



Partner Search

praxi »
help-forward network

Information & Dissemination Techniques Partner Search

Tbilisi, 6-8/5/2009





Presentation outline

1. Purpose
2. Who searches for a partner?
3. How to search for partners
4. Preparing a partner search
5. Preparing a partner offer
6. Promoting/ searching Partner Searches and partner offers
7. Examples
8. Other databases and tools
9. What is a successful consortium anyway?
10. Excercise



Purpose 1: An FP7 requirement

For indirect actions (Collaborative Projects)

- **At least three legal entities (defined as organisations or individual researchers as above), each of which is established in a Member State or Associated country. All three legal entities must be independent of each other in accordance with Article 6 of the RFP.**

For indirect actions concerning International Cooperation partner countries

- **At least four legal entities of which at least two must be established in Member States or Associated countries, and at least must be established in international cooperation partner countries. All four legal entities must be independent of each other in accordance with Article 6 of the RFP.**



Purpose 2: Common Sense

A clear need of varied resources in order to tackle complex research problems which cannot be found in one place, hence the teams are:

- **Multinational**
- **Multicultural**
- **Multisectoral**



Effective and successful teams

- Have clear and common goals
- Share the responsibility for those goals and measure the progress towards them
- Have the necessary blend of skills and roles (technical, interpersonal and problem solving)
- Get support from the superiors (time and money)
- Have allocated appropriate roles and tasks to each member
- Have developed and agreed on practices and procedures to get things done
- Handle conflicts constructively and openly
- Use time to know each other and to understand cultural diversity



The Partnership!

- Create a fully integrated partnership - balance between technology push and market pull
- Ensure complementarity: avoid overlap and duplication of capabilities and business interest
- Agree on common goals, understand each others motives and objectives and intentions for exploitation - and keep checking
- Know (the reputation – scientific and financial) of key partners



Purpose 3: Typical consortia

Instrument (type of project)	Minimum participants	Typical participants (indicative)
SMALL – MEDIUM	3	5-8
LARGE	3	9-16
NoE	3	10-15
CA	3	3-6
SA	1	3-6



Who searches for a partner

The project initiator, i.e. the organisation which:

- Has the idea and the initial motivation to begin the project
- Will be assigned with the MANAGEMENT of the consortium during the proposal evolution
- In most of the cases, will also carry out a significant part of the research work
- Will maintain the role of "COORDINATOR" and will be the consortium's spokesperson towards the EC, *could also search for a coordinator with more experience in managing FP projects

OR

Another organisation which:

- Has specific technology and/ or competencies and wants to contribute to a project in this domain
- Will carry out a part of the work in proportion to its competence, experience and resources
- Will have the role of "PARTNER" (and perhaps of "Workpackage Leader")



How to search for partners - A

WITHOUT the help of the National Information Point:

1. Via company's/ organisation's own technical/ business/ academic contacts
2. Via company's/ organisation's own contacts existing in running or past projects



How to search for partners - B

1. Via company's/ organisation's own technical/ business/ academic contacts

- (+) Existing trust and previous good collaboration
- (-) If many of those contacts are new to FP7
- (-) Limited "pool" of contacts



How to search for partners - C

2. Via company's/ organisation's own contacts existing in running or past projects

- (-) Does not apply for organisations new to FP7
- (-) Current project may be in different technical area or require different expertise
- (-) Limited "pool" of contacts

OTHERWISE:

- (+) One of the most effective methods



How to search for partners - D

WITH the help of the National Information Point:

1. Via events or information days organised by the EC in Brussels and elsewhere in Europe
2. Via CORDIS Partner Search
3. Via CORDIS database of past projects
4. Via networks aimed at finding the proper partner
5. Via dissemination of a Partner Search (PS) form through the NIP



What should be in a PS

A partner search should at least include the following:

- Title of the proposed research topic
 - Abstract of the proposed research topic
 - Description of the research topic including objectives, targets
keywords
 - A topic which is under a specific call of FP7
 - Type and expertise of the partner searched including profile,
know-how, activity
 - Role of the partner searched in the project including requested
input
 - Profile of the requesting organisation
- * The more targeted and specific the partner search is, the more
the chances of recruiting the right partner(s)

*The first step should always be to assess the proposers ability and
willingness to collaborate in an international environment*

»» Templates available

http://www.help-forward.gr/jel/forms/htdps_form.php


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πράξη»
δίκτυο διάχυσης τεχνολογίας

Search for a Partner


When inserting a new partner request, please enter information for every field.
If you are unable to complete a field, inserting a space will allow you to submit the form.


Mandatory field 
[Submit](#) [Reset](#)


General Description


Your own ref: 


Deadline for Responses (DD/MM/YYYY): *max. 1 year*

Select Date: 

Select Month: 


Select Year: 


Title: 

Abstract: 

Please insert a brief summary of your partner request (max. 500 characters). Be careful to avoid using non-standard characters, especially when cutting & pasting from other document formats

Characters remaining:

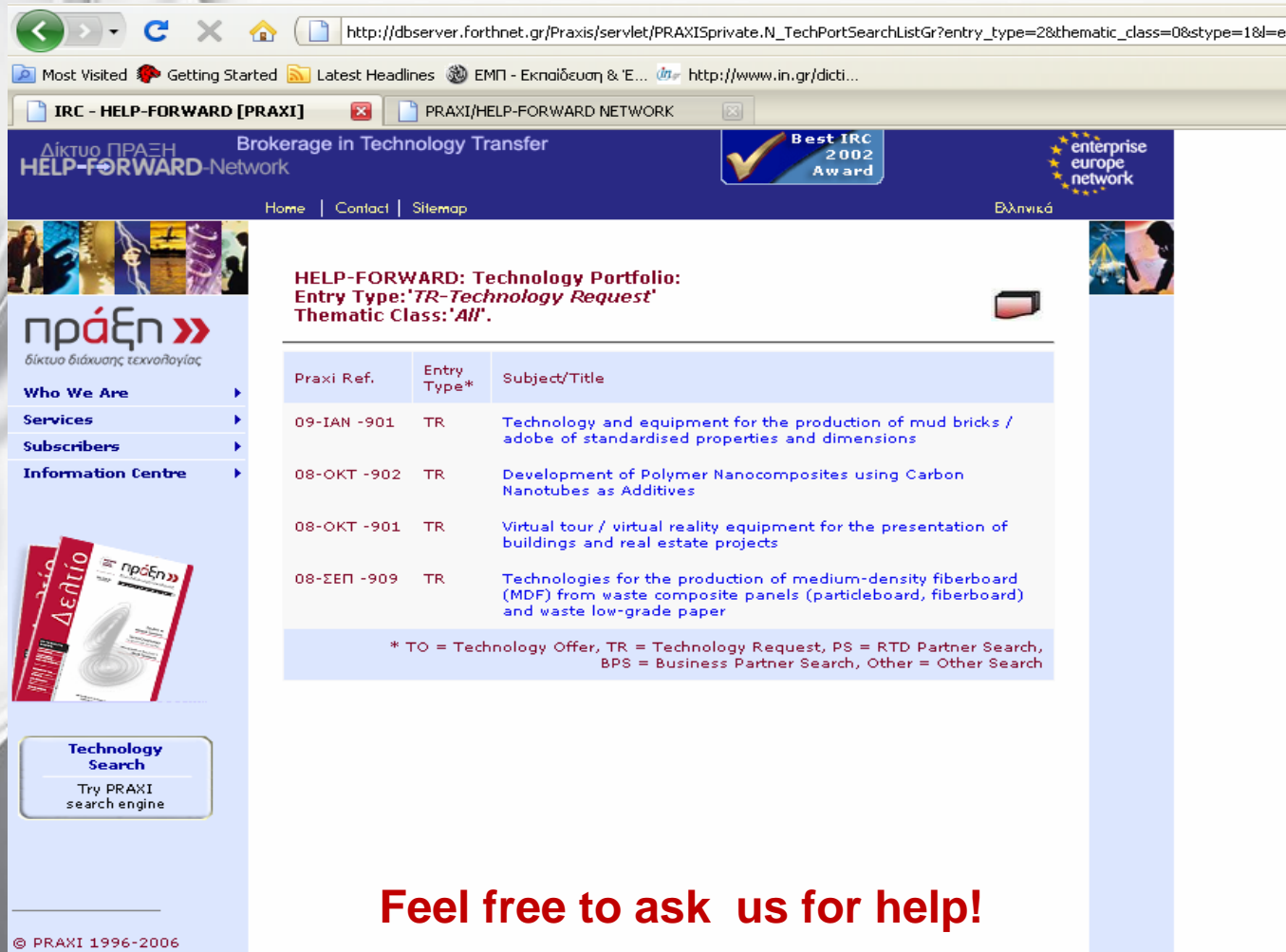
Description: 

Current Stage of Development: 

Also available in .doc



Examples available



http://dbserver.forthnet.gr/Praxis/servlet/PRAxisprivate.N_TechPortSearchListGr?entry_type=2&thematic_class=0&stype=1&l=en

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IRC - HELP-FORWARD [PRAXI] PRAXI/HELP-FORWARD NETWORK

Δίκτυο ΠΡΑΞΗ Brokerage in Technology Transfer
HELP-FORWARD-Network

Best IRC 2002 Award

enterprise europe network

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HELP-FORWARD: Technology Portfolio:
Entry Type: 'TR-Technology Request'
Thematic Class: 'All'

Praxi Ref.	Entry Type*	Subject/Title
09-ΙΑΝ -901	TR	Technology and equipment for the production of mud bricks / adobe of standardised properties and dimensions
08-ΟΚΤ -902	TR	Development of Polymer Nanocomposites using Carbon Nanotubes as Additives
08-ΟΚΤ -901	TR	Virtual tour / virtual reality equipment for the presentation of buildings and real estate projects
08-ΣΕΠ -909	TR	Technologies for the production of medium-density fiberboard (MDF) from waste composite panels (particleboard, fiberboard) and waste low-grade paper

* TO = Technology Offer, TR = Technology Request, PS = RTD Partner Search, BPS = Business Partner Search, Other = Other Search

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Feel free to ask us for help!



What should be in a partner offer

- Description of the expertise of the research team and not a specific Professor
- Inclusion of available infrastructure especially if it includes specialised proprietary equipment
- Targeted to a specific topic under a specific call (selection of many topics appears unprofessional)
- Inclusion of international experience if available (not only with EU, also NATO, UNESCO, INTAS, other countries e.g. Russia, Germany etc...)

The first step should always be to assess the proposers ability and willingness to collaborate in an international environment



Problems with partner offers

- Get lost in the masses of partner offers (organisation profiles) being simultaneously circulated
- Not taken seriously because in principle they do not present any real opportunity

TIPS for increasing chances:

- Proof reading by the NIP/NCP for clarity and compliance with specific call
- Use of NCP/NIP structure for promotion
- Use only as an EoI to partner searches

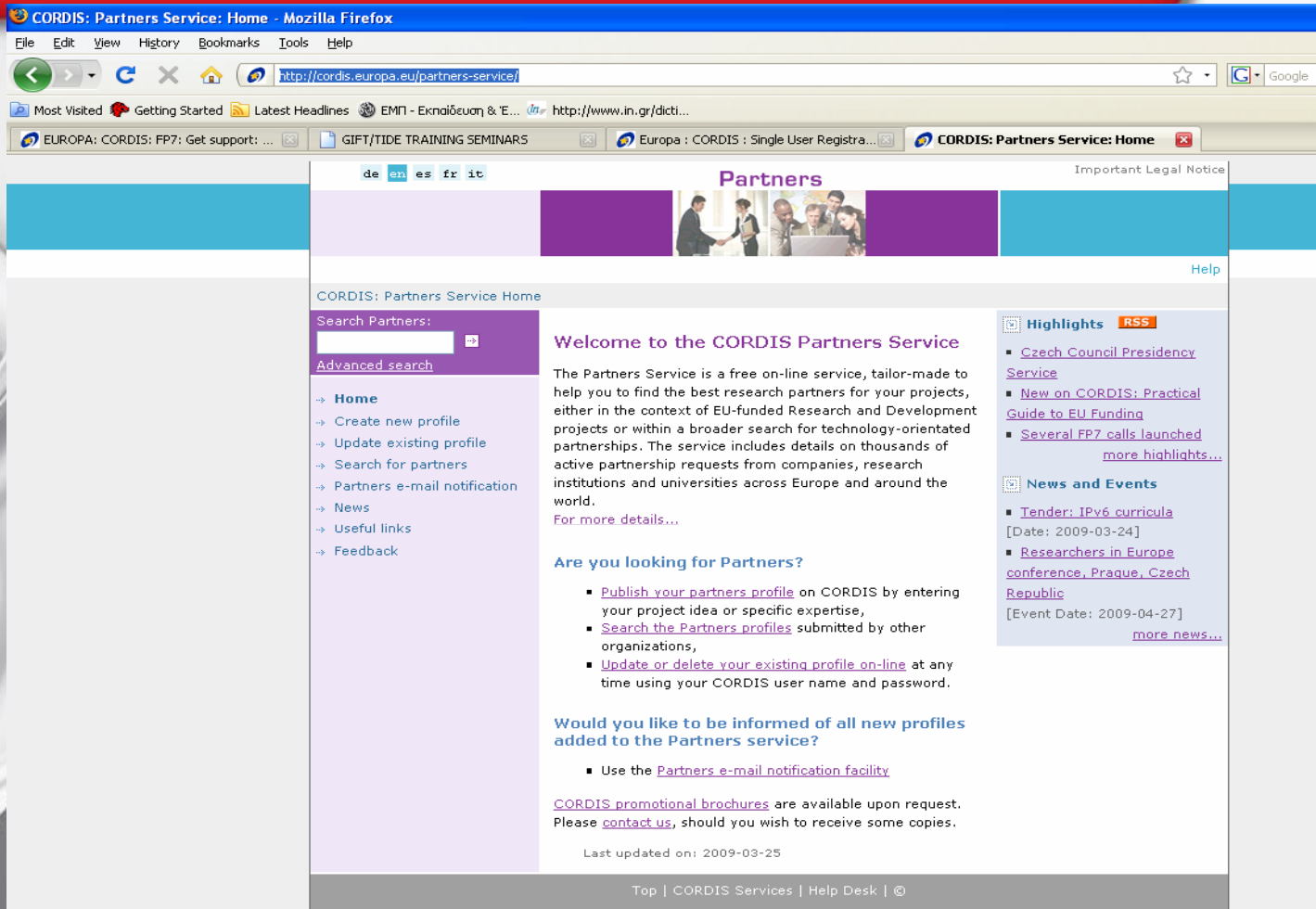
Promoting/ searching Partner Searches and partner offers

- Established contacts
- Previous or current project partners
- Business partners
- Internal company and scientific networks
- Private Partner Search
- Public Partner Search /
 - Cordis
 - IDEAL – IST etc.
- NCP Networks and their CSA actions
- Events or information days organised by the EC (or other Networks / projects) in Brussels and elsewhere in Europe
- European technology Platforms

The BEST method: Usually a combination of ALL of the above



Examples: Cordis partners Service



CORDIS: Partners Service: Home - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://cordis.europa.eu/partners-service/

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EUROPA: CORDIS: FP7: Get support: ... GIFT/TIDE TRAINING SEMINARS Europa : CORDIS : Single User Registra... CORDIS: Partners Service: Home

de en es fr it Partners Important Legal Notice

Help

CORDIS: Partners Service Home

Search Partners:

Advanced search

- Home
- Create new profile
- Update existing profile
- Search for partners
- Partners e-mail notification
- News
- Useful links
- Feedback

Welcome to the CORDIS Partners Service

The Partners Service is a free on-line service, tailor-made to help you to find the best research partners for your projects, either in the context of EU-funded Research and Development projects or within a broader search for technology-orientated partnerships. The service includes details on thousands of active partnership requests from companies, research institutions and universities across Europe and around the world.

[For more details...](#)

Are you looking for Partners?

- [Publish your partners profile](#) on CORDIS by entering your project idea or specific expertise,
- [Search the Partners profiles](#) submitted by other organizations,
- [Update or delete your existing profile on-line](#) at any time using your CORDIS user name and password.

Would you like to be informed of all new profiles added to the Partners service?

- Use the [Partners e-mail notification facility](#)

[CORDIS promotional brochures](#) are available upon request. Please [contact us](#), should you wish to receive some copies.

Last updated on: 2009-03-25

Highlights [RSS](#)

- [Czech Council Presidency Service](#)
- [New on CORDIS: Practical Guide to EU Funding](#)
- [Several FP7 calls launched](#) [more highlights...](#)

News and Events

- [Tender: IPv6 curricula](#)
[Date: 2009-03-24]
- [Researchers in Europe conference, Prague, Czech Republic](#)
[Event Date: 2009-04-27] [more news...](#)

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Cordis 2: PS and expertise option

de en es fr it Partners Important Legal Notice

  Help

CORDIS: Partners Service

Search Partners : [Manage Working Area](#)

Advanced search <- Section Navigation ->

[Section 1](#) [Section 2](#) [Section 3](#)

- Home
- Create new profile
- Update existing profile
- Search for partners
- Email partners alert
- News
- Useful links
- Feedback
- Logout

Type A - Section 1: Collaboration Details

Fields marked with * are mandatory.

For a printable version of the form help, please click [here](#).

*** 1.1 Project proposal or company expertise:**

Indicate if you would like to propose a specific project and are looking for partners to form a consortium, or if you are interested in joining a consortium and like to describe your company's expertise.

Project proposal Company expertise

*** 1.2 Programme(s):**

Select the European Commission programme acronym(s) in which you are interested in participating. The first box contains FP7 research activities. The second box contains other non FP7 EU programmes.

FP7 Research Activities	Other EU Programmes
FP7	ASIA-ITC
FP7-CAPACITIES	CIP
FP7-COOPERATION	COAL-STEEL_RTDC
FP7-COORDINATION	COST
FP7-ENERGY	ECONTENT

1.3 Activity area(s):

The FP7 activity codes have been updated. Select your FP7 research activity (field 1.2) to load the activity areas.

Note that the research areas are not available for all programmes

Currently no workprogramme areas available



Cordis 3: An assessment

Advantages

- A large pool of partner searches to choose from
- Covering all topics and thematic priorities
- Often independent of open calls
- Could be used (with caution) to “check out” the scene

Disadvantages

- Lower quality: Partner searches often incomplete (“target partner” field is in many cases empty)
- The information given may be inaccurate, including the proposer status

Partner Search Alert by H-F



A partnership of the Hellenic Federation of Enterprises (SEV)
the Federation of Industries of Northern Greece (FING)
and the Foundation for Research & Technology - Hellas (FORTH)



Partner Search Alert Friday 27 February 09

Theme:	GALILEO
Title:	Galileo for Urban Logistics
Deadline:	24/03/2009
Organization type:	RTO
Country:	Germany
	Exploitation of localisation technology (Galileo) in urban logistics



Partner Search Alert by H-F

Advantages:

- Good quality
- From reliable sources
- Ease of getting in contact with other mediators

Disadvantages:

- Not frequent, very dependent on open current calls
- Small quantity



Other available databases and tools - 1

- Ideal – IST (only for IST, complicated validation system, only for partner search)

<http://www.ideal-ist.net/>

- Juelich (only for NMP, both for partner search and partner offer, will be fully developed under the CSA project NMP TeAm)

http://www.fz-juelich.de/ptj/Partner_Search/

- European R&D Partnersearch System (with fee, only for partner search)

<http://www.rdparkers.net/>

- Enterprise Europe Network (not fully developed yet, only available to partner countries (currently only Armenia)

- AeroSMEs portal (<http://www.aerosme.com/>) (For Aeronautics and Space), currently under reorganisation but can subscribe to the newsletter by contacting Sonia Roi-Kroger at Sonia.Roi-Kroger@asd-europe.org

- SMEs go Health: <http://www.smesgohealth.org/>



Other available databases and tools - 2

Use of country-specific databases provide partners profiles from specific countries. E.g.

- Czech Republic, <http://www.czechrtd.info/>
- Uzbekistan
<http://www.fp6nip.uzsci.net/eng/partners/index.php>
- Slovenia, <http://www.rtd.si/eng/>
- Italy,
- Greece,
- ...



After sales services

Seek to receive:

- Feedback from people you helped
- Feedback from failed proposers
- Feedback from clients rejected from a consortium



Examples

- 1. An example of a simple partner offer and accompanying letter by NCP on behalf of a large minerals company wishing to join a consortium in NMP-2009- 4.0-4 Reducing the environmental footprint of energy intensive industries**
- 2. An example of a complete partner search with extra information by a consulting company on behalf of a technical university looking for SICA partners for the joint call of NMP with INCO: NMP-2009-2.6-1 Novel membranes for water technologies (SICA)**



Exercises

**Using real examples from third call of theme 4, NMP,
deadline 19/2/09**

**1. Convert as received partner searches to ones for
promoting**

**1.a. Partner search for topic NMP-2009-3.2-2 Adaptive
control systems for responsive factories, submitted by SME
coordinator**

**1.b. Partner search under NMP-2009-1.2.2: Molecular
factory, submitted by University coordinator**

**2. A consortium led by a Greek Research Organisation
looking for an SME coordinator for an SME targeted NMP
proposal under NMP-2009-2.5-1 Light high-performance
composites. Which one of the four expressions of interest
would you choose and why.**