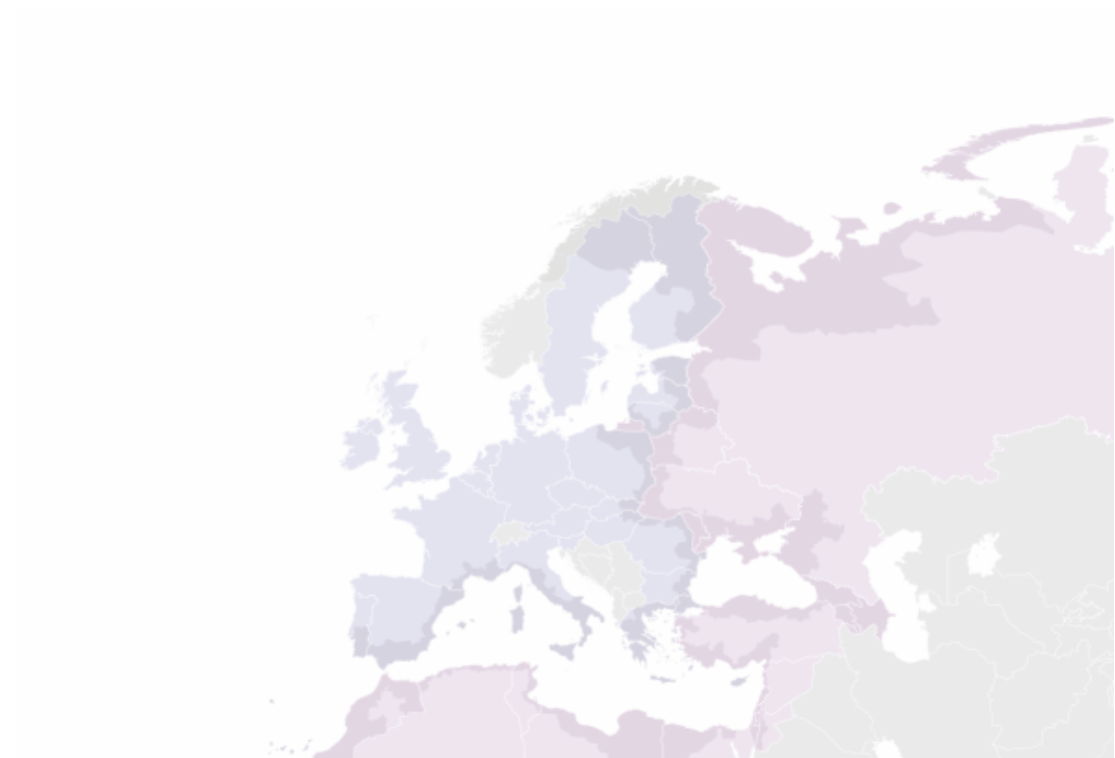




Technical support to the implementation
and management of ENI CBC programmes

Finding partners and building partnerships

Košice, Slovakia, 26th July 2017



A project funded by the European Union



Implemented by a consortium led by



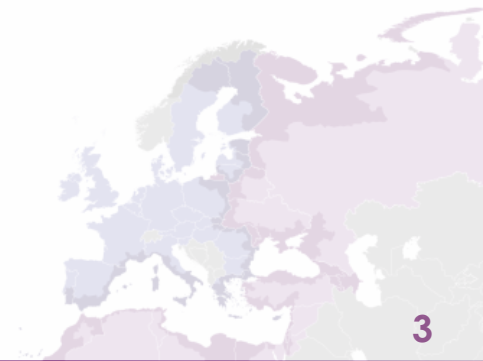
Why a partnership?

Each cross-border cooperation project has to be implemented in partnership:

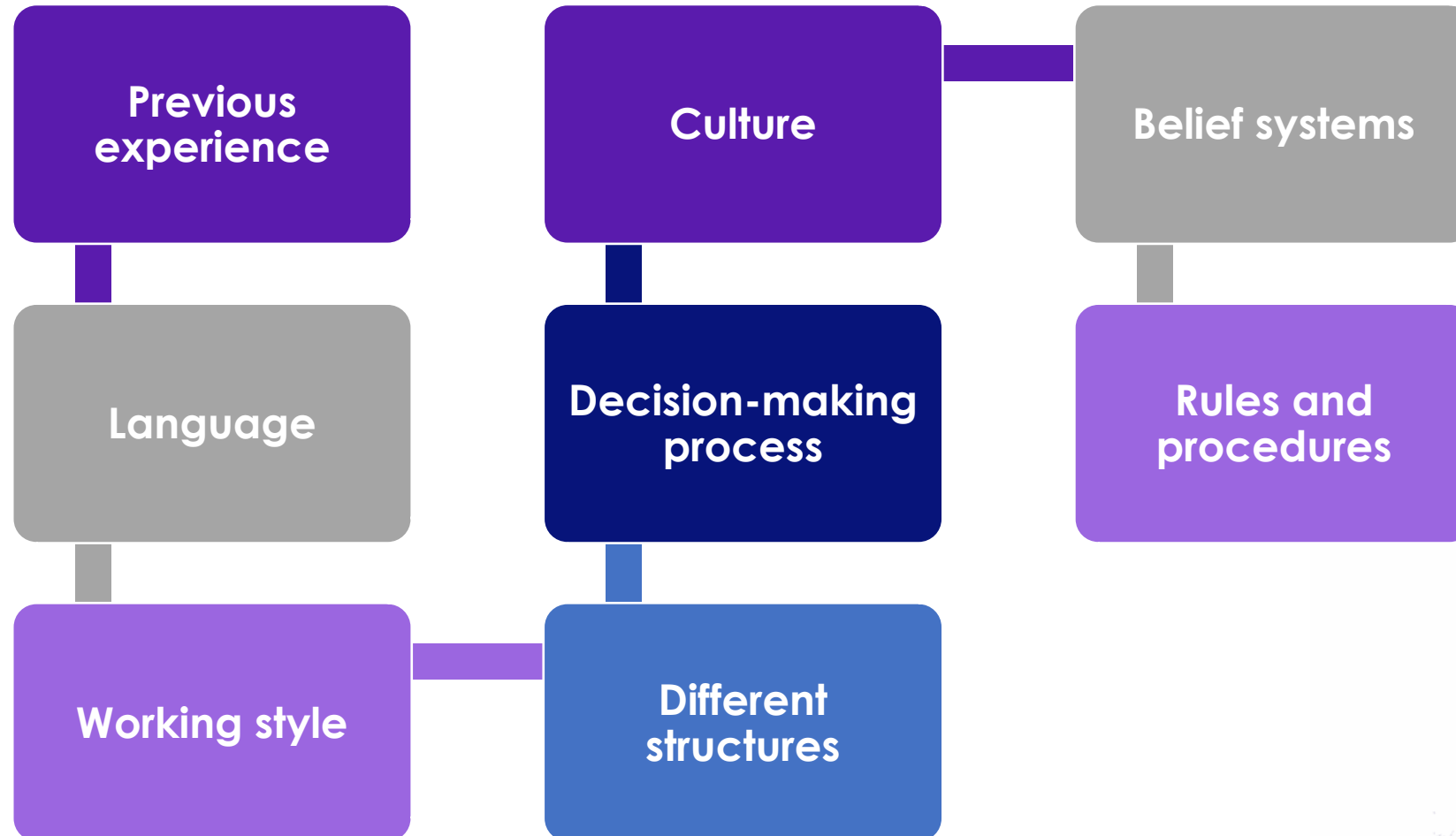
- ❑ It is a **legal requirement** that
 - ❖ at least 1 partner from EU and 1 from Partner country have to participate in a project in ENI CBC

BUT PARTNERSHIP IS MORE THAN A MERE REQUIREMENT!

- ❑ It also ensures that project **benefits from the joint work of the partners:**
 - ❖ addressing joint challenges and solving common problems
 - ❖ exploiting joint opportunities and looking for common solutions
 - ❖ exchanging and learning from each other



Opportunities and challenges of working together



**OK, I need partners.
But where and how to find them?**

Define the thematic profile of the partner



Define type of institution that is needed



Ask your partners, umbrella organisations, other players in the relevant sector



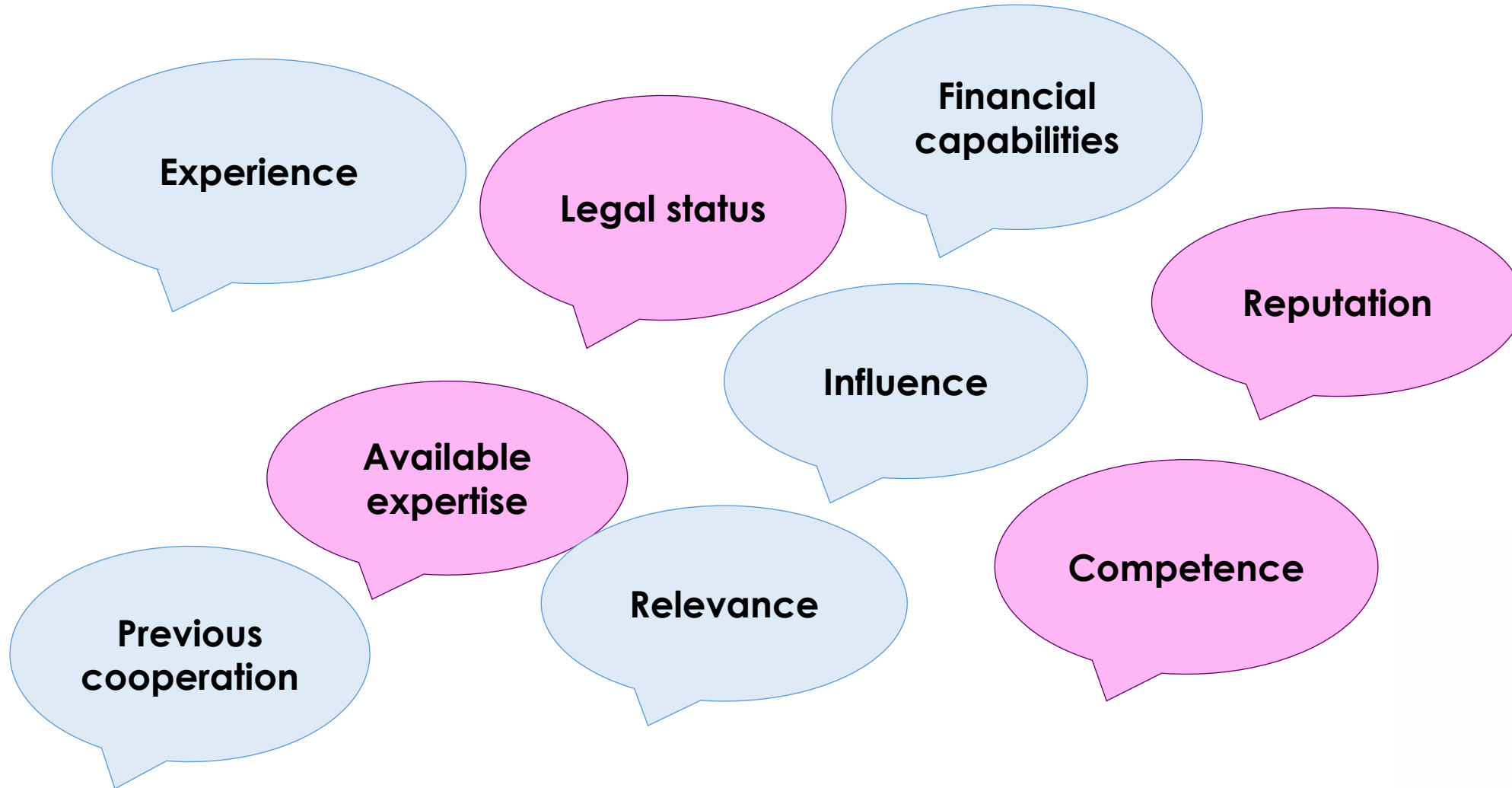
Do your own search, be bold and address those who seem to be interesting



Participate in programme events; connect and promote your project idea!



What to look for?



**I have found partners.
But is it enough?**

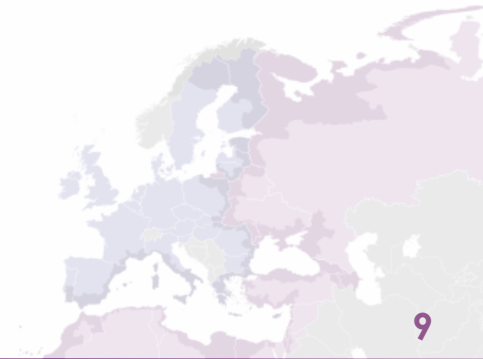
Who else is working in the field of the project? Should they be involved?

Who can best promote the project ideas, bring them to the decision-makers? Are they in?

Are the project partners able to convey the messages to the wider public? Will you need a hand?

Does the project target group have an organised representation (NGO, council, etc)? Shall they be involved?

Do the project partners bring the competence needed to implement the project? Is everyone you need on board?



Working together



How to work together?

**Project
development is a
joint effort, so is its
implementation**

**Joint efforts =
common benefits**

**Each opinion counts
in the partnership,
everyone has to be
heard**

**Being a partner is a
commitment**

**Agreement on
working principles
and procedures**

How does it translate into practice?

Project partners (beneficiaries)

- ☐ actively cooperate in the development and implementation of projects
- ☐ cooperate in the staffing and/or financing of projects
- ☐ are legally and financially responsible for the activities that they are implementing and for the share of the funds that they receive

Lead partner (lead beneficiary)

- ☐ is representing the partnership
- ☐ is legally acting on behalf of the partnership (e.g. submitting the application, signing the grant contract, submitting project reports, requesting and receiving project payments)





TESIM

Technical support to the implementation
and management of ENI CBC programmes

**Now, a well deserved lunch!
Use it for networking!**



A project funded by the European Union



Implemented by a consortium led by:

