



# **BILAT-UKR FINAL CONFERENCE JANUARY 31st - February 1st, 2012**

## **Partners and consortium**

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# Partner search

- To submit a proposal you should build a consortium.
- This consortium is made of different partners (academic, or industrial...)

How do you find these partners.

1/ Your personal network, your colleagues, your international scientific collaborators. Take part in conferences, events organized by commission (info days , brokerage events...)

[http://cordis.europa.eu/fp7/partners\\_en.html](http://cordis.europa.eu/fp7/partners_en.html)

2/ Partners search systems :

- European level : CORDIS, NCPs Network and web sites
- French level : Eurosfaire, regional contacts (universities, regional structures for industries or SMEs: OSEO

# Partner search

- Relay your profile to : people should know that you are interested in european projects (skills, thematic, experience, publications...).
- Identify others networks or project leaders that could help in finding partners.

When you identify a partner be careful and take into account many things :

- is he or she needed in the consortium, what will be his added value, what exact role will be his.
- is he reacting quickly, is his contribution sufficient or good during the preparation work, is his involvement in the project conflict free?

All these questions should be in your mind when you choose a partner so that you can rely upon him for duration of the project.

**Partners Service**

Looking for research partners?

These profiles and collaboration requests are currently active to build your network

- 7427 Partners profiles
- 23 Open FP7 Calls for Proposals
- 908 Partnership requests
  - 162 Proposing project
  - 746 Offering collaboration
- 128 Groups

Authentification

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About Partners Service

**Build the consortium**

**Identify skills and find partners**

# What kind of consortium?

- The role of the coordinator :
  - The only Captain on board but sharing his power with his partners : the basis of the project is the collaboration
  - Must play a dynamic role : in charge of gathering all inputs from partners and taking the responsibility to write a good proposal with the help of them (distribution of tasks, find the WP leaders, adjust P/M and budgets...)
  - To this end the coordinator must be recognised by his partners for his skills, experiences
  - A minimum experience in international and european projects : follow up of administrative, governance, financial matters, clear idea of time scale and EC requirements
  - Have the available human resources, support system, know-how, management structure
  - Take into account that you will be entitled to negotiate not only with your partners but with the EC for the entire consortium

# What kind of consortium? (2)

- The partners to insert in your consortium
  - Partners should be complementary: science, research organisation and industry/private sector
  - Roles of each partner must be well balanced
  - Geographical distribution must be well balanced too
- Criterias to choose your partners
  - Valuable
  - Recognized at the European level
  - Available
  - With the available resources and corresponding facilities and infrastructures
  - Viable economically speaking
- The size of the consortium must correspond to the EC requirements, and the objectives and contents of the project

# What kind of consortium? (3)

- Few recommendations
  - A good point is to show that partners know each other and had the occasion to work before on other things
  - Show the added value of your consortium : every partner has a key role
  - Implication of SMEs : transfer of technology and use of foreground
  - Involvement of young researchers and women
  - Put in the center of the stage the senior researchers
  - Justify the added value of international partners if available
  - Think of multidisciplinary partnership for the evaluation of new technologies produced by the projects : impact on the society, health, economy, ethical rules...
  - Justify the use of a subcontractor if available (a subcontractor should not be used instead of involving an enterprise as a partner).





**Thank you for your attention**

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