



Dear colleagues,

I am pleased to inform you that [Enterprise Europe Network](http://www.enterprise-europe-network.eu) at Bulgarian Industrial Association in cooperation with Inter Expo Center <http://iec.bg/en> invites interested stakeholders to participate in our annual brokerage event with pre-arranged face2face meetings INDUSTRYMATCHMAKING **IMM2016** on **7<sup>th</sup> April 2016**, Thursday, from 10:30-18:00, Sofia, Bulgaria.

The face2face meetings will be held during the international exhibitions MachTech & InnoTech <http://machtech.bg/en>, and Bulcontrola <http://bulcontrola.com/en/> 5-8 April 2016:

### 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:** Control and measurement devices, analytical and laboratory equipment, applicable software, monitoring systems, environmental protection

This year Bulgarian Industrial Association provides to the participants opportunity to participate in different supporting events as workshops and conferences. Information about the supporting events will be provided soon.

**Consulting companies and intermediaries without technical expertise in the related sectors are not a target group of this event.**

Advantages for companies:

- Meet face-to-face new partners and customers with the possibility to arrange your meetings in advance;
- Quick market entry opportunity and representation of sectors and countries;
- Acquire new cross-border contacts
- Promote technologies & know-how
- Find out latest trends in the machine building and electrical engineering industry
- Added-value visibility amongst exhibitors and visitors of the trade fair
- Professional assistance and advice by the coordinator staff before, during and after the event.

The participation in IMM2016 is free of charge. English is the working language.

For REGISTRATION please visit the web page of the B2B event:

<http://www.b2match.eu/imm2016>

Deadline for registration is 21.03.2016. More information you can find in the attached file.

We remain at your entire disposal for any further information. In case of interest please send us logo of your organization and contact details of the responsible person.

For more information please contact Ms. Milena Stoeva, tel. +359/2 932 09 34; e-mail: [ierc3@bia-bg.com](mailto:ierc3@bia-bg.com);

Thank you in advance and I am looking forward to work with you!

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