How to utilize the B2Match tool in order to achieve successful meetings

Daniel Cosnita

ECCP Team Member















Registration/Log in





















Cancel registration















Cancel registration









otember 12, 2024 | Montreal, Canada



Tuesday, September 10, 2024

Gathering for the Site Visits

Time 08:30 - 09:15

Site Visits

(Time 09:15 - 12:10

Stop 1: SCALE AI, Mila, Ivado Labs Stop2: Next AI Stop3: Centech

Transfer back to Double Tree by Hilton

Time 12:10 - 12:30

Registration and Networking Lunch

Time 12:30 - 13:30

Location Hotel Double Tree by Hilton Montreal

















Marketplace













You are signed in as an organiser. Logout



Daniel Cosnita

President at Romanian Cluster Association Bucharest, Romania

Edit my profile

Overview

My availability

My opportunities

Company representatives

Organizer questions

Account settings

Logout

You've successfully signed up for the EU-Canada **Matchmaking Event Montreal 2024!**

You'll receive an email confirmation shortly.

Your profile is waiting to be activated!

Your profile will be visible to other participants and you can request meetings as soon as the organiser activates your profile. You will be notified via email.

Create an opportunity

You don't have any visible opportunities on your company profile. Please create new ones or publish the existing ones in case you have any from previous events.

Add an Opportunity















Create an opportunity

ng Event Montreal 2024 Home Participants Marketplace Agenda Meetings Conversations 12, 2024 | Montreal, Canada You are signed in as an organiser. Logout



Romanian Cluster Association



Product

Add and describe a product you offer.



Service

Add and describe a service you offer.



Partnership

Add this if you are interested in engaging in a partnership with another organisation.



Project Cooperation

Add this if you are interested in finding a partner for your project.



Investment

Add this if you seek investment opportunities.



Expertise

Add your area of expertise and describe what you can offer to other participants.



Request

Add if you have anything specific you are looking for.











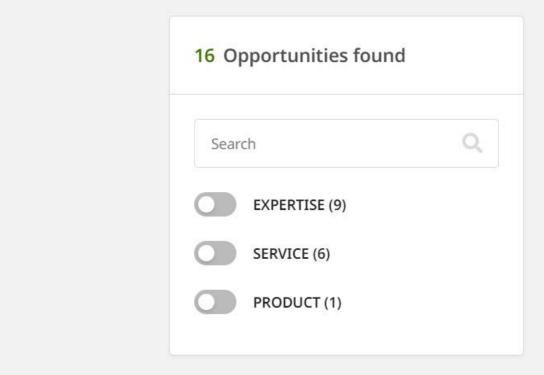


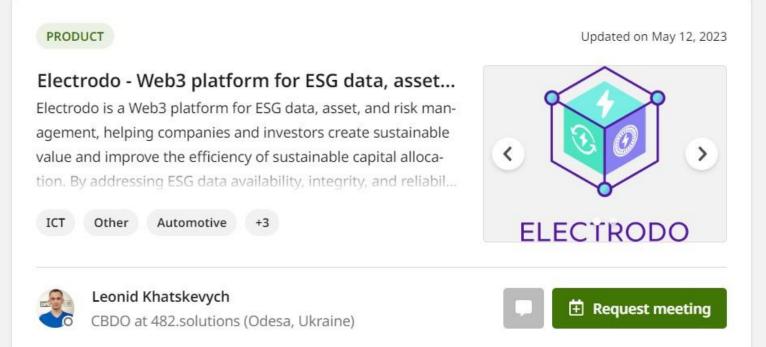




Marketplace

Add an Opportunity





EXPERTISE

Updated on May 11, 2023

Web Development, IT Outstaffing, EoR

For over 14 years, Cleveroad has been a leading custom software development and PoC and outstaff nartner for major companies such as Porsche TDC and Lego, with a strong team of 280+ developers

















Participants





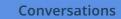








Meetings







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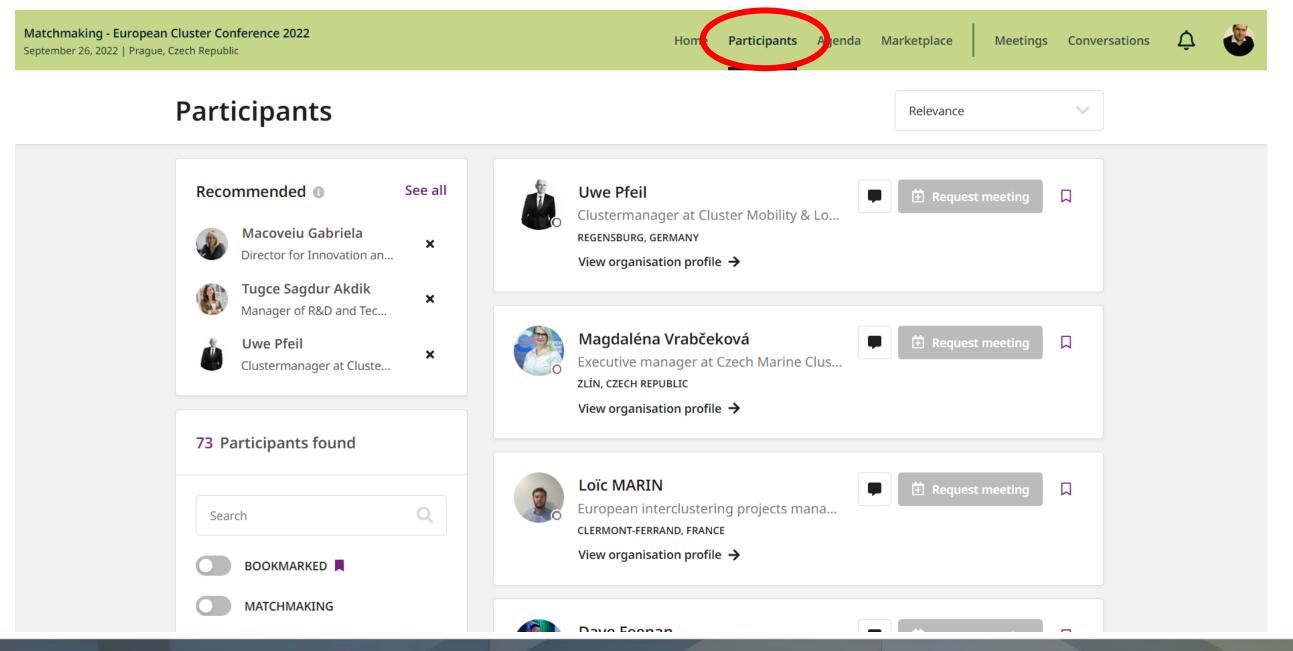








Select with whom to meet: Participants

















Meetings













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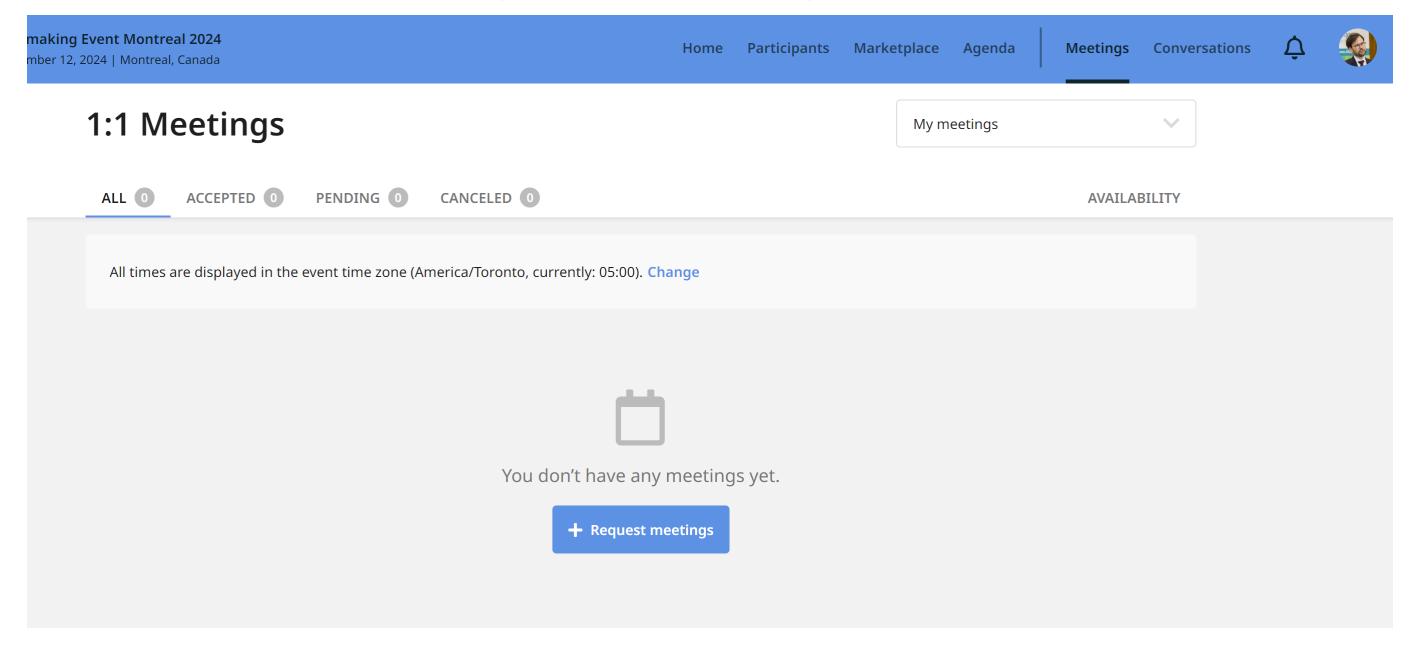








Book your meetings







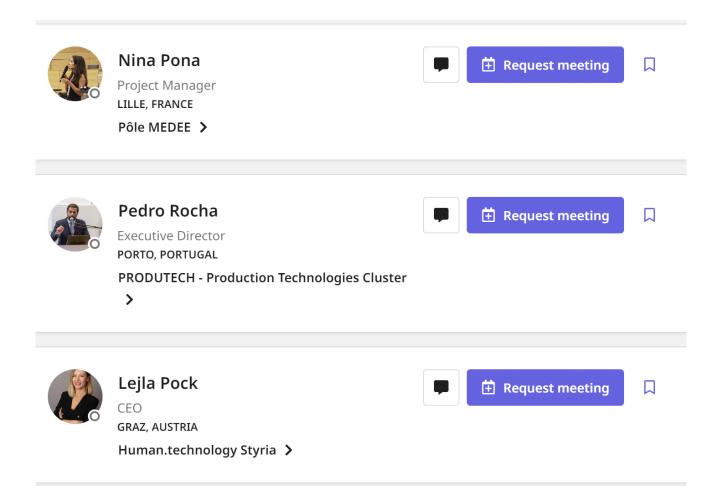








Book your meetings

















Agenda













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All times are displayed in the event time zone (America/Toronto, currently: 05:04). Change

Tuesday, September 10, 2024

08:30 - 09:15	Gathering for the Site Visits	Remove	
		Kelllove	

09:15 - 12:10	Site Visits	Rem	iove
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12:10 - 12:30	Transfer back to Double Tree by Hilton	Remove

12:30 - 13:30	Registration and Networking Lunch	Remove
	• Hotel Double Tree by Hilton Montreal	

13:30 - 13:45	Opening Remarks and Speeches	
	♥ Creation Room	













Remove





Conversations













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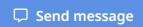








You don't have any messages yet. If you want to start a conversation, click on the "Send message" button bellow.



- Participants can interact with each other prior to the meetings through the **B2Match direct message** tool.
- The messages exchanged between participants are completely confidential

















Debriefing Survey











Debriefing survey

A link to a Debriefing Survey will be sent to the participants at the end of the matchmaking event, remember to check your e-mail.

Please do not miss the chance to provide us your feedback!













Nota Bene!











Some principles to remember!

- Exchanging information to find partners with complementary capabilities to achieve efficient and faster production, e.g. through quicker delivery of key inputs, can be beneficial and compatible with competition rules, if certain principles are observed:
- →exchange of commercial information is kept to the **minimum necessary and**
- → limited both in time and to resolving related supply challenges.
- Particularly sensitive information is prices, discounts, costs, sales, commercial strategies, expansion plans and investments, customers and suppliers lists, etc.
- → do not exchange such information with your direct competitor in relation to competing products.
- → if talking with a direct competitor at the event, keep notes on the subjects discussed.













Next Steps!











Next steps

- Booking meetings are open!
- Please create your matchmaking opportunities!
- Start booking meetings!
- On the day of the event, please check your meetings agenda (and download it)





















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n European Cluster Collaboration Platform



#ECCP #ECCPMatchmaking











