



# Environment and Waste Management **B2B**

Networking and business contact forum for  
the European sector of energetic valuation

15 & 16 of February 2011

Valencia, Spain



The **Environment and Waste Management B2B** will take place on the 15th & 16th February 2011 in Valencia, Spain. The event comprises of a **networking and business contact** forum to promote co-operation between companies and other organisations active in the areas of waste management, water treatment, recycling and the associated technologies and services.

### What is it?

The **B2B Matchmaking Event** provides a unique opportunity for you to find new **international business contacts**. The event offers both a networking platform to discuss business cooperation, and a range of seminars and workshops on management of water, soil, air and as previously mentioned, their technologies and services.

Around 120 companies from 11 European countries (Austria, Bulgaria, Estonia, Greece, Italy, Malta, Norway, Poland, Spain, Sweden and the United Kingdom) are expected to participate.

The event is part of the **Net4Biz** project (Networking for Business), an EU-funded project targeted at helping small and medium sized enterprises (SMEs) to develop cross-border cooperation and to enter new markets.

### How does it work?

With the help of the information provided by you in your registration form, your company will be included in a catalogue online at [www.net4biz.se](http://www.net4biz.se).

Additionally, just prior to the event, a final paper catalogue with all contact details will be printed and distributed. From the list of participating companies, you can then request and book in advance the meetings of your choice.

During the event, the meetings will take place at numbered tables, and each meeting will last 25 minutes. English is the official language but interpreters can be made available on request. Additional meetings can be booked at the event, and naturally a lot of informal networking activity and other business contact meetings will take place outside of the official programme.

### Who will be coming?

The event is a unique opportunity for companies, R&D Institutes, universities and other organisations to meet potential suppliers, subcontractors, customers and co-operation partners. The targeted sectors are:

- Waste Management
- Water and Sewage Treatment
- Environmental Management Systems
- Recycling

### What is matchmaking?

A **matchmaking event** is a business networking event where registered companies are able to book individual one-to-one meetings with each other.

## Why should you participate?

- All participants will share a common sector interest.
- Past experience has shown that 30% of participants sign some form of contract after a matchmaking event.
- All the participants are interested in establishing new business contacts.
- During this relatively short but intensive period of time you will meet companies from at least 11 European countries.
- The meetings are held in a friendly and welcoming business environment.

## Registration

Fill in the registration form of your company and send it to your national partner (see contact details behind).

It is particularly important that you make an accurate and fairly brief description of your company and your desired co-operation. The company profile forms the basis of your entry into the catalogue, and is then used by delegates to inform them of which companies to request meetings with.

It is also an advantage if you register as early as possible to enable many more site visitors to view your company details over a longer period of time. The final application date for the entry of your company is 25/ 01/ 2011.

## Other activities

After the business matchmaking activity, the participants will have the opportunity to participate in a number of expert led seminars and workshops within the framework of the **2nd International ECOFIRA event on Energetic Valuation**.

## Programme

**VENUE** Valencia, Spain

**15 FEBRUARY**

**9.00 – 17.00**

Business meetings

**16 FEBRUARY**

**9.00 – 12.00**

Business meetings

Visit to ECOFIRA

Running parallel to the **B2B Matchmaking Event** is the **2nd International Technological and Business Cooperation Event**, promoted within the framework of **EGÉTICA-EXPOENERGÉTICA** (international trade fair of energetic efficiency and new energetic solutions for renewable and conventional energy) and **EFIAQUA** (international fair for water efficiency).

<http://www.enterprise-europe-network.ec.europa.eu/public/bemt/home.cfm?eventid=2460>

## Participation package

Participation in the matchmaking event is free of charge. The participation package includes:

- Catalogue entry
- Booking of meetings
- Interpreting service
- Bus shuttle and entrance to the ECOFIRA Fair
- Lunch on the two meeting days and a dinner

All participants are responsible for their own travel and accommodation costs. The deadline for registration is 25<sup>th</sup> of January 2010. Please contact the partner in your country for more details.

## Project partner contact information



### Austria

#### Vienna Business Agency (VBA)

Ebendorfer Strasse 2  
1010 Vienna  
Austria  
Tel: +43.1.4000-86175/86174  
Fax: +43.1.4000-86585  
Braumann@wirtschaftsagentur.at  
www.wirtschaftsagentur.at  
at  
www.een.at



### Italy

#### Innovhub - Milan Chamber of Commerce

Via Camperio, 1  
20123 Milano  
Italy  
Tel: +39 02 85155237  
Fax: +39 02 85155246  
longoni@mi.camcom.it  
www.innovhub.it  
www.mi.camcom.it



### Malta

#### Malta Enterprise

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Tel: +356 25423443  
Fax: +356 25423401  
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www.maltaenterprise.com  
www.enterprise-europemalta.com



### Poland

#### Polish Agency for Enterprise Development

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00-834 Warsaw  
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Tel: + 48 22 432 86 43  
Fax: + 48 22 432 70 46  
magdalena\_zwolinska@parp.gov.pl  
www.parp.gov.pl  
www.een.org.pl



### Sweden

#### Europa Institutet

Enterprise Europe Network  
Stora gatan 16  
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Fax: +46-(0)21-448 07 96  
info@eiv.u.se  
www.eiv.u.se  
www.EnterpriseEurope.se



### Bulgaria

#### Chamber of Commerce and Industry Vratsa

24 Hristo Botev Str.  
3000 Vratsa  
Bulgaria  
Tel: +359 92 660271  
Fax: +359 92 626308  
cci-vr@bitex.com  
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### Estonia

#### Estonian Chamber of Commerce and Industry

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10130 Tallinn  
Estonia  
Tel: +3726040093/  
+3726040076  
Fax: +3726040061  
kirsty@koda.ee  
www.koda.ee



### Greece

#### Federation of Industries of Northern Greece (FING)

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54625 Thessaloniki  
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Business Support at Your Doorstep



### United Kingdom

#### One North East

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www.een-northeast.co.uk  
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## Host organisation contact information



### Spain

#### Red de Centros Empresa Europa IMPIVA - Generalitat Valenciana

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46002 Valencia  
Spain  
Tel: +34 963 986 335  
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