Key topics and tips organising online webinars with B2Bs at BSBF and CDTI

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Content

- CDTI – Online webinars as ILO for BSOs and BSBF
- Three online webinar formats
- Key topics for online webinars
CDTI - ILO Network in Spain

• In Spain, the three ILOs are employed by CDTI, E.P.E.
• CDTI: Spanish innovation agency
• CDTI mission: to improve the technological level of the Spanish companies by means of implementing the following activities:
  – Financial support with soft loans, grants and tax-exemption official certificates to industrial R&D projects.
  – Management and fosterage of Spanish participation in international R&D and innovation programmes: Horizon Europe, Eureka, Eurostars, etc.
  – Promotion of international business technology transfer and support services for technological innovation.
  – Support of tech startups and growth
  – Industrial return from scientific research infrastructures and ESA
CDTI - ILO Responsibilities in Spain

ILO ↔ RI
- Official contact point for all industrial matters
- Participation in ILO meetings and in Finance Committees
- Information source for national industrial capabilities
- Collaboration agreements (eg. magnets with CERN and CIEMAT)

ILO ↔ Industry
- Distribution of opportunities, tenders, long term strategies
- Support in tender preparation, partner search
- Organisation of industrial days and visits to RIs
- Support in R&D project application to CDTI
- Monitoring of spanish contracts and support when dealing with Ris. Monitoring of georeturn
- Catalogue of industrial capabilities as a supplier of Big Science organisations

ILO ↔ Ministry
- Expertise and support in all industrial matters
- Definition of in-kind contributions
- Support to RI candidacies, análisis and enhancement of industrial capabilities
Webinar Formats - BSBF2022

Big Science Business Forum 2022

Save The Date!

www.bsbf2022.org
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Big Science Business Forum 2022
Webinar Formats - BSBF2022

BSBF Webinars

- Objective: keep the momentum, the interest and the BSBF alive
- Online BSBF Webinars up to the BSBF2022 on topics related to the Big Science market, the European Research Infrastructures (RI), and the BSBF2022 itself
- Full info, video records, presentations and agendas at: bsbf2020.org/Webinars
- BSBF Webinar Program:
  - 2nd BSBF Webinar, date: 8-9 October 2020, title: “Big Science Organisations Strategic Plans, 2020-21 Procurements and Flagship Projects”
  - 3rd BSBF Webinar, date: 18 February 2021, title: “Big Science Technology Transfer between Research Infrastructures and Industry: The BSBF Technology Transfer Track”
  - 4th-5th-6th BSBF Webinars, date October-November-December 2021. Strategic vision, roadmaps and R&D programmes from Big Science Organisations in three thematic: Particle Science and Accelerators; Astronomy and Space; and Fusion and Energy.
  - 7th BSBF Webinar, date (TBD) April 2022. BSBF2022 Promotion and program in detail
Webinar Formats - ILO Webinars with Big Science Organisations and Industry

- How to do business with Big Science Organisations and procurement rules
- Online procurement and web
- Strategic plans and new projects
- Procurement opportunities
- Technology transfer

They want to meet BSOs online

B2Bs are essential for confidentiality ...
Webinar Formats - ENRIITC Focus Groups Workshops

- ENRIITC Focus Groups Workshops to provide advice to ILOs and ICOs by developing strategies for innovation, training, and outreach and formulating policy recommendations to encourage efficient interactions between ILOs/ICOs and industry.
- Working groups (online) need interaction and team work to discuss
- Efficient moderators and IT tools to motivate participation are essential
B2B online meetings to exploit interaction

Key Topics Organising Online Webinars

1. Registration
2. Profile Promotion
3. Scheduling Appointments
4. Matchmaking Meetings

CDTI Centro para el Desarrollo Tecnológico Industrial | E.P.E.
Key Topics Organising Online Webinars

Efficient moderators and IT tools to motivate participation are essential
Active communication and promotion
+info sobre programas y ayudas CDTI para proyectos de I+D empresarial e innovación

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