



EEN-Ukraine activities INSTITUTE OF PHYSICS



INSTITUTE OF PHYSICS

National academy of Sciences of Ukraine

EEN-Ukraine
consortium



Business Support on Your Doorstep

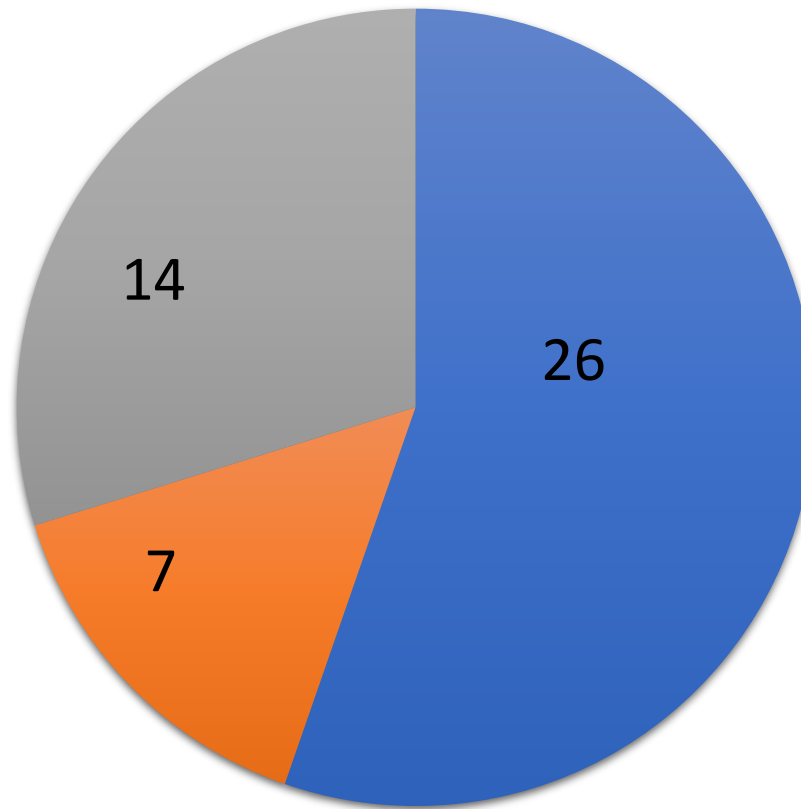






Graphics of the events organized by IOP

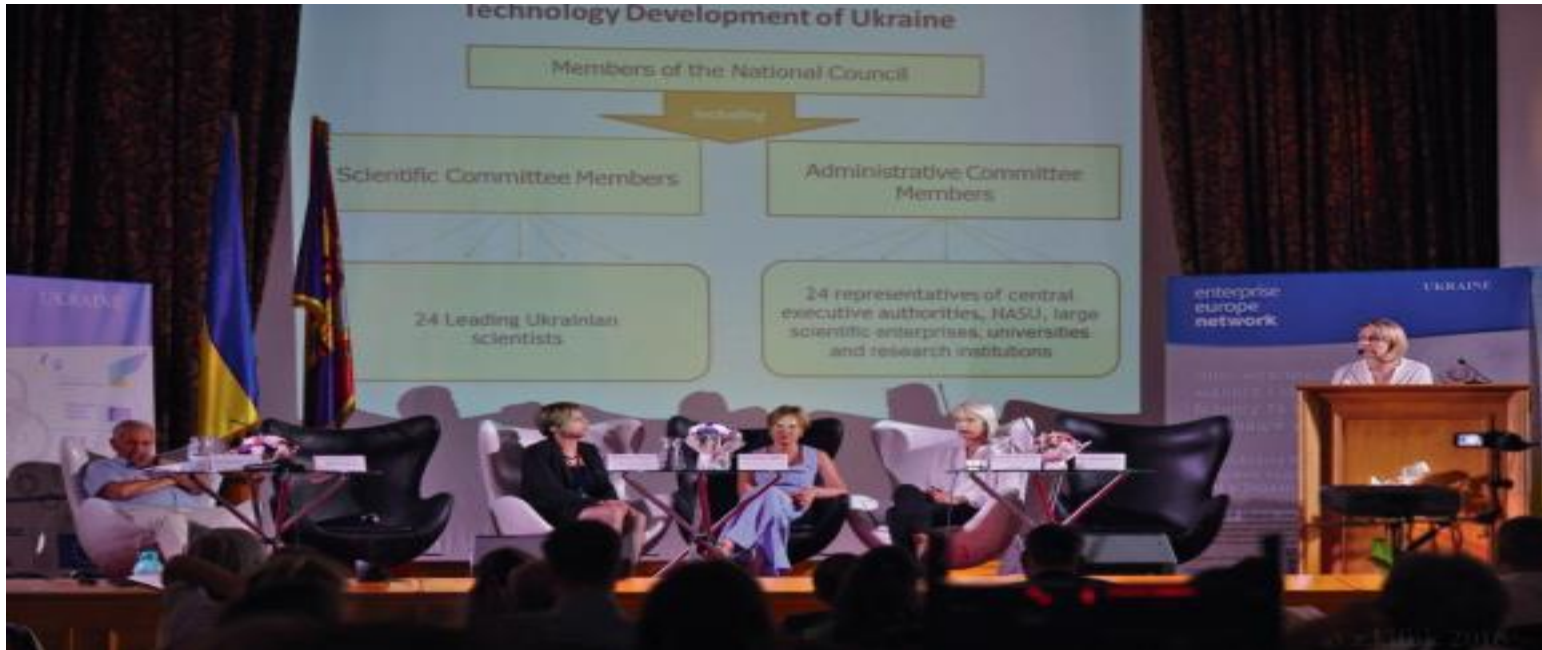
Events



- InfoDays
- CompanyMissions
- Brokerage Events



Innovation-2018



Matchmaking Event “Innovation-2018” - is a networking-platform for the meeting of scientists, innovators and inventors, manufacturers of leading innovative technologies, founders of startups and spin-off companies with representatives of enterprises – potential partners or consumers interested in innovative technologies, accelerators of investment projects, representatives of Investment institutions and Ministries, responsible for innovation policy, experts in the economic field and consultants in the

field of intellectual property protection. This event was organized by EEN-Ukraine Consortium in the framework of the 6th International Conference "Nanotechnologies and Nanomaterials 201 8" (NANO-2018), which was held from 27th till 30th of August 2018 in Kyiv. This year, the conference were attended by about 500 participants from 35 countries of the world.



"Ausweis" Startup



Matchmaking event "IFA Business Days" Berlin, Germany



The IFAP Business Days target a wide spectrum of international companies (both SMEs and large industries), universities and researchers interested in finding new business, technology or research partners and in exploring new ways of cooperation. During the business sessions, international clusters and networks, as well as innovative companies and startups, had the possibility to pitch their current project ideas. This event was a platform for companies, startups, and research institutions from all over the world looking for co-development or joint research or project opportunities. In this event took part **4 participant from Ukrainian SMEs** that pitched **5 meetings**.



Brokerage Event within the 2nd Carpathian Basin Economic Exhibition and Conference in Budapest



The 2nd Carpathian Basin Economic Exhibition and Conference was held from 12 till 13 March, 2018. One of the co-organizers of the Conference was Institute of Physics of National Academy of Science of Ukraine.

The event was a perfect occasion to initiate a close cooperation between the Enterprise Europe Network Consortia in the Carpathian Basin. **About 10 Ukrainian SMEs** took part at Carpathian Economic Exhibition.

The two days exhibition was accompanied by professional roundtable discussions and B2B matchmaking event co-organized by Enterprise Europe Network. The event was multisectoral with the main focus of agrofood.



Information day in Kiev "EEN for Ukrainian SMEs and innovation organization"

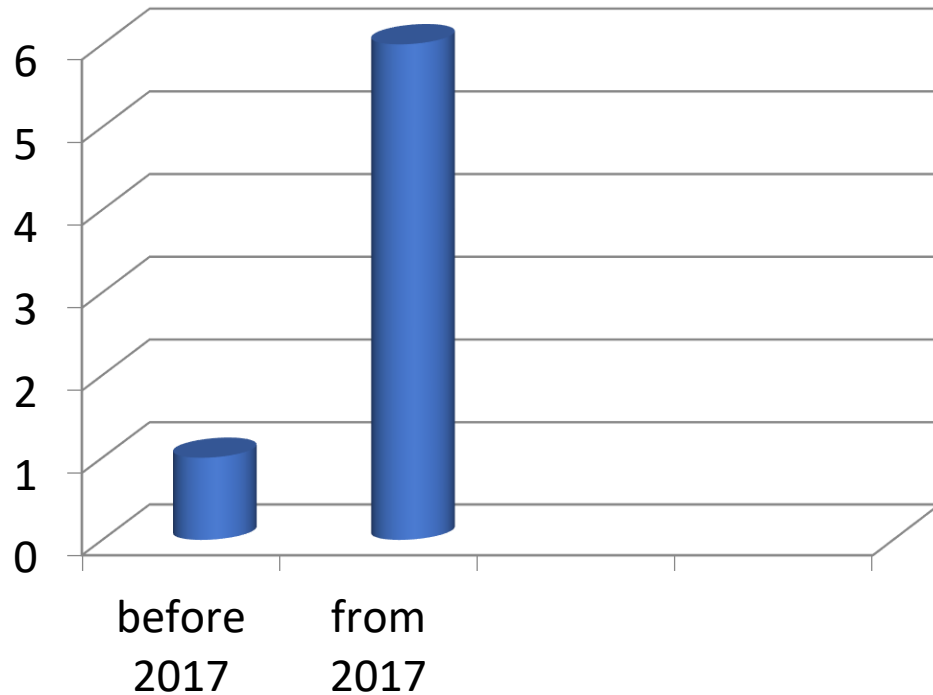


The EEN-Ukraine Consortium together with the European Commission held an Information day for Ukrainian representatives of SMEs on 28th of March in Kyiv. The event held at the Kyiv IQ Business Center.

This Info Day was attended about **100** representatives of business or innovative organizations, trade experts who were interested to find out information about opportunities for Ukrainian entrepreneurs to find business partners in Europe and increase their competitiveness on the EU market.



PA

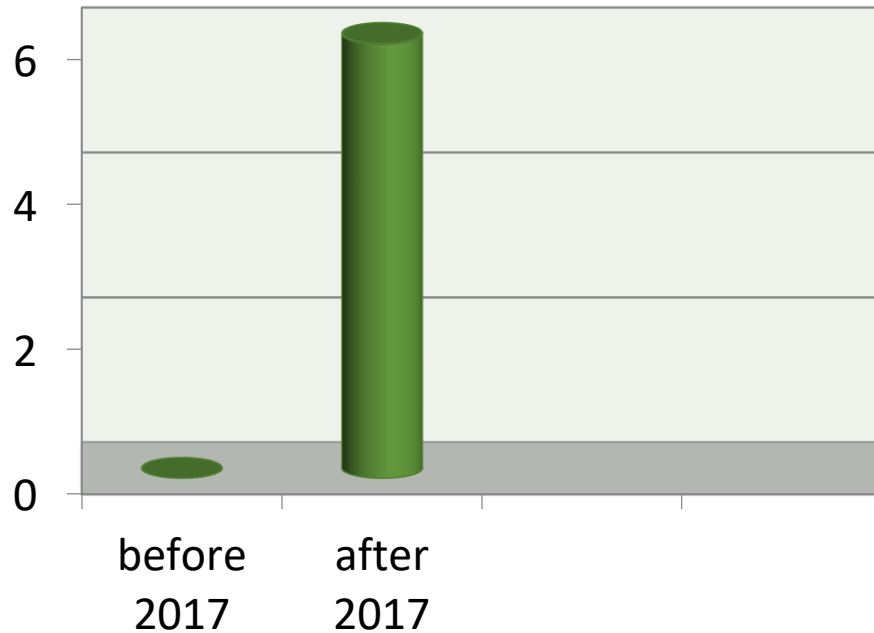


Brief description of these PA

1. Cooperation between Lithuanian Automotive Cluster and Ukrainian Logistics Association emerged from Baltic Cluster Forum 2018 event
2. Cooperation between Lithuanian Food Cluster and Ukrainian Agrofood Cluster emerged from Baltic Cluster Forum 2018 event
3. Cooperation between Turkish and Ukrainian companies on sun flower oil
4. Cooperation between Ukrainian Public Association "Food Valley" and Lithuanian Food Cluster emerged from Baltic Cluster Forum 2018 event
5. Long term distribution agreement for LED screens between FlexVision and Flylights
6. Cooperation between Ukrainian Med Lab and Estonian scientific institute



ASO

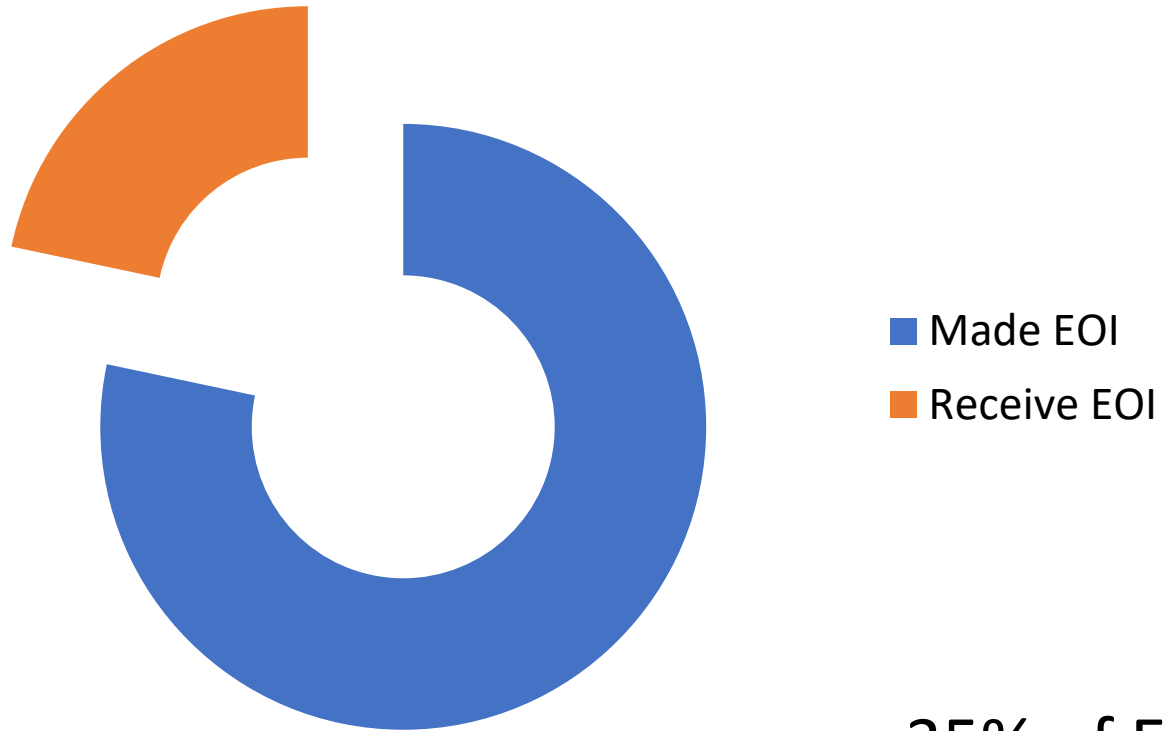


Brief description of ASO

1. Advisory service regarding with seeking of foreign investors to promote and to improve the startup
2. Advisory service regarding with seeking of foreign investors to promote and to improve the startup "Warm walls"
3. Advisory service regarding with seeking of foreign partners to realization of international project in the frame of SME instrument program
4. Consultancy service for sheep import from Ukraine
5. Advisory service regarding peculiarities of market of Poland and Germany for "Vlad+"



EOIs made and received by organization



EOIs received – 18

EOIs made – 65

35% of EOI leads to contact



The activity is aimed to attracting new clients via the Internet and media

- ▶ More than 10 publications about the EEN project per month - main sources EEN-Ukraine Consortium, Facebook, Twiter;
- ▶ More than 1200 subscribers per year in Facebook;
- ▶ Every day publication of profile oriented on Ukrainian market
- ▶ 5 videomanual about EEN tools created
- ▶ 2 brochures about EEN activates in Ukraine was created
- ▶ 5 banner about EEN-Ukraine Consortium created
- ▶ 8 types of flayers about EEN created
- ▶ 5 promotion campaing taking part
- ▶ 6 promotion video clips about EEN was made



Long term distribution agreement for LED screens between FlexVision and Flylights



The Ukrainian company Flylights is part of UTEC Group that specializes in integrated solutions for the production, installation and service of LED screens and signboards, tapes, as well as other LED products. The main products of the company is both individual components and finished products on a turn-key basis: running tapes (monochrome, full color), video displays, external and internal screens, currency exchange boards, pharmacy crosses, videoboards, media footage, citylights, billboards for stadiums, non-standard projects and much more. As a result during the first meeting in Kiev in April 2018 the companies signed the cooperation agreement and the first order was placed and realized by the end of May. At the moment the companies are negotiating the next order. The object of the business agreement is a long term cooperation regarding regular deliveries of LED screens produced by FLYLIGHTS to the Polish company FLEXVISION.



Advisory service regarding with seeking of foreign partners to realization of international project in the frame of SME am



Ukrainian company "CSD Heals Care" is a client of Enterprise Europe Network from the ending of 2017. The Head of Department of Histopathology of the company and researcher Dr. Oksana Sulayeva has been in contact with Enterprise Europe Network to get information on the possibilities of using the skills of the laboratory staff in international projects and finding a partner in Europe. At the beginning of 2018, representative of EEN-Ukraine consortium proposed client take part in European project like SME Instrument . To do it, she decided to search the relevant profile in the Network and created a few EoI. One of them was for Estonian R&D profile for breast cancer diagnostic investigation. After an exchange of information, our client was interested to know more about the cooperation opportunities. Finally, in 2018, the agreement have been made and proposal has been written.





Thank you for attention
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