



An initiative of the European Union

**EUCLUSTERS**



**MATCHMAKING  
EVENTS**

# PARTICIPANTS BOOKLET



19 - 21 November 2024

**EU-India**

**#ECCPMatchmaking**

# EU-INDIA MATCHMAKING EVENT

## Background

The European Commission (EC) will organise the **EU – INDIA Matchmaking Event** in the context of the [Bengaluru Tech Summit 2024](#) which will be held on 19-21 November 2024.

The **EU – India Matchmaking Event** itself will take place on-site in Bengaluru, India 19-21 November 2024.

The event will be jointly organised by the European Commission through the European Cluster Collaboration Platform (ECCP), in collaboration with the Global Business Inroads the Enterprise Europe Network (EEN) partner and Government of Karnataka, Department of Electronics, Information Technology, Biotechnology and Science & Technology.

The **EU – India Matchmaking Event** will bring together cluster organisations and SMEs from the European Union (EU), non-EU countries participating in the Single Market Programme/COSME Strand, and India. It will provide participants an excellent chance to promote Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) collaborations.

## OVERALL AGENDA OF THE BUSINESS MISSION BY DAYS

18 November 2024

Arrival, check in

19 November 2024

Organised in the context of [Bengaluru Tech Summit 2024](#)

| Time          | Programme  |
|---------------|--|
| 08:30 – 9:15  | <b>Meet and greet. Who is Who in the group</b><br><b>Meeting room:</b> Esquire Hall<br>Location: <a href="#">The Chancery Pavilion Hotel</a><br>Address: #135, Residency Road, Bangalore - 560 025, India<br>- Moderated by ECCP and EISMEA  |
| 09:15: - 9:45 | <i>Bus Transfer from</i> <b>The Chancery Pavilion Hotel to</b> <a href="#">Bengaluru Tech Summit 2024</a>  |
| 9:45 – 10:00  | <b>Registration at</b> <a href="#">Bengaluru Tech Summit 2024</a><br><b>Bangalore Palace</b> , Bengaluru, Karnataka, India   |
| 10:00 – 13:00 | <b>Welcome on the expo floor. Official Opening</b><br><br><b>A selection of opportunities, <a href="#">based on the available programme of the event</a></b><br>The European Delegation will have the opportunity to attend the <b>Inaugural session</b> at Bengaluru tech Summit and take most of the offerings available at: <ul style="list-style-type: none"><li>• <b>Beyond Bengaluru</b>, an initiative of the Government of Karnataka is aimed at promoting the emerging innovation clusters like Hubballi-Dharwad-Belagavi, Kalaburagi, Mysuru, and Mangaluru. It will unite industry leaders, policymakers, R&amp;D community, startups and investors with focus on tech ecosystem, talent and tapping the investors to create two-way market access.</li><li>• <b>Global Innovation Alliance Zone (GIA)</b><ul style="list-style-type: none"><li>• GIA focuses on co-creation, co-innovation, and co-invention through Strategic G2G relationships, technology sharing, skilling cooperation, trade promotion, Startup support, and academic collaboration. Each GIA Partner country of BTS 2024 curates a dedicated session, conducts B2B meetings and showcases technological prowess in the GIA Exhibition Pavilion, which is a bustling business platform for diverse sectors.</li></ul></li><li>• <b>India Innovation Alliance Zone (IIA)</b> aims to connect innovation clusters across Indian States, promoting co-creation and co-invention. IIA will explore different ways these clusters can leverage each other's strengths to create a unified India Innovation Story and an IIA Expo Pavilion will showcase promising startups and their technologies.</li></ul> |

|                      |  |
|----------------------|--|
|                      | <ul style="list-style-type: none"> <li>• <b>Lab to Market</b> is a unique platform which encourages premier research institutes of India to exhibit, present, and conduct one-on-one meetings with industry, startups and investors to accelerate the Lab-to-Market journey of their potential innovations. This initiative is aimed at recognising disruptive research ideas and helping them become technologies with potential that can venture into the market.</li> </ul> |
| <b>13:00 – 14:00</b> | <b>Business lunch at the Expo</b><br>Included for EU delegates   |
| <b>14:00 – 15:00</b> | <b>Guided tour with key exhibitors</b>   |
| <b>15:00 – 18:00</b> | <b>Individual meetings with exhibitors.</b><br><b>B2B meetings, scheduled through the <a href="#">official App</a></b><br><br><b>Opportunity to attend various seminar sessions, available through the <a href="#">Summit Programme</a></b>  |

*Times shown, as well as the order of planned activities may be subject to change.*

## 20 November 2024

Organised in the context of [Bengaluru Tech Summit 2024](#)

**Location:** Bangalore Palace, Bengaluru, Karnataka, India

| Time                 | Programme  |
|----------------------|--|
| <b>09:15: - 9:45</b> | Bus Transfer from <b>The Chancery Pavilion Hotel</b> to <a href="#">Bengaluru Tech Summit 2024</a><br><u>Meeting point:</u> <b>The Chancery Pavilion Hotel</b> , main reception at <b>09:00am</b>  |
| <b>10:00 – 13:00</b> | <b>EU – India matchmaking:</b><br><b>Bilateral matchmaking sessions between participants</b><br>Scheduled through the official <a href="#">app of the Summit</a><br>B2B meetings will take place at the dedicated meeting area at the expo |
| <b>13:00 – 14:00</b> | <b>Business lunch at the Expo</b><br>Included for EU delegates   |
| <b>14:00: 16:00</b>  | <b>EU – India matchmaking:</b><br><b>Bilateral matchmaking sessions between participants</b><br>Scheduled through the official app of the Summit<br>B2B meetings will take place at the dedicated meeting area at the expo                 |

|               |   |
|---------------|---|
| 16:00 – 16:50 | <p><b>ECCP and GBI hosted seminar on:</b></p> <p><b>“Building Bridges: Strengthening EU-India Collaboration through Clusters and Industry Associations”</b></p> <p><b>Agenda:</b></p> <p><b>Opening Remarks and speeches on EU-India business cooperation</b></p> <ul style="list-style-type: none"> <li>- <b>Ms. Mariella Masselink</b>, Head of Unit, Industrial Forum, Alliances, Clusters, DG GROW, European Commission (video message)</li> <li>- <b>Harsha Lingam</b>, Chief Operating Officer (COO), Global Business Inroads (GBI)</li> </ul> <p><b>Presentation of the European Cluster Collaboration Platform</b></p> <ul style="list-style-type: none"> <li>- <b>Teodora Jilkova</b>, Veritas Cluster, ECCP Team Member</li> </ul> <p><b>Pitching Session: Presentation of EU and India delegations</b></p> <p>Location: <u>World Stage 1</u></p> |
| 17:00 – 17:30 | <p><b>Debriefing Session, Feedback</b> - performed by EISMEA and ECCP</p> <p>Location: (tbc)</p>  |
| 17:30 – 18:00 | <p>Bus Transfer from <u>Bengaluru Tech Summit 2024 to</u> <b>The Chancery Pavilion Hotel</b></p>  |
| 18:00 – 19:30 | <p>Free time</p> <p>Opportunity for meetings between EU delegates</p>   |
| 19:30 – 22:00 | <p><b>Networking Reception Dinner</b></p> <p><b>Location:</b> The Chancery Pavilion Hotel</p> <p><u>Alchemy Restaurant</u></p> <p>Included for EU delegates</p>   |

*Times shown, as well as the order of planned activities may be subject to change.*

21 November 2024

## Site Visits

| Time          | Programme  |
|---------------|--|
| 08:15 – 09:00 | <i>Bus Transfer from The Chancery Pavilion Hotel to</i> Site Visits<br><b>Meeting point:</b> The Chancery Pavilion Hotel (hotel lobby)<br><b>Meeting time: 08:10</b>   |
| 09:00 - 10:30 | <b>Site Visits</b><br>Site visits are a very important part of the overall mission, as they would allow EU delegates to meet with the local actors and their ecosystem. The first two visits (Stop 1 and 2 in the morning) are offered for the entire EU delegation, where delegates will be able to choose between track A or B in the afternoon.<br><br><b>Stop 1</b><br><b>NASSCOM:</b> <a href="https://www.coe-iot.com/">https://www.coe-iot.com/</a><br><u>Sectorial expertise:</u> IoT and AI<br><br>The Centre of Excellence for IoT & AI was announced by the Prime Minister Narendra Modi in July 2015 as a part of Digital India Initiative to jump start the IOT & AI ecosystem taking advantage of India's IT strengths and help the country attain a leadership role in the convergent area of hardware and software. The main objective of the centre is to create innovative applications and domain capability by harnessing the innovative nature of startup community and leveraging the experience of corporate players. To understand more, check our programs below. |
| 10:30 – 12:00 | <b>Stop 2</b><br><b>SFAL:</b> <a href="https://www.sfalcoe.com/">https://www.sfalcoe.com/</a><br><u>Sectorial focus:</u> <b>Semiconductor and Fabless Design</b><br><br>An initiative funded by the Department of Electronics, IT, Bt and S and T of Government of Karnataka through its Karnataka Innovation Technology Society (KITS), in collaboration with India Electronics and Semiconductor Association (IESA) towards developing and enhancing the fabless ecosystem in India.<br>Focus of SFAL is around enabling fabless startups, across India and encourage creation and development of Products/IPs from India.   |
| 12:00 – 12:30 | <b>Quick stop for a break and lunch</b>  |

|                      |  |
|----------------------|--|
| <b>12:30 – 14:00</b> | <b>Bus transfer to next site visits</b>  |
| <b>14:30 – 15:30</b> | <p><b>Option 1: Electronics City</b></p> <p><b>Track A: BBC:</b> <a href="https://bioinnovationcentre.com/">https://bioinnovationcentre.com/</a><br/> <u>Sectorial Expertise:</u> <b>Biotechnology &amp; Life Science</b></p> <p><b>Bangalore Bioinnovation Centre (BBC)</b><br/> Bangalore Bio Innovation is a research and development centre dedicated to bringing cutting-edge life science innovation from bench to bedside through collaboration with biotech's and academia.<br/> Based in the midst of one of Bangalore Helix Biotechnology Park, Bengaluru, Karnataka, India one of the world's most vibrant life science ecosystems, the BBC provides innovators with access to the information and tools they need to take their ideas to the next level.</p> <p><b>Track B: ELCITA:</b> <a href="https://elcita.in/">https://elcita.in/</a><br/> <u>Sectorial Expertise:</u> <b>Smart city, Green Tech</b></p> <p>Electronics City, situated on the Bengaluru-Hosur highway, has evolved into a bustling modern township, poised to become a futuristic smart city. With well-maintained public amenities, tree-lined asphalted roads, and inclusive spaces, it stands out as a model industrial estate for the future. The township's dynamic governance and community engagement ensure the needs of its expanding population are met, and its growth is the result of years of collective leadership, administrative realignments, and foresight.</p> |
| <b>15:30 – 16:30</b> | <b>Transfer back to The Chancery Pavilion Hotel</b>  |
| <b>17:00</b>         | <b>End of the mission</b>  |



## **PREFERRED HOTEL: [The Chancery Pavilion Bangalore](#)**

**Location:** 135, Residency Rd, Shanthala Nagar, Ashok Nagar, Bengaluru, Karnataka 560025, India

**Phone:** 91 80 4141 4141



Centrally located in Bangalore City, The Chancery Pavilion offers 5-star accommodation.

Modern decor and warm colours feature throughout guestrooms, whereas each room is well equipped with a minibar and flat-screen TV with cable channels.

It features a 24-hour fitness centre, 5 dining options, free Wi-Fi, car rental service and free parking lots.

Local dishes are served at Ithaca restaurant, pastries and gourmet chocolates are available at Pavili-Oven.

The Hotel is located 1.2 km from Cubbon Park and 2.5 km from Tipu Sultan's Summer Palace. Bangalore City Railway Station is only 3 km away and the Kempegowda International Airport is in 37 km distance.

## **MAIN VENUE: BANGALORE PALACE**

### **Venue of Bengaluru Tech Summit**

**Location:** 1, Palace Road, Bengaluru, Karnataka 560051, India





## **BENGALURU TECH SUMMIT**

The 27th edition of Asia's largest Technology Event, the **Bengaluru Tech Summit 2024 (BTS)** will take place from **November 19th to 21st 2024** at the Bangalore Palace. This event is organized by the Department of E, IT and Bt, Government of Karnataka, in partnership with Karnataka Innovation and Technology Society (KITS) and Software Technology Parks of India (STPI) as the Co-Host and in association with leading industry bodies like NASSCOM, IESA, TiE, ABAI, ABLE, USIBC, and AMCHAM.

This year the central theme of BTS, which '**Breaking Boundaries**', is taken to the next level, to 'Unbound.' As the barriers between nations, industry sectors, and cultures continue to dissolve, this is the time for unbounded innovation, collaboration, and growth across the global Technology and LifeTech sectors.

Bengaluru Tech Summit attracts the world's foremost leaders, innovators, and disruptors, drawing over 50,000 tech enthusiasts from India as well as delegations from more than 40 nations.

### **Opening Hours:**

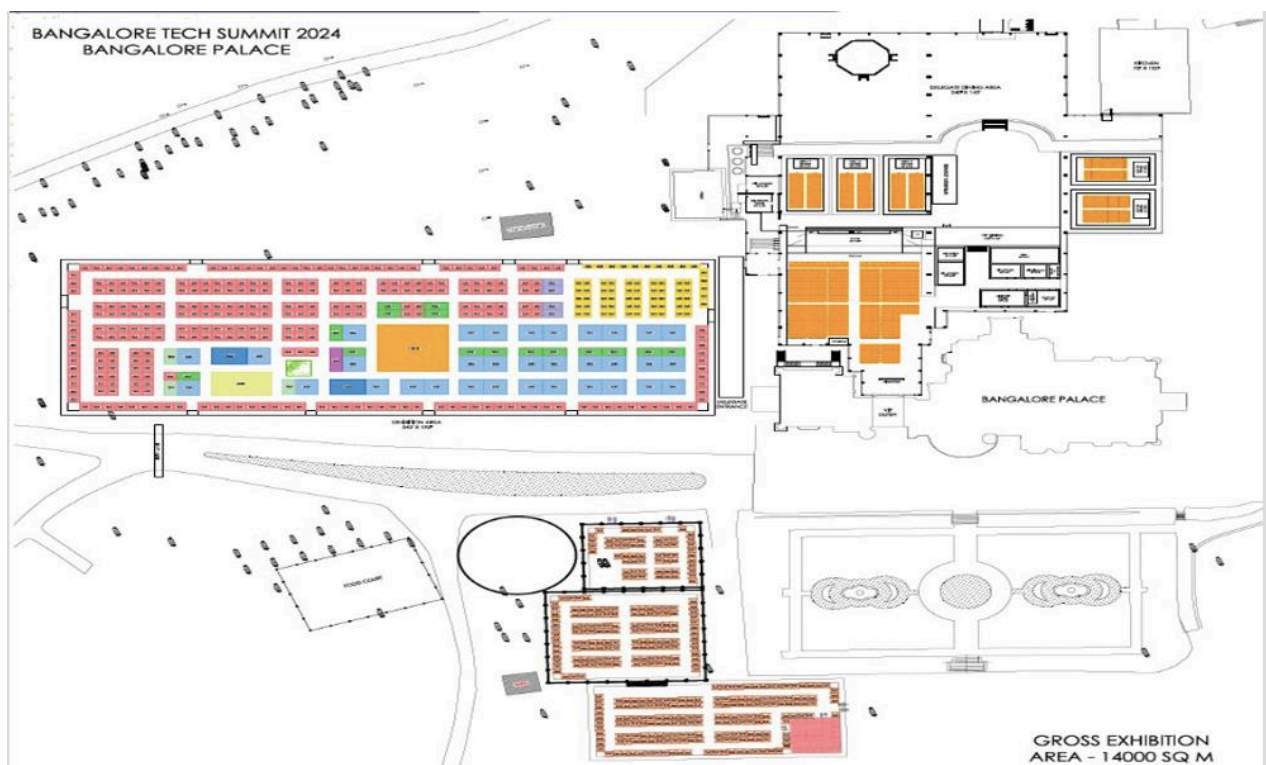
Day 1: Tuesday, 19<sup>th</sup> Nov, 10:00 - Onwards

Day 2: Wednesday, 20<sup>th</sup> Nov, 10:00 – 20:00

Day 3: Thursday, 21<sup>st</sup> Nov, 10:00 – 17:00

**Agenda:** [Download here](#)

### **EXHIBITION FLOORPLAN: [Detailed information](#)**



## BENGALURU TECH SUMMIT & MEETINGS

The local host of the event, Global Business Inroads (GBI) in co-operation with Bangalore Tech Summit has kindly arranged free of charge entrance to the Summit for EU – India Matchmaking Event delegates.

### Registration for Bengaluru Tech Summit

During the second day of the Summit, all EU clusters and SMEs, as part of the mission, will have a chance to present their organisations at the conference programme.

By now, you all should have registered to the Summit, as per the instructions.

### B2B meetings

The B2B meetings will take place in the frame of the Bengaluru Tech Summit, scheduled by the summit booking system. We kindly ask you to request/accept meetings mostly during the following time: **20 Nov 2024, Day 2, 10:00 – 13:00, 14:00 – 15:00 h**

### How to Use B2B Partnering InterlinX:

After Registering in Bengaluru Tech Summit 2024 you will get login credential email on registered email-id.

1. Update your Profile on the InterlinX Partnering Tool so that other registered users can browse through the same and vice versa. High quality meeting request that you may receive will depend upon how well defined is your profile.
2. Update your Meeting Scheduler according to your availability for the meetings. Make sure that you select your slots carefully so that they don't clash with your other IMP programs.
3. Identify delegates whom you would like to meet. Search options based on country, name, organisations or key words available.
4. Shortlist prospective delegates to avoid searching for them time and again.
5. Send meeting requests to prospective delegates by choosing one of the available slots. If he/she accepts your request the meeting will automatically get scheduled.
6. For each scheduled / accepted meeting(s) you will be allotted with a specific table in InterlinX B2B meeting lounge. Make sure once committed you should attend the meeting. Kindly note that the delegates who miss out on two meetings without intimation will be blocked from conducting further meetings. You may Cancel/ Reschedule your meeting up to 1 hour before the scheduled time.
7. InterlinX tool also provides you with a facility to send or receive message(s) to/from other delegates.

**Note:** Kindly note that InterlinX-Tool is only a medium to enhance your chances of meeting the delegates of your preference, However InterlinX-Tool does not guarantee any meetings.

Should you have any queries. Please do mail us at [tejas.rashinkar@interlinks.in](mailto:tejas.rashinkar@interlinks.in) / 9834235670.

In addition, you can use the afternoon slot on Day 1, 15:00 – 18:00 for ad hoc meetings and stand visits.

**BTS 2024 Mobile App URL:** <https://onelink.to/jdpg72>

You can **log in** to the Mobile App **using** your registered **email** address / **mobile** number.

### **Pitching session at the ECCP and GBI hosted seminar**

As part of the official programme of Day 2 (20 Nov) of the forthcoming EU-India matchmaking event, as well as being part of the official [Bengaluru Tech Summit agenda](#), is the **ECCP and GBI hosted seminar**, themed “**Building Bridges: Strengthening EU-India Collaboration through Clusters and Industry Associations**”

**Time:** 16:00 – 16:50

**Session:** 9

**Location:** World Stage 1, Bengaluru Tech Summit

During this almost 1-hour session, all participating EU delegates and pre-registered and confirmed India organisations will have the opportunity to present themselves in **1 minute** using **1 slide**.

The deadline for submitting your **PPT** slide is **15th Nov 2024, EOB** by sending it to [eumatchmaking@clustercollaboration.eu](mailto:eumatchmaking@clustercollaboration.eu) and [tjilkova@veritascluster.com](mailto:tjilkova@veritascluster.com).

### **Special EU – India MME LinkedIn Group**

- If you haven't done so, please join the special group of the event in LinkedIn: <https://www.linkedin.com/groups/10003282/>
- The LinkedIn group aims to enhance communication and collaboration among participants of the matchmaking event by providing a dedicated space for EU clusters and SMEs. It will serve as an additional platform for sharing updates, preparing for the event, and facilitating pre-event discussions. The group will also encourage connections, exchange of materials, and discussions, fostering stronger partnerships and ensuring participants are well-prepared and engaged before the event.

## KEY MISSION ACTIVITIES AND MEETING POINTS

### 19 November 2024

**08:30 – 09:15 - Meet and greet at the Chancery Pavillion.**

**Meeting room:** Esquire Hall

Followed by gathering at Hotel lobby for transfer to Bengaluru Tech Summit

**Location:** 135, Residency Rd, Shanthala Nagar, Ashok Nagar, Bengaluru, Karnataka 560025

**09:15 – 09:45 - Transfer to Bangalore Palace, venue for Bengaluru Tech Summit**

**09:45 – 10:00 Registration at Bengaluru Tech Summit**

**Location:** 1, Palace Road, Bengaluru, Karnataka 560051

**10:00 – 18:00 - Programme for EU delegation in the frame of Bengaluru Tech Summit**

**18:00 – 18:40 Transfer from Bangalore Palace to Chancery Pavilion**

### 20 November 2024

**09:00 – 09:15 - Gathering at Chancery Pavilion for transfer to Bengaluru Tech Summit**

**Meeting point:** main lobby of the hotel

**09:15 – 09:45 - Transfer to Bangalore Palace, venue for Bengaluru Tech Summit**

**10:00 – 17:30 - Programme for EU delegation in the frame of Bengaluru Tech Summit**

**17:30 – 18:00 Transfer from Bangalore Palace to Chancery Pavilion**

**19:30 – 22:00 Networking reception at Alchemy Restaurant**

**Location:** Rooftop restaurant, the Chancery Pavilion Hotel.

### 21 November 2024, SITE VISITS

**08:00 – 08:15 - Gathering at Chancery Pavilion**

**Meeting point:** main lobby of the hotel

**08:15 – 09:00 - Transfer & start of Site Visits**

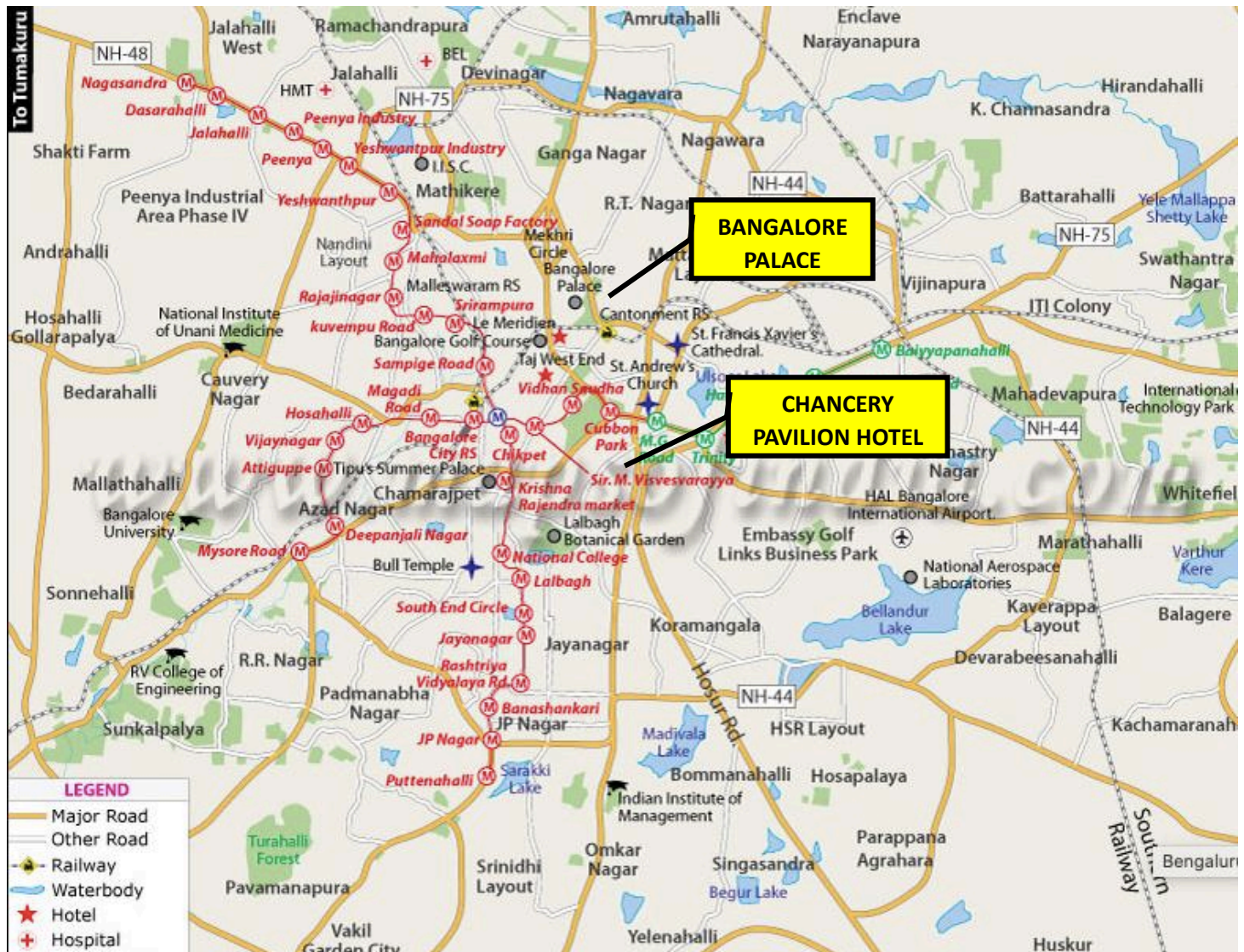
**09:00 – 15:30 - Site Visits**

**15:30 – 16:30 Transfer back to the Chancery Pavilion**



## USEFUL INFORMATION

### BENGALURU – CITY MAP



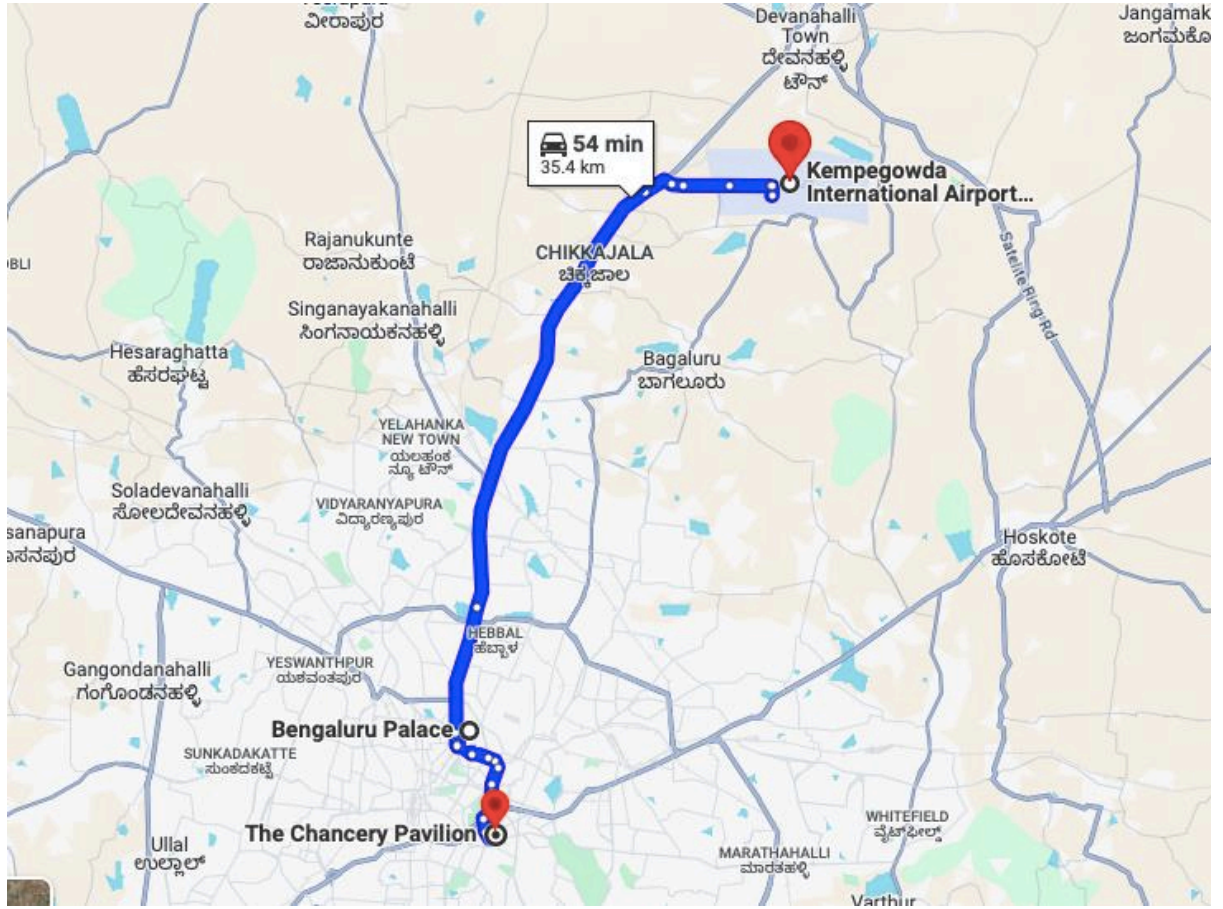
### How to reach the city center from the Kempegowda International Airport?

- Taking a **Bengaluru airport taxi** is the quickest way, as it takes only 50 minutes to reach the city centre.
- You may also order an **Uber taxi** - Uber app is widely used in India.
- You can order a **private transfer** from the airport to the Chancery Pavilion Hotel. The one-way ride costs INR 2500 with Toyota Etios. To book the service, please send a request to [reservations.tcp@chanceryhotels.com](mailto:reservations.tcp@chanceryhotels.com), keeping [AZeynalova@veritascluster.com](mailto:AZeynalova@veritascluster.com) in the copy of the email.
- Alternatively, the Bangalore Metropolitan Transport Corporation (BMTC) **bus service** is a budget-friendly option and costs as little as €1.49 (INR 120) for a one-way ticket. However, it can take up to 2.5 hours from the airport to the city depending.

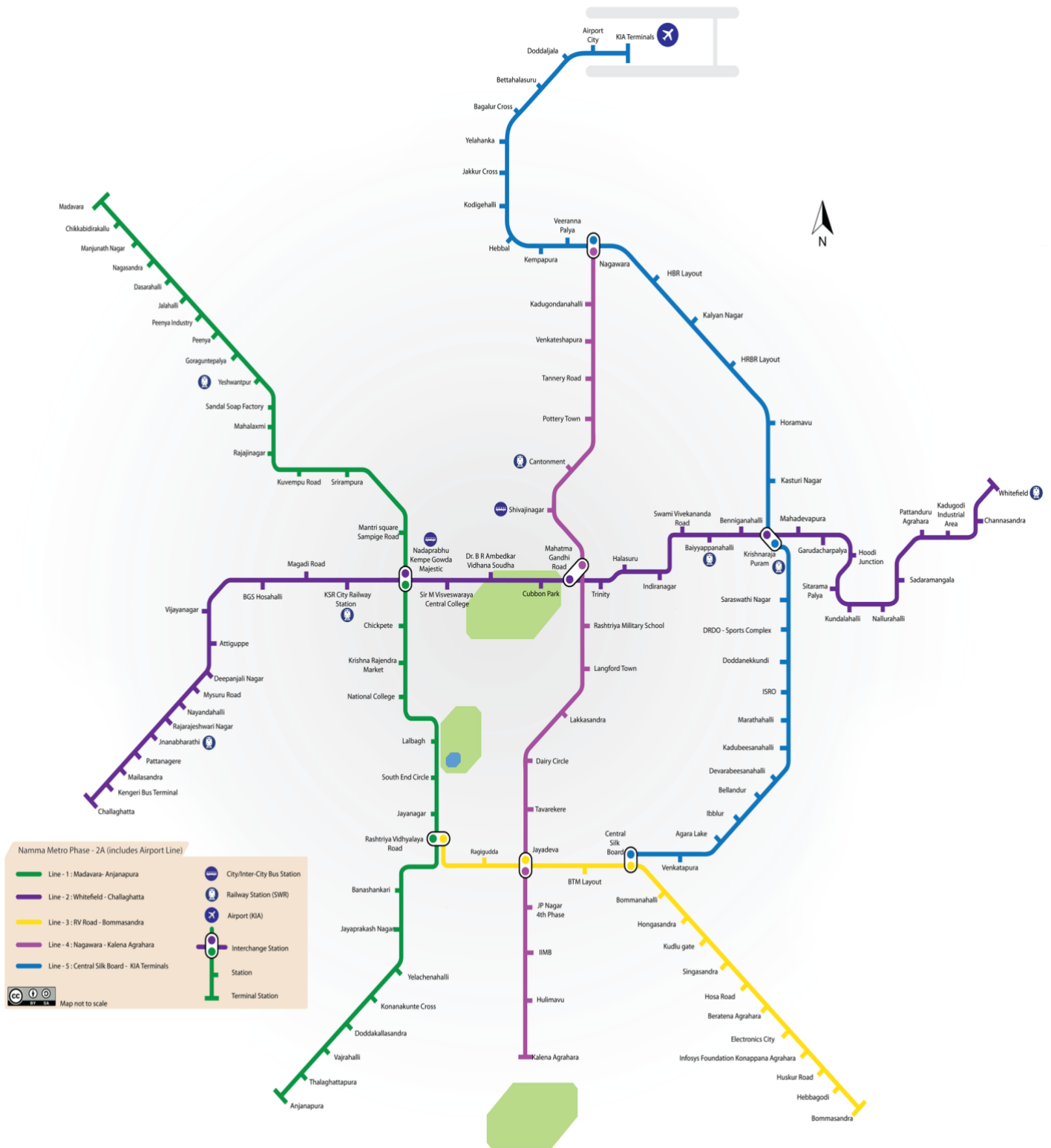


## How to reach the Bangalore Palace from the Chancery Pavilion Hotel?

Buses will transfer the delegates from the Chancery Pavilion to Bangalore Palace.



# METRO MAP – BENGALURU



## CITY OVERVIEW

Bengaluru, also known as Bangalore, is the capital of the Indian state of Karnataka. In addition to being a major tech hub with vibrant nightlife, Bengaluru is known for its rich culture and is home to many of the country's most popular tourist attractions. There is something for everyone in Bangalore, from ancient temples and palaces to sprawling parks and bustling shopping districts.

## CURRENCY AND PAYMENT

Bengaluru uses the Indian Rupee – INR (₹). The rupee is subdivided into 100 paise. Most frequently used banknotes are ₹10, ₹20, ₹50, ₹100, ₹200, ₹500. The average monthly exchange rate in October: 1 INR = 0.0108 EUR

## WEATHER

Expect 29°C daytime highest and 20°C daytime lowest temperatures in Bengaluru in November. The city usually receives moderate rainfall in November, averaging around 68 mm for the month.

## LANGUAGE

Kannada is the official language and the most widely spoken language in Bangalore. English is widely used for business, education, and as a common language among people from different linguistic backgrounds. You will be able to communicate in English at restaurants, hotels and major attraction sites.

## TIPPING

The usual amount of tip in restaurants is approximately 10% of the billing amount. While staying at a hotel, you are expected to give tips to doormen, liftmen and porters.

## TAP WATER

It is not recommended to drink tap water in Bangalore.

## ELECTRICITY

In India, power plugs and sockets (outlets) of type C, type D and type M are used. The standard voltage is 230 V at a frequency of 50 Hz.

## DRESS CODE

While there are no strict legal requirements, it's important to be mindful of local customs and sensitivities, especially when visiting religious sites and rural areas. When visiting the places of worship in India, it is recommended to cover your hair and wear clothing that covers shoulders and knees.

## TELECOMMUNICATION

WhatsApp is widely used in India for communication.

We recommend using a travel eSim to stay connected. Global mobile data providers and eSIM apps, such as [Maya](#), [AloSIM](#) are available in India.

## ATMs AND FOREIGN CARDS

Most ATMs in Bengaluru accept Visa, Mastercard, and American Express cards. Small co-operative banks like City Union and Bank of Maharashtra may not. But don't worry, as these are rare and make up less than 0.1% of India's ATMs. Stick to major banks like State Bank of India (SBI), HDFC Bank, ICICI Bank, and Axis Bank for secure and reliable transactions.

***Enjoy your stay in Bengaluru.***

## After event Debriefing survey (will be sent via EU Survey)

**All fields are mandatory.**

### 1. Organisation Profile

| Cluster Organization   |  |
|--|--|
| Country:   |  |
| Contact Person:  |  |
| Position/Title:  |  |
| E-mail Contact Person:   |  |
| Phone:   |  |
| Gender:  | Male <input type="checkbox"/> Female <input type="checkbox"/>                              |
| Is it the first time that your organisation attends a Matchmaking Event organised by ECCP? | Yes <input type="checkbox"/> No <input type="checkbox"/> Not sure <input type="checkbox"/> |

### 2. Impact of the Event

| Indicator   | Number |
|---|--------|
| Total number of total <b>formal</b> meetings conducted (online or ad hoc)   |        |
| Total number of total <b>informal</b> meetings conducted (i.e. networking during breaks, lunches, etc.)                     |        |
| <b>Formal meetings breakout</b>   |        |
| Please indicate how many of your <b>formal</b> meetings were conducted with non-European organisations (online or ad hoc)   |        |
| Please indicate how many of your <b>formal</b> meetings were conducted with European organisations (Clusters and SME's)     |        |
| <b>Informal meetings breakout</b>   |        |
| Please indicate how many of your <b>informal</b> meetings were conducted with non-European organisations (online or ad hoc) |        |
| Please indicate how many of your <b>informal</b> meetings were conducted with European organisations (Clusters and SME's)   |        |
| How many cooperation cases do you expected to be initiated following this event?  |        |



## 2.1 Cooperation cases details

Based on the number provided in last question above, **it is mandatory to present in detail at least 2 cooperation cases:**

| Cooperation initiated with the following organisation:  |  |
|---|--|
| <input type="checkbox"/> European Cluster   |  |
| <input type="checkbox"/> European firm  |  |
| <input type="checkbox"/> Non-European Cluster/Organisation  |  |
| <input type="checkbox"/> Non-European firm  |  |
| Organisation Name (or main activity if confidential):   |  |
| Organisation Country:   |  |
| Organisation Sector:  |  |
| Organisation website (if available)   |  |
| Type of collaboration:  |  |
| <input type="checkbox"/> Research & Development   |  |
| <input type="checkbox"/> Technology transfer  |  |
| <input type="checkbox"/> Exports  |  |
| <input type="checkbox"/> Imports  |  |
| <input type="checkbox"/> Soft Landing services  |  |
| <input type="checkbox"/> Staff Exchange   |  |
| <input type="checkbox"/> Academic   |  |
| <input type="checkbox"/> FDIs: Inward/outward   |  |
| <input type="checkbox"/> Other (specify):   |  |
| Please briefly describe the collaboration purpose / activity that has been considered, agreed upon, launched, or established, as well as the precise actions/implementation stages that you intend to take or have taken (quality examples provided below): |  |

**Example 1:**

During our meeting with (partner name) we discussed and expressed mutual interest in joint RTD and demonstration activities. During follow-up telco we extended this discussion to more specific issues. Next steps were set as follows:

1. X and Y counterparts will scan possible calls suitable for X to join EU joint proposal preparation for demo sites, technology development and transfer.
2. Certification services provided by X for EU modules to enter Morocco as X is soon to be accredited laboratory for this topic. The cluster expressed their willingness to support X with available knowledge on accreditation of the PV testing lab as well as certification activities.
3. Under discussion still how we can transfer "Building Integrated Photovoltaics" installation best practices to Morocco.
4. Joint manufacturing facilities can be also topic for further discussions and joint collaboration.

**Example 2:**

The collaboration purpose is as follows: to find partners in our network in order to take advantage of Y world class and unique timing offerings. This means mutually collaborative import-export because they have a key component that is useful for optical communications. For research and development their expertise with creating custom quartz crystals and patented process for scoring sections of quartz in order to create ultra precise timing oscillators is of great interest to our members and there are opportunities via Horizon funding for collaborative research that can help both entities.

We have held two meetings after the Taiwan event and have the third one scheduled.

### 3. Relevance of the event towards individual objectives

#### Testimonial

Please provide a few statements describing the outcome or results you have achieved or expected to accomplish because of this event (your testimonial may be included in ECCP related publications and allowed access on the ECCP).

| Indicator  | Score (0 – 5) |
|--|---------------|
| Vision and knowledge of new markets and technology trends  |               |
| Knowledge of geographical market entry barriers for cluster organisations / members                                      |               |
| Signature of cooperation agreements between companies and/or laboratories within participating Singaporean organisations |               |
| Development of new business activities   |               |
| Increased international visibility and market penetration: facilitate search for strategic alliances/partners            |               |
| Accessing new research and innovation competences and developing concrete projects                                       |               |

### 4. Overall Quality of the Event

| Indicator   |  |
|---|--|
| Did the event meet your expectations?                             | Yes <input type="checkbox"/> No <input type="checkbox"/> |
| Did you consider the presentations suitable to the event?         | Yes <input type="checkbox"/> No <input type="checkbox"/> |
| How was the quality of the overall event?                         | Rate from 1 to 5   |
| How was the quality of the preparation webinar?                   | Rate from 1 to 5   |
| How was the quality of the information provided before the event? | Rate from 1 to 5   |
| How would you rate the quality of the matchmaking sessions?       | Rate from 1 to 5   |
| How would you rate the quality of the facilities?                 | Rate from 1 to 5   |

|   |  |
|---|--|
| Participation of Singaporean clusters and cluster-like organisations, and SMEs in the event for establishing further partnerships / contact   | Rate from 1 to 5   |
| Is 20 minutes per meeting a proper time for you in these kinds of events?   | Yes <input type="checkbox"/> No <input type="checkbox"/> |
| Please submit your ideas for improving future cluster matching events:  |  |
| <div></div>   |  |
| What countries are you interested in partnering with (both in the EU and globally)? Would organizing a matchmaking event connected to these nations be beneficial to you (either in the EU or in the individual country)? |  |
| <div></div>   |  |

## Members of the EU delegation to India

### EU Clusters, members of the delegation, 14 Nov 2024

| Cluster Organisation:                              | Country  | SECTOR IN SHORT                      | www-Address:  |
|--|----------|--------------------------------------|---|
| <b>AgroTransilvania Cluster</b>                    | Romania  | Biotechnology; Digital; Agri-Food    | <a href="https://agrocluster.ro">https://agrocluster.ro</a>               |
| <b>AI Cluster</b>                                  | Bulgaria | AI; Data Science                     | <a href="https://www.aicluster.bg">https://www.aicluster.bg</a>           |
| <b>AQM Normandy</b>                                | France   | Sustainability; Circular Economy     | <a href="http://www.aqm-normandie.com">http://www.aqm-normandie.com</a>   |
| <b>CASTRA</b>                                      | Bulgaria | ITC; Aviation; Space                 | <a href="https://www.castra.org">https://www.castra.org</a>               |
| <b>Health and Life Sciences Cluster</b>            | Bulgaria | Health; Life Sciences; Biotechnology | <a href="https://www.biocluster.bg">https://www.biocluster.bg</a>         |
| <b>Iconic Cluster</b>                              | Romania  | ITC                                  | <a href="https://www.iconic.ro">https://www.iconic.ro</a>                 |
| <b>Indo Nordic Innovation Cluster</b>              | Denmark  | Agriculture; Sustainability          | <a href="https://indonordicbusiness.in">https://indonordicbusiness.in</a> |
| <b>Open Hub Creative Cluster</b>                   | Romania  | Industrial Ecosystems                | <a href="https://openhub.ro/en">https://openhub.ro/en</a>                 |
| <b>PRODUTECH - Production Technologies Cluster</b> | Portugal | Advanced manufacturing               | <a href="https://www.produtech.org">https://www.produtech.org</a>         |
| <b>Sustainable Infrastructure Cluster</b>          | Poland   | Sustainability; Energy               | <a href="https://www.klasterzi.pl">https://www.klasterzi.pl</a>           |
| <b>Transylvania IT Cluster</b>                     | Romania  | Digital Technologies                 | <a href="https://www.transilvaniait.ro">https://www.transilvaniait.ro</a> |



|  |         |                          |   |
|--|---------|--------------------------|---|
| <b>Transylvania Energy Cluster</b>     | Romania | Energy; Green Tech       | <a href="http://www.transylvaniaenergycluster-trec.ro">http://www.transylvaniaenergycluster-trec.ro</a> |
| <b>Transylvanian Furniture Cluster</b> | Romania | Manufacturing; Furniture | <a href="https://mobiliertransilvan.ro">https://mobiliertransilvan.ro</a>                               |

## EU SMEs, members of the delegation

14 Nov 2024

| <b>Name of the SME</b> | <b>Type of the Entity:</b> | <b>Country</b> | <b>www-Address:</b>   | <b>Sector(s) of Activity (in short):</b>  |
|------------------------|----------------------------|----------------|---|---|
| <b>Brad Technology</b> | SME                        | France         | <a href="https://www.brad.ag/en">https://www.brad.ag/en</a> | Agritech, Internet of Things, Big Data, Artificial Intelligence, Carbon, Water  |
| <b>STEMAZE UG</b>      | SME                        | Germany        | <a href="https://stemaze.com">https://stemaze.com</a>       | Digital Networking platform for Researchers and Entrepreneurs, ensuring their skills are valued and utilized to their fullest potential |
| <b>UAB Miniskipas</b>  | SME                        | Lithuania      | <a href="http://www.miniskipas.lt">www.miniskipas.lt</a>    | Logistics and warehousing, R&D in logistics   |