enterprise europe network

Enterprise Europe Network

- Partner search support for your innovation projects -

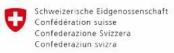
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Swiss Confederation

Innosuisse - Swiss Innovation Agency



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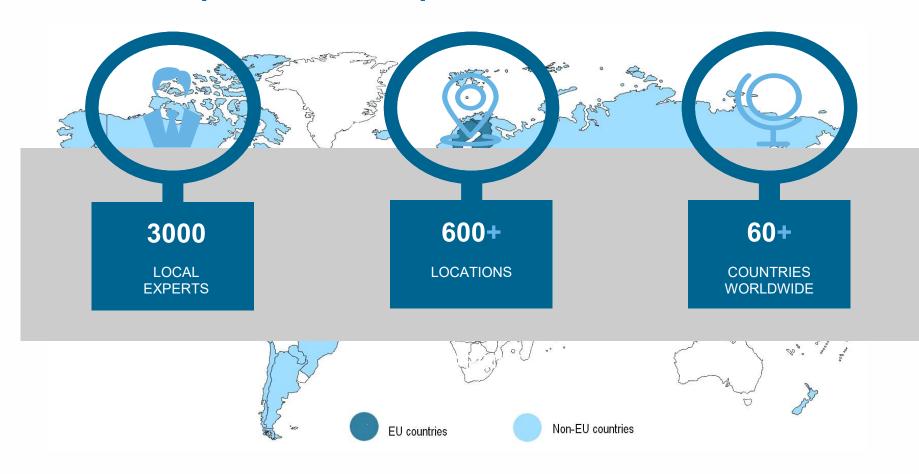
- 1. Introducing EEN
- 2. Identify and Meet potential partners
 - About B2Match and How it works
 - Creating profiles Marketplace Opportunities
 - Booking Meetings
 - Managing Meetings

3. Others

- B2Match guidelines useful information
- B2Match Technical Information
- Things to consider for a successful collaboration

WHO WE ARE

Enterprise Europe Network



enterprise europe network

'Helping Swiss and Korean clients, in academia and the private sector, in finding the best research, technology, innovation or business partner available'

Identify and Meet Potential Partners



Use the B2match platform

https://south-korea-swiss-call-2021.b2match.io/

- ✓ Register for the B2B
- ✓ Create a good profile
- ✓ Browse profiles of attendees
- ✓ Request meetings

B2match PLATFORM

Registration and booking process

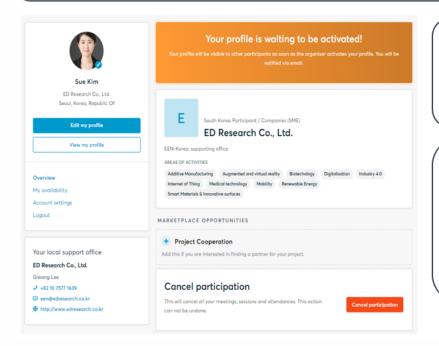
- 1. Create an Account
- 2. Complete your Profile
- 3. Add Marketplace Opportunities (Project Cooperation)
- 4. Partner Search and Book Meetings

B2match PLATFORM- "Marketplace Opportunities"

Congratulations, you have created your profile!

Just 1 step more: FILL IN THE MARKETPLACE SECTION.

Your profile will ONLY be activated when this section is also completed.



MARKETPLACE OPPORTUNITIES

Project Cooperation: Add a cooperation if you are Looking for a cooperation partner for your project. Ex: R&D (South Korean-Swiss bilateral call 2021), Technical, financing, etc.

How to make a strong profile to showcase your needs



Be sure to contain...

- Project goals*
- Project idea
- Your contribution
- Partners & expertise sought

B2match PLATFORM- "Marketplace Opportunities"

PROJECT COOPERATION

January 21, 2021

Flow Synthesis

We are currently working on the synthesis of highly reactive/corrosive and sensitive materials using micro-flow reaction techniques. Our pilot-scale reactor is highly corrosion resistant and can e.g. withst...

Conception phase Research & Development



Maurus Völkl Researcher at LMU Munich - Dept. of Chemistry Munich, Germany

PROJECT COOPERATION

January 18, 2021

Consortium projects at an international level

In order to validate the utility of its hydrogen carrier, HydroSil, HySiLabs would like to count on the expertise of the end users of hydrogen. The applications of hydrogen are to be deployed internationally...

Project phase Energy & Environment Research & Development



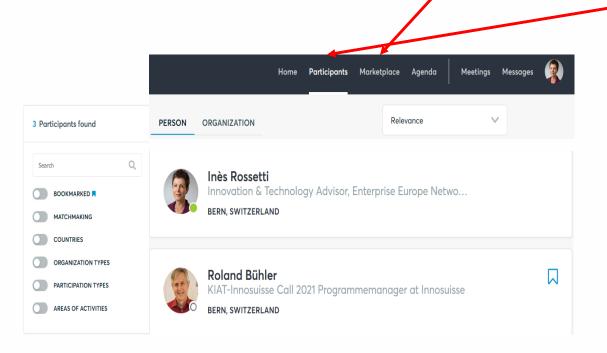
Belén Moreno

Business Developer at HySiLabs SAS

Aix-en-Provence, France

Partner Search / Book Meetings (1)

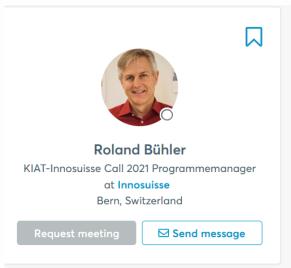
- Select partners in the **Marketplace** or **Participants** list



Then click on the participant's card in order to get in contact

Partner Search / Book Meetings (2)

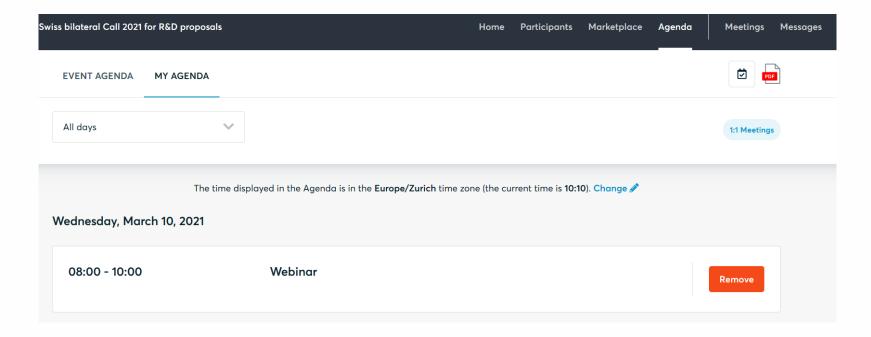
- Use the **Message** functionality to chat about common interests and availability.





Manage your B2B MEETINGS

Check My agenda and Meetings for your schedule and your list of confirmed meetings.



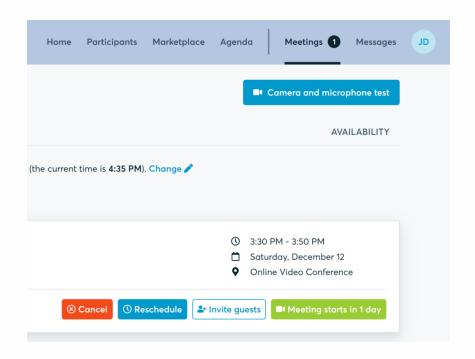
B2match GUIDELINES USEFUL INFORMATION

Check the pages "FAQ" & "How it works"

- Invite 3rd person other to join the meeting
- Create a marketplace item & add file
- Check your selection for the B2B
- Use the message

B2match TECHNICAL INFORMATION

- > Check your time zone
- Download the latest version of your browser:
 - Google Chrome version
 - Mozilla Firefox version
 - Microsoft Edge version
- Allow access to your camera & microphone



Identify and Meet Potential Partners



Specific support for project coordinator (or project seeking partner)

- Partner search template disseminated via different national communication channels
- Direct matching with partners you identified

Things to consider for a successful collaboration

- Before partner match
 - Capability of consortium coordinator in each country
 - 2. Communication with Funding agency
 - 3. Understanding the Difference in Cultural, social, and language



- Clear (or almost clear)
 definition of R&D topic
- 2. Proper assignment of project coordinator(individual or consortium)
- 3. Pre-determine Utilization of R&D project result

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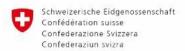
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Thank you for your attention









Swiss Confederation

Innosuisse - Swiss Innovation Agency



Business Support on Your Doorstep