

Building a consortium for H2020 projects

What support can IMs give?

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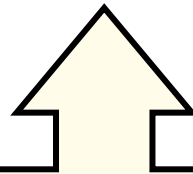
Finding partners for building a consortium is one the most difficult tasks.

This presentation is not about 'finding' partners, but on the 'consortium composition'.

A "balanced" consortium

There are 2 evaluation criteria on "Quality and efficiency of the implementation" that state:

1. Complementarity of the participants and extent to which the consortium as a whole brings together the necessary expertise;

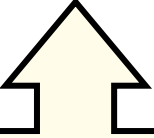


This will be described in textual form in the proposal section "3.3 Consortium as a whole".

- How will it match the project's objectives, and bring together the necessary expertise?
- In what way does each of them contribute to the project?
- Any international organisations?
- What are getting 70% partners out of the project?

A "balanced" consortium

2. Appropriateness of the allocation of tasks, ensuring that all participants have a valid role and adequate resources in the project to fulfil that role.



This will become visible in the proposal section "3.4 Resources to be committed".

- Does each partner really have the adequate resources in the project to fulfil the allocated role ?
- Does the resources allocation reflect the statements made in section 3.3?

Participation

ELIGIBLE COUNTRIES

Member States – 28 (27)

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

Associated countries

Albania, Armenia, Bosnia and Herzegovina, Faroe Islands, Georgia, Iceland, Israel, Moldova, Montenegro, Norway, Serbia, Switzerland, The former Yugoslav Republic of Macedonia, Tunisia, Turkey, Ukraine

All other countries – Third countries

Usually without funding!

Participation: 28 (27) Member States and 16 Associated Countries



Associated Countries

- Iceland
- Norway
- Albania
- Bosnia and Herzegovina
- The former Yugoslav Republic of Macedonia
- Montenegro
- Serbia
- **Turkey**
- Israel
- Moldova
- Switzerland
- Faroe Islands
- Ukraine
- Tunisia
- Georgia
- Armenia

AUTOMATICALLY FUNDED COUNTRIES



Legal entities established in a Member State or Associated Country



Legal entities established in a third countries identified in the Work Programme

Industrialised countries: US, Canada, Australia, Japan....

Emerging economies: Brazil, Russia, India, China, Mexico



Funding is explicitly foreseen in the relevant call text



**The Participation is deemed essential for project realisation
(case by case assesment)**

- outstanding competence/expertise
- access to research infrastructure
- access to particular geographical environment
- access to data



Existing bilateral scientific and technological agreement

(specific arrangements for US partners to be eligible for funding in „Health, demographic change and well-beeing“)

Spotting the weakness in resource allocation.

Some (extreme) examples:

Example Effort Distribution over WPs

	WP1	WP2	WP3	WP4	WP5	WP6	
P1	10	4		4		2	20
P2	2	2	2	2	2	2	12
P3			5	11		2	18
P4		12	2	12		2	28
P5			14	3		2	19
P6					6	2	8
P7					6	2	8
Total	12	18	23	32	14	14	113

The workpackage that nobody wanted

	WP1	WP2	WP3	WP4	WP5	WP6	
P1	10	4		4		2	20
P2	2	2	2	2	2	2	12
P3			5	11		2	18
P4		12	2	12		2	28
P5			14	3		2	19
P6					6	2	8
P7					6	2	8
Total	12	18	23	32	14	14	113

The workpackage that does too much

	WP1	WP2	WP3	WP4	WP5	WP6	
P1	10	4		4		2	20
P2	2	2	2	2	2	2	12
P3			5	11		2	18
P4		12	2	12		2	28
P5			14	3		2	19
P6					6	2	8
P7					6	2	8
Total	12	18	23	32	14	14	113

The partner who didn't know what to do

	WP1	WP2	WP3	WP4	WP5	WP6	
P1	10	4		4		2	20
P2	2	2	2	2	2	2	12
P3			5	11		2	18
P4		12	2	12		2	28
P5			14	3		2	19
P6					6	2	8
P7					6	2	8
Total	12	18	23	32	14	14	113

The token SME

	WP1	WP2	WP3	WP4	WP5	WP6	
P1	10	4		4		2	20
P2	2	2	2	2	2	2	12
P3			5	11		2	18
P4		12	2	12		2	28
P5			14	3		2	19
P6					6	2	8
P7					6	2	8
Total	12	18	23	32	14	14	113

Well-lead work packages which will get results

	WP1	WP2	WP3	WP4	WP5	WP6	
P1	10	4		4		2	20
P2	2	2	2	2	2	2	12
P3			5	11		2	18
P4		12	2	12		2	28
P5			14	3		2	19
P6					6	2	8
P7					6	2	8
Total	12	18	23	32	14	14	113

Type of partner organisations

Any type of organisation can participate in H2020.
But which ones are the most appropriate in a given consortium?

Innovation Actions:

- No research is foreseen, so universities and research centres can come in more as 'technology providers' than as 'researchers'.
- SMEs are crucial for the exploitation, i.e. turning technology into products. They invest 30%!
- Stakeholder associations for pilot/demonstration activities are vital.
- Regulatory and Standardisation bodies?

Type of partner organisations

Any type of organisation can participate in H2020.
But which ones are the most appropriate in a given consortium?

Research and Innovation Actions:

- Research is an important aspect, so universities and research centres should come in more as 'researchers'.
- SMEs are important for the exploitation: guiding the innovation/market aspects.
- Stakeholder associations for pilots (even if smaller scale) activities are vital.
- Regulatory and Standardisation bodies? Could be more important than in IA.

Type of partner organisations

Any type of organisation can participate in H2020.
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Coordination and Support Actions:

Here it depends very much on the specific CSA, which may cover

- standardisation,
- dissemination,
- awareness raising and communication,
- networking,
- coordination or support services,
- policy dialogues
- ...

Comments you want avoid:

- "The overall experience and profile of the individual partners is high ..., however the role of partner XXX throughout the project needs to be better specified"
- "There is not enough evidence that the consortium can carry out the proposed work"
- "The consortium as a whole is unbalanced in the area of renewable energy experience ..."
- "The consortium as a whole should have included more industry participants from the construction sector."
- "The total budget is underestimated for achieving of the claimed objectives"

Comments you should aim at:

"The consortium's partners are experienced organisations represented by qualified individuals. The consortium is well balanced with a proper degree of complementarity in terms of knowledge and geographical coverage. The consortium involves partners from academia and government, complemented by additional stakeholders, also from industry, ..."

Thank you !