

5. ¿CÓMO PARTICIPAR? ESTRATEGIAS Y BÚSQUEDA DE SOCIOS EN PROGRAMA EUROPEOS. NETWORKING

Roberto ESCARRE

Director

Oficina de Gestión de Proyectos Internacionales (OGPI)

Universidad de Alicante, Fundación General

- **COOPERACIÓN UNIVERSITARIA**
- **COOPERACIÓN CIENTÍFICA**
- **ALGUNAS ESTRATEGIAS A CONSIDERAR**

COOPERACIÓN CIENTÍFICA (PROGRAMA MARCO)

THE CONSORTIUM: MINIMUM REQUIREMENTS



- **Minimum number of partners**
 - **Geographical origin**
 - **Type of legal entity**
 - *See work programme and call*
 - ****** just meeting the minimum requirements is often not enough to win the proposal!**
-
- **Minimum Requirements in FP7**
 - 3 Institutions from 3 different Member States or Associated Countries
 - **Exceptions:**
 - ERC
 - Support Actions
 - Marie Curie Grants

THE CONSORTIUM: WHO MAY PARTICIPATE

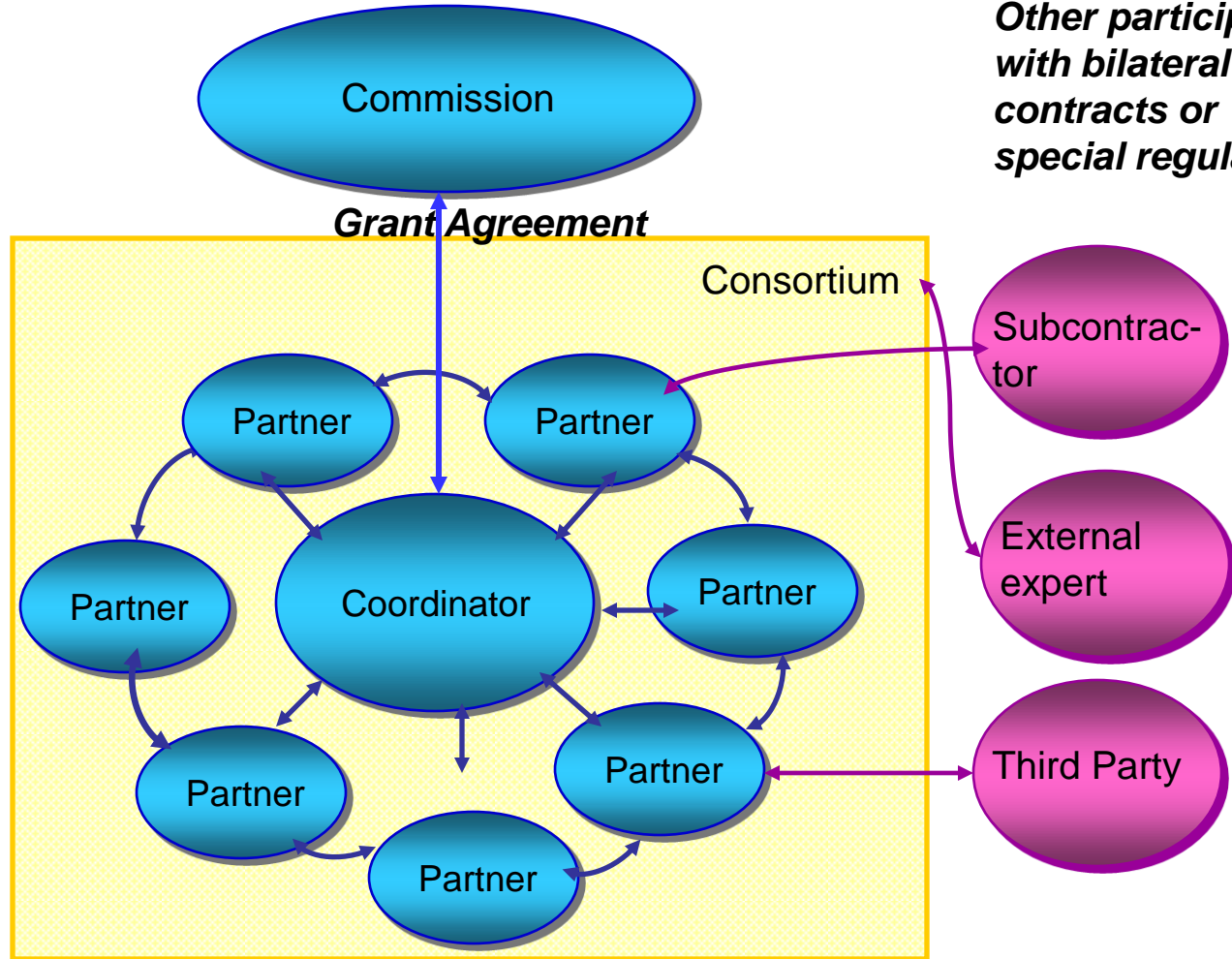
- **Every legal person (legal entity); natural persons (in some exceptional cases)**
- **partner = always defined as the whole institution (legal entity)**
- **Eligible states whose costs may be reimbursed by the EU**
 - EU Member States
 - Associated Countries: now eligible in FP7
 - International Organisations of European interest
 - Joint Research Centres
 - ICPC – “International co-operation partner country”: Third Countries with low to medium income
(http://ec.europa.eu/research/iscp/pdf/icpc_countries_en.pdf)

THE CONSORTIUM: THIRD COUNTRIES IN FP7



- **Non-EU Member States not belonging to the ICPC and not associated with the Framework Programmes (i.e. not contribute to the financing of the FP), E.g. USA, Canada, Japan**
- **Conditions of Participation**
 - Necessary for the success of the project
 - Can add value to European research
 - If included in a Call
 - If there is an R&D agreement with the EU (FP7)
- **Participation without financial aid from the EU is also possible**

BUILDING A CONSORTIUM - STRUCTURE



***Other participants
with bilateral
contracts or
special regulation:***

THE COORDINATOR: RESPONSABILITIES



- **Coordinator is responsible for the entire project and has the greatest workload**
 - **Responsible for submitting the proposal**
 - **Coordinates contract negotiations**
 - **Tasks according to the contract (Grant Agreement):**
 - Receives and distributes EU payments
 - Scientific-technical, financial and administrative coordination
 - Coordination of legal matters (Project contract, Amendments, Consortium Agreement)
 - Single contact point for the EC
- *Coordination should not be a “one-man show“, but rather done by a team; large-scale projects should have a project management office*

STRATEGY FOR BEING A COORDINATOR

Beginners: do not coordinate. Wait for 2 or 3 projects

Advantages of being coordinator

Coordinator defines the direction of the project

Contact person with Commission (Conferences, lobbying..)

Extra money for coordination (7%)

Invited into new proposals

Key issue

Support-services essential. (financial, legal)

DIFFERENT ROLES IN PROJECTS

Scientific Positions	Technology Developers + Integrators
	Users of Results (Pilot site, Demonstration)
Management Positions	Scientific Coordinator (Science)
	Project Manager (Management, finance..)
	Work-package leader (Science)
	Exploitation Managers (Results)
Legal Status	Contractor - Partner in project
	Subcontractor - not a partner in the project

PROJECT PARTNERS: RESPONSABILITIES

- Perform activities set down in the contract, submit contributions (e.g. reports, financial statements, information about project progress)
- Assume part of the responsibility of project execution/ leading workpackages and central tasks if necessary (in a Steering Committee, for Dissemination/Exploitation, etc.)
- Share the “project risk“

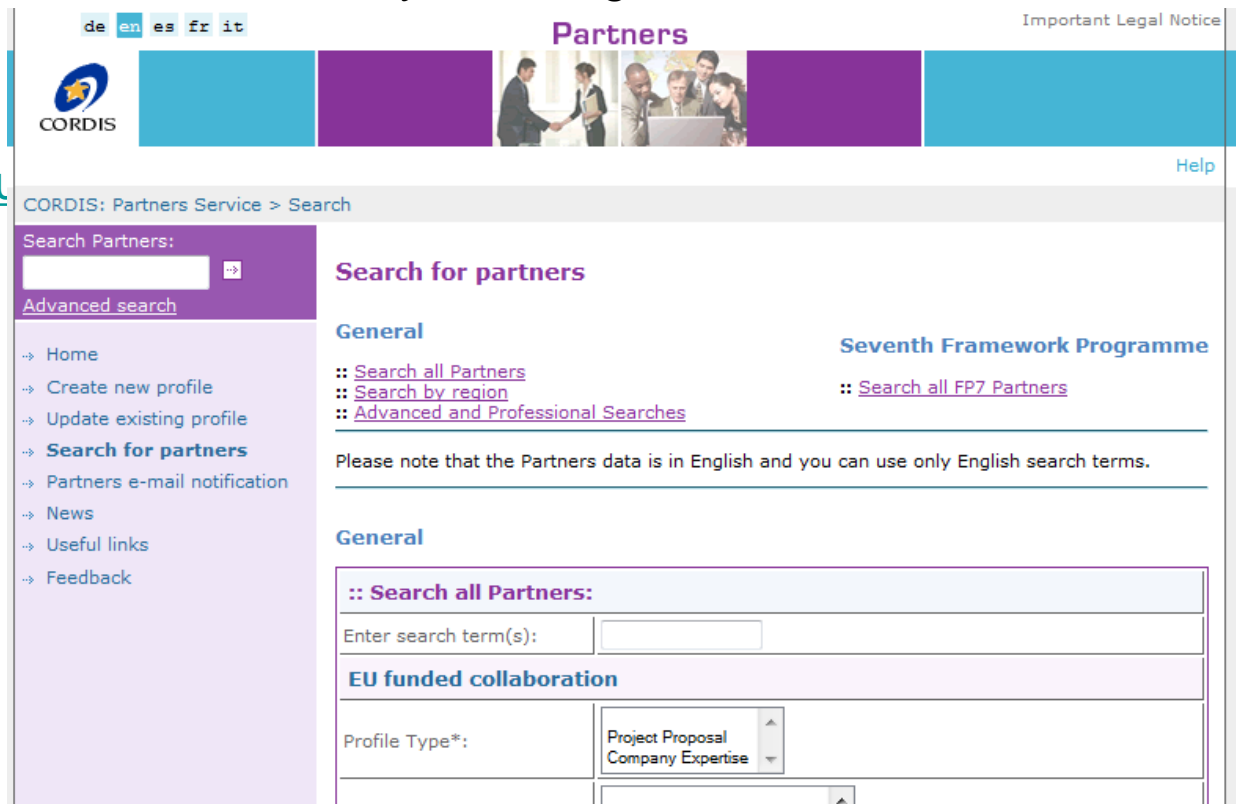
BUILDING A CONSORTIUM: HOW TO FIND PARTNERS

- Own network, established contacts
- Conferences, Events, Publications
- CORDIS Project database:
<http://cordis.europa.eu/search/index.cfm?dbname=proj>
- CORDIS Partner Search (all fields):
http://cordis.europa.eu/partners-service/search_en.html
- IDEALIST Partner Search (primarily ICT):
<http://www.ideal-ist.net/>
- SMEsgoLifeSciences (SMEs in Life Science):
<http://www.smesgolifesciences.be/common/Participate.asp>
 - *Start searching for partners well in time*
 - *Proposal phase is a test for the cooperation*

PARTNER SEARCH

Cordis Partner search services:

- [Publish your partner profile](#) on CORDIS by entering your project idea or specific expertise,
- [Search the Partners profiles](#) submitted by other organizations,
- E-mail notification
- <http://cordis.europa.eu>



de en es fr it **Partners** Important Legal Notice

CORDIS

CORDIS: Partners Service > Search

Search Partners: →

[Advanced search](#)

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

Search for partners

General **Seventh Framework Programme**

- :: [Search all Partners](#)
- :: [Search by region](#)
- :: [Advanced and Professional Searches](#)
- :: [Search all FP7 Partners](#)

Please note that the Partners data is in English and you can use only English search terms.

General

:: Search all Partners:

Enter search term(s):

EU funded collaboration

Profile Type*:

THE CONSORTIUM



Consists of different Partners

... with different personalities

... from different countries/cultures

... from different areas (e.g. university, industry, government)

... with different motivations/goals (publications, commercial exploitation, financing of personnel, etc.)

... with different experiences

... with different possibilities (SME, Partners from certain countries)

→ *The challenge of international project management*

BUILDING A CONSORTIUM: STEPS

- **First of all – study the information package to determine:**
 - What kind of partner you need for a strong proposal (type of organisation, expertise, geographical origin)
 - Search suitable partners
- **After initial contact and indication of interest**
 - provide:
 - summary of the project you plan to propose
 - request:
 - Description of their activities and background in relation to the topic of the proposal
 - Experience in participating in EU projects
 - Unit costs for budget planning
 - Administrative information as required by the application forms

COOPERACIÓN UNIVERSITARIA (ERASMUS.....)

NETWORKING AND PARTNER SEARCH



How to find partners?

- **Own contacts and previous collaborations**
- Infodays: Is the best way but requires.... Time & Money!
- Use your institution international agreements
- Applicate to your institutional formal & **informal international relations**
- Attending **different academic events: Workshops, seminars, conferences....**

NETWORKING AND PARTNER SEARCH (I)



How to find partners?

- Use the existing partner search **tools facilitated by the EC through their programmes**
- **Visit National Contact Points or EU Delegations**

NETWORKING AND PARTNER SEARCH (II)



Other ways to find partners – MAILING LIST

Use the existing university networks:

- [Asociación Internacional de Universidades \(IAU\)](#)
- [European Association for International Education \(EAIE\)](#)

- **IMPORTANTE: PROYECTOS PASADOS APROBADOS**
- Etc...

ESTRATEGIAS

ESTRATEGÍAS...

- Aprovechar las herramientas de los programas europeos (partners search)
- **Nadie nace con experiencia**
- **¿La experiencia de la institución o la experiencia de las personas?**
- **Aprender como socios**
- **¿Los amigos de mis amigos son mis amigos?**
- **Blacklists**

BUILDING A CONSORTIUM

- **Frequent errors in selecting partners:**
 - Accepting partners with questionable financial backing
 - Including a partner in the consortium for personal reasons (e.g. a good friend whom you owe a favour)
 - Including a partner for policy reasons (countries represented) who can contribute little or nothing to the project work
 - Accepting “multiple project partners” who are involved in many projects but whose dedication to the individual projects is questionable
 -
- *Did you ever face any problem with partners?*

WHAT TO TAKE INTO ACCOUNT? - SELECTION CRITERIA FOR PARTNERS



- Scientific excellence
- Multidisciplinary and complementarity
- Experience in collaborative projects/EU projects
- Dedication/Motivation
- Geographic origin
- Institutional origin (e.g. university, big industry, SME, agency)
- Multiplier function for dissemination/politics

ASK YOURSELF....

- IS IT WORTH IT FOR YOUR INSTITUTION TO BE THE COORDINATOR?
- WILL BE GOOD TO INCLUDE COLLEAGUES IN THE CONSORTIUM?
- THE FRIENDS OF MY FRIENDS... ARE MY FRIENDS?
- WHAT IS THE CONSORTIUM IDEAL SIZE?
- DO I NEED A PARTNER IN EACH ELIGIBLE COUNTRY?
- DEADLINE IS VERY CLOSE! AND A PARTNER DOESN'T SEND THE NEEDED DOC & INFO.... DOES IT WORTH TO INCLUDE THIS PARTNER?

MUCHAS GRACIAS POR SU ATENCIÓN

Roberto ESCARRE

Director

Oficina de Gestión de Proyectos Internacionales (OGPI)

Universidad de Alicante, Fundación General

R.Escarre@ua.es