



An initiative of the European Union

EUCLUSTERS



**MATCHMAKING
EVENTS**

EU-South MED MATCHMAKING EVENT 2023

in the context of GITEX AFRICA

Preparatory webinar:

Webinar on market access information for the EU-SOUTH MED Matchmaking Event

15 May 2023

10:30-12:15 CET

#SingleMarket30





Daniel Cosnita

Topics

Daniel Cosnita

- How to fully utilise the B2match tool to achieve successful meetings
- Antitrust compliance: some principles to remember
- Q&A
- Next steps


Registration: by invitation only

South Med Matchmaking Event 2023 **PREPARING**

30 May - June 1, 2023 | Marrakech, Morocco

Home Agenda **Login**


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**EU-South MED
MATCHMAKING EVENT 2023**
in the context of GITEX AFRICA

Marrakech, Morocco
31 May - 2 June 2023

#SingleMarket30




[Info](#) [Requirements](#) [How to apply](#) [Agenda](#) [Location](#) [How it works](#) [FAQ](#) [Contact](#)

Welcome to

**EU-SOUTHMED Matchmaking Event in the context
of GITEX Africa**

LOCATION
Marrakech, Morocco

ORGANISED BY



Add an opportunity

EU South Med Matchmaking Event 2023 PREPARING

May 30 - June 1, 2023 | Marrakech, Morocco

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Participants

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Meetings

Conversations

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Romanian Cluster Association
Bucharest, Romania

Edit my profile

Overview

My availability

My opportunities

Organizer questions

Account settings

Logout

Booking phase has started!

You haven't requested any meetings yet. The number of available time slots is limited. You can request or accept up to 9 meetings. The booking phase closes on **May 31, 2023**.

Book meetings now

Create an opportunity

You don't have any visible opportunities on your company profile. Please create new ones or publish the existing ones in case you have any from previous events.

Add an Opportunity

Marketplace

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Marketplace

[Add an Opportunity](#)

0 Opportunities found

Search



There are no opportunities yet!

Check this page periodically so that you don't miss any new opportunities from other participants.

Event organiser



Useful links

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Get in touch



Download app



Marketplace

Marketplace

[Add an Opportunity](#)

16 Opportunities found



☐ EXPERTISE (9)

☐ SERVICE (6)

☐ PRODUCT (1)

PRODUCT

Updated on May 12, 2023

Electrodo - Web3 platform for ESG data, asset...

Electrodo is a Web3 platform for ESG data, asset, and risk management, helping companies and investors create sustainable value and improve the efficiency of sustainable capital allocation. By addressing ESG data availability, integrity, and reliabil...

ICT

Other

Automotive

+3



Leonid Khatskevych

CBDO at 482.solutions (Odesa, Ukraine)



[Request meeting](#)

EXPERTISE

Updated on May 11, 2023

Web Development, IT Outstaffing, EoR

For over 14 years, Cleveroad has been a leading custom software development and PoC and outstaff partner for major companies such as Porsche, TDC, and Lego, with a strong team of 280+ developers

Participants

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Relevance



1 Participant found

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BOOKMARKED



MATCHMAKING



ORGANIZATION TYPES



AREAS OF ACTIVITIES



COUNTRIES



Daniel Cosnita

BUCHAREST, ROMANIA

Romanian Cluster Association

Event organiser

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31 Participants found

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MATCHMAKING



PARTICIPATION TYPES



ORGANIZATION TYPES



AREAS OF ACTIVITIES



COUNTRIES



Daniel Chirtes

CEO

ARICESTII RAHTIVANI, ROMANIA

Haptic R&D Consulting SRL >



Request meeting



Pieter Becue

Business developer

GENT, BELGIUM

imec >



Request meeting



Andrea Sulyok-Pál

Communication manager

SFANTU GHEORGHE, ROMANIA

PRO WOOD Regional Wood Cluster >



Request meeting



Czine Attila

Founder

SFÂNTU GHEORGHE, ROMANIA

FURNITUREPRODUCERS.COM >



Request meeting



See your meeting status

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1:1 Meetings

My meetings



ALL **0** ACCEPTED **0** PENDING **0** CANCELED **0**

AVAILABILITY

All times are displayed in the event time zone (Africa/Casablanca, currently: 12:02). [Change](#)



You don't have any meetings yet.

[+ Request meetings](#)

Event organiser

Useful links

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Download app

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[in](#) [twitter](#) [youtube](#)

Download on the

GET IT ON

See your meeting status

ALL 5 ACCEPTED 1 PENDING 4 CANCELED 0

AVAILABILITY

All times are displayed in the event time zone (Europe/Bucharest, currently: 14:04). [Change](#)

Next meetings



Leonid Khatskevych
482.solutions



George Luparu
KFactory



Starts in 10 days



14:00 - 14:20

Wednesday, May 24

Online Video Meeting

Table 2

Sent requests



Leonid Khatskevych
482.solutions



George Suci
BEIA



Not set

Not set

Booking meetings

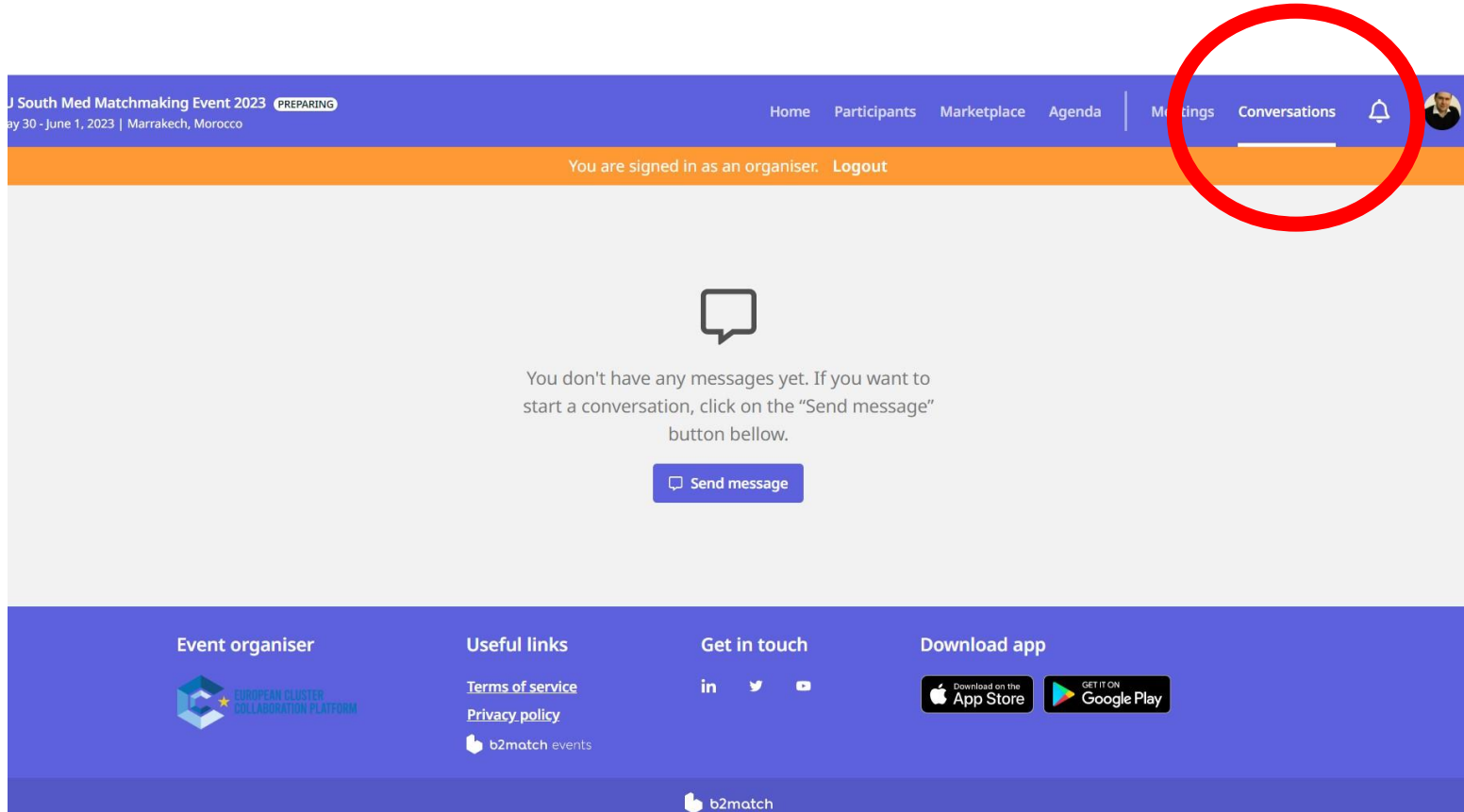
- Send **meeting requests** to those you want to meet.
- Schedule your own meetings - Meeting requests have to be accepted, otherwise they cannot be scheduled.

Attend scheduled meetings

The screenshot displays the 'EUCLUSTERS MATCHMAKING EVENTS' interface. At the top, there are tabs for 'ALL 5', 'ACCEPTED 1', 'PENDING 4', and 'CANCELED 0'. A note states: 'All times are displayed in the event time zone (Europe/Bucharest, currently: 14:08). Change'. The 'Next meetings' section shows a meeting between Leonid Khatskevych (482.solutions) and George Luparu (KFactory) on Wednesday, May 24, from 14:00 to 14:20. The meeting is an 'Online Video Meeting' at 'Table 2'. A green button indicates 'Starts in 10 days'. A dropdown menu is open, showing options: 'Reschedule', 'Invite guests', and 'Cancel'. A red arrow points to the 'Invite guests' option. Below this, the 'Recommended for you' section shows four profile cards for Alexandre Yurchak, Riccardo Volpi, Cristina Luminita Iancu, and Pieter Becue, each with a close button (x).

- Each matchmaking meeting will last for **20 minutes**.
- The content of the meetings is **completely confidential**.
- You may invite additional guests to the meeting
- You may reschedule
- The system is recommending meeting partners for you according to your profile

Conversations



- Participants can interact with each other prior to the meetings through the **B2Match direct message tool**.
- The messages exchanged between participants are **completely confidential**

Your personal agenda

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[EVENT AGENDA](#)[MY AGENDA](#)

All times are displayed in the event time zone (Africa/Casablanca, currently: 12:14). [Change](#)

Tuesday, May 30, 2023

20:00 - 22:00

Welcome Reception

[Remove](#)

Wednesday, May 31, 2023

09:00 - 12:30

Opening of GITEX

📍 GITEX Africa

[Remove](#)

14:00 - 18:00

Visit of Mohamed VI Polytechnic University

[Remove](#)

The event agenda

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EVENT AGENDA

MY AGENDA

All times are displayed in the event time zone (Africa/Casablanca, currently: 12:14). [Change](#)

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Remove

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📍 GITEX Africa

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Remove

Debriefing survey

A link to a Debriefing Survey will be sent to the participants at the end of the matchmaking event, remember to check your e-mail.

Please do not miss the chance to provide us your feedback!

Antitrust compliance: some principles to remember

- Exchanging information to find partners with complementary capabilities to achieve efficient and faster production, e.g. through quicker delivery of key inputs, can be **beneficial** and **compatible with competition rules, if certain principles are observed**:
 - exchange of commercial information is kept to the **minimum necessary and limited** both **in time** and to **resolving related supply challenges**.
- Particularly sensitive information is prices, discounts, costs, sales, commercial strategies, expansion plans and investments, customers and suppliers lists, etc.
 - **do not exchange such information with your direct competitor in relation to competing products**.
 - if talking with a direct competitor at the event, keep notes on the subjects discussed.

Next steps

- Register upon receiving the invitation!
- Booking meetings is open!
- Please create your matchmaking opportunities!
- Start booking meetings!
- On the day of the event, please check your meetings agenda (and download it)

THANK YOU

Q&A