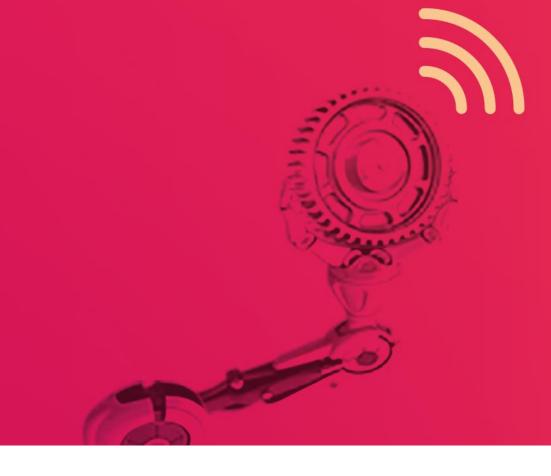
# BROKERAGE EVENT#IOTSWC19



BARCELONA
29-31 OCTUBRE 2019



# INNOVATION HUNTER PROGRAMME











# **IoT Solutions World Congress Overview**

Since its first edition back in 2015, the IoT Solutions World Congress (IoTSWC) has grown to become the global reference and largest event for professionals belonging to industries that will be disrupted by IoT, AI and Blockchain technologies. Visitors can explore the latest innovations that are fostering the industrial digitalization and attend the highly-rated conference programme, which enables them to acquire the necessary cutting-edge expertise to capitalize on the three former disruptive technologies.

#### **FIGURES 2018**

- 16,250 visitors from 120 countries
- **73,3%** of whom C-level and senior executive
- **341** exhibiting companies
- 2,555 articles published related to the event

#### **FIGURES 2018**

**299** 

Participants with agenda

679

Meetings held

35

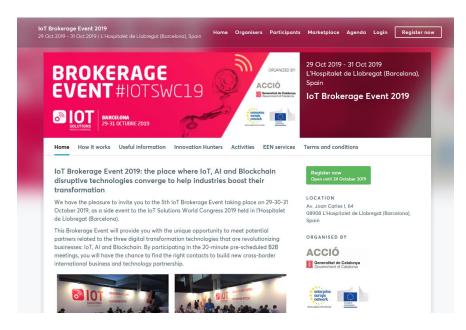
Countries represented

## What is a Brokerage Event?

A Brokerage Event is a matchmaking activity that makes possible the networking of exhibitors and visitors, who offer or request a large array of products or services in a single event.

Participants take part in 20-min pre-scheduled meetings, to showcase their capabilities and identify suitable international partners to take their business and cooperation projects forward.

ACCIÓ selects the brokerage event participants, who should propose a product, service, investment opportunity search or project related to IoT, AI and Blockchain technologies.





#### **Technologies covered**

- IoT
- Al
- Blockchain



#### Related to

- Additive manufacturing
- Augmented reality
- Big data
- Cloud computing
- Collaborative robots
- Digital twin & Digital thread
- IT/OT integration
- Machine learning
- Platforms
- Predictive maintenance
- Remote monitoring
- Security, Compliance & Privacy
- Sensors & Actuators
- Simulation
- Smart devices
- Virtual reality
- Other



- Manufacturing
- Energy and Utilities
- Connected Transport
- Healthcare
- Buildings and Infrastructure
- Enabling IoT
- Retail
- Agriculture
- Open Industry

# Addressed to:

- Corporates working on open innovation with startups/SMEs keen to:
  - Buy/integrate/invest in new technologies
  - Explore new business models
  - Diversify their activity

Different partnering models such as acceleration programs, proof of concept, pilots or investment can be proposed.

Private investors: Venture Capitals and Business Angels.





# Benefits of the programme:

- Visibility of the scouting campaign.
- Publication of more than one challenge.
- Networking & business matchmaking opportunities with start-ups, SMEs, R&D institutions, clusters, etc.
- Promotion of the open innovation platform/competition through our website and marketing campaign.
- Dedicated support on the selection of the counterparts among 300 entities from 35 different nationalities.
- 3-day Congress Full Pass

## **Participation requirements:**

- Commit to schedule, confirm and attend meetings at IoT Solutions World Congress 2019 in Barcelona on October 29th-31st
- Availability to have meetings at the brokerage event of at least 4 hours
- Publish in the marketplace section one or more requests describing:
  - 1. Which innovation challenge (technology/solution/expertise) are you looking for?
  - Which is the desired type of partner and technology?
  - 3. What kind of collaboration do you offer?
  - 4. What do you offer to enhance this collaboration?
- Decide with whom you want to meet by sending requests, accepting or refusing invitations in compliance with Brokerage deadlines
- Be willing to have meetings with international companies/start-ups
- Collaborate with our meetings feedback survey after the event
- Accept to be mentioned in our promotional material and communications
- Have an agenda of meetings to receive the 3-day Congress Full Pass for IoTSWC2019





### **About ACCIÓ**

ACCIÓ (Catalonia Trade & Investment) is the Catalan Government's agency for foreign investment and business competitiveness.

We promote innovation, internationalization, trade and funding of Catalan companies and start-ups. We also organize trade missions in countries chosen strategically for their business and technology cooperation opportunities.

For more information contact:

**lago Garcia Hordley** 

+34 93 567 68 79 iago.garcia@gencat.cat