Agenda

Partner Search Forum

**Estonia-Russia CBC Programme 2014-2020**

Location: St Petersburg

**Date:** 7-8 September 2016

**Venue: Center of Import Substitution and Localization,** Pavilion № 4, Lenexpo Exhibition Complex, 103 Bolshoy prospect, Vasilievsky Ostrov, 199106, St. Petersburg, Russia, <http://importnet.ru/kontakti>

**Day 1**

| **Time** | **Topic** | **Objective/Content** |
| --- | --- | --- |
| 2 days | **Project idea exhibition** | **Objective*** To share project ideas so to find suitable partners

**Content** * Exhibition of project ideas mounted on the venue walls, including details of the contact person representing the project idea at the event
 |
| **Wednesday 7 September 2016** |
| 12.00-13.00 | **Welcome** | * Registration
* Networking buffet lunch
 |
| 13.00-13.15 | **Introduction**  | * Welcome
* Agenda
* Overview of participants
 |
| 13.15-14.00 | **Introducing CBC**  | **Objective** * To learn more about cross-border cooperation (CBC), the Estonia-Russia programme, and the benefits it can bring

**Content*** Brief overview of CBC and what is a CBC project
* Introduction to the Estonia-Russia Programme and the achievements of the previous period
* Q&A
 |
| 14.00-14.45 | **Finding Partners & building partnerships**  | **Objectives*** To understand what it takes to be a lead partner or partner
* To get tips on how to find partners and build partnerships

**Content*** Roles and responsibilities of lead partners and partners & key requirements
* Tips for finding partners & building and maintaining real CBC partnerships (including from successful partners)
* Q&A
 |
| 14.45-15.00 | **Coffee Break** |  |
| 15.00-15.40 | **Identifying possible partners - speed dating** | **Objective*** To meet as many different participants in a short time so to identify possible project partners.

**Content** * 2-minute exchanges on project ideas and partners between changing pairs of participants
 |
| 15.40-16.40 | **Presenting project ideas**  | **Objective*** To find out about possible project ideas to help further identify potential project partners

**Content** Group work – brief presentation of project ideas by participants, seated at tables for each thematic objective |

|  |  |  |
| --- | --- | --- |
| 16.40-17.00 | **Q&A****Plenary Closure**  | * Q&A to clarify any remaining issues
* Agenda for the next day
 |
| 17.00-19.00 | **Bilateral meetings/ networking** | * Opportunities for further bilateral or small group networking with those identified during the speed dating or when presenting project ideas
 |
| 19.00-21.00 | **Networking** **Dinner** | **Objective*** To enhance networking opportunities

**Content***(JTS to decide venue and format)* |

**Day 2**

| **Time** | **Topic** | **Objective/Content** |
| --- | --- | --- |
| **Thursday 8 September 2016** |
| 09.00-10.45 | **Developing CBC projects**  | **Objective** * To analyse regional problems/opportunities and identify CBC projects objectives to address them

Content* Problem, stakeholder & objective analyses
* Check CBC relevance/added value
* Identify other relevant initiatives
 |
| 10.45-11.00 | **Coffee Break** |  |
| 11.00-11.30 | **Next steps** | Objective* To receive information and tips in order to be ready to apply when the call is launched

Content* Steps to follow to be ready to apply
* Expected launch date for call
* Further support events
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| 11.30-11.45 | **Closure** | * Closing remarks
* Evaluation
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| 11.45-13.30 | **Partnership meetings/net-working** | * Individual partnership meetings
* Lunch
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# **Objectives of Partner Search forum**

* To provide an opportunity for participants to find partners for projects
* To raise awareness of the Estonia-Russia programme and the opportunities and benefits cross-border cooperation brings
* To provide information, training and tips on the first steps for developing partnerships and preparing CBC project proposals

**The Partner Search Forum is implemented with support from**

**TESIM**