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](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
• [website](http://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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www.ncp-bio.net