#InvestEUresearch

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

Horizon 2020 – Networking

Name: **Dr. George BONAS & Dr. François TREMEGE**
Function: Service Facility in support of International Cooperation in Research and Innovation (communication@ServiceFacility.eu)

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

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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

1 The purchase of goods and services

2 Subcontracts

3 Work done by "linked third parties"

4 Other third-party contributions

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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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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 budget overview

See all topics of this call ›

| 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

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2. How to build your network

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

- **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

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Existing contacts vs new contacts – Pros and Cons

Type of contact	Pros	Cons
Existing contact	• Most **effective** • Most **reliable** and **predictable** (worked together previously)	• Often **not suitable for a planned project** (especially when looking for comple-mentary skills)
New contact	• **Easier to find suitable** partners for a planned project • Several forms of assistance	• More **risky**

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Be in the (international) right place

Attend

- Networking events

- Brokerage events

- Information days
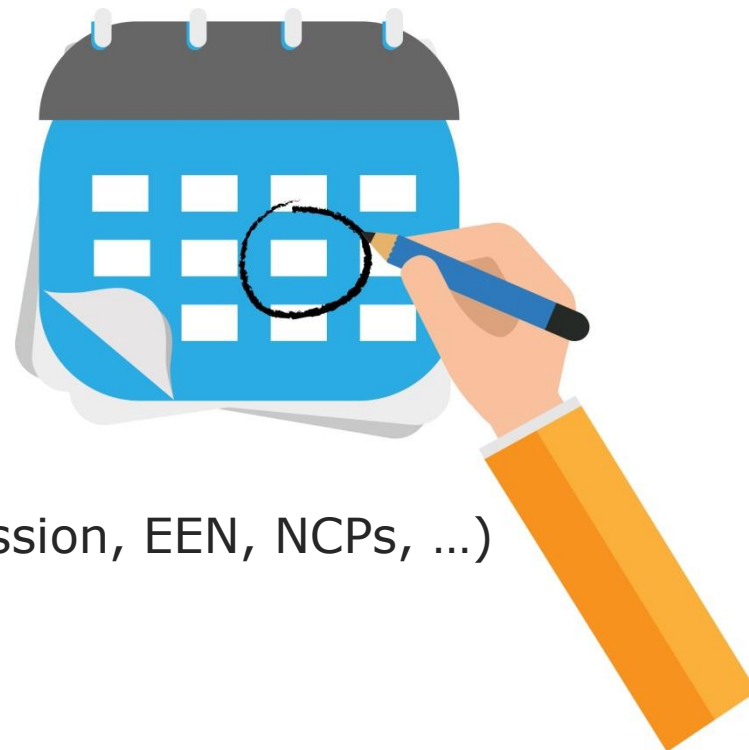
Organised by

- 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
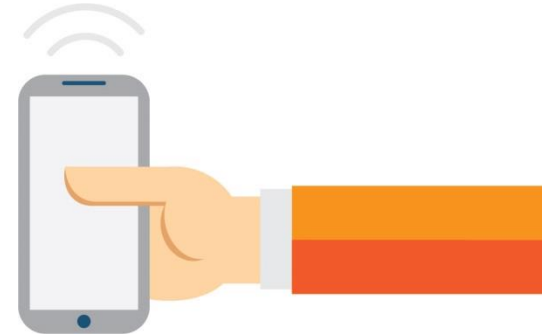
Be prepared!

- **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

Next generation liquid biopsy

PM-02-2017 : New concepts in patient stratification

Project: CTCs elimination device

Pietro Fici, PhD

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
  - Antiboby producers
  - CRO and/or other institutes for preclinical test of the devise (i.e. on animals)
  - Harnessing the power of – omics
  - look for partners

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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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Funding & Tender Portal Partner Search

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

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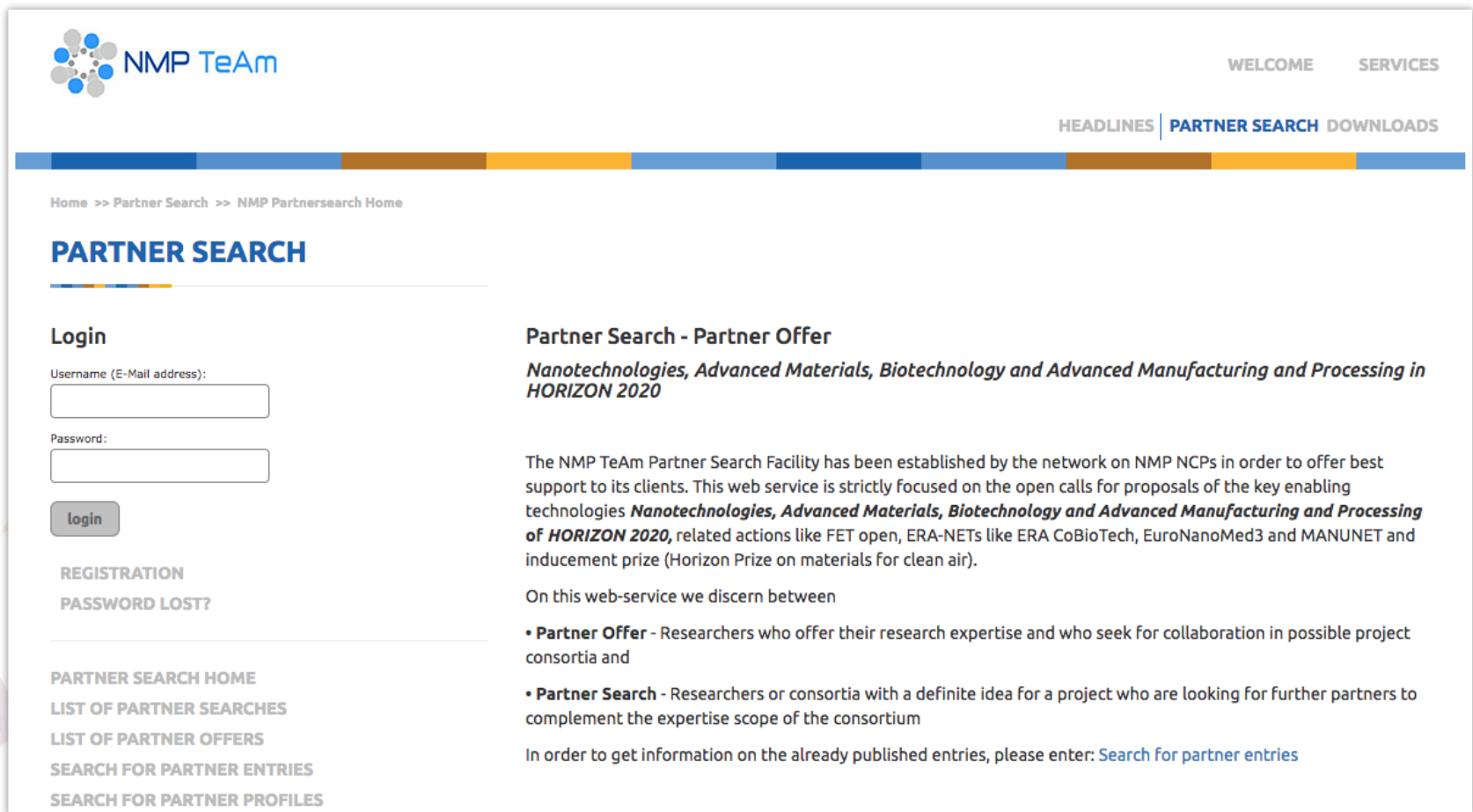
Example 1: NMP Partner Search

Example 2: Idealist partner search

Example 3: C-Energy 2020 partner search

- Create an account and register

- Log in if your account has already been created

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

4. How to get help: NCP network

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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

Funding & Tender Portal

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

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