



#InvestEUresearch

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

*Networking*

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Research and  
Innovation

# Networking Tips



# Overview

1. H2020 project consortium – basic knowledge
2. How to build your network
3. Partner search tools
4. How to get help: NCP networks

# 1. Horizon 2020 project consortium: basic knowledge



# 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)

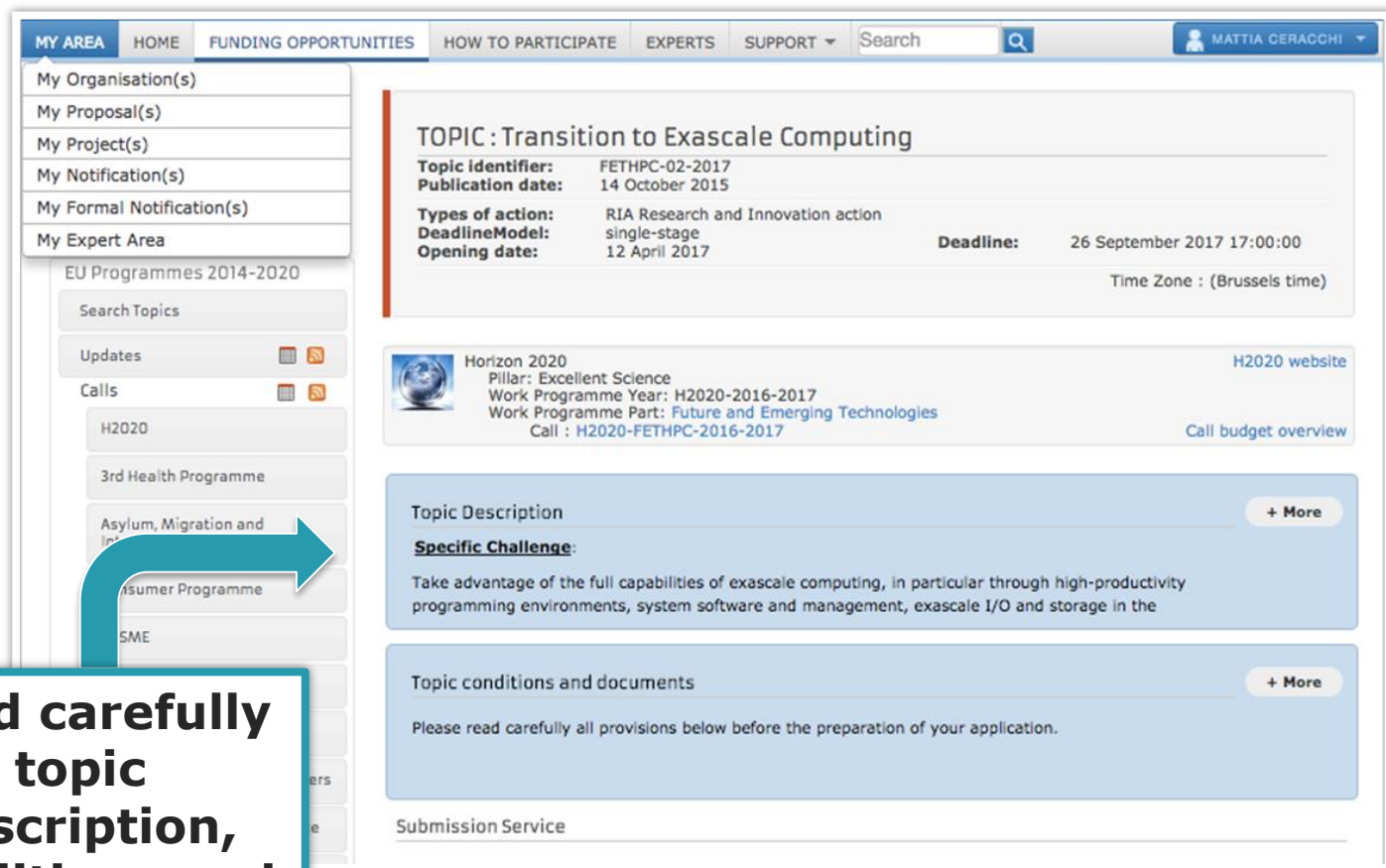
## Potential success

### 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



The screenshot displays the Horizon 2020 project consortium interface. The top navigation bar includes links for MY AREA, HOME, FUNDING OPPORTUNITIES, HOW TO PARTICIPATE, EXPERTS, and SUPPORT, along with a search bar and a user profile for MATTIA CERACCHI. The left sidebar lists various user areas and EU programmes. The main content area features a topic card for 'Transition to Exascale Computing' with details on identifiers, dates, and action types. Below this, there is a section for the topic description and conditions, and a submission service link.

**MY AREA** HOME FUNDING OPPORTUNITIES HOW TO PARTICIPATE EXPERTS SUPPORT Search MATTIA CERACCHI

My Organisation(s)  
My Proposal(s)  
My Project(s)  
My Notification(s)  
My Formal Notification(s)  
My Expert Area

EU Programmes 2014-2020

Search Topics

Updates

Calls

H2020

3rd Health Programme

Asylum, Migration and In

Consumer Programme

SME

**TOPIC : Transition to Exascale Computing**

**Topic identifier:** FETHPC-02-2017  
**Publication date:** 14 October 2015

**Types of action:** RIA Research and Innovation action  
**DeadlineModel:** single-stage  
**Opening date:** 12 April 2017

**Deadline:** 26 September 2017 17:00:00  
Time Zone : (Brussels time)

Horizon 2020  
Pillar: Excellent Science  
Work Programme Year: H2020-2016-2017  
Work Programme Part: [Future and Emerging Technologies](#)  
Call : [H2020-FETHPC-2016-2017](#)

[H2020 website](#)  
[Call budget overview](#)

**Topic Description** + More

**Specific Challenge:**

Take advantage of the full capabilities of exascale computing, in particular through high-productivity programming environments, system software and management, exascale I/O and storage in the

**Topic conditions and documents** + More

Please read carefully all provisions below before the preparation of your application.

[Submission Service](#)

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



## 2. How to build your network



# Existing contacts vs new contacts – Pros and Cons

Type of contact	Pros	Cons
Existing contact	<ul style="list-style-type: none"><li>• Most <b>effective</b></li><li>• Most <b>reliable</b> and <b>predictable</b> (worked together previously)</li></ul>	<ul style="list-style-type: none"><li>• Often <b>not suitable for a planned project</b> (especially when looking for comple-mentary skills)</li></ul>
New contact	<ul style="list-style-type: none"><li>• <b>Easier to find suitable</b> partners for a planned project</li><li>• Several forms of assistance</li></ul>	<ul style="list-style-type: none"><li>• More <b>risky</b></li></ul>

## General Tips

- 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
- Learn from successful projects - Look for ongoing and past projects in **CORDIS**: <https://cordis.europa.eu/>
- Find out 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

# Be in the (international) right place

## Attending

- Networking events
- Brokerage events
- Information days



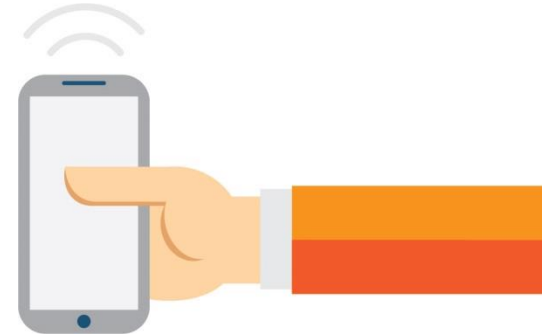
## Organised by

- 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,...)



## 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



# Participant Portal Partner Search



## Partner Search

 **HOW TO**

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.

### Involvement of the organisation in EU funded programmes

**Keyword(s)**

**Topic**

**Call**

**Programme**

### Organisation details

**Organisation name**

**Organisation type**

**Country**

**City**

**PIC**



# 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

 NMP TeAm

WELCOME SERVICES

HEADLINES | PARTNER SEARCH DOWNLOADS

Home >> Partner Search >> NMP Partnersearch Home

## PARTNER SEARCH

### Login

Username (E-Mail address):

Password:

login

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



Your Worldwide ICT  
Support Network

Wed: 7/09/2016

[User's Login](#) [Register](#)

[Home](#) [About Ideal-ist](#) **[Partner Search](#)** [Events & News](#) [Press](#) [Tools and Services](#) [ICT in H2020](#) [Representatives](#)

Home » Partner Search

[Partner Search Manual](#)

### Partner Search

Keywords

Country

<Any>

Call Identifier

Topic

- Select -

Search

Clear Form

 **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 networks



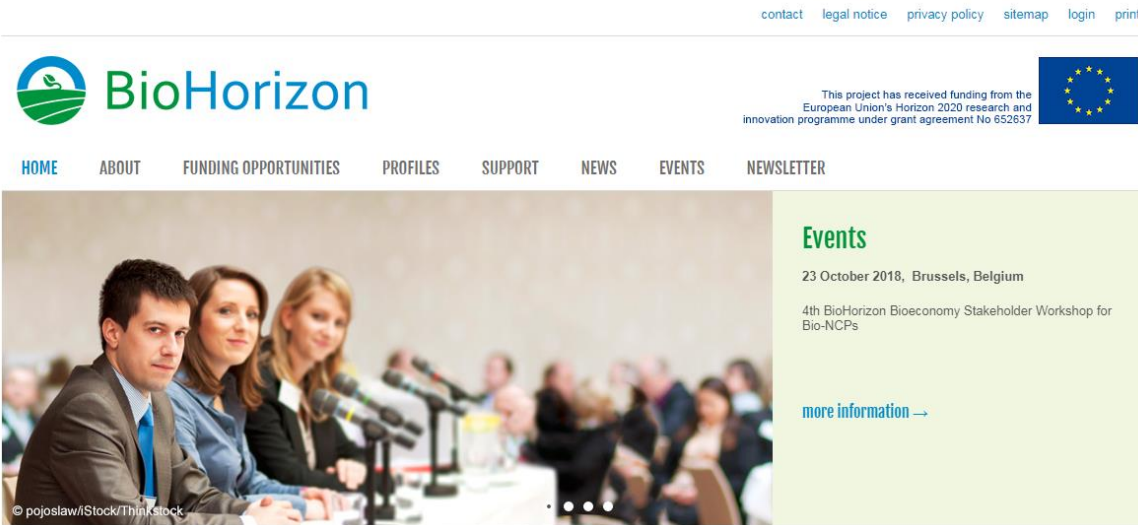
# How to get help (1)

## 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)

# E.g.: BioHorizon

Network of the NCPs for the Societal Challenges 2 + Bioeconomy



## BioHorizon: a network of BIO NCPs

BioHorizon is a project funded by the European Commission under the Horizon 2020 programme. Its purpose is to align and enhance the services that National Contact Points (NCPs) for "Food security, sustainable agriculture and forestry, marine and maritime and inland water research and the bioeconomy" (Societal Challenge 2), as well as for the Key Enabling Technology (KET)-Biotechnology provide to potential beneficiaries of European funding in those

## Current news

### Summary of the 4th BioHorizon International Brokerage Event



10.08.2018

The 4th BioHorizon International Brokerage Event took

<http://www.ncp-biohorizon.net/start>

- Assistance in Partner Search
- Brokerage events organization (see «profiles» section in the website)
- Webinars for participants
- News

# Join Now!

#InvestEUresearch

[www.ec.europa.eu/research](http://www.ec.europa.eu/research)

Participant Portal

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

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