Company missions and brokerage events
The possibility to cooperate at international level without grants or other external funds

Are you looking for with a specific skill? In a cluster? In a particular country? Who speaks a certain language? Do you search for a specific partner aiming to transfer your technology in other company? Or other economic sector? And to adapt it at the necessities?

That tools: TO / TR can help you! You can search all Network partners based on the criteria above. There are a large number of areas of expertise to search, from technical skills, finance and funding to intellectual property and partnerships.

This methodology must be the one at international level, not only a local level. In the near future we will present our interest (new equipments, tools, systems, services, etc) and the methodology to promote our interests must to be understood by others in different countries.

Using database of cutting-edge technologies, containing profiles, the Network brings together research/commercial applications.

The database is updated with new profiles on a periodically basis.

We also organize matchmaking events across the region where you can meet potential business partners in person. The schedule meetings for you and help you prepare for them.

Matchmaking events often take place at international fairs, which helps keep travel and accommodation costs down.

Company missions and brokerage events are two versions that offer great opportunities to establish mutual confidence between an SME and another one.

Brokerage events (matchmaking, B2B, partnerships events)

The brokerage event is the place where the offer meets the request, where the interested persons have a face-to-face meeting to discuss the possibility to create partnerships and develop business / technology transfer / projects.

Brokerage events are organized to helps SME to reach technology transfer or cooperation's agreements with other companies from their own sector. They can be also advised on how to find partners to apply to EU–funded joint research projects.

A brokerage event offers a series of pre-arranged transnational meetings organized at a single venue for SMEs. One or more local Network partners organize the venue, which could be at a fair, a conference or other event. Based on partnership profiles, participants request meetings before the event. Schedules for each participant are drawn up showing time and place for each meeting. Integrated tools can be used for the profile development and validation, as well as for organizing the meeting.

Organizing a successful company mission or brokerage event takes a lot of effort. Thankfully, there are Clusters / Networks that provides all the support a company may need in terms of resources, partners, interest and networking.

Company missions

Company missions bring together small groups of clients for transnational visits.
A local Network partner organizes a one- or two-day trip to selected companies and organizations.

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Company missions can take a number of forms:
- Visiting the potential partner's premises so a client can get a feeling for the company's technology, production, management and culture.
- The companies get together in a central place for bilateral discussions.
- Arranging meetings with company management while they are at an international fair.

After identifying an interesting topic, a local Network partner will take responsibility for driving; organizing what is called an incoming company mission.

The local partner will have to look for visiting companies and entrepreneurs with the help of other Network partners.

For an outgoing company mission, a Network partner will provide suitable companies which are willing to visit foreign counterparts and institutes.

The partner must be willing to find suitable partner regions for the visit.

Technology transfer, is the process of transferring skills, knowledge, technologies, methods of manufacturing, samples of manufacturing and facilities among governments or universities and other institutions to ensure that scientific and technological developments are accessible to a wider range of users who can then further develop and exploit the technology into new products, processes, applications, materials or services. It is closely related to (and may arguably be considered a subset of) knowledge transfer.

Horizontal transfer is the movement of technologies from one area to another. At present transfer of technology is primarily horizontal. Vertical transfer occurs when technologies are moved from applied research centers to research and development departments.

Do you often come to the result that there are many innovative technologies at your facility, yet no suitable industrial partners for them?

Do you also have the feeling that you are running behind, questioning how you will implement all the project results, win over new industrial partners, and allocate new licenses for partnerships?

That the essential industrial contacts that you need are either missing or constantly changing?

And on top of that, you are challenged with limited human resources, limited external funding and considerable bureaucracy!

With technology offer, and technology request it's easy, fast and effective to find the right partners and thus a solution to all of these and many more associated problems.

Our aim is to know better each other, to understand the expertise and experience of the potential partners for business, innovation, knowledge and technology transfer, partnerships for internationals projects.

The methodology contribute for the knowledge transfer between public research and industry in the societal challenge secure, clean and efficient energy, to bridge the gap between research, innovation and business, based on EU experience and on a survey conducted among the stakeholders.

Our approach is individually tailored to your needs. We guide you through the entire process from the discussion about pros and cons of your technology to the presentation best suited for collaboration with suitable interested parties.

These necessary steps have been proven in many projects!

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