Partnering in FP Projects

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 SSAs

Usually covering areas with geographical criteria

SSAs for the Balkans
SCORE , WINS ICT ,
SSAs for the Eastern countries
ISTOK , EXTEND, SCUBE-ICT
SSAs for MEDA countries
JOIN-MED, MED-IST , MAP-IT
SSAs in general
IDEAL-IST

Examples of SSAs: 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 ?