European Commission

Your Worldwide ICT Support Network

Ideal-ist
www.ideal-ist.eu

Your Worldwide ICT Support Network

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Who we are…

Ideal-it is a network

- with more than
  **85,000 contacts in line with the international cooperation
  strategy of the European Commission**

- Active since 1996

- Partners EU and non-EU from 65 countries in Europe and beyond:
  EU Member States, Associated Countries, Eastern European Partner
  Countries (EEPC), Mediterranean Partner Countries (MPC), Western Balkan
  Countries (WBC), Emerging Economies, Developing Countries, Industrialized
  Countries

Ideal-ist representatives

Ideal-ist Extended Network

Signed collaboration agreements:

Ideal-ist portal

Ideal-ist services for Clients

Ideal-ist supports Small and Medium enterprises (SMEs), Academia, Non-profit Organisations, larger Companies and public Administration, Newcomers, Research Organisations and consultancies in

- **interpreting the ICT work programme** of Horizon 2020

- **submitting project ideas** in line with the Challenges & Objectives of H2020

- **finding the right partners for their project**

- **joining as partners** to other proposals

- **joining on-going projects** via competitive calls launched by project coordinators

- **brokerage events**

- **proposal check**

How Ideal-ist finds partners for you

Step1

Proposer inserts a new Partner Search online

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Step2

PS is checked by local representative & Quality Team according to subjective & objective criteria: Quality Label

Step6 PS is closed & Proposer fills in feedback form

Step3

PS is published & distributed to subscribers of national mailing list (~85,000 contacts)

Step5 Proposer replies to EoIs (Standard reply form) & chooses partner(s) to build consortium

Step4

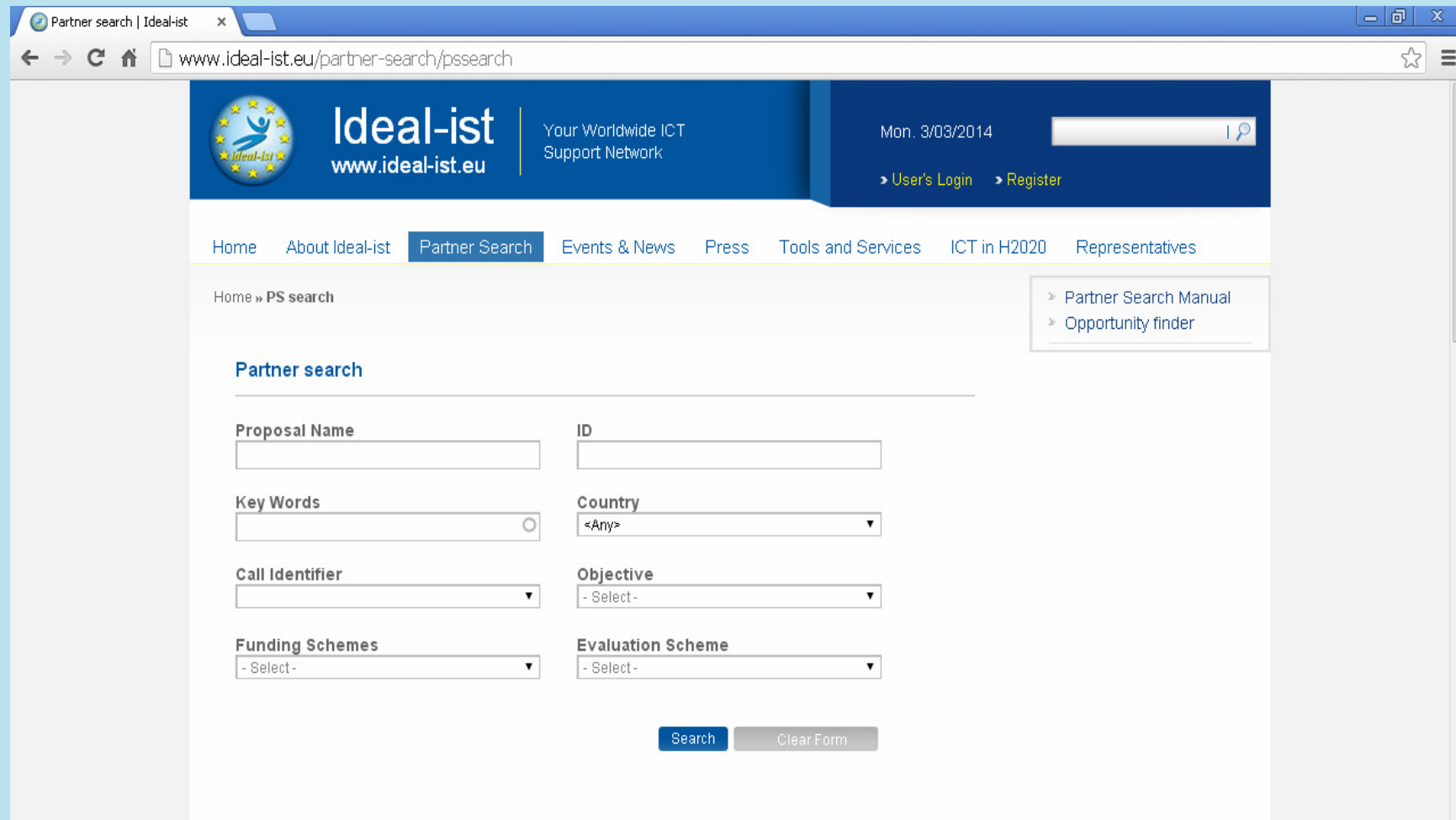Potential partner send EoIs (Expression of interest) to proposers

Partner Search Form

- Project Name and Acronym

- PROJECT OVERVIEW
  - Partner search ID, Status (open, closed), Date of publication, Call identifier, Objective, Call closure date

- PROJECT DESCRIPTION
  - Proposal Outline
  - Keywords

- PARTNER PROFILE SOUGHT
  - Required skills and Expertise
  - Description of work to be carried out by the partner(s) sought
  - Type of partner(s) sought (SME/Large company/ University/ Research Org.)

  - Looking for a Coordinator for your proposal (Y/N)

- PROPOSER INFORMATION
  - Organisation, Department, Type of Organisation, Country

Quality check criteria

Aspect	Description
1	Is this a real partner search as a coordinator or looking for a coordinator? In particular it must not be someone looking for an opening or consultants looking for clients.
2	Is the call and Challenge/Objective open?
3	Is the specified instrument open for this Challenge/Objective?
4	Does the topic match the Challenge/Objective?
5	Is the PS open for partners from every participating country?
6	If less than ten days to deadline, does the PS comply rule?
7	Is the identity of the actual proposer given and not that of a third party such as a consultant?

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View Partner searches

Expression of Interest Form

- Your Comments to the Required Skills and Expertise

- Your Comments to the Work to be carried out by the partner(s) sought

- Your Comments to Type of partner(s) sought

- List very shortly your experience of working on EU Programmes, National Programmes and Publications
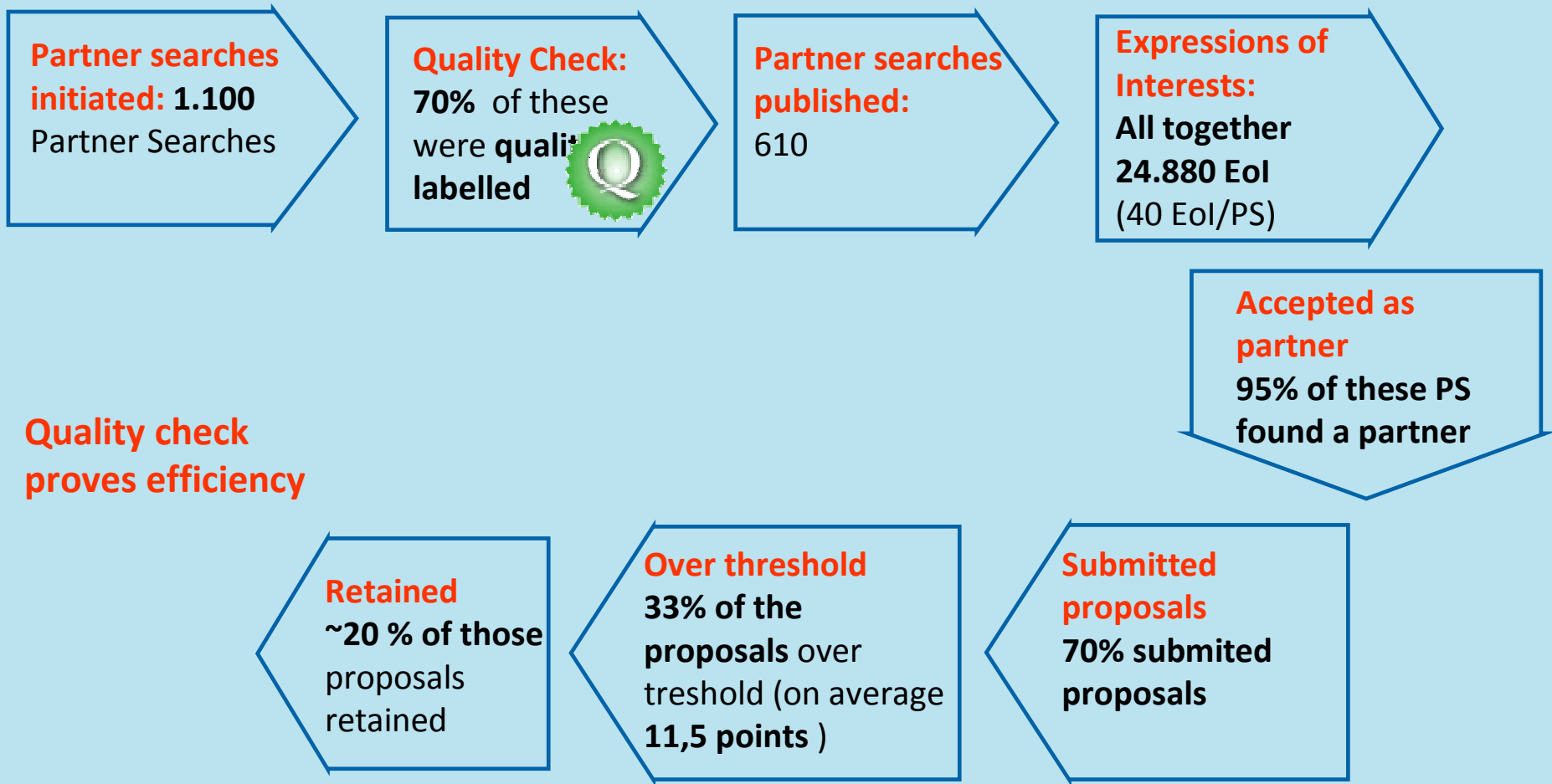
- My organisation participated in an IST/ICT Project before (Y/N)
- My organisation coordinated an IST/ICT Project before (Y/N)

- Your Data:
  - Name, Organisation, Type of Organisation, Department
  - Fax Number, Phone Number, Web Address
  - City, Country, Street, Postal code

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Expression of Interest

Ideal-ist Success Story in FP7

Partner searches initiated: 1.100 Partner Searches

Quality Check: 70% of these were **quality labelled**

Partner searches published: 610

Expressions of Interests: All together 24.880 EoI (40 EoI/PS)

Accepted as partner 95% of these PS found a partner

Quality check proves efficiency

Retained ~20 % of those proposals retained

Over threshold 33% of the proposals over treshold (on average **11,5 points**)

Submitted proposals 70% submitted proposals

The success of the Partner search comes from

- **Effectiveness of the Quality check** against predefined criteria:
  - support for the proposer to have better focused proposals
  - increase the chances of being retained for funding

- **Support** by the **unique and fast partner search tool**

- **Support of the large international ICT network:**
  - each partner search in published in 65 countries worldwide

How to get started

If you would like to submit a Partner Search:
Create a new account:
http://www.ideal-ist.eu/node/add/ps
Log in, create and submit a Partner Search.
The full Partner Search procedure is available at
http://www.ideal-ist.eu/new_partner_search_procedure

If you want to look at already launched partner searches:
http://www.ideal-ist.eu/partner-search/pssearch

If you would like to submit an Expression of Interest:
Reply to open Partner Searches if you match the profile sought
and have the expertise to carry out the activities foreseen

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Major Brokerage events

- **ICT Proposers Day Budapest 2011:**
  - 1.100 meetings, 350 participants from 43 countries
  - around 50 tables

- **ICT Proposers Day Warsaw 2012:**
 - 1.900 meetings, 450 participants from 51 countries
  - around 50 tables

- **ICT Event Vilnius 2013 :**
  - 2.600 meetings, 700 participants from 51 countries
  - around 75 tables

Proposal check pilot event

Proposal check: 11 March 2013, Budapest

Objective: To provide Support to EU 12 Proposers

Target group: EU 15 coordinators in proposals with EU 12 partners and vice versa

Process: Pre-screening
Evaluators provide face-to-face feedback to almost elaborated proposals

Feedback: very positive

Follow-up: after results of Call 11

Proposal check pilot event

Participants: 12 coordinators (selected from 16 applicants)
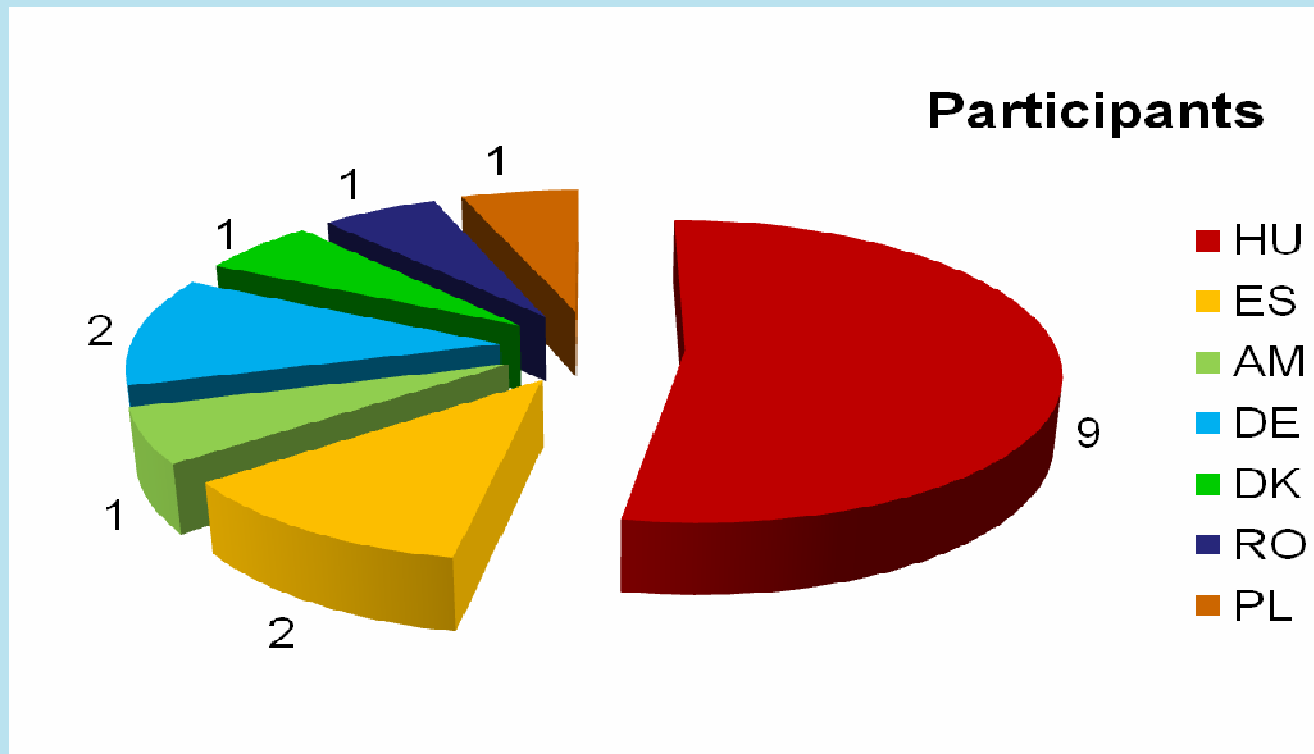
In Horizon 2020

- **Vision and Strategy adapted to H2020 specificity**

- **Tailored Services for ICT Community**
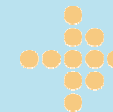
- **Networking with other NCP networks**

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