



Biocircle

Effective partner search

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The process of getting involved

Get informed about the topics, the deadlines and the procedures

See where you want (and have the capacity) to get involved

Identify other potential participants or competitors

Approach the partners that look most suitable to you

Get actively involved in the writing up



...but sometimes things are not so simple...

- The hardest part in joining a proposal is building the right network
- Visibility, via publications and conferences can help, but some times it is not enough!, but some times it is not enough!
- Normally, the proposal of getting involved is time consuming, so:
 - Be proactive
 - Look for the contacts that look promising
 - Be prepared to commit and deliver, even at the stage of proposal

Step 1: Find a topic that suits you

- Read the topic carefully (it is a small piece of text, anyway)
- Picture your capacities and see if they match (part of) what the topic needs
 - Focus on capacities with proven record
 - Pay attention to details (e.g., if a topic requires cooperation with SMEs, do you have record on that?)
 - Could you commit to such a project? Could your organisation?



Step 2: Look for the right people

- Write a short CV of you or your group
 - Ensure you underline your relevance to the topic (that is NOT a general CV)
 - Mention a few relevant works (publications, conferences) or other similar projects you had or refer to web content
 - Keep it simple
 - Use clear English
 - Keep it short
- Circulate the CV through the NCP
- Send it – selectively – to a few people



Identifying potential coordinators

- Check for past similar topics and look at their consortia (they are on CORDIS)
- Use partner search facilities (e.g., in CORDIS)
- Search the literature and see who the experts are (also check the “acknowledgements” section)
- Use get-together opportunities (conferences, brokerages) to talk to people
- Use your personal network
- If you lead a group, engage your colleagues in the search

Step 3: Initiate communication

- Explain what value you can bring to a consortium
- Be prepared to have your role adjusted (flexibility)
- Ensure your role – by the time the proposal is submitted – is clear and feasible
- Act with confidentiality in mind! Be prepared to sign a confidentiality agreement!
- Respect the time of the others and keep texts and discussions to the point.
- If a meeting is called upon, try to attend
- Be reliable



Step 4: ...when in the consortium

- Be prepared to write part of the proposal
- Be prepared to help expand the consortium
- Be prepared to contribute to improving the proposal altogether

- Do not put aside the discussion for your budget and Intellectual Property, but be reasonable and ready to defend your position
- Get advice – if needed....



Step 5: After submission

- The submission process tells a lot about people!
- Try to follow up your contacts
- Good luck!!!

Thank you for your attention !

