

#CETI_H2020 Brokerage event

Directions for the afternoon sessions

Camille Lépinay, SC5 NCP Brussels

9th October 2019

Afternoon sessions



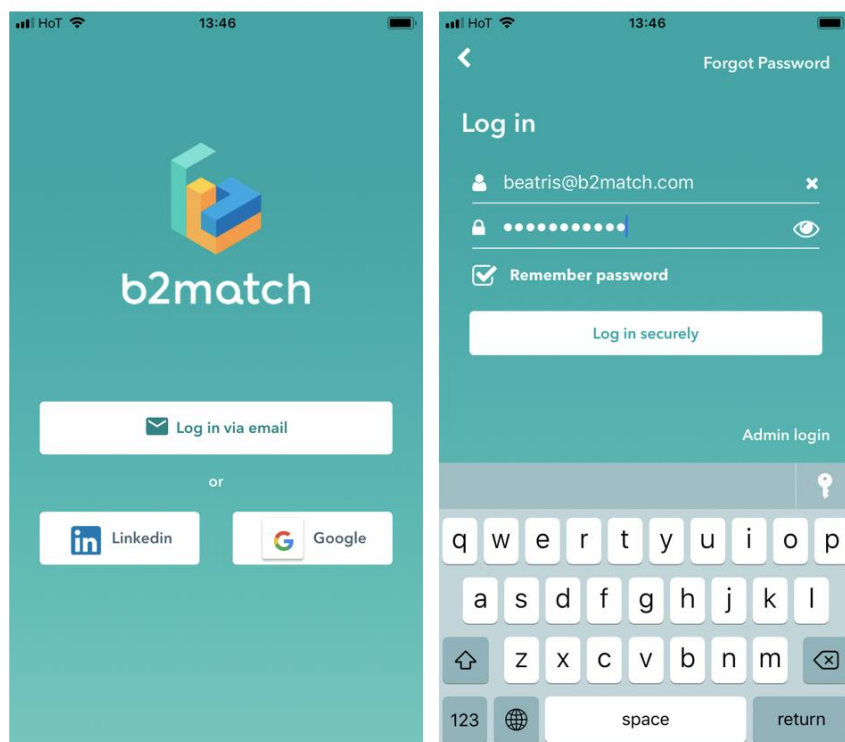
- *12h00-13h00: Networking Lunch (ground floor)*
- 13h00-14h00: Flash Project idea Presentations
 - **GROUP SC2/SC5 (here)**
 - **GROUP NMBP/SC3/general (second floor)**
- *14:00 - 14:30 : Coffee Break (ground floor)*
- 14h30-17h30: Matchmaking
 - **up to 9 bilateral meetings (here)**
- *17h30-18h30: Networking Cocktail (ground floor)*



B2Match app for your agenda



Or connect on the website <https://ceti-h2020.b2match.io/>



Bilateral Meetings

- Know your goal = agreement to be partners for an H2020 project
- Adapt your pitch to your interlocutor
 - Are you host or guest of the meeting?
 - Candidates for being coordinator or partner ?



20 min : timekeeping!



- Focus on providing the 3 most important of info
- Also time
 - to listen to what your counterpart has to say
 - To discuss the potential collaboration
- Take notes + summarize the key points to bring back at home
- If no cooperation possible > end meeting > time to prepare next





Next: the Follow up

- Why?
 - Time invested to come
 - Don't miss an opportunity
 - Out of respect for the counterpart (negative or positive feedback)
 - Reporting for EU fundings
- For you : Follow through within a day on your promises
- For us :
 - How ? Online questionnaire
 - When ? now and after the topic deadline
 - Follow up by your EEN support office and/or your NCP

Rating in B2Match app



[←](#) Participant

Vicêncio Da paz
judge
Wyman, Homenick and Mráz

[Message](#)

Request accepted

Meeting Information

10:20 - 10:40
Tue, Mar 5, 2019
Table 3

Organisation Details

Type

Please leave a feedback for this meeting >

[←](#) Feedback

Did not take place

Rate the meeting

Insufficient interest / no further contact

Very informative but no cooperation planned

Cooperation possible

Cooperation already agreed

Step 1 of 2 [Next](#)



Enjoy the matchmaking !

