
Collaboration with countries outside the EU

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Outline

- Introduction
- Food-N-Co approach
- Lessons learned
- Follow up



Introduction

- Collaboration outside EU important objective
- European interest or mutual benefit
- Bilateral agreements stimulate and even fund
- In practice it's not so easy...



National Contact Points

- FP7 “marketed” by NCPs
- Providing information, assistance, training
- Partner search

- For countries outside EU to be successful, a strong NCP structure is vital!



Food-N-Co approach

- Training NCPs in third countries
- Build strong network of EU and ICPC contact points
- Promote research opportunities available outside EU



Results

- In 5 countries NCP organisation set up
- Database with validated ICPC profiles
- Well trained NCPs in 14 countries
- A lot of hands-on experience and knowledge

- A good sense of the real problems...



Lessons learned

- **Visibility is essential**
 - Raise visibility by entering profile in high quality database
- **Competition with national money**
 - Easy national money reduces the will to go abroad
- **Paperwork can be tiresome**
 - Potential clash with national legislation
- **Communication is not always easy**
 - Cultural differences, time zone problems
- **Finance**
 - Massive variation in hourly rates can lead to “discussions”



Some advice for coordinators

- Get help from local NCPs
- Invest in teaching inexperienced partners
- Team them up with skilled “twins”
- Set up a good project intranet
- Make the most out of cost differences
 - More work can be done for the same amount of money



Follow up

- In FOOD area BIO-CIRCLE takes over...
 - <http://www.biocircle-project.eu>
 - 18 countries outside EU
 - Training events
 - Brokerages
 - Partner search (including Food-N-Co database)



European NCPs

- For help in your own EU country
- All NCPs connected in one network: BIO-NET
- www.ncp-bio.net
- Training sessions for SMEs and researchers
- High level of good services
- Connections with non-EU NCPs



Finally

- Partners outside the EU:
 - Don't read their email
 - Don't respect deadlines
 - Don't do what you instruct them to do
 - Never read instructions in the first place
 - Do other things without telling you....
- ... exactly like their European colleagues!



Thank you for your attention!

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