
Where to find partners to your project and how to engage them

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About me

- MA Political Sciences (Poznan University) and Futures Studies (University of Turku)
- Over 13 years of experience in Project Management (started in Rovaniemi!:))
- Managing the Interreg, Erasmus+ and Horizon projects
- Implementing projects from start (idea) till finish (reporting)



Why do we need partners for obtaining the funding?

- Most of the funding programme require **at least 2 partners** from 2 different countries for the project,
- The projects require **diverse expertise** to be competitive during evaluation and successful during implementation,
- The projects must **reach the (usually diverse) target groups**,
- The projects must **bring sustainable impact**.



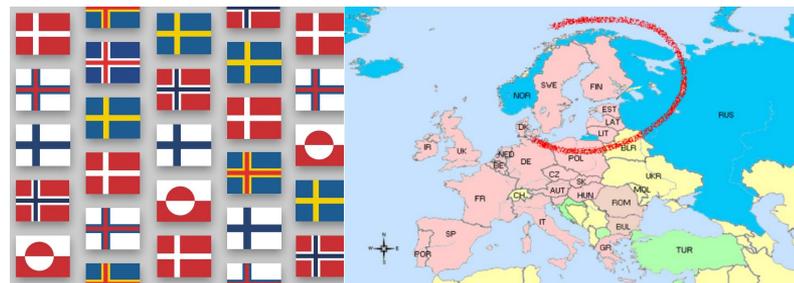
What partners do we need...

- **Read the requirements** of the funding programme and the specific call (eligibility criteria),
- **Identify the partners** that help fulfil the eligibility criteria,
- **Think what expertise** you need to complement your and fit the needs of the project (cross-sectoral trans-disciplinary, multi-stakeholder)
- **Consider “the political choices”:**
 - To satisfy the evaluators
 - Investing in future opportunities
 - For visibility
- **Pay attention** to the diversity and gender issues.



... and where to find them?

- Previous collaborations
- Personal networks
- Current organisational networks:
 - Recognize them
 - Evaluate them
 - Invite them
 - Curate them
- New networks: geographical, thematic
- Ex-tempore cooperations

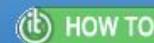


How to make the first step

- What do you have?
- Who do you need?
- Where to get them?



Partner Search



Find partners for your project ideas among the participants in past EU projects. Enter a keyword or a topic of a past call for proposals, for finding related organisations. Search by geographical criteria or by types of organisation. For more specialised partner search service see Online Manual.

- Use the programme partners search boards,
- Participate in the programme info days
- Search LinkedIn's groups
- Ask around



Partner Search

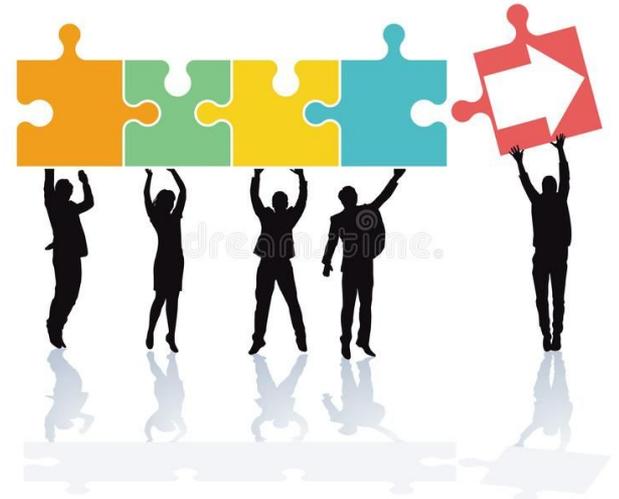


To approach the potential partners, prepare a 1-pager / concept note about the project (incl. Idea, funding, budget, co-financing, deadlines)

I found all my partners, end of problems?

The story only begins here:

- Project planning is a project on its own
- You need to manage your partners and their expectations:
 - about the role in the project
 - about the responsibilities in the project planning and implementation (e.g. deadlines)
 - about the budget
- Be a good project manager from day 1 :)



Take care for your networks

“We pay the membership fee and we don’t see the value”

- Many members of different networks, around the globe



- ★ Choose relevant networks
- ★ Take care for your networks
- ★ Contribute, be active:
→ **You get out as much as you bring in.**

Thank you and good luck!

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