



Europa Media webinar

Building a Winning Consortium or joining one

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“Where do I start?”



Lessons learned

Play by the rules

- MIN. 3 legal entities from 3 different Member States or Associated Countries of which at least one from a Member State (i.e. 1MS + 2 AS/MS)
- Associated Countries vs Third Countries
- Start building 3-5 months before the deadline

Who Can Apply?

Any natural or legal persons. They must possess the **operational** and **financial** capacity to carry out the research tasks.



Lessons learned

Key aspects



The typical scenario: forcing the partnership

The right approach: shift the focus from partners to functions/roles

Tip: start with a core partnership first!

- The defining factor is the formal requirements for the specific call.
- Pay attention to the right complementation of expertise (your **section 3.2** of Part B)
- Your potential partners should be there for the **impact** not the **money**
- An already experienced organization in H2020 projects can be in your advantage

Lessons learned

Key aspects

“Will the geography of my consortium help me achieve the impact I am supposed to achieve at national and EU levels?”

For equally scoring proposals, **geography** is the fourth criteria considered by evaluators to decide which project will be funded.



Lessons learned

Key aspects

“What kind of organizations do I need in my consortium?”

- Look for **keywords** (e.g. standardization, piloting, basic research...)
- **Type of action:** RIA, IA, CSA

💡 Involving the business sector will help maximize the exploitation potential.



Lessons learned

HORIZON-HLTH-STAYHLTH-2022-01: Boosting mental Health in Europe in times of change (RIA)

Research should be *multidisciplinary*, including *medical, social sciences and humanities*. It is important to consider aspects such as (associated) behavioural patterns, stigma and novel social dynamics as well as different socioeconomic, cultural and geographical contexts. *Sex and gender-related* issues must be taken into account. All data should be disaggregated by sex, age and other relevant variables. *International collaboration* is encouraged.

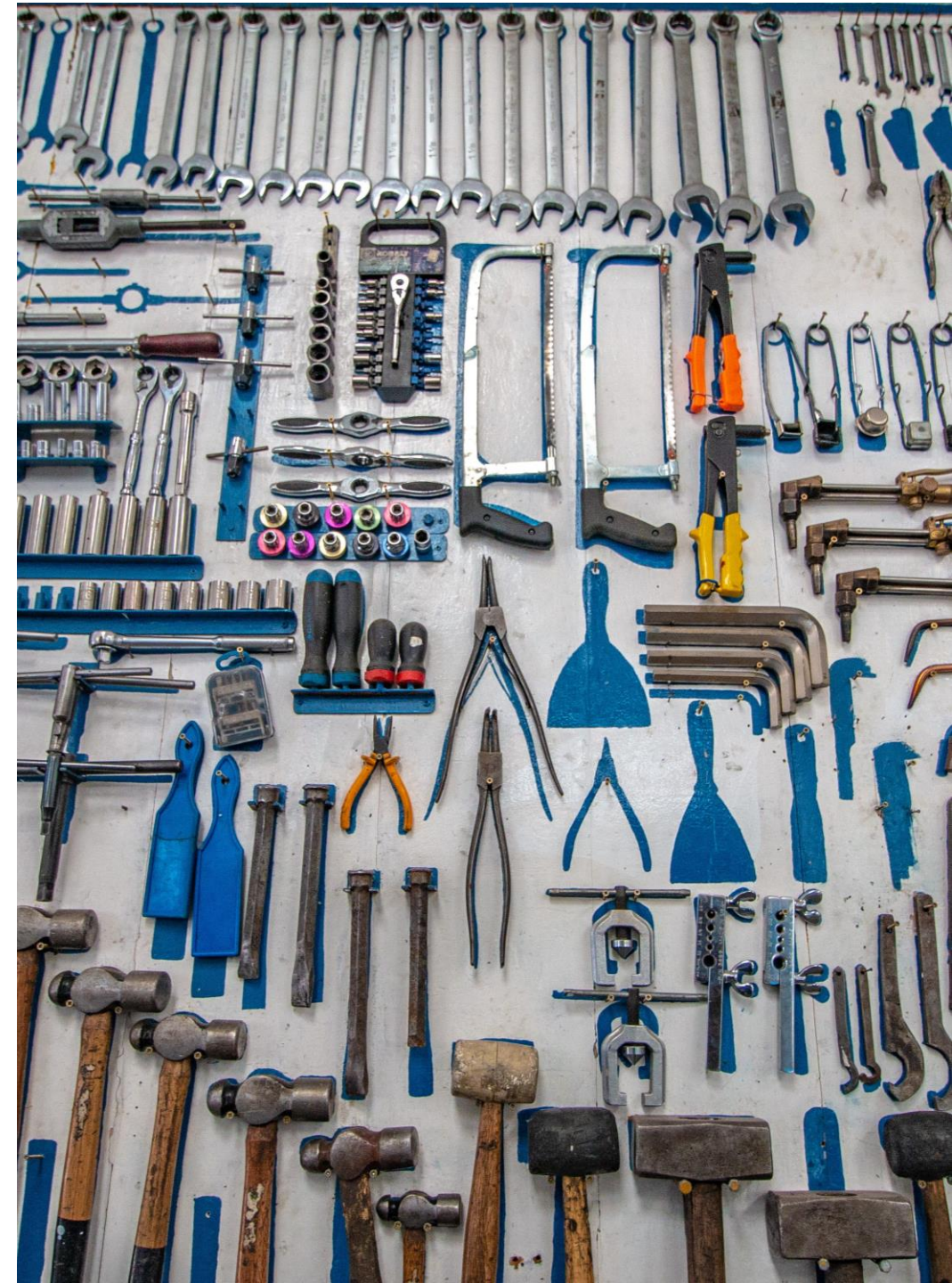
Proposals should strongly consider involving *end-users* (including *civil society organisations*) and/or strategic partners by design and during the course of the project. Possible end-users and strategic partners could include local or *regional authorities, community services, employers, schools, insurance companies, civil society organisations*, among others.

💡 Cross-cutting priorities

💡 Partners VS Stakeholders?

THE TOOLS

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



THE TOOLS

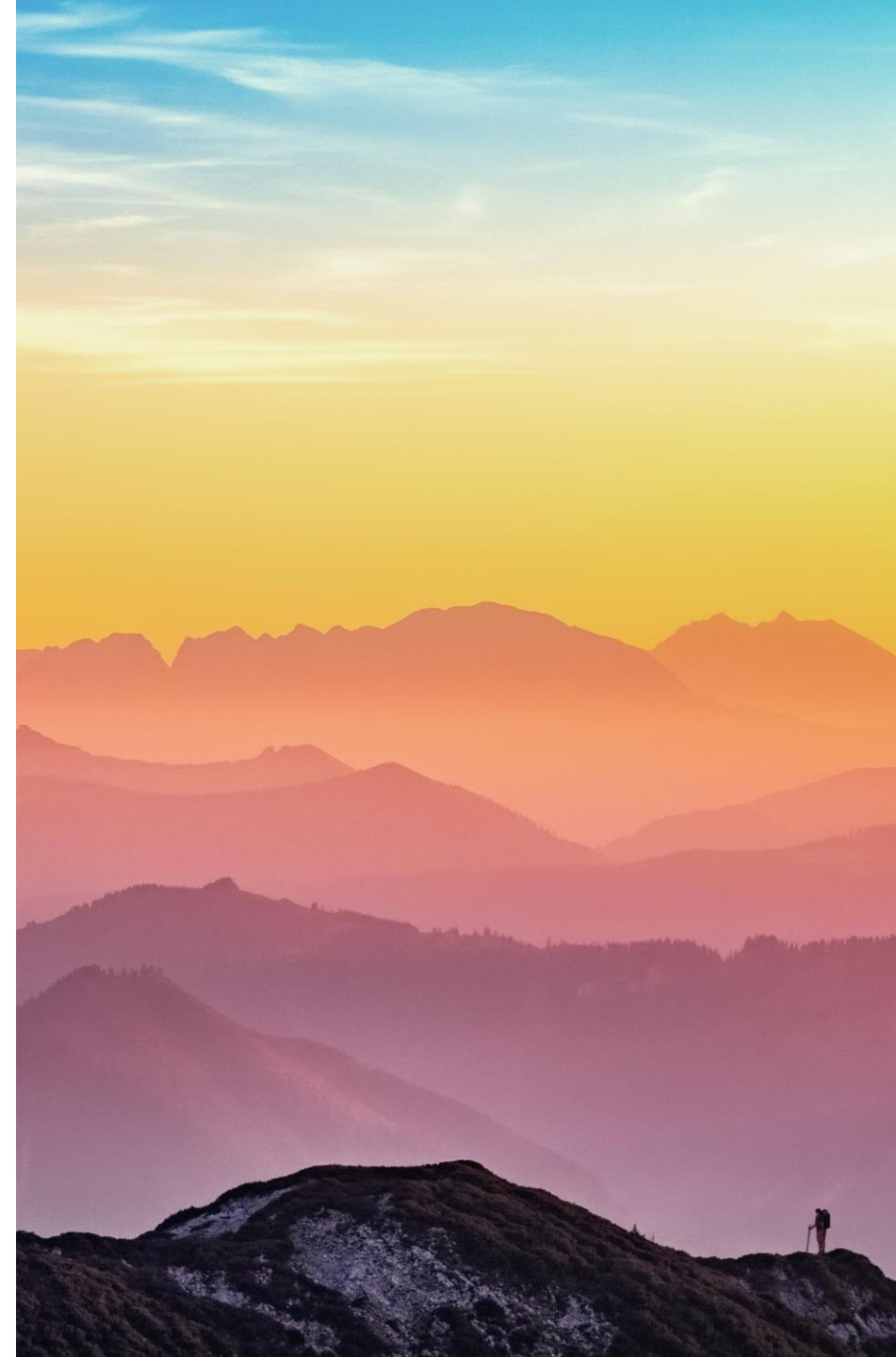
EU events

- EU conferences, networking events, brokerage events (e.g. European Research & Innovation Days)
 - EU Info Days / Sessions
 - NCPs networks events
- 💡 Attend these events prepared, have an objective, and description of your projects ideas you could show to others.



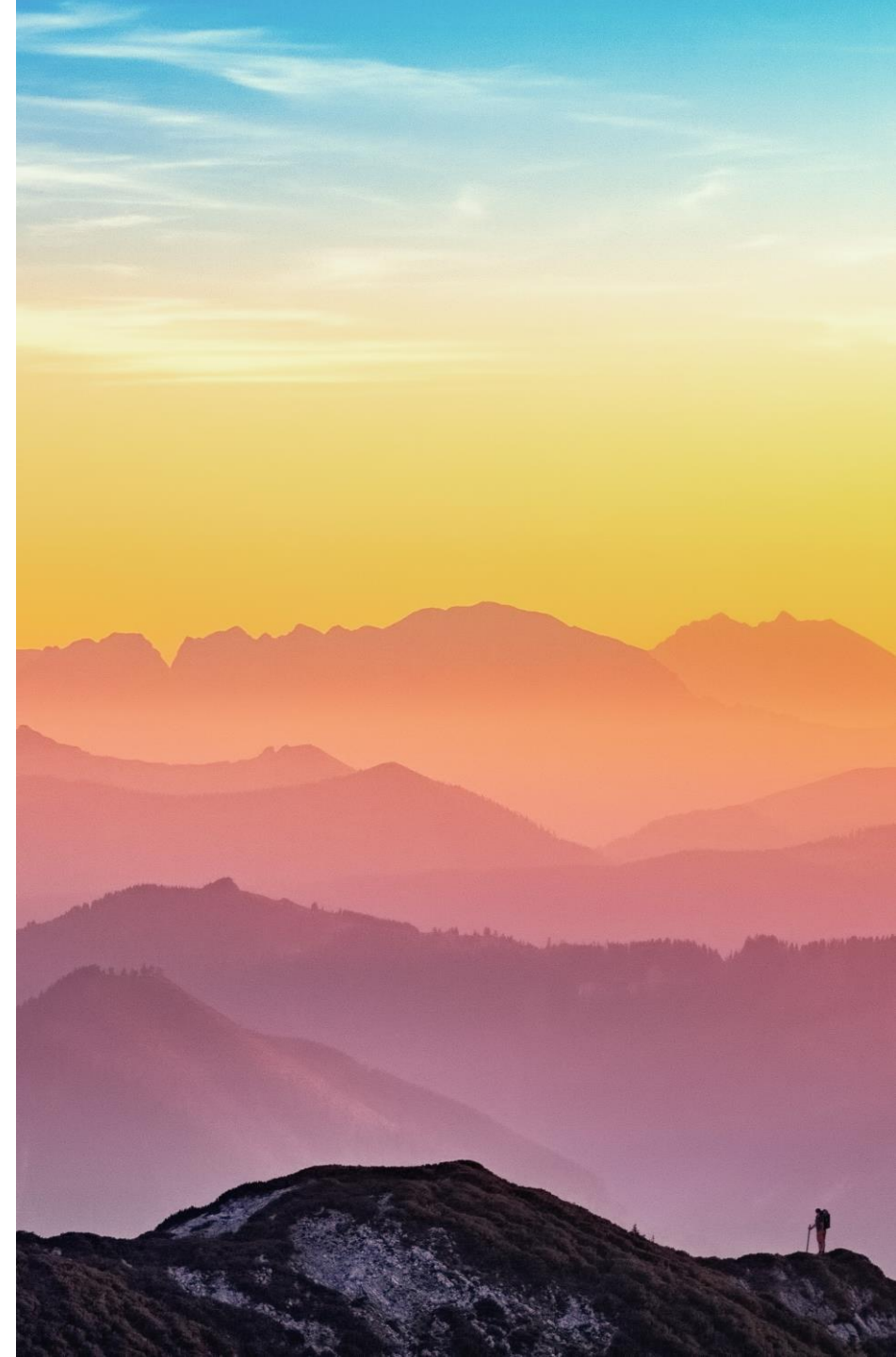
Ready, set, Horizon Europe!

- Co-creation, multi-actor collaboration, citizen engagement
- **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 studies
- Highlight partners' operational capacity under Part B (**sub-section 3.2**)



Ready, set, Horizon Europe!

- **Umbrella organizations** (e.g. [Greenovate](#), [Eurocities](#), [EARTO](#), [EUA](#), [LERU](#), [EARMA](#)...)
 - Horizon Europe [Mission boards](#)
 - 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.



Book your partners

Letter of intent/interest

- Between coordinator to be and partner to be
- At brainstorming/proposal development stage
- Gentlemen's agreement to participate/develop jointly a proposal
- Define shared intentions
- Not legally binding



Letter of Intent

Letter of Intent (LOI) for participating as a partner in a VITO led consortium to prepare a proposal for the following H2020 Topic: RUR-02-2017 "Coastal-rural interactions: Enhancing synergies between land and sea-based activities" (the Project) published on 14-10-2015 by the European Commission Research & Innovation (the Client).

Geonardo Kft., with registered office situated at Záhony street 7, 1031 Budapest, Hungary, represented by Mr. Gábor Kitley, hereinafter called Geonardo, accepts the terms and conditions set out in the tender documents and declares the following:

- I. shall participate in the Project on an exclusive basis, i.e. it shall not quote and/or execute the service covered by the tender documents, alone or in a combination with third parties, without the prior written consent of VITO, until the Client decides not to award the Project to VITO. For the avoidance of doubt, this exclusivity applies only to the Project and not to any other separate contracts for services not foreseen in the tender documents;
- II. shall support and assist VITO in preparing a proposal for the Project and shall promptly provide to VITO all data necessary for the preparation of the proposal;
- III. at the request of VITO, shall actively participate in the meetings and negotiations up to the awarding or abandoning of the Project by the Client;
- IV. the tasks and deliverables of WP6 (Dissemination) in the Project, will be decided in agreement between parties during the preparation of the proposal for the Project;
- V. in the event the proposal of VITO is selected by the Client, Geonardo commits itself to participate in the Project as foreseen in the proposal and in line with the tender specifications, shall allocate the agreed resources, and respect the agreed planning and deadlines;
- VI. is aware of the fact that the participation in the preparation of a proposal is at its own risk and shall cover its own costs related to the preparation and submission of the Proposal, as well as the preparation, negotiation and conclusion of the following agreement(s);
- VII. shall be solely liable for its own acts or omissions towards third parties. VITO nor Geonardo shall be liable to each other for any damage, provided such damage was not caused by a willful act or by a breach of confidentiality. VITO nor Geonardo shall be responsible to the other for any indirect or consequential loss or similar damage such as, but not limited to, loss of profit, loss of revenue or loss of contracts;
- VIII. will not disclose to any third party any information received related to the preparation of the proposal. nor the fact that it is participating in the preparation of the proposal for the Project

Book your stakeholders

Letter of commitment/support

- Between consortium and third parties
- At proposal development stage or before deadline
- Formal agreement, describe assigned roles and duties of the third parties
- Conditional way – if the project is funded
- Second-level consortium building

PHILIPS

Attn: Mr. Gábor Kitley
Geonardo Environmental Technologies Ltd.
Záhony u. 7, Graphisoft Park – Building A
Budapest, 1031 – Hungary

2nd June 2015, Prague

Subject: Letter of support for the START2ACT project

Dear Mr. Kitley,

This is to express the support and interest of Philips Česká republika s.r.o., Czech Republic in the activities of the **START2ACT (Engaging European Start-ups and Young SMEs for Action for Sustainable Energy)** proposal to be submitted in response to the Horizon 2020 call topic EE10-2015 “Consumer engagement for sustainable energy”.

We understand that the START2ACT project aims to support start-ups and young SMEs to integrate energy conscious behaviour in their daily work routine. To do this, young entrepreneurs of start-ups will be closely mentored to understand the multiple benefits of energy efficient working patterns for becoming more competitive in future market conditions, and to establish an energy conscious company profile. The owners and staff of young SMEs will be provided with profound knowledge of the energy and cost saving potentials in offices, and assisted in implementing energy efficiency measures.

As a leading market player in providing lighting concepts, Philips Česká republika s.r.o is committed to increasing knowledge about the potential savings of these appliances/new technologies and boosting their use by people. Within this framework, Philips Česká republika s.r.o would be willing to provide support in the implementation of the project’s activities by presenting our products and explaining their energy efficiency features to young entrepreneurs and professionals of start-ups and SMEs during the START2ACT training courses and mentorship programmes, organising showcases at our premises, and contributing to the interactive START2ACT platform by providing data on energy consumption and potential savings.

We hope for a successful evaluation of the proposal and look forward to cooperating with you within the framework of START2ACT.

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





Behind the scenes...

Consortium building morals

1. Consortium maintenance, not only consortium building
2. Conflict solving and mediation
3. Always have a plan B or beyond

Thank
you

for your attention

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Annex 1

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](#).

