



Bilateral Meetings, Thu - 7th April - 10:30-18:00, **INTER EXPO CENTER, SOFIA,**

Ideal opportunity to initiate promising cooperation in pre-arranged 30 minutes meetings with the support of Enterprise Europe Network at Bulgarian Industrial Association and Inter Expo Center, Sofia, Bulgaria.

The event gives opportunity to forge new partnerships for research projects, technology transfer and business collaborations and/or participation in projects funded by European programs.

Why participate?

- Quick market entry opportunity
- Meet face-to-face new partners and customers
- Acquire new cross-border contacts
- Promote your technologies & know-how
- Find out latest trends in the machine building and electrical engineering industry

The face2face meetings will be held during the international exhibitions MachTech & InnoTech 2016 and Bulcontrola 2016. This year Bulgarian Industrial Association provides to the participants opportunity to participate in different supporting events as workshops and conferences.

MachTech & InnoTech Fair **05 - 08 April 2016**

International specialized exhibition on machines, technologies and industrial equipment

Target sectors

- **MachTech:** Robotics, mechatronics, metal processing, welding, pumps, hydraulics & pneumatics, laser equipment
- **InnoTech:** Industrial automation & software, control & measurement equipment, industrial electronics, electrical mobility & equipment, services

BULCONTROLA **05 - 08 April 2016**

B2B exhibition on control and measurement devices

Target sectors:

- Control and measurement devices, analytical and laboratory equipment, applicable software, monitoring systems, environmental protection

The event is free of charge and primarily targets companies and R&D institutions looking for technological, research and business cooperations. **Consulting companies and intermediaries without technical expertise in the related sectors are not target group of this event.** English is the working language.

How does it work?

1. Register and publish your organizational focus and collaboration wishes:
 - The participants should register with their own username and password. Using the password, they are able to publish organizational and cooperation profile, product description, field of activity and type of partner they are looking for.





2. Send, receive and validate meeting requests once booking is opened:
 - After 21 March 2016 the participants can start with the booking of meetings, followed by confirmation and scheduling of accepted meetings. This year participants with fair boots have the opportunity to schedule meetings on their booths. This requires the participants to include the number of the boot in their organizational profile by registration.
3. Your personal B2B meeting schedule will be ready before the event in your profile.
 - We kindly ask the participants to accept or cancel their meetings in order to receive their final actual schedule. Each participant will receive electronically a list of scheduled meetings which is also easily accessed from their personal profile.

Participants which receive a list of scheduled meetings and do not attend them will be charged a fee of EUR 100, VAT excluded.

For REGISTRATION please visit the web page of the B2B event:
<https://www.b2match.eu/imm2016>

Dates for your agenda:

Deadlines	Tasks
15 Nov. 2015 – 21 March 2016	Registration and submission of a cooperation profile
21 March 2016 – 5 April 2016	Online selection of face-to-face meetings
7 April 2016	Bilateral meetings (10:30 - 13:00 and 13:30 - 18:00)

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