



Ideal-IST

**The IDEALIST project: Your global Partner Search &
Support Network for ICT Projects in FP7**
BY experience and results of ICT Calls

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www.ideal-ist.net



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Ideal-IST Consortium

ICT NCP Network Established in 1996
Currently 50 partners



27 Member States
10 Associated Countries
12 ICPC (Western Balkan Countries
Newly Independent States
Caucasian Countries
Mediterranean Countries)

+ International cooperation

Argentina, Australia, Brazil,
Canada, China, India,
Lebanon, Montenegro,
Singapore, South Africa





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Ideal-ist Objectives



Ideal-ist supports organisations in:

- **Interpreting the Workprogram & the submission of project ideas in line with the Challenges & Objectives of FP7 in ICT**
- **Finding appropriate partners** having specific skills & expertise
- **Supporting newcomers to join proposals as partners**
- **Supporting organisations to join on-going projects** via competitive calls launched by project coordinators





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Ideal-ist – Our service offer

Ideal-ist your worldwide ICT Support Network 

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New

- Partner Search (PS) Platform
- Service Search – Cooperation with other ICT Support Networks
- Events calendar
- ICT Programme info

www.ideal-ist.net



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How does Ideal-ist “Partner Search” Work?

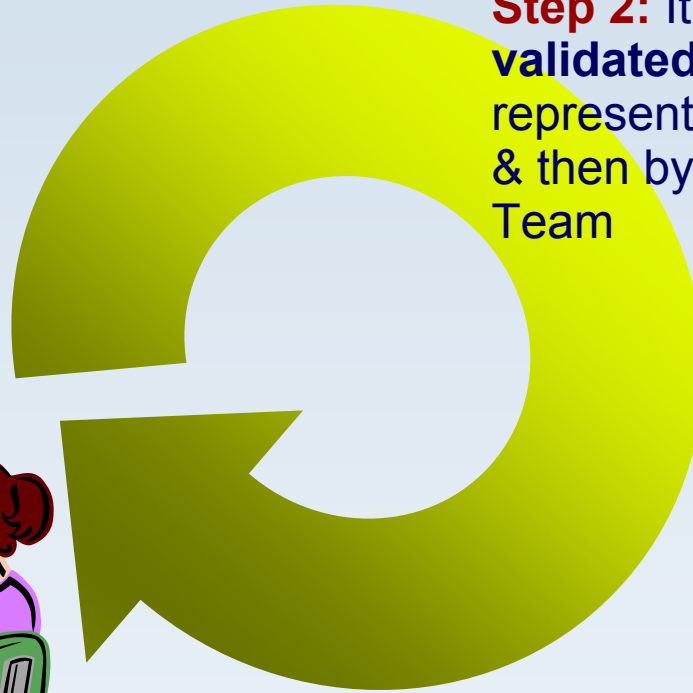


Step 1: Proposer inserts a new Partner Search

Step 5: the proposer replies to Expression of Interests & chooses partner(s)



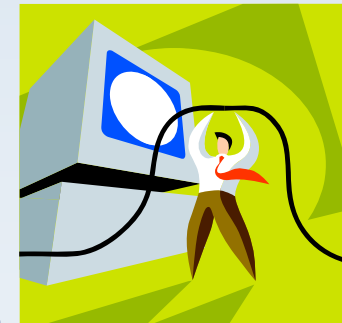
Step 4: Potential partners send **Expression of Interest** to the proposer



Step 2: It is **validated** by local representative & then by Quality Team



Step 3: The PS is **published & disseminated** to the **subscribers** of the national Newsletter





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How the Ideal-ist “Quality Team” Works:

- The **Quality Team** is made up of the **Quality Manager** & 2 other, very experienced, partners
- When the local partner is happy with the PS, the Quality Team checks it against **Objective** and **Subjective** criteria (available on the web site)
- * *If there is a problem, they report it back & suggest changes*



3 possible outcomes of the process:

- PS is published ***with Quality Label***
 - PS is ***withdrawn, not published***
 - PS is published ***without a Quality Label***
- * **Note:** we always give the proposer the benefit of the doubt and we respond within 48 hours



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What can YOU do? 1

1. Register as a new user: takes 2 minutes & is for free
2. If you would like to **submit a Partner Search**

→ 2 possibilities:

A-: Proactively launching your own Partner Search, in those cases when you already have a **project idea and need to complete your consortium:**

<http://www.ideal-ist.net/pssearch>

B-: Proactively launching a take-up action for a competitive call, in those cases where **you look for additional partners in your running IP or NoE project:**

<http://www.ideal-ist.net/ccsearch>



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What can YOU do? 2

3. If you would like to *submit an Expression of Interest*

- Subscribe to the ideal-ist mailing list
- Press the “reply” button at the end of the given Partner search and fill the EoI form

[*www.ideal-ist.net/partner-search/newsletter_subscribe*](http://www.ideal-ist.net/partner-search/newsletter_subscribe)





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Ideal-ist results

In the last 10 years:

- More than **55,000 (!)** clients
- More than **1800 Partner Searches** already published
- Results in FP6: **63%** of Partner Searches submitted, including partners found via Ideal-ist

FP6:

| | IST Call4 | IST Call 5 |
|---------------|------------------|-------------------|
| Published PSs | 130 | 190 |
| Average resp. | 45,8 | 33,9 |

Total of about 12000 Eols -> **Average of 39,85 Eol / PS**

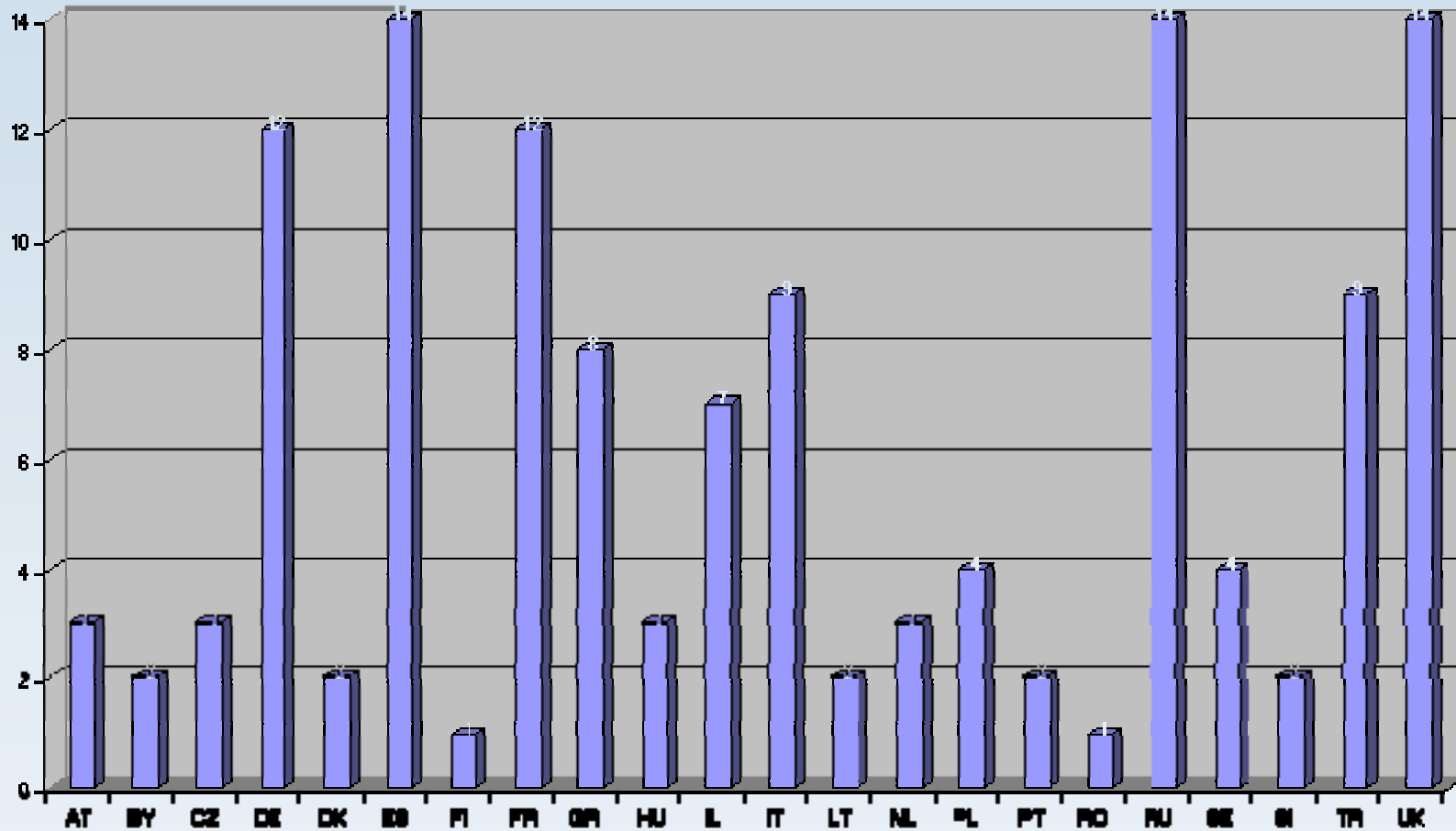




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IST Call 4

Partner Searches by Country of Origin



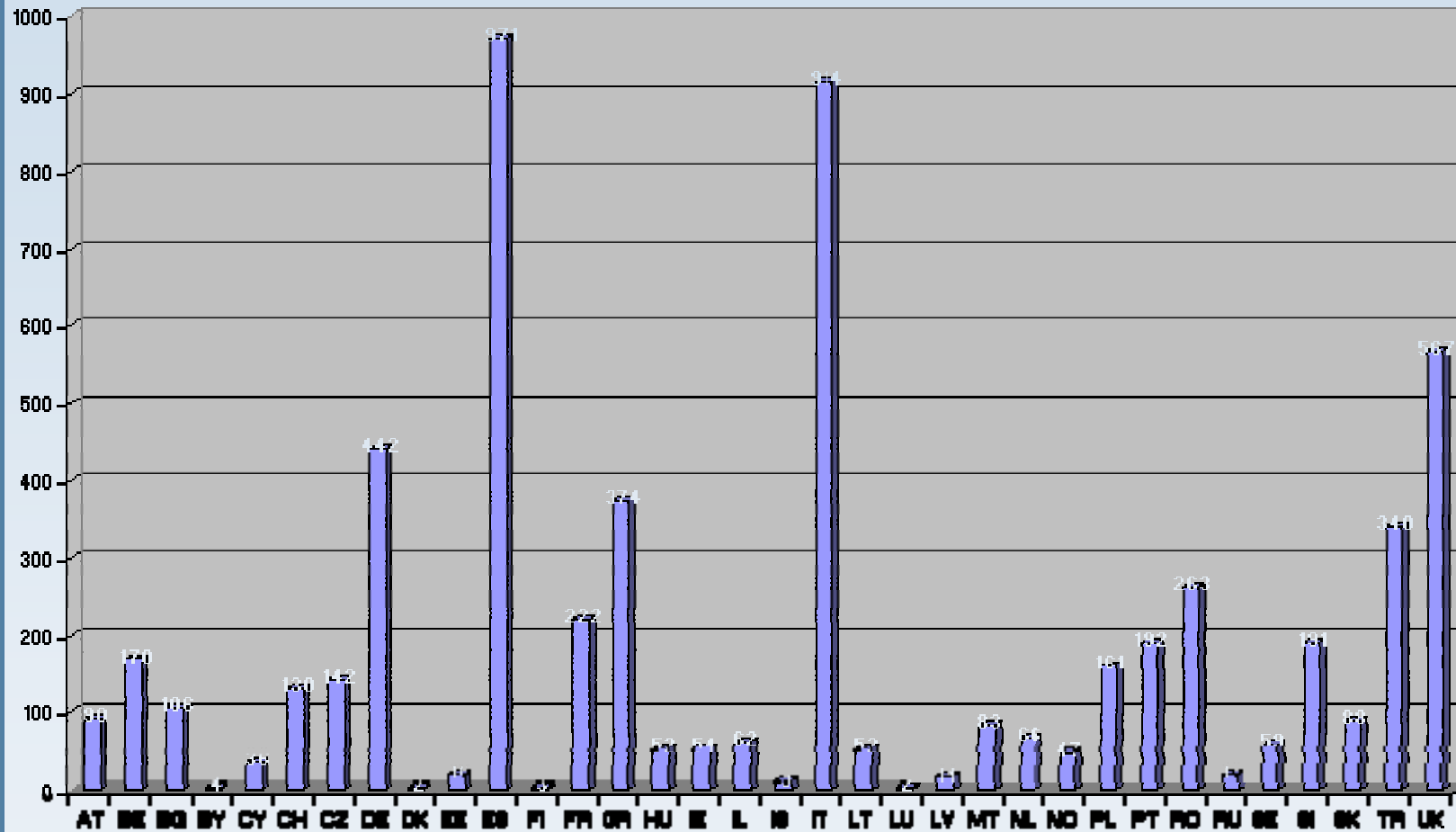
- 130 PS initiated from 22 countries.
- It's 9.7% from the total amount of submitted proposals (1345).



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IST Call 4

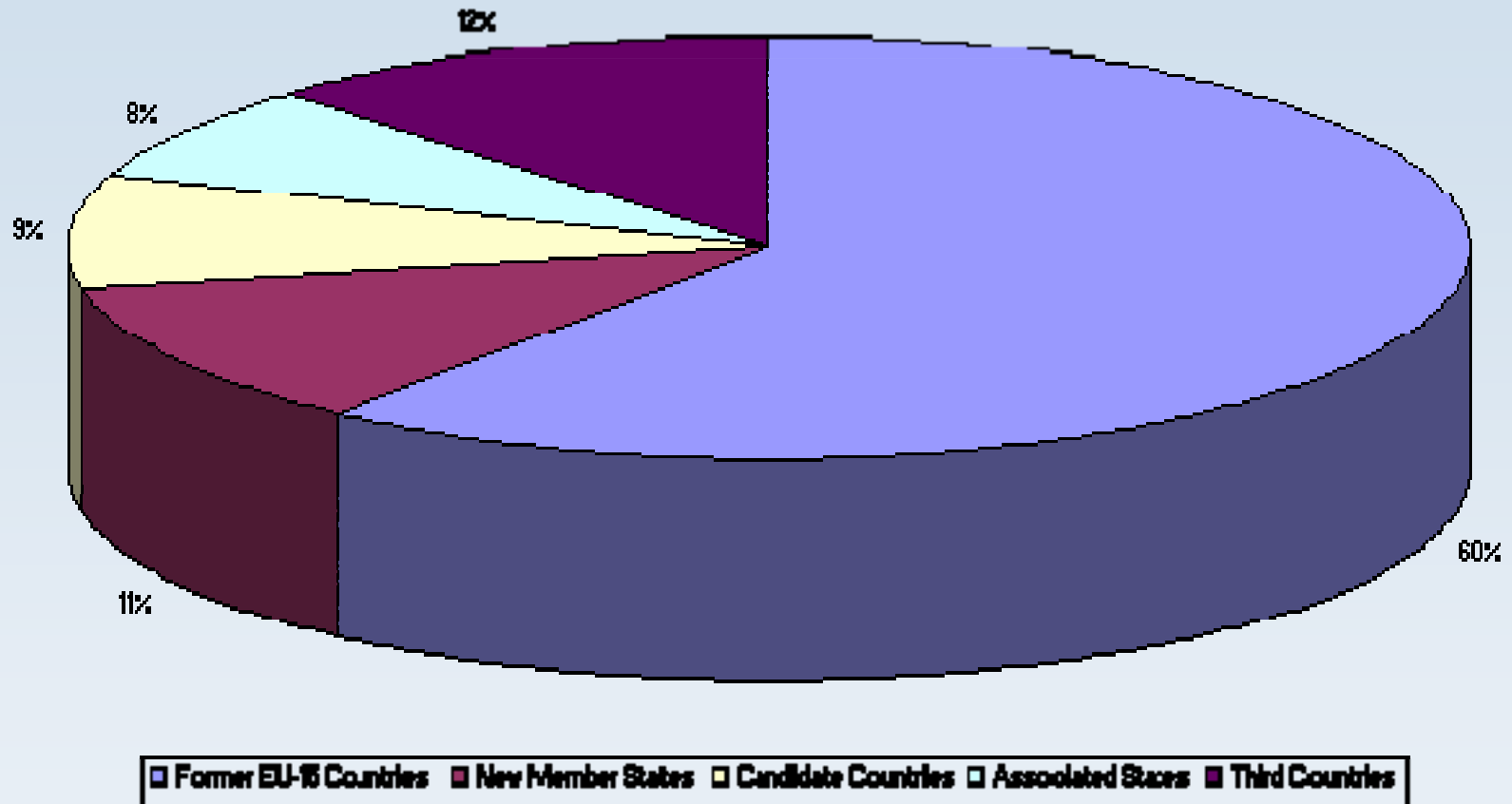
Responses by Country



- In average - 45.8 responses by PS



PS by Group of Countries

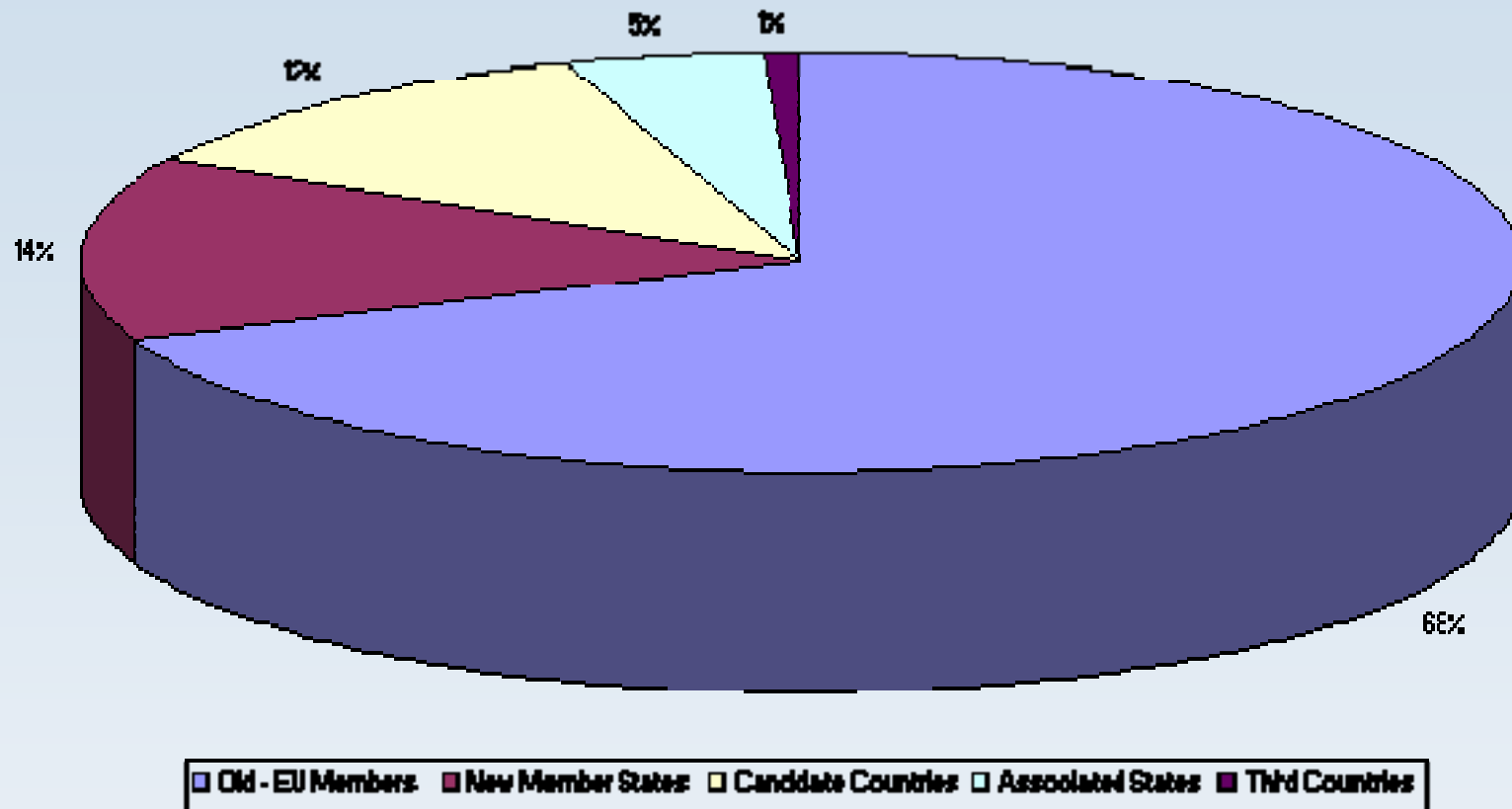


The third countries' share increased. Partners are becoming more experienced.





Responses by Group of Countries



3rd countries participation is becoming more visible.

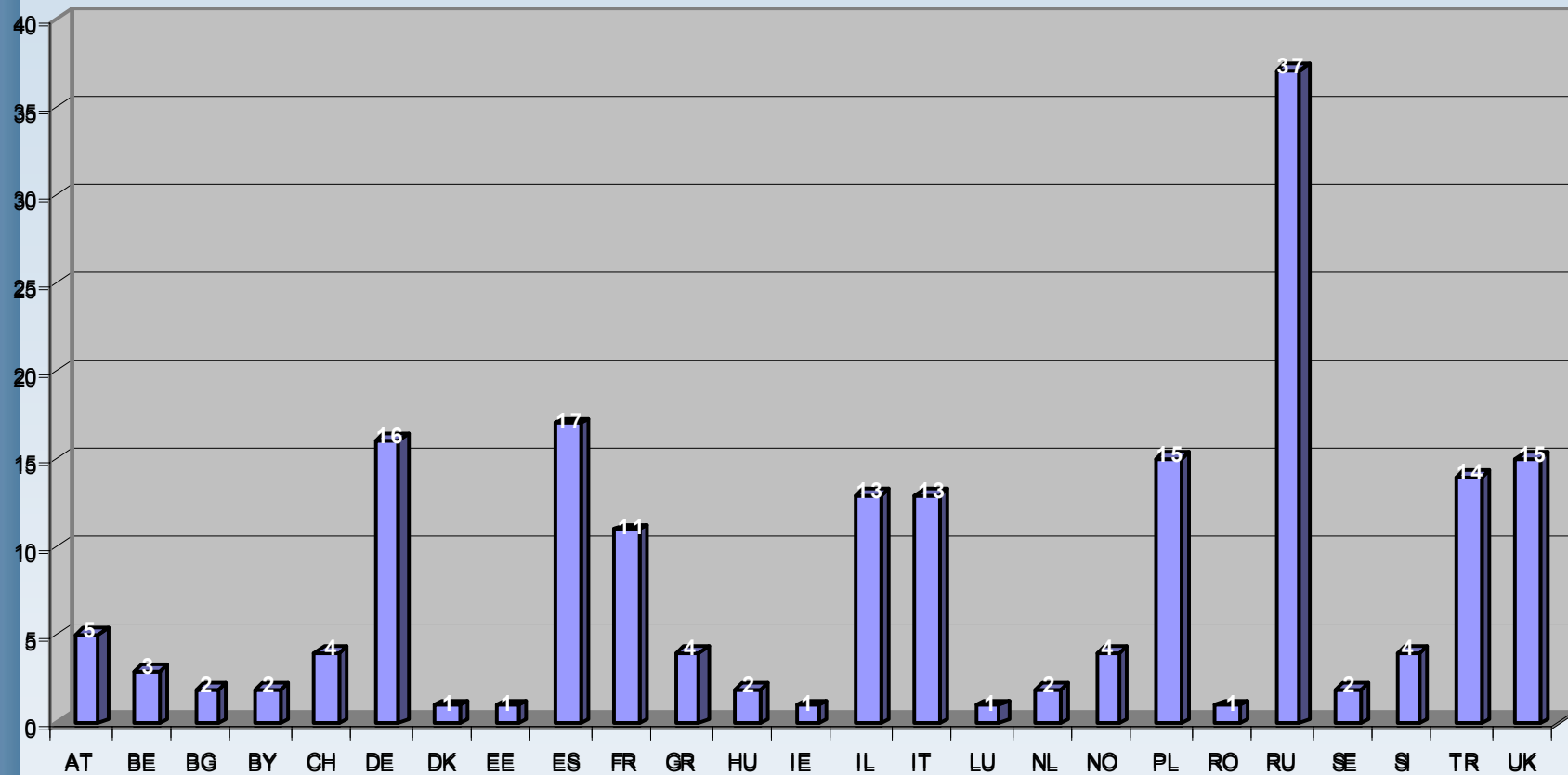




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IST Call 5

Partner Searches by Country



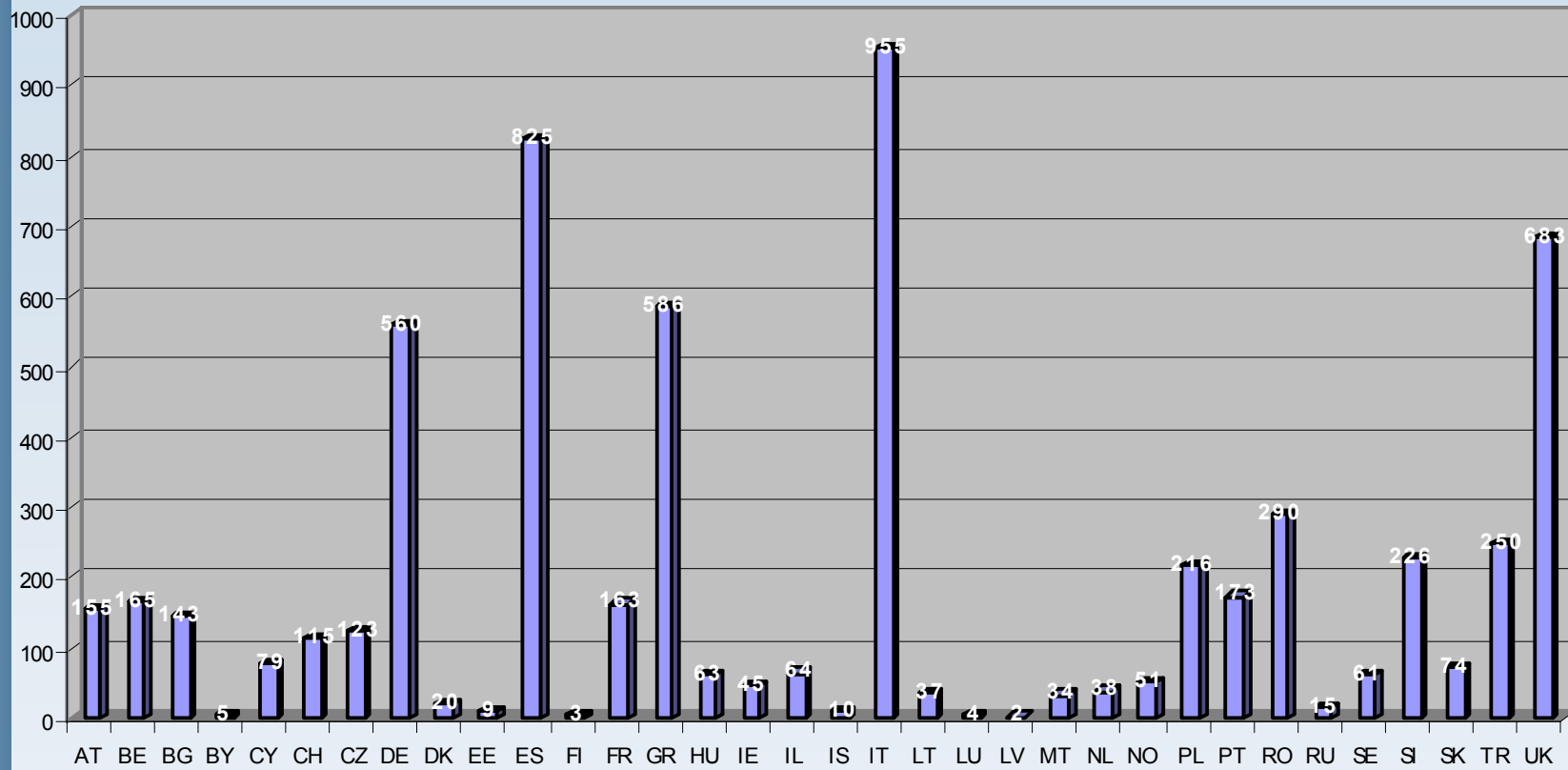
- 190 PS initiated from 25 countries.
- It was 13.6% of the total amount of submitted proposals (1402).
- 40% PS from newcomers



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IST Call 5

Responses by Country

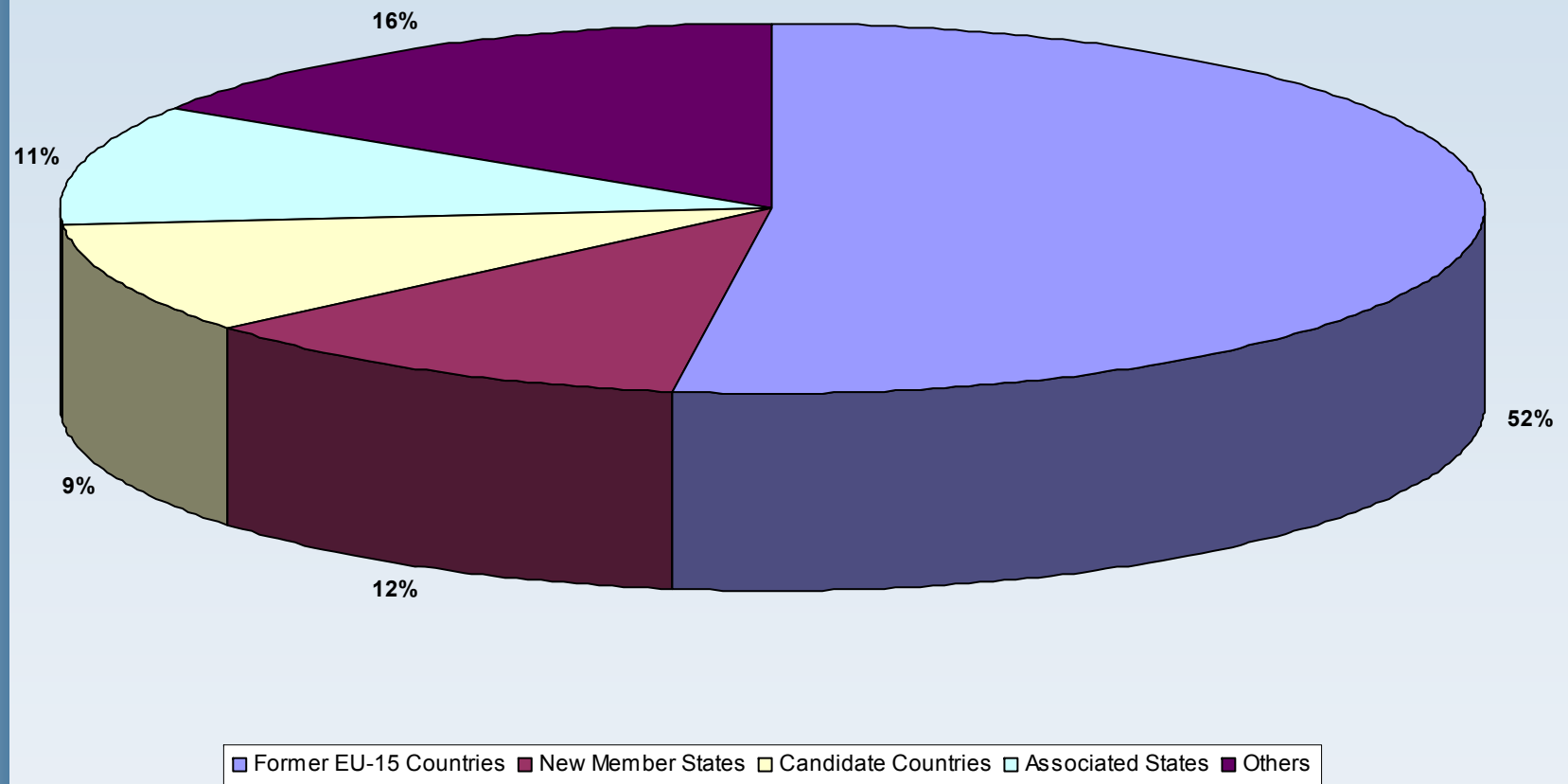


- In average - 33.9 responses by PS

- 3% responses from 3rd countries, mainly - INCO (>215)



Partner Searches by Country of Origin



- 3rd countries share is stably growing





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Ideal-ist results

FP7:

| | ICT Call1 | ICT Call2 |
|----------------------|------------------|------------------|
| Initiated PSs | 300 | 110 |
| Published with QL | 180 | 69 |
| Published without QL | 20 | 03 |

Total of about 11000 Eols -> **Average of 25 Eol / PS**

In Call 1: 10% of total submitted ICT proposals found partners through Ideal-ist





Partner Search Activity – ICT Call 1

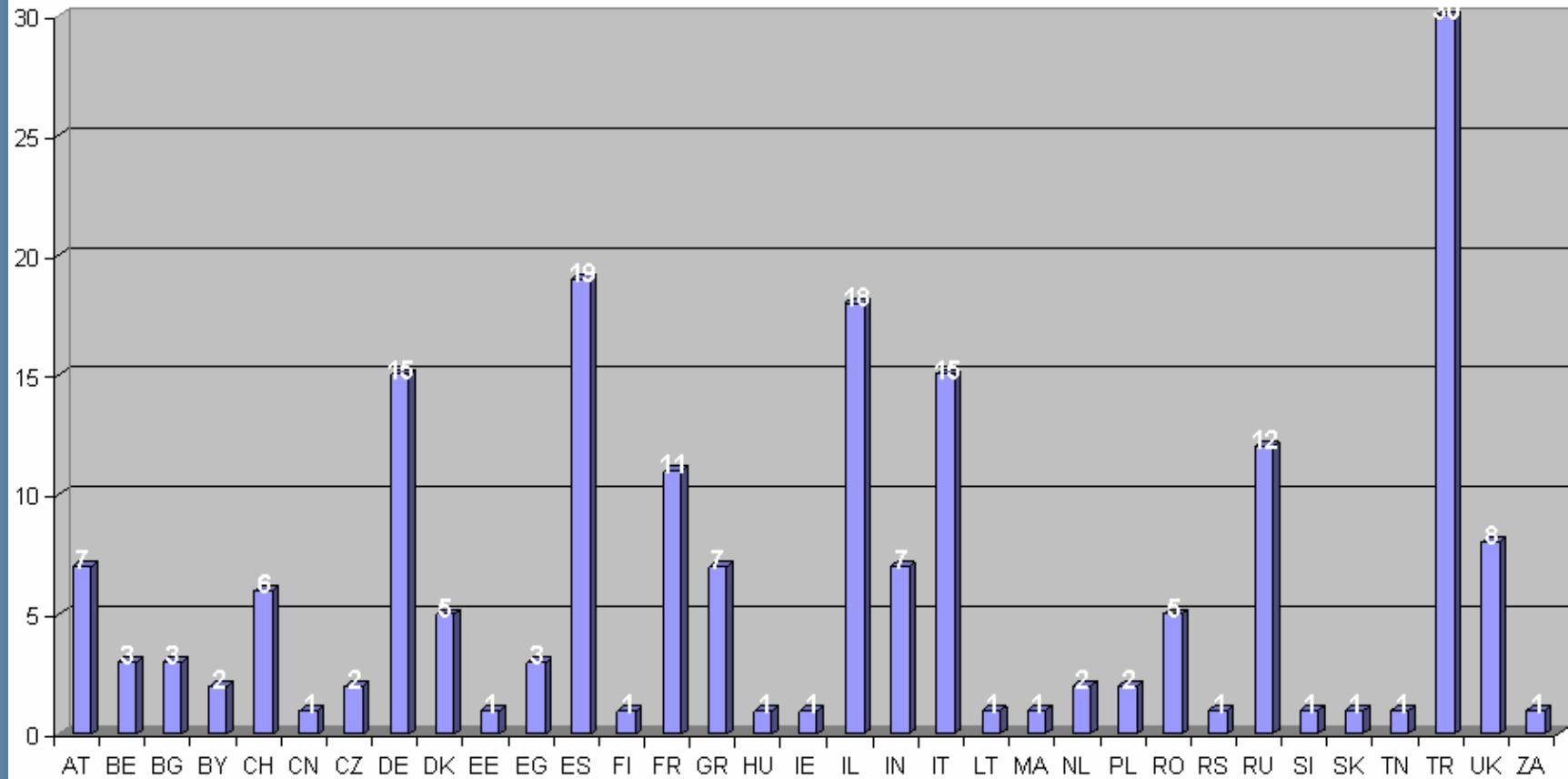
| PS initiated | PS published | PS Quality Labelled | Proposals submitted ¹ |
|--------------|--------------|---------------------|----------------------------------|
| 288 | 194 | 177 | 145 |

- 194 PS initiated in 33 different countries (9 of them outside the EU-27)
- Aprox. 2/3 of the PS initiated are finally published
- The big majority of the published PS are given green light by the Quality Team (91%)
- Aprox. $\frac{3}{4}$ of the published PS become a submitted proposal
- Also 5 PS published to the FET Open scheme and 1 competitive call
- Total number of proposals to Call 1 is 1836, hence ideal-ist ones represent 9.6% of them





Distribution of PS – ICT Call 1

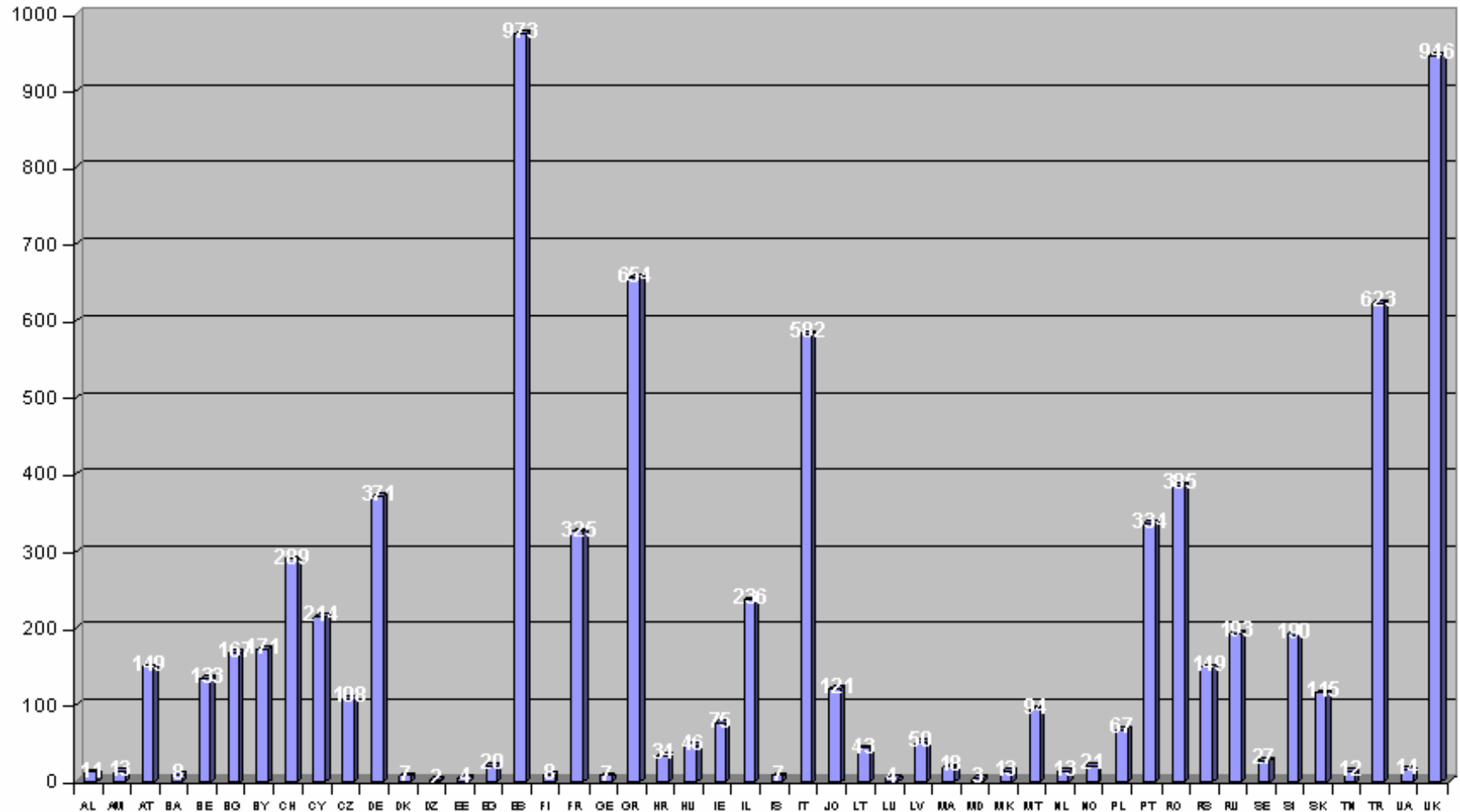


- 40 % of newcomers in participation and 68% of newcomers in coordination.
- 44% of the total expressly look for a coordinator.



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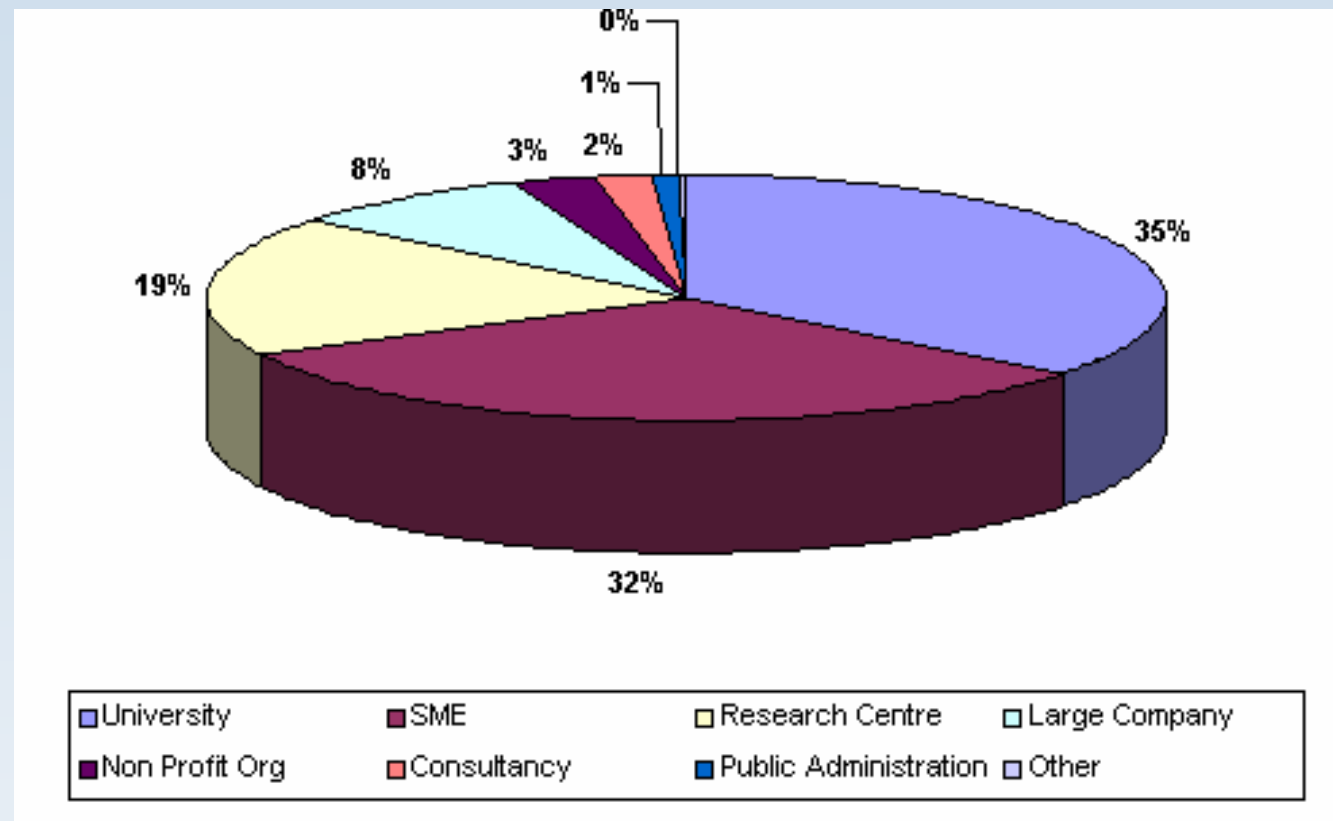
Responses generated – ICT Call 1



- 8193 responses generated, 11.5% of them from outside EU-27
- Average of 42.2 responses per partner search
- First time **BY** has reached such high number of responses!!! 171!!!



Type of partners included – ICT Call 1



- Special interest in contacting with Research Centres, Universities and... Large Companies!
- And organizations with experience in coordination.

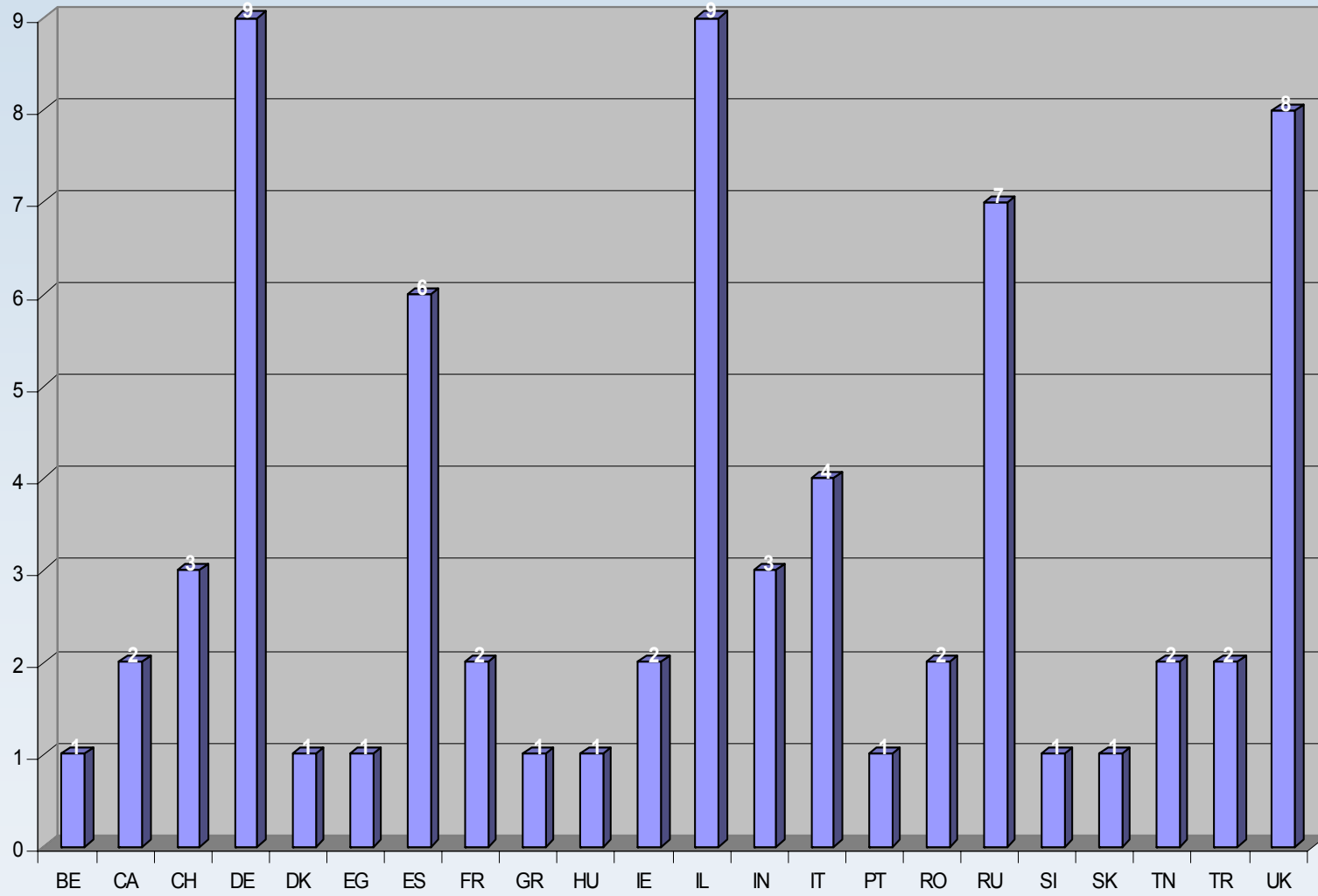




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ICT Call 2

Published PS by Country

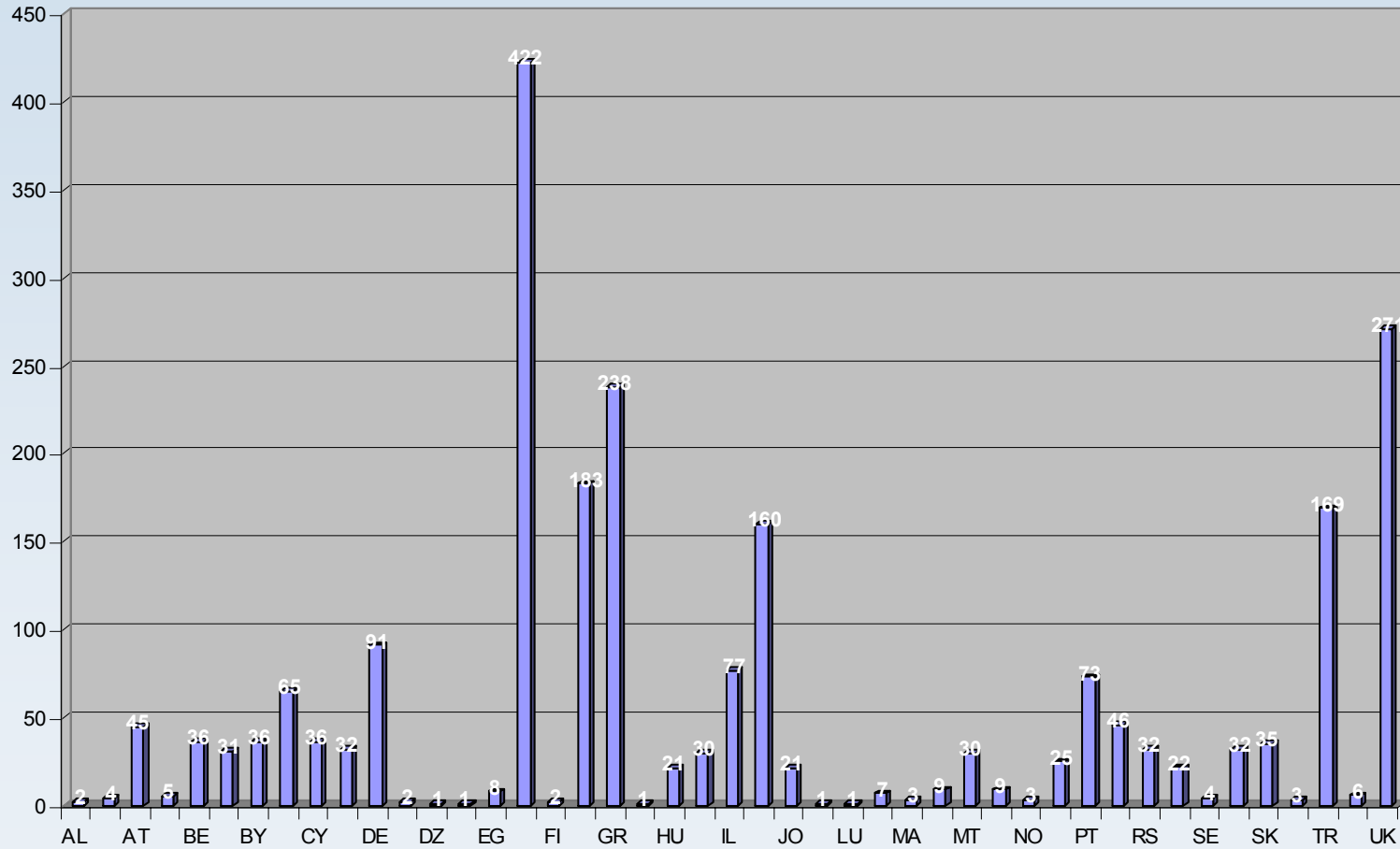




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ICT Call 2

Responses by Country (Ideal-ist Countries)





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Явные выгоды пользования системой для начинающих

- **1. «Активная позиция»:**
 - Вы сами выбираете себе партнеров «под себя» и свои задачи
 - Получая 20-30-40 откликов-предложений, Вы сами формируете свою команду-консорциум
 - Вы находите *координатора* для своего проекта
 - Вы получаете широкий круг новых профессиональных контактов, которые можно развивать дальше, не зависимо от того, получится или нет данная заявка
 - И, наконец, Вы становитесь «заметным» в FP7 ICTсообществе!

- **2. «Пассивная позиция»:**
 - Вы получаете первый практический опыт участия в FP7; причем попадая сразу в формирующийся консорциум
 - Вы учитесь рекламировать себя и свои наработки в международной среде FP7 ICT участников
 - Если Вам повезет, Вы попадаете в проект
 - Здесь Вы также зарабатываете новые профессиональные контакты!





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Вынесенные уроки - Рекомендации

- Система демонстрирует реальность ее практического использования белорусскими учеными.
- Участие белорусских организаций как в активном поиске, так и в подключении к проектам становится более «видимым» и результативным.
- Все большее количество наших организаций «начинает» проявлять интерес к пользованию предлагаемыми услугами и системой.

Однако:

- Позиция наших организаций остается все еще очень «осторожной», наблюдательной.
- Вероятность же включение в состав партнеров зависит от числа откликов, их скорости и качества, от соответствия потребностям заявителя, целям конкурса и его стратегическим задачам, т.д.
- Как видно из статистики, получение **30-40!** откликов на ПП, дает высокий шанс сформировать успешный консорциум и подготовить проект.
- Очевидна недостаточность информирования наших специалистов о возможностях системы и ее эффективности.
- Очевидна потребность в организации серии тренингов как в целом по РП, так и более детальных: по процедурам подготовки заявок/проектов в РП и, в частности, в программу ICT, а также по системе «Поиска партнеров» *idealist*.



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www.ideal-ist.net





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Thank you for your attention!

www.ideal-ist.net

<http://idealist.belisa.org.by>

**YOUR worldwide ICT NCP support
network**

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