



## Practical exercise #3: Find the relevant partners for your project

---

To be able to apply to a European program, your project must be organised and carried out with partners. Once you have identified a certain number of potential partners, who are likely to be interested, it will be useful to have various exchanges by telephone to introduce your organisation and present your project in order to help you to find the most receptive partners.

Throughout these early exchanges, you will want to gather as much information as possible: size of organisation, contact person who would be appointed project manager, technical expertise, motivation of your contact...

To help you to make your final choice, create a partner profile for each organisation contacted. In a second step, you will forward your project outline to the most interested potential partners and the most strategic for your organisation, whilst explaining the role of coordinator and partner.

### Guidelines:

1. *Gather in groups (5 groups of 4 Start-ups)*
2. *Draft a SWOT Analysis (according to project sheet & call) (30 min)*
3. *Creation of EU login & partner sheet on Funding and Tenders Portal (30 min)*



SWOT analysis according to the project sheet and the call

Strengths	Weaknesses
Opportunities	Threats



**Draft a «profile-partner» file**

- Where would you look for partners?

- What kind of structures would be the best partners for your project and why?

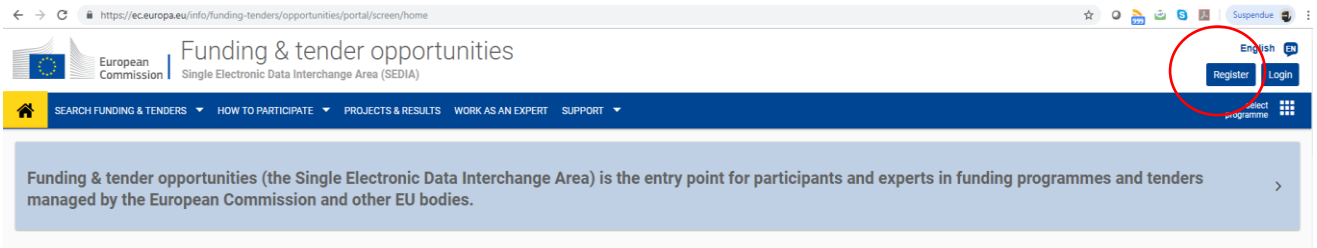
- What will your partner added-value be?

- *Competencies (technical, linguistic)*
- *Resources (financial, human)*
- *Motivation (of the organisation, individuals)*
- *Contacts (project manager, legal representative)*



## Create you EU login on Funding & Tender Portal, and your participant's profile:

### Step 1. Click on Register



### Step 2. Create your account

### Create an account

[Help for external users](#)

**First name**



**Last name**


**E-mail**

**Confirm e-mail**

**E-mail language**  
English (en) ▼

**Enter the code**



### Step 3. Inscription to the partner search tool

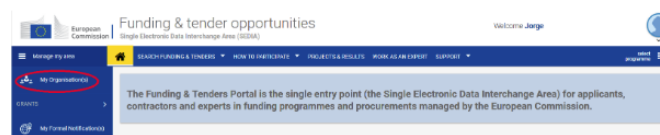
#### Manage your Partner Search Profile

- [Accessing your organisation profile](#)
- [Editing your organisation profile](#)
  - [Understanding Keywords/Tags](#)
- [Publishing your Partner Search](#)
- [Unpublishing/Republishing your Partner Search](#)

 This page covers how to maintain the partner search profile of your own organisation. To look for partners, click [here](#).

#### Accessing your organisation profile

To access the Partner Search of your organisation, click on **My Organisations** in the Funding & Tenders Portal.



<https://webgate.ec.europa.eu/fpfis/wikis/display/ECResearchGMS/Manage+your+Partner+Search+Profile>