



TRAININGS



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# Building a winning consortium or joining one in Horizon Europe

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# General considerations

# But first... LINGUISTICS

## Etymology

Consortium is a Latin word meaning "partnership", "association" or "society", and derives from *consors* ("shared in property"), itself from *con-* ("together") and *sors* ("fate").

(Source: Wikipedia)

Plural: Consortia



# Why consortium?

Understand the **rationale** of consortia in EU Research & Innovation projects:

- **Collaboration** between different:
  - Countries
  - Disciplines
  - Types of entities
- **Excellence** in research, innovation and technology
- **Impact** in Europe and beyond



# The bottom-line

## Eligibility

### Consortium composition

Unless otherwise provided for in the specific call conditions, only legal entities forming a consortium are eligible to participate in actions provided that the consortium includes, as beneficiaries, three legal entities independent from each other and each established in a different country as follows:

- at least one independent legal entity established in a Member State; and
- at least two other independent legal entities, each established in different Member States or Associated Countries.

Source: [Horizon Europe Work Programme 2023-2024 – General Annexes – B: Eligibility](#)

# Exceptions

## Eligibility

- Coordination and support actions (CSAs) may be submitted by **one** or more legal entities
- Topics with **additional eligibility conditions**.

Example: [HORIZON-CL3-2022-BM-01-03: Better, more portable and quicker analysis and detection for customs](#)

*This topic requires the active involvement, as beneficiaries, of **at least 3 Customs Authorities from at least 3 different EU Member States or Associated countries**. For these participants, applicants must fill in the table “Eligibility information about practitioners” in the application form with all the requested information, following the template provided in the submission IT tool.*

# Countries in Horizon Europe

- **EU Member States** (e.g. Hungary) and **countries associated to Horizon Europe** (e.g. Norway)
- **Other third countries** (e.g. Haiti)
- **Other countries** (e.g. Brazil)

See: [List of Participating Countries in Horizon Europe](#)





# **Building a consortium**

# Proposal Partnership

## Coordinator or Partner?

- ✓ As the idea/concept owner, you could also **hand over the coordination** to another partner.
- ✓ As a partner, you could also **coordinate the proposal development**, without being the designated coordinator of the project.

# Consortium building step-by-step

- Start with a **core partnership** – consider who the key partners should be (e.g. from your network, depending on the project concept, etc.)
- Expand the consortium once the **project's scope** and **geographical coverage** are defined
- Consider a balanced **geographical** representation and **complementarity** between types of institutions and expertise
- Involve **SMEs/industry** to maximise impact and exploitation
- Consider involving partners with **EU project references**
- If “**one proposal**” is expected to be funded – BE QUICK!



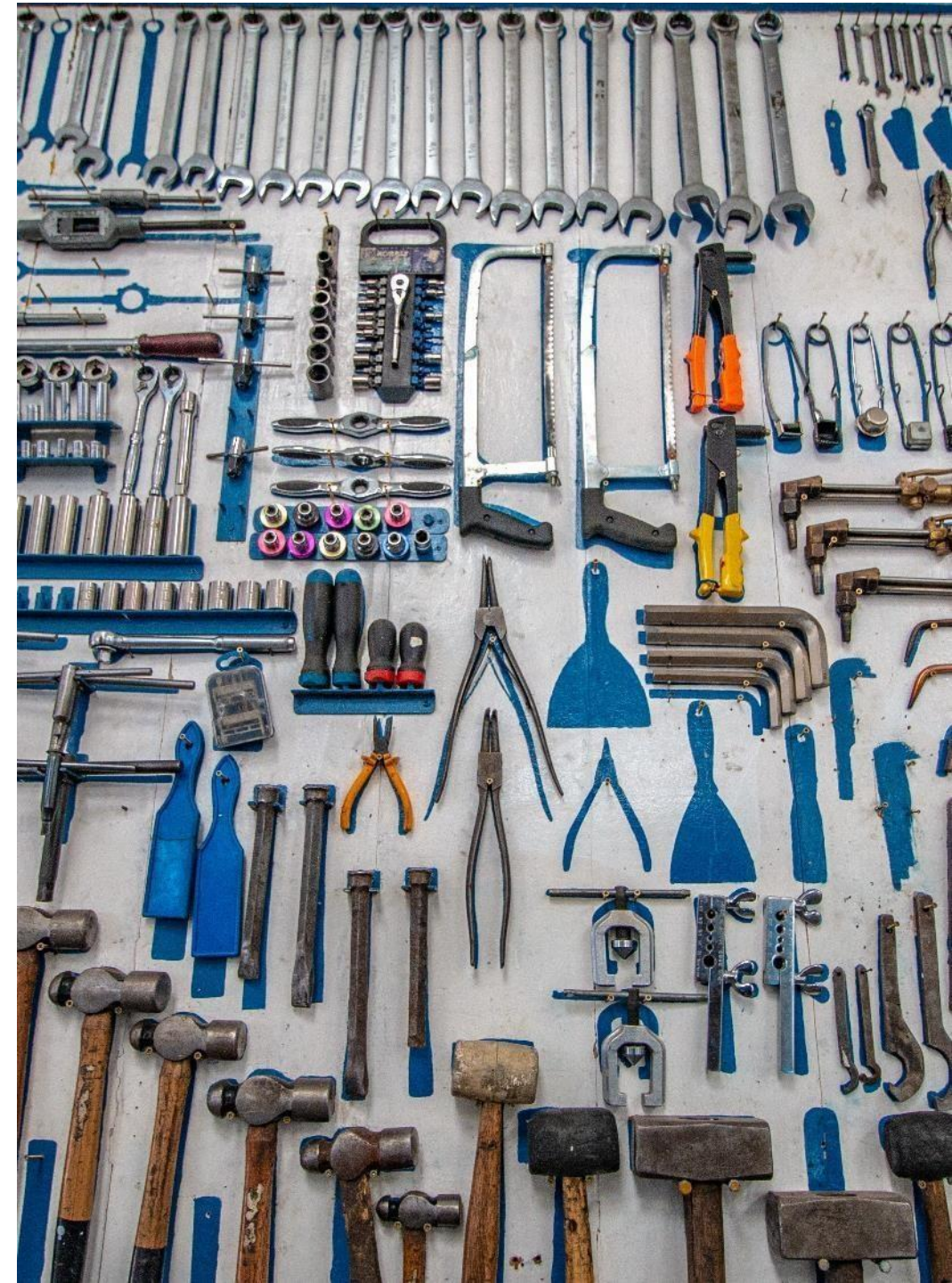
# Looking for partners

- Think **bottom-up**
- Have a convincing **proposal abstract**
- Consider **trust & reputation**
- Prepare **templates**
- **Test** the potential partners
- Have **options/back-up**



# The tools

- Your network
  - Google it!
  - Scientific publications, references
  - [“Partner search”](#) on Funding & Tenders portal
  - [CORDIS](#) & [Horizon Results platform](#)
  - [Horizon Dashboard](#)
  - [National Contact Points](#) (NCPs)
  - Partner search facilities
  - [European Innovation Partnerships](#)
  - Members of [networks](#) and [stakeholder/umbrella organisations](#)
- 💡 Ask the partners that have already joined your consortium for recommendations.



# **Approaching & engaging partners**

# The proposal abstract

## Basis for the full proposal and your key tool for consortium building/partner search

- Similar to a movie trailer
- Background – objectives – activities – results
- Utilise actively the Topic text
- Avoid proprietary or confidential information
- 1-3-page document, contact details, PDF





**Project Concept Note**

**Call:** Raising awareness of circular and sustainable bioeconomy in support of Member States to develop bioeconomy strategies and/or action plans (Topic ID: [HORIZON-CL6-2021-GOVERNANCE-01](#))

**Destination:** Innovative governance, environmental observations, and digital solutions in support of the Green Deal

**Potential Title:** Empowering the Central and Eastern European Countries to Develop Bioeconomy Strategies and Action Plans (**CEE2ACT**)

**The Challenge:** The European Green Deal, the Commission's growth strategy, has set Europe on its path to be the first climate neutral continent by 2050 and achieve a green transition that must be just, fair and inclusive. One of the seven core pathways to deliver on climate neutrality, identified in the Clean Planet Strategy is the bioeconomy. The updated EU bioeconomy strategy has highlighted the relevance of developing national bioeconomy strategies and action plans to deploy a sustainable and circular bioeconomy across Europe considering economic, social and environmental aspects. To date, there are still Member States, including many from Central and Eastern Europe that do not have a national bioeconomy strategy and/or action plan despite their high biomass resource base and new bioeconomy potential. This project will support Member States to develop strategies and/or action plans by improving knowledge and raising awareness of a sustainable, circular bioeconomy, its challenges, and opportunities as well as experiences made elsewhere.

**Objective:** The overall objective of this project is to empower the 12 beneficiary countries in Central Eastern Europe and beyond to develop bioeconomy strategies and action plans, through knowledge transfer and innovative governance models enabling sustainability and resilience, to achieve better informed decision-making processes, societal engagement and innovation. In so doing, the project will help CEE countries to make the transition to climate neutrality. Ensuring the active participation of decision makers and public administrators in different ministries will be crucial, as well as the involvement of relevant stakeholders such as knowledge providers, universities, investors, industry, primary producers and NGOs, and general public.

**Geographical scope:** Hungary, Slovakia, Czech Republic, Romania, Poland, Bulgaria, Croatia, Greece, Serbia, Germany, The Netherlands, Spain, Denmark, Austria, Finland, Sweden.

**Funding:** EUR 4M (only 1 project to be funded), Coordination and Support Action, single stage call.

**Expected timeline**

Deadline for submission – **6 October 2021**

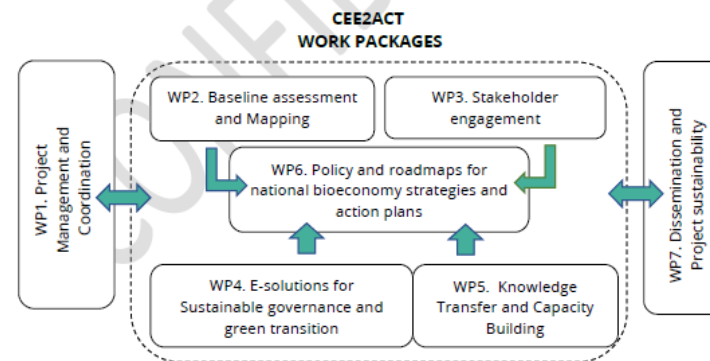
Expected evaluation results – January-February 2022

Potential launch of the project – May 2022

Duration of the project: 2 years



**Initial Methodology:** WP2 will consist of a baseline assessment of the socio-economic, environmental aspects and challenges for the development of national bioeconomy strategies in the beneficiary countries, comparative studies in the bioeconomy sphere and different sectors will be carried out to outline the coping strategies which have emerged in the recent years, comparing different regions and the mechanisms, including carrying out interviews with policy makers and review interrelations between types of policies. WP3 will focus on stakeholder engagement activities and will be carried out to ensure the proper involvement and active participation of all relevant stakeholders (policy and decision makers, public administrators, investors, industries, SMEs, feedstock providers (e.g., waste, side streams, farmers, foresters, fishermen). WP3 will also prepare these stakeholders for the strategy development process (trainings) to create a level playing field. WP4, will focus on developing digital solutions for sustainable governance and the promotion of a green transition in the beneficiary countries. WP5, will consist of knowledge exchange and interaction, exchange of know-how and best practices on technology transfer, and building the capacities of the stakeholders to develop bioeconomy strategies and action plans. In WP6, the findings of WP2, WP3, WP4, WP5 will be synthesized, in an analytical framework. Through this framework, practical tools, guidelines, and recommendations will be developed to support beneficiary countries to develop strategies and/or action plans, improving social understanding and citizen involvement and assisting them in the transition to climate neutrality. WP7 will consist of dissemination and project sustainability activities to ensure proper internal communication as well as external communication maximising project visibility, facilitate outreach, and increase exploitation of project results. WP1 (project coordination) will ensure smooth project implementation.



The project will monitor and evaluate its activities and output development throughout the project lifetime to enable ongoing improvement and ensure expected project impact. A project evaluation plan will be developed and carried out to structure this process.

CEE2ACT Partners		
#	Name	Country
1	Geonardo Environmental Technologies (GEO) (WP1, WP4)	Hungary
2	The Institute of Soil Science and Plant Cultivation (IUNG-PIB) (WP2)	Poland
3	Centre on Sustainable Consumption and Production (CSCP) (WP3)	Germany
4	University of Wageningen / Wageningen Research (WUR)- (WP5)	The Netherlands
5	Czech University of Life Sciences- (WP6)	Czech Republic
6	Greenovate Europe (GIE) – (WP7)	Belgium
7	Centro de Investigación CIRCE de Recursos y Consumos Energéticos (CIRCE)	Spain
8	Cluster of Bioeconomy and Environmental of Western Macedonia (CLUBE)	Greece
9	University of Natural Resources and Life Sciences (BOKU)	Austria
10	Ministry of Environment, Water and Forests	Romania
11	Research Institutes of Sweden (RISE)	Sweden
12	Institute of Forestry	Serbia
13	WWF Adria	Croatia
14	Natural Resources Institute Finland (LUKE)	Finland
15	Executive Forest Agency	Bulgaria
16	Anteja ECG	Slovenia
17	Bioeconomy Cluster	Slovakia

**Contact details (Geonardo):** María Beatriz Rosell (project manager) ([maria.beatriz.rosell@geonardo.com](mailto:maria.beatriz.rosell@geonardo.com))



# Trust issues?

## Non-Disclosure Agreement

- Protect your concept with an NDA
- Sign before entering the consortium & before any deep-dive into concept
- Useful when partners are involved in other proposals
- Sign it with partners that are working with you on the concept



# **Joining a consortium as a partner**

**“Where do I start?”**



# Looking to join a consortium

- Set your **internal strategy** and **priorities**
- Do your homework: **call analysis** + **specific role/contribution**
- Conduct targeted **promotion** and **networking** at events and social networks
- **Background** **check** and **partner/coordinator mapping** (CORDIS, EU networks, Google, etc.)
- Be proactive: sketch ideas, demonstrate your potential **added value** to **proposal writing**
- Join **European networks** and **umbrella organisations**
- Think **long-term**



# Internal preparation

- System for screening of **work programmes** / **calls for proposals** (topics, key words)
- **Database** of HE calls and topics (e.g. Excel)
- Brainstorming **workshops** and **interdepartmental** cooperation
- Partner profile(s): **research capacity**, **resources** (incl. infrastructure), **tools**, **results**, **network**
- Admin and financial **templates**



# Proactive participation at EU events

- EU conferences, networking events, brokerage events (e.g. European Research & Innovation Days)
- EU Info Days / Sessions
- NCP networks, events
- Follow the relevant social media accounts (especially **Twitter**)

💡 Attend these events prepared: have an objective and description of your **project ideas** / **partner proposition** that you could **pitch** to others (e.g. PPT, profile/page, video, direct dialogue).



# EUROPEAN RESEARCH & INNOVATION DAYS

28 → 29  
SEPTEMBER 2022

DIGITAL EVENT



#RiDaysEU



## European Research and Innovation Days 2022

Stay updated

Register here >

### EUROPE EVENT

CLUSTER 6 | FOOD, BIOECONOMY, NATURAL RESOURCES, AGRICULTURE AND ENVIRONMENT

THE EU RESEARCH & INNOVATION PROGRAMME 2021 - 2027

[Info](#) [How it works](#) [Calls 2021](#) [Pitch Videos](#) [FAQ](#) [Contact](#)

Welcome to

## Horizon Europe - Cluster 6 calls 2021 - virtual brokerage event

Network of Horizon Europe National Contact Points Bridge2 HE invites you to participate in the virtual networking event in order to find project partners for the forthcoming calls in Horizon Europe - Cluster 6: Food, Bioeconomy, Natural Resources, Agriculture and Environment!

The main objective of the international brokerage event is to gather all the relevant stakeholders intending to apply for funding in the Horizon Europe - Cluster 6 calls. This

REGISTRATION  
Closed since 30 September 2021

LOCATION  
on-line

ORGANISED BY



## Horizon Europe info days

The EU research and innovation programme 2021 - 2027

The Horizon Europe info days give to prospective applicants and other stakeholders of EU research and innovation the opportunity to get information and ask questions about the main funding instruments, processes of [Horizon Europe](#) (EN | \*\*\*)

You can contact the [Research Enquiry Service](#) (EN | \*\*\*) to find out more about research in Europe, the EU's research and innovation funding programmes as well as calls for proposals and project funding.

## Recent info days

Info days

### European Innovation Ecosystems (EIE) Work Programme 2023-2024 info days

📅 16 February 2023  
📍 Online only

Info days

### Horizon Europe info day - Cluster 1

📅 19 January 2023  
📍 Online only

Info days

### EU Missions info days

📅 17 - 18 January 2023  
📍 Online only

[https://research-and-innovation.ec.europa.eu/events/horizon-europe-info-days\\_en](https://research-and-innovation.ec.europa.eu/events/horizon-europe-info-days_en)

# Case study: Partnership offer

## PROJECT COOPERATION

### Socio-economic empowerment of the users of the sea

Interested in the HORIZON-CL6-2021-COMMUNITIES-01-04 call.

We could lead two Work Packages for a proposal focused on this call.

One WP focused on skills and training:

- \* Improved skills in ocean literacy education and awareness raising, social sciences, green skills and digital transformation to process and integrate large network input of gradually more 'Green and Blue Literate' citizens that are more engaged to take direct and sustainable action.

One WP focused on the dissemination and communication of the project:

- \* Developing the visual identity of the project, producing all dissemination materials (videos, infographics, visuals, story maps, printed items, etc), carrying out the communication of the project (publishing in different outlets, translating science knowledge into general public language, managing social media channels, presenting at conferences when needed, etc).

And we would be interested in collaborating in a WP focused on citizen science:

- \* Curiosity-driven citizen science initiatives and outcomes connected to specific societal and blue bioeconomy-related socio-economic challenges on coastal climate adaptation and mitigation, coastal pollution, coastal biodiversity, circularity and sustainability or other aspects of coastal (eco)tourism and cultural events etc

Source: Geonardo at CL6 Brokerage Day: <https://he-cluster6.b2match.io/participants/234>





# Case study: Expertise offer

## PROJECT COOPERATION

### Development of e-training sites, mobile applications, websites and other digital tools

At Geonardo we have a team dedicated to developing web-based decision support tools for complex decision making processes such as planning energy efficiency interventions in districts, or a toolbox for better marine litter management in three European sea basins.

We have developed several content-rich, engaging, and highly visual e-learning sites to increase skills in people, and mobile applications that adapt to the users' needs.

If you want to give a colorful, interactive, and resourceful boost to your proposal, don't hesitate in contacting us!

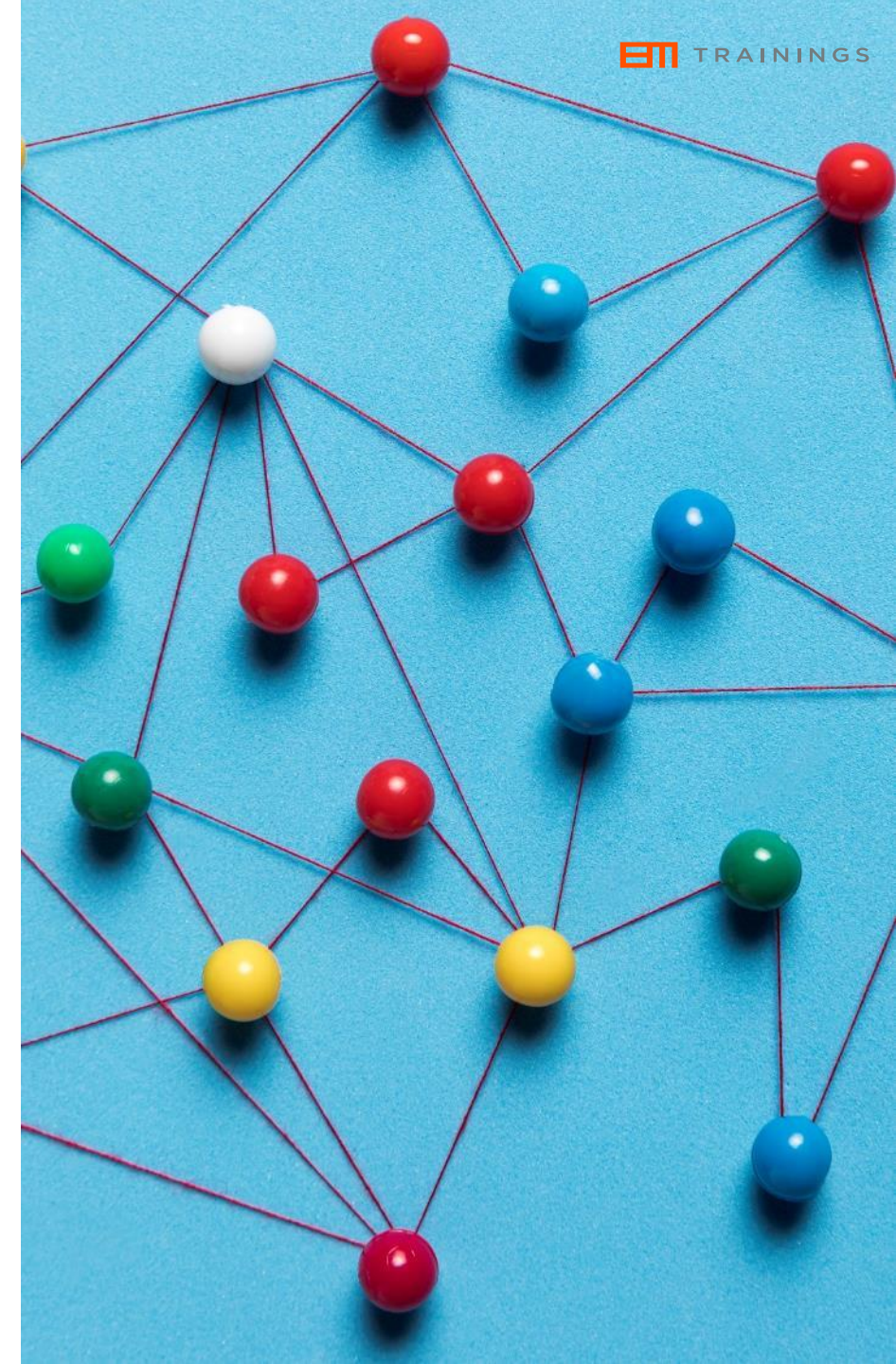
### Type

Partner looking for consortium



# Mapping Relevant Organisations/Coordinators

- Check [CORDIS](#) for past and ongoing **projects and their coordinators/partners**
- Identify relevant **reports, publications, policy papers** and their **authors/contributors** → Google: keywords + site:europa.eu
- Identify the relevant [European Partnerships, Missions, KICs](#), other initiatives, etc. and their **members**
- Identify the **relevant networks, umbrella organisations** at European level → Google: keywords + Europe



# Power of networks

- **Umbrella/stakeholder organizations** (e.g. Eurocities, Greenovate!Europe, EARTO, EUA, LERU, EARMA)
- Horizon Europe **Mission boards** , **EIT KICs**
- Horizon Europe **NCP network** for support
- European Innovation Ecosystems
- EIC Forum

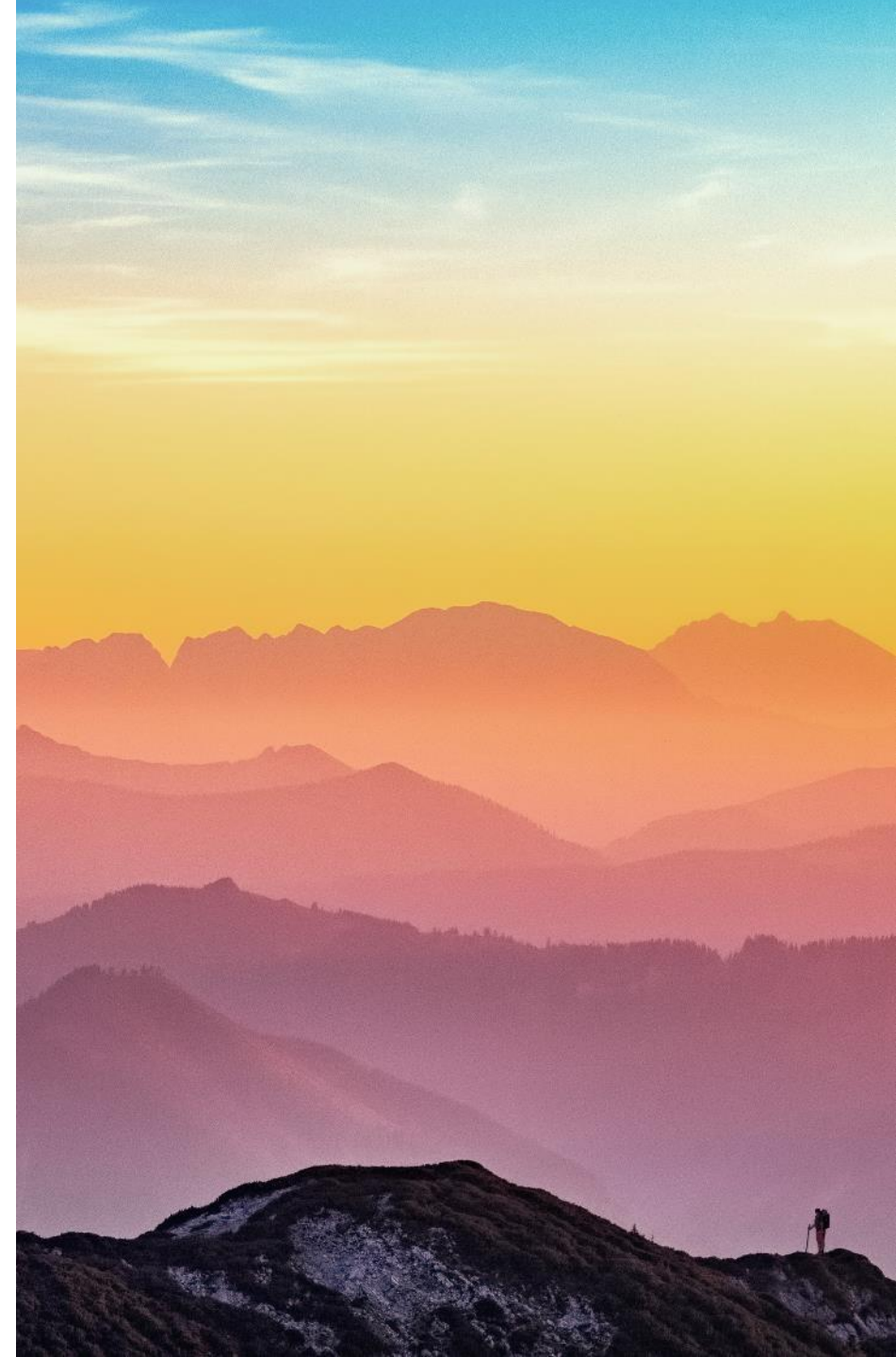
💡 Social media can help a lot! Use [this search tool](#) to find social media accounts with EU input.



# Final tips

# Ready, set, Horizon Europe!

- Start **early**
- Double check the **eligibility** criteria
- Understand the co-creation, multi-actor collaboration, citizen engagement **methodologies**
- **Expertise** to consider at Consortium level:
  - Ethics
  - Data management
  - Intellectual Property Rights (IPR)
  - Socio-Economic Sciences and Humanities (SSH)
  - Responsible Research Innovation (RRI)
  - Open innovation
  - Gender aspects
- Highlight partners' operational capacity under Part B (**sub-section 3.2**)





# Behind the scenes...

## Consortium building morals

1. Be **selective** in accepting invitations: check the concept + partnership critically!
2. Consortium **maintenance**, not only consortium building
3. Conflict solving and **mediation** during proposal writing
4. Always have a **plan B**
5. Be **patient**: it takes time to build long-term networks!

Thank  
you

*for your attention*

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# Annex

## Partner search facilities

- BioHorizon
- S3P Energy
- ETNA2020
- SeReMa
- NCPs CaRE
- Net4Society
- Ideal-IST
- NMPTeAM
- COSMOS2020
- Fit4health2.0
- C-Energy 2020 V2
- SiS.net2
- Enterprise Europe Network Cooperation Opportunities Database

You can also [check them out here](#).

