

HOW TO FIND PARTNERS WITH THE ENTERPRISE EUROPE NETWORK (EEN)

#HORIZONEUSWISSINFODAY @EURESEARCH 14 JUNE 2022

ERNST-JAN VAN HATTUM

EEN ADVISOR

14.6.2022



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Innosuisse – Swiss Innovation Agency

enterprise europe network

“Helping Swiss customers, in the private sector and academia, to find the best international research, technology, innovation or business partner available”

THE NETWORK



FFG
FORSCHUNG WIRKT.



AGRO
BUSINESS
PARK



Business Support on Your Doorstep



Berlin Partner
für Wirtschaft und Technologie

AGENTSCHAP
ONDERNEMEN



Vlaanderen
is ondernemen



Rijksdienst voor Ondernemend
Nederland



CCI AQUITAINE



Scottish Enterprise



PARIS
REGION
ENTREPRISES



SWITZERLAND
GLOBAL
ENTERPRISE



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Confederation

Innosuisse - Swiss Innovation Agency



INTERNATIONAL PARTNER SEARCH AT EEN

You are interested to:

- **complete your consortium** → publish a partner search to find the expertise sought
- **join a consortium** → promote your competences within the EEN network
- **look for future partners** → discuss R&D projects at international matchmaking events

EEN TOOLS & SERVICES TO ANSWER YOUR INTEREST

- [Profiles database](#)
- [Technology e-alerts](#)
- [Technology promotion](#)
- [Partnering events](#)
- Direct Matchmaking



Most services free-of-charge. Sometimes payment at Partnering Events/Matchmaking Events

EEN PROFILE DATABASE & E-ALERT

enterprise
europe
network

SWITZERLAND

Dear Mrs. Kathrin Rüegg,

According to your details in the marketplace subscription you will get the following cooperation profile:

HORIZON-CL6-2022-CIRCBIO-01-04: Spanish company is looking for partners to develop food, nutritional and health formulations with glucosinolates enriched crop by-products.

Reference Number: RDES20210723001

Summary:

The Spanish company, which is a vegetable seed supplier, is preparing a project proposal as coordinator. The objective of the project is to use glucosinolates from enriched vegetables to develop value added products. This company is searching for partners from several sectors to incorporate this plant derived glucosinolates in their formulations. The project will be submitted to HORIZON-CL6-2022-CIRCBIO-01 call under Horizon Europe.

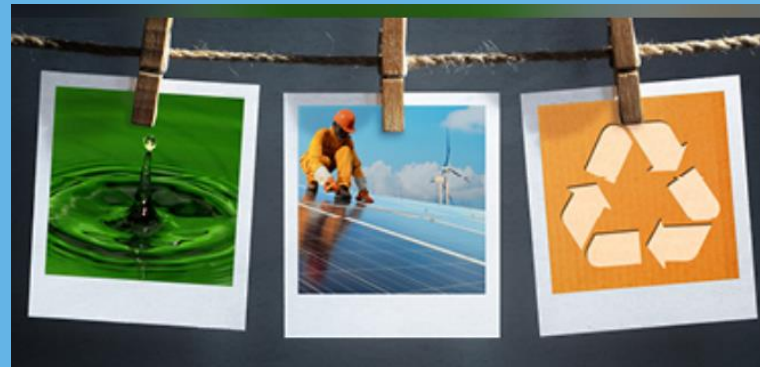
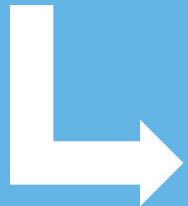
1. large international database with profiles:
 1. **technology offers (incl. knowhow)**
 2. **partner searches for (EU) funding**
 3. **technology requests**
2. **all sectors (cross-sectorial)**
3. maintained by EEN (**quality check**)
4. Anonymous
5. E-alert based on technology keywords
6. support to publish your profile

www.swisseen.ch/database

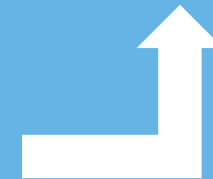


PARTNER SEARCH FOR A H2020 PROJECT: SCHEMATIC

Swiss company active in the field of environmental services was building a **consortium for the Green Deal** call with deadline in January 2021.



Swiss company contacted EEN Switzerland and published a **direct partner search** in the EEN intranet and registered for **several partnering events** to find the missing partners.



Swiss company received 12 expressions of interest of which 6 were suitable. They submitted the **Green Deal** project on time.

SUCCESSFUL CUSTOMER JOURNEY THROUGH A PARTNER SEARCH OF A FOREIGN COORDINATOR

Rebus Labs, active in the field of supply chain tracking and automated audit trail creation, was interested in using **public funding to further develop its technology**. Michael Boyman contacted **Euresearch** who linked him with the **EEN** at Innosuisse. **Through a partner search of a Spanish coordinator** Rebus Labs was invited to join their Horizon Europe consortium.

Outcome:

- The project "Systemic Innovations for a Sustainable reduction of the European food wastage SISTER" was awarded the maximum score by the European Commission
- The launch of the **five-year project** with 17 partners and over **10 million euros of EU funding** aims to reduce food loss and waste. The kickoff was in November in Spain.
- Rebus Labs **can bring in its experience in installing food logistics tracking devices and sensors**. In addition, the Bernapark ZID-based company can **build an important international network**.
- In addition to the Horizon Europe project, Rebus Labs, together with a Turkish SME Monolitik, **successfully submitted a Eurostars project** on the topic of cold chain audit and **IoT traceability of vaccines and medicines**, in particular also for Covid 19 vaccines, using IoT systems and blockchain.

EUROSTARS PROJECT VIA A PARTNER SEARCH AND SCOUTING FOR PARTNERS WITH SECTOR GROUPS

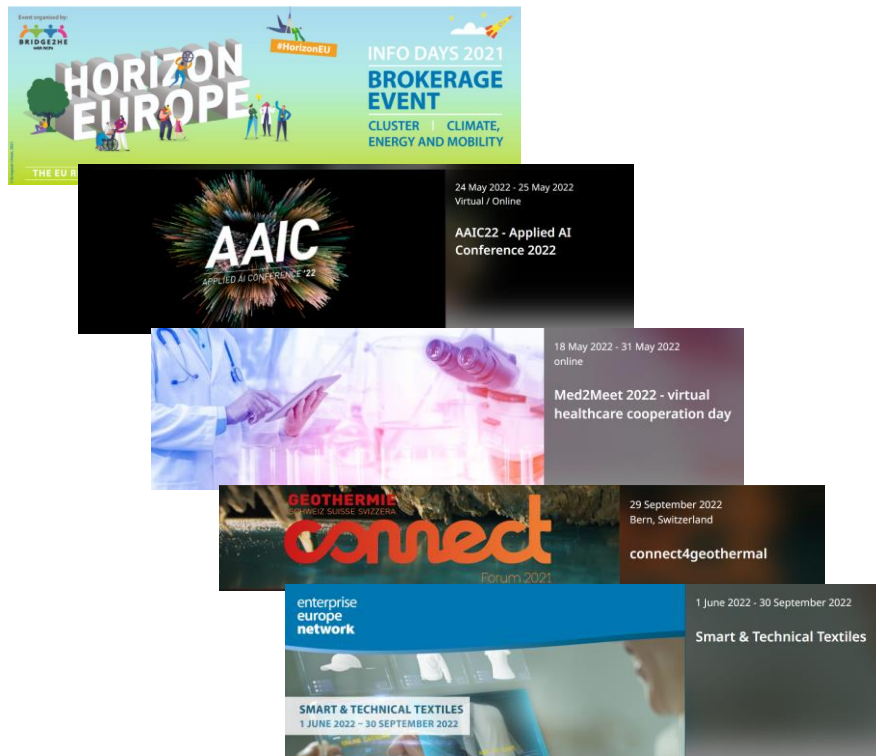
The **Swiss University of Applied Sciences from Southern Switzerland (SUPSI)** together with the **Swiss hospital Malcantone Hospital** planned to submit a **Eurostars proposal**. The aim of the project is to develop a system to improve patient adherence to therapy and correct lifestyle during cardiovascular rehabilitation and prevention programmes.

Enterprise Europe Network at Innosuisse has supported the consortium to find suitable **SME partners**. To this end, a **Partner Search profile was published in the EEN Intranet and on the EEN technology database**. Furthermore, EEN Switzerland scouted for potential partners with the help of the EEN sector groups (**direct matchmaking**) in relevant fields (e.g. Health). Thanks to this support, several first contacts could be initiated.

Outcome:

- my mhealth and collaborators awarded **€2.5m Eurostars Grant** for better heart health project

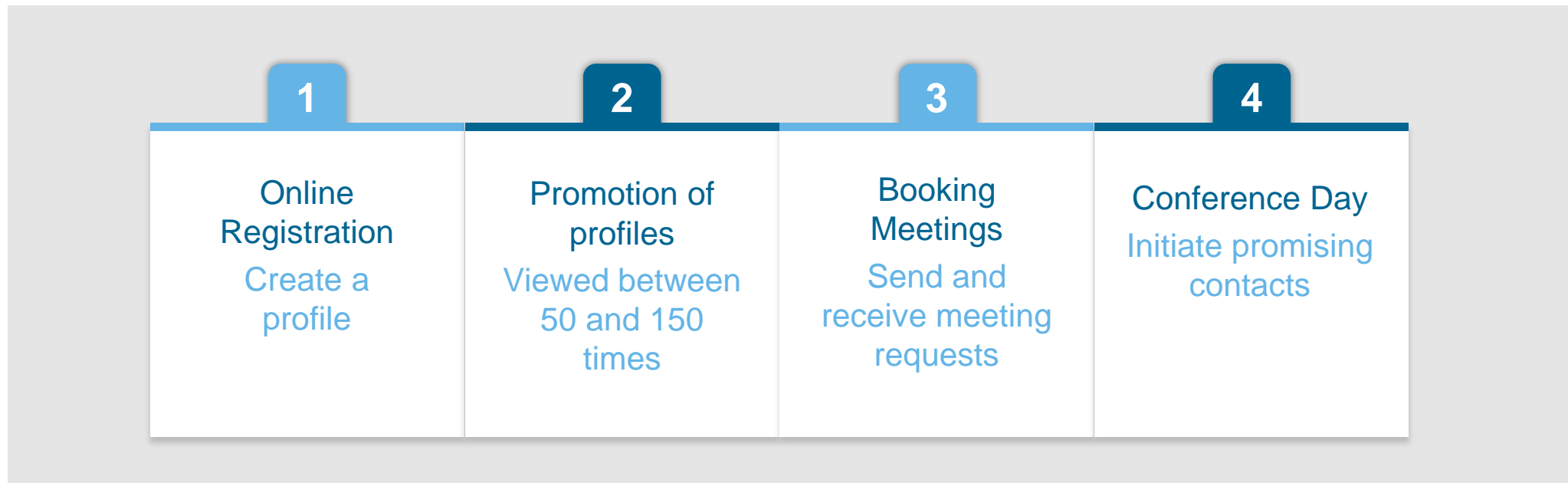
EEN PARTNERING/MATCHMAKING EVENTS



1. organised 1:1 meetings at conferences, trade fairs, calls
2. Theme: General/topic/technology/industry/...
3. Profile with organisation description and partnering profile(s): offer, request, partner search
4. local, online and/or hybrid
5. matchmaking events: short term vs long term
6. event eAlert
7. www.swisseen.ch/events



PARTNERING EVENTS: HOW IT WORKS



Mostly free-of-charge. Sometimes payment.



COMING SELECTED: WINDENERGYMATCH 2022, INTERNATIONAL BROKERAGE EVENT AT WINDENERGY HAMBURG, 28.-29. SEPTEMBER 2022

The international brokerage event WindEnergyMatch 2022 offers companies and research institutions along the entire value chain of wind industry an additional uncomplicated platform to make valuable contacts and find out new aspects of international cooperation possibilities.

In 2022 the [Enterprise Europe Network](#) together with Hamburg Messe will again support all players of the branch in establishing new business contacts.

Registration Fee

Participation in the matchmaking event WindEnergyMatch 2022 is free of charge for visitors and exhibitors of the fair WindEnergy Hamburg 2022.

Register now
Open until 28 September 2022

LOCATION Hamburg Fairground

ORGANISED BY



WINDENERGYMATCH 2022, INTERNATIONAL BROKERAGE EVENT AT **WINDENERGY HAMBURG**, 28.-29. SEPTEMBER 2022

The fair and the brokerage event focus on the following categories:

- Onshore / Offshore
- Manufacturers of wind turbines
- Hydrogen and Fuel Cells
- Components / supplier
- Materials
- Installation
- Planning / project development
- Operation & maintenance
- Smart Energy / energy supply
- Finance & Insurance
- Services
- Power to X / power conversion / storage
- Information / communications technology

Interested in finding research partners for funding internationally?

Contact EEN Technology & Research Partnering in Energy, Circular Economy, Machinery

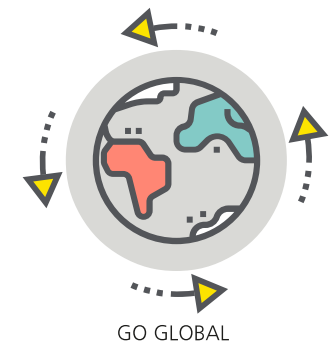
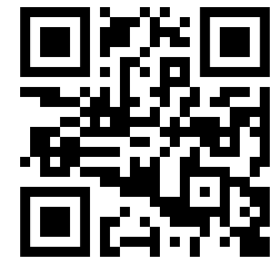
Ernst-Jan van Hattum

ernst-jan.vanhattum@innosuisse.ch

<https://www.innosuisse.ch/inno/en/home/go-global/een.html>

www.swisseen.ch

<https://www.linkedin.com/in/ernst-jan-van-hattum/>





THANK YOU

www.innosuisse.ch



START YOUR INNOVATION PROJECT



START AND GROW YOUR BUSINESS



BE CONNECTED



GO GLOBAL



twitter.com/innosuisse



linkedin.com/company/Innosuisse