

Photonics in Europe, 26.06.2013

Maddalena Tognola & Ernst-Jan van Hattum, Euresearch



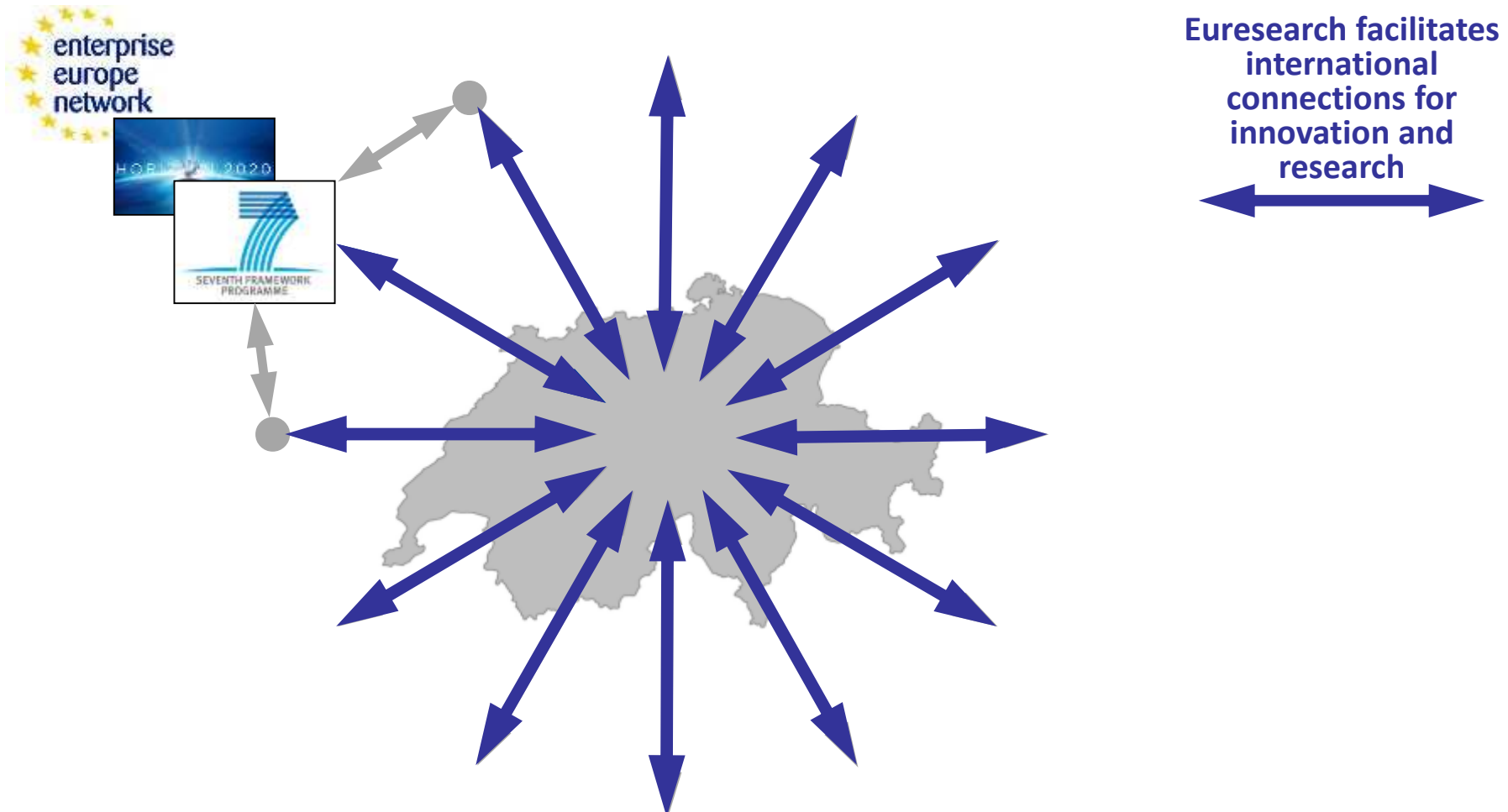
Main Message ! (slide is hidden)

- Build technology partnerships with organisations in more than 52 countries
- Enterprise Europe Network in Switzerland supports you free of charge to:
 - find the latest technologies to your photonics related requests
 - to license your own innovations or
 - to enter into photonics joint development arrangements with appropriate partners across Europe.

Innovation opportunities appear over the borders



Euresearch connects Swiss R&D & innovation abroad



Euresearch's European Networks

- **Networks of National Contact Points for European Research** (Health, ICT, Environment, Energy, Food, Nanotech, Production, Security, Society, Basic Research, Fellowships, ...)
- **Enterprise Europe Network (EEN)**
 - 52 Countries
 - 600 Organisations
 - EU countries
 - + China, Japan, Norway, Russia, Switzerland, USA, ...

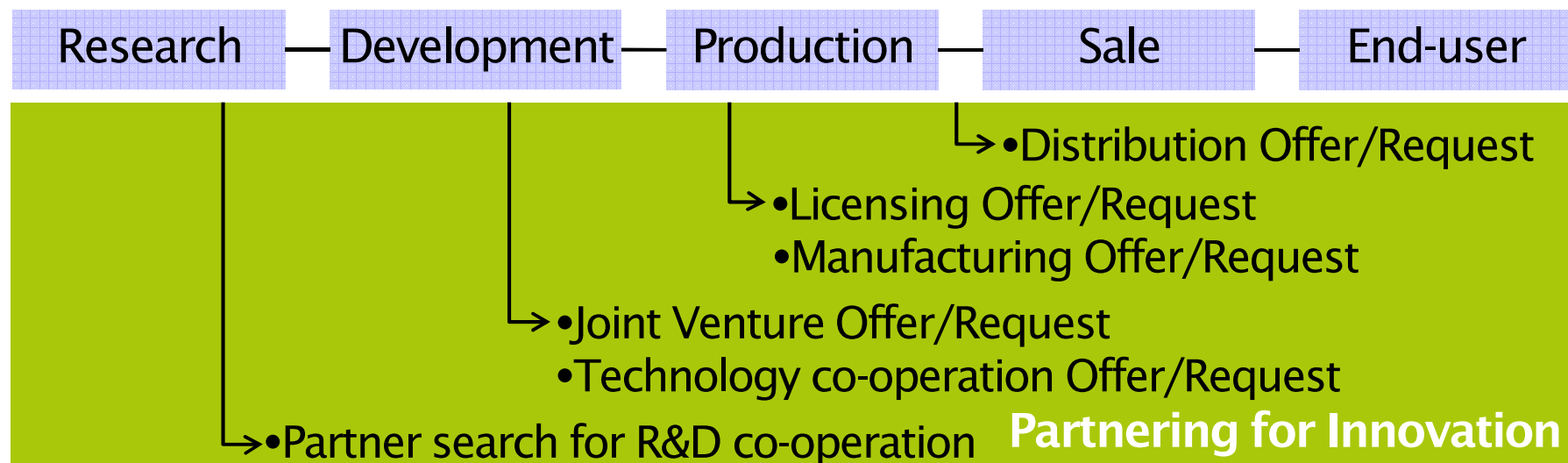


Euresearch Support for Innovation Partnering

- **Find customers** exploiting your technology / knowledge
- **Find technology providers** for your products / services
- **Offer your expertise** for innovation and research cooperation



Focus on Partnering for Innovation



Innovation partnering: **efficient sourcing!**

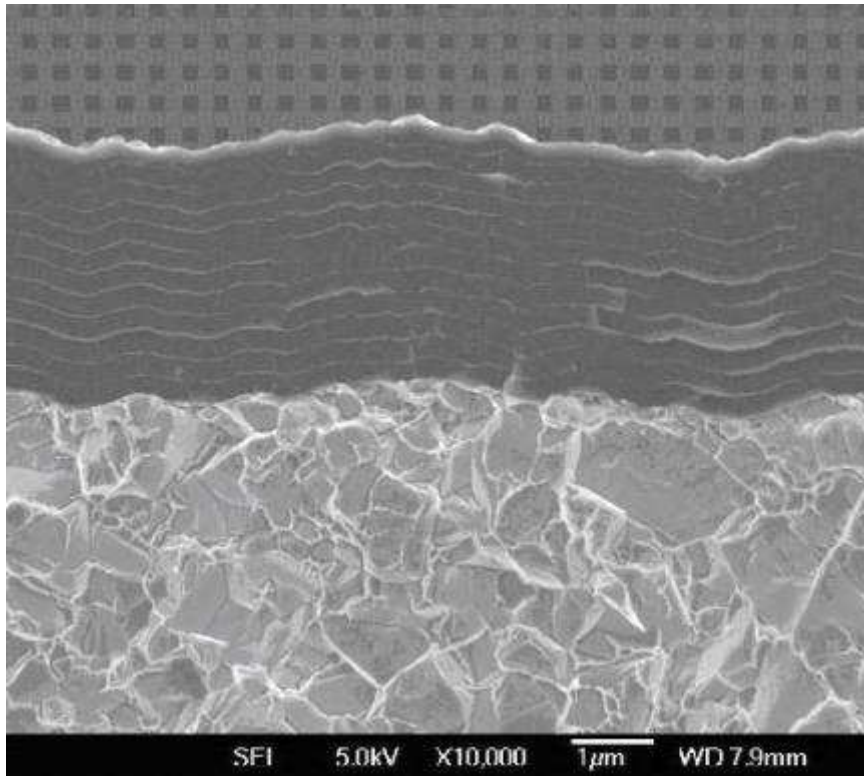


You describe what you offer / are looking for. We promote your offer / request anonymously in over 40 countries to find cooperation partners!

➔ You'll receive approx. 3-15 expressions of interest

www.swisseen.ch/promotion

Example EEN Partnering (Technology Offer)



Ultra-hard Diamond Like Carbon (DLC) Coatings with Extremely Low Friction Coefficient

Who: Swiss industrial company

Technology: Ultra hard coatings

Aim: find industrial partners of other industrial fields (e.g. medical, watch, electronic)

**=> 11 expressions of interest
3 partnerships abroad**

Search in online database

www.swisseen.ch/marketplace



Swiss Support for European Business and Innovation

European Marketplace for Technology and Innovation

DE EN FR

Home

Technology Database
Search Offers/Requests
Keywords & Statistics

Technology e-Alert
Registration for e-Alert
Update Profile

Technology Promotion
Services
Contact

Techn. Profiles	EU
Offers	5732
Requests	1017
Total (2008-2010)	6749

Technology profiles	
Visited	
Today	2093
Last Week	23672
September	59515
August	92082
July	68394

Techn. e-Alert subscribers in Switzerland, per region:	
Lake Geneva	188
Mittelland French	76
Mittelland German	59
Northwestern	32

Search for technology- and research cooperations

Find innovative technologies and co-operation partners in your sector by searching the technology profiles database which contains thousands of offers and requests from companies and R&D institutions from Europe.

The Enterprise Europe Network offers regional support. Find your local access point on the Network website.

Looking for partners in Switzerland? Click [here](#) to view all Swiss technology offers and requests.

To select the areas matching your interests, you can download the Technology sector and Application Market. Please adjust the number of results using the following selection criteria:

Country: All Countries

Offers/Requests: Offer Request FP7 Research Cooperation

Technology sector: All Technology Sectors

Market application: All Market Sectors

Enter terms in >> ENGLISH << (Separate terms with a space)

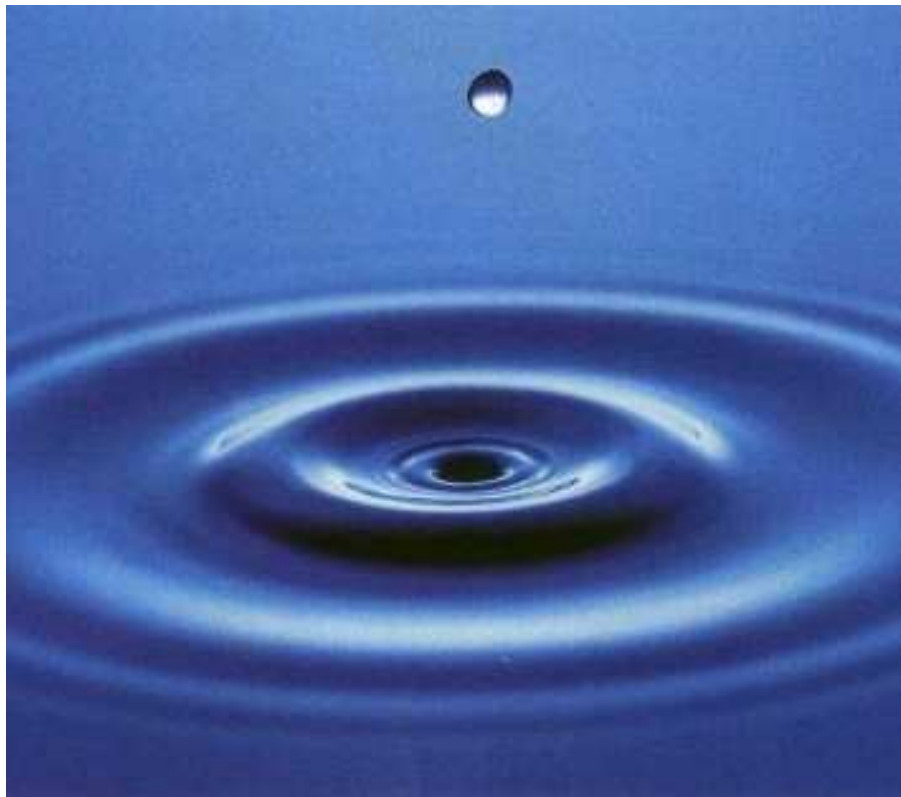
Fulltext search: Every At least one search word must fit!

Output format: Show abstract? Hide expired profiles

Sort order: Insert Date Update Date Country

Start query

Technology and market watch: **stay tuned!**



Register for free for the technology alert by defining your profile of interest

→ You'll receive the related new offers & requests in your inbox

www.swisseen.ch/alert

**The database is only the first visible aspect of
Enterprise Europe Network ...**



Face2face events: **efficient connecting!**



You register with your cooperation profile and choose who you wish to meet. We arrange the meetings for you.

→ According to participant's feedback to similar events, over 50% of meetings end in further contacts!

www.swisseen.ch/events

Joachim Esser, CEO, Ecolistec



“With the Enterprise Europe Network, I easily found sales partners in England and Norway for our products in the areas of ergonomic transport systems and mobile waste water treatment. In addition, we have enhanced our portfolio by distributing a product for our English partner.”

EEN/Euresearch connection results 2011-2012

- **2318 targeted contact established**
 - 1510 face-2-face meetings for 402 Swiss companies with foreign partners in 29 events
 - 255 foreign expressions of interest received on 66 Swiss cooperation profiles
 - 553 Swiss expression of interest made on foreign cooperation profiles
- **47 documented partnership agreements**

Use EEN to find access new markets, find partners for your technologies, access new technologies and/or R&D projects. It's easy, fully bottom-up and free of charge!

→ Select innovation offers & request

Express your interest, we connect and facilitate the partnering

www.swisseen.ch/database

→ Describe your innovation need!

We spread your profile and transmit you expressions of interest

www.swisseen.ch/promotion

→ Watch the innovation market!

Define your interest, we send you new cooperation offers/request

www.swisseen.ch/alert

→ Select partners you wish to meet!

We optimize your networking with face2face meetings

www.swisseen.ch/events

→ Group interested in new markets / trends and exchange with key players?

Define your interest and contact us for a company mission

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Contact:

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NOT USED

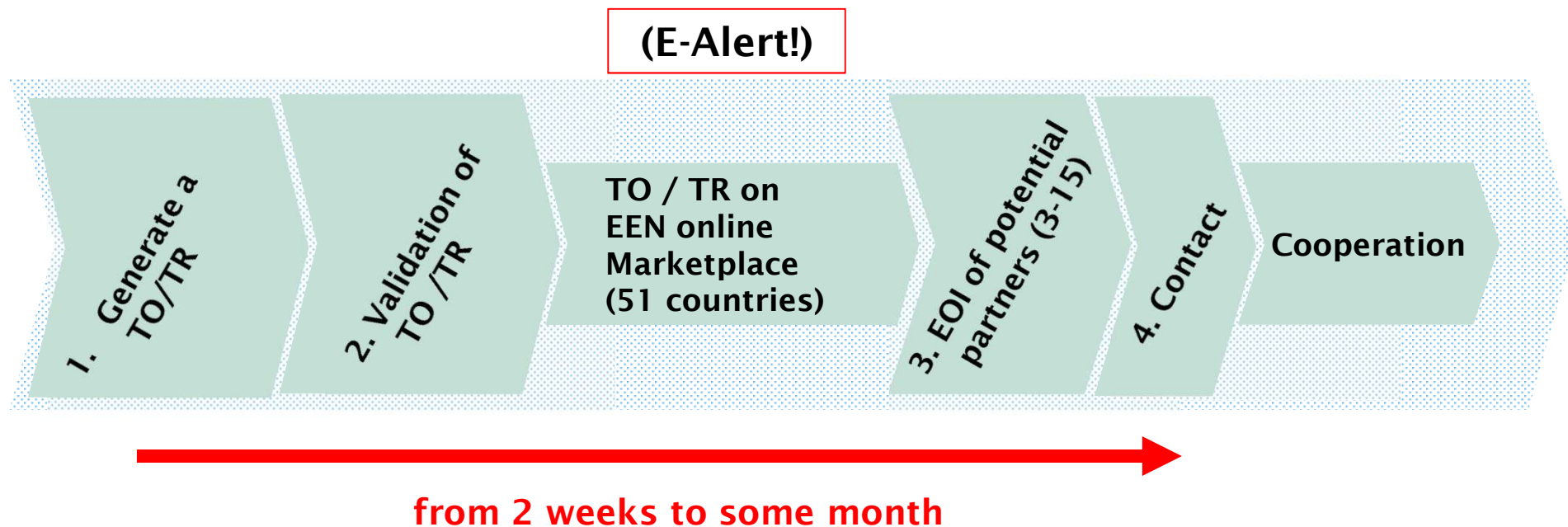
Moritz Kuederli, CEO Hydroplant AG

“The EEN turned out to be THE solution, helping us to find the right partner and a suitable substrate for our new product, all in record time.”



EEN Offer/Request – how does it work

- Answer to Technology Offer/Request
- Publish your own Technology Offer/Request, anonymously
- Online database: www.swisseen.ch/marketplace



Next EEN Face2Face events

- 28 June 2013, Turin, Italy
TO Design 2013 Brokerage Event
Focus on manufacturing and design
- 7 – 9 October 2013, Cologne, Germany
Matchmaking at Anuga 2013
Focus on Food and Agro-industry
- 31 October 2013, Winterthur, Switzerland
B2B at International Forum Mechatronics 2013
Focus on mechatronic, automation, robotics, electronics
- 7 November 2013, Amsterdam, Netherlands
AquatMatch 2013
Focus on Water treatment, Water management, Water monitorin
- 21 November 2013, Düsseldorf, Germany
Healthcare Brokerage Event at Medica 2013
Focus on Medical technologies & Health

www.swisseen.ch/events

Company missions: **targeted contacts!**



Business and innovation delegation from a specific domain goes to an other country.

→ **Tailor made visits, fruitful exchanges, personnel frame!**

Example Face2Face events



KippCleaner: system to separate solids and liquids of waste water in construction sites and to collect and clean industrial and biological waste

Event: IFAT Brokerage Event, Munich

Who: Small Swiss company

Aim: Find suppliers and partners in foreign countries for our products.

Interested in new products which can be a good added component or add-on to our product family.

⇒ **5 meetings**
3 partnerships

Past company missions

- Nanotech mission Thüringen (D) => Switzerland, 2007
- Swiss-Swedish Innovation Forum / Mission Switzerland => Sweden , 2009
- Timber engineering mission BE & NL => Switzerland, 2010
- Sustainable construction mission Limousin (FR) => Switzerland, 2011
- Smart Buildings mission Burgundy (FR) => Switzerland, Fall 2012
- Micro & Nanotech mission, NL & IT & DE => Switzerland, Fall 2012

We only organize missions for real needs of SMEs grouped in cluster / associations / networks. If you're group has an interest to discover new markets / trends and exchange with related key actors abroad, contact us!