

POST B2B MATCHMAKING REPORT

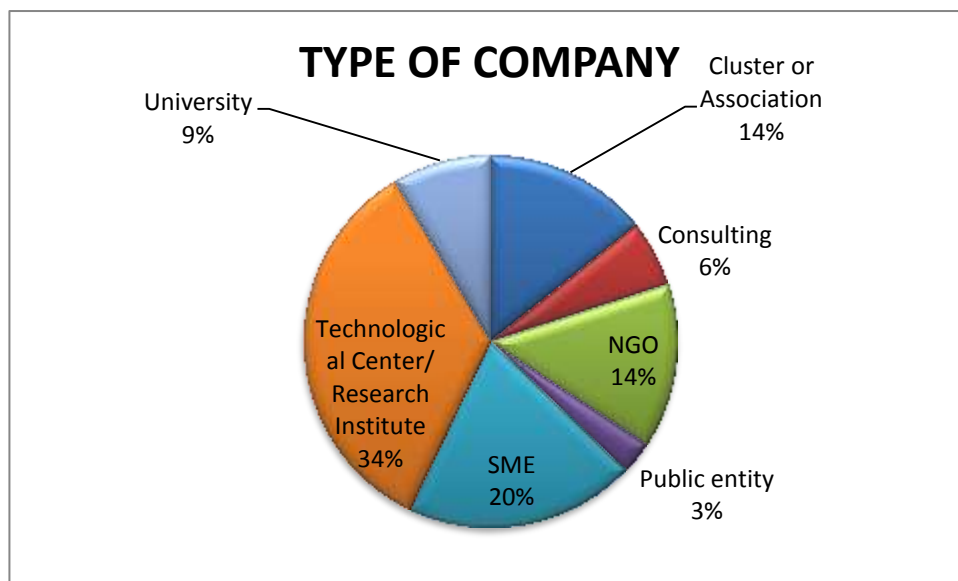
26th of November of 2015

Planned agendas	70 people	100%
Participants to the B2B	35 people	50% over 100%

According to the formulary, there were 70 planned agendas. Finally, there were 35 people, who participated in the agendas B2B.

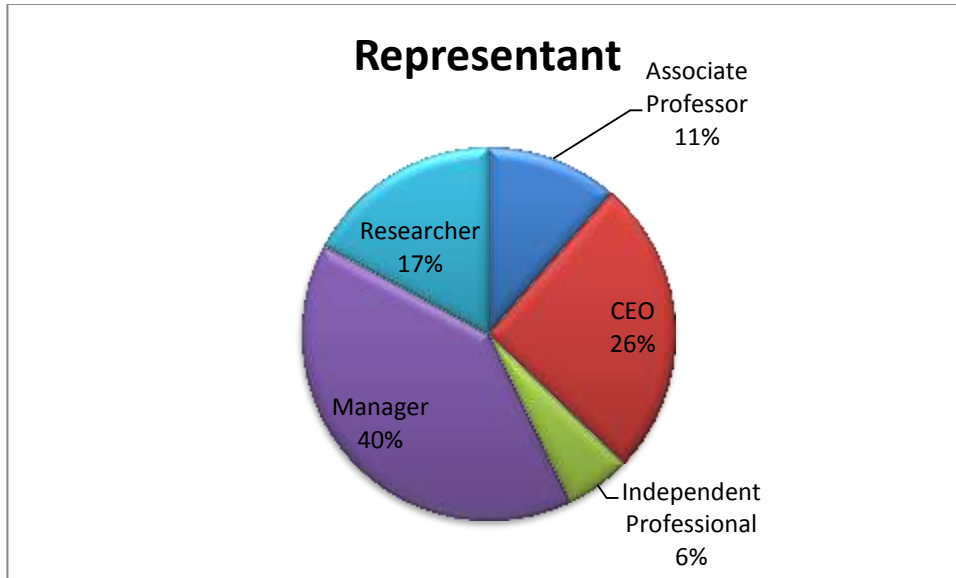
Origin of the assistant institutions

Mostly half of the institutions which attended the event came from Spain, the host country. The first foreign country in terms of assistance was Egypt followed by Jourdan.



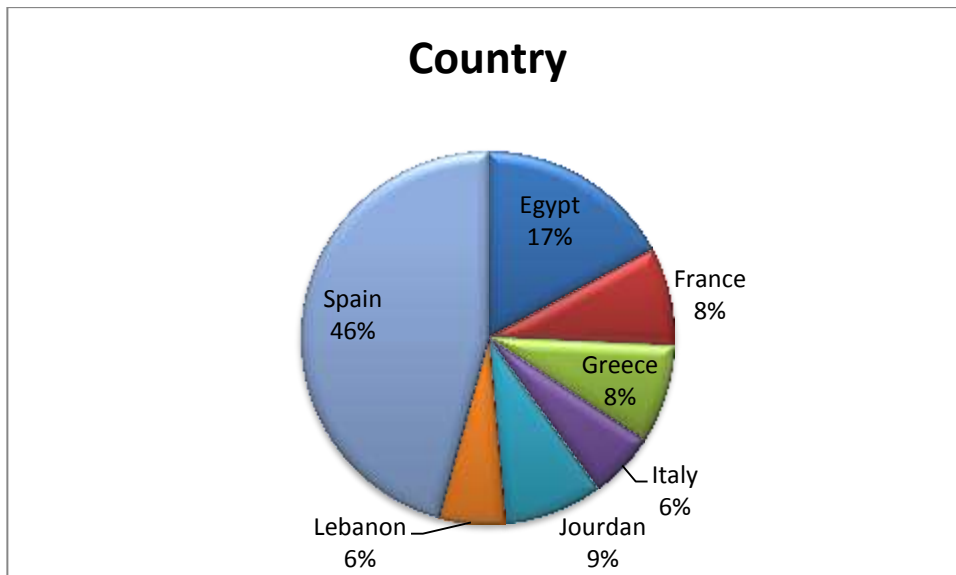
Category of the assistant institutions

The most representative category was Technological Center and Research Institutes followed by SMEs.



Main representatives of the institutions

The main representatives of the institutions were Managers and CEO's.

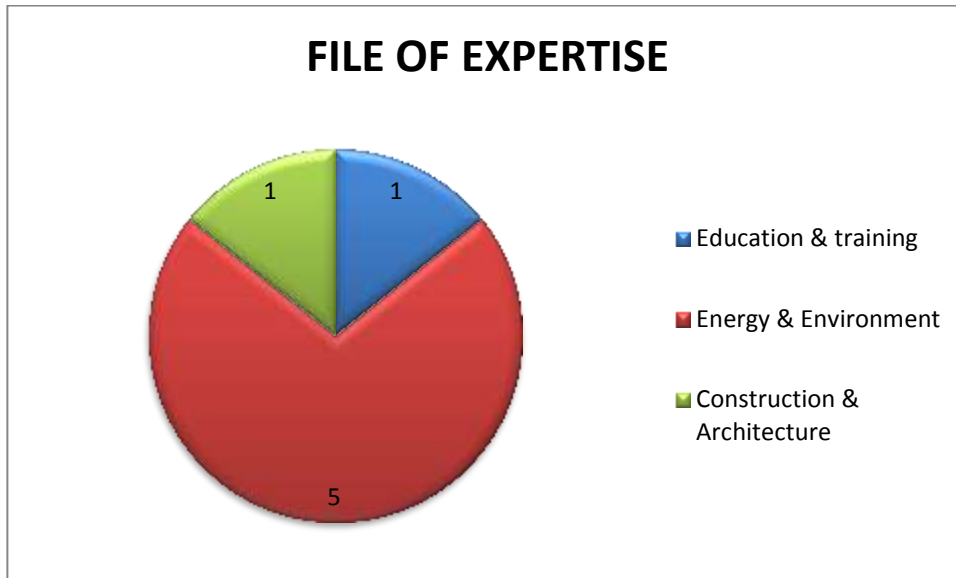


Small and Medium Enterprise (SME)

Total nº of firms: 7

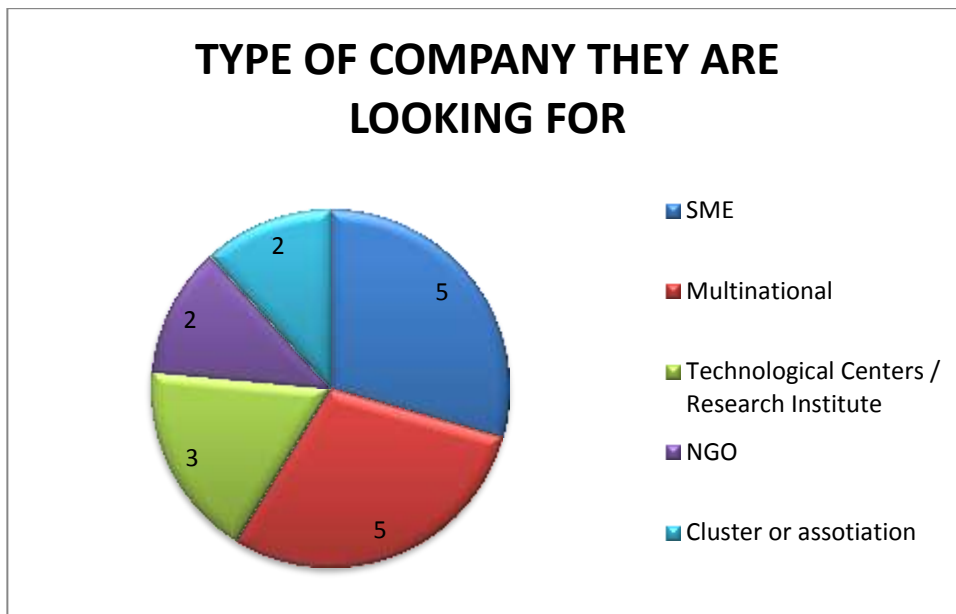
From which sector are they?

Specifically, the 9 SME's which attended the B2B Matchmaking are from Energy & Environment and Construction & Architecture followed by Education & Training.



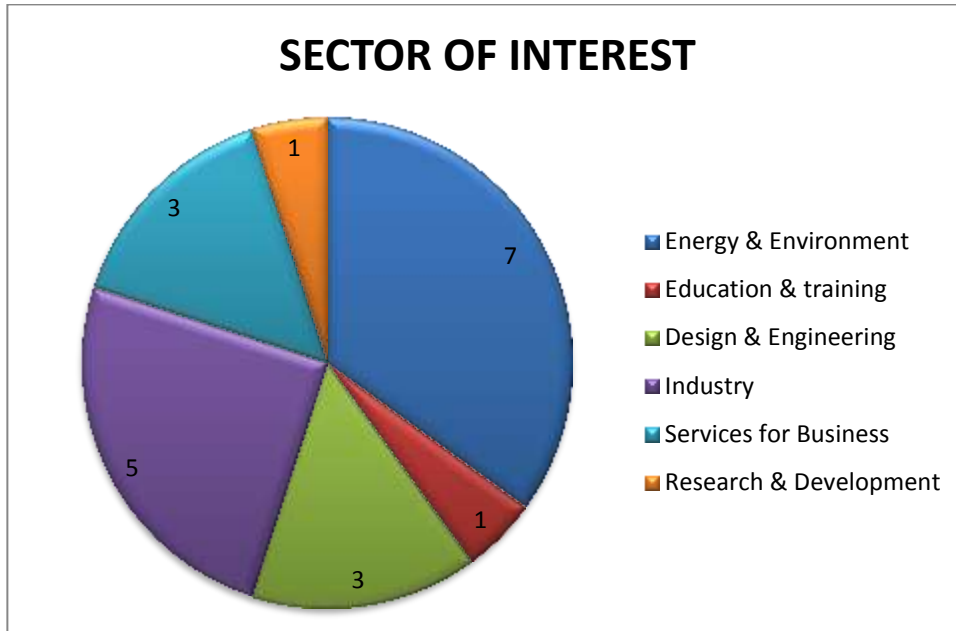
Which sector are they interested in?

These companies were mainly interested in Energy & Environment and Industry sectors.



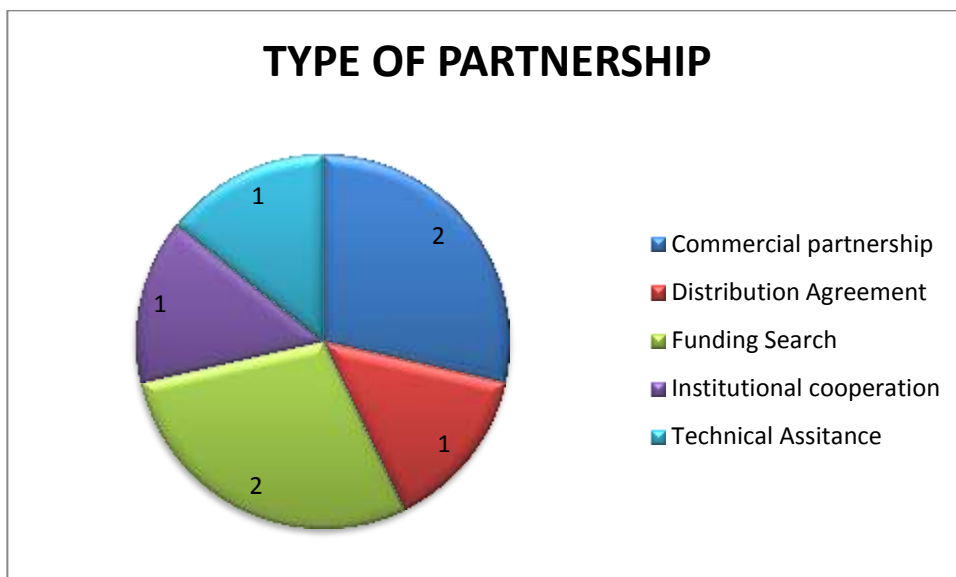
Which type of company do they want to meet?

The attendant companies' objectives were meeting SMEs as well as Multinational enterprises and Technological Centers.



Which type of partnership are they looking for?

The attendant companies were mainly interested in commercial and funding partnership.

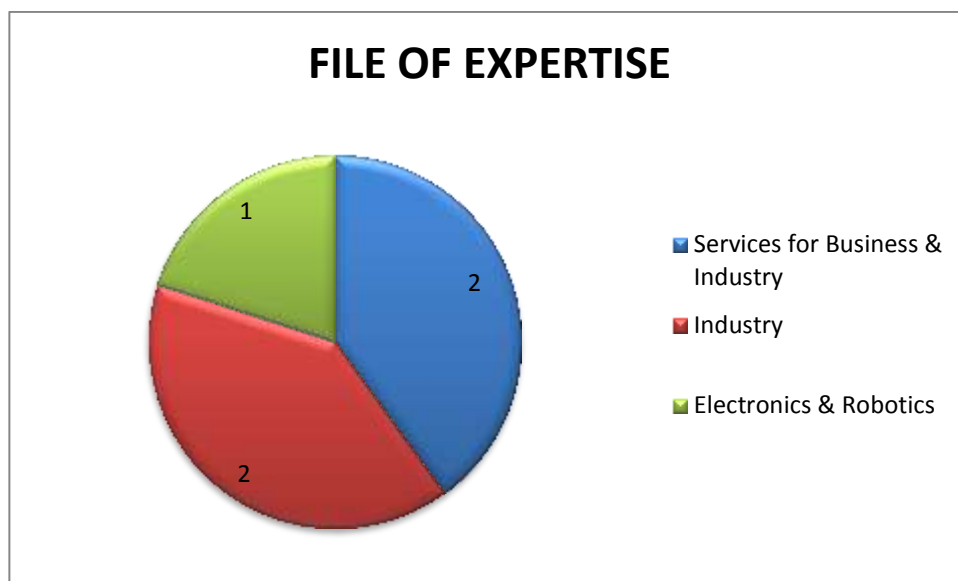


CLUSTER OR ASSOCIATION

Total nº of companies: 4

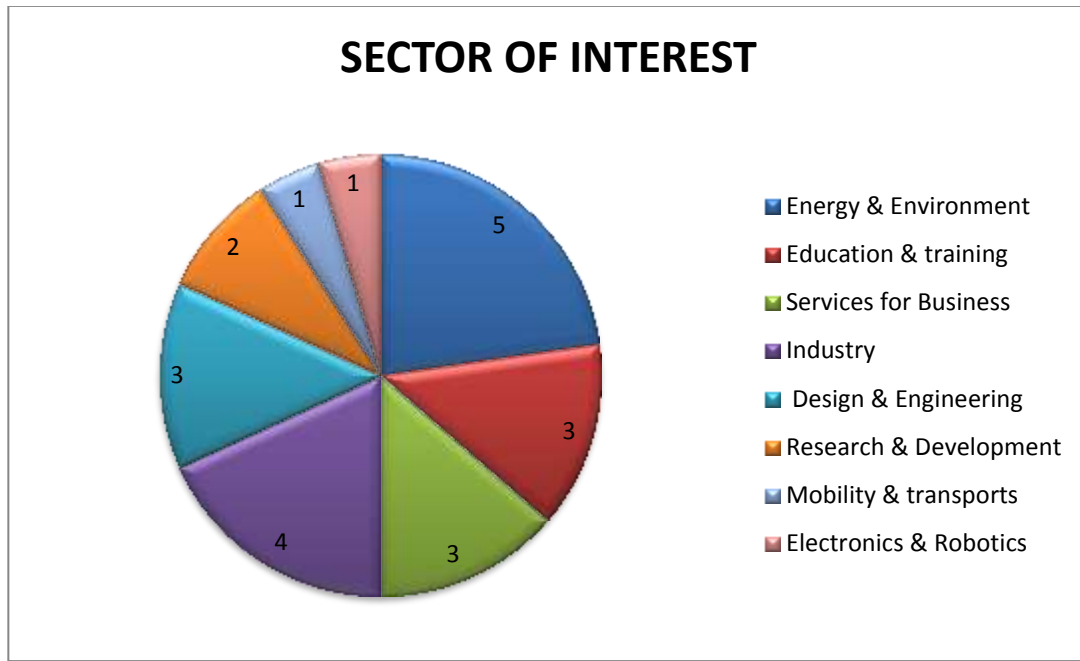
From which sector are they?

The majority of clusters and associations attending in the session are from Services for Business & Industry fields, Industry and Electronics & Robotics.



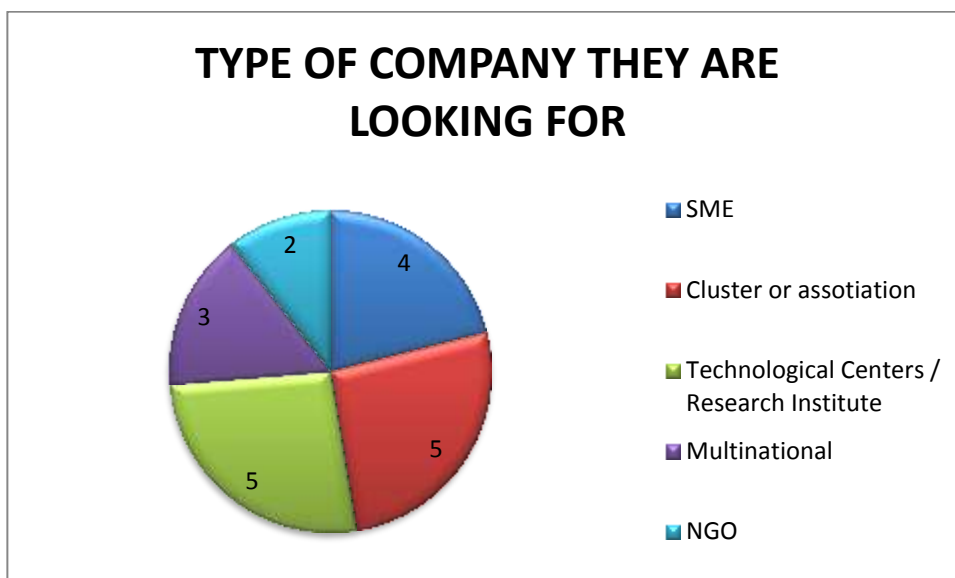
Which sector are they interested in

The clusters and associations are mainly interested in Energy & Environment sectors followed by Education & training, Services for Business among others.



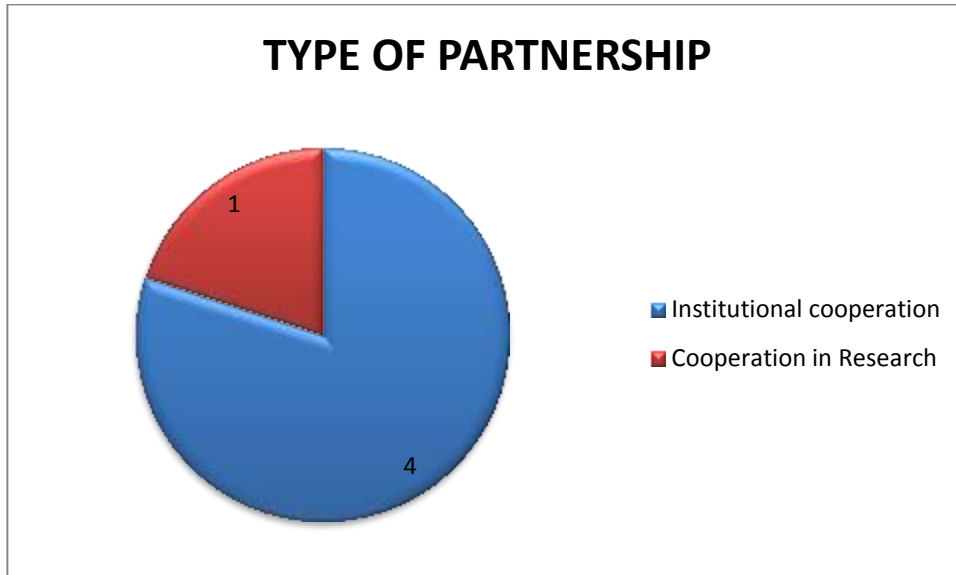
Which type of company do they want to meet?

They looked forward to meeting with SMEs followed by other Clusters and Associations, technological centers, multinationals and NGO.



Which type of partnership are they looking for?

The attendant companies were mainly interested in institutional cooperation and cooperation in research.

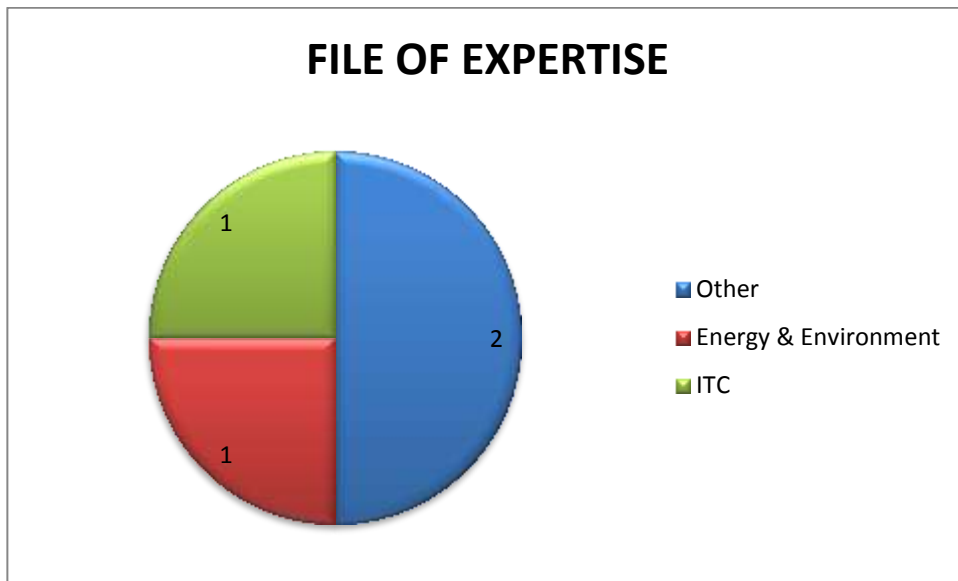


NGO

Total nº of entities: 5

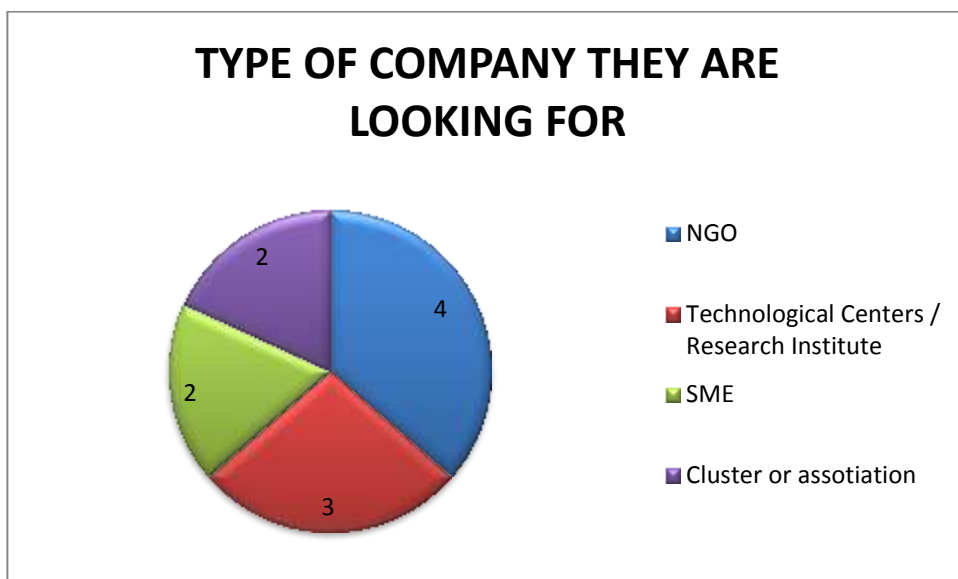
From which sector are they?

The majority of NGO that went to the B2B matchmaking were from Energy & Environment and ITC.



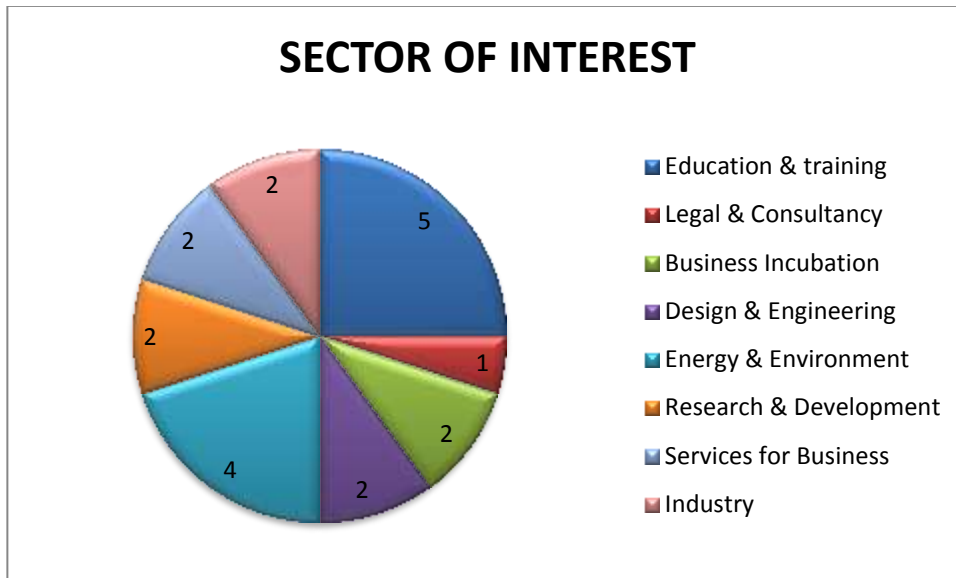
Which sector are they interested in?

All the NGO are interested in different and diversity sectors like Education & training, Energy & environment fields and some others in R&D and Design & Engineering among others.



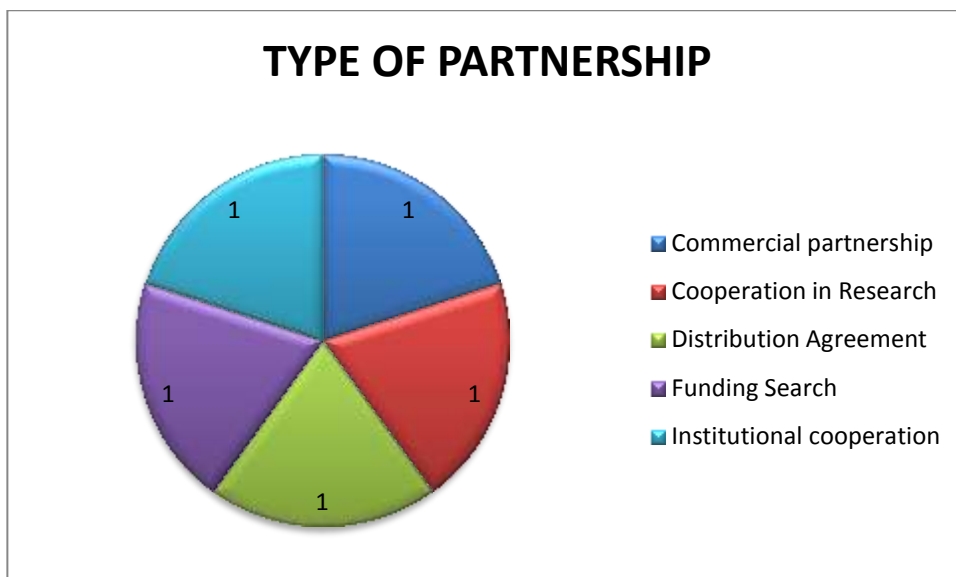
Which type of company do they want to meet?

The main interests when meeting others in the B2B matchmaking is with other NGO, Technological Centers, SMEs and Clusters or association.



Which type of partnership are they looking for?

The attendants NGOs were mainly interested in commercial partnership, cooperation in research among others.

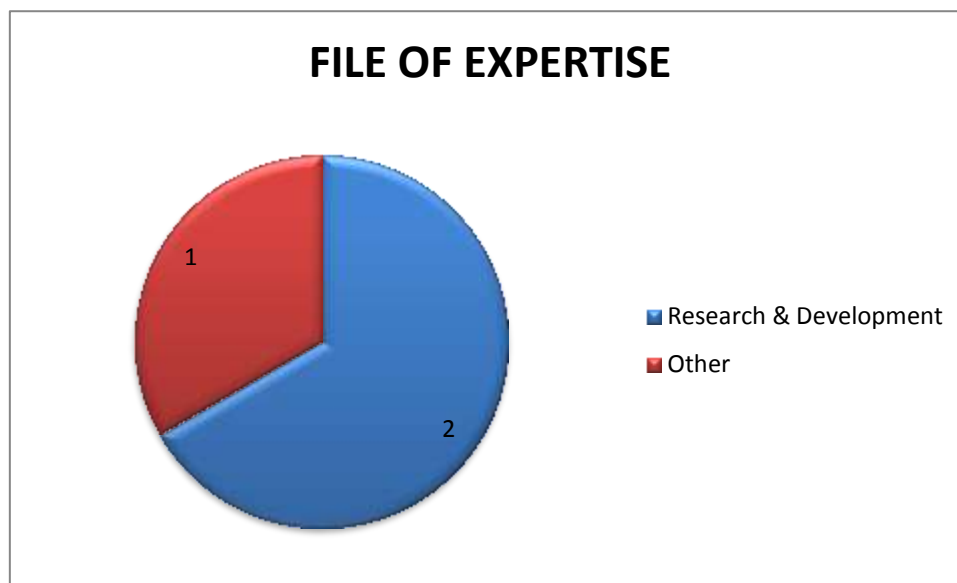


UNIVERSITIES

Total nº of universities: 3

From which sector are they?

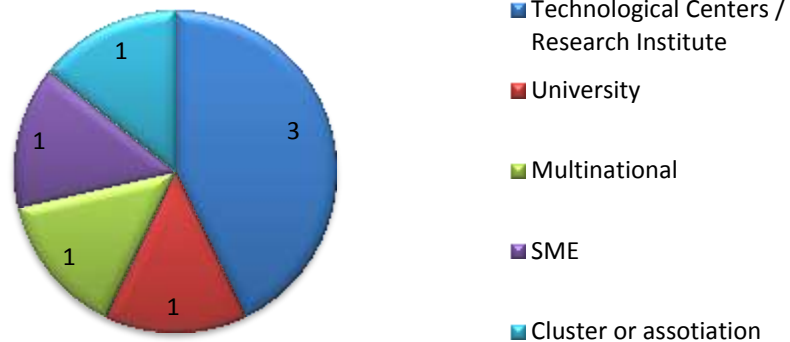
The majority of universities that came to the B2B matchmaking were from the field of Research & Development.



Which sector are they interested in

The interests of the participants were Energy & Environment field, Education & Training and finally Research & Development.

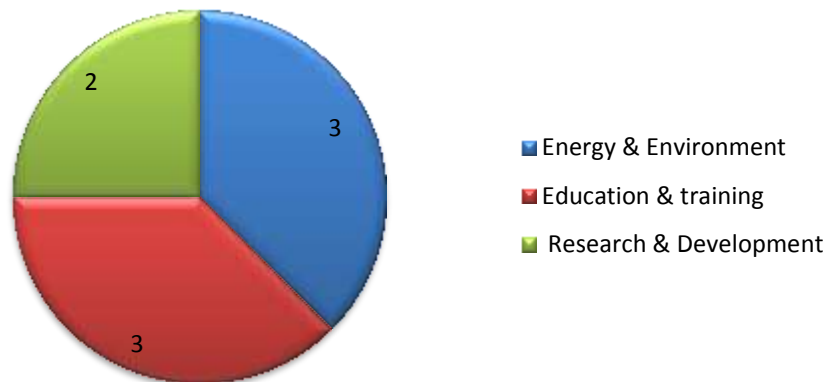
TYPE OF COMPANY THEY ARE LOOKING FOR



Which type of company do they want to meet?

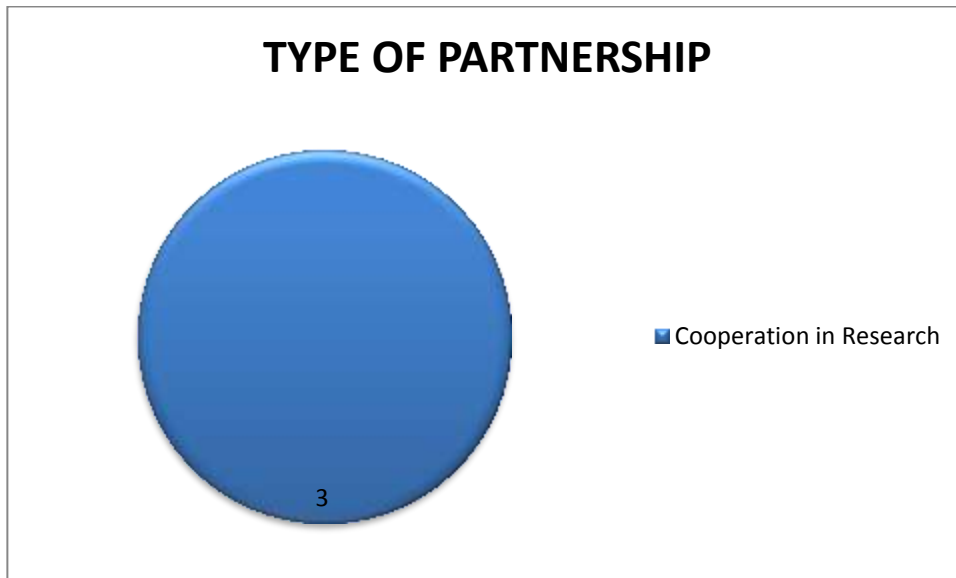
The universities are opened in meeting different types of entities; each one has a specification depending on its interests so, as we can see, they look for everything. Nevertheless, the sector that they are more interested is technological centers and research institute.

SECTOR OF INTEREST



Which type of partnership are they looking for?

The attendants NGOs were mainly interested in cooperation in research.

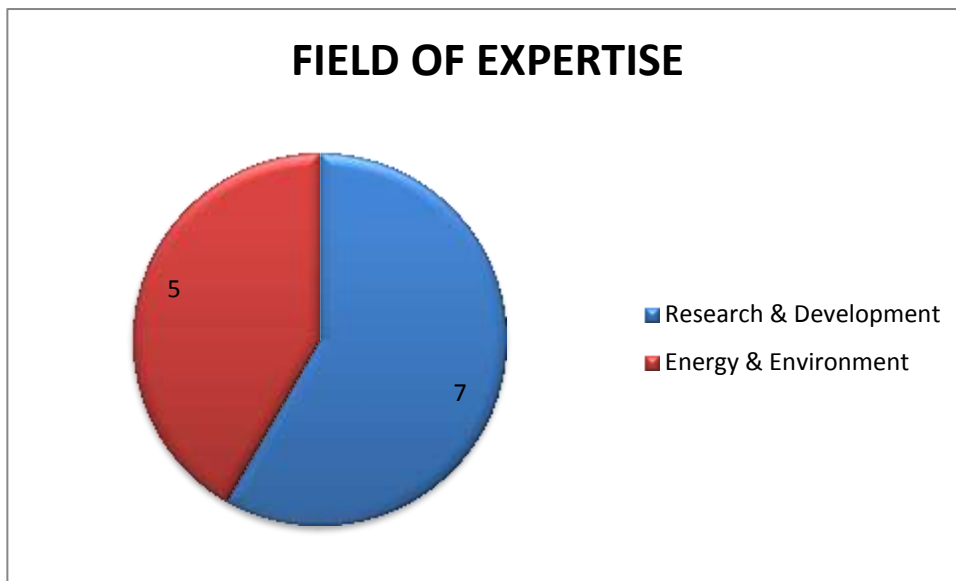


TECHNOLOGICAL CENTERS

Total nº of companies: 12

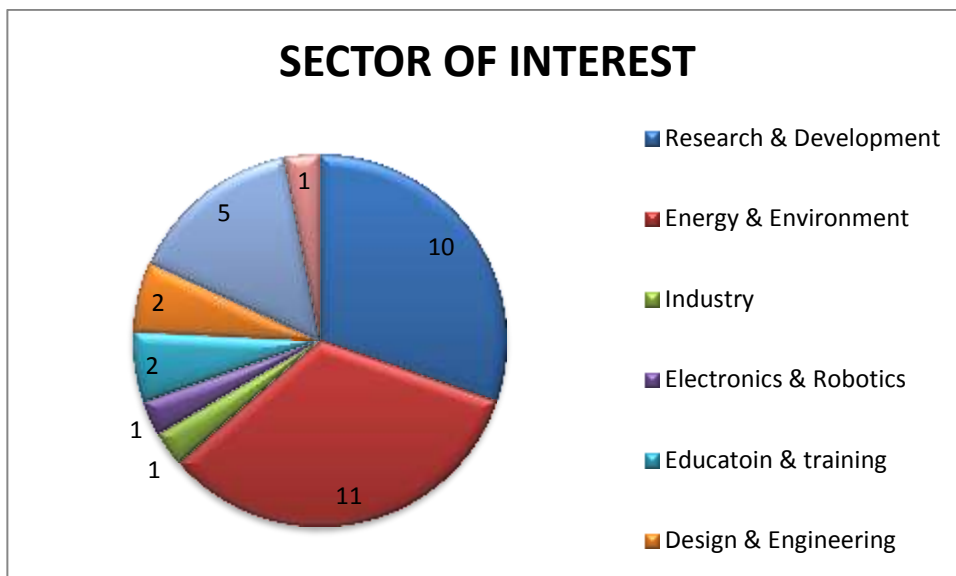
From which sector are they?

The Technological Centers participating in the B2B were mainly from Research and Development fields.



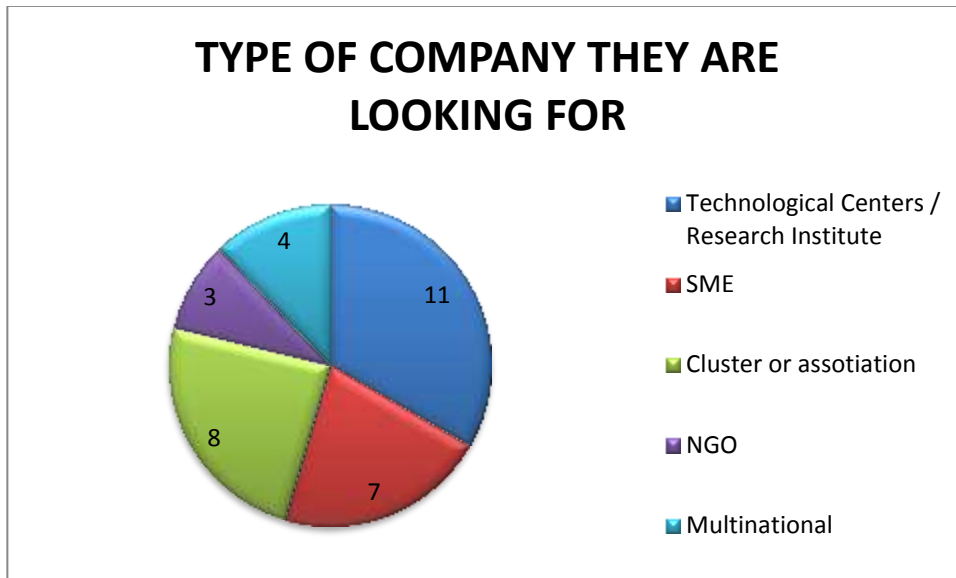
Which sector are they interested in

The Technological Centers are mainly interested in **Energy & Environment** sectors followed by **R+D** and **Education & Training**.



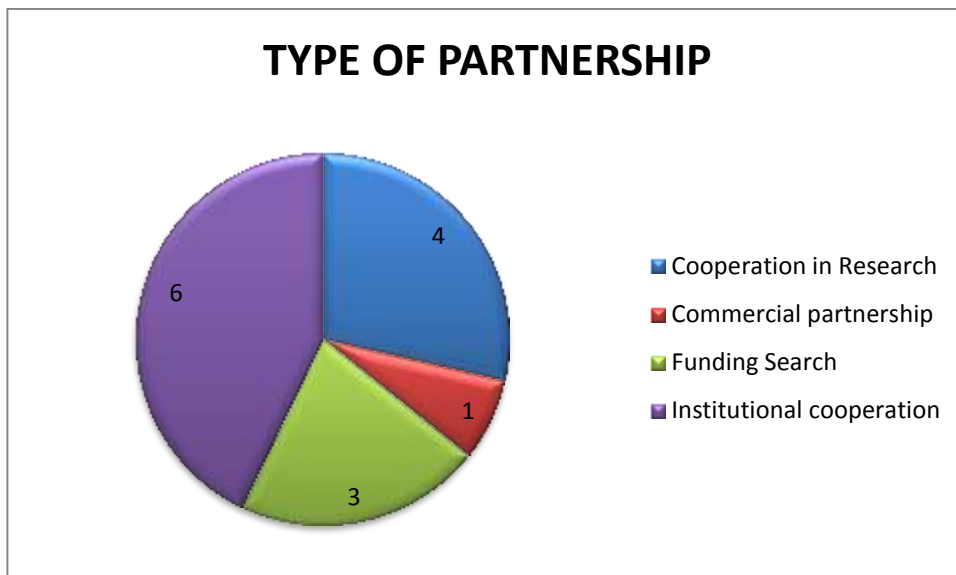
Which type of company do they want to meet?

They looked forward to meeting with other **Technological centers** followed by SME's, clusters or associations and multinationals.



Which type of partnership are they looking for?

The Technological centers were mainly interested in Institutional cooperation.



CONCLUSIONS

REMARKABLE AREAS:

1. Lack of assistance
2. Schedule of the B2B
3. Changes in the agendas

IMPROVEMENT AREA AND POSSIBLE SOLUTIONS FOR FUTURE B2B EVENTS:

Improvement area	Possible solutions
1. Lack of assistance	Virtual Meetings
2. Schedule of the B2B	People left after the lunch time and it affected the participation in the B2B.
3. Changes in the agendas	Let the participant organize their own agenda.

ASSISTANTS LIST

COMPANY	TYPE OF COMPANY	COUNTRY
Alexandria University	University	Egypt
Andalusian Energy Agency	Public entity	Spain
AUC	Technological Center/ Research Institute	Egypt
AULE	NGO	Jordan
AULE	NGO	Jordan
AULE	SME	Jourdan
AWS TRUEPOWER	SME	Spain
BIAT	Cluster or Association	Lebanon
Cairo University	Technological Center/ Research Institute	Egypt
Compañía Valenciana de Energías Renovables, S.A.	SME	Spain
DOMOTYS	Cluster or Association	Spain
EGYPTIAN ASSOCIATION FOR ENERGY AND ENVIRONMENT	NGO	Egypt
El Consultor Usamah & Jordi, S.L.	Consultancy	Spain
El-Consultor, S.L.	Consulting	Spain
Federation of Egyptian Industries	Cluster or Association	Egypt
Federation of Egyptian Industries	Cluster or Association	Egypt
Fondation Sophia Antipolis	NGO	France
Fondation Sophia Antipolis	NGO	France
FUNDITEC	Technological Center/ Research Institute	Spain
FUNDITEC	Technological Center/ Research Institute	Spain
FUNDITEC	Technological Center/ Research Institute	Spain
Innova BIC	Technological Center/ Research Institute	Italy
IRI	Technological Center/ Research Institute	Lebanon
MAICH	Technological Center/ Research Institute	Greece
MAICH	Technological Center/ Research Institute	Greece
MAICH	Technological Center/ Research Institute	Greece
Secartys	Cluster or Association	Spain
Solar Portfolios	SME	Spain
SUSTAIN'AIR	SME	France

Technical University of Catalonia (UPC). BarcelonaTech	Technological Center/ Research Institute	Spain
Trama TecnoAmbiental, S.L.	SME	Spain
UNIVERSITAT POLITECNICA CATALUNYA	Technological Center/ Research Institute	Spain
University of Cagliari	University	Italy
UPC	University	Spain
Vidurglass S.L.	SME	Spain