

SKILLING UP WESTERN BALKAN AGRIFOOD SECTOR

# The importance of networks in the 21st century

Adrien GUICHAOUA, ACTA



# Why Acta works in a network ?

## Same characteristics

# 01

- Technical Institutes
- Applied research organisations
- Organised by sector
- Managed by farmers
- Labelled by the Ministry of Agriculture

## Same missions & objectives

# 02



**Produce direct applicable solutions for advisors and farmers!**



**Enhance the multi-performance of the french farm!**



## Effectiveness of actions

# 03

- Political Representation
- Administrative issues
- Communication
- Cross cutting thematic areas
- European affairs
- IT infrastructures
- Collective purchase

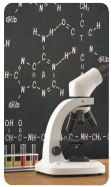
# Acta in the french R&I ecosystem

TRL 3 to 6

TRL 5 to 8

Transfert

INRAE



- Public Research Institute
- Fundamental research
- **15,000** staff workers



- Private Research Institutes
- 19 organisations
- Applied research
- **2,000** staff workers



- Chambers of Agriculture
- In all French territories
- Advisory services
- **7,000** staff workers

UMT

Joint Research Units

GIS

Group of Scientific Interests

RMT

Joint R&I Networks

**400.000** French farmers



# Conditions for efficient networking



01

## Strategic orientations

As value and principle of the organisation.

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 succes !

# Benefits of networking

## #1 Strategic level



### Lobbying

Make your voice heard

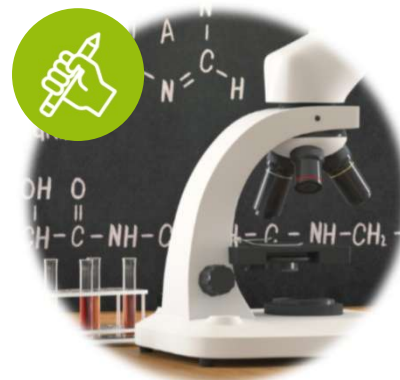
Put R&I Topic at the agenda



### Partnership

Accelerate Opportunities

Setting Research Consortia



### Scientific

Develop cutting-edge technologies

Produce new methodologies



### Visibility

Increase visibility

Enhance scientific recognition

# Benefits of networking

## #2 Operational level



### Economic returns

Finance your strategic projects

Finance your tools and facilities developments



### Business opportunities

Extend your customer portfolio

Bring Innovation to market



### Capacity building

Learn from you partners

Increase staff skills and capacities



### Impact

Adapt & contextualize innovations

Transfer solutions to farmers

# Acta records

After 10 years of intense networking



## Coordinators

As part of Horizon 2020  
and Horizon Europe  
for R&I in Agriculture

**15 Coordinations**



## Participants

Unique participations as  
part of Horizon 2020  
and Horizon Europe  
for R&I in Agriculture

**130 Participations**



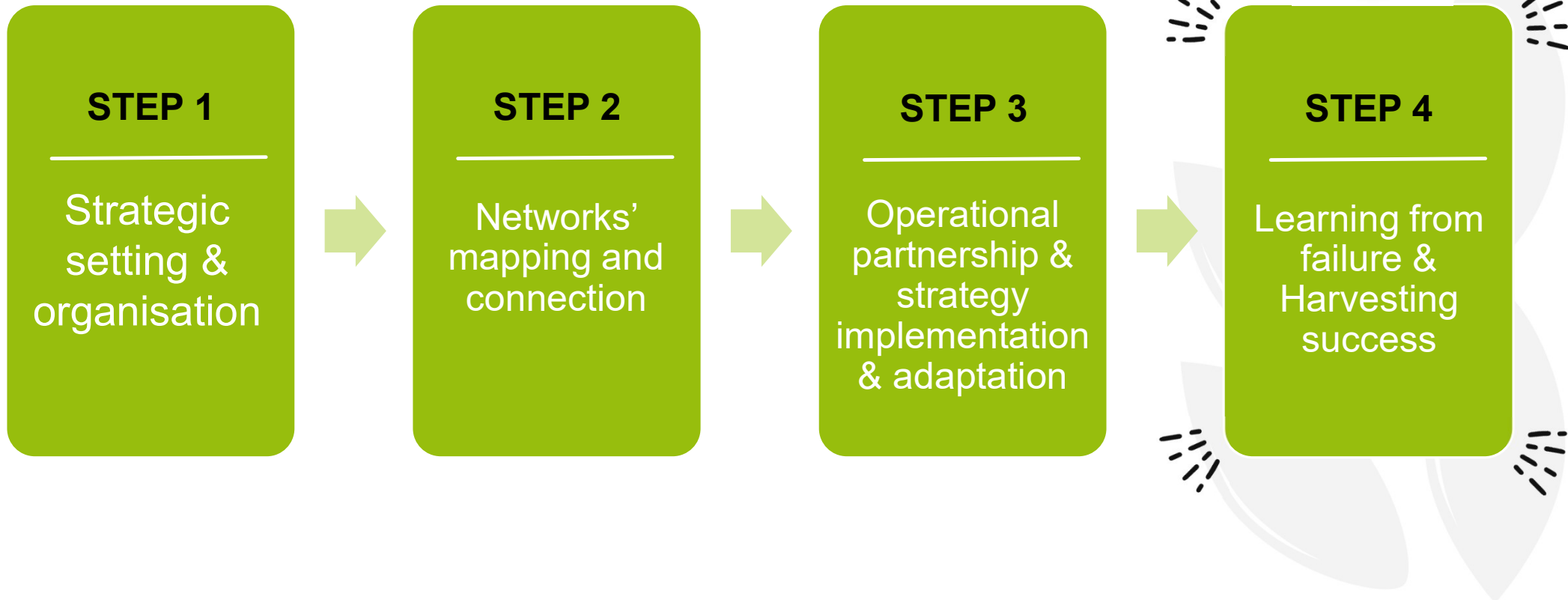
## Beneficiaries

Millions €uros as part of  
Horizon 2020 and  
Horizon Europe  
for R&I in Agriculture

**40 Million €uros**

# Recommendations

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





# Conclusion



- In the 21<sup>st</sup> Century, **Innovation** is never the work of a single player...
- Innovation is born of **Partnership**....
- Partnership is born of **Networking**....

**“Networking is the first step towards Innovation!”**

*Adrien Guichaoua, 21-11-2024, Novi Sad*



# Thank you for your attention !

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