

**Jak efektywnie
uczestniczyć
w spotkaniach
brokerskich.**

**Przygotowanie
profilu
i matchmaking.**

Kraków, 21.03.2024 r.

NCBR
Krajowy Punkt Kontaktowy
Programów Badawczych UE

**HORYZONT
europa**

**REGIONY
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Jak przygotować dobry profil? – czytamy instrukcję



Po angielsku

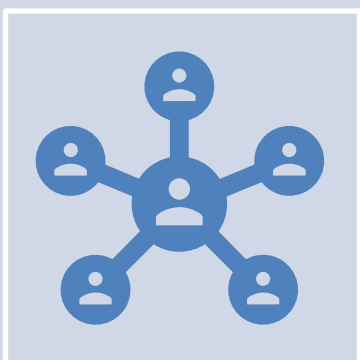
Zdjęcie

Dobry profil organizacji, jeśli więcej uczestników z jednej organizacji – warto przygotować jeden profil uczelni - ważne: taka sama nazwa/logo. Można wklejać linki.

Najważniejsze – **cooperation profile/marketplace** – musi być znaczący - „meaningful”



Jak przygotować dobry profil? – Cooperation profile



Marketplace powinno być ściśle powiązane z tematami projektowymi, najistotniejsze – ID tematu, co oferujemy, czego oczekujemy od przyszłych partnerów, jeśli poszukujemy konsorcjantów do projektu, który chcemy koordynować.



Zwykle można załączać zdjęcia a nawet filmy – jeśli chcemy się pochwalić dotychczasowymi sukcesami, przedstawić infrastrukturę, którą dysponujemy, zespół itd.



Jak przygotować dobry profil organizacji – przykłady

Organisation Information

Participant's organisation details.

ORGANIZATION NAME

Obafemi Awolowo University

ORGANIZATION TYPE

University

WEBSITE

<http://www.oauife.edu.ng>

ORGANIZATION DESCRIPTION

My organization is a public higher institution, engaged in research teaching and community development through her faculties.

Edit

VS:

ORGANIZATION NAME

University of Novi Sad, Faculty of Agriculture

ORGANIZATION TYPE

University

WEBSITE

<https://www.polj.uns.ac.rs>

ORGANIZATION DESCRIPTION

University of Novi Sad, Faculty of Agriculture is the most important institution for agricultural research and education in the Western Balkans. As the oldest and the largest institution with 6 experimental units:

- Tenebrio molitor small scale insect farm
- vineyard with more than 400 genomes of grapes
- animal farm with 45 cows in cow-calf system
- 30ha of fruit where we have developed many new sortments
- 130 ha of land for field experiments of crops, pests, environmental protection and climate change
- state-of-the-art poultry research center with 28 sensors and remote control of feeding, capacity of 1200 pens in 2 separate units.

Further, we have 4 accredited laboratories:

- Laboratory for animal nutrition
- Laboratory for testing milk quality
- Laboratory for soil analysis
- Laboratory for biological research and pesticides

Also, there are many other research laboratories spreading from genomic labs for crops to IT labs and drone testing.

Further, the supercomputer we have access to through Nation AI Platform consists of 4 DGX-A100 units which enable the current fastest execution time of computing tasks in the field of artificial intelligence, data analysis and other high-performance computer simulations (HPC - high-performance computing).

Edit

**Możesz pisać niedużo,
ale informacje powinny być istotne dla
Twojego profilu**

Jak przygotować dobry profil – przykłady

PROJECT COOPERATION

Electronics and sensors development

We want to bring our know how in electronics and sensors development into a consortium where it could be used e.g. to monitor air, soil or water quality and transmit the data wireless to the cloud (IoT).

Stage

Early stage

Type

Partner looking for consortium

VS:

PROJECT COOPERATION

HORIZON-CL6-2024-FARM2FORK-01-6: Citizens' science as an opportunity to foster the transition to sustainable food systems

We seek to join a consortium by contributing the most appropriate scientific knowledge from the university side. Our area focuses on "Public Health and Epidemiology Research Group", being able to work in areas such as: Reproductive and perinatal health, immigrant population, cardiovascular diseases, social epidemiology, urban health, tobacco and alcohol consumption, cancer, nutrition, occupational health and qualitative research on social aspects such as health inequalities.

Stage

Early stage

Type

Partner looking for consortium

Jak przygotować dobry profil – przykłady

PROJECT COOPERATION

HORIZON-CL6-2024-FARM2FORK-01-5: Creating smart and attractive tools to enhance healthy and sustainable food provision, eating and treating of food at home

Background

According to the Lancet commission, the consumption healthy food such as fruits and vegetables and wholegrains, nuts and legumes should be increased by more than 100 percent and halved the meat consumption in order to achieve the goal of public health nutrition in a sustainable way . However, it's challenging to follow a recommendation due to lack of knowledge and competences to be able to convey the recommendation into everyday practices. Hansen et al (2018) found that compliance with the 2013 Danish food-based dietary guidelines was low, about an infinitesimal 0.04 % of the participants complied fully with all six included guidelines .

Successful dietary campaigns can have a profound impact on public health many years down the line. Hence, potentially affecting the public health greatly. An example of that is the Danish “6 a day” campaign launched in 2001 . The purpose of the campaign was to increase fruit and vegetable consumption in Denmark and was a collaboration between the Danish health authorities, several health organizations and the Danish fruit and vegetable industry. The campaign was very successful and increased the consumption of fruit and vegetables by 45% over a 5-year period .

Hence, the project takes a departure from national dietary guidelines in developing tools and applications. It aims to facilitate, educate and engage citizens in relation to health and environmental benefits as well as culinary versatility, skills and competences for a health and responsible green transitions.

Keywords

CO2 data, Living Labs, Multi actor approach, Food System, Food loss and waste, Consumer food purchase data set,

Cases:

- Expand the reach of available app relating to food waste reduction to fit with national nutritional guidelines, EAT Lancet planetary guidelines and skills-oriented activities based on living lab concept. Improvement of the app by applying possible contemporary technology within Artificial Intelligence (AI).
- Scan & Measure APP: To design develop the application (such as mobile app) that can be used by young people together with their household (parent). The app should facilitate consumer food purchase; provide recommendation on recipe, better food management, and food literacy knowledge. With the inclusion of various Artificial Intelligence (AI) tools it can be possible to provide tailored made recommendation on sustainable food practices.

Role in consortium

Expertise in national dietary guidelines in relation to human and planetary health. Capacity to carry out research at various sectors of food systems with extensive knowledge on qualitative and quantitative data analysis. Experience in project dissemination via technological and data driven methods especially to young people and families

Stage

Early stage

Type

Partner looking for consortium

Coordinator looking for partners

PROJECT COOPERATION

HORIZON-CL6-2024-BIODIV-02-1-two-stage: Demonstrating Nature-based Solutions for the sustainable management of water resources in a changing climate

Greetings from SYNNO, a leading research and innovation company based in Vienna, Austria. My name is Dr. [redacted], and I am a senior researcher and project manager at SYNNO. We are keen to join the consortium for this call as a reliable and competent partner.

We have extensive expertise and experience in the following areas: digital platforms, governance, nature-based solutions planning and implementation policies, participatory planning, citizen science, stakeholders mapping and analysis, sustainable development curricula implementation, circular economy, and complex systems approach in analysing barriers and opportunities for policy implementation. We can contribute to the research or technical aspects of the project in any of these areas.

Moreover, we are also proficient in the dissemination, exploitation, and communication of projects. We have successfully implemented various strategies and tools to ensure the visibility, impact, and sustainability of our projects. You can see some of our showcases here:

www.synno.com/downloads/SYNNO_Showcases_Dissemination-Exploitation-Communication.pdf

We look forward to hearing from you and exploring the possibilities of collaboration. Please do not hesitate to contact me if you have any questions or comments. Thank you for your consideration.

Stage

Early stage

Jak przygotować dobry profil – przykłady

PROJECT COOPERATION**Systemic circular solutions for a sustainable tourism**

Ca' Foscari University of Venice (1868) is a leading university in Italy in Economics and Management, Humanities, Languages and Literature, Science. With +22,000 students and nearly 1,400 staff, it is organised into 8 Departments, committed to developing collaboration across disciplines, advanced research projects and innovative study programs. It enjoys 11 international research networks, and 150 cooperation agreements with prestigious universities and international bodies in Europe and worldwide, develops fruitful relationship with business and productive world fostering knowledge exchange, innovation, technology transfer and entrepreneurship.

Ca' Foscari University of Venice, is open to cooperate in proposal addressed to all the Cluster 6 topics.

Through our department of economics, we are able to contribute in proposal about sustainable tourism, a topic which is very sensitive for our University and city.

We are open to cooperate with other Universities, SME, research centers and public entities about the sustainable tourism topic.

Stage

Early stage

Type

Partner looking for consortium

Università
Ca' Foscari
Venezia

Università Ca' Foscari Venezia - Thank you for dreaming with us

**PROJECT COOPERATION****HORIZON-CL6-2024-BIODIV-01-1: Invasive alien species****The challenge**

Millions of the world's most vulnerable people face problems with invasive weeds, insects, plant diseases and animals, which fundamentally threaten economic growth and ecological stability in their countries. Invasive species disproportionately affect communities in rural areas, especially in developing countries where people depend on natural resources, healthy ecosystems, trade and tourism for their livelihoods.

Providing solutions

Recognizing the urgent need for action to protect the environment, development and economic growth, we are tackling invasive species around the world. Through a range of projects, and knowledge tools, we are helping protect livelihoods and biodiversity.

We have worked on invasive species for over 100 years, developing practical ways of tackling the biggest threats. Our scientists are world leaders in biocontrol research – an approach that uses the natural enemies (for example, insects) of invasive species to safely control their spread.

We produce a range of knowledge tools and resources on invasive species. They provide information on how to predict and prevent the entry and spread of invasive species, how to detect outbreaks and best practice solutions for controlling invasives. These tools and resources can therefore help to support the Global Biodiversity Framework.

Our invasive species expertise in more detail

We aim to protect and improve the livelihoods of rural communities through an environmentally sustainable, regional, and cross-sectoral approach to managing invasive species. See more at www.invasive-species.org

As experts in biocontrol (the use of living organisms, such as insects or pathogens, to control invasive pest populations), we help farmers and land managers control crop pests, diseases and invasive non-native plants in order for them to grow more and lose less, and protect natural habitats from invasive species.

The open access CABI Compendium: Invasive Species, is an online, comprehensive encyclopedic reference work covering recognition, biology, distribution, impact and management of the world's invasive plants and animals. See more at: www.cabi.org/isc

The open access Horizon Scanning Tool is a decision support aid that helps users identify potential invasive species threats to a country, state or province. See more at: www.cabi.org/horizonscanningtool

The Pest Risk Analysis Tool helps users decide which is the most appropriate action to reduce the risk of damaging plant pests being introduced and make sure plants and plant products are transported safely between countries. See more at: www.cabi.org/pr-tool

Our impact

Helping farmers manage invasive fall armyworm in Africa and beyond

In 2017, we confirmed the spread of fall armyworm from the Americas to Africa. As expected, it then spread to Asia and beyond. Since then, we have worked with the private and public sectors to reach millions of people and help them fight this pest.

Our cutting-edge research is helping to find natural ways to tackle fall armyworm and we have created many sources of information about the pest including evidence notes that show the extent of the threat. In addition, our information campaigns help farmers, and others, to fight fall armyworm while we are also modelling the impacts and delivering advice through the PRISE pest risk project.

Why CABI? With over 100 years' experience working in agriculture and the environment, we use our technical expertise and physical presence in more than 20 locations around the world to identify challenges and deliver solutions in invasive species. We work in partnership with hundreds of governmental, non-governmental and private organizations, helping to bring together stakeholders from different sectors to tackle the threat of invasive species in a coordinated way. By combining our expertise in invasive species with our knowledge of crop health, development communication and extension, digital development, publishing and value chains and trade we help control and manage the spread and impact of invasive species

Type

Partner looking for consortium

CABI Invasive Species Channel

https://www.youtube.com/@CABI_Invasive_Species

Jak przygotować dobry profil – przykłady



Lena

Project Acquisition Coordinator
Bio Base Europe Pilot Plant
Belgium

17 profile visits

Recommended based on your activity

ABOUT OPPORTUNITIES

Next available at

09:00 - 09:30 CET

Wednesday, 6 March 2024

MAR

6

in 1 day

+ Request meeting

About

Both myself and my colleagues of the Project Acquisition Team at BBEPP (Esth le Goure, Sofie Lodens, Zs fia K d r, and Tanja Mejer) present at the CBE JU Info and Networking Day have a lot of experience in onboarding BBEPP as a scale-up partner or process development partner for the scale-up of your processes in any CBE project. We also act as Project Coordinator in several European projects (Waste2Func, SMARTBOX, Glaukos, REPurpose, ...).

Our key focus technologies are: biomass pretreatment, biocatalysis, gas fermentation, fermentation, downstream purification and basic green chemistry. We act from lab to 75m³ scale for fermentation and have matching purification equipment for all these scales. We even have a mobile pilot for gas fermentation. Get in touch with us if you need a partner in your consortium for scale-up of your biobased process with a focus on aforementioned technologies. We look forward to discuss how we can help you!

MY ORGANISATION



Bio Base Europe Pilot Plant

<https://www.bbeu.org>

Bio Base Europe Pilot Plant is an **independent**, state-of-the-art facility that operates from a **laboratory level to a multi-ton scale**. Bio Base Europe Pilot Plant is a service provider for **process development, scale-up and custom manufacturing** of biobased products and processes. A wide and flexible spectrum of modular unit operations combined with the experience of our highly competent engineers and technicians enables us to translate your biobased lab protocol into a viable industrial process.

Bio Base Europe Pilot Plant enables the **conversion of renewable feedstocks (incl. gases)** into biochemicals, biomaterials, biofuels and other bioproducts by using **technologies** such as biomass pretreatment, biocatalysis, (gas) fermentation, green chemistry and product recovery and purification. A **one-stop-shop** for your biobased process and scale-up!

SOCIAL MEDIA

in

SKILLS

Project acquisition

Project Coordination

(gas) fermentation

Biocatalysis

downstream processing

Green Chemistry

Biomass pretreatment

INTERESTS

Industrial biotechnology

Marketplace:



Lena Decuyper

Project Acquisition Coordinator at Bio Base Europe Pilot Plant
Belgium



Send message

+ Request meeting

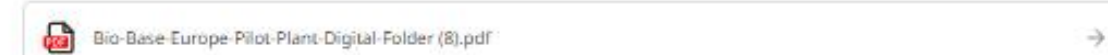


ABOUT FILES

About

Bio Base Europe Pilot Plant has extensive experience with the production of bulk or specialty food/feed ingredients (precision proteins, single cell protein, specialty carbohydrates, nutraceuticals, vitamins, and many more) via (gas) fermentation, biomass (pre)treatment or biocatalysis. We assist our partners with process development, scale-up and custom manufacturing of their biobased processes, from lab scale up to 15 m³ and soon 75 m³, and we can produce food grade!

Attached files



Aktywacja profilu

Trzeba zaglądać do profilu, sprawdzać pocztę – kto pierwszy, ten lepszy.

Warto skontaktować się bezpośrednio z osobą, która pisze do nas przez system b2match, zwłaszcza, jeśli nie rozumiemy oczekiwań.

Po aktywacji również zaglądamy na profil, sprawdzamy pocztę.





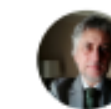
**Spotkanie brokerskie face2face - online lub stacjonarnie
- jak się przygotować**

Umawianie spotkań

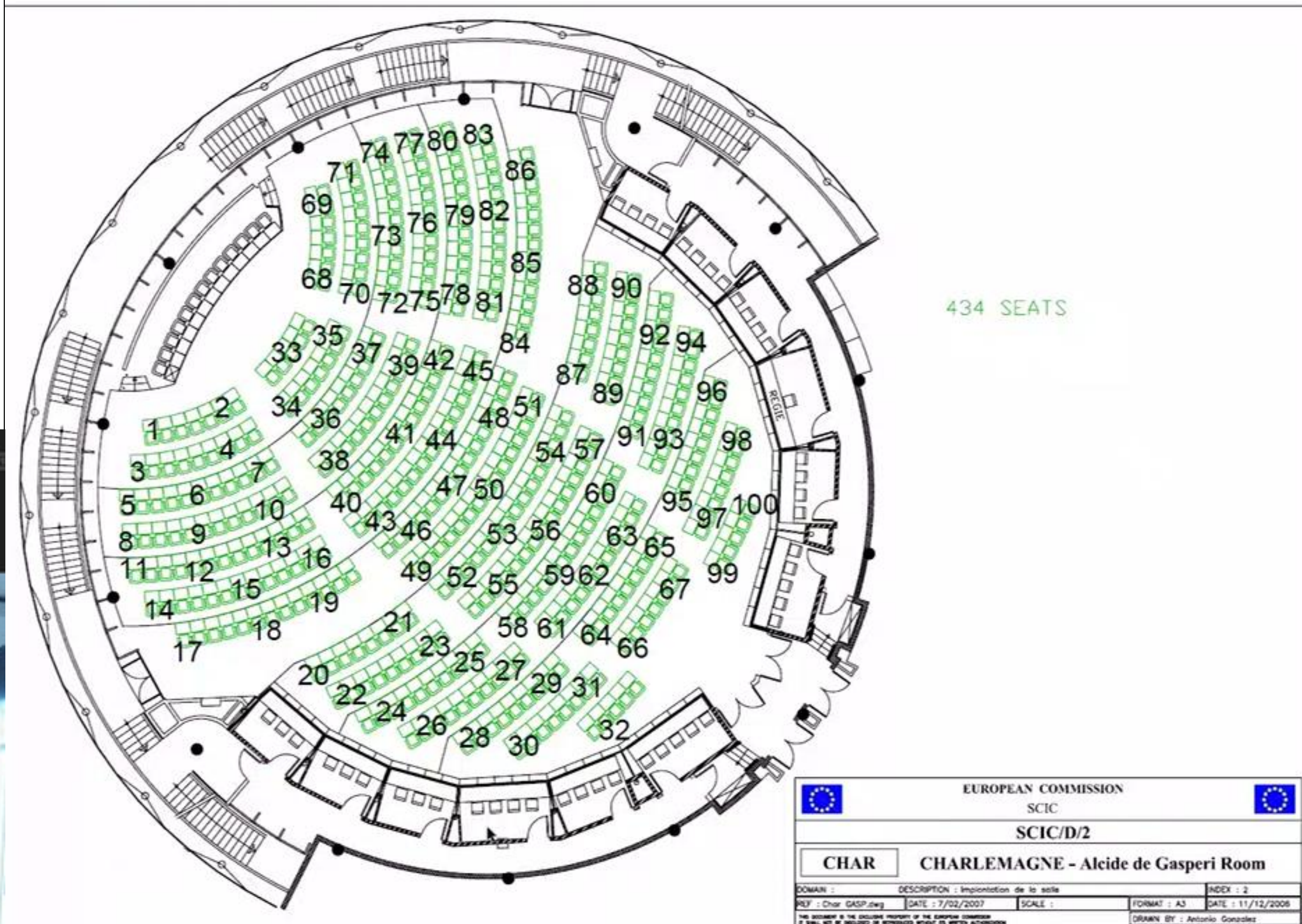
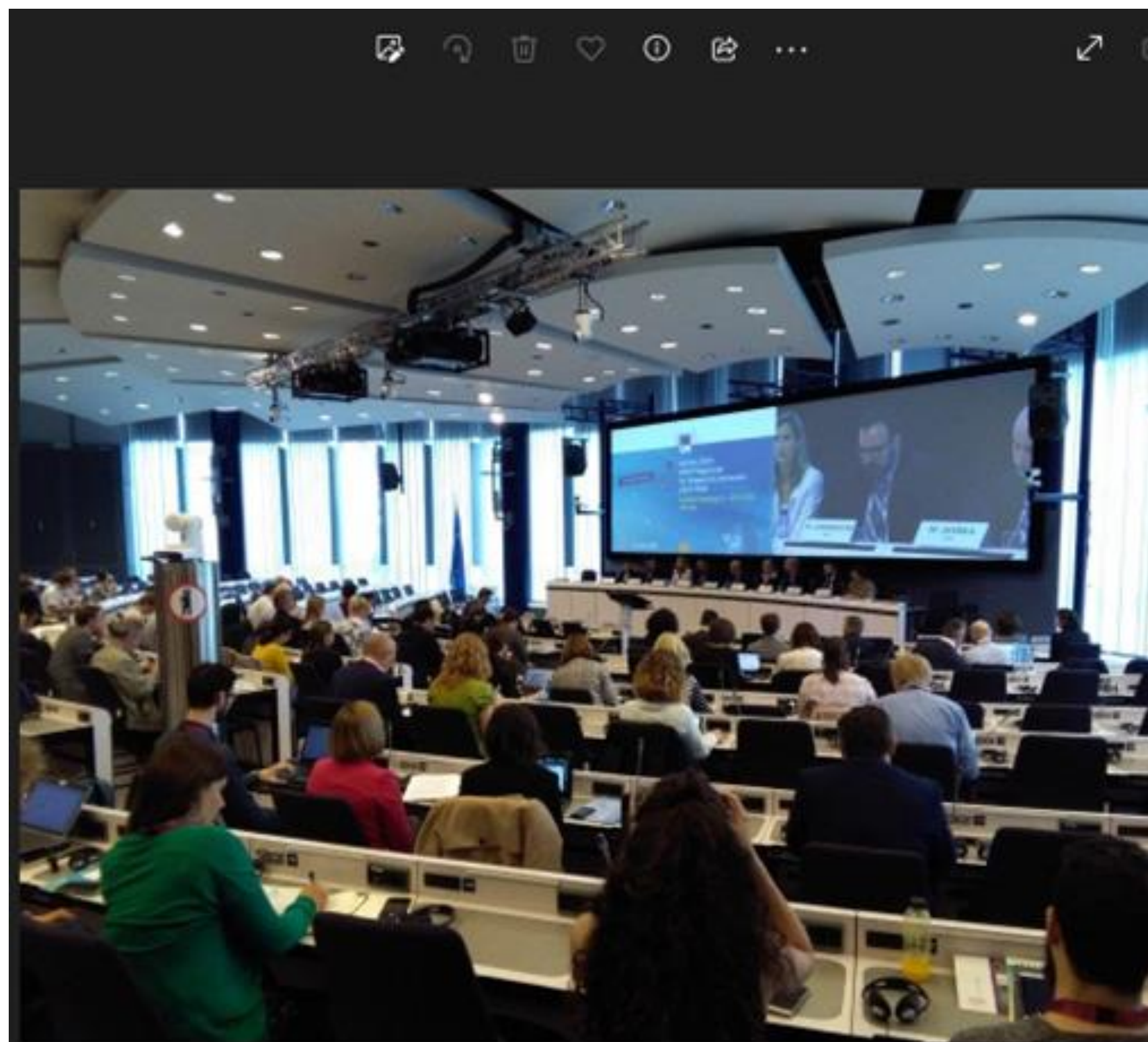
- Śledzimy kalendarz brokerydżu – umawianie spotkań jest możliwe tylko w ściśle określonych ramach czasowych.
- W większości przypadków obowiązuje zasada – kto pierwszy, ten lepszy, ograniczenia co do czasu i miejsca.
- Jeśli ktoś zaprasza nas na spotkanie – powinniśmy przejrzeć profil, zapoznać się z organizacją, która nas zaprasza, jeśli my umawiamy z kimś spotkanie – podobnie.
- Musimy wiedzieć, dlaczego chcemy się spotkać jeśli chcemy pozostawić pozytywne wrażenie.



11:10 – 12:10	Flash session: Sustainable Food Security room 2D
12:10 – 13:00	Networking Lunch Break
13:00 – 15:00	Bilateral Meeting Session 1
13:00 – 13:20 Table 53	Meeting with Gemma Bedia Bueno Brussels Delegate at Galician Enterprise University Foundation - FEUGA
13:20 – 13:40 Table 8	Meeting with Greta Juul Senior Adviser Research & External Funding at Oslo Metropolitan University
13:40 – 14:00 Table 21	Meeting with Giuseppe Saija Director at euknow



Organizacja wydarzenia



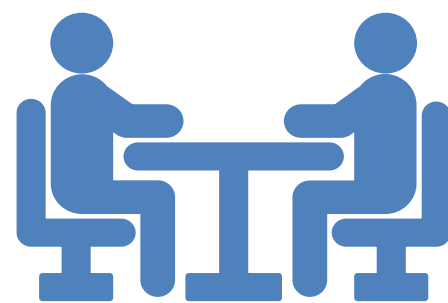
Spotkanie brokerskie onsite – jak to wygląda?

Czas spotkania to przeważnie 15-20 min, w tym:

- 18 min – rozmowa.
- 2 minuty na zmianę stołu z odpowiednim numerem.
- Jeżeli osoba się nie pojawia/ lub nie masz umówionych spotkań: podejdź do **meeting points** celem znalezienia rozmówcy ad hoc
- W meeting points/recepcji informacje o tym, kto się nie pojawił, kto poszukuje partnerów do rozmowy.



Spotkanie brokerskie – ważne zasady



**Musimy przestrzegać
limitu czasowego**

Co mieć ze sobą?

- wizytówki
- folder, notatnik, laptop – prezentacja (?)

**Spotkanie powinno być
sprofilowane pod
Twojego rozmówcę
(RO/SME/inne)**

**Spotkania nie polegają na
tym, że dwie osoby
prezentują się jedna po
drugiej, a następnie
odchodzą do następnego
stołu - rozmawiamy**

**Po spotkaniu pamiętaj o
szybkim follow-up**

**W miarę możliwości -
wcześniej przygotować
pytania**

Gdzie jeszcze można szukać partnerów:

The image shows a screenshot of the European Commission's 'Funding & tender opportunities' portal. The top navigation bar includes 'HOME', 'SEARCH FUNDING & TENDERS', 'HOW TO PARTICIPATE', 'PROJECTS & RESULTS', 'WORK AS AN EXPERT', and 'SUPPORT'. The 'HOW TO PARTICIPATE' menu is expanded, showing options like 'Key steps', 'Reference documents', 'Participant register', and 'Partner search'. A blue arrow points from the 'Partner search' option to a search filter interface. This interface includes a search bar, checkboxes for 'Organisations' and 'Persons', and various filters for 'Programme / Topic', 'Location', 'Organisation', and 'Person profile'. The 'Partner search' filter is checked, showing 47 results.

European Commission | Funding & tender opportunities
Single Electronic Data Interchange Area (SEDIA)

HOME SEARCH FUNDING & TENDERS HOW TO PARTICIPATE PROJECTS & RESULTS WORK AS AN EXPERT SUPPORT

HOW TO PARTICIPATE PROJECTS & RESULTS

Key steps
Reference documents
Participant register
Partner search

Search by keyword, name... Search

Organisations Persons Advanced search ^

Programme / Topic

Programme
Select a Programme... ▾

Topic
HORIZON-JU-CBE-2023-IA-04 (47) × ▾

Location

Country
Select a Country... ▾

City ⓘ
Type a City...

Organisation

Organisation type
Select an Organisation type... ▾

Person profile

Professional profile
Select a Professional profile... ▾

Profiles with published Partner search announcements (47)

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/>

Nadchodzące spotkania brokerskie

STACJONARNIE i ONLINE:

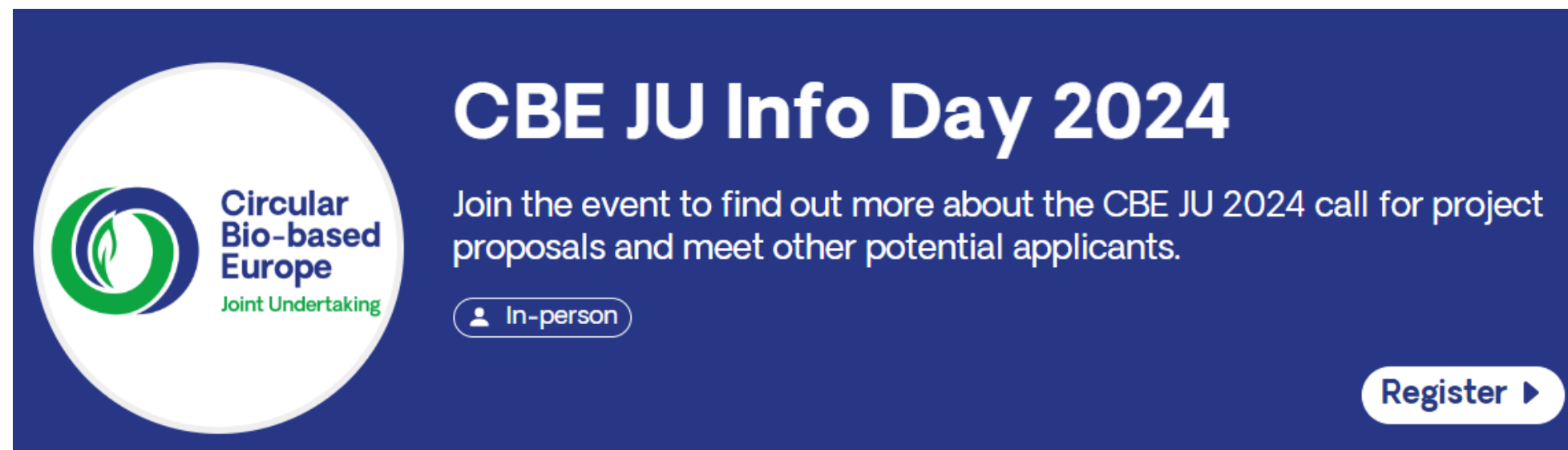
Circular Bio-based Europe Joint Undertaking (CBE JU)
Info Day 23.04.2024 r. + online (b2match)

<https://www.b2match.com/e/cbeju-2024/sign-up>

ONLINE:


Horizon Europe Missions Brokerage event 2024
PRAWDOPODOBNIENIE – POŁOWA MAJA 2024 r.
– sesja plenarna i 2 pełne dni spotkań (16 h).


Link dostępny wkrótce (kpk.gov.pl)



CBE JU Info Day 2024

Join the event to find out more about the CBE JU 2024 call for project proposals and meet other potential applicants.

 Circular Bio-based Europe Joint Undertaking

 In-person

[Register ▶](#)



EU MISSIONS

Concrete solutions for our greatest challenges



Zapraszamy do kontaktu!

(także w odniesieniu do tworzenia profilu na portalu b2match)



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