



ICT & Automation in industry at International Fair Plovdiv 2010

A technology and business matchmaking event

**29 and 30 September 2010
International Fair Plovdiv, Bulgaria**

The following manual will guide you through the steps of your company/organization’s profile preparation and submission to the event database. Please note that the more specific and comprehensive information you provide, the better are your chances to find a suitable partner during the event. Well-structured and informative profiles in which it is clearly stated *what you seek or offer, what type of partner you seek for technological and/or business cooperation as well as what projects you offer/seek partner capacity for* will minimize the chance of mismatch and will help you carry out fruitful business meetings.

Access and registration

To access the event website please log on to <http://www.enterprise-europe-network.ec.europa.eu>

From the main menu please select **Events** and then follow **Go to events calendar** link. Scroll down the list of events and select

| | | |
|---------------------|---|--|
| 23/09/2010 | Marine Research Capacities in a global context | Istanbul (Turkey) |
| 23/09/2010 | Subcontracting B2B Matchmaking 2010 | Tampere (Finland) |
| 29/09/2010 | ICT & Automation in industry at International Fair Plovdiv | Plovdiv (Bulgaria) New |
| 29/09/2010 | BioSpain 2010 | Pamplona (Spain) |
| 30/09/2010 | 7th Micro & Nanotechnologies brokerage event during Micronora | BESANCON (France) New |
| October 2010 | | |
| 06/10/2010 | ZEFS Intermetal Fair 2010 - Partnering B2B Event | Zenica (Bosnia and Herzegovina) New |

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Enterprise Europe Network - Bulgaria
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Then please select as indicated

European Commission
Enterprise Europe Network

Members

ICT & Automation in industry at International Fair Plovdiv 2010

Event Type: Brokerage Events
Start Date: 29-Sep-2010
End Date: 30-Sep-2010
City: Plovdiv
Country: Bulgaria

Description:
Enterprise Europe Network - Bulgaria is organizing a technology and business matchmaking event in the sphere of ICT and automation during the autumn exhibition program of International Fair Plovdiv, Bulgaria. The event will be held on 29 and 30 September 2010, at the International Fair Plovdiv fairground.

LOGIN

Forgot Your Password, enter your e-mail address below and click "Submit."

Userid:
(your email)

Password:

BROKERAGE EVENT
[WELCOME](#)
[REGISTRATION](#)
[CATALOG](#)
[PROFILES](#)
[PARTICIPANTS](#)
[DOWNLOAD](#)
[PARTNERS](#)
[LINKS](#)

MAIN EVENTS

This will take you to the **Registration** section. Upon completion of your registration i.e. all mandatory fields filled in and check-boxes ticked out, please click on the **Register** button at the bottom of the page to confirm your registration. Upon completing your registration you will automatically log in and gain access to all features and selection options of the event website.

Profile preparation and submission

Selecting **Profiles** option and then **New profile** will take you to the profile preparation page.

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Applied Research and Communications Fund

Contact person: Mr Kalin Mutafchiev

Valid profile(s)
No profiles for this company!

On hold profile(s)
No on hold profiles for this company!

Rejected profile(s)
No rejected profiles for this company!

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MAIN EVENTS

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The screenshot below represents the first part of the profile form template. As the event addresses not only individual companies and organizations but clusters and associations as well and as one of the major topics is searching for partners for joint projects please use the following prefix in the title when referring to project partner search “**Project partner search:... profile title...**”

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ICT & Automation in industry at International Fair Plovdiv 2010
Technology Profile Registration Form

Company: Applied Research and Communications Fund

Title: (Please describe your technology in one sentence)

Type of profile:

Technology Offer Technology Request EU RTD Result

Technology Know-how/ expertise

Abstract:

Detailed description:

Innovative aspect:

BROKERAGE EVENT

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MAIN EVENTS

Consultant’s advice:

1. **The Title** should indicate whether you offer/seek technology, service, product, know-how, expertise or project partner capacity. It is recommended that you add a word or two pointing out the main advantage of the offer in technological and commercial aspects. When relating to project partners sought – **indicate the program/initiative** eg. **FP7, Intelligent Energy Europe, OP Competitiveness** etc.

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2. **The Abstract** should provide in brief information as follows:

Technology offer/request:

- Origin of the company and domain of expertise;
- What do you offer/seek – a technology, product, end solution etc. and what are the potential domains of application of the subject of the offer/request;
- What are the main advantages (technology offer) or what results must be achieved by implementing the technology sought (technology request);
- What type of partner is sought – investors, industrial or R&D companies/organizations and to what purpose;
- What type of cooperation you seek/offer – commercial agreement, joint-venture agreement, license agreement etc.

Business cooperation profile:

- Origin of the company and domain of expertise;
- What do you offer/seek – production and/or engineering capacity, R&D services, subcontracting etc. and what are the potential domains of application of the subject of the offer/request;
- What are the main advantages of your company and what results must be achieved via the business partnering sought/offered. You may give information about who your clients and partners are if you consider such information applicable;
- What type of partner is sought – investors, industrial or R&D companies/organizations and to what purpose;
- What type of cooperation you seek/offer – reciprocal production, franchise, subcontracting, joint-venture etc.

Project Partner search:

- Origin of the company and domain of expertise;
- What project partner capacity you seek or offer and under which programme/initiative – please indicate the name of the programme, the Call Identifier and the deadlines thereof;
- Describe the general idea/purpose of the envisaged project proposal in one sentence;
- Describe in one or two sentences (if applicable) what input you could offer as a project partner (project partnership offer) or what input do you expect from the project partners sought (project partnership request)

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The second part of the profile template addresses the main advantages and competitive features of your offer. Where and if applicable please provide information as follows:

- Technical characteristics of the technology/product offered or sought;
- Main advantages, achievements and history of your company (business cooperation profile);
- Specifics of the project proposal you intend to develop or is currently under development, thematic areas of the project you wish to develop or partner to, activities your company can carry out under the programmes and projects specified.
- History of successful projects developed, implemented or participated in;
- Any additional information you consider relevant;

Main advantages:

Current state of development of the technology* (Please select one item)

- | | |
|--|---|
| <input type="checkbox"/> Development phase – laboratory tested | <input type="checkbox"/> Available for demonstration – field tested |
| <input type="checkbox"/> Already on the market | <input type="checkbox"/> Other (please specify)* |

*

Intellectual Property Rights* (only for offers and EU RTD results)

- | | |
|--|---|
| <input type="checkbox"/> Patent(s) applied for | <input type="checkbox"/> Patent(s) granted |
| <input type="checkbox"/> Copyright protected | <input type="checkbox"/> Exclusive rights |
| <input type="checkbox"/> Secret know-how | <input checked="" type="checkbox"/> Others (registered design, plant variety right, etc)* |

Comments:

Web link to present innovative product:

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The third part of the profile template addresses the domains of application, collaboration types and targeted partner profile. In order to minimize chances of mismatch please give more detailed information about the type of partner you seek. You can specify multiple aspects of the targeted partner. The more specific you are about how you envisage your eventual partnership and the results thereof – the better are your options to find the right partner. Your profile has a 1 (one) year period of validity by default. You may choose to define the period of validity anyway you see fit.

Comments about market applications:

Collaboration details:

Type of collaboration sought* (more than one option can be selected):

- License Agreement
- Technical Co-operation
- Joint Venture Agreement
- Manufacturing Agreement (Subcontracting & Co-contracting)
- Commercial Agreement
- Financial Resources
- Other

Partners contribution - Role and profile of the partners and tasks to be performed - Indicate clearly the

Type of partner sought (such as: industry, academy, research organisation)

The specific area of activity of the partner

The tasks to be performed of the partner sought

Valid until : DD/MM/YYYY(until when do you want to be contacted concerning this profile?)

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The last part of the profile template addresses Enterprise Europe Network (EEN) partners who assisted you with your participation or have otherwise informed you of the event, invited you to participate and assisted you logistically.

This section is important for the organizers and co-organizers of the event as it will help us with the monitoring, follow-up, assessment and reporting of the success, specific results and impact of the **ICT & Automation in industry at International Fair Plovdiv 2010** event.

Where the organization/person that assisted you does not represent an EEN member please put in brackets after the name of the person the name of the organization they represent.

Local Enterprise Europe Network who assisted you in the editing of your profile

Name of the Innovation Relay Centre

Applied Research And Communications Fund

Name of the Enterprise Europe Network consultant / adviser

Email of the Enterprise Europe Network consultant / adviser

Upon clicking **Submit** your profile will be complete and if no remarks are made by the person assigned by the main organizers to be responsible for the formal validation of the profiles – your profile will be uploaded to the event database and will be visible to all registered participants. Note that you will request meetings with other registered participants by selecting their profiles. Meeting requests/ profiles selection can be accessed from the **Profiles** page as shown below

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Registration Your Profiles **Catalog selections** Log out

Applied Research and Communications Fund

Contact person: Mr Kalin Mutafchiev

Valid profile(s)
No profiles for this company!

On hold profile(s)
No on hold profiles for this company!

Rejected profile(s)
No rejected profiles for this company!

New profile

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When the **Catalog > List all profiles** is populated you will be able to tick out the checkbox on the left side of the profile title and reference number. By doing so you will select the company "behind the profile" for a bilateral meeting. You can request up to 15 meetings i.e. select up to 15 profiles. Your selection/ meeting requests will be complete upon clicking on the **Selection** button.

The screenshot shows the Enterprise Europe Network interface. At the top, there is a blue header with the European Commission logo and the text 'Enterprise Europe Network'. Below the header, there is a navigation menu with options like 'BROKERAGE EVENT', 'WELCOME', 'REGISTRATION', 'CATALOG', 'PROFILES', 'PARTICIPANTS', 'DOWNLOAD', 'PARTNERS', 'LINKS', and 'MAIN EVENTS'. The main content area is titled 'ICT & Automation in industry at International Fair Plovdiv 2010' and displays 'No result(s)'. Below this, there is a message: 'By selecting technology profiles, you are actually requesting bilateral meeting with the owners of the profiles !'. There are two buttons: 'Selection' (circled in red) and 'Reset'. On the right side, there is a 'LOGIN' section with a message: 'Dear Mr Kalin Mutafchiev , You can process catalog selection (if already available) and manage your profiles.' and a 'Log out' button. Below the login section, there is a 'Further Event Information:' section with a list of links: 'Main objectives', 'Thematic main areas', 'Programme', 'How it works', 'Who will come', 'How to register', 'Costs', and 'Contact'.

For any additional information please contact:

Mr. Kalin Mutafchiev (kalin.mutafchiev@online.bg) or
Ms. Teodora Georgieva (teodora.georgieva@online.bg)

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