

# 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	<b>Project idea exhibition</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To share project ideas so to find suitable partners</li> </ul> <p><b>Content</b></p> <ul style="list-style-type: none"> <li>Exhibition of project ideas mounted on the venue walls, including details of the contact person representing the project idea at the event</li> </ul>
<b>Wednesday 7 September 2016</b>		
12.00-13.00	<b>Welcome</b>	<ul style="list-style-type: none"> <li>Registration</li> <li>Networking buffet lunch</li> </ul>
13.00-13.15	<b>Introduction</b>	<ul style="list-style-type: none"> <li>Welcome</li> <li>Agenda</li> <li>Overview of participants</li> </ul>
13.15-14.00	<b>Introducing CBC</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To learn more about cross-border cooperation (CBC), the Estonia-Russia programme, and the benefits it can bring</li> </ul> <p><b>Content</b></p> <ul style="list-style-type: none"> <li>Brief overview of CBC and what is a CBC project</li> <li>Introduction to the Estonia-Russia Programme and the achievements of the previous period</li> <li>Q&amp;A</li> </ul>
14.00-14.45	<b>Finding Partners &amp; building partnerships</b>	<p><b>Objectives</b></p> <ul style="list-style-type: none"> <li>To understand what it takes to be a lead partner or partner</li> <li>To get tips on how to find partners and build partnerships</li> </ul> <p><b>Content</b></p> <ul style="list-style-type: none"> <li>Roles and responsibilities of lead partners and partners &amp; key requirements</li> <li>Tips for finding partners &amp; building and maintaining real CBC partnerships (including from successful partners)</li> <li>Q&amp;A</li> </ul>

14.45-15.00	<b>Coffee Break</b>	
15.00-15.40	<b>Identifying possible partners - speed dating</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To meet as many different participants in a short time so to identify possible project partners.</li> </ul> <p><b>Content</b></p> <ul style="list-style-type: none"> <li>2-minute exchanges on project ideas and partners between changing pairs of participants</li> </ul>
15.40-16.40	<b>Presenting project ideas</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To find out about possible project ideas to help further identify potential project partners</li> </ul> <p><b>Content</b></p> <p>Group work – brief presentation of project ideas by participants, seated at tables for each thematic objective</p>
16.40-17.00	<b>Q&amp;A Plenary Closure</b>	<ul style="list-style-type: none"> <li>Q&amp;A to clarify any remaining issues</li> <li>Agenda for the next day</li> </ul>
17.00-19.00	<b>Bilateral meetings/ networking</b>	<ul style="list-style-type: none"> <li>Opportunities for further bilateral or small group networking with those identified during the speed dating or when presenting project ideas</li> </ul>
19.00-21.00	<b>Networking Dinner</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To enhance networking opportunities</li> </ul> <p><b>Content</b></p> <p><i>(JTS to decide venue and format)</i></p>

## Day 2

Time	Topic	Objective/Content
<b>Thursday 8 September 2016</b>		
09.00-10.45	<b>Developing CBC projects</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To analyse regional problems/opportunities and identify CBC projects objectives to address them</li> </ul> <p><b>Content</b></p> <ul style="list-style-type: none"> <li>Problem, stakeholder &amp; objective analyses</li> <li>Check CBC relevance/added value</li> <li>Identify other relevant initiatives</li> </ul>
10.45-11.00	<b>Coffee Break</b>	
11.00-11.30	<b>Next steps</b>	<p><b>Objective</b></p> <ul style="list-style-type: none"> <li>To receive information and tips in order to be ready to apply when the call is launched</li> </ul> <p><b>Content</b></p> <ul style="list-style-type: none"> <li>Steps to follow to be ready to apply</li> <li>Expected launch date for call</li> </ul>

		<ul style="list-style-type: none"> <li>• Further support events</li> </ul>
11.30-11.45	<b>Closure</b>	<ul style="list-style-type: none"> <li>• Closing remarks</li> <li>• Evaluation</li> </ul>
11.45-13.30	<b>Partnership meetings/net-working</b>	<ul style="list-style-type: none"> <li>• Individual partnership meetings</li> <li>• Lunch</li> </ul>

## 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**