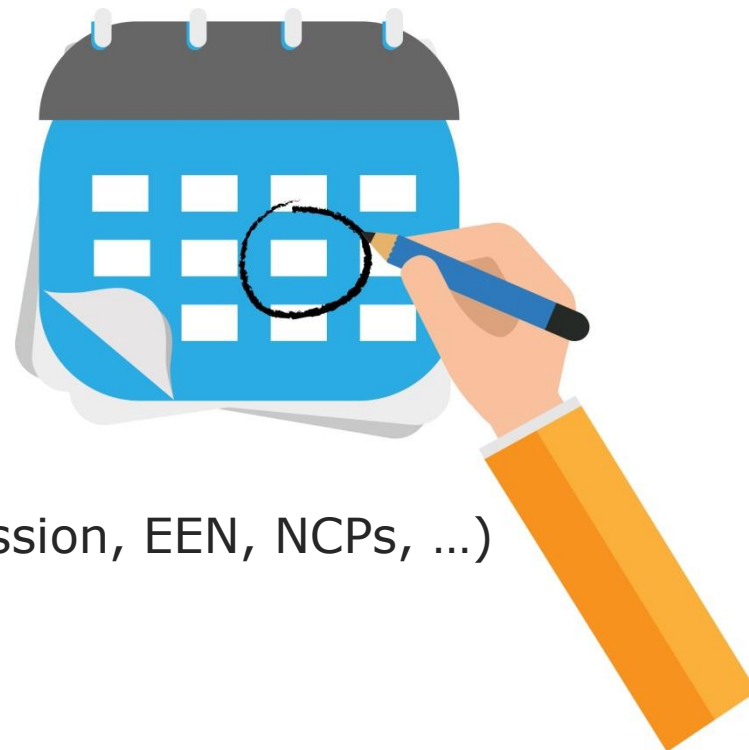
Existing contacts vs new contacts – Pros and Cons

| 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 |

Be in the (international) right place

Attend

- Networking events
- Brokerage events
- Information days



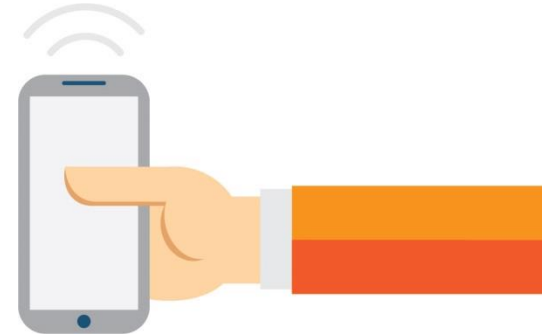
Organised by

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



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,...)



Pitch: an example

HORIZON 2020
HEALTH EUROPEAN BROKERAGE EVENT
PARIS 2016
WEDNESDAY, JANUARY 13TH 2016

Next generation liquid biopsy

PM-02-2017 - New concepts in patient stratification

Project: CTCs elimination device

Pietro Fici, PhD

SERVIZIO SANITARIO REGIONALE
EMILIA-ROMAGNA
Istituto Scientifico Romagnolo per lo Studio e la Cura dei Tumori
Istituto di Ricerca e Cura in Canceri Scientifici

ISTITUTO SCIENTIFICO
ROMAGNOLO
PER LO STUDIO E LA CURA
DEI TUMORI

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 (CTCs)



Remove CTCs from the blood of a patient could **LIMIT** metastasis and **RELAPSE'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 devise (i.e. on animals)
 - Harnessing the power of – omics
 - look for partners



Be visible!

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



3. Partner search tools



Funding & Tender Portal Partner Search

The screenshot shows the 'Partner Search' page in the Funding & Tender Portal. The top navigation bar includes 'Manage my area', 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE' (highlighted), 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. A user profile icon is in the top right corner.

The left sidebar contains navigation options: 'My Organisation(s)', 'GRANTS', 'My Proposal(s)', 'My Project(s)', 'My Formal Notification(s)', and 'My Expert Area'.

The main content area is titled 'Partner Search' and features a search form on the left and a results section on the right.

Search by Involvement in EU funded programmes

- Keyword:** Type your Keywords ...
- Topic:** Type a topic ...
- Call:** Select a call ...
- Programme:** Select a Programme...

Search by Organisation details

- Organisation name:** Type an organisation name ...
- Organisation type:** -

Partner Search

Online manual "Find partners"
IT HOW TO "Partner search"

Warning: Any use of the Funding and Tenders Portal for a commercial purpose is forbidden. Any misuse of it will lead to the refusal of access to the Funding and Tenders Portal.

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.

Results: 0 [Download excel list of partners](#) Search..

| ORGANISATION NAME | ORGANISATION TYPE | ORGANISATION STATUS | COUNTRY | CITY | #PROJECTS |
|-------------------|-------------------|---------------------|---------|------|-----------|
| No records found | | | | | |

Navigation: 1 / 10

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): <https://old.ideal-ist.eu/partner-search/pssearch>

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

- 3. SC Energy: <http://www.partnersearch.c-energy2020.eu/>

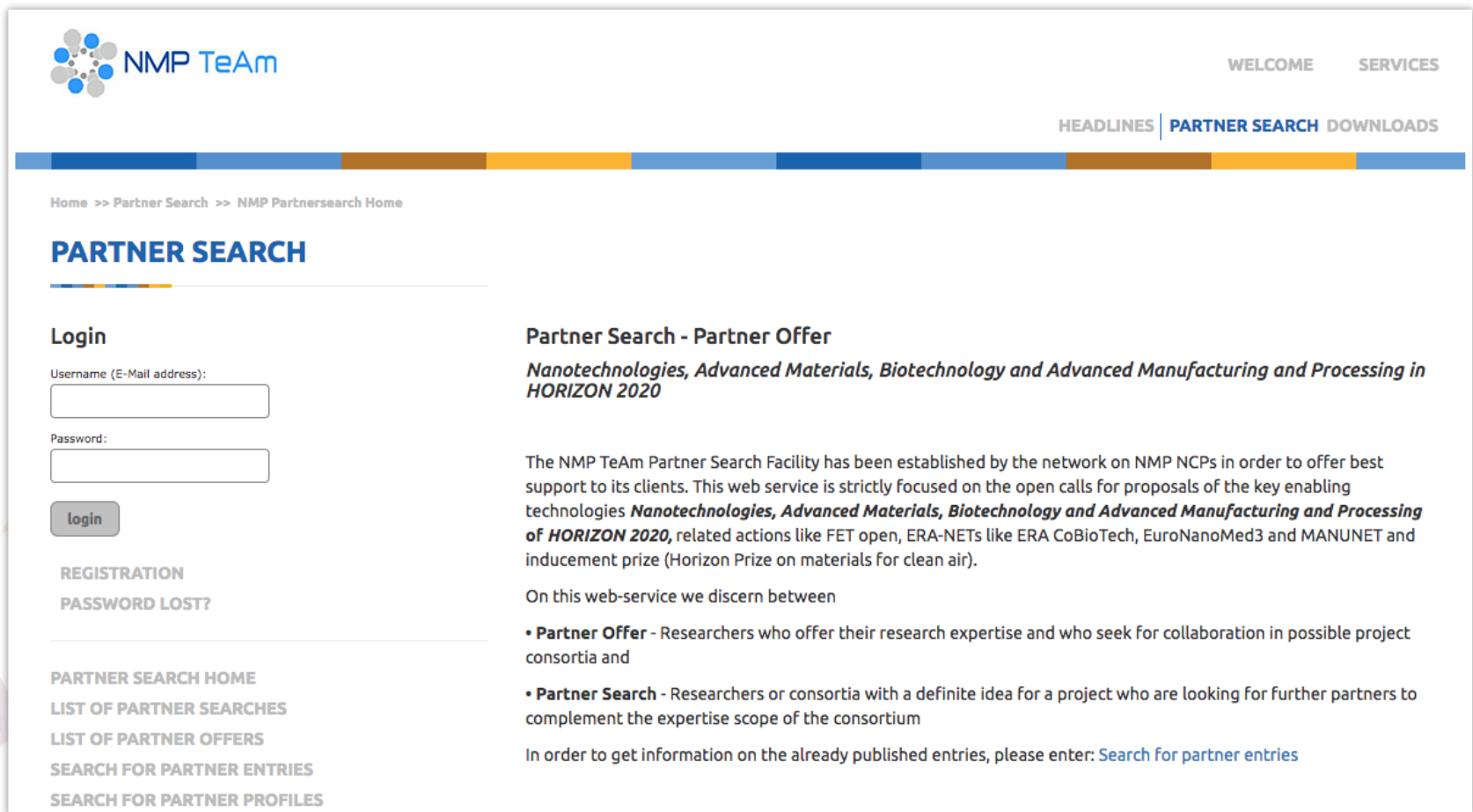
- 5. SC Climate: <http://partnersearch.ncps-care.eu/>

- 6. SC SSH: <http://www.net4society.eu/public/pss.php>

- 7. SC Security: <http://www.security-research-map.eu/>

- EEN (SME): <https://een.ec.europa.eu/content/international-partnerships-0>

Example 1: NMP Partner Search



The screenshot shows the NMP TeAm Partner Search website. At the top left is the NMP TeAm logo. On the right, there are navigation links for 'WELCOME' and 'SERVICES'. Below these are 'HEADLINES', 'PARTNER SEARCH', and 'DOWNLOADS'. A breadcrumb trail reads 'Home >> Partner Search >> NMP Partnersearch Home'. The main heading is 'PARTNER SEARCH'. On the left, there is a 'Login' section with input fields for 'Username (E-Mail address):' and 'Password:', and a 'login' button. Below the login section are links for 'REGISTRATION' and 'PASSWORD LOST?'. On the right, the main content area is titled 'Partner Search - Partner Offer' and features a sub-heading: '*Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing in HORIZON 2020*'. The text describes the NMP TeAm Partner Search Facility and lists related actions like FET open, ERA-NETs, EuroNanoMed3, and MANUNET. It also lists two types of offers: 'Partner Offer' and 'Partner Search'. At the bottom of the main content area, there is a link to 'Search for partner entries'. On the left side of the main content area, there is a vertical list of links: 'PARTNER SEARCH HOME', 'LIST OF PARTNER SEARCHES', 'LIST OF PARTNER OFFERS', 'SEARCH FOR PARTNER ENTRIES', and 'SEARCH FOR PARTNER PROFILES'.

Home >> Partner Search >> NMP Partnersearch 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 on 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 FET open, ERA-NETs like ERA CoBioTech, EuroNanoMed3 and MANUNET and inducement prize (Horizon Prize on materials for clean air).

On this web-service we discern 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](#)

Example 2: Idealist partner search

Home » Partner Search

Partner Search

Keywords

Country

Call Identifier

Topic

Quality Labelled Partner Searches

| PS ID | Proposal Name | Publish date | Call | Objective | Country | Quality Label | Status |
|--------------|--------------------------------------|--------------|----------------|--|---------|---------------|--------|
| PS-BY-101807 | Online platform for renewable energy | 30/08/2016 | H2020-ICT-2017 | ICT-19-2017: Media and content convergence | Belarus | | Open |

Example 3: C-Energy 2020 partner search



partner search [Home Page / partner search](#)

Login

Username (E-Mail address):

Password:

Registration

Password lost?

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

Dedicated Partner Search tool

This C-Energy2020 Partner Search Facility has been established by the network of H2020 Energy NCPs to help support its clients in establishing consortia. This web service is strictly focused on the open calls for proposals under the Energy area of the Societal challenge Pillar of Horizon2020 and the Euratom Calls (complementary programme for nuclear research and training).

[Download the H2020 Energy 2016-2017 workprogramme \(1.67MB Pdf document\).](#)

[Download the Euratom 2016-2017 workprogramme \(1MB Pdf document\)](#)

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

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)

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



Join Now!

#InvestEUresearch

www.ec.europa.eu/research

Funding & Tender Portal

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

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