

# SKILLING UP WESTERN BALKAN AGRIFOOD SECTOR

## WB (EAP) AGRI-FOOD SECTOR NETWORK: DIGITALISING, GREENING

PERSPECTIVES FOR THE FUTURE

# STARTING POINT

- ENGAGED STAKEHOLDERS



- CONDUCTED IN DEPTH ANALYSIS



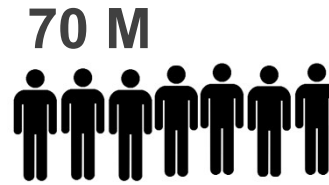
- ONGOING INITIATIVES






# ANALOGY

## REGIONS



# WHY SHOULD WE WORK IN A NETWORK ?

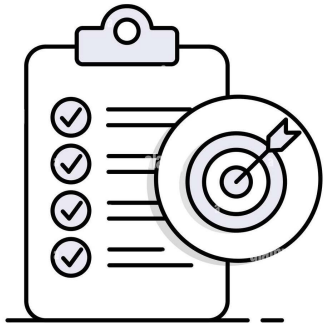
**Why Acta works in a network ?**

Same characteristics	Same missions & objectives	Effectiveness of actions
<p><b>01</b></p> <ul style="list-style-type: none"> <li>• Technical institutes</li> <li>• Applied research organisations</li> <li>• Organised by sector</li> <li>• Managed by farmers</li> <li>• Labelled by the Ministry of Agriculture</li> </ul>	<p><b>02</b></p> <ul style="list-style-type: none"> <li>→ Produce direct applicable solutions for advisors and farmers!</li> <li>→ Enhance the multi-performance of the french farm!</li> </ul> 	<p><b>03</b></p> <ul style="list-style-type: none"> <li>• Political Representation</li> <li>• Administrative issues</li> <li>• Communication</li> <li>• Cross cutting thematic areas</li> <li>• European affairs</li> <li>• IT infrastructures</li> <li>• Collective purchase</li> </ul>

## Same characteristics

### 01 IDENTIFY

Identifying common interests in the regions



## Same missions & objectives

### 02 DIRECT

Orientation of joint activities towards common goals



## Effectiveness of actions

### 03 FACILITATE

Facilitating networking and joint initiatives in the region towards enhanced impacts



**Conditions for efficient networking**



- 01 **Strategic orientations**  
As value and principle of the organization.
- 02 **Long term effort & journey**  
Iterative steps – adaptation – agreements.
- 03 **Networking skills**  
Bet on key networking people!
- 04 **Accept and manage failures**  
Build your future success!

**Recommendations**  
Long-term networking strategy to accelerate your R&I business



STEP 1 Strategic setting & organization → STEP 2 Network mapping and connection → STEP 3 Operational partnership & strategy implementation & adaptation → STEP 4 Learning from failure & Harvesting success

# Conditions for efficient networking

**BUILDING**

**ORIENTATION**

**SUSTAINABILITY**

**RESILIENCE**

**STEP 1**

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KEY NETWORKING PLAYERS



**STEP 2**

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STRATEGY



**STEP 3**

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EFFORTS & INITIATIVES



**STEP 4**

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ACCEPTING AND MANAGING FAILURES



# Setting the scene...



NETWORK PARTNERS	<ul style="list-style-type: none"><li>• Ministries, Funding agencies</li></ul>
NETWORK MEMBERS	<ul style="list-style-type: none"><li>• Innovative companies, R&amp;D institutions, NGOs...</li></ul>
NATIONAL COORIDNATORS	<ul style="list-style-type: none"><li>• Appointed R&amp;D institution</li></ul>
INTERNATIONAL COORDINATION	<ul style="list-style-type: none"><li>• BioSense Instituta</li></ul>

# Network formalisation and governance

## Network coordination: BioSense Institute

- Set environment for networking (web with member profiles and search filters)
- Communicate initiatives and coordinate networking among countries
- Build relations with external partners

## National Coordinators by countries: to be appointed

- Expand membership
- Communicate initiatives and coordinate networking in the country
- Build relations with partners in the country

## Network members (institutional, individual)

- Proposing activities
- Coordinate individual activities
- Participate in initiatives

Ministries

Local  
governance  
structures

Funding sources

EU bodies

# Networking activities



## Network coordination meeting:

- Annually, online
- Coordinators by countries
- Reports by countries, report on international activities, analysis of activities
- Discussion about future initiatives

## Common interest identification sessions

- Min annually, online or, if funds are available, on site
- Similar to this workshop

## Facilitation of networking and initiatives realisation

- Matchmaking, partner search, consortium building
- Meetings, involvement of experts
- Search for funding opportunities
- Representation of common interests

