#IOTBrokerage

IoT Solutions World Congress

Brokerage Event

BOOKING OF MEETINGS GUIDELINE

HTTPS://IOT2019.B2MATCH.IO/

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1. Ways to search participants

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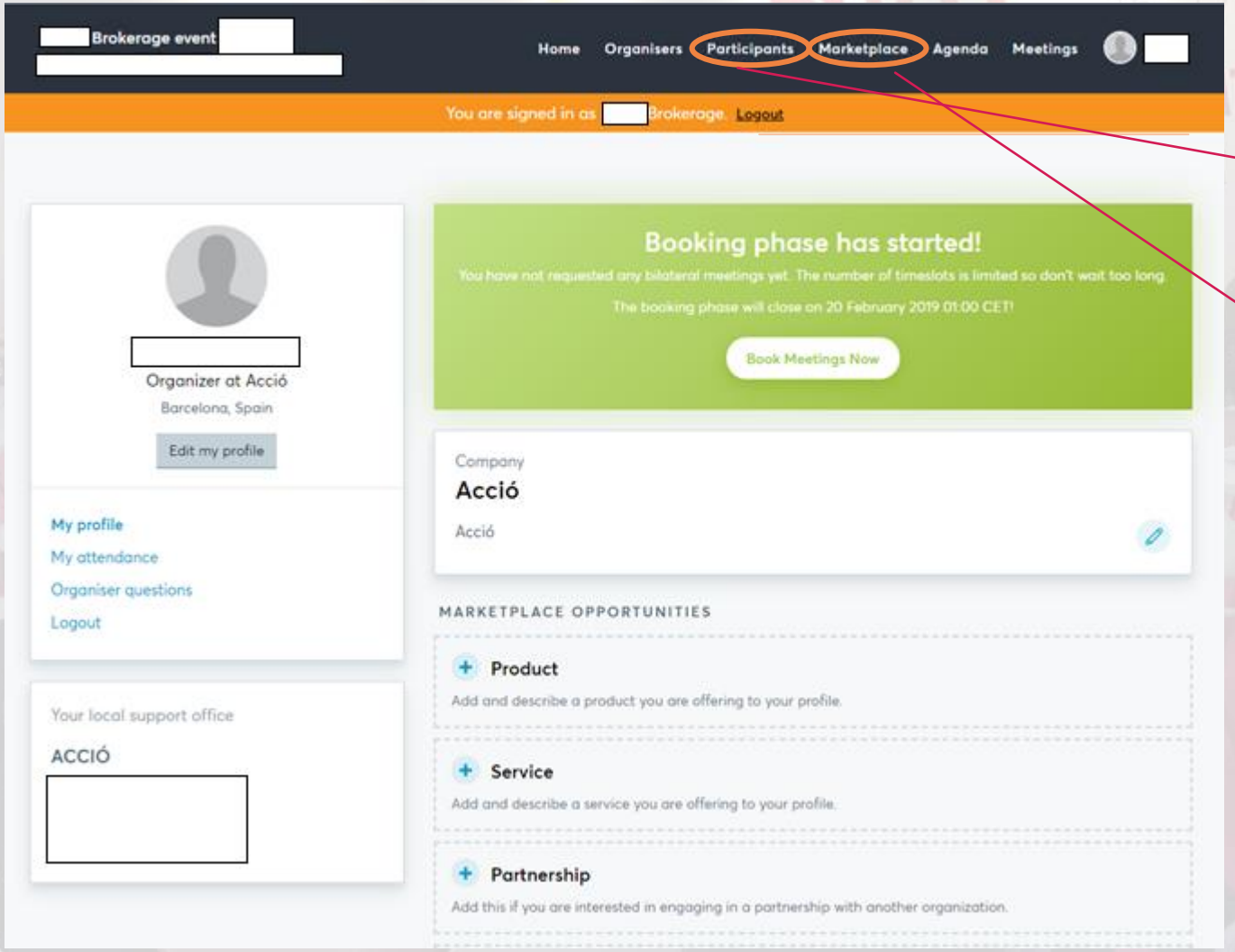

How to request meetings to participants according to your interests?

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.

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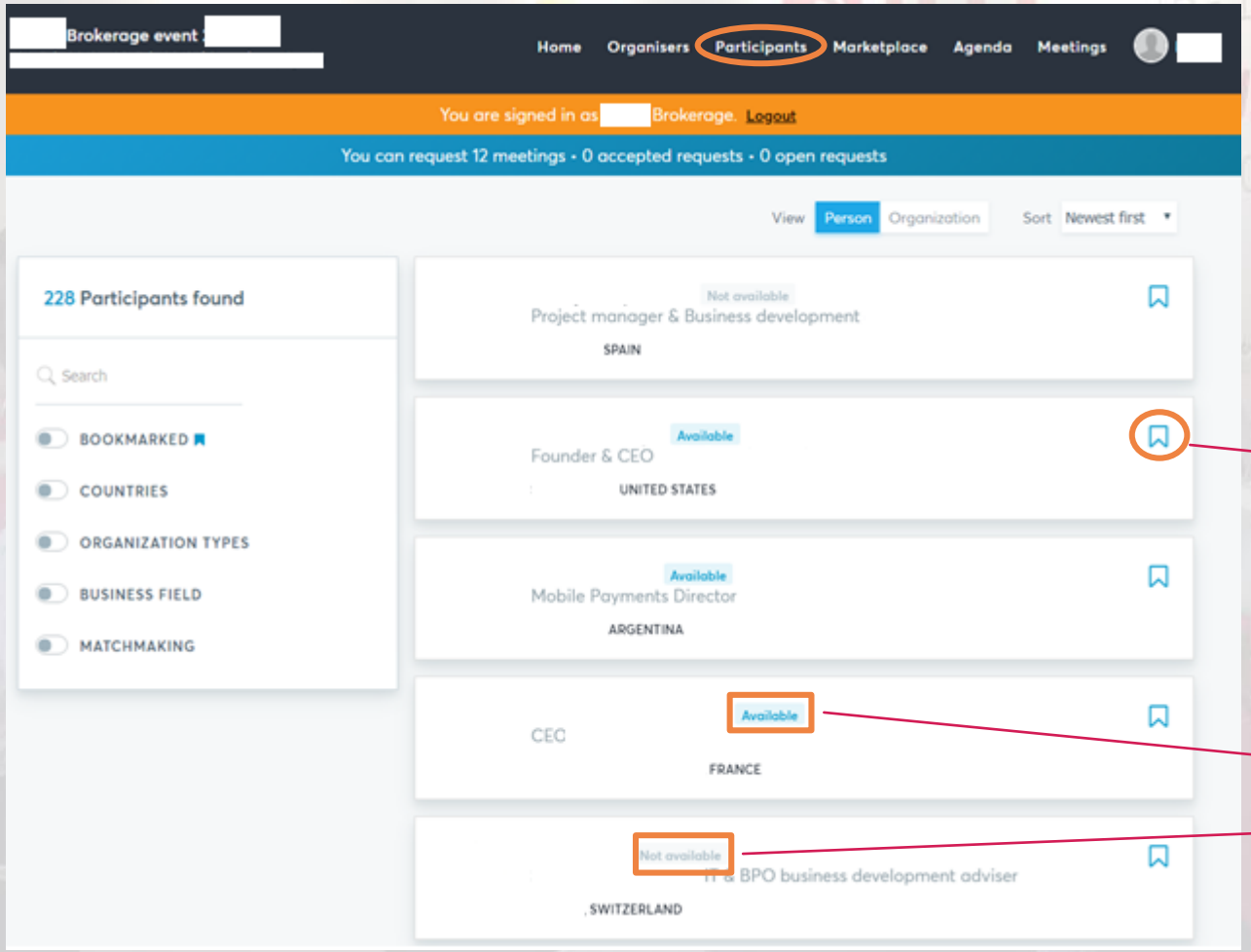
2. Use the “Participants” tab



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

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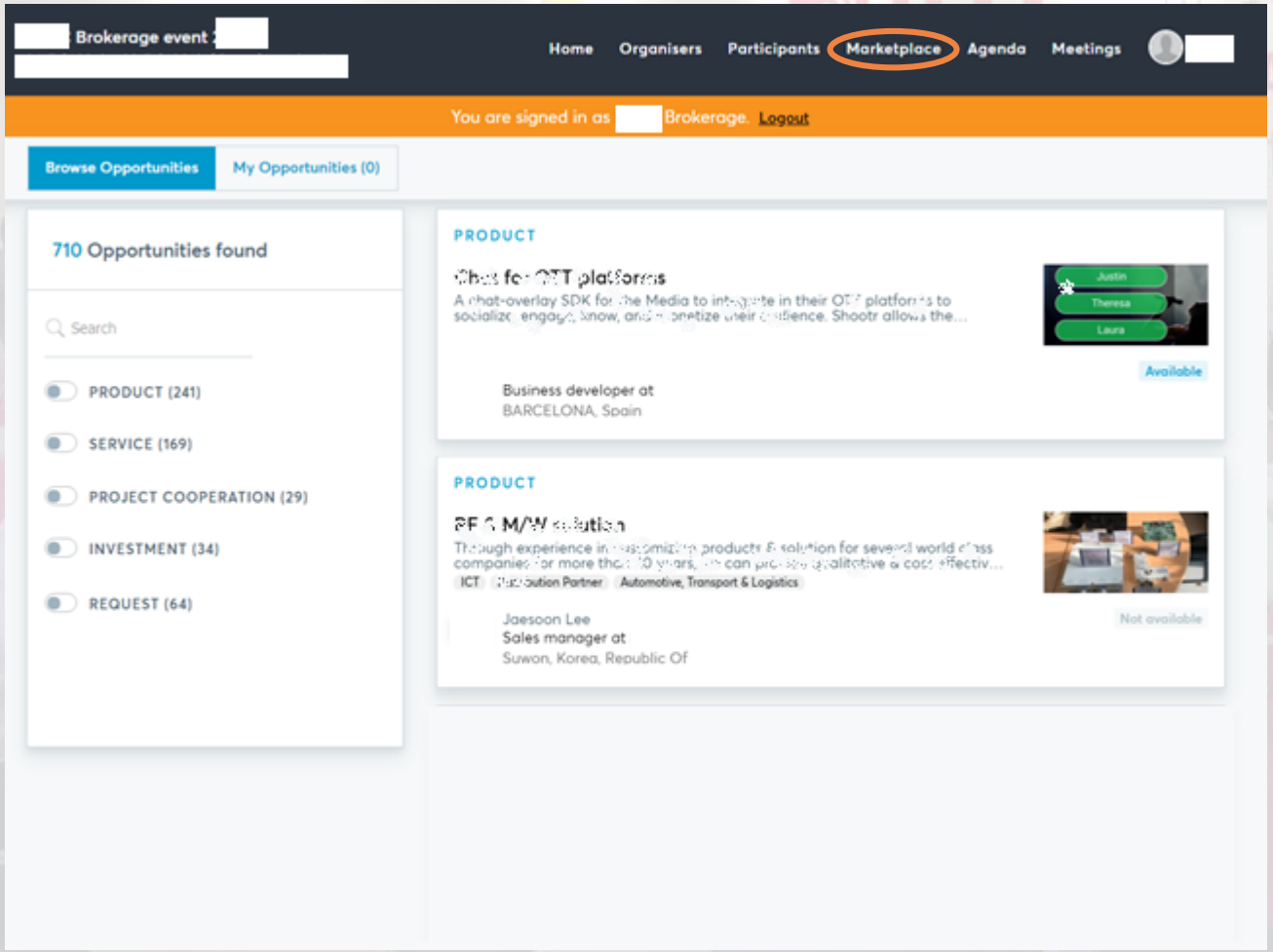

FILTERS

- 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.

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4. Request meetings

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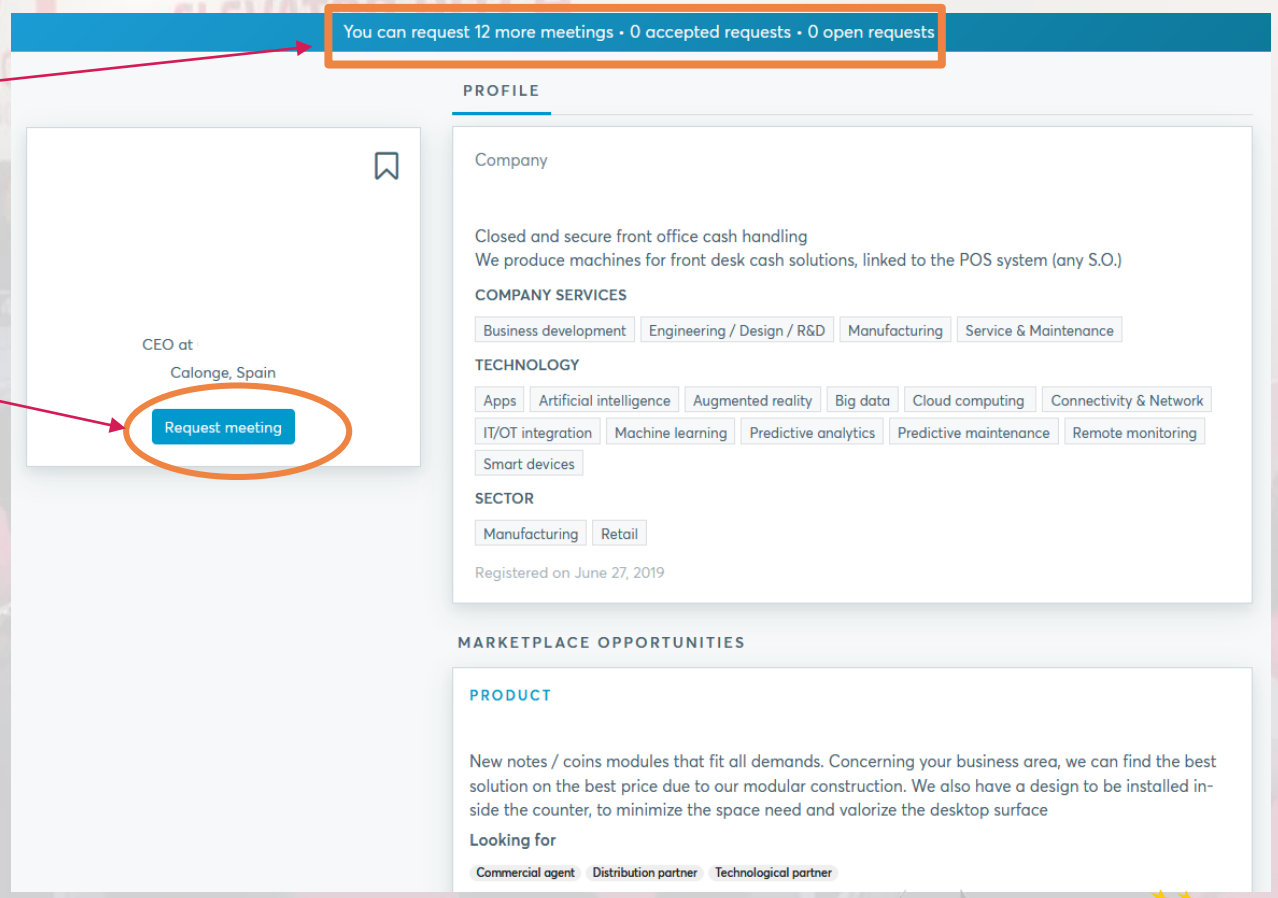
Depending on your Attendance availability you'll be able to have X number of meetings.
The meeting length is 20 minutes.

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.



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5. Accept and decline meetings

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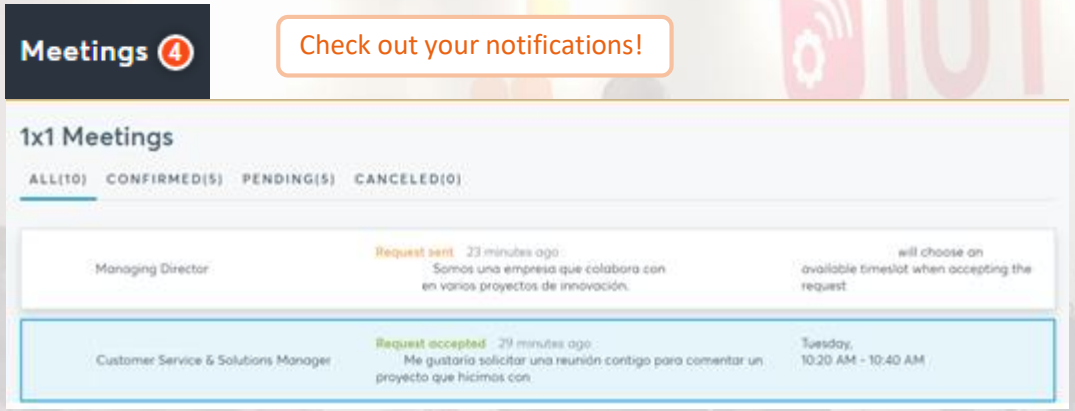

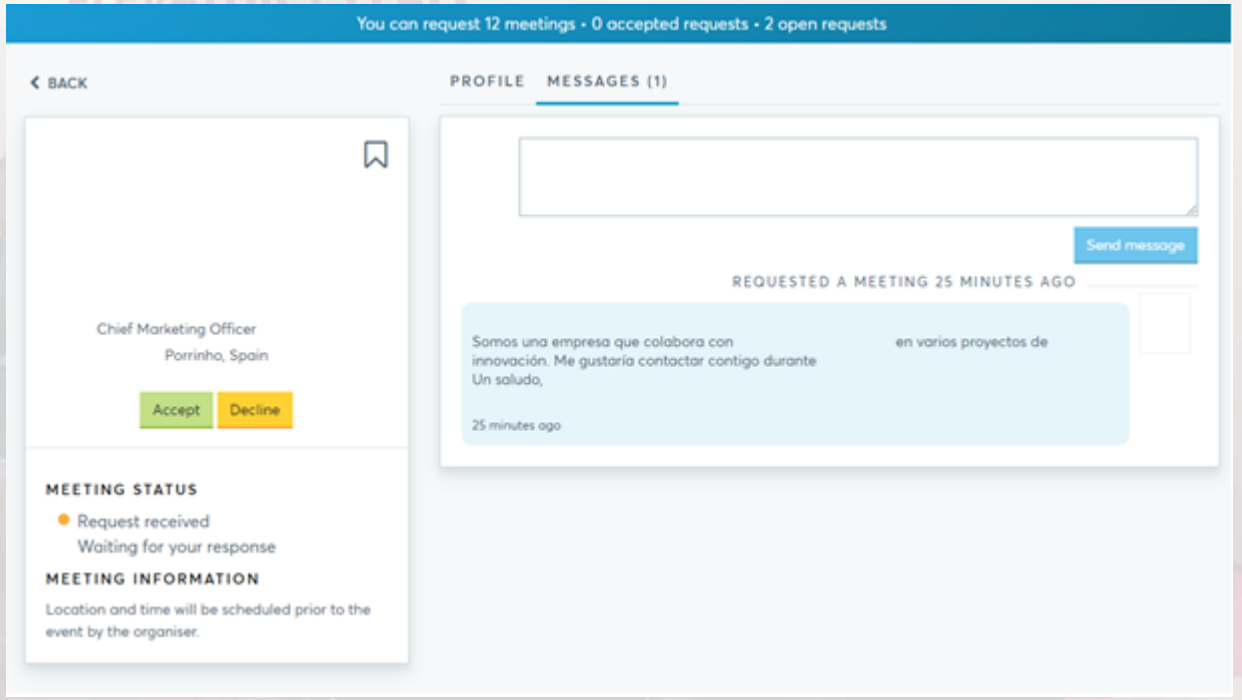

1. You will receive e-mail notifications about your meeting requests.
2. **Answer all your pending requests (ACCEPT OR DECLINE) do not leave them pending** because they block your time while in pending status.
3. **Respect your colleagues.** If you can not attend the meeting please inform the other participant.
    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.

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6. Practical example #1

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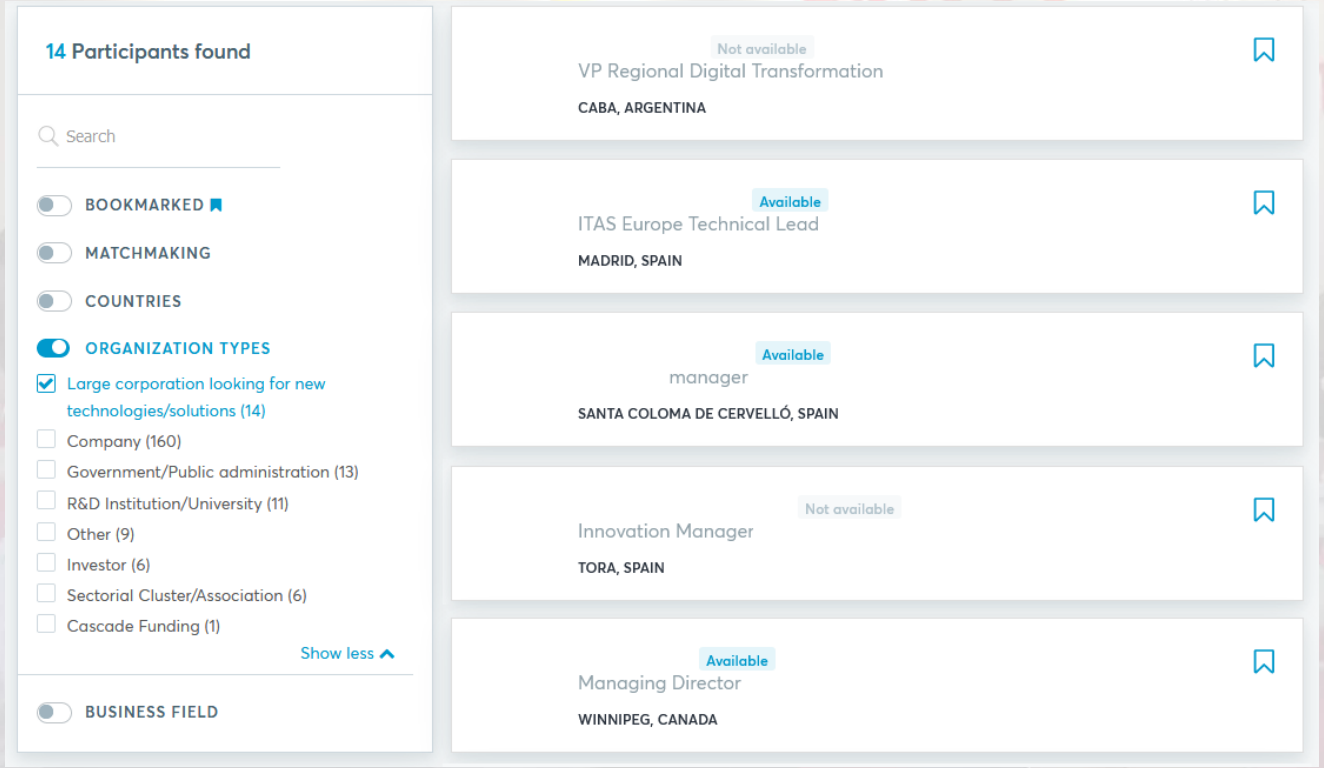

Use the "Participants" tab and filter by organization types to search for large corporations looking for new solutions/technologies.

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7. Practical example #2

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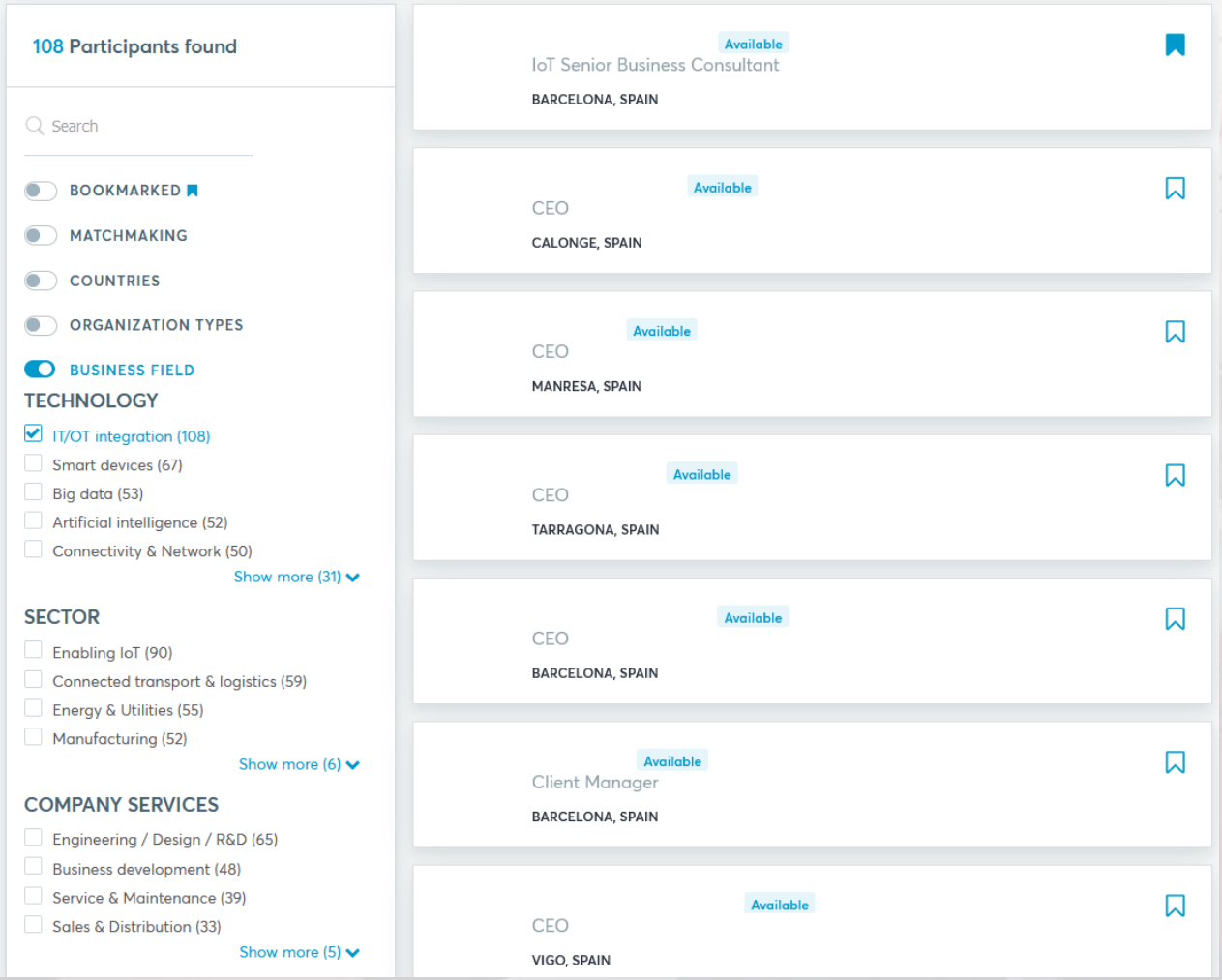
Filters to be applied in the “Participants” tab when looking for companies working on IT/OT integration.



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8. Practical example #3

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

5 Opportunities found

open call

- PRODUCT (10)
- SERVICE (1)
- PROJECT COOPERATION (5)

Stage
- Early (4)
- Planing (2)
- Execution (1)

Topic
- Buildings & Infraestructures (1)
- Connected transport & logistics (3)
- Enabling IoT (1)
- Energy & Utilities (2)

Show more (2)

Call
- Cascade Funding - L4MS: Smart Logisitcs for Manufacturing (1)
- Cascade Funding - AMABLE: Additively Manufacturable (1)

Type
- Research (5)
- Technical (5)
- Sales/Distribution (1)

- INVESTMENT (2)
- REQUEST (3)

PROJECT COOPERATION — October 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

Available

Coordinator EU Projects Department

PROJECT COOPERATION — September 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 · Planing · Research · Technical · Manufacturing · Energy & Utilities

Available

project manager
Piombino Dese, Italy

PROJECT COOPERATION — September 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

Available

Corporate Development Director
Barcelona, Spain

PROJECT COOPERATION — October 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

Available

Coordinator EU Projects Department

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

8 Opportunities found

manufacture

- PRODUCT (6)
- SERVICE (1)
- PROJECT COOPERATION (1)
- INVESTMENT (0)
- REQUEST (0)

PRODUCT — July 02, 2019

Custom industrial IoT devices throught 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

Available

CEO
Viladecavalls, Spain

PRODUCT — June 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

Available

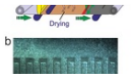
IoT Senior Business Consultant
Barcelona, Spain

PRODUCT — July 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



Available

Technology Transfer Officer
Bellaterra, Spain

SERVICE — August 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

Not available

VP Regional Digital Transformation
CABA, Argentina

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Contact us!

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

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