



BioManufacturing Eurocluster for Recovery and Resilience in EU

D4.2 Development of the platform tool for FSTP call management

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Grant Agreement: No. 101074495



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I. Document Information

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II. History of Versions

Version	Date	Changes	Page (if applicable)
V0	20/01/2023	Initial draft generated	N/A
V1	29/03/2023	Final draft	N/A
V2	30/03/2023	Final draft with feedback included	N/A
V3	31/03/2023	Final version	N/A

III. Disclaimer

The content of this document represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the European Innovation Council and SMEs Executive Agency (EISMEA) or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.

IV. Executive Summary

The present Deliverable **D4.2 Development of the platform tool for FSTP call management** has been developed within the framework of **WP4 Communication and Dissemination**.

The BioMan4R2 matchmaking tool main objective is to boost collaborative projects and partnering between SMEs and quadruple helix stakeholders of the Biomanufacturing and MedTech sectors related to the vouchers scheme. Additionally, it will complement the ECCP and LinkedIn page to ensure the dissemination of the project opportunities for SMEs. Participants looking for partnering will be able to share what collaboration or service they are looking for and service providers can share what they offer in the B2match platform.

1. Introduction

According to the Grant Agreement, the project main site will be in ECCP website, for consolidated information about the project (with regularly updated statistics and fact sheets about SMEs support programme, joint and promotional events, outcomes related to the target groups). Partners' websites and social media channels will be linked to ECCP site and media channels to amplify dissemination efforts, like the LinkedIn BioMan4R2 page (<https://www.linkedin.com/company/bioman4r2/>).

Consequently, the consortium has developed an online matchmaking tool, the BioMan4R2 matchmaking platform, which intends to complement the ECCP resources and ensure that industry's demand and SME's offering within and across clusters are met, and the project's voucher scheme will be deployed efficiently.

This B2Match platform will serve as the primary source of information for

- Project aim and progress, status and instructions to take part in the project activities
- SME Support Programme requirements
- Partnering opportunities (technology or service providers, other SMEs, infrastructures, funding...)
- Voucher Call launching and results
- Other related information and notifications

The number of visitors, downloads, site hits will be tracked by web traffic analysis tools, allowing the consortium to overview how well the matchmaking platform reaches both target groups and stakeholders.

The site is accessible via apps on a mobile phone, on iPad devices and on web computing devices. It is linked with the LinkedIn channel.

2. Platform structure

In this section, we present the structure and the initial content of the BioMan4R2 matchmaking platform.

The Platform is hosted and can be accessible at the URL: <https://bioman4r2-biomanufacturing-eurocluster.b2match.io/>

2.1. Home page

The home page offers a first approach of BioMan4R2: a main message is displayed in the most visible part of the page, so that the visitor knows immediately what the project is about and its main goals.

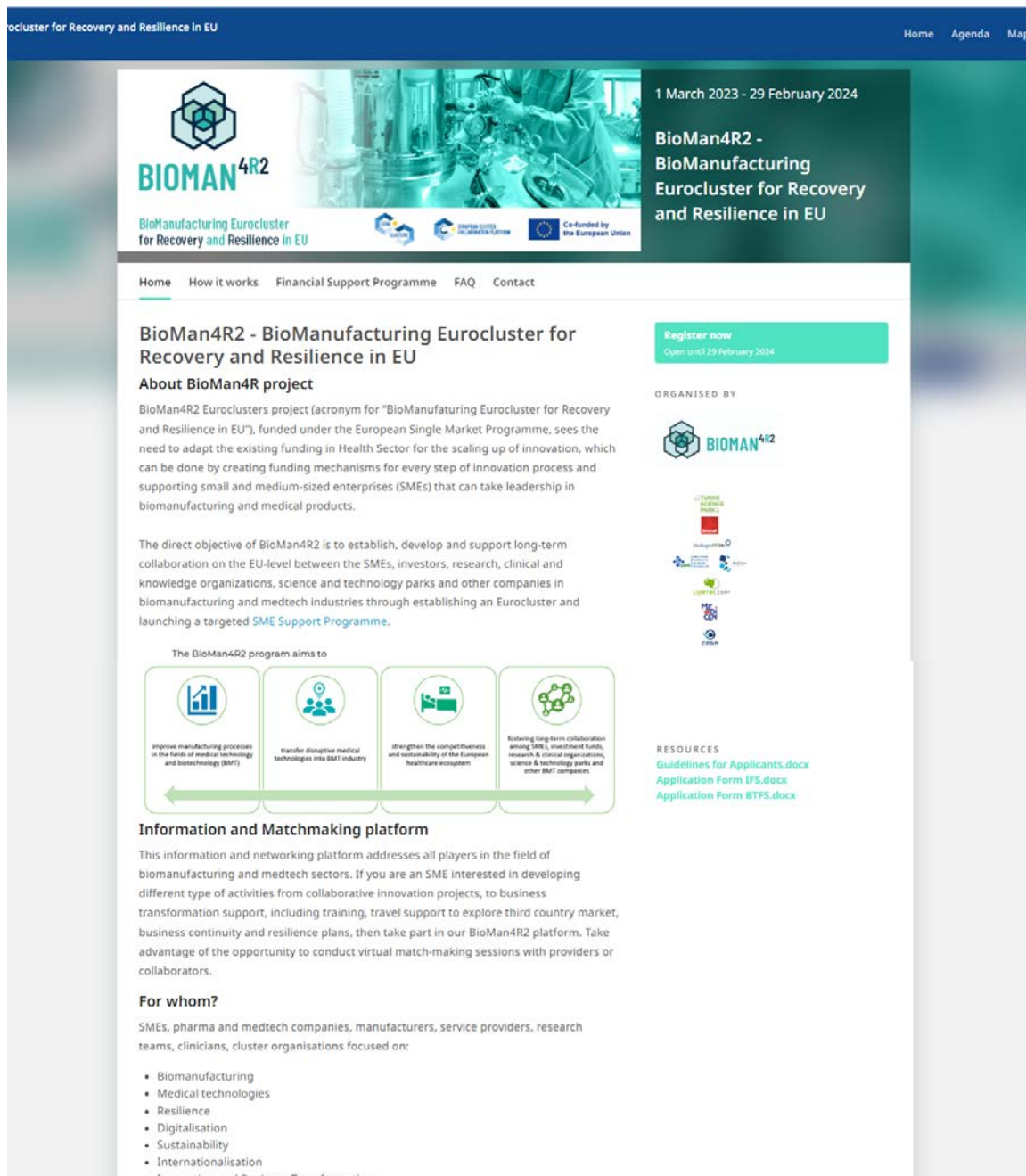
The home page also includes the objective of the matchmaking platform, the target users' group, how they can benefit from their registration, the matchmaking database as an interactive map of Biomanufacturing and MedTech key stakeholders and finally, the EU disclaimer.

The top menu includes Home, Agenda and Map. The middle menu of the webpage includes Home, Financial Support Programme, How It Works, FAQ, News and Contact.

The Home page displays the BioMan4R2 banner featuring logos related to the project, consortium partners, and the European Union logo. On the right panels, there is a registration

button, consortium logos, and resources section with documents related to the SME Support Programme.

At the bottom of the page the visitor can find a quick menu with the event organiser, Terms of Service, Privacy policy, [the BioMan4R2 LinkedIn page](#) and the link to download the matchmaking app.



The screenshot shows the BioMan4R2 website, which is the BioManufacturing Eurocluster for Recovery and Resilience in EU. The website has a blue header with the BioMan4R2 logo and the text "BioManufacturing Eurocluster for Recovery and Resilience in EU". The main content area is white with a green sidebar on the right. The sidebar contains a "Register now" button, a list of organizers, and a "Resources" section with links to "Guidelines for Applicants.docx", "Application Form IF5.docx", and "Application Form BTFS.docx". The main content area features a "BioMan4R2 - BioManufacturing Eurocluster for Recovery and Resilience in EU" section with a "Register now" button, a "About BioMan4R project" section, a "The direct objective of BioMan4R2" section, a "The BioMan4R2 program aims to" section with four icons, an "Information and Matchmaking platform" section, and a "For whom?" section.

BioMan4R2 - BioManufacturing Eurocluster for Recovery and Resilience in EU

1 March 2023 - 29 February 2024

BioMan4R2 - BioManufacturing Eurocluster for Recovery and Resilience in EU

Home | How it works | Financial Support Programme | FAQ | Contact

BioMan4R2 - BioManufacturing Eurocluster for Recovery and Resilience in EU

About BioMan4R project

BioMan4R2 Euroclusters project (acronym for "BioManufacturing Eurocluster for Recovery and Resilience in EU"), funded under the European Single Market Programme, sees the need to adapt the existing funding in Health Sector for the scaling up of innovation, which can be done by creating funding mechanisms for every step of innovation process and supporting small and medium-sized enterprises (SMEs) that can take leadership in biomanufacturing and medical products.

The direct objective of BioMan4R2 is to establish, develop and support long-term collaboration on the EU-level between the SMEs, investors, research, clinical and knowledge organizations, science and technology parks and other companies in biomanufacturing and medtech industries through establishing an Eurocluster and launching a targeted [SME Support Programme](#).

The BioMan4R2 program aims to

- improve manufacturing processes in the fields of medical technology and biotechnology (BMT)
- transfer disruptive medical technologies into BMT industry
- strengthen the competitiveness and sustainability of the European healthcare ecosystem
- building long-term collaboration among SMEs, investment funds, research & clinical organizations, science & technology parks and other BMT companies

Information and Matchmaking platform

This information and networking platform addresses all players in the field of biomanufacturing and medtech sectors. If you are an SME interested in developing different type of activities from collaborative innovation projects, to business transformation support, including training, travel support to explore third country market, business continuity and resilience plans, then take part in our BioMan4R2 platform. Take advantage of the opportunity to conduct virtual match-making sessions with providers or collaborators.

For whom?

SMEs, pharma and medtech companies, manufacturers, service providers, research teams, clinicians, cluster organisations focused on:

- Biomanufacturing
- Medical technologies
- Resilience
- Digitalisation
- Sustainability
- Internationalisation
- Innovation and Business Transformation

Register now
Open until 29 February 2024

ORGANISED BY

RESOURCES
[Guidelines for Applicants.docx](#)
[Application Form IF5.docx](#)
[Application Form BTFS.docx](#)

Why participate?

- **As Enterprise** - find qualified European experts, suppliers and collaboration partners during effective one-to-one meetings
- **As Research & Technology Organisation** - find European partners for technology transfer
- **As Product Developer** - find partners to discuss new technology and innovative solutions
- **As Service Provider** - find organizations to provide financial, education, legal, and consulting services

Matchmaking database

The BioMan4R2 matchmaking database contains a comprehensive list of key stakeholders in the Biomanufacturing and MedTech industries of the consortium regions. These key stakeholders, including service providers, large corporations, research organizations, public institutions, and investors, can offer valuable support to SMEs looking to expand their operations and could be useful for collaboration within the BioMan4R2 SME Support Programme.



Disclaimer

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or EISMEA. Neither the European Union nor the granting authority can be held responsible for them.



Event organiser



Useful links

[Terms of service](#)
[Privacy policy](#)
[b2match events](#)

Get in touch

[in](#)

Download app




2.2. How it works

The page labelled "How it works" comprises all the details concerning the virtual matchmaking aspect of the B2Match platform. This includes:

- Instructions on how to register
- How to create a business profile to display your requirements
- How to view the profiles of other participants
- How to send and receive meeting requests
- And guidance on starting a virtual meeting and the technical requirements

Virtual matchmaking events - How do they work?

A matchmaking event is a quick and easy way to meet potential cooperation partners. 20 minutes run fast, but they are enough to build first connections before the meeting ends and the next talk starts.



1) Registration

Register via the [Register](#) button.

2) Publish a business profile to showcase your needs

Create a clear and concise business profile to raise your visibility on the b2match platform. Your profile should describe who you are, what you can offer to potential partners, and who you want to meet. A good profile will generate significantly more meeting requests.

3) Browse profiles of attendees

Are you an SME eligible to apply and looking for experts or cooperating partners? In the list of [providers](#) you can find out who offers interesting and promising business opportunities.

4) Send & receive meeting requests

Browse [published participants profiles](#) and send meeting requests to those you want to meet during the event.

5) Matchmaking Event


Access your meetings in [My Agenda](#) or [Meetings](#), where you have your complete schedule for the event and the list of your meetings. Check your camera and microphone and don't be late!

How to initiate a Virtual Meeting?

1. Identify promising participants on the [Participants](#) list or the [Marketplace](#) page on the event's website. Once you found a suitable meeting partner, click "Request meeting" to send them a meeting request.

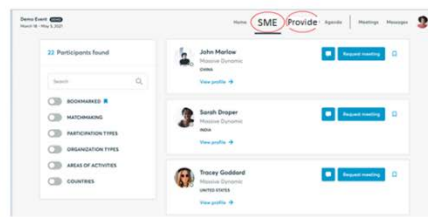
Register now
Open until 29 February 2024

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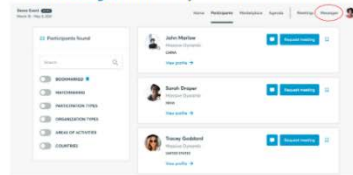


RESOURCES

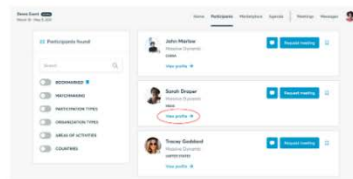
[Guidelines for Applicants.docx](#)
[Application Form IF5.docx](#)
[Application Form BTFS.docx](#)



2. Use the **Messages** functionality to chat about common interests and availability.



3. Click "View Profile →" to find out more about the participant



4. If you would like to have a meeting with them, you can also request a meeting here.



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



6. At the time of the meeting, go to the Meetings page and click on **Start Meeting**



- You can invite guests through the **Invite guests** button, or share your screen through the screen sharing button
- A virtual meeting can be started at any given time before its ending time and it won't stop automatically, one of the participants has to end it
- The remaining time will be displayed on the top left corner
- The next meeting card will be displayed with one minute before the next meeting
- Clicking on **Start Next Meeting** will end the current meeting and will start the next one

Technical requirements for Virtual meetings

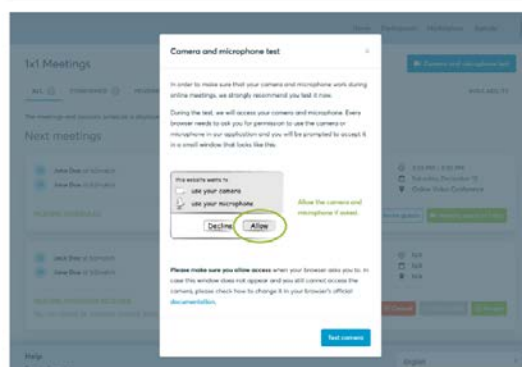
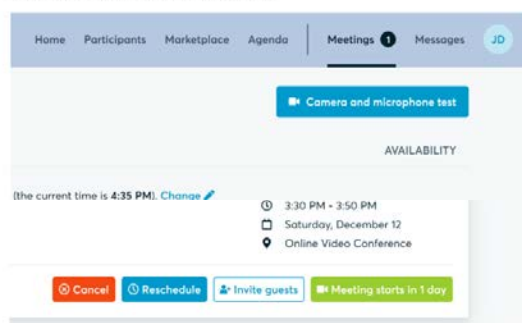
The virtual meetings take place through the b2match video tool, which is integrated in the b2match platform and it doesn't need to be downloaded.

- install the latest version of your browser
 - [download latest Google Chrome version](#)
 - [download latest Mozilla Firefox version](#)
 - [download latest Microsoft Edge version](#)
 - [find out what browser you're using and if it is up to date](#)

Use a device with an incorporated webcam or a webcam. Without the camera, the meeting can still take place in the audio mode.

Microphone and camera

You can test your microphone and camera in your **Meetings** list, once you are logged in to your b2match profile. In order to do this, you need to click the blue **Camera and microphone test** and follow the instructions.



If there are issues, the system will indicate the browser's documentation's regarding the microphone and camera usage

- browser's permissions to use the microphone and camera
 - [Using your camera and microphone in Google Chrome](#)
 - [How to manage your camera and microphone permissions with Firefox](#)
- system's permissions for the microphone and camera
 - [how to set up and test microphones in Windows 10](#)
 - [change the sound input settings on Mac](#)

Additionally, you can do the following checks:

- test your microphone with other apps, such as Google Meet, Skype, Zoom, etc.
- run **Twilio's network test**, which will start an automatic diagnosis to check if Twilio has permission to use your microphone and camera
 - Twilio is the name of the software we use for online meetings

Happy matchmaking!

Event organiser



Useful links

[Terms of service](#)
[Privacy policy](#)
[b2match events](#)

Get in touch

in

Download app



2.3. SME Support Programme

The page dedicated to the SME Support Programme contains comprehensive information regarding the vouchers scheme, including details on the following:







- Eligibility criteria for applying for these vouchers
- The specific activities that can be funded through the scheme
- A brief summary of the amount of funding available for different activities
- Information regarding matchmaking events intended for participants seeking partners for collaborative projects
- Over the coming weeks, a more detailed description of the application process and eligibility criteria will be provided.

SME Support Programme

The **BioMan4R2 funding programme** aims to provide financial support to small and medium-sized companies (SME) in the life sciences and medical technologies sector that can be used in activities related to collaborative innovation projects, such as:

- business transformation (e.g. training plans),
- support for travel to explore markets in other countries,
- business continuity and resilience plans, etc.

European SMEs from Biomanufacturing and MedTech sector can benefit from various service providers and experts to improve their effectiveness or level of innovation, valorization and/or marketing of products and/or services and increase their competitiveness by removing barriers or complications in the following areas:

 Regulatory
  Funding
  Infrastructure
  Technology
  Supply Chain
  Market Access

For this purpose, the BioMan4R2 project offers grants of up to **€60.000**.

Financial Support Scheme Overview

Category	Details	Value
Innovation	Type of action 1 ✓ Collaborative projects between an SME (the main applicant) and minimal one other organization	Value: max. €60 000
	Type of action 2 ✓ Prototyping, valorization and validation of existing products	
Business Transformation	✓ Go Greener ✓ Go Digital	Value: €15 000
	✓ Go International	Value: €15 000
	✓ Go to market ✓ Legal & financial analyses	Value: €15 000

Number of available IFS: 15 in total

Number of available BTFS: 10 in total

Matchmaking Event



Access your meetings in **My Agenda** or **Meetings**, where you have your complete schedule for the event and the list of your meetings. Check your camera and microphone and don't be late!

- ▶ [How to initiate a Virtual Meeting?](#)
- ▶ [Technical requirements for Virtual meetings](#)

Happy matchmaking!

[Register now](#)
Open until 29 February 2024


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RESOURCES

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Event organiser





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Get in touch

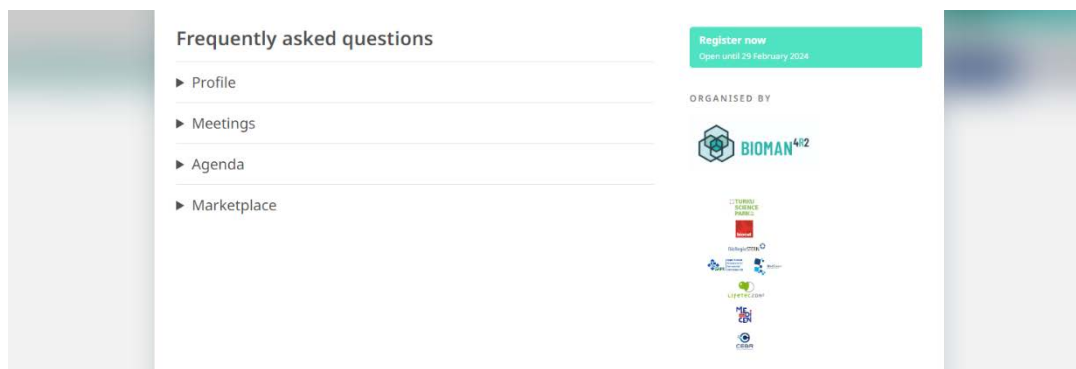


Download app

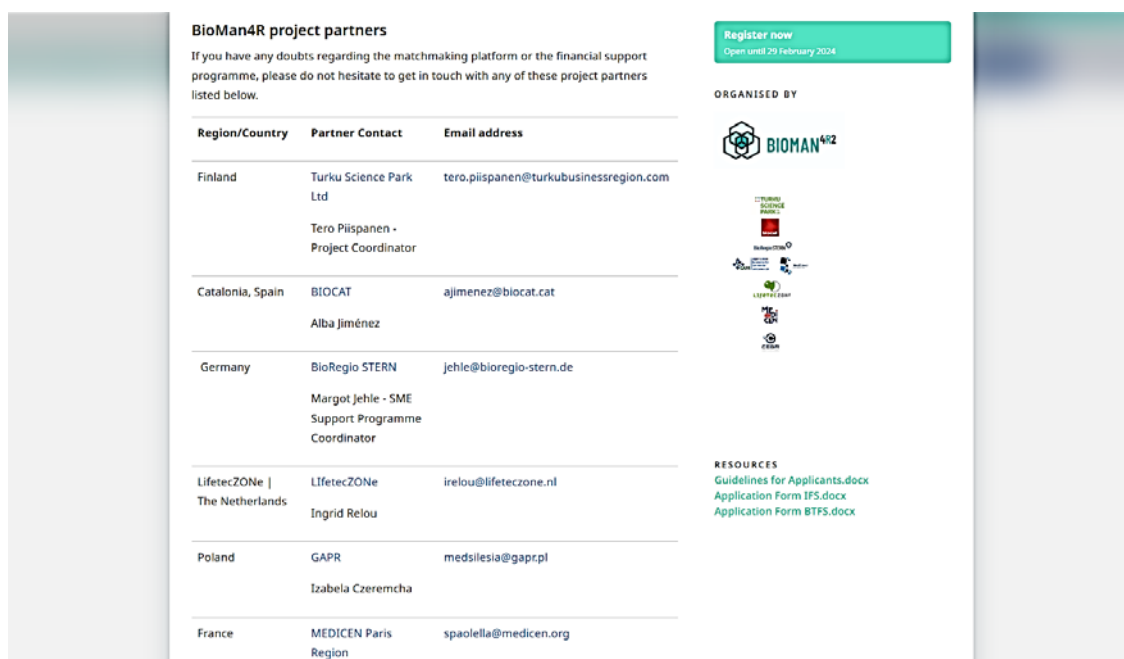
2.4. FAQ

The B2match platform's FAQ section provides responses to the frequently asked questions about profile management, meetings, agenda, and marketplace features.



2.5. Contact

In the Contact page, you can find the email addresses of all the consortium partners, including the project coordinator and the individual responsible for the SME Support Programme. These email addresses are provided for any queries related to the matchmaking platform or the financial support programme.



3. Matchmaking settings

3.1. Registration Settings

The registration time frame for the matchmaking meetings is from Wednesday 1st of March until Thursday 29th February. The registration is public, participants can register for the event by clicking the "Register" buttons on the event website. Organizers have to manually activate participant profiles; participants will get an email notification once their profile is activated and their profile will be visible to others. Once the participants are activated, the marketplace opportunities will be automatically validated.

3.2. Participant Types

Participant types are used to group specific types of participants. They are requested during the registration process and allow to create booking and visibility rules and empowering participants to find suitable partners for meetings. In the BioMan4R2 B2match there are two types of participants: SMEs and providers.

3.3. Organization Types

The organization type is used to categorize participants. This makes it easier for participants to find the right meeting partner. The participant categories listed in the BioMan4R2 B2match are:

- Small and medium-sized enterprise (SME)
- Start-up
- Large company
- Academia
- Authority/Government
- Consulting
- Manufacturer
- Service Provider
- Investment/Financing
- Purchaser
- Business Support
- Hospital
- Other

3.4. Areas of Activity

Areas of Activity enable participants to classify their business. These categories are very useful when participants search for suitable meeting partners. A participant can choose multiple Areas of Activity. The areas of activity have been classified in 3 groups: Medical Technology and Biotechnology only for SMEs and Service Provider for Providers.

Medical Technology	Biotechnology	Service Provider
Additive manufacturing	3D bioprinting	Training
Anesthesiology	Artificial organs	Digitalisation of production and workflows
Drug delivery devices	Bio manufacturing	Financial expert
Endoscopy	Biomaterials	Business and market analysis provider
Hygiene, sterilization, disinfection	Bioprocess engineering	Legal expert
Implants and prosthesis	In vitro diagnostics kits	Internationalisation
Medical devices	Microbiology	Sustainability support
Medical imaging machines	Molecular biology	Business Development
X-Ray	Regenerative Medicine	Investment/ Financing
Orthopaedic technology	Laboratory technology	Production
Operating technology, operating equipment	Tissue engineering	Sales & Distribution
Surgical instruments	Other	Service / Maintenance / Supply
Wearables		Laboratory / CRO
Other		Other

3.5. Booking rules

By assigning participant types to one another, the Booking Rules feature enables the specification of which participants are authorized to request meetings. It is a requirement in the BioMan4R2 platform that at least one SME must participate in all meetings.

Booking Rules

Booking Rules allow to define which participant can request meetings with other participants. These rules are set by **assigning participant types to each other**. [Learn more](#)

- ☒ **SMEs** can request **SMEs**
- ☒ **SMEs** can request **Provider**
- ☒ **Provider** can request **SMEs**
- ☐ **Provider** can request **Provider**

3.6. Marketplace

The Marketplace section provides a platform for participants to showcase their offerings and requirements, including services, project collaborations, expertise, and requests.

3.7. Visibility rules

This option allows you to define visibility rules between Participant Types across the entire event website. The rules are applied to participant profiles, company profiles, and Marketplace opportunities. The BioMan4R2 consortium decided to make both participant types SMEs and Providers visible to unregistered website visitors to foster the platform's engagement.

3.8. Analytics & Reporting

The number of visitors, downloads, website hits will be tracked by web traffic analysis tools, allowing the consortium to overview how well the matchmaking platform reaches both target groups and stakeholders.

Due to the current GA amendment, we have combined deliverables D4.2 and D4.3 into a single deliverable to ensure that the matchmaking platform is prepared for the upcoming vouchers' call next month.

The [BioMan4R2 platform](#) will be active and disseminated upon approval of the present deliverable by the European Commission. The Voucher call launching is intended to occur by mid-April.