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 |

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| 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** |
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| **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 |
| 11.30-11.45 | **Closure** | * Closing remarks * Evaluation |
| 11.45-13.30 | **Partnership meetings/net-working** | * Individual partnership meetings * Lunch |

# **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**