



Partnering in FP Projects

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Important

- *There is no FP7 R&D proposal without at least 3 partners from 3 countries !!!*

Finding Partners

Possible Options

Established contacts

Previous or current project partners

Business partners

Internal company networks

**Partner Search sites ,mechanisms/ Cordis, IDEAL – IST,
IST Mentor+, etc**

SSA Actions and their multipliers

Scientific publications / Patent database

**Scientific conferences and seminars / Information Days
and other events**

National Contact Points

Examples of Support Actions

Usually covering areas with geographical criteria

SSAs for the Balkans

IS2WEB , SEE-INNOVATION , SCORE

SSAs for the Eastern countries

ISTOK , EXTEND

SSAs for MEDA countries

MED-IST , MAP-IT, JOIN-MED

IDEAL-IST

Services of Finding Partners and ICT promotion

The IDEAL-IST partner search is an effective way to build your consortium for the ICT Program

Benefits:

- Fast service and first replies within days – or even hours
- Each search generates many replies, from all parts of Europe
- The success rate is 92%
- Covers broad region: Member States, Candidate States and Associated States and Third Countries

Partner Finding

Some Criteria for Selection

Interest and motivation

Inherent capabilities in ICT domains

Past experience in EU RTD projects

Access to local ICT market, contacts

Good command of English

Resources

Critical mass

Finding Partners Before Committing to Participate

Check role proposed and also

- **Man effort, cost and Return on Investment involved**
- **Other potential benefits accruing from role – e.g. new market opportunities, improved efficiencies, access to new technologies (avoid missing the train) , etc**

If in agreement, supply required info

- **Cost model and overhead rate**
- **Man month rate**
- **Organisation profile**
- **Short CVs**
- **A2 forms, Letter of Commitment, technical input, etc**

Getting Started

Agreement on exact role and project budget share can be established

- **In good faith \Rightarrow through the exchange of telephone calls / e-mails (a common practice for long-lasting contacts)**
- **In writing \Rightarrow by signing a pre-bid agreement or memorandum of understanding (usually for first-time collaborations)**

Rules of Behaviour

Partner Responsibilities...

- **Access to IPR and pre-existing know-how relevant to project**
- **Sharing of results**
- **Compliance with EU contract stipulations**
- **Fulfilment of technical role**
- **Good communication between partners**

Questions ?