



COOPERATION VOICES

*"In my opinion, **the strategic value of a project is paramount.** It's important to be aligned as European Union and as Team Europe. Projects may make sense from a technical or business point of view, they could be wonderful business opportunities, but if they are not aligned with what the EU and the Member States as a whole can leverage in the medium- to long-term in terms of engagement with the country, they fall short. [...]"*

*We use the **Global Gateway** as an **instrument for long-term partnership**, and to fulfil that role, the EU as a whole must be involved, must be backing it, must be convinced, and must be willing to engage in those projects, because otherwise, it may be a fantastic endeavour, but it won't go very far."*



EPISODE 1

with **Massimo De Luca**, Head of Cooperation,
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