

Project Sharing for Clusters Virtual Matchmaking

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'Building a **competitive European biotechnology sector** on the world stage'

Background

- ABCEurope project: to raise the level of services provided to Life science SMEs in Europe and strengthen links between European bioclusters
- Reinforcing business partnerships between clusters by the organisation of matchmaking events
- Importance to differentiate from existing partnering and matchmaking services: choice to go virtual

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- Organisation of one-to-one calls between companies who wants to discuss business opportunity without the need for physical proximity
- Cost-effective option for companies looking at international opportunities
- Is positioned as a first meeting opportunity aiming to identify if there is a need to pursue discussion
- Each virtual matchmaking focuses on a therapeutic area

Organisation

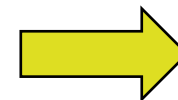
Clusters compile companies' interest and profile

Clusters circulate event catalogue and gather meeting requests and availabilities

Identification of topic and 'virtual days'



Production of event catalogue



Production of meetings schedule

Virtual Matchmaking Days

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- Meeting the target of low-cost first contact
- Relevance to access a wider, more international audience
- Benefits of the possibility of selection from clusters
- Good profiling opportunity



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Development Model

- Costs could be limited to human resources
- Need to create a consortium of cluster with a general interest in the concept
- Involvement of individual cluster depending on topic – 3 days/event
- Management of an event – 15 days/event could be either:
 - Centralised: one leads the planning of all Matchmaking and deals with its logistics (compiling profiles, organising meetings etc.)
 - Collaborative: one takes the initiative of a Matchmaking on a topic and becomes its organiser so deals with logistics