

INDIAN EXPERIENCE IN PARTNER SEARCHES



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CLASSIFICATION OF PARTNER

TYPE OF ORGANIZATIONS

- Small and medium enterprise (SME)
- Large industry
- Public / private research
- University, higher education organization
- Administration, Public body
- Association

COUNTRY OF ORIGIN

- Member States
- Associated Countries
- International Cooperation Partner Country (e.g. INCO or ICPC)
- Others

- Partner Consortium
- To form a partner consortium in a project there needs to be at least **3 legal entities, from Member States or associated states**
- For More Information on EU states
www.ec.europa.eu

SETTING UP A CONSORTIUM



Suitable combination of partners

- Long-term friendship is not the best reference for cooperation on international project
- Complementarity between the partners
- Size of Consortium – depends on nature of the project
- Balancing the consortium (industrial vs academic partners, technology/knowledge users vs providers, gender issues, member states vs associated/third countries,...)

Due diligence – checking on potential partners

- Successful participation in previous projects
- Experience in the proposed work area
- Financial viability

CO-ORDINATE WHEN....

- Company has multinational project management experience
- Company has a suitable Project Manager
- Company is established for several years and is financially secure
- Company has previously participated in an EU project
(not mandatory if it is a major world player and of sufficient size and stature)

HOWEVER, As a 1st Time participant in the Programme – Coordination is not advisable



PARTNER SEARCH



FIND YOUR PARTNERS

Among existing international business/technical contacts, forums, international industrial/trade associations

Among the participants to Thematic Information Days

Among the Partners of existing projects

Through National Contact Points (NCP) in Targetted Countries

Participation in European Technology Platforms

Cordis Partner Search



A. PARTNER SEARCHING THROUGH CORDIS



CORDIS PARTNER SEARCH

SIMPLE SEARCH

Allows you to search quickly & easily all CORDIS content

Advanced search

Narrow your search by 'Category', 'Programme acronym' or 'Subject index'

Professional search

Builds complex queries using Boolean operators to combine criteria such as 'Category' & 'Programme acronym'

Map-based search

Search for Projects, Partners and Results by country and region

Conceptual search

Background for a wider improvement of all CORDIS search facilities

CORDIS

- ❖ On-line tool for partner search
- ❖ All the FP7 Themes
- ❖ Connects with 1000's of active partnerships (Companies, Research Companies & Institutions , Universities)

For More Information

http://cordis.europa.eu/fp7/partners_en.html

Enter search term(s):	<input type="text"/>
EU funded collaboration	
Profile Type*:	<input type="text" value="Project Proposal"/> <input type="text" value="Company Expertise"/>
Programme*:	<input type="text" value="FP7-INFRASTRUCTURES"/> <input type="text" value="FP7-JTI"/> <input type="text" value="FP7-JRC"/> <input type="text" value="FP7-KBBE"/> <input type="text" value="FP7-LEGALFINANCIAL"/>
Country*:	<input type="text" value="Any Country"/> <input type="text" value="AUSTRIA"/> <input type="text" value="BELGIUM"/> <input type="text" value="BULGARIA"/> <input type="text" value="CYPRUS"/> <input type="text" value="CZECH REPUBLIC"/> <input type="text" value="DENMARK"/> <input type="text" value="ESTONIA"/>

Profile Type*:	<input type="text" value="Project Proposal"/> <input type="text" value="Company Expertise"/>
Programme*:	<input type="text" value="FP7-COOPERATION"/> <input type="text" value="FP7-COORDINATION"/> <input type="text" value="FP7-HEALTH"/> <input type="text" value="FP7-KBBE"/> <input type="text" value="FP7-ICT"/>
OR	
Private collaboration	
Type*:	<input type="text" value="FINANCIAL SUPPORT"/> <input type="text" value="FURTHER RESEARCH OR DEVELOPMENT SUPPORT"/> <input type="text" value="JOINT VENTURE AGREEMENT"/>
Network*:	<input type="text" value="National Contact Point"/> <input type="text" value="Innovation Relay Centre"/> <input type="text" value="Euro-Info Centre"/>

CORDIS

How To Use CORDIS

- ✓ Log on to the CORDIS site: <http://cordis.europa.eu/>
- ✓ GO to the CORDIS Partner Search page: <http://cordis.europa.eu/partners-service> and create new Profile
- ✓ Create your profile, which will be made available across the globe

CORDIS offers the following services

- ✓ Publishing of profiles containing project idea or specific expertise
- ✓ Searching the partner profiles submitted by other organizations

B. PARTNER SEARCHING THROUGH BIOCIRCLE



BIOCIRCLE PROJECT

- Aims at creating partnerships worldwide
- Partner Search database provides opportunity for Third Country researchers to present themselves to European proposal coordinators.

Search profiles!
...and find new partners in Third Countries

Country

Country

AFGHANISTAN
ÅLAND ISLANDS
ALBANIA
ALGERIA
AMERICAN SAMOA
ANDORRA

Organisation Type

SME Multiplier
 Research Organisation

Keywords

Sustainable production and management of biological resources from land, forest and aquatic environments;

Biological resources Biodiversity
 Genetics/Proteomics/ Biobionomics
 Metabolomics Forestry
 Fisheries Aquaculture

BIOCIRCLE

How To Use BIOCIRCLE

**For Third Country
researchers.....**

**You can fill in your profile and
increase your visibility in Europe**

and for European researchers!

**You can search for researcher
profiles in many Third Countries**

FILL YOUR PROFILE

Please fill the fields below.

You will receive a confirmation e-mail with your User name and Password.

All fields marked with a red arrow are required.













Please choose a password:





 [Register](#)

C. PARTNER SEARCHING THROUGH BIO-NET



BIO-NET PROJECT

BIO-NET supports the successful participation of research centers, universities and innovative SMEs in EU-funded FP7 KBBE research projects

- Provide with information on FP7 by organizing dedicated info days
- Help on an individual basis and provide feedback on your project ideas
- Help find project partners throughout Europe by creating database with high quality profiles of interested organizations

BIO-NET

How To Use BIO-NET - NCP-Bio Initiative

Enter your Expression of Interest....

Present your companies expertise through filling the proposed EOI form

Enter your Partner Search....

Fill the Partner Search Form

Find your Project Partners....

Through profiles and partner searches of research consortia looking for partners

ORGANISATION PROFILE

I. Your organization	
Organisation Name *	
Department	
Street *	
City *	
Country *	
Website	
Type *	Research Organisation & Universities Companies & Enterprises Individual Other
•Is your company a Small and Medium Sized Enterprise (SME) ? YES NO	
Number of Employees *	
Are you familiar with EU framework programs? YES NO	



D. PARTNER SEARCHING THROUGH EUROPEAN TECHNOLOGY PLATFORMS



EUROPEAN TECHNOLOGY PLATFORMS

Publicly available databases and tools for partner searching European Technology Platforms

Partner profiles, Project ideas and Expressions of Interest at different European Technology Platforms

1



2



EUROPEAN TECHNOLOGY PLATFORMS

Other Useful European Technology Platforms

- Waterborne ETP
- Plants for the Future
- Forest based sector Technology Platform
- Farm Animal Breeding and Reproduction Technology Platform
- Global Animal Health
- Zero Emission Fossil Fuel Power Plants

E. PARTNER SEARCHING THROUGH PAST PROJECTS SEARCHES

CORDIS FP6 PARTNER SEARCH

Publicly available databases and tools for partner searching (past) FP6 funded projects

Searching for partners from previous related projects

Project Management
Add a Project
What's New?

Search Projects

Sort order: Most recent first

Enter search term(s):

Activity areas where project information is available:

- Any
- Life sciences, genomics and biotechnology for health
- Information society technologies
- Nanotechnologies, Materials, New Processes
- Aeronautics and space
- Food quality and safety
- Sustainable development, global change and ecosystems

Instrument* (Information currently available only for some instruments):

- Any
- Networks of Excellence
- Integrated Project

<http://cordis.europa.eu/fp6/projects.htm>

F. PARTNER SEARCHING THROUGH OTHER BROKERAGE SERVICES

SMES GO HEALTH

Supports the successful participation of research centers, universities and SMEs in EU-funded "HEALTH" research Projects

Use the partner search service

- Enter your profile
- Enter your partner search
- Find your project partners

For more information: <http://www.smesgohealth.org/>

USEFUL LINKS

- CORDIS Partner Search
http://cordis.europa.eu/fp7/partners_en.html
- European Biofuels Technology Platform
<http://www.biofuelstp.eu/index.html>
- CORDIS Partner Service
http://cordis.europa.eu/partners-service/search_en.html
- BIOCIRCLE
<http://www.biocircle-project.eu/>

MORE INFORMATION

Ms. Surbhi Sharma

Euro-India Research Centre –
Bangalore, India

Email ID:

surbhi@euroindiaresearch.org

Contact Number: +91-80-41526640



**THANK YOU FOR
YOUR ATTENTION!**

