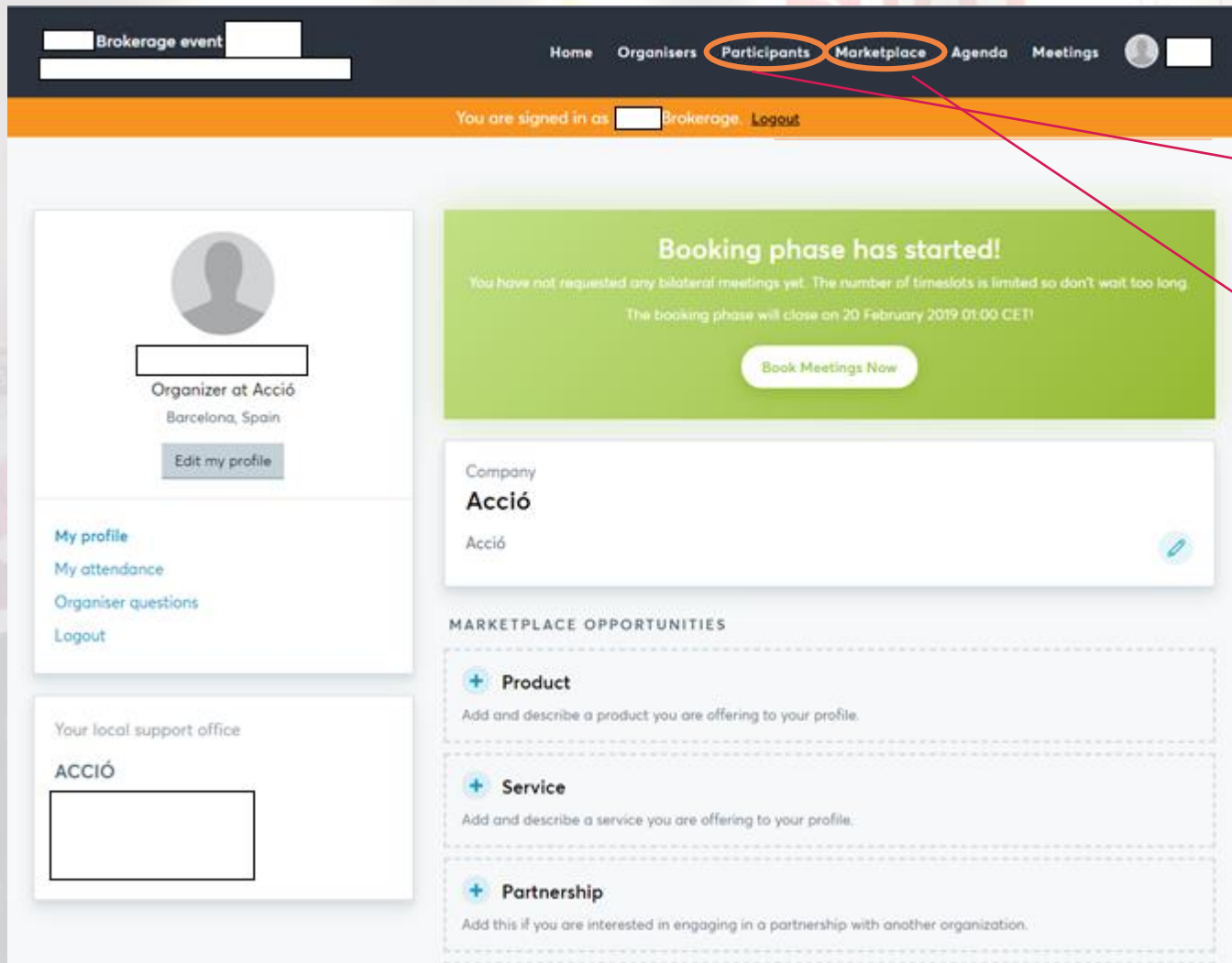


IoT Solutions World Congress Brokerage Event

BOOKING OF MEETINGS GUIDELINE

[HTTPS://IOT2019.B2MATCH.IO/](https://IOT2019.B2MATCH.IO/)

1. Ways to search participants



Brokerage event

Home Organisers **Participants** **Marketplace** Agenda Meetings

You are signed in as Brokerage Logout

Booking phase has started!

You have not requested any bilateral meetings yet. The number of timeslots is limited so don't wait too long.
The booking phase will close on 20 February 2019 01:00 CET!

Book Meetings Now

Company
Acció
Acció

MARKETPLACE OPPORTUNITIES

- + Product
Add and describe a product you are offering to your profile.
- + Service
Add and describe a service you are offering to your profile.
- + Partnership
Add this if you are interested in engaging in a partnership with another organization.

How to request meetings to participants according to your interests?

Participants tab:

Helps you browse by organization and person attending. It also allows you to filter by country, organization type, technology or main industry clients.

Marketplace

See what companies are offering or looking for.

2. Use the “Participants” tab

Brokerage event: []

Home Organisers **Participants** Marketplace Agenda Meetings

You are signed in as [] Brokerage. [Logout](#)

You can request 12 meetings - 0 accepted requests - 0 open requests

View **Person** Organization Sort Newest first

228 Participants found

Search

☐ BOOKMARKED

☐ COUNTRIES

☐ ORGANIZATION TYPES

☐ BUSINESS FIELD

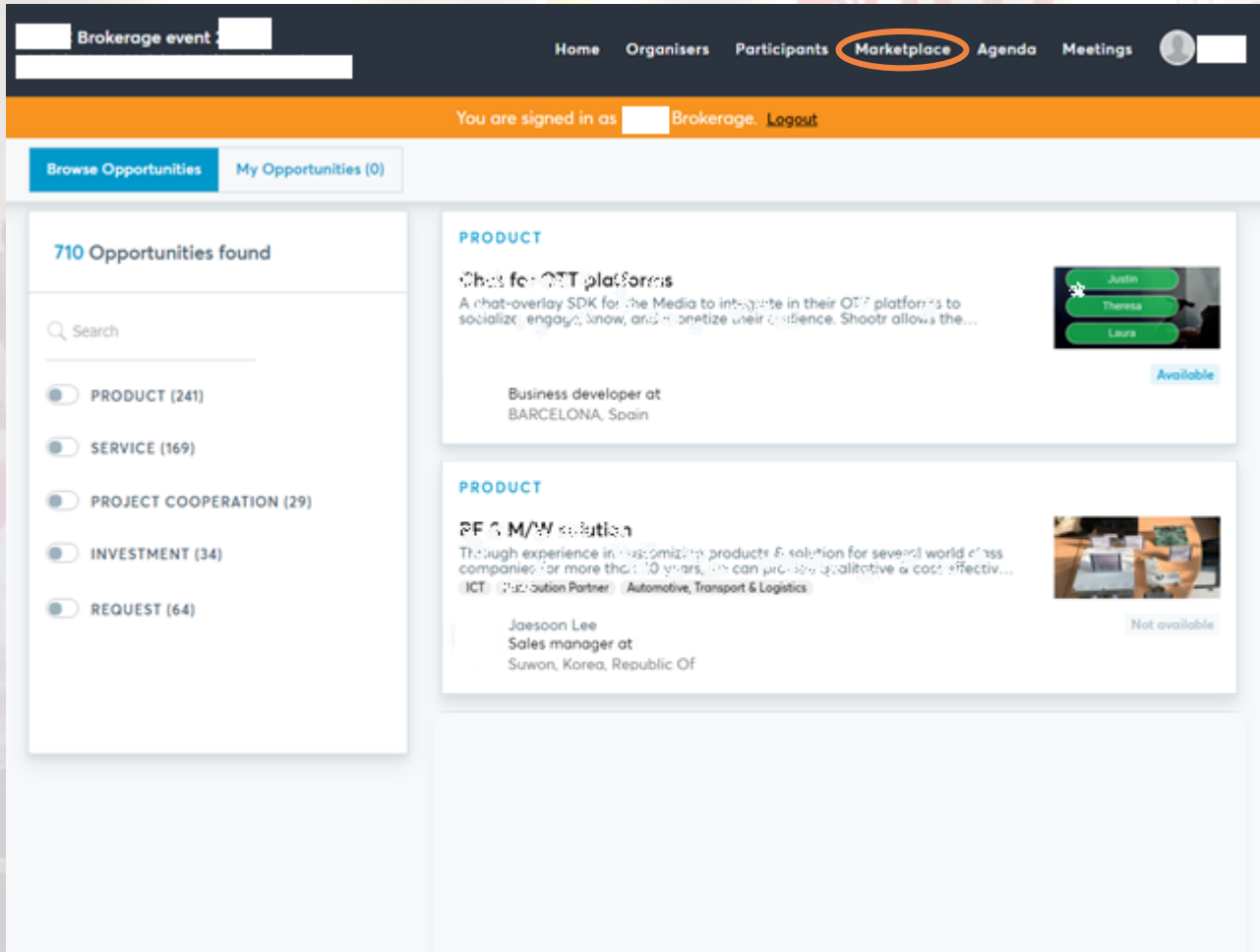
☐ MATCHMAKING

Project manager & Business development	Not available	
SPAIN		
Founder & CEO	Available	
UNITED STATES		
Mobile Payments Director	Available	
ARGENTINA		
CEC	Available	
FRANCE		
BPO business development adviser	Not available	
SWITZERLAND		

MULTIPLE FILTER OPTION

- You can use the **search engine to do free text search** within any participant org. description.
- Save your favourite profiles with the **BookMarked** tool
- Filter by **Organization type**
- Filter by **Business field**
- Filter by **Country**
- Filter by **Matchmaking** to see profiles that have the same attendance availability as you do.
 - “Available” (if your schedule coincides)
 - “Not available” (if your schedule does not coincide)

3. Use the “Marketplace” tab



The screenshot shows the IOT Brokerage Marketplace interface. At the top, there is a navigation bar with links: Home, Organisers, Participants, Marketplace (highlighted with an orange circle), Agenda, and Meetings. Below the navigation bar, a status bar indicates "You are signed in as [username] Brokerage. Logout". The main content area is divided into two sections: "Browse Opportunities" and "My Opportunities (0)". The "Browse Opportunities" section displays "710 Opportunities found" and a search bar. Below the search bar, there are filters for different categories: PRODUCT (241), SERVICE (169), PROJECT COOPERATION (29), INVESTMENT (34), and REQUEST (64). The main content area shows two product listings. The first listing is for "Shoot for OTT platforms", described as a chat-overlay SDK for the Media to integrate in their OTT platforms to socialize, engage, know, and monetize their audience. It is offered by a business developer at BARCELONA, Spain, and is marked as "Available". The second listing is for "RFID M/W solution", described as a solution for several world-class companies for more than 10 years, which can provide qualitative & cost-effective... It is offered by Jaesoon Lee, Sales manager at Suwon, Korea, Republic Of, and is marked as "Not available".

FILTERS

- You can use the **search engine to do free text search** within any participant market places.

- Filter by **Product**
- Filter by **Service**
- Filter by **Project Cooperation**
- Filter by **Investment**
- Filter by **Request**

*The above filters are drop-downs, you can choose different Keywords to filter more specifically.

4. Request meetings

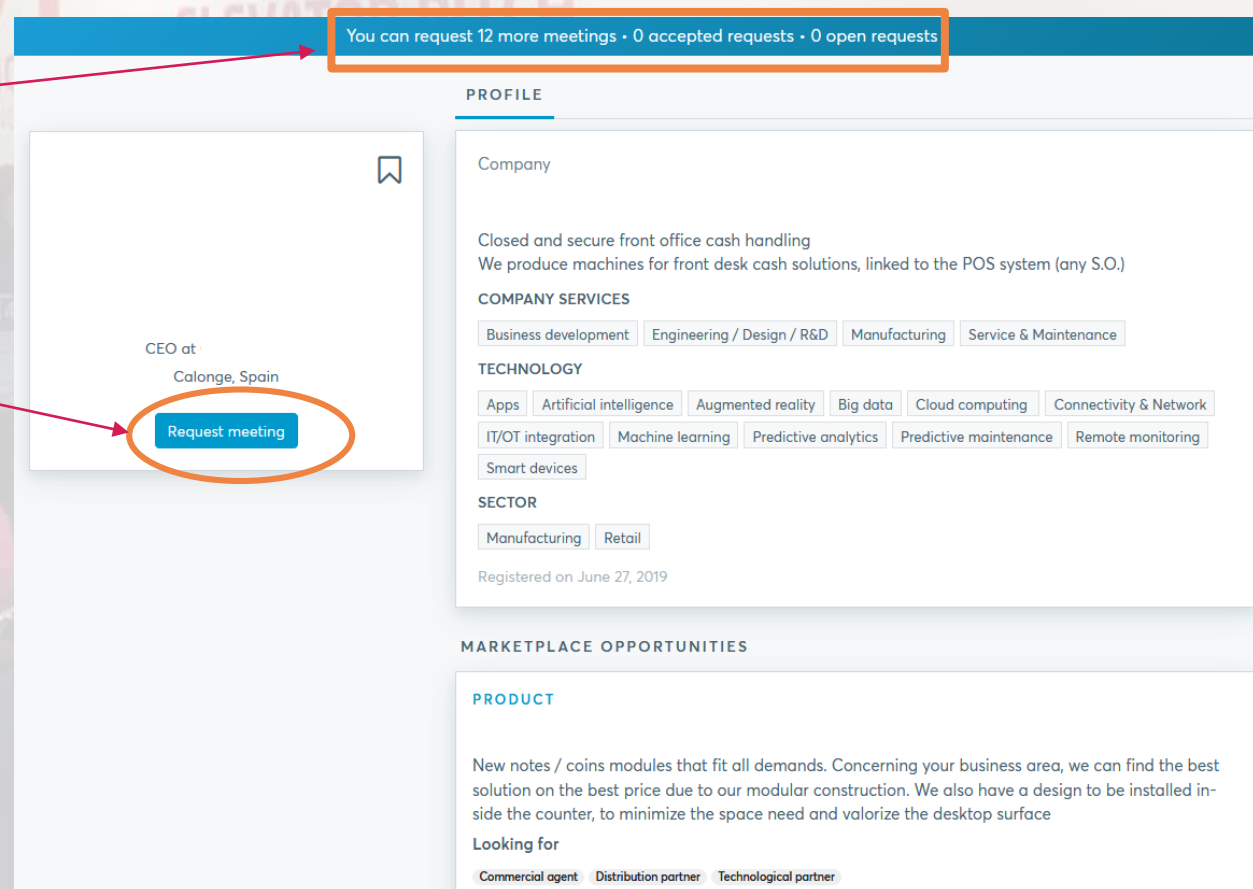
Depending on your Attendance availability you'll be able to have X number of meetings.

The meeting length is 20 minutes.

If you want to meet with a participant, click on the **Request meeting button**.

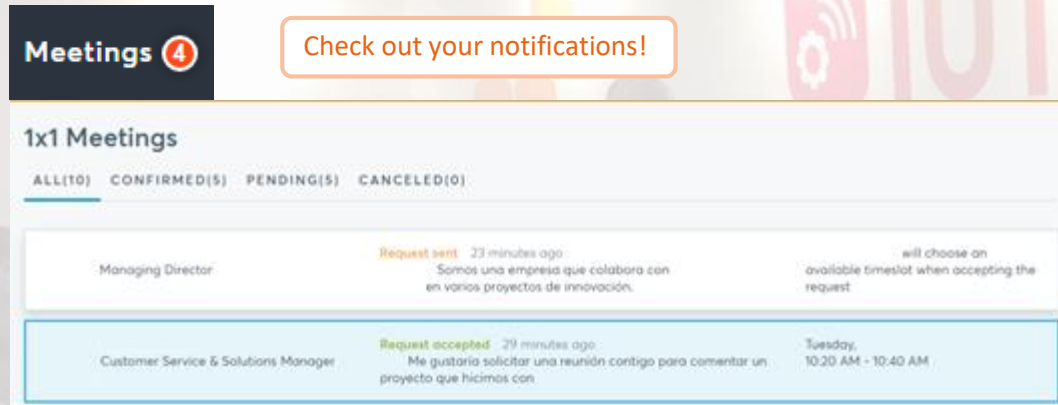
Use the **internal chat** to express the purpose of the meeting or to inform of any changes.

If the participant is **Not Available** it means his/her attendance time slots do not coincide with yours. We suggest you to increase your attendance time slots in order to coincide and be able to request him/her a meeting.

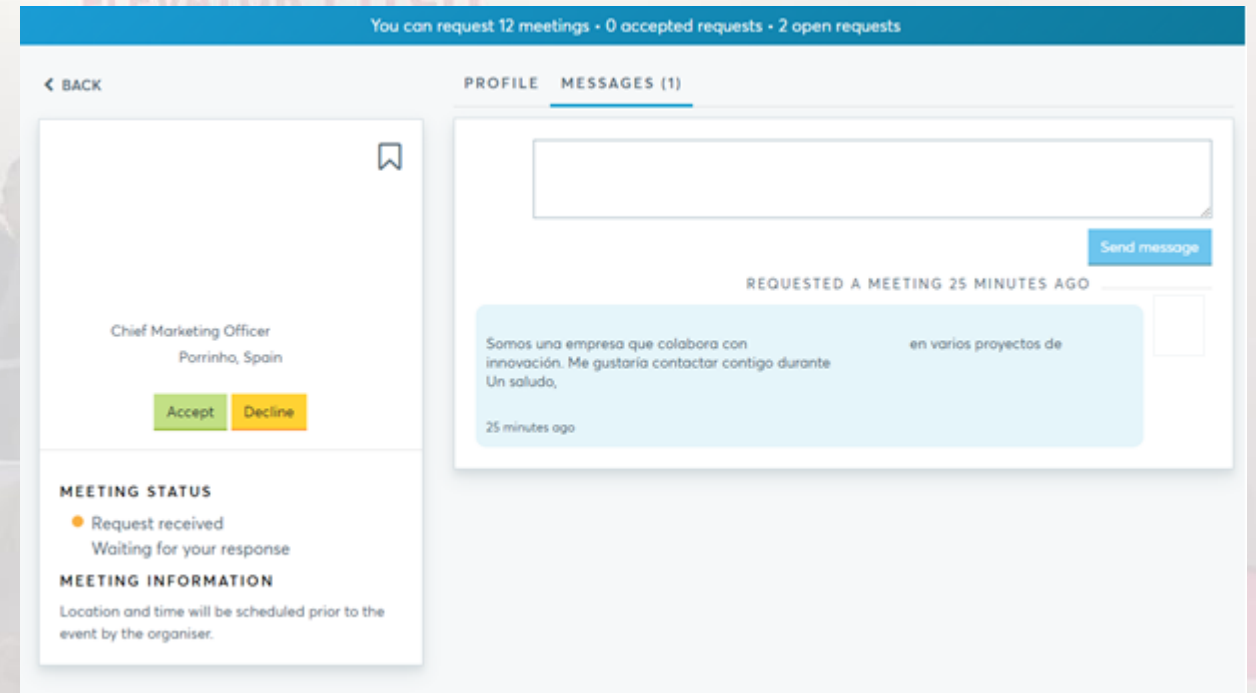


The screenshot displays the IOT Brokerage Event interface. At the top, a blue banner indicates: "You can request 12 more meetings • 0 accepted requests • 0 open requests". Below this, the "PROFILE" section for a participant is shown. The participant is identified as "CEO at Calonge, Spain". A blue "Request meeting" button is highlighted with an orange circle. To the right of the profile, the participant's details are listed: "Company: Closed and secure front office cash handling. We produce machines for front desk cash solutions, linked to the POS system (any S.O.)". Under "COMPANY SERVICES", there are tags for "Business development", "Engineering / Design / R&D", "Manufacturing", and "Service & Maintenance". The "TECHNOLOGY" section includes tags for "Apps", "Artificial intelligence", "Augmented reality", "Big data", "Cloud computing", "Connectivity & Network", "IT/OT integration", "Machine learning", "Predictive analytics", "Predictive maintenance", and "Remote monitoring". The "SECTOR" section has tags for "Manufacturing" and "Retail". Below this, it states "Registered on June 27, 2019". The "MARKETPLACE OPPORTUNITIES" section includes a "PRODUCT" description: "New notes / coins modules that fit all demands. Concerning your business area, we can find the best solution on the best price due to our modular construction. We also have a design to be installed inside the counter, to minimize the space need and valorize the desktop surface". Under "Looking for", there are tags for "Commercial agent", "Distribution partner", and "Technological partner".

5. Accept and decline meetings



1. You will receive e-mail notifications about your meeting requests.
2. **Answer all your pending requests (ACCEPT OR DECLINE) do not leave them pending** because they block your time while in pending status.
3. **Respect your colleagues.** If you can not attend the meeting please inform the other participant.
 1. **RESCHEDULE: Do not cancel the meeting and send him/her a message to meet** at another time. You can come to the brokerage event area and use one of our tables upon availability.
 2. **CANCEL THE MEETING ONLY** if you are certain you do not want to hold the meeting.



6. Practical example #1

14 Participants found

Search

BOOKMARKED

MATCHMAKING

COUNTRIES

ORGANIZATION TYPES

☒ Large corporation looking for new technologies/solutions (14)

☐ Company (160)

☐ Government/Public administration (13)

☐ R&D Institution/University (11)

☐ Other (9)

☐ Investor (6)

☐ Sectorial Cluster/Association (6)

☐ Cascade Funding (1)

Show less

BUSINESS FIELD

Not available

VP Regional Digital Transformation

CABA, ARGENTINA

Available

ITAS Europe Technical Lead

MADRID, SPAIN

Available

manager

SANTA COLOMA DE CERVELLÓ, SPAIN

Not available

Innovation Manager



TORA, SPAIN


Available


Managing Director

WINNIPEG, CANADA

Use the “Participants” tab and filter by organization types to search for large corporations looking for new solutions/technologies.

  Generalitat de Catalunya

 European Commission

 enterprise europe network
Business Support on Your Doorstep

7. Practical example #2



108 Participants found

Search

BOOKMARKED

MATCHMAKING

COUNTRIES

ORGANIZATION TYPES

BUSINESS FIELD

TECHNOLOGY

☒ IT/OT integration (108)

☐ Smart devices (67)

☐ Big data (53)

☐ Artificial intelligence (52)

☐ Connectivity & Network (50)

Show more (31)

SECTOR

☐ Enabling IoT (90)

☐ Connected transport & logistics (59)

☐ Energy & Utilities (55)

☐ Manufacturing (52)

Show more (6)

COMPANY SERVICES

☐ Engineering / Design / R&D (65)

☐ Business development (48)

☐ Service & Maintenance (39)

☐ Sales & Distribution (33)

Show more (5)

IoT Senior Business Consultant

Available

BARCELONA, SPAIN

CEO

Available

CALONGE, SPAIN

CEO

Available

MANRESA, SPAIN

CEO

Available

TARRAGONA, SPAIN

CEO

Available

BARCELONA, SPAIN

Client Manager

Available

BARCELONA, SPAIN

CEO

Available

VIGO, SPAIN

Filters to be applied in the “Participants” tab when looking for companies working on IT/OT integration.

ACCIÓ Generalitat de Catalunya

European Commission

enterprise europe network
Business Support on Your Doorstep

8. Practical example #3



Use the “Marketplace” tab when looking for Open Calls related project cooperation opportunities

Use the “Marketplace” tab when looking for manufacture related project opportunities

5 Opportunities found

☐ PRODUCT (10)

☐ SERVICE (1)

☒ PROJECT COOPERATION (5)

Stage

☐ Early (4)

☐ Planning (2)

☐ Execution (1)

Topic

☐ Buildings & Infrastructures (1)

☐ Connected transport & logistics (3)

☐ Enabling IoT (1)

☐ Energy & Utilities (2)

Show more (2) ▾

Call

☐ Cascade Funding - L4MS: Smart Logistcs for Manufacturing (1)

☐ Cascade Funding - AMABLE: Additively Manufacturable (1)

Type

☐ Research (5)

☐ Technical (5)

☐ Sales/Distribution (1)

☒ INVESTMENT (2)

☐ REQUEST (3)

PROJECT COOPERATIONOctober 07, 2019

AMABLE Open Call
We have opened the third open call for proposals on innovative products that need additive manufacturing (AM) to become alive. The time to submit is three month which will be full of information through web cas...
Early **Research** **Technical** **Manufacturing** **Open industry**
Coordinator EU Projects Department
Available

PROJECT COOPERATIONSeptember 18, 2019

H2020 R&D and cooperation projects - Call for Proposals 2019 Energy Efficient B...
is looking for collaborations with public and private organisations interested in Horizon 2020 Energy Efficiency Call for Proposals 2019 focused on the following topics - Upgrading buildings' energy performa...
Early **Planning** **Research** **Technical** **Manufacturing** **Energy & Utilities**
project manager
Piombo Dese, Italy
Available

PROJECT COOPERATIONSeptember 18, 2019

H2020 Collaboration & Partnerships with Research Centers, Universities, etc.
is looking for new collaborations with research centers, universities, etc. in the field of Mobility, Logistics, Smart City and Automotive. More specifically within the scope of EVs, CAV, Smart Mobility, Sm...
Early **Research** **Technical** **Energy & Utilities** **Connected transport & logistics**
Corporate Development Director
Barcelona, Spain
Available

PROJECT COOPERATIONOctober 07, 2019

L4MS Open Call
L4MS helps small and medium-sized manufacturers and automation providers to pilot advanced technologies in factories by offering industrial IoT platform to connect factory equipment and test the des...
Early **Research** **Technical** **Enabling IoT** **Manufacturing** **Connected transport & logistics**
Coordinator EU Projects Department
Available

8 Opportunities found

☐ PRODUCT (6)

☐ SERVICE (1)

☐ PROJECT COOPERATION (1)

☐ INVESTMENT (0)

☐ REQUEST (0)

PRODUCTJuly 02, 2019

Custom industrial IoT devices through standard modules
We manufacture custom Industrial devices in accordance to your needs without R&D costs, with very fast time to market, without the need to manuf...
Other **Enabling IoT** **Manufacturing** **Commercial agent** **Energy & Utilities**
CEO
Viladecavalls, Spain
Available

PRODUCTJune 13, 2019

AR for Smart Worker
Apply AR techniques to empower workers and reduce the presence of the paper as the support for operate (manufacture or service)
Manufacturing **Open industry** **Commercial agent** **Connected transport & logistics**
IoT Senior Business Consultant
Barcelona, Spain
Available

PRODUCTJuly 29, 2019

Flexible graphene oxide electrodes
We have developed a new method for the manufacture of flexible electrodes. The electrodes have low electrical resistance and high capacitance. They are...
Licensee **Healthcare** **Enabling IoT** **Technological partner**
Technology Transfer Officer
Bellaterra, Spain
Available

SERVICEAugust 12, 2019

IoT integration
We are one of the main IoT integrators in Latam, we can import/export, manufacture, deploy, integrate , support and maintenance.
Retail **Agriculture** **Enabling IoT** **Manufacturing** **Manufacturing** **Energy & Utilities**
VP Regional Digital Transformation
CABA, Argentina
Not available

Contact us!

- If you have any questions, do not hesitate to contact us!



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[#IOTBrokerage](https://twitter.com/IOTBrokerage)

ACCIÓ

 **Generalitat
de Catalunya**



The logo for Enterprise Europe Network, featuring a circle of twelve gold stars and the text "enterprise europe network" in blue, with the tagline "Business Support on Your Doorstep" below it.