

EUCLUSTERS MATCHMAKING



EU-South Med MATCHMAKING EVENT

In the context of ACHEMA 2024

Technical Webinar

28 May 2024, 15.00 - 16.00 CET



















WELCOME















Housekeeping rules

- This webinar is scheduled to last 1:00 hour
- This webinar will be recorded and published on ECCP
- All participants are in listen-in mode
- To ask a question, please type it into the Q&A box

















AGENDA















- Welcome remarks by ANIMA Investment Network
- How to fully utilise the B2match tool to achieve successful meetings
- Antitrust compliance: some principles to remember
- Next Steps
- How to maximize your participation in the EU-South Med MME
- Q & A

Moderator: Teodora Jilkova, ECCP Team Member

Speakers:

Emmanuel Noutary, General Delegate, ANIMA Investment Network **Flaviu Iorgulescu,** ECCP Team Member

















Welcome Remarks

Emmanuel Noutary

General Delegate, ANIMA Investment Network

















ANIMA

ANIMA is an association working for economic development in **Europe**, the Middle East and Africa that is aligned with the challenges of social and environmental responsibility.

It was created in 2006 as part of the Barcelona Process - Euromed Partnership. ANIMA's headquarters are in Marseille, France, and the network has an office in Morocco.

Our aims:

- To engage countries in cooperation aimed at transforming their economies and enhancing their attractiveness.
- Improve the performance of business support policies and institutions.
- Promote companies that create value for society.















Euromed Clusters Forward

Strengthening clusters and their members by promoting inclusive innovation and competitiveness in the Euromed region in order to improve growth, economic diversification, sustainable development and employment



Timing

01/04/2022 to 01/10/2026



Budget

€7.7 M (co-financed at 90% by DG NEAR, EU)



Scope

- Southern neighbourhood Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia
- National & regional focus depending on activities and goals
- Individual and group support
- Mix of digital and on-site activities

















Specific objectives & activities



Fostering policies for clusters development and collaboration

- Strategic studies
- National policy dialogues
- Technical assistance on clusters policies





Strengthening clusters capacity & regional cooperation

- Capacity building for cluster managers and members
- Peer-to-peer expertise between South Med and European Clusters
- Benchmarking visits in Europe & South region
- 7 in-depth Technical Assistance for clusters across the South region



Activating Euromed key value chains through interclustering

- Tech Days/ EU-South Med matchmaking events
- Made by Euromed: Collaborative projects between clusters to activate regional value chains
- Regional high-level working groups

















The consortium

Lead partner



Co-applicants







Affiliated partners



































EU-South Med matchmaking events

A collaboration between Euromed Clusters Forward and ECCP aiming at encouraging inter-cluster collaboration between Algerian, Egyptian, Jordanian, Lebanese, Moroccan, Palestinian and Tunisian companies and their EU counterparts

in order to establish roadmaps for future collaborations

A platform for networking, sharing knowledge and identifying new opportunities for cooperation



2023 edition in the frame of GITEX Africa: EU-South Med delegation: 34 clusters, 11 SMEs, 6 BSOs 250 business meetings within the EU-South Med delegation leading to a total of 78 cooperation cases













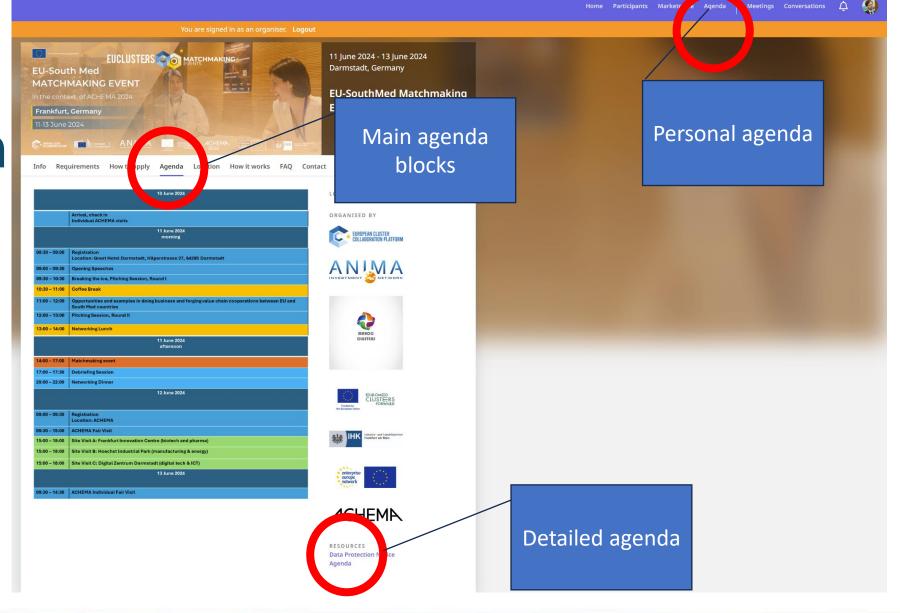


How to fully utilise the B2match tool to achieve successful meetings

Flaviu lorgulescu

ECCP Team Member

Agenda



















Registration

Please make a choice				
0	European Cluster			
0	European SME			
0	Other European Participant excepting clusters and SMEs			
0	SouthMed organisation Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine, Tunisia			
0	International Participant other than European or SouthMed			

Pitching Session

Organiser questions

WOULD YOU LIKE TO PARTICIPATE IN A PITCHING SESSION?

Please choose

v

Due to time constraints, participants to the pitching session will undergo a screening process and if accepted, they will be informed in due time. Thank you for your interest!

IF "YES", PLEASE PROVIDE A BRIEF DESCRIPTION OF WHAT YOU ARE LOOKING TO PRESENT (PRODUCT, OFFER, SERVICE, NEED)

Site Visits

٦	Site Visit C	: Process	Learning	Factory	CiP
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U Time 15:00 - 18:00

Location Digitalzentrum Darmstadt

https://digitalzentrum-darmstadt.de/Lernfabriken Suitable for digital tech/ICT. Limited places. Applicants will undergo a screening process and should await confirmation. Thank you for your understanding!

Site Visit A: Frankfurt Innovation Centre Biotechnology

U Time 15:00 - 18:00

Location Frankfurt Innovation Centre

https://www.fiz-biotech.de/en/ Suitable for organisations in biotech and pharma Limited places. Applicants will undergo a screening process and should await confirmation. Thank you for your understanding!

Site Visit B: Cluster Process4Sustainability – Center for Sustainability in Industry , Provadis University, Höchst Industrial Park)

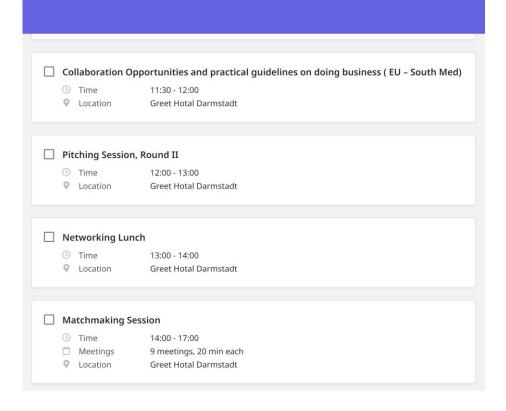
U Time 15:00 - 18:00

Location Industrial Park Hoechst

https://www.industriepark-hoechst.com/en/stp/site/sustainability/process4sustainability/ Suitable for energy/manufacturing firms. Limited places. Applicants will undergo a screening process and should await confirmation. Thank you for your understanding!

Plan your attendance

Be sure to select Matchmaking Session



Create an opportunity



Daniel Cosnita

President at Romanian Cluster Association
Bucharest, Romania

Edit my profile

Overview

My availability

My opportunities

Organizer questions

Account settings

Logout

You've successfully signed up for the EU-SouthMed Matchmaking Event!

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

Types of offers/demands



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

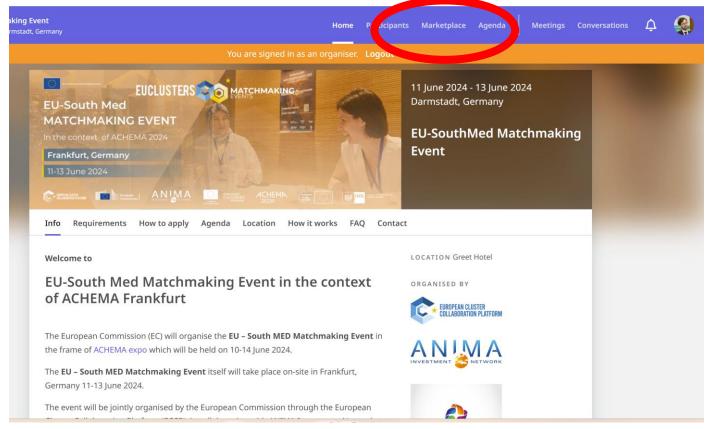
Add your area of expertise and describe what you can offer to other participants.



Request

Add if you have anything specific you are looking for.

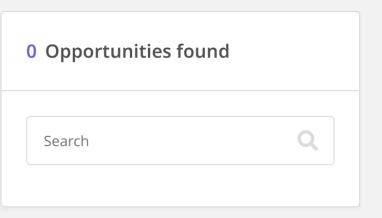
Market Place



You are signed in as an organiser. Logout

Marketplace

Add an Opportunity



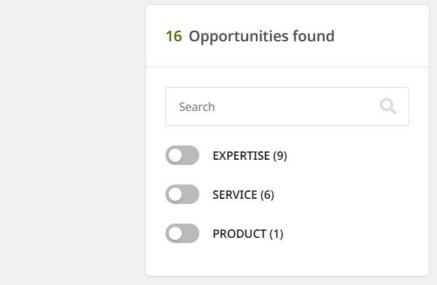


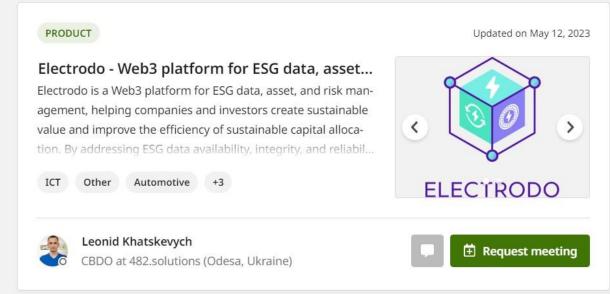
There are no opportunities yet!

Check this page periodically so that you don't miss any new opportunities from other participants.

Marketplace

Add an Opportunity



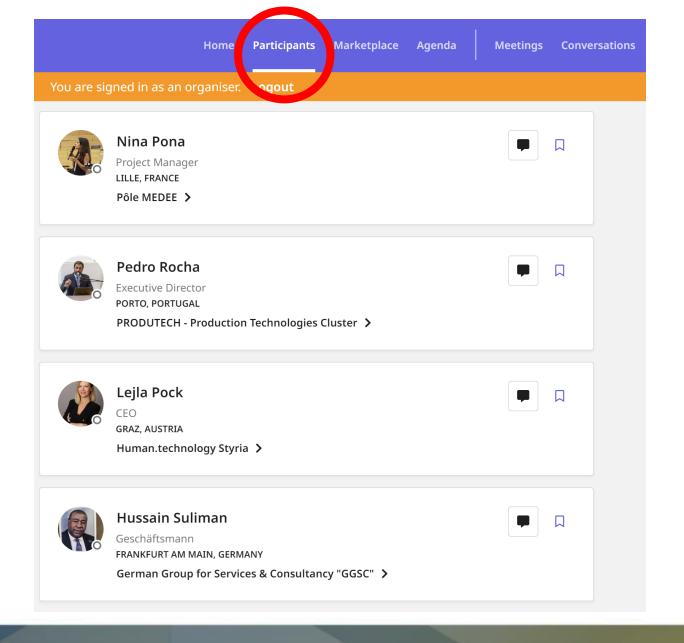


EXPERTISE Updated on May 11, 2023

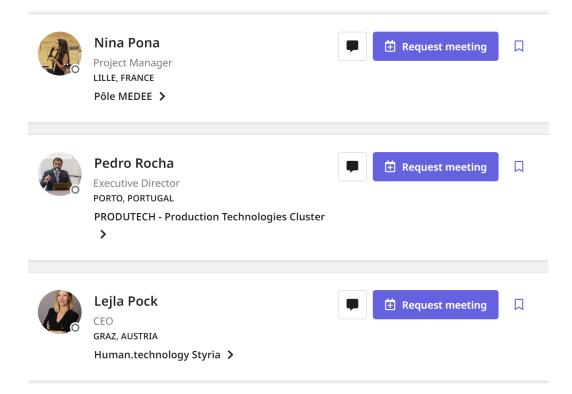
Web Development, IT Outstaffing, EoR

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

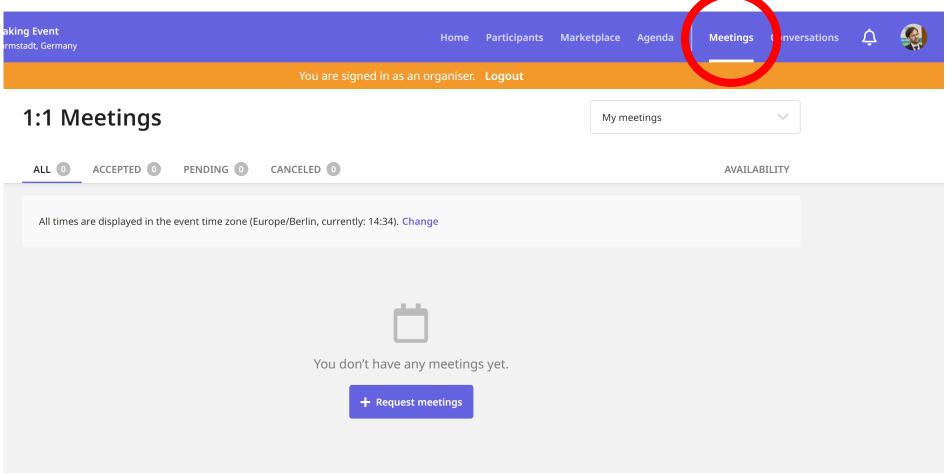
Participants



Book your meetings

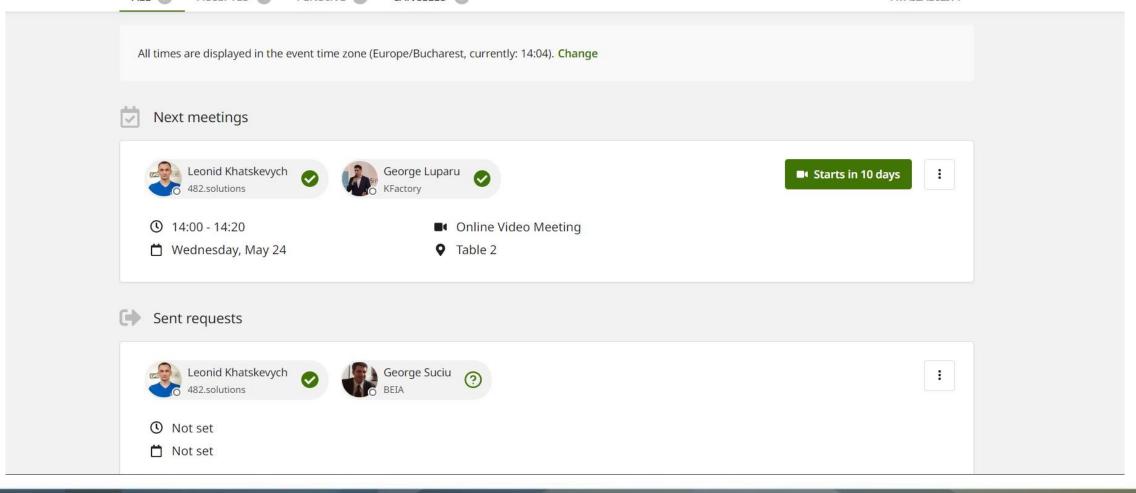


Check your meetings



Check your meetings

AVAILABILITY

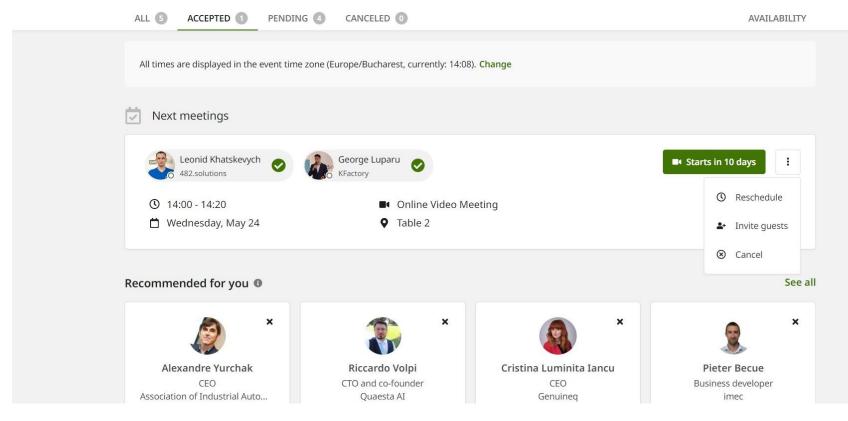


Booking meetings

 Send meeting requests to those you want to meet.

• Schedule your own meetings - <u>Meeting</u> requests have to be accepted, otherwise they cannot be scheduled.

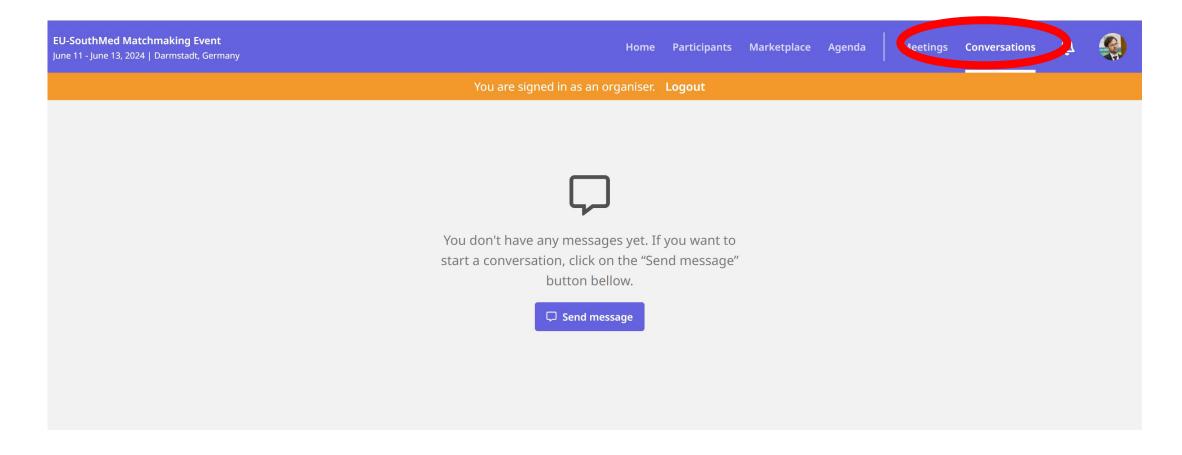
Attend scheduled meetings



Each matchmaking meeting will last for **20 minutes**.

- The content of the meetings is completely confidential.
- You may invite additional guests to the meeting
- You may reschedule
- The system is recommending meeting partners for you according to your profile

Conversations



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 email.

Please provide us with quality feedback, describing the identified cooperation cases!

Antitrust compliance: some principles to remembers

- 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

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

How to maximize your participation in the EU-South Med MME

Teodora Jilkova

ECCP Team Member

EU – South Med MME 2024 - In the context of ACHEMA

Month/Day	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
June	08-Jun	09-Jun	10-Jun	11-Jun	12-Jun	13-Jun	14-Jun	15-Jun	16-Jun
				EU-Sou	th Med MME in the frame of AC	CHEMA expo, Frankfurt			
9:00 - 10:00				Welcome Remarks					
10:00 - 11:00				Testimonials	ACHEMA expo	Possible site visit (tbc)			
1:00 - 12:00					ACHEMA expo	ACHEMA expo			
2:00 - 13:00				Pitching session	АСНЕМА ехро	АСНЕМА ехро	#process: Nature as a role model – Maximum resource efficiency in the chemical industry (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)		
.3:00 - 14:00			#pharma: Next generation pharma manufacturing – Current advances in cell and gene therapy (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)	Networking Lunch	autonomous systems in process industry (main topic of the ACHEMA expo for the day, please check	#green:Beyond fossil fuels - Exploring alternative carbon sources for a sustainable chemical industry (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)			
4:00 - 15:00				B2B meetings (3)	ACHEMA expo	ACHEMA expo			
15:00 - 16:00				B2B meetings (3)	Site visit - Frankfurter Innovationszentrum Biotechnologie (pharma and biotech) - https://www.fiz- biotech.de/en/	АСНЕМА ехро			
L6:00 - 1 7:00				B2B meetings (3)	Site visit - https://digitalzentrum- darmstadt.de/Lernfabriken (Prozesslernfabrik CiP) (digital techs and ICT)	АСНЕМА ехро			
7:00 - 18:00									
				Networking Dinner					

Networking Dinne

















12 June 2024

Organised in the framework of **ACHEMA**

Time	Programme					
09:00 - 09:30	Registration Location: Site map of the exhibition grounds					
09.00 - 09.30	Hall overview and entrance					

Time	Programme				
	Visits and different pavilions, exhibitors and seminar sessions, based on thematic focus:				
	Official Programme of ACHEMA in PDF <u>here</u> with all sessions & practical aspects				
	Site Events Offered by ACHEMA <u>here</u> and on page 28 & 29 of the official programme				
	ACHEMA app offering:				
09:30 – 18:00	 Complete directory of exhibitors, with company profiles on fields of activity and products, including contact details 				
	 ACHEMA congress programme on current trends, the complete spectrum of topics that move process technology and top-class speakers 				
	- Lecture abstracts				
	- Interactive hall plans				
	 Comprehensive search and filter functions (e.g. product, exhibition group, focal topic, country of origin, exhibition hall) 				
	- Bookmark exhibitors, products/topics, innovations, events, speakers				
	- Add events to your personal calendar				
	 Matchmaking function to identify interesting contacts 				
	- Innovation guide with product presentations and world novelties to explore				

ACHEMA PROGRAMME

USEFUL INFORMATION

ACHEMA The ACHEMA For Exhibitors For Visitors Magazine Search Q Press Language Login

- → Overview
- → Registration
- → Tickets
- → ACHEMA Mobile App
- → Students
- → Travel Information
- → Contact
- → FAQ for visitors



Your entry ticket to ACHEMA



Exhibitors and Products

Solution providers and business partners



















Q & A













Important

- Register In B2Match
- Create your matchmaking opportunities!
- Check ACHEMA website!
- Start booking meetings!
- · On the day of the event, please check your personal agenda (and download it)
- Indicate your choice for site visit (12 June)
- Check emails for final instructions!



THANK YOU

















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@Clusters_EU

in

European Cluster Collaboration Platform

#ECCP #ECCPMatchmaking















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