

Key points of discussions in breakout rooms during the 1st virtual networking meeting

27 April 2021 | 10:00-12:30 CET | organised on-line via ZOOM

1. Meet, greet and cooperate with us – why networking platforms are important for long-lasting connections and cooperation?

- networks are a good tool for capitalisation: to share results, increase communication capacity and have additional expertise. It can bring a project to a different level by co-sharing practices among institutions and projects.
- some of the networks are long-lasting, relying on membership fees from their members (e.g. Submariner network); some of them are newly created (e.g. Baltic Sea Pharma network) and are not yet relying on membership fees.
- examples of networks created from projects were provided (e. g. project Intermare) and networks of institutions ([Union of the Baltic Cities](#)).

Open topics for further discussions:

- How to enter existing networks?
- If a project shall create its own networks within the project or shall join existing networks relevant to the same thematic topic.
- How to cooperate with existing well established national or cross border networks (e. g. the [Baltic Sea Pharma network](#) with life science [cluster Medicon Valley](#)).
- How to sustain created networks in a project by integrating into existing networks (e. g. [Submariner network](#)).
- Usage of network skills to approach relevant stakeholders, especially SMEs, to introduce/ monitor changes during durability phase or during project, especially outcome of applied research.

2. Reaching for more – stepping out of programme's areas and what is there for us?

- cooperation with other projects is very much appreciated, many interesting examples of such collaboration with projects from neighbouring Interreg programmes, numerous benefits were indicated as benefits from such cooperation:
 - possibility to learn new solutions already tested in different areas,
 - looking at the same problems from different perspectives,
 - extension of the impact area, possessing not only potential partners but stakeholders, target groups, final beneficiaries,

- cooperation with others is very often a source of inspiration for new ideas, new solutions, new funding possibilities
- generating ideas and networks for potential future cooperation,
- sharing experience on using different funding sources,
- easy way to facilitate knowledge transfer on a low cost,
- bringing experience from other programmes/projects to institutions and daily business

Many interesting examples of cooperation with different projects in the area of nature protection, soil pollution removal, tourism development have been given and benefits from cooperative implementation were presented.

3. Take it to a higher level – how cooperation between projects can maximise their results?

Cooperation between projects is usually organised in two ways:

- Using of results of one project and their improvement/inclusion to implementation of another project

Examples: [INCONE60](#) – [Aegis](#) (Horizon 2020), very fresh cooperation aiming at reducing the impact of the transport sector on the environment and shifting cargo transport from land to water; INCONE60 – [ePicenter](#) (Horizon 2020), the project covers 36 partners from Europe and Asia, aims at using project results (simulation software) for cargo transportation.

- Good option would be covering by umbrella organisation in order not to waste resources on tackling same challenges separately, but to unify resources, experience and knowledge to work on the same issues together.

The idea to have online meetings once per 3 or 6 months between Interreg projects appeared during the discussion.

The discussion was also used to make some network connections, for example, [Crossroads](#) and [Johanna](#).

4. Capitalisation – not sure what it is but I would like to explore it.

- Capitalisation does not happen instantly.
- We need to plant a seed and wait for it to sprout, grow and gives us a fruit – a result of cooperation between 2 parties that decided to create something new based on their experience and expertise.
- Capitalisation activities do not have to be spectacular and bring huge results. Networking is a powerful tool to start capitalising! Exchanging contact details is the first step to capitalisation.
- Capitalisation can happen within the same project. You create a new/innovative product based on your project's team experience.

Examples: [Seaplanspace](#) project established post graduate studies at University of Gdańsk dedicated to special panning and organises summer camps related to this topic.

[SB Well](#) and [ArchaeoBalt](#) work together on a tour operator's package in the field of tourism. They invite each other to webinars, offering a variety of specialists with different skills and expertise. They share each other posts on Social Media. SB Well promotes the idea of Wellbeing tourism in a wider picture and space for further development, not only as the SB Well project, which has a limited lifetime.

- It is easier to start capitalising within networking platforms where you can directly reach people experienced in a specific field of expertise.
- As long as you re-use your knowledge, you capitalise!