



EUROPEAN CLUSTER  
COLLABORATION PLATFORM

# Call for Expression of Interest - SMEs

EU – Singapore Matchmaking Event 2022

*An initiative of the European Union*





# Call for Expression of Interest SMEs

The banner features a background image of a city skyline with a large building. Overlaid on this is a semi-transparent blue and green geometric pattern. The text is white and yellow. At the top left is the European Union flag. The main text reads: 'EUCLUSTERS MATCHMAKING EVENTS', 'EU-Singapore', 'In the context of the Industrial Transformation ASIA-PACIFIC event (ITAP)', '18-20 OCTOBER 2022', and 'SINGAPORE'. At the bottom are logos for the European Commission, Enterprise Singapore, MTI (Ministry of Trade and Industry, Singapore), European Cluster Collaboration Platform, and Enterprise Europe Network.

## EU – Singapore Matchmaking Event

Industrial Transformation ASIA-PACIFIC - a  
HANNOVER MESSE event 2022

18-20 October 2022



## OBJECTIVES

The European Commission (EC) will organise the EU – Singapore Matchmaking Event in the context of the [Industrial Transformation ASIA-PACIFIC - a HANNOVER MESSE event \(ITAP\)](#) which will be held on 18-20 October 2022.

The **EU – Singapore Matchmaking Event** itself will take place on-site in Singapore on 19 October 2022.

The event will be jointly organised by the European Commission and Enterprise Singapore (ESG) - with the support of the EU Delegation to Singapore and the Singapore Ministry of Trade and Industry, and facilitated by the European Cluster Collaboration Platform (ECCP) and the Enterprise Europe Network (EEN).

The EU-Singapore Matchmaking Event will bring together cluster organisations and SMEs from the European Union (EU), non-EU COSME countries, and Singapore. It will provide participants an excellent chance to promote Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) collaborations. The event will be held on-site at the Singapore Expo, as a side event of Industrial-Transformation ASIA-PACIFIC event.

The overall objective of the event is to promote information exchange and networking opportunities for European cluster organisations and SMEs with counterparts from Singapore. The objectives of the planned mission are:

- To strengthen EU-Singapore cluster cooperation for the benefit of their company members, including through a seminar, a cluster matchmaking event, and site visits.
- To identify potential areas of common interest for cooperation and synergies, in terms of the sectoral, value chain, and market focus of SMEs and other companies.
- Through clusters and SMEs, facilitate EU-Singapore industry and academia-industry collaboration in research, development, and innovation.

This call for Expression of Interest is launched to identify small and medium-sized enterprises from EU (and non-EU COSME) countries who wish to participate in the EU – Singapore Matchmaking Event from various industry sectors (please see section “Who can participate” below) in the context of the Industrial Transformation ASIA-PACIFIC - a HANNOVER MESSE event (ITAP).

This call is published on the ECCP website. Expressions of interest to participate in this event must be **submitted electronically by 17 July 2022, 23:59 Brussels time** at the latest through <https://ec.europa.eu/eusurvey/runner/SMEsCallofExpressionofInterestEUMatchmakingevent>

Small and medium-sized enterprises that apply to this call must be willing and committed to engage in the EU-Singapore Matchmaking Event's activities. **By submitting an expression of interest in response to this call, you are indicating your acceptance of the call's terms.**

**This call is targeting only SMEs. A separate call exists for cluster organisations and business network organisations. So if you are a cluster organisation or a business network organisations you should respond to the call that is available at <https://clustercollaboration.eu/content/eu-singapore-matchmaking-event-call-expressions-interest-clusters>**



## CONTEXT OF THE INITIATIVE

The Event will take place in the context of the ECCP activities. The European Commission facilitates international cluster cooperation through the ECCP including the organisation of specific cluster matchmaking events and policy development actions. The objective is to support cluster organisations to develop partnerships and business cooperation in European and global markets, for the benefit of their members, especially of SMEs. The events are currently funded under the EU Competitiveness of Enterprises and SMEs Programme (COSME).

The ECCP provides a visible framework for this matchmaking event and for subsequent events. As the cornerstone of the European strategy in support of SMEs' internationalisation through clusters, the ECCP provides a wide range of information and services to facilitate the interaction between clusters not only within Europe, but also with international partners.

## ACTIVITIES & AGENDA

The EU – Singapore Matchmaking Event will include the following activities:

- **Preparatory Webinar** – an opportunity to receive information on doing business in Singapore and guidance on how to participate successfully in the planned event.
- **Technical Webinar** – a session helping future participants of the matchmaking event to make the most of their profiling in B2Match and explain the procedures to optimise the booking of meetings.
- **Site visits** (18 October)
- **Seminar** on knowledge exchange to foster EU-Singapore cooperation. (19 October)
- **Matchmaking meetings** between cluster organisations and SMEs from EU (and non-EU COSME) countries and Singapore. (19 October)
- **Debriefing session** to collect feedback from participants.
- **Participation at the Industrial Transformation ASIA-PACIFIC** - a HANNOVER MESSE event (ITAP) (18 and 20 October, free of charge)

## WHO CAN PARTICIPATE?

This invitation is addressed SMEs interested in collaborating with Singaporean counterparts in the following areas:

- |                                |                                       |
|--------------------------------|---------------------------------------|
| • Aerospace                    | • Infrastructure & Facilities         |
| • Automotive                   | • Logistics & Supply Chain Management |
| • Chemical                     | • Oil & Gas                           |
| • Consumer Goods Manufacturing | • Pharmaceutical & Biotechnology      |
| • Electrical & Electronics     | • Semiconductor                       |
| • Energy                       | • Urban Solutions                     |
| • Food & Beverage              |                                       |



## SELECTION CRITERIA

To be selected:

- The SME must be a legal entity established in a European Union Member State or other COSME country, or in Singapore. See list of Non-EU participants in the COSME programme here: <http://ec.europa.eu/docsroom/documents/27019>

Applications will be evaluated qualitatively using the following criteria:

- The SME's willingness and capacity to maximise matchmaking opportunities via participation in this event, based on a detailed description of the sort of partnership sought by the applicant and the likelihood of developing practical collaboration because of the Event. This indication of interest in cooperating must be clearly articulated as responses to the questions in the application form.
- The SME's activity in the target sectors.
- SMEs operating beyond the stated fields should extensively motivate the argument for their application to a reserve list that will be determined in due time.
- The desire and capacity to collaborate more closely with Singaporean SMEs and network organisations in order to better global competitiveness via collaborative efforts.

Selection of candidates will be made on the basis of both the standards outlined above and the qualitative merit of each application; in cases of equal merit, the balanced geographical coverage of the COSME participating countries will be considered. The EISMEA and European Commission services will make the selection of candidates based on the criteria stated above.

Participating SMEs are required to submit a debriefing questionnaire at the event's debriefing session and a follow-up questionnaire provided as an online survey to assess follow-up activities several months following the event, with all areas filled in a sufficient amount of detail.

**SMEs selected to participate in the Event must send a commitment e-mail agreeing to attend the preparation webinar, the on-site seminar, conduct at least four matching meetings, and engage in the final 30-minute debriefing session.**

## EXPRESSION OF INTEREST

Expressions of interest should be submitted before midnight on 17 July 2022, 23:59 Brussels time through the following link:

<https://ec.europa.eu/eusurvey/runner/SMEsCallOfExpressionofInterestEUMatchmakingevent>

The expression of interest should include the following:

- A fully completed SMEs questionnaire on the profile of the SME.

Please ensure that you submit full, accurate, and up-to-date information and contact information.

Please note that this event no fee will be charged to participate in this event.

However, no funding is offered for SMEs to cover any travel and accommodation costs related to participation at the event.



Should you have any queries, do not hesitate to contact the ECCP team at [eumatchmaking@clustercollaboration.eu](mailto:eumatchmaking@clustercollaboration.eu).

For further information about cluster cooperation and assistance, please visit the [ECCP Website](#).

**Your personal data** is processed in accordance with **Regulation (EU) No 2018/1725** on the protection of individuals with regard to the processing of personal data by the Union institutions, bodies, offices and agencies and on the free movement of such data.