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PROJECT

BLENDED NATIONAL TRAINING



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SUBSTAINABLE PARTNERSHIP

Setting up a partnership

- Most of the financing entities ask how is composed the partnership of the project.
- This request is made in every field of intervention and every kind of call (local, regional national and European);
- At European level you need to represent several Countries depending on the specific call;



You need always to set up a project consortium;

WHAT COULD BE A PROPER DEFINITION OF PARTNER?

It is some entity that shares with you the same needs, but has some knowledge or skills that you haven't..



HOW TO CHOOSE YOUR PROJECT PARTNERS?

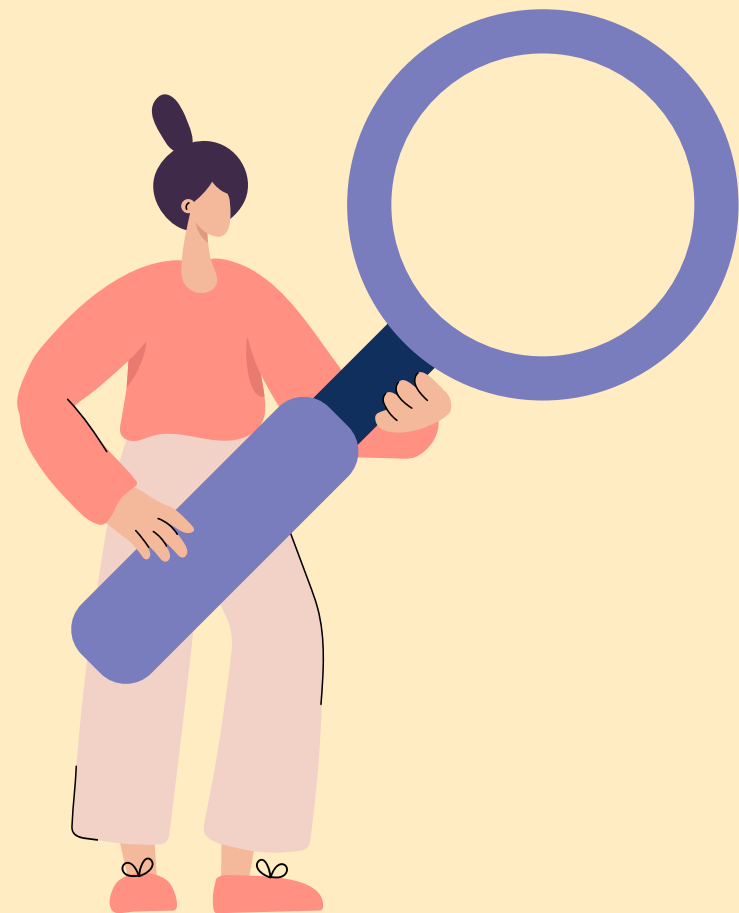
1- QUALITY OF THE PARTNER

A partner must be in some way interested in the topic you have identified for your project, but from a different point of view than your own;

Once you have ascertained the previous characteristic, identify the added value that the partner brings to the project;

HOW TO CHOOSE YOUR PROJECT PARTNERS?

1- QUALITY OF THE PARTNER



Check, where possible, the partner's reputation to see if it is trustworthy and does not have a tendency to abandon projects out of the blue.

The mistake that is often made is to choose a partner simply because it is important, without actually identifying an operational role in the project's impacts

HOW TO CHOOSE YOUR PROJECT PARTNERS?

2- INSTRUMENTS

There are different channels to find partners;

On a European scale, there are specific channels for finding partners such as:

Funding & tenders – European Commission

Otlas – The Partner-Finding Tool

On a local scale, there are usually no tools for partner search.
One can start from direct knowledge through contacts of contacts.

Never be afraid to involve local institutions in your projects.

When does the partner enter in the project?

Usually, once partners have been selected, they are asked for a brief description of the entity, its experience and that of the team. The applicant then assigns them a role in the project, which they design in its entirety



When does the partner enter in the project?

In fact, if there is time, it is always ideal to have a brain storming session among all the consortium partners, so as to reason together about what the added value of each body can really be.

really be the added value of each entity.

This will help you write a higher quality project.



**WHICH ARE THE QUALITIES FOR A
PARTNERSHIP TO BE CONSIDERED
SUSTAINABLE?**



- **When objectives are shared by all**
- **When everyone acts in a transparent and accountable manner**
- **When the project is actually felt by all, ensuring equity and inclusion**
- **When it generates long-term benefits**



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