



EM TRAININGS



Europa Media Trainings

Building a winning consortium or joining one in Horizon Europe

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Horizon Europe Proposal Development: the first steps
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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. Slovenia) and **countries associated to Horizon Europe** (e.g. Turkey)
- **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!



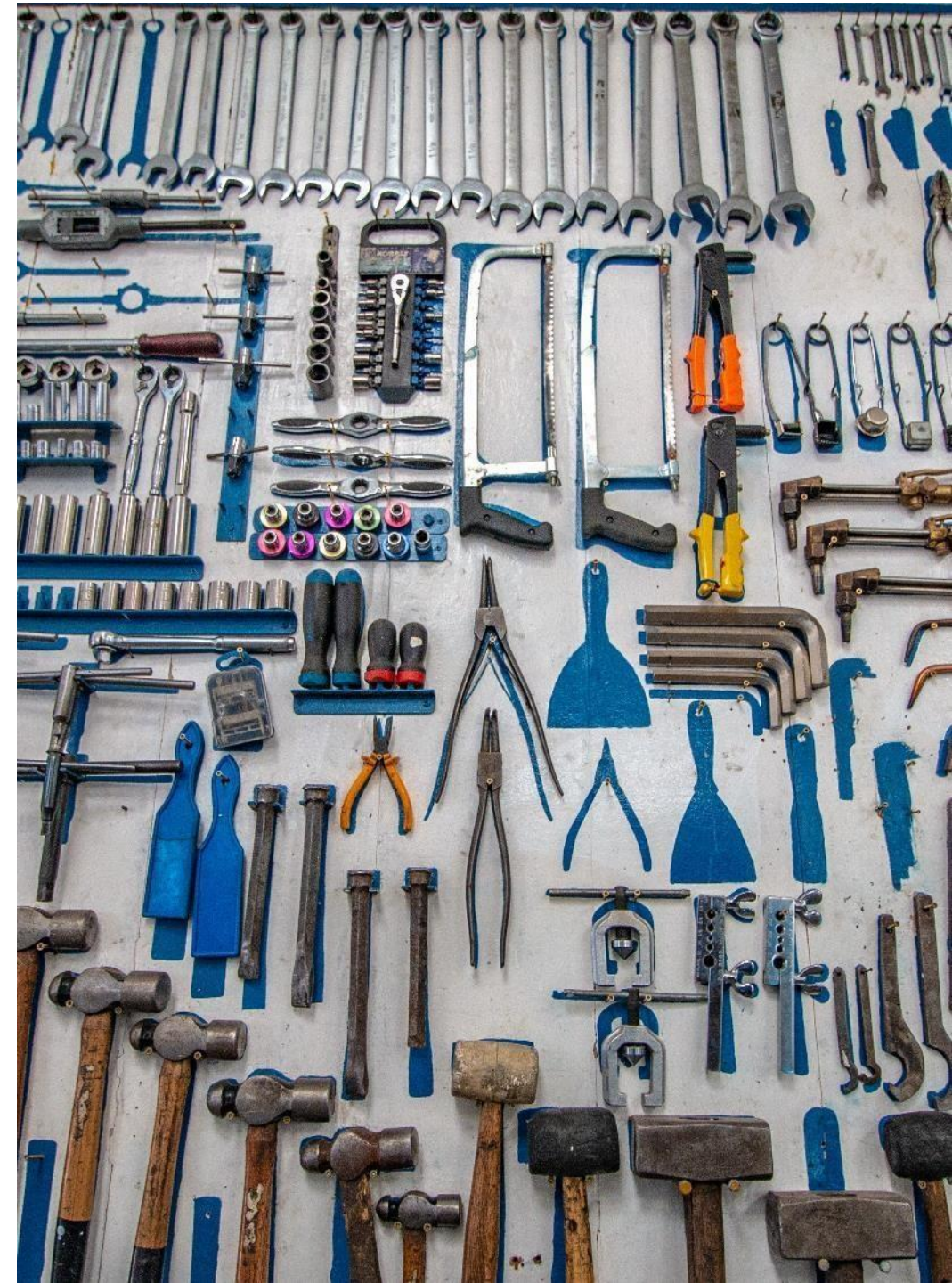
Looking for partners

- 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.



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Finding the right setup

Common scenario: forcing the partnership

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

- The defining factor is the formal requirements of the specific call.
- Consider the **type of action** (RIA/IA/CSA)
- Analyse the **call text**
- Your partners should be there for the **impact** not the **money**

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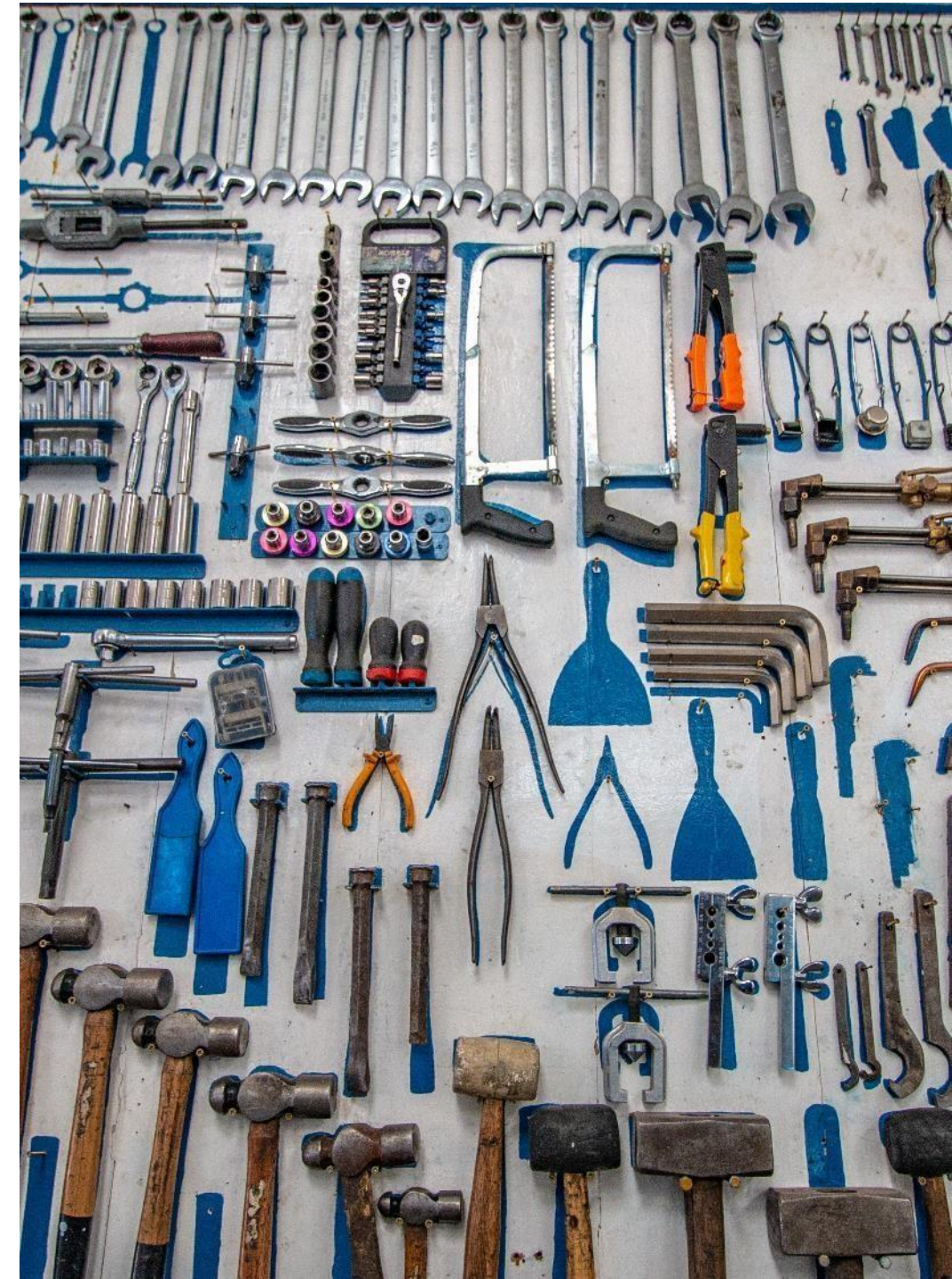
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Joining a consortium as a partner

A photograph of a child standing on a wide set of stone steps. The steps are made of large, light-colored stone blocks and lead up to a wall of similar stone blocks. The child is wearing a cap and overalls, looking down at the steps. The scene is dimly lit, with a strong light source from the right creating a bright area on the wall and the steps. The overall mood is contemplative and somewhat somber.

“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

Event organised by:



European Research and Innovation Days 2022

Stay updated

[Register here >](#)



[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

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!

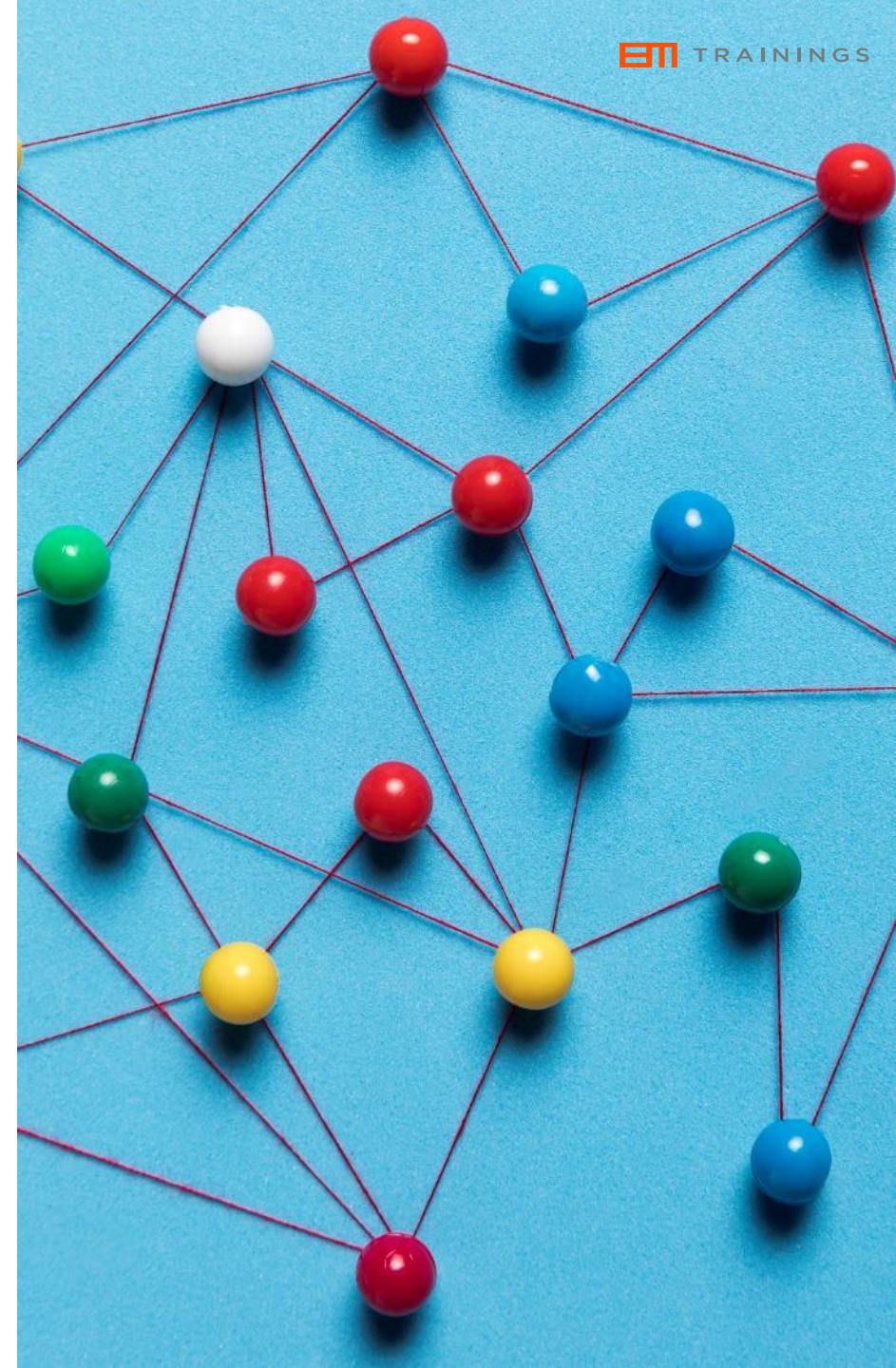
Type

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

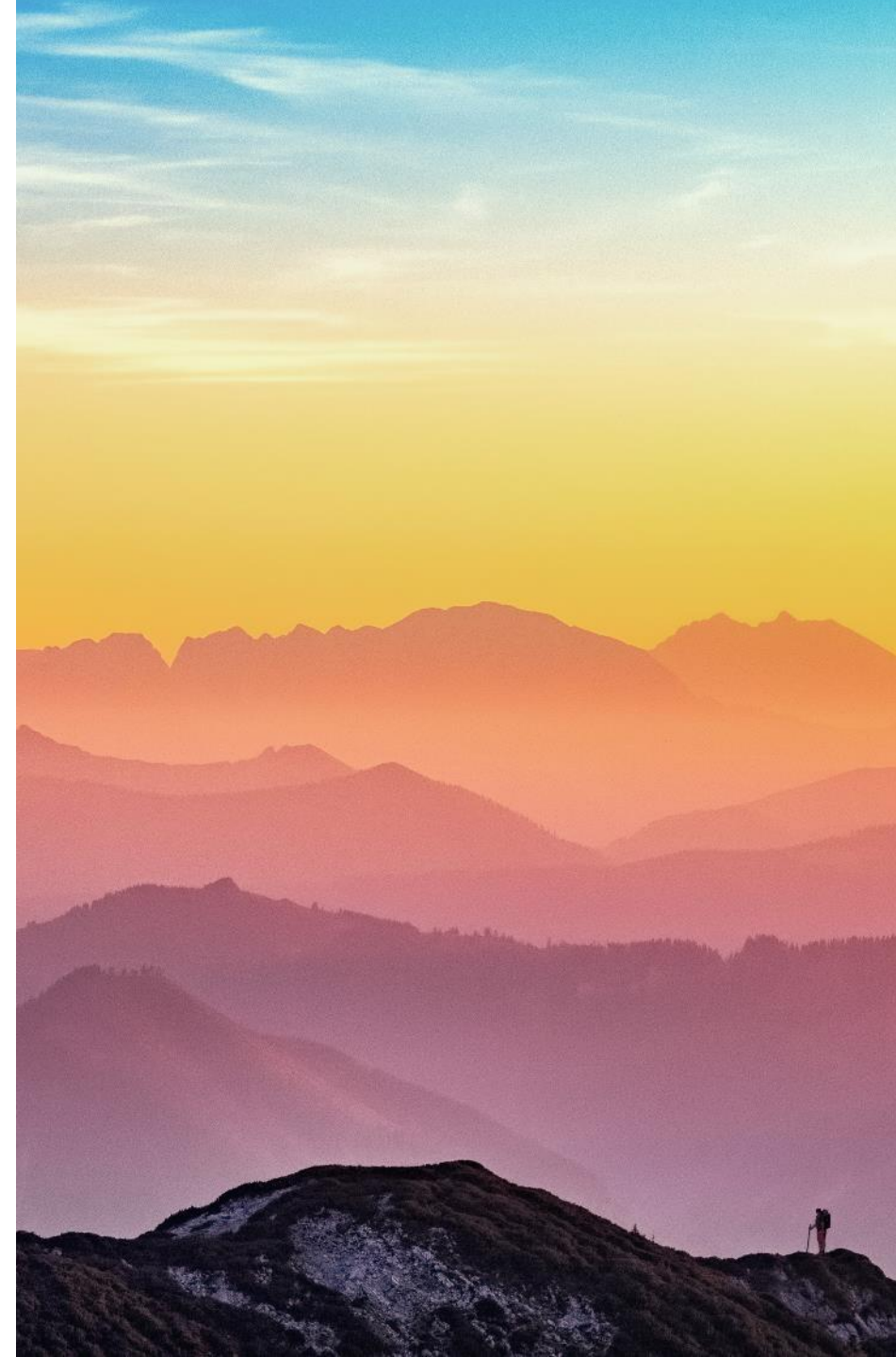
💡 Social media can help a lot! Use [this search tool](#) to find social media accounts with EU input.



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](#).

