MEET & MATCH Forum

Building partnerships. How to build a solid and sound partnership?

Salzburg| Austria| 24 October 2018, 09h30-10h15 and 10h45-11h30

Moderation:
Nuno Madeira
Joint Secretariat

Project experience:
Kai Zosseder
GRETA, TU Munich

Objectives

Share good practices on setting up a relevant project partnership

… while coping with programme requirements and recommendations

Some points for discussion

- Lead applicant should be an institution experienced in the management of projects supported by EU funds

- Pool all skills and competences of relevant institutions necessary to address the issues tackled by the project in order to achieve the set objectives

- Both vertical and horizontal integration is therefore expected to help reaching the intended structural change as well policy improvement and implementation

- Apply result-oriented approach by involving institutions -- either as partners or observers -- who are supposed to developed and implement the project outputs and results

- External expertise could be sought to complement and bridge knowledge gaps

Project experience by GRETA

- €2.3m of ERDF funding for a 36-month project in Priority 2 under SO 2.1

- Demonstrate the potential of near-surface geothermal energy in the programme area and foster its integration into energy plans at different administrative levels

- 12 project partners from 6 partner countries whose sector of activity ranges from academia to public authorities and business support organisations

- 21 observers, e.g. European Geothermal Energy Council, German Geothernal Association, Slovenian Ministry of Infrastructures, Bavarian Environmental Agency

Building Partnerships
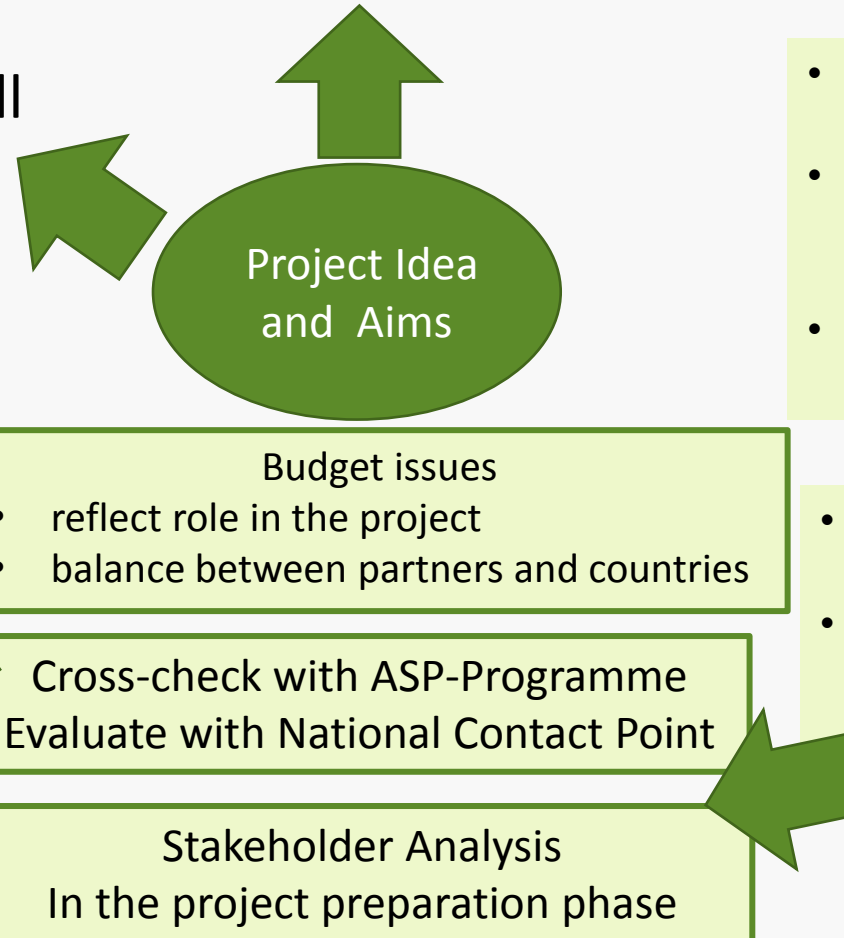
Dr. Kai Zosseder
Technical University Munich
Lead Partner GRETA

Which Partner do I need to reach the project aims?

Which Partner do I need to fullfill
EU-Project requirements ?

- Cover the Alpine Space
  → Partners from the different Countries

- You have to know the role of the partner
  in the country

- Use the knowledge of your partners

Project Idea
and Aims

- Partners from different sectors needed

- Role of Partner in the Environment
  of the project idea/content

- Role of Partner in the Project /
  Covering all relevant aspects?

- Work Out Project Contents

- Implementation:
  From the project world
  to the real world

Budget issues
- reflect role in the project
- balance between partners and countries

Cross-check with ASP-Programme
Evaluate with National Contact Point

Stakeholder Analysis
In the project preparation phase

Interreg
Alpine Space
Greta

See more at www.alpine-space.eu/projects/**greta**

Implementation / Generate Impact

Multiplicator ← **Observers** ↔ **(Strong) Interest on the project outcomes**

- Stronger role in the project
- Better integrate as partner

Stakeholder Analysis

Which role has the institution regarding the implementation of the project content?

- Dissemination of the project outcomes

- Evaluation of the project results and Feedback