



InJoy&Train
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Successful Networking

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Presentation Contents

- Making and Using Contacts
- How to Get Help: NCP's and Support Projects
- Partner Search Tools
- Communication and Contact Follow-Up
- Examples to Follow and Avoid
- Some More Practical Tips



Successful Networking

Making and Using Contacts I.

Ways of Finding Partners:

➤ *Existing Contacts*

- ✓ most effective
- ✓ most reliable and predictable (worked together previously)
- ✓ but: often not suitable for a planned project (especially when looking for complementary skills)

➤ *New Contacts*

- ✓ more risky
- ✓ but: several forms of assistance
- ✓ easier to find suitable partners for a planned project

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Making and Using Contacts II.

Making Use of Existing Contacts:

- Keep your contacts informed
- Do not disappear after a project is finished
- The importance of personal (face-to-face) meetings





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Making and Using Contacts III.

Establishing New Contacts

Motto: Be Proactive

- advertise! (well-edited profile is essential)
- search:
 - CORDIS Partner Service
 - Previous project summaries and details, Expression of Interest Database
 - Network services: National Contact Points (NCP's), Innovation Relay Centres (IRC's) or Euro Info Centres (EIC), Support Projects
 - information days and brokerage events
 - profile-related conferences (speakers, audience)

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How to Get Help I.

National Contact Points (NCP's)

- nationally organized network of experts by subject areas
- services include assistance in partner search (usually relying on their own databases)
- dissemination of calls for expressions of interest and calls for proposals through various channels
- organization of training sessions (good way of meeting potential partners)



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How to Get Help II.

Support Projects:

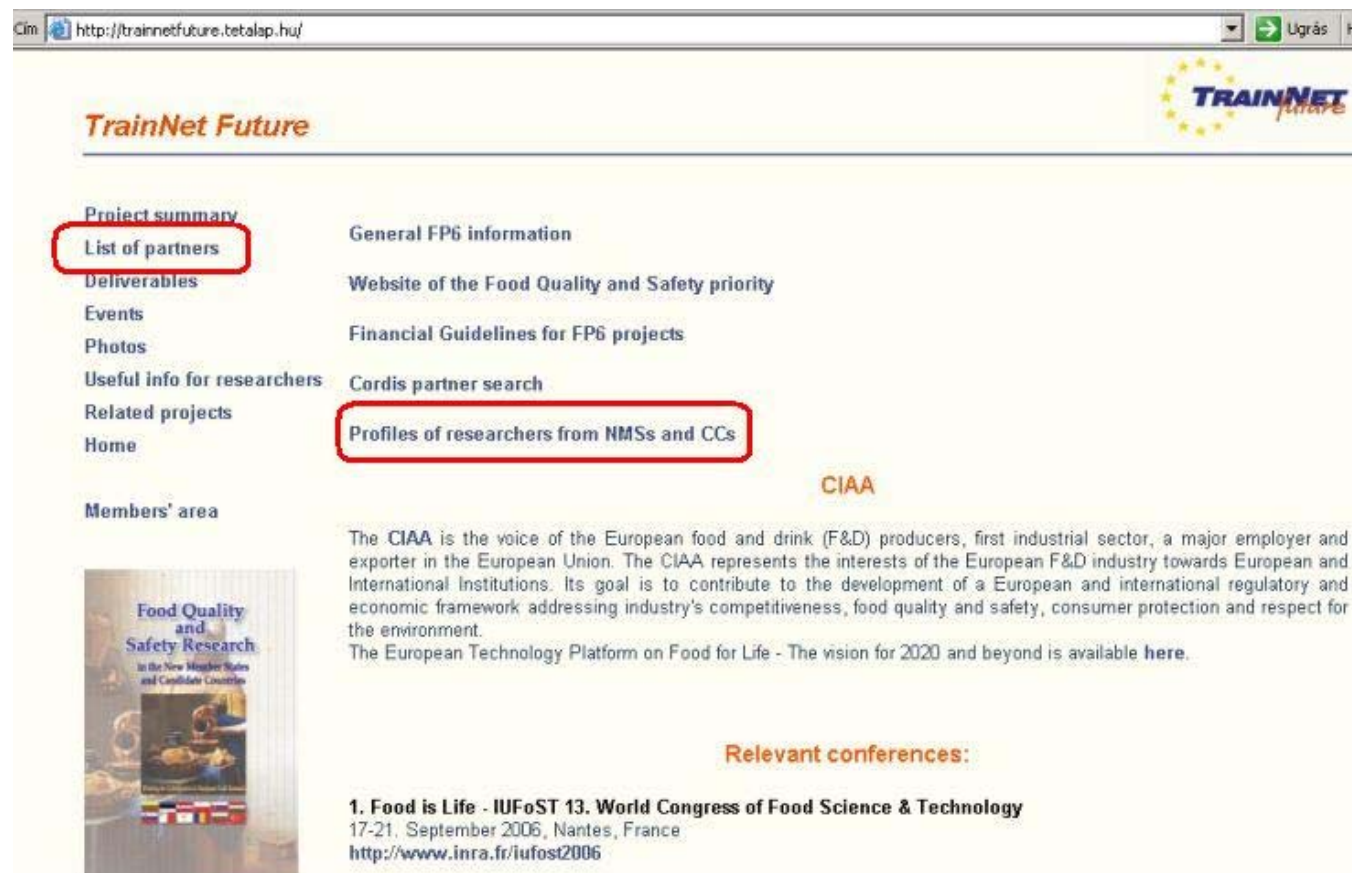
- FP-financed projects specifically intended to provide support for organizations wishing to participate in the FPs
- Examples:
 - "Ideal-IST" (IST) <http://www.ideal-ist.net>, <http://istok.sztaki.hu>

 - "Hungary for FP6" <http://hufp6.tetalap.hu>
 - "Trainnet Future" (FQS) <http://trainnetfuture.tetalap.hu>
- Services (Ideal-IST):
 - Sharing project ideas with other users
 - Searching and contacting partners (55,000 contacts)

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How to Get Help III.

The Web Interface of TrainnetFuture



TrainNet Future

Project summary
List of partners
Deliverables
Events
Photos
Useful info for researchers
Related projects
Home

Members' area

General FP6 information
Website of the Food Quality and Safety priority
Financial Guidelines for FP6 projects
Cordis partner search
Profiles of researchers from NMSs and CCs

CIAA

The CIAA is the voice of the European food and drink (F&D) producers, first industrial sector, a major employer and exporter in the European Union. The CIAA represents the interests of the European F&D industry towards European and International Institutions. Its goal is to contribute to the development of a European and international regulatory and economic framework addressing industry's competitiveness, food quality and safety, consumer protection and respect for the environment.
The European Technology Platform on Food for Life - The vision for 2020 and beyond is available [here](#).

Relevant conferences:

1. Food is Life - IUFOST 13. World Congress of Food Science & Technology
17-21. September 2006, Nantes, France
<http://www.inra.fr/iufost2006>



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Partner Search Tools I.

CORDIS <http://cordis.europa.eu/en/home.html>

Pros:

- detailed, well tailored to different needs
- exhaustive theoretical information
- easy to use format and plenty of technical help, if you need it

Cons:

- generic
- not as effective as tailor-made databases



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Partner Search Tools II.

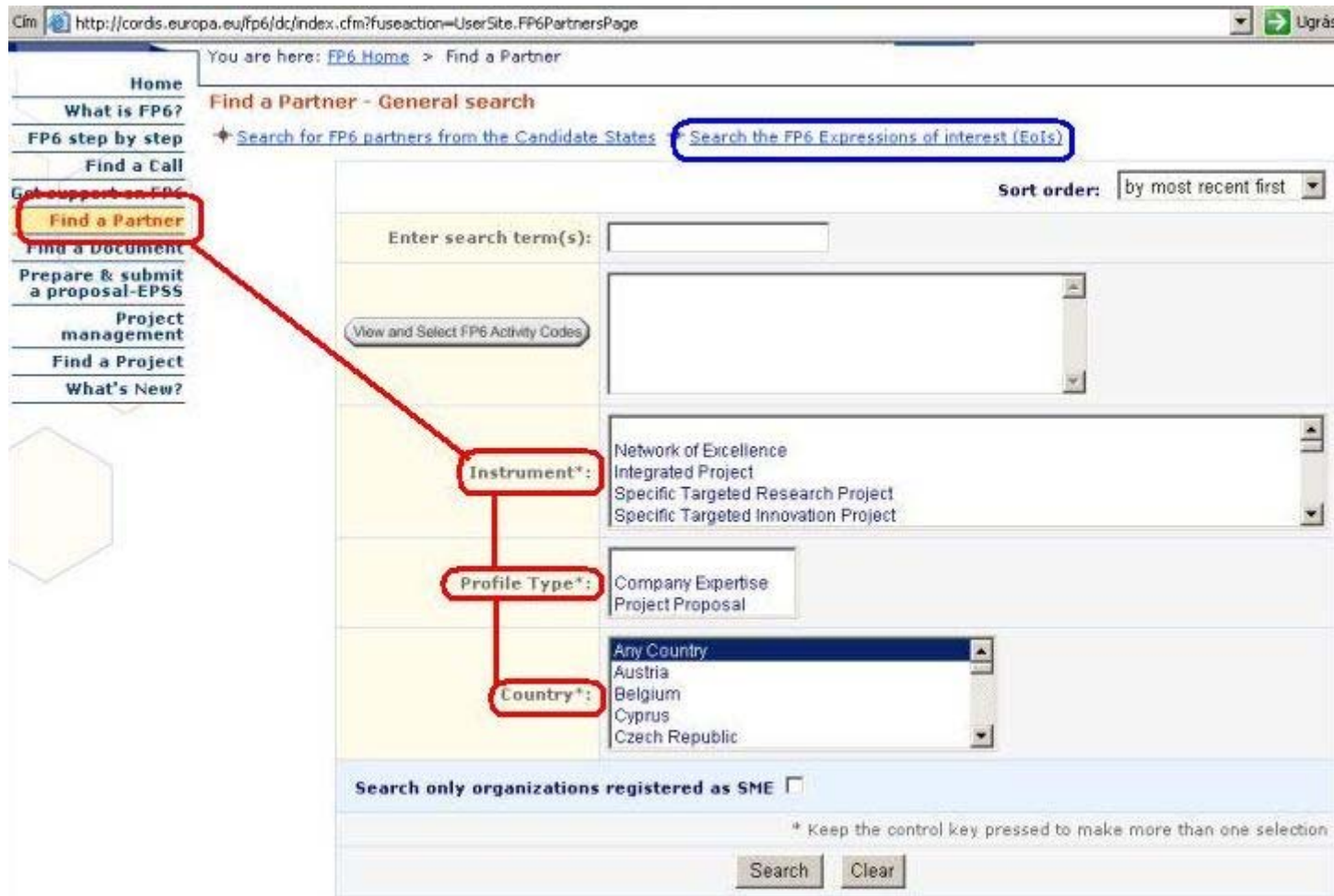
CORDIS sample search:

The screenshot shows the CORDIS homepage with several key features and annotations:

- Language Selection:** A menu at the top left allows switching between languages: de, en, es, fr, it, pl.
- Navigation Menu:** A vertical menu on the left includes: European Union Research Policy & Funding, Information Services, European Innovation, Gateway to National & Regional activities, Interactive Services, and Discover CORDIS.
- Search Bar:** A search box with a 'Search' button is located in the top right.
- Highlights:** A box on the right lists recent news items such as 'Finnish Council Presidency Service' and 'Revamped CORDIS News service'.
- Annotations:** Red boxes and arrows highlight specific search tools:
 - 'European Union Research Policy & Funding' in the navigation menu.
 - 'Find a partner' in the central navigation list.
 - 'Find a project' in the central navigation list.
- Footer:** The bottom of the page includes an RSS feed link, the date 'Last updated on: 2006-08-21', and the Publications Office logo.

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Partner Search Tools III.



The screenshot shows the 'Find a Partner - General search' interface. A red box highlights the 'Find a Partner' link in the left sidebar. A red line connects this link to three red boxes labeled 'Instrument*', 'Profile Type*', and 'Country*', which are positioned over their respective dropdown menus. A blue box highlights the 'Search the FP6 Expressions of interest (EoIs)' link at the top of the search area. The search area includes a text input for 'Enter search term(s)', a 'View and Select FP6 Activity Codes' button, and three dropdown menus for 'Instrument*', 'Profile Type*', and 'Country*'. The 'Instrument*' dropdown lists: Network of Excellence, Integrated Project, Specific Targeted Research Project, and Specific Targeted Innovation Project. The 'Profile Type*' dropdown lists: Company Expertise and Project Proposal. The 'Country*' dropdown lists: Any Country, Austria, Belgium, Cyprus, and Czech Republic. At the bottom, there is a checkbox for 'Search only organizations registered as SME' and 'Search' and 'Clear' buttons.



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Partner Search Tools IV.

The screenshot shows the CORDIS website interface for the Sixth Framework Programme. The breadcrumb trail is 'You are here: FP6 Home > Find a Partner > Results', with 'Results' circled in red. The main content area displays '4 partners were found' and lists four search results:

Partner Name	Collaboration Title	Country	Quality validation date
1. Technica snc	Technical textiles	ITALY	2005-05-05
2. Institute of food science	identification of genes involved in monogenic and complex diseases	ITALY	2005-04-28
3. Institute of Food Science	gene identification for human diseases	ITALY	2005-04-28
4. Mediamind s.r.l.	software technologies, e-content, e-business	ITALY	2005-01-11

At the bottom of the results section, there are links for 'New Search' and 'Go back'.



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Partner Search Tools V.

http://cords.europa.eu/fetch?CALLER=FP6_PROJ&USR_SORT=EN_QVD+CHAR+DESC&QZ_WEBSRCH=&QM_EP_PGA_A=FP6-FOOD&QM_EP_CT_D=...

You are here: [FP6 Home](#) > Find a Project

[Home](#) | [What is FP6?](#) | [FP6 step by step](#) | [Find a Call](#) | [Get support on FP6](#) | [Find a Partner](#) | [Find a Document](#) | [Prepare & submit a proposal-EPSS](#) | [Project management](#) | [Find a Project](#) | [What's New!](#)

Find a project

6 projects were found. Click on the project title for more information.

- [1. TRAINING AND MENTORING YOUNG SCIENTISTS FROM CANDIDATE, ASSOCIATED AND MEDITERRANEAN CHAIN APPROACH TO QUALITY AND SAFETY](#)

Activity area acronym: FP6-FOOD
 Project Reference: 16101
 Project Acronym: YOUNG-TRAIN
 Action Line: FOOD-2003-T0 Realising ERA objectives - Promotion of SME participation - Stimulating inter Candidate Countries - Supporting Policy Development - Stimulating exploitation - Contributing to the EU
 Action Line (spf): FP6-FOOD FOOD-2003-T0 Realising ERA objectives - Promotion of SME participation - S - Linking with Candidate Countries - Supporting Policy Development - Stimulating exploitation - Contrib Contract Type: SPECIFIC SUPPORT ACTION
- [2. Integration of Mycotoxin and Toxigenic Fungi Research for Food Safety in Global System](#)

Activity area acronym: FP6-FOOD
 Project Reference: 7174
 Project Acronym: MYCO-GLOBE
 Action Line: FOOD-2003-T0 Realising ERA objectives - Promotion of SME participation - Stimulating inter Candidate Countries - Supporting Policy Development - Stimulating exploitation - Contributing to the EU
 Action Line (spf): FP6-FOOD FOOD-2003-T0 Realising ERA objectives - Promotion of SME participation - S - Linking with Candidate Countries - Supporting Policy Development - Stimulating exploitation - Contrib Contract Type: SPECIFIC SUPPORT ACTION
- [3. Chemical Food Safety Network for the enlarging Europe](#)

Activity area acronym: FP6-FOOD
 Project Reference: 513988
 Project Acronym: SAFEFOODNET
 Action Line: FOOD-2003-T6.6 Recycling and upgrading organic wastes from the food chain in environmer production
 Action Line (spf): FP6-FOOD FOOD-2003-T6.6 Recycling and upgrading organic wastes from the food cha healthy food production
 Contract Type: SPECIFIC SUPPORT ACTION
- [4. Pilot study on innovative approaches to public communication of life sciences and biotechnology by students](#)

Activity area acronym: FP6-FOOD
 Project Reference: 7086
 Project Acronym: BIOPOP
 Action Line: FOOD-2003-T0 Realising ERA objectives - Promotion of SME participation - Stimulating inter



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Partner Search Tools VI.

The screenshot shows the CORDIS website interface for finding project partners. The main heading is 'Seventh Research Framework Programme (FP7)'. The page includes a navigation menu on the left with options like 'FP7 Home', 'FP7 newsroom', and 'Find project partners' (which is highlighted with a red circle). The main content area is titled 'Find project partners' and contains a search form with the following fields:

- Enter search term(s):
- EU funded collaboration
- Profile Type*: Project Proposal, Company Expertise
- Programme*: FP7, FP7-CAPACITIES, FP7-COOPERATION, FP7-ENERGY
- Country*: Any Country, AUSTRIA, BELGIUM, CYPRUS, CZECH REPUBLIC, DENMARK, ESTONIA, FINLAND

Below the search form are buttons for 'Search' and 'Clear'. At the bottom of the page, there are three links: 'Partners Service', 'Advertise your partnering needs by publishing your own online profile', and 'Update your existing profile online'. The 'Partners Service' link is also highlighted with a red circle.



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Partner Search Tools VII.

Further Online Resources for Finding Partners

Find Project Partners (FP7): http://cordis.europa.eu/fp7/partners_en.html

EU R&D Associations: <http://www.hyperion.ie/euassociations.htm>

COST Domains and Committees: <http://www.cost.esf.org/index.php?id=25>

Advisory Groups under FP6: <http://cordis.europa.eu/fp6/eags/.htm>

Upcoming EU Conferences and Events:

http://cordis.europa.eu/fetch?CALLER=EN_NEWS_EVENT

Source: Dr. Sean McCarthy, Hyperion Ltd.


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Communication and Contact Follow-Up I.

Tips for Effective Written Communication

- Be precise
- Be specific
- Use informative data to support your argument
- Use good formal English (save informal talk for receptions)
- Avoid fillers and self-praise
- Know your audience! (Commission OR scientific community OR wider public)

How to Keep Contacts Alive

- Know the right channels:
 - Face-to-face meeting
 - E-mail
 - Phone call, online telephone (VoIP) applications, telephone conference
 - Online forum
- Communicate regularly and reliably (answer on and in time; let your partners know if you are on a leave)
- Remember: words are not enough  *show* your dedication

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Examples to Follow

Be especially *precise* and *reliable* during your first project and:

- Leave a good impression in partners
- Get invited to participate in new projects
- Find similar new partners who seek through informal channels



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Examples to Avoid

Some *don'ts*:

- Promise everything but never deliver
- Ignore deadlines
- Stay out of reach—especially around deadlines
- Always know better, ignore others' experience and opinion
- Try to solve a difficult problem without experience



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Some More Practical Tips

Be **proactive**:

- Do not wait for partners to find you: you should go out and find them
- Ask for help and utilise whatever information is available (NCP, online resources)





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...and finally:

Thank you for your attention!

and

Enjoy InJoy&Train!