

Enterprise Europe Network

- Partner search support for your innovation projects -

Sue Kim

EdResearch EEN South Korea



Inès Rossetti

Innosuisse EEN Switzerland



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Enterprise Europe Network



3000

LOCAL
EXPERTS



600+

LOCATIONS



60+

COUNTRIES
WORLDWIDE



South Korea – Switzerland Joint Call 2021

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.

Your profile is waiting to be activated!
Your profile will be visible to other participants as soon as the organiser activates your profile. You will be notified via email.

E South Korea Participant / Companies (SME)
ED Research Co., Ltd.
EEN-Korea, supporting office

AREAS OF ACTIVITIES
Additive Manufacturing Augmented and virtual reality Biotechnology Digitalisation Industry 4.0
Internet of Thing Medical technology Mobility Renewable Energy
Smart Materials & Innovative surfaces

MARKETPLACE OPPORTUNITIES
+ Project Cooperation
Add this if you are interested in finding a partner for your project.

Cancel participation
This will cancel all your meetings, sessions and attendances. This action can not be undone.

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



The screenshot displays the 'Participants' section of the Enterprise Europe Network. The top navigation bar includes 'Home', 'Participants', 'Marketplace', 'Agenda', 'Meetings', and 'Messages'. The 'Participants' tab is active. Below the navigation bar, there are tabs for 'PERSON' and 'ORGANIZATION', and a dropdown menu set to 'Relevance'. The search bar shows '3 Participants found'. On the left, there are filter options: 'BOOKMARKED', 'MATCHMAKING', 'COUNTRIES', 'ORGANIZATION TYPES', 'PARTICIPATION TYPES', and 'AREAS OF ACTIVITIES'. The main content area lists two participants:

- Inès Rossetti**
Innovation & Technology Advisor, Enterprise Europe Netwo...
BERN, SWITZERLAND
- Roland Bühler**
KIAT-Innosuisse Call 2021 Programmemanager at Innosuisse
BERN, SWITZERLAND

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.



Roland Bühler
KIAT-Innosuisse Call 2021 Programmmanager
at **Innosuisse**
Bern, Switzerland

[Request meeting](#) [Send message](#)



Association/Agency / Swiss Participant
Innosuisse

Innosuisse supports science-based innovation in the interest of the economy and society
Registered on February 03, 2021

Manage your B2B MEETINGS

Check [My agenda](#) and [Meetings](#) for your schedule and your list of confirmed meetings.

The screenshot shows the 'My Agenda' section of the Enterprise Europe Network portal. At the top, there is a dark navigation bar with the text 'Swiss bilateral Call 2021 for R&D proposals' on the left and navigation links for 'Home', 'Participants', 'Marketplace', 'Agenda', 'Meetings', and 'Messages' on the right. Below this, there are two tabs: 'EVENT AGENDA' and 'MY AGENDA', with 'MY AGENDA' being the active tab. To the right of the tabs are two icons: a calendar and a PDF document. A dropdown menu is set to 'All days'. On the right side, there is a blue pill-shaped button that says '1:1 Meetings'. Below this, a message states: 'The time displayed in the Agenda is in the Europe/Zurich time zone (the current time is 10:10). [Change](#)'. The main content area shows the date 'Wednesday, March 10, 2021' and a single meeting entry for '08:00 - 10:00' titled 'Webinar'. To the right of the meeting entry is an orange 'Remove' button.

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

The screenshot shows a meeting interface with the following elements:

- Navigation tabs: Home, Participants, Marketplace, Agenda, Meetings (1), Messages, JD.
- Buttons: Camera and microphone test.
- Section: AVAILABILITY.
- Text: (the current time is 4:35 PM). [Change](#)
- Meeting details:
 - 🕒 3:30 PM - 3:50 PM
 - 📅 Saturday, December 12
 - 📍 Online Video Conference
- Action buttons: Cancel, Reschedule, Invite guests, Meeting starts in 1 day.

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

1. **Capability of consortium coordinator in each country**
2. **Communication with Funding agency**
3. **Understanding the Difference in Cultural, social, and language**



✓ **After** partner match

1. **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**

enterprise europe network

CONTACT US

Sue Kim

EdResearch EEN South Korea
sj.kim@edresearch.co.kr
+82 2 3016 5404

Inès Rossetti

Innosuisse EEN Switzerland
Ines.rossetti@innosuisse.ch
+41 58 468 70 38

Thank you for your attention

