



# EVENTS, INTERNATIONALIZATION AND DEVELOPMENT OPPORTUNITIES NEWSLETTER

## NOVEMBER 2020

---

**South-West Oltenia Regional Development Agency**

---



## Table of Contents

### Virtual events within the Enterprise Europe Network

Construction-2020 virtual Brokerage Event, 18 <sup>th</sup> – 19 <sup>th</sup> of November 2020	2
Brokerage Event @ Smart Manufacturing Matchmaking 2020 - virtual edition, 18 <sup>th</sup> - 20 <sup>th</sup> of November 2020	3
Ro-Boost SMEs Annual Conference, South-West Oltenia RDA, virtual edition through the Cisco Webex platform, 19 <sup>th</sup> of November 2020	4
Interpoma Business Match 2020 - Digital Days, virtual Brokerage Event, 19th - 20th of November 2020	5
Tourismatch 2020, international matchmaking event of the tourism sector, 10 <sup>th</sup> – 11 <sup>th</sup> of December 2020	6

### Internationalization and development opportunities through the sector groups within the Enterprise Europe Network

Opportunities for business internalization - Partnerships within Enterprise Europe Network	7
--	---

### Development opportunities through the Healthcare Sector Group

European Platform “Care & Industry together against CORONA”	8
TAITRA Taiwan – Digital platform created to support the fight against COVID-19	9
MEDICA Healthcare Brokerage Event 2020 - virtual environment, 16 <sup>th</sup> -19 <sup>th</sup> of November 2020	10

**Construction-2020  
Virtual Brokerage Event  
18<sup>th</sup> – 19<sup>th</sup> of November 2020**



**South-West Oltenia Regional Development Agency, as co-organizer, invites you to attend the online Brokerage Event “Construction-2020”, which will be organized between 18<sup>th</sup> – 19<sup>th</sup> of November 2020 together with Enterprise Europe Network partners from Bulgaria, Hungary, Romania, Serbia and Turkey.**

This event will provide large companies, SMEs, public institutions, associations, clusters, investors with a unique opportunity to establish business and technology partnerships via pre-scheduled 1-1 meetings. Focus points are construction materials and construction machineries.

20-minute-bilateral meetings are scheduled according to each participant's availability, interests, and goals. In order to enable participants to find suitable partners, each participant has to choose at least one item from the "Marketplace Opportunities". **Participation is free of charge and the deadline for registration is 17<sup>th</sup> of November 2020. For more details and registration, please access the following link:**

<https://construction-2020.b2match.io/>.

**Brokerage Event @ Smart Manufacturing Matchmaking 2020**  
- virtual edition -  
**18<sup>th</sup> - 20<sup>th</sup> of November 2020**

The South-West Oltenia Regional Development Agency, together with SPIN - Innovation Business Support, partner in Basilicata and Calabria regions of Enterprise Europe Network (EEN) Italy, has the pleasure to invite you to join the **online brokerage event** organized within **Smart Manufacturing Matchmaking 2020**, on 18<sup>th</sup> – 20<sup>th</sup> of November 2020.



The virtual event aims to bring together company managers, researchers and public bodies working in the area of **Smart Manufacturing and Industry 4.0**. It is also an important opportunity to stay updated on the latest matching advanced technologies, innovation demand from institutions and cities, new applications from SMEs, and technical challenges faced by large companies.

Industry 4.0 is revolutionizing and revitalizing all the industrial operations. Companies are facing new challenges but at the same time they are taking advantages from the opportunities offered by the fourth industrial revolution.

**BE@SMM 2020 Main Topics:**

- Digital Twin,
- Industrial Internet of Things,
- Applications of Virtual/ Augmented/ Mixed Reality in Industry,
- Big Data Analytics,
- Cyber Physical Systems,
- Simulation,
- Autonomous Robot,
- AI & Machine Learning for Industrial applications,
- Additive Manufacturing,
- Cyber security and Cloud,
- Human Machine interfaces,
- Human to Machine cooperation,
- Predictive Maintenance,
- System integration,
- Autonomous production.

**Participation is free of charge. Deadline for registration: 19<sup>th</sup> of November 2020.**

**More details and registration on: <https://smm2020.b2match.io/>.**

**Ro-Boost SMEs Annual Conference, South-West Oltenia RDA,  
- virtual edition through the Cisco Webex platform –  
19<sup>th</sup> of November 2020**



The South-West Oltenia Regional Development Agency invites you to attend the Annual Conference Ro-Boost SMEs that will take place in the virtual environment through the Cisco Webex platform, on 19<sup>th</sup> of November 2020, starting at 11:00 a.m.

The event is dedicated to regional business representatives and addresses topics, such as: exploiting international business development opportunities, increasing innovation within SMEs and the importance of the bioeconomy in the use of renewable energy. Also, during the meeting will be presented funding opportunities for SMEs, available at national and international level.

The conference is organized by South-West Oltenia RDA, as Enterprise Europe Network partner, in the context of the Ro-Boost SMEs – “Boosting Smart and Innovation-Driven Growth for Romanian SMEs” project, through which the institution aims to support the regional SMEs, in order to internationalize their business and to increase competitiveness in terms of innovative capacity, partnership dynamics and capitalization of available funding.

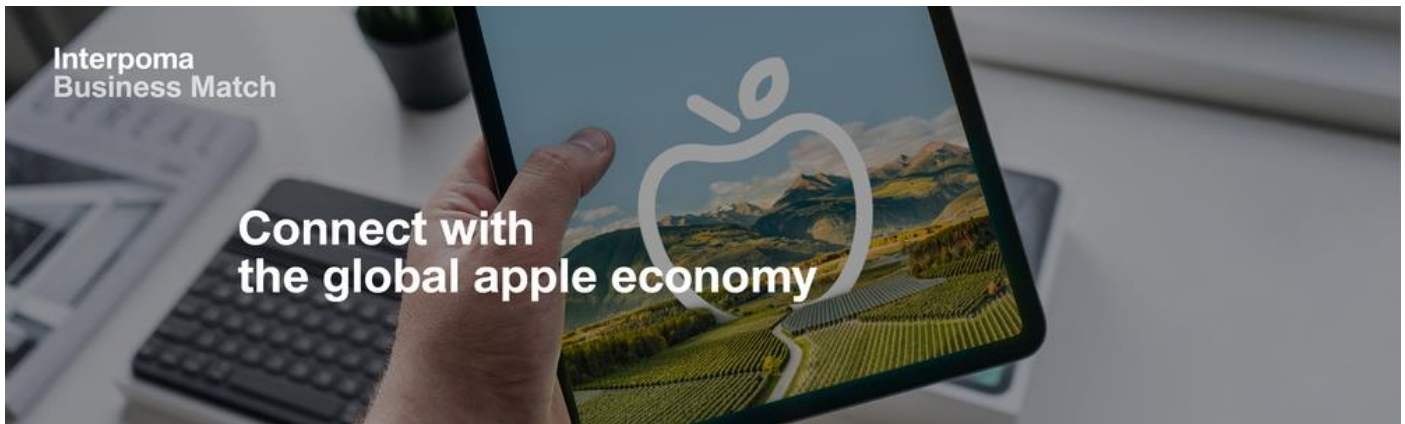
**Participation to the conference is free of charge. For more details and registration, please contact the Enterprise Europe Network experts within South-West Oltenia RDA:**

*Mihaela Lupănescu – Ro-Boost SMEs Project Manager*  
*E-mail: [mihaela.lupancescu@adroltenia.ro](mailto:mihaela.lupancescu@adroltenia.ro)*

*Alexandra Sîrbu-Dragomir – Communication Coordinator, Ro-Boost SMEs Project*  
*E-mail: [alexandra.sirbu@adroltenia.ro](mailto:alexandra.sirbu@adroltenia.ro)*

After you will confirm your participation, you will receive a message with online login information through the Cisco Webex platform.

**Interpoma Business Match 2020 - Digital Days**  
**Virtual Brokerage Event**  
**19<sup>th</sup> - 20<sup>th</sup> of November 2020**



**The Chamber of Commerce of Bolzano - Institute for Economic Development**, Italy, in collaboration with **Enterprise Europe Network** partners is organizing a virtual matchmaking event, **Interpoma Business Match – Digital Days**, dedicated to companies operating in the fruit industry.

The event will take place on the occasion of the Interpoma Connects 2020, the only trade show in the world dedicated exclusively to apples, between the 19<sup>th</sup> -20<sup>th</sup> of November 2020. Thus, the apple is the theme of both the fair and the brokerage event.

Apple production is one of the most representative economic sectors in the province of Bolzano (South Tyrol), the largest apple growing area in Europe – covering 18,000 hectares of land.

The B2B event is expected to be attended by apple producers, fruit and vegetable traders, research / scientific institutes, dealers in agricultural machinery and equipment, start-ups in the agricultural sector. Participants will have the opportunity to meet online with companies from South Tyrol, Italy, but also from other countries, to establish new contacts, in order to initiate partnerships and business cooperation.

**Participation at the event is free of charge. Deadline for registration: 18<sup>th</sup> of November 2020.**

**More details and registration on:** <https://interpoma-business-match-2020.b2match.io/>.

**Tourismatch 2020**  
**International matchmaking event of the tourism sector**  
**10<sup>th</sup> – 11<sup>th</sup> of December 2020**



**Instituto Tecnológico de Canarias S.A, in close collaboration with other Enterprise Europe Network partners, organizes in the virtual environment and also on site in Meloneras – Gran Canaria (Spain), the international matchmaking event „Tourismatch 2020”, dedicated to companies in the tourism sector along with their value chain.**

The event will take place between 10<sup>th</sup> – 11<sup>th</sup> of December 2020, as a parallel activity to the International Tourism Forum in Maspalomas “CHALLENGES OF THE TOURISM INDUSTRY” bringing together companies, universities public and private research centres, startups. The objective of the event is to look for innovative solutions to reinforce the tourism sector.

During the bilateral meetings (B2B), the participants can exchange ideas, problems, perspectives on subjects, such as: health security in tourism, ICT solutions, food & beverage, sustainable tourism, circular economy, environment and energy, transport & logistics. The matchmaking event offers the opportunity to find new business partners along the other participants.

**Participation is free of charge and the registration deadline is 8<sup>rd</sup> of December 2020**

For further details and schedule B2B meetings, please visit the following link: <https://tourismatch-2020.b2match.io>.

### Opportunities for business internationalization Partnerships within Enterprise Europe Network

**South-West Oltenia Regional Development Agency, as a partner of the Enterprise Europe Network (EEN), present in more than 60 countries, aims to support SMEs in the South-West Oltenia region, in order to exploit international business development opportunities.**

The mission of the Enterprise Europe Network partners is to help local companies to internationalize their businesses by offering advice, identifying new markets for products/services, contacts with potential partners for developing new business or technologies.

**As a member of the Healthcare Sector Group within the EEN, South-West Oltenia RDA supports companies and organizations from the South-West Oltenia region that are active in the health sector in their efforts to remain or to become even more competitive, promoting innovation activities and encouraging international business cooperation. In this way, the aim is to develop partnerships with both the members of the sector groups and with potential international collaborators.**



enterprise  
europe  
network



**We help ambitious small businesses**

- Move into new markets
- Access funding
- Use our networks
- Innovate to grow
- Find trusted partners

**For any further information or support, in order to promote your collaborative interests through the Healthcare Sector Group and the Enterprise Europe Network platform, please contact us by emailing [office@adroltenia.ro](mailto:office@adroltenia.ro) and [mihaela.lupancescu@adroltenia.ro](mailto:mihaela.lupancescu@adroltenia.ro).**



### European Platform “Care & Industry together against CORONA”



**South-West Oltenia Regional Development Agency, as co-organizer, promotes the European Platform “Care & Industry together against CORONA”, a B2Match platform on which can be uploaded requests and offers of products and services in the healthcare field needed in the fight with the new coronavirus (COVID-19).**

The initiative belongs to EEN Flanders, in collaboration with Flanders' Care and the Government of Flanders and is powered by the **Healthcare Sector Group within the Enterprise Europe Network (EEN)**, a group of support dedicated to healthcare field actors, to which South-West Oltenia RDA has joined since 2016.

SMEs, entrepreneurs, research institutions, medical organizations and governments are invited to cooperate and join the online platform to help in dealing with the current crisis in the healthcare sector. Thus, the aim is to support the companies and the healthcare services providers in finding viable solutions. Also, the platform reserves virtual space for governments to publish all links with relevant information.

Register your company/ organization, present your solution, suggest your initiative, provide relevant information, explain your needs and find the right partner!

**The Enterprise Europe Network experts from South-West Oltenia RDA will support you to publish your requests and offers of medical products and services.** After the validation, the registered ones will set up virtual meetings with the other participants through the platform.

The platform will remain active until 31<sup>st</sup> of December 2020.

**For more information and registration, please visit the following link: <https://care-industry-together-against-corona.b2match.io>. For any further information or support, please contact us by emailing [office@adroltenia.ro](mailto:office@adroltenia.ro) and [mihaela.lupancescu@adroltenia.ro](mailto:mihaela.lupancescu@adroltenia.ro).**

### TAITRA Taiwan – Digital platform created to support the fight against COVID-19



South-West Oltenia Regional Development Agency, together with TAITRA (Taiwan Foreign Trade Development Council), as Enterprise Europe Network (EEN) partners and in the context of Healthcare Sector Group membership within EEN, invites you to consult the digital platform “TAIWAN Global Anti-COVID-19 Pavilion”, which was created by TAITRA, in order to support the fight against COVID-19.

The platform, which can be accessed at the following link: <https://www.anticovid19tw.org/>, brings together the activity of experts from over 20 medical institutions and provides useful information for preventing epidemics, with the support of the Taiwan Ministry of Health, hospitals and other organizations.

**The platform provides:**

- **Epidemic-Prevention Experience Sharing:** the platform shares Taiwan’s experience and expertise. You can also connect with Taiwan’s industries, hospitals, and service providers. The platform addresses both the needs of professionals and of the general public,
- **Industries:** Taiwan is equipped with excellent public health, medical energy and rich experience in epidemic prevention. Companies in Taiwan are also dedicated to produce excellence anti-epidemic related merchandise,
- **Frequently asked questions and answers (FAQs)** from reliable sources,
- **Global Anti-Pandemic Business Map** – the latest border control infographic,
- **Taiwan Model:** prevention measures that Taiwan has successfully implemented regarding the fight against the spread of the epidemic.

**Also, if there are medical organizations or doctors who need help, advice or information, virtual meetings can be requested through the platform.**

For any further information or support, please contact us by emailing [office@adroltenia.ro](mailto:office@adroltenia.ro) and [mihaela.lupancescu@adroltenia.ro](mailto:mihaela.lupancescu@adroltenia.ro).

### MEDICA Healthcare Brokerage Event 2020 - virtual environment - 16<sup>th</sup>-19<sup>th</sup> of November 2020



The South-West Oltenia Regional Development Agency has the pleasure to invite you, as co-organizer, partner of the Enterprise Europe Network (EEN) and member of the Healthcare Sector Group within the EEN, to join the **virtual brokerage event** organized on the occasion of **MEDICA 2020 (November 16<sup>th</sup>-19<sup>th</sup>, 2020)**, the global No. 1 meeting place for the medical sector.

**MEDICA Healthcare Brokerage Event 2020** is organized by **ZENIT GmbH**, a public-private partnership from the German State of North Rhine-Westphalia, together with the Healthcare Sector Group within the EEN. The Sector Group ICT and the Sector Group BioChemTech are supporting the brokerage event.

The aim is to assist enterprises, universities and research institutions in finding partners in Europe and beyond for **product development, manufacturing and licensing agreements, distribution partnerships, joint ventures or other types of partnership**.

This international Healthcare Brokerage Event at MEDICA fair has a tradition of 20 years now. In the last years, the brokerage event had always about 350 participants from about 40 countries with 700 pre-selected and agreed meetings.

There will be a price reduction, a halving of the fee for investors and importers in 2020. In addition, the participants should also benefit from successful cooperations fixed. **All participants who inform the organizers about a cooperation and confirm this in writing in a document will get back their registration fee.**

#### Why participate:

- Use the event to initiate new businesses,
- Meet providers of innovative technologies from throughout Europe and beyond,
- Enter into contact with potential partners for future co-operation,
- Establish cross-border contacts for long-term business relationships,
- Find new partners for research projects.

**Registration fees:**

- 200 Euro - Companies, associations, research institutions, etc. (non-EEN countries),
- 100 Euro - Companies, associations, research institutions, etc. (EEN countries),
- 50 Euro - Start-Ups (EEN countries, established on or after 1.1.2017),
- 0 Euro - Investors, business angels,
- 0 Euro - Importers/ distributors/ public buyers.

In addition to the usual meeting days during MEDICA (i.e. November 16<sup>th</sup>-19<sup>th</sup>, 2020), the organizers would like to enable participants to meet virtually even before MEDICA and after MEDICA, until 29<sup>th</sup> of March 2021. **The Agenda is available using the following link:** <https://medica2020.b2match.io/agenda>.

**For more details and registration, please visit the following link:** <https://medica2020.b2match.io/>.

## CONTACT

---

### South-West Oltenia Regional Development Agency

200402, Aleea Teatrului Street, no, 1, Craiova, Dolj County, Romania

Tel./Fax: 0040251.411.869 / 0040351.463.967

Email: [office@adroltenia.ro](mailto:office@adroltenia.ro)

Website: [www.adroltenia.ro](http://www.adroltenia.ro)

Work program: Monday – Friday, 08:30 – 16:30

---

#### **Elaborated by:**

Mihaela Lupănescu - Ro-Boost SME-s Project Manager  
Alexandra Sîrbu-Dragomir - Ro-Boost SME-s Communication Coordinator  
Loredana Tisan - Ro-Boost SME-s Customer Relations Officer  
Beatrice Georgescu – Ro-Boost SME-s Customer Relations Responsible