

Partecipazione al b2fair Matchmaking Event
Hannover Messe 2017
24 - 28 Aprile 2017

Elisa Protti

Bologna, 9 Febbraio 2017

ENTERPRISE EUROPE NETWORK

È la più grande rete europea a supporto dell'innovazione, dell'internazionalizzazione e della competitività delle imprese, presente in oltre 50 paesi con circa 600 organizzazioni, raggruppate localmente in consorzi.



SIMPLER

È il consorzio dei partner che offrono i servizi di Enterprise Europe Network in Lombardia e in Emilia-Romagna: Finlombarda S.p.A. (coordinatore), ASTER, Innovhub SSI, SIDI Eurosportello, FAST, Unioncamere Emilia-Romagna, Unioncamere Lombardia, Confindustria Lombardia, Confindustria Emilia-Romagna, CNA Emilia Romagna, CNA Lombardia, ENEA.

A CHI SI RIVOLGE

- Imprese, in particolare le PMI
- Consorzi e associazioni di imprese
- Cluster
- Centri di ricerca e università
- Organizzazioni pubbliche e private

- **Vuoi ampliare il tuo business all'estero?**
- **Cerchi partner commerciali, tecnologici o di ricerca?**
- **Vuoi ricevere informazioni su normativa comunitaria e programmi europei di finanziamento?**
- **Sei interessato a depositare o valorizzare un brevetto?**

Enterprise Europe Network ha la risposta per te!

- Giornate informative su innovazione, internazionalizzazione e opportunità europee
- Ricerca di partner commerciali, tecnologici e per progetti europei
- Organizzazione di incontri b2b
- Supporto all'innovazione, all'internazionalizzazione e al trasferimento tecnologico
- Consulenza sulla gestione della proprietà intellettuale
- Visite aziendali e audit tecnologici
- Assistenza per la partecipazione a HORIZON 2020
- Supporto per l'accesso ai finanziamenti
- Rilevamento del feedback delle imprese sulle politiche comunitarie di loro interesse

I servizi di Enterprise Europe Network sono gratuiti

Enterprise Europe Network

It is the largest European network supporting SMEs innovation, internationalisation and competitiveness. The Network operates in over 50 countries through 600 organisations grouped into local consortia.

SIMPLER is the consortium covering Lombardy and Emilia-Romagna regions.

Target

- Companies, in particular SMEs
- Trade and companies' associations
- Clusters
- Research centres and universities
- Public and private organisations

Services

- Support on innovation
- Partnership development
- Support to growth into international markets

Enterprise Europe Network involves SMEs in the European policy making process



Exclusive business meetings in the heart of the trade fair

1° B2B
Promosso
da CNA ER

THE MATCHMAKING EVENT AT A GLANCE

- Five days of **business meetings**
- A matchmaking area **in the centre of the trade fair**
- **VIP lounge** at the disposal of the participants
- International partner network
- **Professional assistance** on the spot

Dates: 24th - 28th April 2017

Venue: Global Business & Markets (Hall 3)

The **matchmaking event** will take place during **HANNOVER MESSE**, the world's leading industrial and technological trade show.

STATISTICS SINCE 2005

- **Over 3,000** participating companies
- Around **4,000** businessmen- and women
- Over **20,000** business meetings
- **60** countries represented
- A network of more than **100** partners

PARTNERS / CO-ORGANISERS



CNA Emilia Romagna
Italy

ORGANISERS

Sito web:

<http://www.een-matchmaking.com/hannovermesse2017/Home/Index/2>

AZIENDE ATTUALMENTE REGISTRATE PER PAESE

Global Business & Markets

b2fair Matchmaking Event
HANNOVER MESSE 2017

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BECOME PARTNER

The **matchmaking event** will take place during **HANNOVER MESSE**, the world's leading industrial and technological trade show.

HANNOVER MESSE 2017

HANNOVER MESSE, being one of the biggest industrial trade shows in the world, covers a wide range of themes such as **R&D, industrial automation and IT, industrial supply, production engineering and services**, as well as **energy and environmental technology**. The opportunity to develop new sales leads in other sectors, unique access to new products and technologies and a huge international presence attract exhibitors and visitors from all over the world.

The 2017 trade fair line-up includes:

- **Industrial Automation:** Leading Trade Fair for Factory and Process Automation, System Solutions and Industrial IT
- **Digital Factory:** Leading Trade Fair for Integrated Processes and IT Solutions
- **Energy:** Leading Trade Fair for Integrated Energy Systems and Mobility
- **Industrial Supply:** Leading Trade Fair for Innovative Subcontracting Solutions and Lightweight Construction
- **Research & Technology:** Leading Trade Fair for R&D and Technology Transfer.

More information is available on www.hannovermesse.de.

PARTNER COUNTRY POLAND

In 2017 HANNOVER MESSE welcomes **Poland** as Partner Country of the trade fair. Therefore, many companies from Poland are expected during the event. The **b2fair** matchmaking event during HANNOVER MESSE 2017 is therefore the ideal platform for finding partners in Poland as well.

Statistics

Number of participants by countries

Algeria	2
Belgium	1
Bosnia And Herzegovina	1
China	1
Cyprus	1
France	6
Germany	2
Ghana	2
Hungary	3
India	5
Israel	1
Italy	8
Japan	2
Korea, Republic Of	1
Latvia	1
Lithuania	2
Luxembourg	1
Netherlands	6
Philippines	1
Poland	4
Serbia	1
Slovenia	1
Spain	5
Tunisia	2
Turkey	7
Company	68

CONTACT US

b2fair- COORDINATION UNIT
HANNOVERMESSE 2017
 Luxembourg Chamber of Commerce
 7, rue Alcide de Gasperi
 L-2961 Luxembourg
 Luxembourg

Ms Sabrina Sagramola
Mr Niels Dickens
Ms Amrita Singh
 Phone: +352 42 39 39-370
 Fax: +352 42 39 39-26
 Email: hannovermesse@b2fair.com

NUMERO DI PARTNER PER PAESE

Global
Network
Market

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HANNOVER MESSE 2017**

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HOME INFORMATION REGISTRATION CATALOGUE MY B2FAIR

The **matchmaking event** will take place during **HANNOVER MESSE**, the world's leading industrial and technological trade show.

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Statistics

Number of partners by countries

Belgium	1
Bosnia And Herzegovina	2
Brazil	1
Bulgaria	3
China	2
Cyprus	1
Czech Republic	3
Egypt	1
Estonia	1
Finland	1
France	2
Germany	1
Hungary	1
India	2
Italy	3
Japan	1
Luxembourg	2
Netherlands	2
New Zealand	1
Poland	6
Portugal	4
Romania	2
Russian Federation	2
Slovakia	2
Slovenia	2
Spain	3
Tunisia	1
Turkey	7
United Kingdom	1
United States	1
Partner	62



1) Fino al 24 febbraio 2017

La partecipazione alla manifestazione matchmaking è gratis. Sarà applicata un'ammenda di € 150,00 se si annulla la partecipazione.

2) Dopo 24 febbraio 2017

Per chi espone in fiera: La partecipazione all'evento matchmaking prevede un unico pagamento di € 95,00. Verrà sommata una quota di iscrizione aggiuntiva di € 75,00 ad personam nel caso in cui si voglia partecipare con due o più rappresentanti per azienda.

Per chi decide di entrare in fiera come visitatore: La partecipazione all'evento matchmaking prevede un unico pagamento di € 100,00 e una quota di iscrizione aggiuntiva di € 75,00 ad personam nel caso in cui si voglia partecipare con due o più rappresentanti per azienda.

Interpretariato: Il servizio di interpretariato sarà disponibile per i partecipanti ad un prezzo di € 75,00 al giorno.

Consultancy: Un servizio di consulenza sarà offerto ad un prezzo di € 125,00 per supportare le imprese nella partecipazione al B2B. Il servizio consiste in una guida e in suggerimenti riguardo agli incontri più adatti con altre imprese registrate all'evento. Per ulteriori informazioni, si prega di contattare l'Unità di Coordinamento: b2fair@cc.lu

Il costo del servizio di interpretariato e quello di consulenza è di € 175,00.

Una volta inviato il modulo di registrazione on-line, l'azienda si impegna a partecipare al B2B di HANNOVER MESSE 2017. Subito dopo la presentazione del modulo di registrazione, i dati del profilo di cooperazione dell'azienda saranno controllati e confermati da CNA ER, nonché dal Coordinamento unità centrale della manifestazione (Luxembourg Chamber of Commerce). Una volta che il profilo dell'azienda è stato validato, alle imprese che si iscrivono dopo il 24 febbraio sarà inviata la fattura.

La quota di partecipazione include i seguenti servizi:

- Ingresso gratuito in fiera;
- Controllo e supporto per la redazione del profilo e sua pubblicazione sul catalogo online del B2B;
- Supporto all'arrivo al desk del B2B con informazioni e consegna dell'agenda definitiva con gli appuntamenti;
- Aggiornamenti regolari sull'evento con scadenze, spedizione dell'agenda e assistenza per tutto l'evento di matchmaking.

→ <http://www.een-matchmaking.com/Registration/hannovermesse2017/regSelectPartner>

**b2fair Matchmaking Event
HANNOVER MESSE 2017**

HOME INFORMATION **REGISTRATION** CATALOGUE MY B2FAIR BECOME PARTNER

Welcome to the online registration for the *b2fair* matchmaking event at "HANNOVER MESSE 2017"

We are very pleased that you have decided to participate in our *b2fair* matchmaking event at "HANNOVER MESSE 2017". Your registration will be carried out in several steps which are illustrated below

- 1° Participation conditions
- 2° Identification
- 3° Contact persons
- 4° Participation fee
- 5° Company profile
- 6° Cooperation profile
- 7° Confirmation & Payment

Please note that all text fields have to be compiled in English.

REGISTRATION

Selection of Country

To start the registration process for the matchmaking event, please select your home country and your local partner organisation.

- Indicate the country of your business location.
- After selecting the country, a list box with the responsible partner organisations will be shown automatically.

Italy

Selection of your local partner organisation

Select your local partner organisation by choosing the name of the partner organisation. The next step will display the participation conditions.

CNA Emilia Romagna

Abort Continue

www.een-matchmaking.com/Registration/hannovermesse2017/regParticipant/edit/0?partnerId=378&tabs=1&landid=9

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HOME INFORMATION REGISTRATION CATALOGUE MY B2FAIR BECOME PARTNER



Registration





Participation conditions Identification Contact person Company profile Cooperation profile Payment and confirmation Participation fee

Your partner organisation



CNA Emilia Romagna

CNA Emilia Romagna
Enterprise Europe Network – Simpler Consortium
Via Rimini 7
IT-40128 BOLOGNA
Italy
Phone : +39 051 21 33 870  Fax: +39 051 08 22 447 
simpler@cnainnovazione.net
www.cnaemiliaromagna.it

Elisa PROTTI
Phone : +39 051 2133870 
Fax : +39 051 0822447 
protti@cnainnovazione.net
Sara DELL'ELCE
Phone : +39 051 2133870 
Fax : +39 051 0822447 
simpler@cnaemiliaromagna.it

Participation conditions / Data protection clause:

Participation fee

as exhibitor: EUR 0.00 **as additional person of exhibitor:** EUR 0.00

as visitor: EUR 0.00 **as additional contact person visitor:** EUR 0.00

SPECIAL CONDITION

For registration before 24th February 2017
Your participation in the matchmaking event is **free-of-charge**. In order to maintain the quality of the event, a fine of **150.00 EUR** will however be invoiced if you cancel your participation.

I accept the special conditions mentioned above.

PARTICIPATION CONDITION

I agree that my data will continue to be used for matchmaking purposes even after the event.

I agree to continue the publishing of this data in the database of the official b2fair website on www.b2fair24.com also after the event.

I agree that my company profile will be registered free of charge in the Partnership Opportunity Database (POD) of the Enterprise Europe Network in order to reach an even wider target group.

Herewith I confirm that before the registration for the matchmaking event, I have carefully read and taken note of the whole participation conditions.

Abort

Continue

PAGINE DI REGISTRAZIONE ...

gistration/hannovermesse2017/regParticipant/edit/0?partnerId=378&landid=9&tabs=1

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BECOME PARTNER

Registration by provider: [Exhibitor](#) | [Visitor](#) | [Buyer](#) | [Supplier](#) | [Buyer & supplier](#) | [Investor](#)

IDENTIFICATION

Exhibitor **Visitor ***

Registration as:

 Buyer / Ordering customer Supplier Buyer & supplier Investor

COMPANY DATA

Name of the company:*

Address:*

ZIP/Postal Code:*

City:*

Country: Italy

Homepage:

Email:*

VAT-Tax-Id:

Participation fee

Fee	0.00
as visitor	0.00
as additional contact person visitor	0.00
as additional contact person visitor	0.00
Total amount	0.00

Abort
Continue - Contact person

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HOME INFORMATION **REGISTRATION** CATALOGUE MY B2FAIR BECOME PARTNER

Registration

Registration overview Identification **Registration** Company profile Cooperation profile Payments and confirmation Participation fee

CONTACT PERSON

Contact person 1

Salutation:* Mr Ms Native language:

Title:

First name:*

Name:*

Position:

Phone:*

Fax:

Mobile:

Email:*

Foreign languages:

▶

▶

If you have specified 2 or more contact persons above, click here to organise all your meetings together.

Participation fee	
Fee as visitor	0.00
as additional contact person visitor	0.00
as additional contact person visitor	0.00
Total amount	0.00

Abort

Continue - Confirmation

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HOME INFORMATION REGISTRATION CATALOGUE MY B2FAIR BECOME PARTNER

Registration

Participation condition Identification Contact person Company profile Registration conditions Payment and confirmation

INFORMATION

Participation condition and fee

SPECIAL CONDITION

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Your participation in the matchmaking event is **free-of-charge**. In order to maintain the quality of the event, a fine of **150.00 EUR** will however be invoiced if you cancel your participation.

Registration as	Visitor
gfhg fgh:	0,00
Total amount	0,00

Abort Continue - Company profile

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BECOME PARTNER

3556 - gh (Italy)

Participation condition
Identification
Contact person
Company profile
Cooperation profile
Payment and confirmation

COMPANY PROFILE

Year of foundation

Type of company:* X ▾

If other, please specify

Field of activities:* X ▾

If other, please specify

Number of employees X ▾

Turnover (EUR) X ▾

SECTORS OF ACTIVITY

X X
 X

Main Business & Cooperation (in 1 line ONLY):*

Description of the company's activities (main products, services, technologies and core business)

IMPORTANT NOTICE: this field must be filled in in English!!

Abort
Continue - Cooperation profile

Scegliere dalla tendina i settori

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HANNOVER MESSE 2017
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HOME INFORMATION REGISTRATION CATALOGUE MY B2FAIR BECOME PARTNER

COOPERATION PROFILE

at least one section to be filled in !

Commercial cooperation

	Offer	Search
Commercial cooperation		
Purchasing	<input type="checkbox"/>	<input type="checkbox"/>
Commercial agreement	<input type="checkbox"/>	<input type="checkbox"/>
Trade Intermediary (agent, representative, distributor)	<input type="checkbox"/>	<input type="checkbox"/>
Distribution agreement	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Marketing agreement	<input type="checkbox"/>	<input type="checkbox"/>
Franchising	<input type="checkbox"/>	<input checked="" type="checkbox"/>
After sales service	<input type="checkbox"/>	<input type="checkbox"/>
Services	<input type="checkbox"/>	<input type="checkbox"/>
Bidding consortium (for joint public tenders)	<input type="checkbox"/>	<input type="checkbox"/>

Industrial & technical cooperation

Technological & creative cooperation

Financial cooperation

Other cooperation

Countries of interest:

Belgium x

Description of the desired cooperation / project (specification of the cooperation request / offer)

IMPORTANT NOTE this field must be filled in in English!!

indicare cosa si sta cercando dalla partnership (sviluppo di un nuovo prodotto, commercializzazione di un proprio prodotto/servizio, cooperazione tecnologica o di ricerca)

If applicable, please highlight the innovative aspects and/or main advantages of your offer

IMPORTANT NOTE this field must be filled in in English!!

indicare le caratteristiche di innovazione del proprio prodotto |

Scegliere dalla tendina i paesi dei partner di interesse

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Login

Username

Password

[Forgot password?](#)

PARTNERS / CO-ORGANISERS

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Visitor -

Visitor - Unconfirmed (0) Exhibitor Confirmed (2) Exhibitor Unconfirmed (0) To homepage

Show 10 entries

Showing 1 to 2 of 2 entries


Search:

Id.	Company	Contact person	Country	
3422	Ragione Sociale	Nome persona registrata		<ul style="list-style-type: none"> Leggere profilo Modificare profilo Aggiungere logo Credenziali Send email agent Leggere profilo catalogo

COME SI INDICA LA PRESENZA IN FIERA...

[Add meeting](#)
[Print meeting schedule](#)
[Download meeting schedule](#)
[List meetings all participants](#)
[To homepage](#)

The organisers reserve the right to change the times of a meeting in order to optimise the meeting schedules, while always respecting the availability indicated by the participants.

Meeting schedule 

Monday, 24. April 2017	
15:00 - 15:30	Absent
15:45 - 16:15	Absent
16:30 - 17:00	Absent
17:15 - 17:45	Absent
Tuesday, 25. April 2017	
10:30 - 11:00	
11:15 - 11:45	
12:00 - 12:30	
12:45 - 13:15	Lunch Break
13:30 - 14:00	
14:15 - 14:45	
15:00 - 15:30	
15:45 - 16:15	
16:30 - 17:00	
17:15 - 17:45	
Wednesday, 26. April 2017	
10:30 - 11:00	
11:15 - 11:45	
12:00 - 12:30	
12:45 - 13:15	Lunch Break
13:30 - 14:00	

COME SI INDICA LA PRESENZA IN FIERA...

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Current user: CNA55ER | Company: CNA Emilia Romagna | Last login: 09/02/2017 10:37:10 | [Change password](#) | [Logout](#)

ABSENT TIMES

AVAILABILITY

Please specify the days on which you will participate in the b2fair.

- 24/04/2017
- 25/04/2017
- 26/04/2017
- 27/04/2017
- 28/04/2017

ABSENT TIMES

Should you not be present the whole time during the days participating in the »b2fair« Matchmaking Event, please indicate here when you will **not** be available and introduce this period as »Absent Times«, in order to block these timeslots in your appointment schedule.

Date	From time	To time	
<input type="radio"/> 25/04/2017			<input type="button" value="Set as absent"/>
<input type="radio"/> 26/04/2017			

COME SI FISSANO GLI APPUNTAMENTI...

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Current user: CNA55ER | Company: CNA Emilia Romagna | Last login: 08/02/2017 12:59:57 | [Change password](#) | [Logout](#)

Add meeting | Print meeting schedule | Download meeting schedule | List meetings all participants | To homepage

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Meeting schedule ^{ICS}

Monday, 24. April 2017	
15:00 - 15:30	
15:45 - 16:15	
16:30 - 17:00	
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Tuesday, 25. April 2017	
10:30 - 11:00	
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14:15 - 14:45	
15:00 - 15:30	
15:45 - 16:15	

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b2fair Matchmaking Event













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Add meeting

Showing 1 to 58 of 58 entries

Id.	Name	Country	Sector	Business activity	New
 3215	ADE Innovación Financiación e Internacionalización	Spain	Global Business & Markets; Others	Other	
 3213	Afra Crystal Products	Ghana	Others	Production	
 3466	ARGAL CHEMICAL PUMPS	Italy	Others	Production	
 3513	Aybars Makina Sanayi ve Ticaret Ltd. Şti.	Turkey	Subcontracting services, materials, components and systems for mechanical engineering, the automotive industry and plant engineering	Production	
 3447	Baltec CNC Technologies, JSC	Lithuania	Industrial subcontracting	Production	
 3530	BIC Electric	Poland	Mechanical engineering, electrical engineering and electronics; Subcontracting services, materials, components and systems for mechanical engineering, the	Services	

COME SI SCARICA E SI STAMPA L'AGENDA...

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Current user: CNA55ER | Company: CNA Emilia Romagna | Last login: 08/02/2017 12:59:57 | [Change password](#) | [Logout](#)

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Meeting schedule ICS

Date	Time	Event
Monday, 24. April 2017		
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	15:45 - 16:15	
	16:30 - 17:00	
	17:15 - 17:45	
Tuesday, 25. April 2017		
	10:30 - 11:00	
	11:15 - 11:45	
	12:00 - 12:30	
	12:45 - 13:15	Lunch Break
	13:30 - 14:00	
	14:15 - 14:45	
	15:00 - 15:30	
	15:45 - 16:15	

COME LEGGERE I PROFILI DELLE AZIENDE ISCRITTE AL B2B...

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Sorting | Search | Select country | Select sector | Select nace code | All

1 to 2 of 2 entries | L R | Search: [] | Reset selection

Impress S.r.l. **Italy**

Shearing and Deep Drawing with Progressive Dies' own designing

Since 1979 we have specialized in shearing and drawing of rolled sections (e.g. iron, aluminium, brass, etc.). From the design and creation of the progressive dies to the manufacture of the parts, we offer the client a finished product complete with heat and/or surface treatments. We are also able to provide components assembled or welded using automation designed and produced internally. The design of the moulds and automated assembly machines is all carried out by our technical office using the CAD/CAM 3D system, and the manufacture of moulds is performed by our machine tool department. The automated machines and robotic workstations for the assemblies are designed and manufactured internally. The shearing department is equipped with mechanical presses from 25 to 400 tons: most of them are fitted out for automatic machining with conveyor belt feed lines. In the recent years we increased our R&D activities through collaborations with Italian and European universities and research institutes.

Industrial subcontracting
Metal industry & metal transformation
Subcontracting services, materials, components and systems for mechanical engineering, the automotive industry and plant engineering
Id. 3134

India

COME SELEZIONARE LE AZIENDE DI INTERESSE...

The screenshot shows the 'b2fair Matchmaking Event HANNOVER MESSE 2017' website. The navigation bar includes HOME, INFORMATION, REGISTRATION, CATALOGUE, MY B2FAIR, and BECOME PARTNER. Below the navigation bar, there are search filters: 'Sorting', 'Search', 'Select country', 'Select sector', 'Select nace code', 'All', and 'List'. A search input field is also present. The main content area displays the profile for 'LAMIPRESS S.r.l.' from Italy. The profile includes a company description, a 'Company profile' section, and a 'Cooperation profile' section. The 'Cooperation profile' section lists various services offered and searched for, such as 'Industrial & technical cooperation', 'Subcontracting', 'Commercial cooperation', 'Purchasing', 'Trade Intermediary (agent, representative, distributor)', 'Other cooperation', and 'Access to foreign markets'.

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HOME INFORMATION REGISTRATION CATALOGUE MY B2FAIR BECOME PARTNER

Sorting Search Select country Select sector Select nace code All List

1 to 1 of 59 entries

A B C D E F G H I J K L M N P R S T U V W Y

Search:

Reset selection

LAMIPRESS S.r.l. Italy

Shearing and Deep Drawing with Progressive Dies' own designing
Industrial subcontracting | Metal industry & metal transformation | Subcontracting services, materials, components and systems for mechanical engineering, the automotive industry and plant engineering |

Supplier Id.: 3134

Company profile

Since 1979, the company is specialized in shearing and drawing of rolled sections (e.g. iron, aluminium, brass, etc.). From the design and creation of the progressive dies to the manufacture of the parts, the company offers the client a finished product complete with heat and/or surface treatments. It is also able to provide components assembled or welded using automation designed and produced internally. The design of the moulds and automated assembly machines is all carried out by their technical office using the CAD/CAM 3D system, and the manufacture of moulds is performed by their machine tool department. The automated machines and robotic workstations for the assemblies are designed and manufactured internally. The shearing department is equipped with mechanical presses from 25 to 400 tons: most of them are fitted out for automatic machining with conveyor belt feed lines. In the recent years, the company increased their R&D activities through collaborations with Italian and European universities and research institutes.

Cooperation profile

The company is looking for clients interested in sheared and deep drawn parts and in traders able to help them in selling their product in Northern Europe. The company can produce parts out of rolled section (e.g. iron, aluminium, brass, etc.) according to drawings for various sectors, such as Agricultural Machinery, Automotive, Construction Industry, Electromechanics, Electronics, etc.

Offer

- Industrial & technical cooperation
- Subcontracting**

Search

- Commercial cooperation
- Purchasing**
- Trade Intermediary (agent, representative, distributor)**
- Other cooperation
- Access to foreign markets**

Imprint Print

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European Commission
Business Support on Your Doorstep

STEP DI REGISTRAZIONE ...

STEP 1:

Registrazione su www.b2fair.com/hannovermesse2017 . Compilare i dati richiesti, il profilo dell'azienda e il *cooperation profile*. Dopo la convalida da parte di CNA ER, il profilo sarà pubblicato nel catalogo online. NB: Il profilo deve essere compilato in inglese.

STEP 2:

Dopo aver ricevuto il nome utente e la password tramite e-mail, andare nella sezione «My b2fair» e fissare gli appuntamenti. Il sistema indicherà le possibili combinazioni in base alla disponibilità o meno delle due parti.

STEP 3:

Una volta che sono stati fissati gli incontri si scarica l'agenda personale.

STEP 4:

Pochi giorni prima dell'evento, ogni azienda riceverà l'agenda provvisoria con gli appuntamenti per e-mail. In fiera sarà consegnata l'agenda definitiva.

STEP 5: Nel corso del B2B si possono incontrare i potenziali partner presso i luoghi di ritrovo indicati nel programma.

- **MEETING GUIDELINES**

I B2B devono essere fissati tramite il sito web ufficiale. Tutti i profili registrati vengono controllati e convalidati entro 3 giorni lavorativi dopo la registrazione e visualizzato nel catalogo on-line.

- **COME IDENTIFICARE I POTENZIALI PARTNER?**

Il processo di registrazione per partecipare ai matchmaking è molto semplice. Dopo aver completato la registrazione e il pagamento, il profilo sarà pubblicato nel catalogo on-line.

Dal catalogo on-line, è possibile selezionare le aziende che si desidera incontrare. Un motore di ricerca è a supporto per trovare i profili più adatti da incontrare.

- **COME RICHIEDERE GLI INCONTRI?**

È possibile prenotare gli incontri B2B nella sezione «My b2fair» del portale. Per prenotare un nuovo meeting, fare clic su "Aggiungi incontro" e selezionare l'azienda che si desidera incontrare.

- **DURATA DEGLI INCONTRI**

30 minuti: Business Meeting

15 minuti: Break / Tempo di preparazione per partecipare al meeting successivo

N.B. I B2B SI TENGONO IN LINGUA INGLESE

- **LUOGO DEGLI INCONTRI**

Per gli espositori: gli incontri avranno luogo direttamente allo stand. Su specifica richiesta, che può essere direttamente formulata nel modulo di registrazione, gli incontri possono avvenire anche nell'area Matchmaking.

Per i visitatori: tutti gli incontri avranno luogo nell'area b2fair Matchmaking.

- **L'AGENDA CON GLI APPUNTAMENTI**

Nella sezione «My b2fair», si ha la possibilità di monitorare in qualsiasi momento gli appuntamenti, di rifiutare le richieste di incontro degli altri partecipanti e di aggiungere nuovi incontri. In questa sezione, è possibile scaricare l'agenda provvisoria.


- Pochi giorni prima dell'evento di matchmaking ogni azienda riceverà l'agenda per e-mail.

- Regolarmente si riceveranno aggiornamenti della giornata tramite email e presso il banco informazioni durante la fiera.

COME PREPARARSI E COSA PORTARE AL B2B...

- I B2B si tengono in lingua inglese. Si ricorda che esiste il servizio traduzione a pagamento della fiera
- Capire che tipologia di obiettivo si vuole ottenere (trovare nuovi contatti, trovare nuovi partner tecnologici o commerciali)
- Studiare le aziende iscritte su «CATALOGUE» e individuare i potenziali partner interessanti con cui fissare un appuntamento
- Biglietti da visita (con tutti i riferimenti per essere contattati e sito web in inglese)
- Brochure in inglese con schede dei prodotti
- Presentazioni video del prodotto con tablet/pc
- Eventuali piccoli oggetti di merchandising da lasciare ai potenziali clienti
- Blocco e penna per segnarvi le principali informazioni che emergono dagli incontri

Vi invitiamo a parlarne con i vostri funzionari di CNA per prepararvi al meglio



TechnologyCooperationDays
 @ HANNOVER MESSE 2017
 25 - 27 April 2017

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TechnologyCooperationDays at the HANNOVER MESSE 2017

Boost your business with European R&D projects and transnational technological collaborations

This international brokerage event is the place to be for innovative SMEs, research institutions and universities to find partners for technology and research cooperations or business partnerships in pre-organised one-to-one meetings.

Attending this B2B event will give you easy access to enterprises and scientists in the field of **Industry 4.0 and SMART Factory solutions including resource and energy efficient manufacturing technologies.**

Take your chance to innovate! Gain new opportunities and competitive advantages through R&D and technological co-operations.

Focus

- Industry 4.0 and SMART Factory solutions
- Resource and energy efficient manufacturing technologies
- Sustainable Energy & Mobility


Why participate

- Showcase your most favorable projects, products or know-how
- Targeting potential business partners in pre-scheduled one-on-one meetings
- Initiate cross-border contacts and co-operations
- Find new commercial/technological/research partners
- get latest information on industrial related research results
- meet and share views with researchers and experts


[Event Flyer](#)
[Registration Manual](#)

Register for this event
open until 13 Apr 2017.

ORGANISERS



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Business Support on Your Doorstep

SCHEDULE

Registration	14 Sep – 13 Apr
Meeting Selection	25 Feb – 18 Apr
Event	25 Apr – 27 Apr

DETAILS

Language	English
Costs	119,00 € per organisation, free of charge until 24 February 2017
Venue	Hall 2, Stand technology transfer Location

BILATERAL MEETINGS

Participants Meetings: 0

<https://www.b2match.eu/technologycooperationdays2017>

- Initiate cross-border contacts and co-operations
- Find new commercial/technological/research partners
- get latest information on industrial related research results
- meet and share views with researchers and experts

[Event Flyer](#)

[Registration Manual](#)

Event Partners



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220



Costs 119,00 € per organisation, free of charge until 24 February 2017

Venue Hall 2, Stand tech transfer [Location](#)

BILATERAL MEETINGS

Participants 85
Meetings 0

PARTICIPANTS

Austria	1
Belgium	4
China	2
Czech Republic	6
Germany	56
Indonesia	1
Italy	3
Japan	1
Netherlands	3
Others	1
Poland	4
Portugal	1
Romania	1
Serbia	1
Slovak Republic	1
Spain	1
Switzerland	1
Taiwan	14
United Kingdom	1
USA	3
Total	106

PROFILE VIEWS

Before Event 812
Total 812

CONTATTO PER RICEVERE SUPPORTO:

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