



Match making event

Civitanova Marche, 6 June 2014,
NEXT Lab, 10 – 13 am



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*The project is co-funded by the European Union,
instrument for Pre-Accession Assistance*

Agenda

H 10.00 – 10.30 – SESSION 1

WELCOME - *Mrs. Patrizia Sopranzi, Director of the Department for Innovation Research and competitiveness of the productive sectors, Marche Region, Italy*

&

Mrs. Vilma Tomço, Director of the Department of European ICT, Ministry of Innovation and Public Administration, Albania

INTRODUCTION

Investment opportunities in strategic sectors for fostering Albania's economic growth. The role of IntesaSanPaoloBank Albania as partner for development – *Mr Alberto Prestopino, IntesaSanPaoloBank Albania*

The Italian Cooperation instruments supporting SMEs in Albania – *Mr Giacomo Pides, Italian Cooperation for Development*

H 10.30-13.00- SESSION 2

BUSINESS SPEED-DATING for businesses and research centres of the Adriatic-Ionic macro-region



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Meetings B2B & B2R – the setting

The meeting room is organised with:

- **29 numbered tables** for one-to-one meetings. Some additional non numbered tables will be free and available for additional informal meetings
- **Badges with Ref. Numbers for each participant** to allow the easier identification of your matches
- **A noisemaker to announce the end of each meeting** round and launch the next one
- **NEXT people available to support you**



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Meetings B2B & B2R – rules of the game

The organizer offers to the registered participants:

- **8 pre-arranged (max.) and validated meetings** for each organization. Each meetings can last no more than 10-12 minutes!
- **Detailed scheduling of the meetings** (each participant has been provided in advance with its meetings agenda to «stay on track»)
- **Catalogue of all registered participants** (to be provided on site) and some free time for additional informal meetings
- **Time keeping service.** A noisemaker will announce the end of the current meetings and launch the next round.



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Meetings B2B & B2R – rules of the game

The participants should:

- **Bring with him/her the meeting agenda** sent in advance
- **Put on the badge provided** with the Ref. Number
- **Follow the schedule offered** paying attention to be on time to each meeting. Any delay on the schedule will negatively impact on your and your peers' agenda!!!
- **Pay attention to the noisemaker** that set the end of the current meeting and launch the next round.
- **Make use of the Catalogue for arranging additional informal meetings** if you have spare time in your agenda.



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For any additional info

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Output identification code: LP_business-speed-dating_event_WP6.1