

# Part 2. Consortium building

## Partnership and funding opportunities

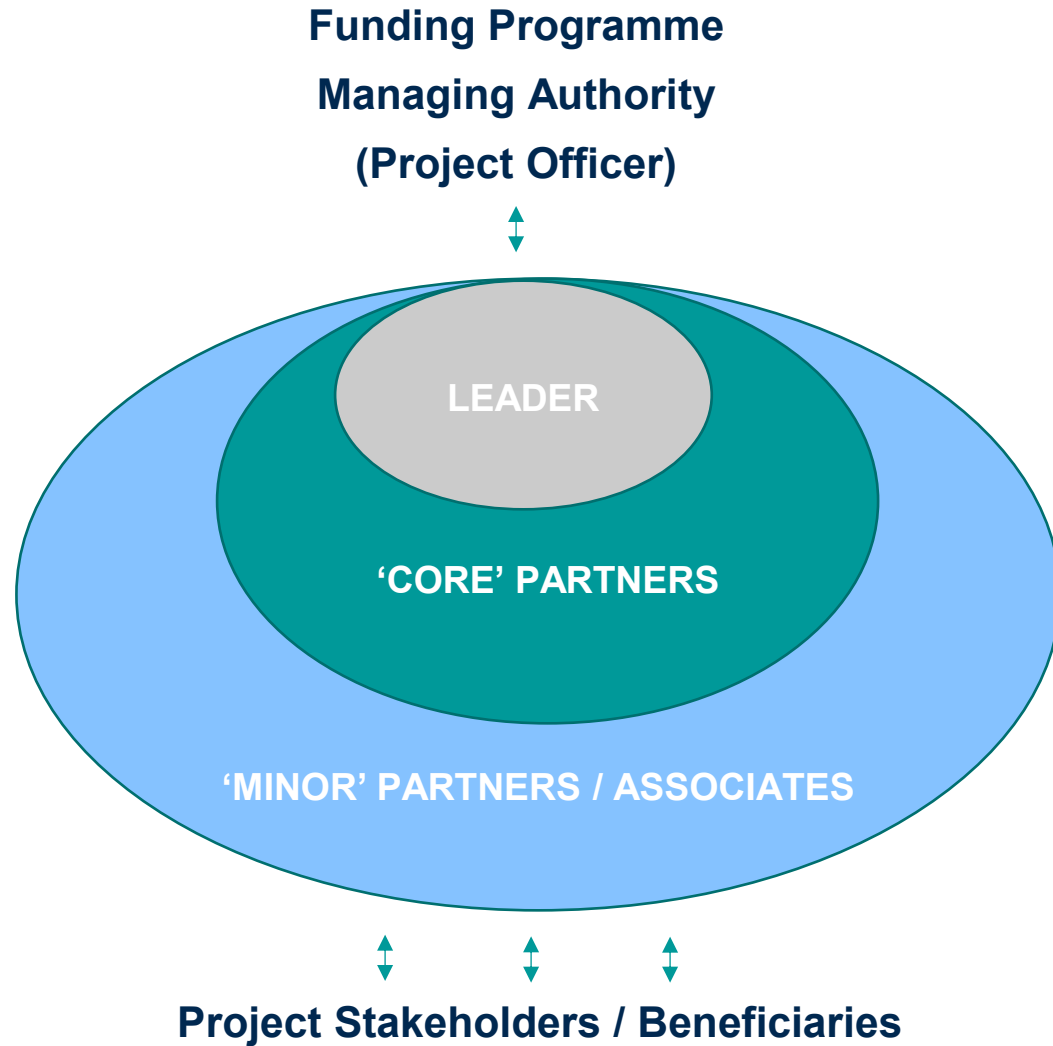
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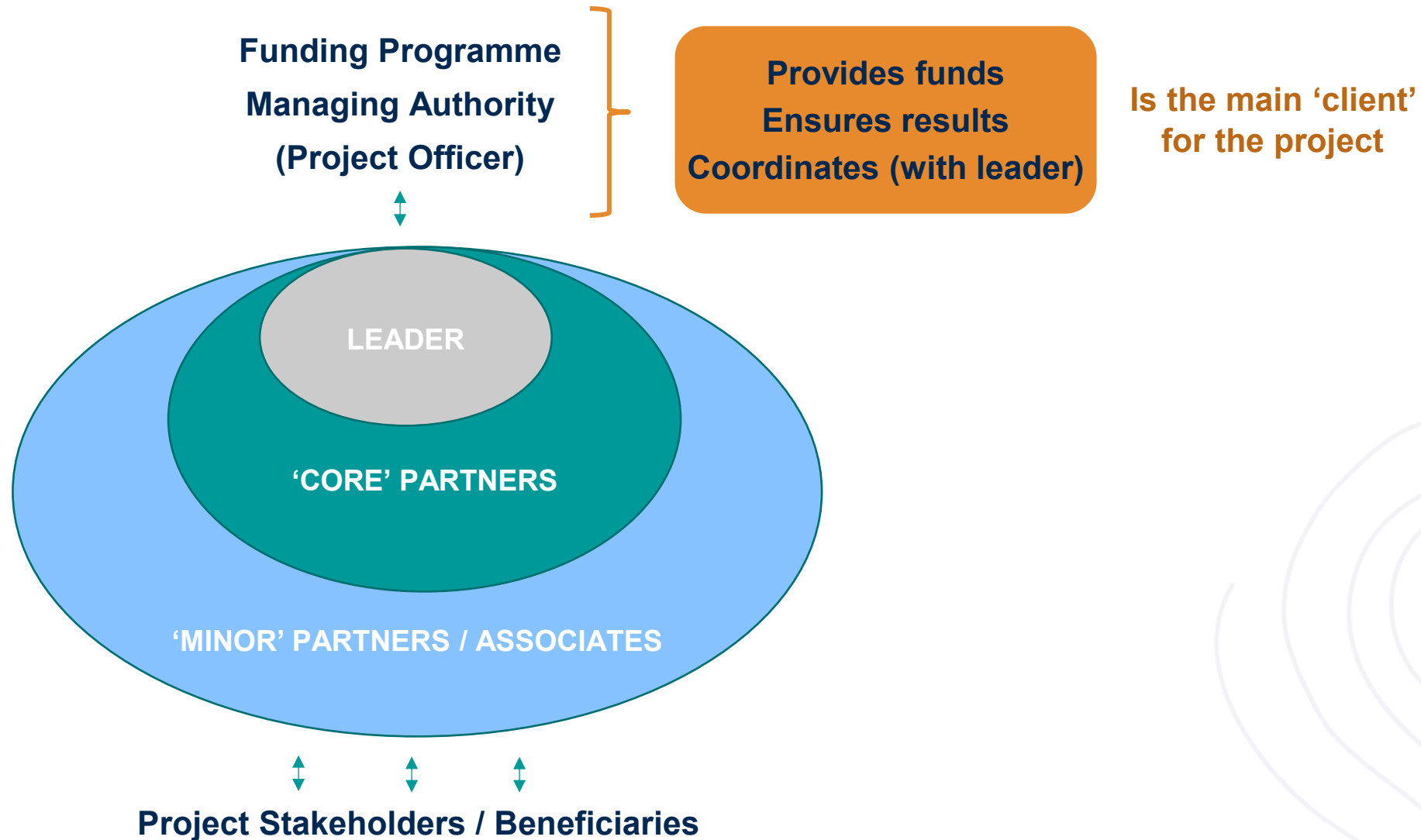
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## Why a Consortium and which element of a partnership to consider



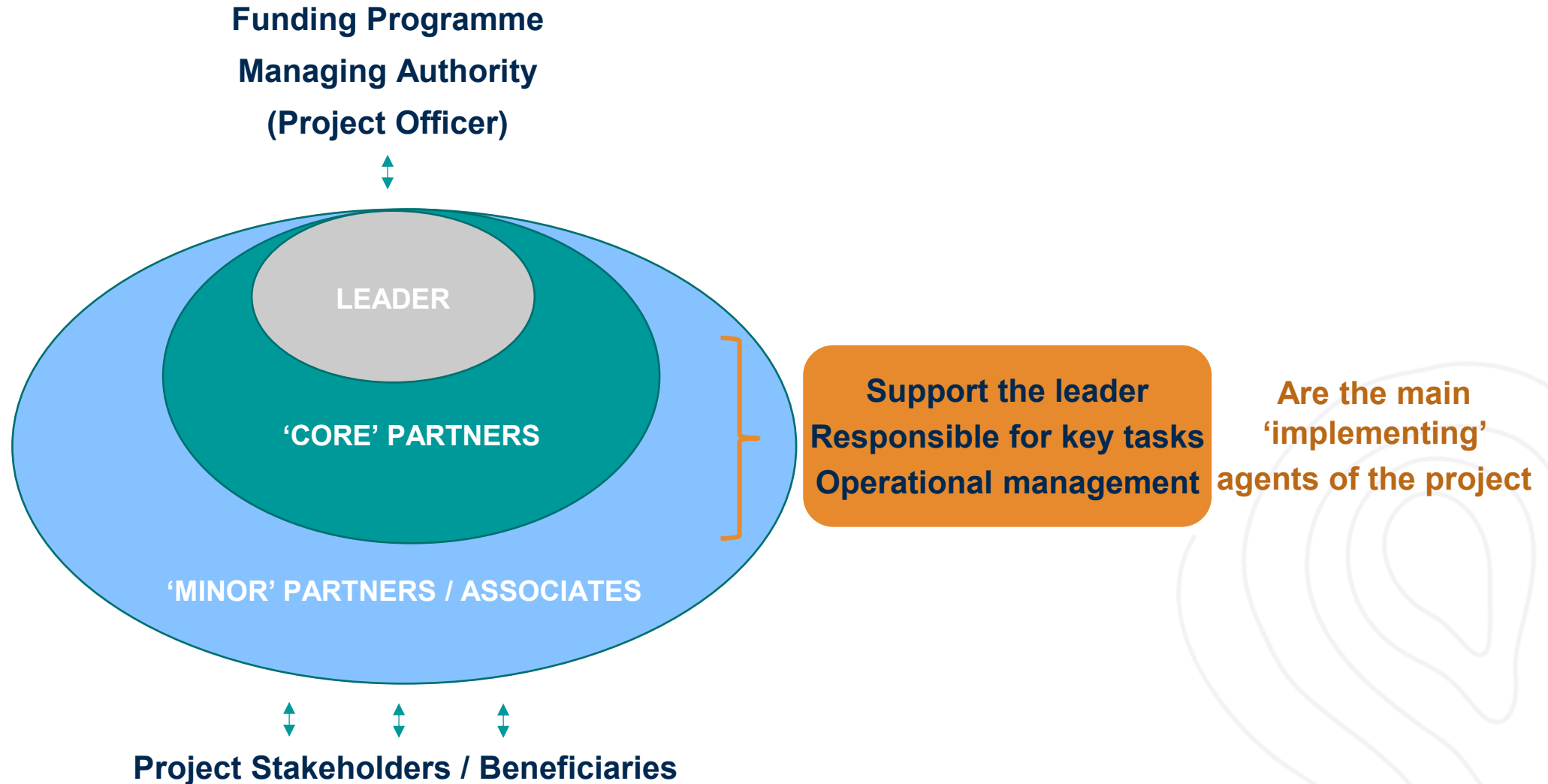
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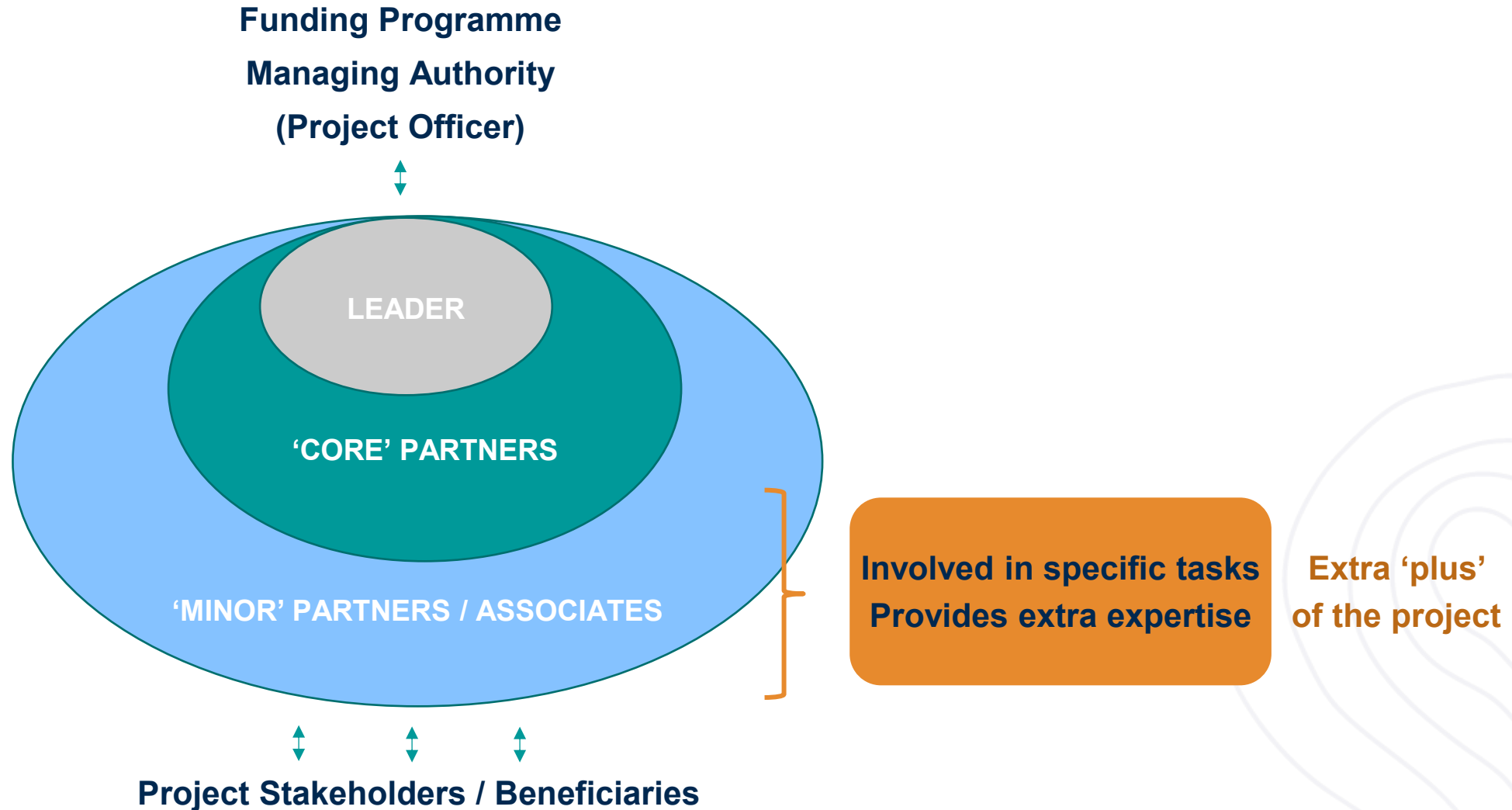
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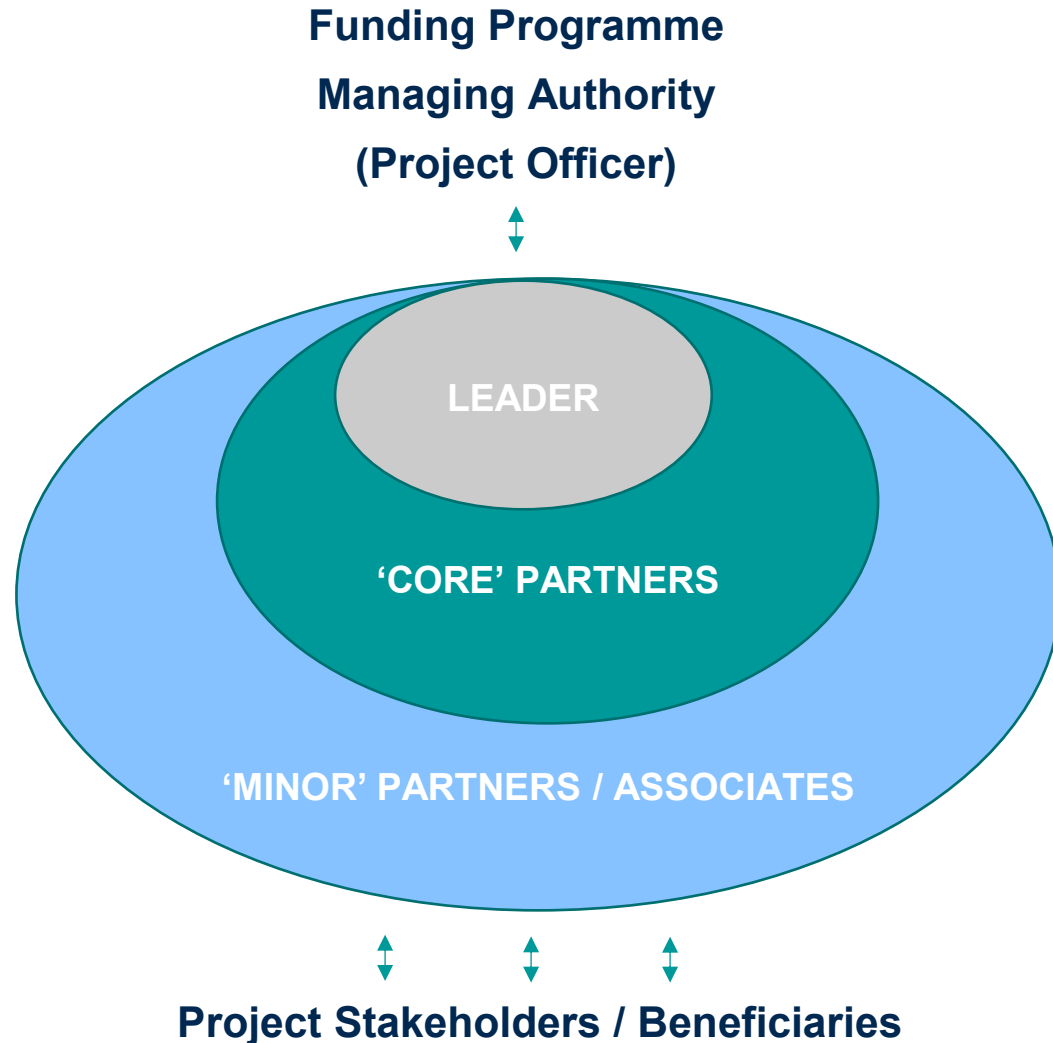
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Those for which the project 'is intended'

Benefit from the project  
Provides feedback/inputs

# What to consider when selecting partners and defining overall roles

1. **Remain focused** – on your key priorities, strengths and added value
2. **Choose right level for partnership** – cross-border, transnational, interregional
3. **Find out about good practices** – before approaching partners
  - ✓ *Strategic partner **choice** – is there really enough that binds together?*
  - ✓ *Check **competencies** of partner organisations – are they really similar?*
  - ✓ *Share **ownership, commitment and responsibilities***
4. **Set realistic ambitions** – exchange of experience/learning
  - ✓ ***Indicators of success** in an early stage – and discuss them since the proposal*
  - ✓ ***Budgeting and planning** – cooperation takes time and resources*
  - ✓ ***Distribution of efforts and gains** – it takes (more than) 'two to tango'*
5. **Build on experiences gained** – develop strong network through time
6. **Don't give up / learn from mistakes** – it takes time and perseverance to become leaders



# Crucial elements to address when forming a partnership

## What do I look for?

- Common issues, sharing problems
- Past experience in cooperation
- Location of partners
- Financial capacity of partners

Commitment

Pertinence

Capacity

## How/Where do I get help?

- Partner search forums
- Programme publicity events
- National/regional programme bodies

Networking

# What you really want as a result of your partnership

1. **Strong leadership** – leading partner should be competent, experienced and trustworthy
2. **Strong support** – core team should be easy to work with, experienced and reliable
3. **Strong thematic/geographic coverage** – the overall partnership should ensure a good ‘mix’
  - ✓ *Do you need methodological competences?*
  - ✓ *Do you need regional coverage?*
  - ✓ *Do you need specific skill-sets and know-how?*
4. **History of working together** – a good portion (%) of partners should have worked together
  - ✓ *Do you have a capable leader?*
  - ✓ *Do you trust your partners?*
  - ✓ *Did you work well under stress?*
5. **Good relation with the ‘client’** – ensure a good relation with the leader (and the core team)
6. **Focus on results and value** – at the end of the day what you want is valuable/timely delivery

## **Examples of partnerships supported**

# Questions for oneself when building a project proposal...

- 1) How do you usually approach **the screening of financing** opportunities in relation to your project ideas?
- 2) Which **steps you foresee, once you identified a financing opportunity**, to ensure a successful proposal?
- 3) Which elements you consider in **setting up a successful partnership** and/or to identify your role in it?
- 4) What is your **key secret**, in order to be successful in proposal writing?

# Thank you for your support!

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