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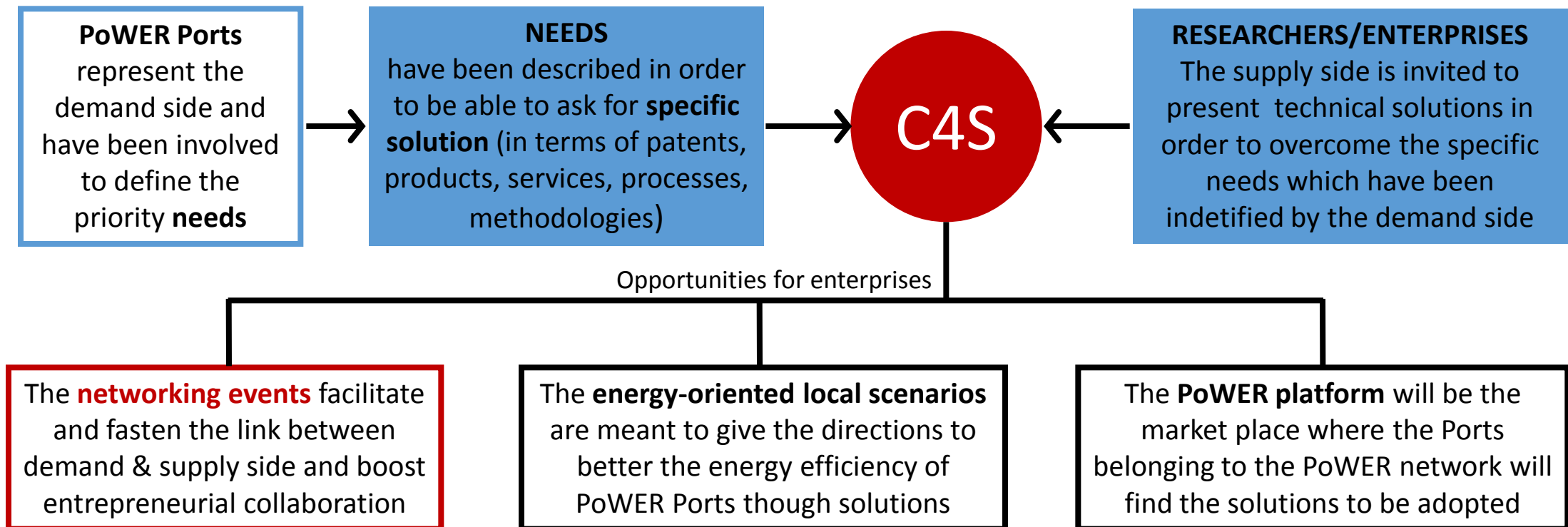


**C4S REWARDING & VISIBILITY: NETWORKING**

CNA RAVENNA

# WHICH CHANCES THE C4S OFFERS TO ENTERPRISES

The call for solutions (C4S) contents are based on the PoWER Ports Needs in order to fasten and facilitate the dialogue between Ports (**demand side**) and researchers & enterprises (**supply side**); the selected solutions will take part in the **Networking events** which will be held in Rijeka and Novi Sad; will be used to build local scenarios and will be published into PoWER platform.



# WHY NETWORKING IS IMPORTANT FOR ENTERPRISES

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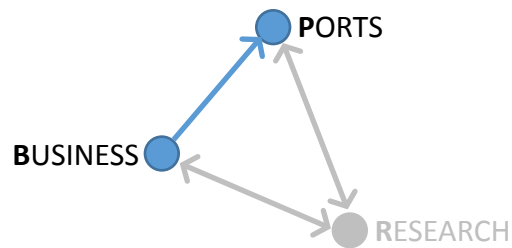
To network means become part of a net where to promote new solutions, exchange knowledge, integrate skills and competences, open new market opportunities, acquire strategic contacts.

Specific reasons to take part in PoWER **networking events** are:

- to establish **contacts** normally obtained in many months of negotiation (link between demand/supply sides)
- to identify **new customers**, sell or better value your products or services
- to **baste relationships** to build business networks
- to compare yourself on how to effectively open your company to the **foreign market**
- to present your company to other companies/research centres, enhancing the initiatives undertaken and the **future projects** on which you want to invest
- to know new suppliers, new products, services and technologies to **improve business management**
- to share good practices to optimize production processes and **reduce the costs** of your business
- to get to know the **European market** better
- To share experiences and **compare yourself** on the most complex aspects of the market, without the unnecessary preliminaries typical of the usual business meetings

# HOW NETWORKING EVENT WILL BE ORGANIZED / 1

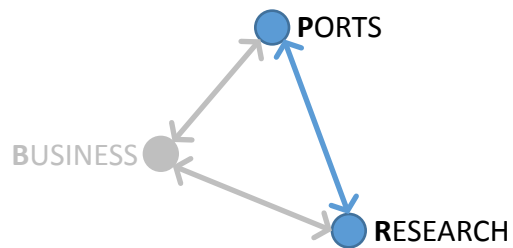
The protagonists of the PoWER networking event will be **Ports** (demand side; a workshop seminar will be organized to guarantee the presence of a number of Adriatic ports), **Businesses** (supply side) and **Researchers** (knowledge side): they will meet each other following a win-win approach.



### **Business for Ports (B4P): how business supports ports in reaching their energy goals**

What will happen: the selected solutions will be shown in the open exhibition (a sort of dedicated fair) and the Ports will be able to directly contact enterprises; during the workshop seminar the most interesting solutions will be presented by entrepreneurs (pitches); the one-to-one meetings will be organized both on site and online (using proper tools)

Expected results for enterprises: open new market and/or create opportunities for a wider roll-out of new solutions; find areas/buildings to be used as demonstrators (see below).



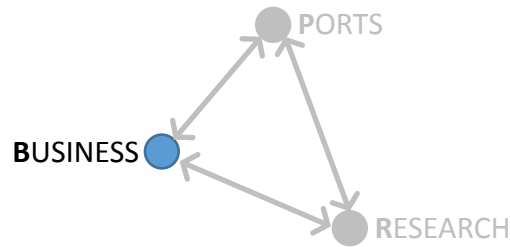
### **Research to Ports (R2P): how research & ports can collaborate to fasten goals achievement**

What will happen: the selected patents/research ideas will be shown in the open exhibition and the Ports will be able to directly contact researchers; during the workshop seminar the most interesting patents/research ideas will be presented by researchers (pitches); the one-to-one meetings will be organized both on site and online (using proper tools)

Expected result: find areas/buildings to be used for demonstration activities (participation to calls for funds in order to demonstrate the validity of products/patents/research idea).

# HOW NETWORKING EVENT WILL BE ORGANIZED / 2

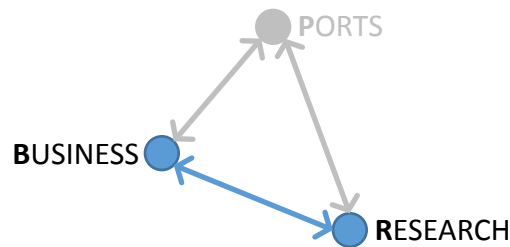
The protagonists of the PoWER networking event will be **Ports** (demand side; a workshop seminar will be organized to guarantee the presence of a number of Adriatic ports), **Businesses** (supply side) and **Researchers** (knowledge side): they will meet each other following a win-win approach.



## **Business to Business (B2B): how enterprises can collaborate to strengthen their offers**

What will happen: the selected solutions will be published in the PoWER platform and a dissemination campaign will be carried out to ease the collaboration opportunities; the one-to-one meetings will be organized both on site and online and will involve the entrepreneurial realms represented by the Partners (6 countries), with a focus on the entrepreneurial ecosystems of the networking events host countries (Croatia and Serbia).

Expected results for enterprises: subscribe entrepreneurial agreements to develop common proposals to be presented to customers and/or to jointly develop new solutions.



## **Research to Business (R2B): how research & enterprises can collaborate to enhance solutions**

What will happen: through platform, open exhibition & seminar, researchers will know the enterprises profile and their entrepreneurial solutions; researchers can ask for one-to-one meetings with enterprises in order to propose some kind of collaborations.

Expected results for enterprises: create opportunities to up-scale (improve the quality) of a solution and/or to develop new products/services/systems.

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For further information:

[www.powerports.eu/it/call-for-solutions-it](http://www.powerports.eu/it/call-for-solutions-it)



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