TIPS FOR MATCHMAKING:
The perspective of a SME

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Integrasys SA, founded in 1990, is Spanish SME focused on real time monitoring, comm. solutions for critical environment

Elected Member of Artemis-IA Steering Board - Chamber A

We started to participate in Artemis Events from 2009 – Currently 4 running projects

Large Experience in EU R&D Projects (>19 yrs) Most of our commercial products and ad-hoc projects comes from R&I projects.
TIP#1: Understanding how it works

The players:
ECSEL JU - NFA - ArtemisIA - Aeneas – EPOSS
Large Companies, SME, RTO, University Working Groups

The documents
MASP, SRA, WP, MASRIA...

Project Idea Tool provided by ArtemisIA
Specially useful to prepare the event beforehand

The Brokerage Event itself: Project idea presentations, parallel meetings...
TIP#2: How are ECSEL proposals

Larger consortium than Horizon 2020
EU level coordinator and National coordinators

Have in mind: Results could be more than 3 years of collaboration

Multidisciplinary
With several technological fields
Cross domain -> End users are welcome

Different ways to get into proposals:
Proposer
Coordinator (EU and National)
Consortium (EU and National)
**TIP#3: Prepare the Event**

- Prepare High Quality Profile
  - What makes you different? Unique selling point
- The KISS principle: Keep It Simple & Smart
  - Set your goal, your contributions, potential partners you can also bring
- Plan questions and answers
- Project Idea tool
  - You can interact with proposers beforehand
  - Specific contributions to Ideas is valuable
- You could also bring an idea and integrate with other consortium.
  - Take benefit of your existing synergies
TIP#4: In the Event

To attend project idea session.

Select ideas where you could offer innovation

Visit and interact the poster session
Aligned with your business lines

Be on time
Ask questions you already prepared
Try to convince with your answers

Don’t be too friendly, don’t nor too business like
Bring your business cards
TIP#5: After the event

To follow-up the contacts by mail, linkedin...
You could also contact the national consortium of your country

Revise Project Idea Tool

To review the final presentations
Consider we cannot attend all parallel meeting, we can find new opportunities.
To avoid large national consortium

It is the hard work
General Advices

- Check the list of participants
- Socialize Beforehand/During/After event
- To be active in ArtemisIA WG give you visibility and synergies
- Be active in proposal preparation
- Take benefits of running projects where you are already involved
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