



Partner Search Forum

Hungary-Slovakia-Romania-Ukraine

ENI Cross-border Cooperation Programme 2014-2020

Location: Košice, Slovakia

Date: 26 July 2016

Venue: TBA

Objectives

- To give potential applicants an opportunity to find suitable partners, and to start discussing together ideas and further steps for project development
- To give information and tips on finding partners and building partnerships

Target Group

- Potential applicants and partners from the eligible regions in Hungary, Slovakia, Romania and Ukraine

Approach/outline

- Participants will be required to pre-register and complete a project idea form to introduce themselves and to share their willingness to cooperate with potential project partners under the HSRU programme. The completed project idea forms will be published on the website in advance and displayed on the walls of the partner forum venue (permission will be sought at registration). They will include the contact details of the person representing the organization during the partner forum, facilitating direct contacts during the day.
- At the event, participants will be encouraged to network according to the programme priority corresponding to their field of interest. Participants will show their priority of interest on their badges and they will be seated around tables according to priorities.
- The morning registration time, lunch and coffee break time will also be used for sharing project ideas and networking among potential applicants and partners.
- Some experienced project partners from the previous period will be identified and briefed in advance so they share their experience of partnership building with participants.
- The partner search forum is interactive and facilitated by two experts from the TESIM project team and by representatives from the Joint Technical Secretariat and National Authorities.



- With the permission of the participants, the project ideas and participant contact details will be circulated at the forum and further shared via the programme website, before the forum to facilitate the pre-identification of possible partners and preliminary contacts, and afterwards to continue the process.
- The event will be evaluated through an evaluation form and by raising hands at the end of the event to find out how many participants established useful contacts and met partners.

Resources required

- Project idea forms and lists of those who register printed
- Participants pack in 4 languages (or English and Ukrainian) including
 - Agenda, evaluation form
 - Programme leaflet (or summary of programme objectives, priorities, eligible areas, partners & actions)
 - Table summing up roles & responsibilities of LP/Partners
 - “Partner support pack” with tips on tools to establish partnership
- Tables organized in a workshop format (8-10 people max per table) in the plenary room + area for coffee break with further small tables for bilateral/small group exchanges outside the plenary room
- Badges for participants indicating their nationality and the language they speak (priority of interest will be further indicated on the spot via colored dots)
- Flipcharts, microphones

Participant Agenda

Time	Topic	Objective/Content
All day	Project idea exhibition	Objective <ul style="list-style-type: none"> • To share project ideas so to find suitable partners Content <ul style="list-style-type: none"> • Exhibition of project ideas mounted on the venue walls, including details of the contact person representing the project idea at the event
10.00-11.00	Registration, welcome networking coffee	<ul style="list-style-type: none"> • Registration • Show priority of interest on the badges • Welcome networking coffee (networking based on contacts established via the participants lists and the project ideas, either before the event or on the spot)
11.00-11.15	Introduction	<ul style="list-style-type: none"> • Welcome • Agenda • Overview of participants

Time	Topic	Objective/Content
11.15-11.40	ENI CBC	<p>Objective</p> <ul style="list-style-type: none"> To remind key aspects about the Hungary-Slovakia-Romania-Ukraine (HSRU) programme and the benefits it can bring <p>Content</p> <ul style="list-style-type: none"> Brief overview of what is an ENI CBC project Introduction to the HSRU Programme and the achievements of the previous period Questions/Answers
11.40-12.30	Finding Partners & building partnerships	<p>Objectives</p> <ul style="list-style-type: none"> To understand what it takes to be a lead partner or partner To get tips on how to find partners and build partnerships <p>Content</p> <ul style="list-style-type: none"> Roles and responsibilities of lead partners and partners & key requirements Tips for finding partners & building and maintaining real CBC partnerships (including experience from successful partners) Questions/Answers, announcements
12.30-13.30	Networking lunch	Buffet lunch. Tables allocated to specific priorities to facilitate networking in similar fields of interest
13.30-15.00	Presenting partners and project ideas	<p>Objective</p> <ul style="list-style-type: none"> Identifying possible partners based on sharing project ideas <p>Content</p> <ul style="list-style-type: none"> Group work – brief presentation of project ideas by participants, seated at tables for each programme priority (2 rounds)
15.00-16.00	Coffee break and bilateral exchanges	Further bilateral or small group discussions (based on contacts established during lunch, the previous sessions or via the project ideas exhibition)
16.00-16.30	Next steps and closure	<ul style="list-style-type: none"> Steps to follow to be ready to apply Closing remarks Evaluation