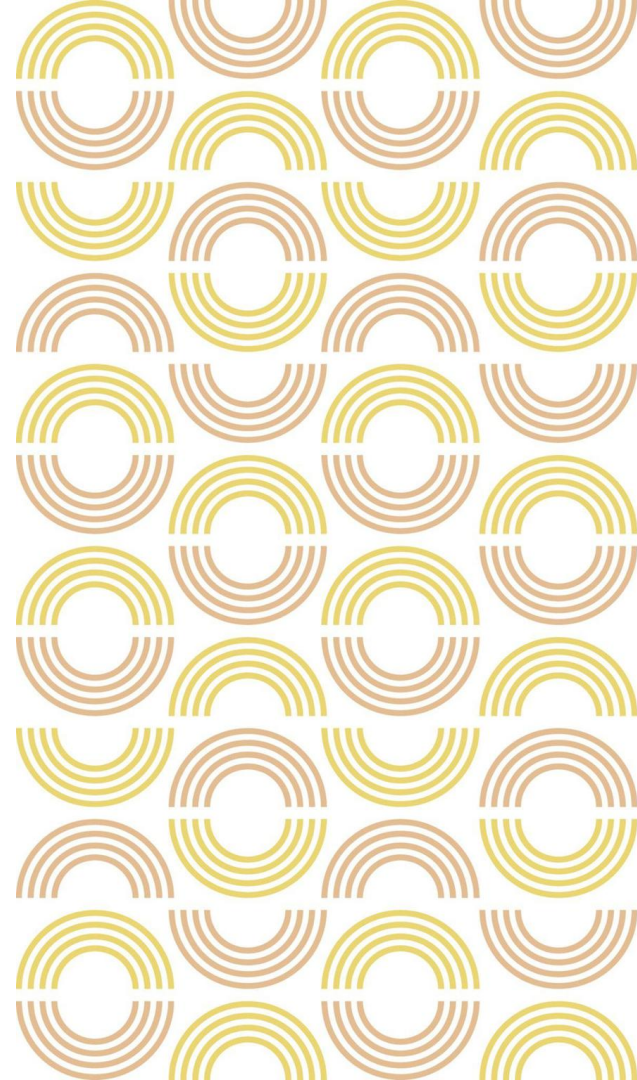




How to build a good consortium

Alberico Annachiara
Camille Dehestru
Training for applicants
28th of May 2025

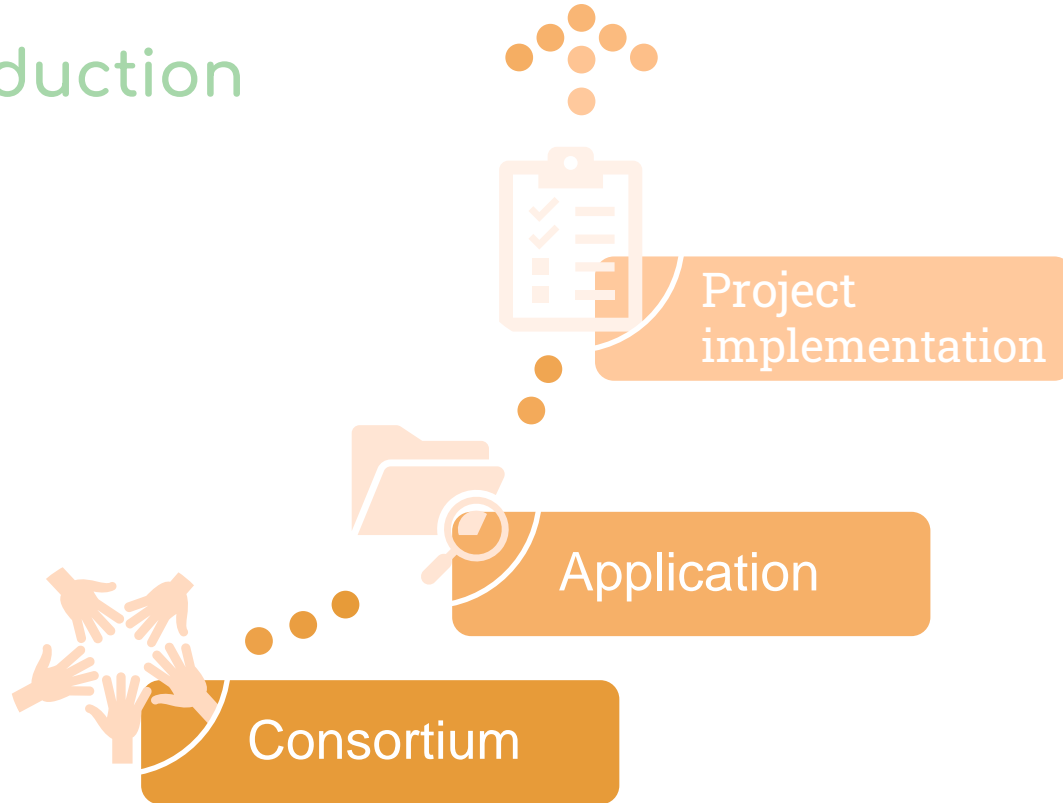


This project has received funding from the European Union's Horizon Europe research and innovation programme, under Grant Agreement No 101059839

Content

- 1) **Introduction**
- 2) **Characteristics** of a winning consortium
- 3) **How**
 - I. **Steps** to build a consortium
 - II. **Tips**
 - III. **Tools**

1) Introduction



The basics of the consortium



IA & RIA: min. 3 independent legal entities

- > at least 1 established in a MS;
- > at least 2 other independent legal entities, each established in different MS or AC.

Check: - H.E. General annexes, section B
- additional conditions at topic level

What the right number is will depend on the **requirements** of the project topic, the **expected outcomes/impacts**, the **activities** proposed and the available **budget**.

2) Qualities of a good consortium



Complementarity

- Avoid redundancy
- Each partner a unique role



Shared vision

- Agreement on overall goals of the project



Strong leadership

- Skills (admin, financial, topic...)
- Experience & network



Trust

- Quality of relationships
- Fostering quality of actions



Balance

- Geographical
- Profiles / types of partners



Agility

- Need for flexibility in case of change

What should a good coordinator look like?

Excellent
administrative &
financial skills

Good
understanding
of the science /
technology

Experienced in
EU projects

Appropriate
resources
available

Strong network

Clear vision

What should a good partner look like?

Expertise & skills

Communication
& responsiveness

Credibility and
ability to deliver
within the
budget

Unique added
value

Top
management
involvement

In line with the
vision and the
objectives

Leading a new consortium or joining an existing one: Tips on how to make your decision

- Are you **comfortable** acting as a leader?
- Are you ready to be the **intermediary** between the EC and the beneficiaries?
- Can you manage **admin**/reporting work?
- Can you take care of budgeting and **financial** checks?
- Can you handle the **communication** needs of a consortium?
- Do you have the **capacity** to arrange all necessary meetings and events?
- Do you have the necessary **HR resources** (1 FTE)? If not, can you hire 1 FTE?

If you answer 'yes' to all these questions, you are prepared to lead a new consortium

If you answer 'no' to one or more questions, perhaps you should rather join an existing consortium

3) How

Steps to build your consortium

1. **Have a clear view on the profiles needed**



Functions planning (set of requirements / roles in the project)

2. **Build core consortium**



Gather high excellence / key opinion leaders within the specific field and establish a core consortium

3. **Develop the innovative idea**



Together with this core consortium: draft the scope, main objectives and rough outline of the project idea

4. **Bring in the rest of the partners**



Start building the rest of the consortium from this core

Tips

- Build your **network** and give **visibility** to your organization
 - Explore networks of colleagues and partners
 - Attend **events**: matchmaking / networking events, seminars, sectoral events
 - Use the **pitching** sessions offered during some events
 - Social Media: **LinkedIn**
 - Participate in networking **projects** (e.g. COST actions www.cost.eu/cost-actions)
- Work with those you **know** and **trust**
- Build on existing partnerships, but do not rely on them
- Check the Model Consortium Agreement ([DESCA](#)) > incl. NDA question

Tools

- **EC**
 - Info days and networking events/platforms
 - Funding & Tenders Portal
 - CORDIS
 - Hop On facility
- **NCP – National Contact Point**
 - Local NCP
 - NCP networks as CARE4BIO
- **EEN – Enterprise Europe Network**
- **ERA-LEARN**

- **Funding & Tenders Portal**

Use / create EU Login Account

Partner Search tool > select by:

- Type (Organisations / persons)
- Programme
- Topic
- Country
- Narrower filters possible:
 - City
 - Organisation type
 - Professional profile

1

EU F&T Portal



Partner search

Filters

Quick search

Select...



☒ Match whole words only

Type ▾

Horizon Europe (HORIZON) ▾

Topic ▾

Country ▾

All filters

10000+ item(s) found



Newest

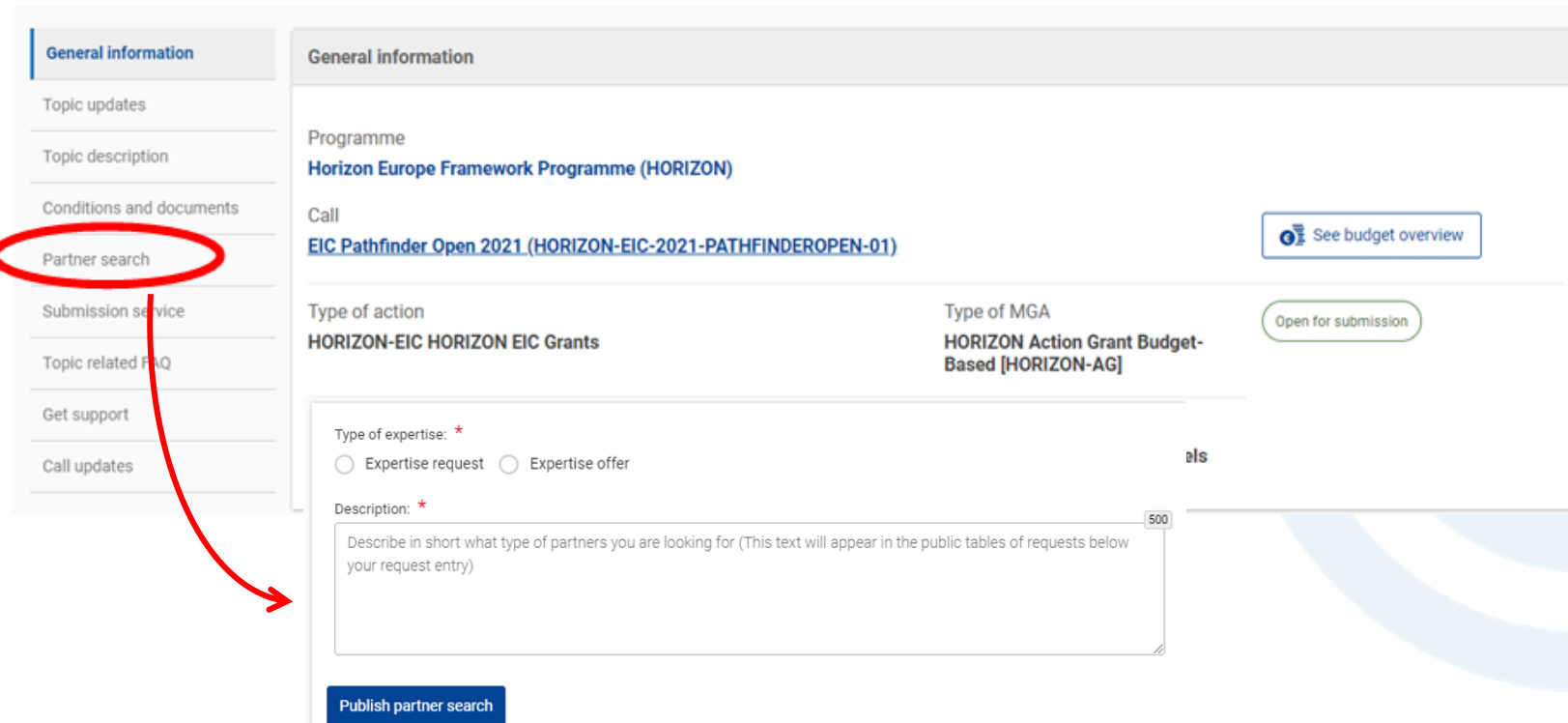


<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/how-to-participate/partner-search>

- **Funding & Tenders Portal**

Dedicated section inside the **topic page**

2



General information

Programme
Horizon Europe Framework Programme (HORIZON)

Call
[EIC Pathfinder Open 2021 \(HORIZON-EIC-2021-PATHFINDEROPEN-01\)](#)

[See budget overview](#)

Type of action
HORIZON-EIC HORIZON EIC Grants

Type of MGA
HORIZON Action Grant Budget-Based [HORIZON-AG]

[Open for submission](#)

Type of expertise: *

☐ Expertise request ☐ Expertise offer

Description: *

Describe in short what type of partners you are looking for (This text will appear in the public tables of requests below your request entry)

500

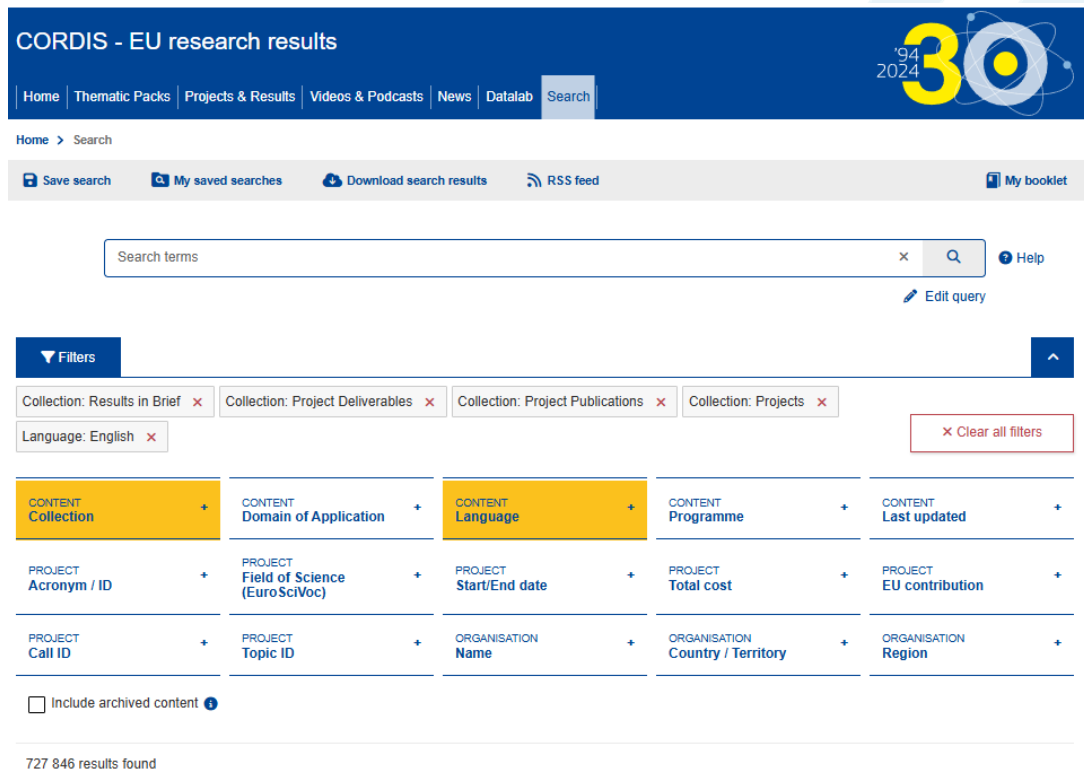
[Publish partner search](#)

● CORDIS

Projects funded by EU's framework programmes for R&I (from FP1 to Horizon Europe)

- project factsheets
- participants
- reports
- deliverables
- Links to open-access publications.

<https://cordis.europa.eu/>



The screenshot shows the CORDIS - EU research results website. The header is dark blue with the title "CORDIS - EU research results" and a navigation bar with links: Home, Thematic Packs, Projects & Results, Videos & Podcasts, News, Datalab, and Search. A large "30" logo with "1994 2024" is on the right. Below the header is a search bar with "Search terms" and a magnifying glass icon. To the right of the search bar are links for "Save search", "My saved searches", "Download search results", "RSS feed", and "My bookiet". Below the search bar is a "Filters" section with a dropdown arrow. The filters include "Collection: Results in Brief", "Collection: Project Deliverables", "Collection: Project Publications", "Collection: Projects", and "Language: English". A "Clear all filters" button is on the right. Below the filters is a table with columns for various project details. At the bottom, there is a checkbox for "Include archived content" and a footer indicating "727 846 results found".

CONTENT Collection	CONTENT Domain of Application	CONTENT Language	CONTENT Programme	CONTENT Last updated
PROJECT Acronym / ID	PROJECT Field of Science (EuroSciVoc)	PROJECT Start/End date	PROJECT Total cost	PROJECT EU contribution
PROJECT Call ID	PROJECT Topic ID	ORGANISATION Name	ORGANISATION Country / Territory	ORGANISATION Region

☐ Include archived content

727 846 results found

Hop-On Facility



Horizon Europe 2025 call for proposals

Submit your proposal by 4
September 2025



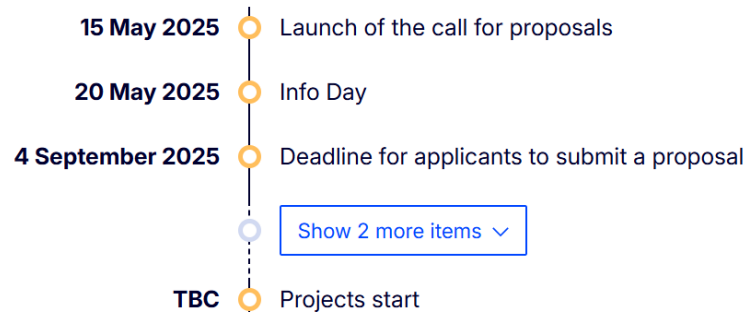
1 topic
Hop-on facility



40 million
Overall indicative budget

Consult the calls for proposals on the Funding and tenders portal →

HORIZON-WIDERA-2025-03-ACCESS-01



[Hop-on facility -
European Commission](#)

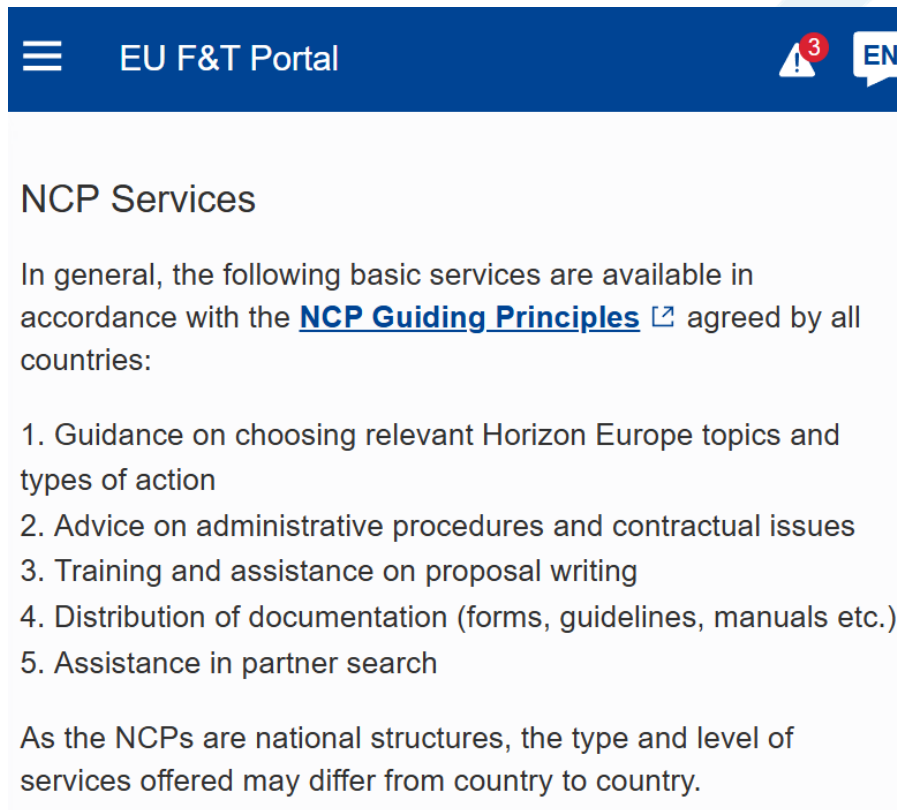
NCP level

- **Local NCP**

Guidance, practical information and assistance on all aspects of participation in Horizon Europe, including partner search.

How to find my NCP?

<https://horizoneuropencppportal.eu/find-your-ncp>



The screenshot shows the 'EU F&T Portal' header with a menu icon, a notification badge with the number '3', and a language selector set to 'EN'. The main content area is titled 'NCP Services' and contains the following text: 'In general, the following basic services are available in accordance with the [NCP Guiding Principles](#) agreed by all countries:'. Below this is a numbered list of five services: 1. Guidance on choosing relevant Horizon Europe topics and types of action; 2. Advice on administrative procedures and contractual issues; 3. Training and assistance on proposal writing; 4. Distribution of documentation (forms, guidelines, manuals etc.); 5. Assistance in partner search. At the bottom, a paragraph states: 'As the NCPs are national structures, the type and level of services offered may differ from country to country.'

EU F&T Portal

3 EN

NCP Services

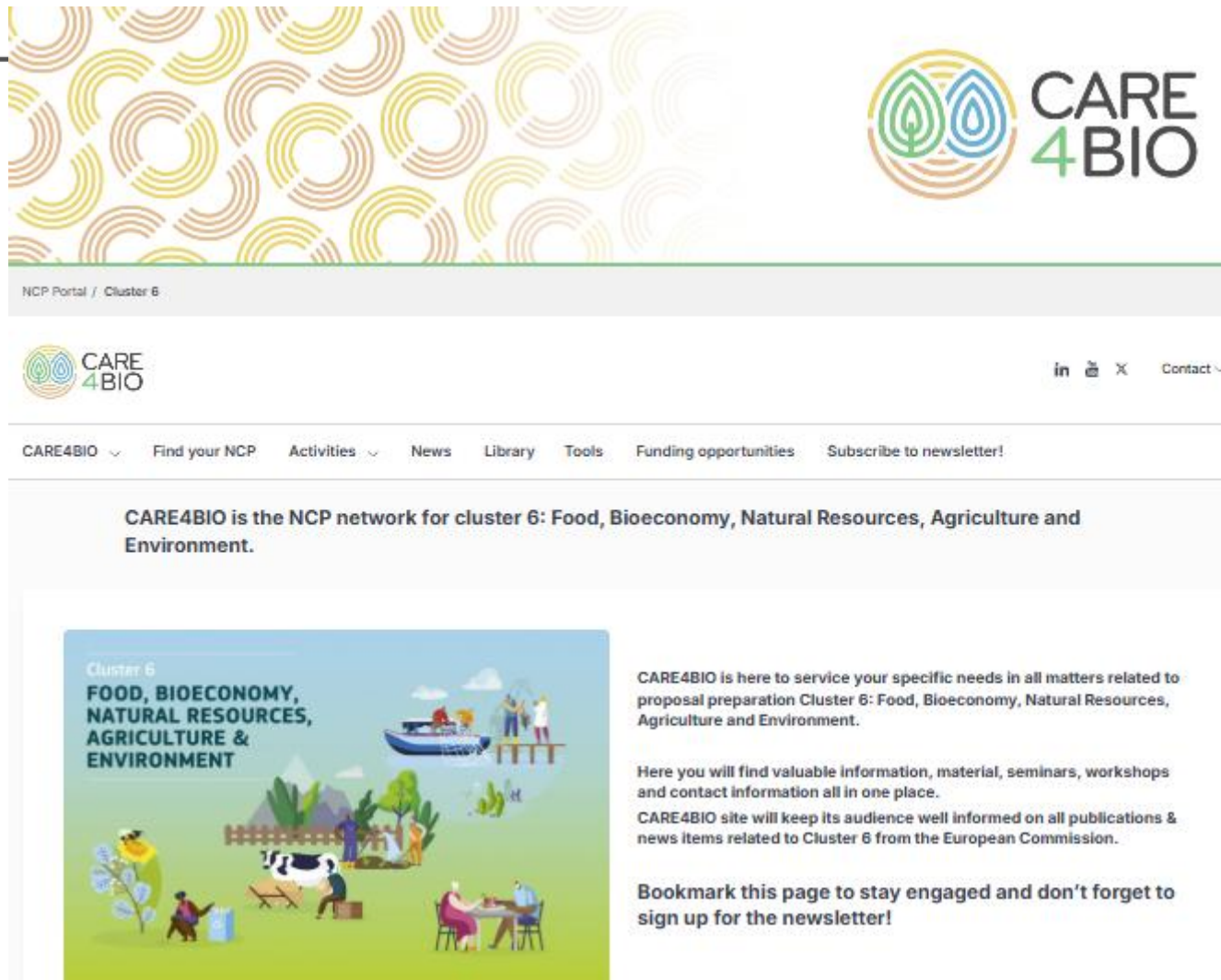
In general, the following basic services are available in accordance with the [NCP Guiding Principles](#) agreed by all countries:

1. Guidance on choosing relevant Horizon Europe topics and types of action
2. Advice on administrative procedures and contractual issues
3. Training and assistance on proposal writing
4. Distribution of documentation (forms, guidelines, manuals etc.)
5. Assistance in partner search

As the NCPs are national structures, the type and level of services offered may differ from country to country.

- **CARE4BIO –
network NCPs
for cluster 6**

Services for
applicants :
trainings, tools and
events such as
Brokerage Events



The screenshot shows the CARE4BIO website for Cluster 6. The header features a decorative pattern of overlapping circles in yellow and orange, with the CARE4BIO logo on the right. Below the header, a navigation bar includes links for CARE4BIO, Find your NCP, Activities, News, Library, Tools, Funding opportunities, and a newsletter subscription link. The main content area has a title stating 'CARE4BIO is the NCP network for cluster 6: Food, Bioeconomy, Natural Resources, Agriculture and Environment.' Below this is a large illustration depicting various activities related to food, bioeconomy, and the environment, such as farming, fishing, and people interacting. To the right of the illustration, there is text explaining the purpose of CARE4BIO and a call to action to bookmark the page and sign up for the newsletter.

CARE4BIO

NCP Portal / Cluster 6

CARE4BIO

[in](#) [fb](#) [X](#) [Contact](#)

[CARE4BIO](#) [Find your NCP](#) [Activities](#) [News](#) [Library](#) [Tools](#) [Funding opportunities](#) [Subscribe to newsletter!](#)

CARE4BIO is the NCP network for cluster 6: Food, Bioeconomy, Natural Resources, Agriculture and Environment.

**Cluster 6
FOOD, BIOECONOMY,
NATURAL RESOURCES,
AGRICULTURE &
ENVIRONMENT**

CARE4BIO is here to service your specific needs in all matters related to proposal preparation Cluster 6: Food, Bioeconomy, Natural Resources, Agriculture and Environment.

Here you will find valuable information, material, seminars, workshops and contact information all in one place.

CARE4BIO site will keep its audience well informed on all publications & news items related to Cluster 6 from the European Commission.

Bookmark this page to stay engaged and don't forget to sign up for the newsletter!

Link: www.b2match.com/e/care4bio-2025



Horizon Europe Brokerage Event for Cluster 6 - Calls 2025

27 May 2025 | Warsaw, Poland

[Home](#)

[Participants](#)

[Marketplace](#)

[Agenda](#)

[Log in](#)

[Register](#)

[INFO](#)

[HOW IT WORKS](#)

[FAQ](#)

[FLASH PRESENTATIONS](#)

[CONTACT](#)

**HORIZON
EUROPE**



CLUSTER 6

BROKERAGE

27 May 2025

27 May 2025

00-322 Warsaw, Poland

66 Krakowskie Przedmieście Street

National Institute for Culture and Rural
Heritage

**Horizon Europe
Brokerage Event for
Cluster 6 - Calls 2025**

[Register now](#)



Brokerage events - high quality profile!

It is extremely important to dedicate the necessary attention to detailing the profile: **the better the quality of the profile, the better the quality (and number) of meeting requests, besides the chances of signing contacts!**

To ensure that your profile can be validated right away by enabling you to explore the participants' profiles and ask for meetings, **be sure to:**

- ✓ To include your **contacts**
- ✓ To provide a short but effective **description of your organisation** (max. 1000 characters is recommended), highlighting its relevance for the *Topics* of your interest and the Project Cooperation offer that you have drafted.
- ✓ To provide **at least 1 Project Cooperation offer**, possibly including:
 - A **title** focusing on what you are searching or offering
 - A short description of the **idea for cooperation** and the eventual **department/Unit** that is responsible for it
 - A section **"What we offer/what we are looking for"**, including if your organisation is looking for partners as a Coordinator of a potential project proposal, or it's just offering expertise as a potential Partner
 - **Always tick at least 1 relevant Topic or other available fields for matchmaking:** this will help the other registered participants to find you and ask for bilateral meetings.

There is no second chance to make a first impression!



Source: HNN
www.healthncp.net/pdf/partner-search-tool

Brokerage event – profile and meeting

- Clear request: potential Coordinator or Partner ?
- Present your innovative idea (problem you solve, product/service/other offered).
- Describe eventually the reference Market, and the market dimension
- TRL level (show clearly the features of your solution).
- Value proposition based on experimental data, prototype development, reflecting expected performance of the technology.
- Advantages of your solution respect to the competitors (competitive advantage?)
- Intellectual Property (IP strategy?)
- Present your team as the right team/company to achieve the result
- NO SENSITIVE AND/OR CONFIDENTIAL INFORMATION !

More tips: <https://horizoneuropencportal.eu/sites/default/files/2022-05/guide-for-ps-tool.pdf>

Pitching session



= opportunity to present your organisations and ideas and/or expertise

- Make a list of things you want to say, at least:
 - The **topic(s)** you are interested in
 - The **objectives** of your proposal for a project idea
 - Your and/or your organisation **expertise** in relation to the topic(s)
 - Idea of the existing **partnerships** / requirements for additional partner(s)
 - **Experience**: involvement in previous/ongoing projects in the area
- Check the consistency of the information you will present.
- Practice your presentation as much as possible to fit the timing and avoid reading.

More tips: www.healthncp.net/pdf/applicants-guidelines-pitch-sessions-institutions-widening-countries

ERA-LEARN

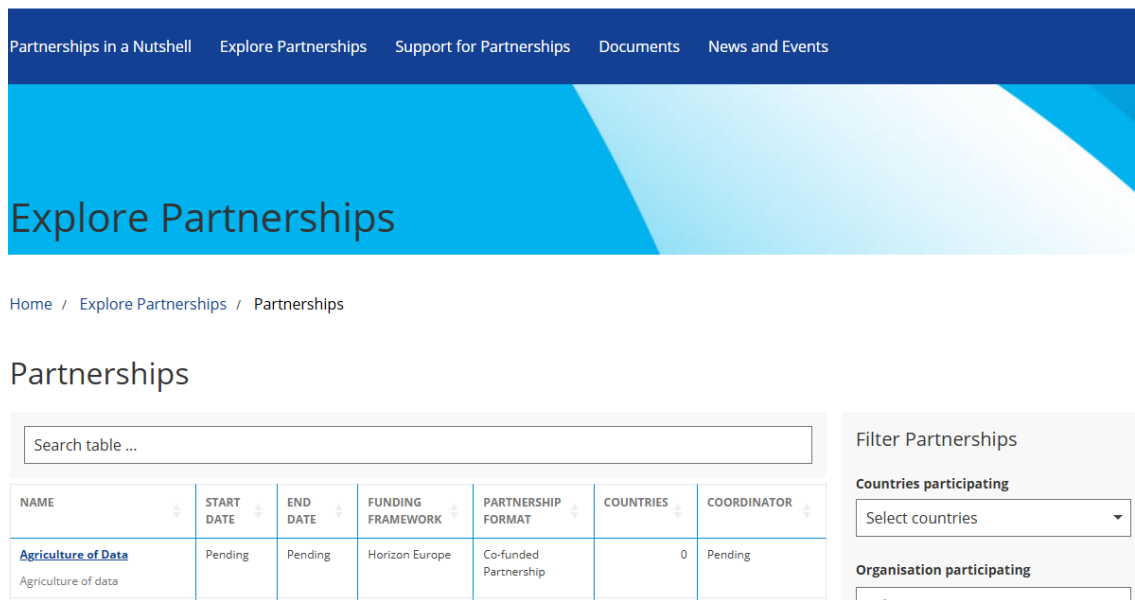


EU-funded project

"Partnering Tool" : help researchers and innovation practitioners find partners Free (registered users).

Users can:

- create a profile,
- search for potential partners,
- send & receive partnership requests



Partnerships in a Nutshell Explore Partnerships Support for Partnerships Documents News and Events

Explore Partnerships

Home / Explore Partnerships / Partnerships

Partnerships

Search table ...

NAME	START DATE	END DATE	FUNDING FRAMEWORK	PARTNERSHIP FORMAT	COUNTRIES	COORDINATOR
Agriculture of Data Agriculture of data	Pending	Pending	Horizon Europe	Co-funded Partnership	0	Pending

Filter Partnerships

Countries participating

Select countries

Organisation participating

Select organisation

www.era-learn.eu/network-information/networks

EEN tools

- **Enterprise Europe Network?**

EC funded network, which operates in more than **60 countries**.

Unique service that helps **small and medium-sized enterprises** (SMEs) to grow through innovation and internationalization.

<https://een.ec.europa.eu/>



Find your local EEN contact!



EU

 Austria	 Belgium	 Bulgaria	 Croatia	 Cyprus	 Czechia
 Denmark	 Estonia	 Finland	 France	 Germany	 Greece
 Hungary	 Ireland	 Italy	 Latvia	 Lithuania	 Luxembourg
 Malta	 Netherlands	 Poland	 Portugal	 Romania	 Slovakia
 Slovenia	 Spain	 Sweden			

Non-EU

 Albania	 Argentina	 Armenia	 Bosnia And Herz	 Brazil	 Canada
 Chile	 Colombia	 French Polynesi	 Iceland	 India	 Israel
 Japan	 Kosovo	 Montenegro	 New Zealand	 North Macedoni	 Norway
 Serbia	 Singapore	 South Korea	 Switzerland	 Taiwan	 Tunisia
 Turkey	 Ukraine	 United Kingdom	 United States	 Vietnam	

- EEN POD



Log in

Search

Enterprise Europe Network

Home

About us

Partnering opportunities

Local contact points

News

Events

Blog

Success stories

Home > Partnering opportunities

Partnering opportunities

Filter by

Keywords

Type of profile

Select

Type of partner

Select

Type of partnership

Select

Stage of development

Select

Technology keywords

Select

Market keywords

Select

Target countries

Select

Search

Clear filters

The "Partnering Opportunities Database (POD)" is designed to help companies, research organisations, and other entities find partners.

Users can search for collaboration opportunities. To create a profile and/or get in touch with potential partners, they need to **contact their EEN local point** to act as intermediary.

Examples of partner search on HE CL6 topic

Research & Development Request | RDRES20250422001

HORIZON-CL6-2025-01-ZEROPOLLUTION-08: Industrial and research partners sought for the development of a mobile ultrasonic cleaning and disinfection system for high-hygiene industrial environments

A Spanish SME in the dairy industry is preparing a proposal for the upcoming call HORIZON-CL6-2025-01-ZEROPOLLUTION-08: Reducing pollution from the food and drink industries. The project will develop a mobile, autonomous cleaning and disinfection system using projected ultrasound and AI, aimed at food, pharmaceutical and healthcare industries. They seek partners with expertise in ultrasonic engineering, robotics, and...

 1 week 1 day ago

 Spain

Research & Development Request | RDRGR20250514009

Seeking partners for Horizon Europe proposal on digital traceability and food safety solutions in resilient food systems (HORIZON-CL6-2025-02-FARM2FORK-03)

A Greek SME specializing in digital traceability and food quality monitoring seeks partners for a Horizon Europe proposal under the topic HORIZON-CL6-2025-02-FARM2FORK-03. The project aims to develop and deploy technological solutions enhancing food safety and system resilience.

 5 days 23 hours ago

 Greece

Type of partnership

Research and development cooperation agreement

Market keywords


09005 - Agriculture, Forestry, Fishing, Animal Husbandry & Related Products



Technology offer | TOES20250321038

A Spanish climate-specialized foundation seeks consortia in CL6 HE calls to cover all weather and climate related needs by providing local downscaled climate projections and other services (i.e.: Risk Assessment, impacts in biodiversity...)

A Madrid-based independent Research Foundation offers 30+ years of experience working in weather analysis and adaptation to climate change, with its own statistical downscaling methodology to produce local climate change projections and assess its impact (risk assessment, forestry, biodiversity, agriculture, urban areas...). This foundation seeks collaboration within the HE CL6 programme to participate in consortia...

 1 month ago

 Spain

Type of partnership

Research and development cooperation agreement • Commercial agreement with technical assistance

- **EEN events - examples**

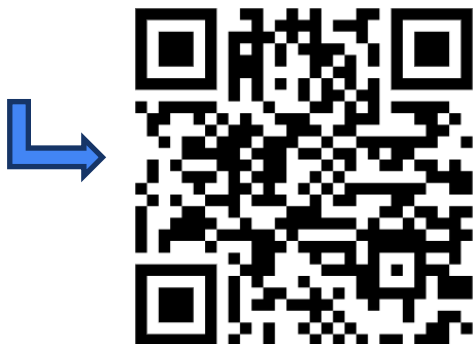
Eg Pollutec's GREEN DAYS

7-10 Oct. 2025, Lyon (FR)

www.pollutec.com/en-gb/who-is-coming/business-meetings.html

More EEN-supported events

<https://een.ec.europa.eu/events>



pollutec 

7-10 Oct. 2025
Lyon Eurexpo 

Exhibit



Green Days, International business meetings

For several years now, the GREEN DAYS have been organized by the Auvergne-Rhône-Alpes CCI and its partners as part of the European Commission's Enterprise Europe Network (EEN) within the framework of Pollutec. The 4-day event features a series of qualified international business meetings, conferences and inter-clustering.

How can I participate?

- **Register and complete your profile** by highlighting your expertise and needs
- **Explore** the participant catalogue
- **Select** the people you want to meet
- **Confirm your appointments with a bilateral validation**, guaranteeing relevant and quality exchanges
- **Receive your personalized agenda** with all your scheduled meetings.



Thank You!



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