



EUROPEAN CLUSTER
COLLABORATION PLATFORM

Call for Expression of Interest - SMEs

EU – South MED Matchmaking Event in
Frankfurt, Germany 2024

An initiative of the European Union





Call for Expression of Interest SMEs



EU – South MED Matchmaking Event

In the frame of [ACHEMA expo](#)

11-13 June 2024

Frankfurt, Germany



OBJECTIVES

The European Commission (EC) will organise the **EU – South MED Matchmaking Event** in the frame of [ACHEMA expo](#) which will be held on 10-14 June 2024.

The **EU – South MED Matchmaking Event** itself will take place on-site in Frankfurt, Germany 11-13 June 2024.

The event will be jointly organised by the European Commission through the European Cluster Collaboration Platform (ECCP), in collaboration with ANIMA Investment Network as part of the Euromed Clusters Forward project, Enterprise Europe Network (EEN) and Chamber of Commerce and Industry Frankfurt am Main.

The **EU – South MED Matchmaking Event** will bring together cluster organisations and SMEs from the European Union (EU), non-EU countries participating in the Single Market Programme (SMP)/COSME Strand⁷ countries, and South MED countries: Morocco, Algeria, Egypt, Jordan, Lebanon, Palestine and Tunisia. It will provide participants an excellent chance to promote Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) collaborations.

The overall objective of the event is to promote the exchange of information and provide networking opportunities for European cluster organisations and their members with counterparts from Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine, Tunisia; particularly in the fields of Green Innovations, Process Innovations, Pharma, Digital and Hydrogen. The objectives for the participants include:

- Strengthening EU-South MED cluster cooperation for the benefit of their members, including a seminar, a cluster matchmaking event, and site visits.
- Identifying potential areas of common interest for cooperation and synergies, in terms of the sectoral, value chain, and market focus of their SMEs and other companies.
- Improving, through clusters, the EU-South MED industry and academia-industry collaboration in research, development, and innovation. For its members, the clusters will identify possible areas of RDI collaboration (academia, research organisations, industries...).

This call for Expression of Interest is launched to identify small and medium-sized enterprises from EU (and non-EU countries participating in the Single Market Programme (SMP)/COSME Strand) countries (please see section “Who can participate” below) who are willing and committed to participate in the EU-South MED Matchmaking Event.

By submitting an expression of interest in response to this call, you are indicating your acceptance of the call's terms.

This call is published on the ECCP website. Expressions of interest to participate in this event must be **submitted electronically by 25 April 2024, 23:59 Brussels time** at the latest through <https://ec.europa.eu/eusurvey/runner/SMEsCallforExpressionofinterestEUSouthMedMMEFrankfurt>

Late applications arriving after 25 April could be accepted for participation if provided eligibility criteria are fulfilled by the participants and in case of still available places until 4 June 2024, 23:59 Brussels time at the latest through:

<https://ec.europa.eu/eusurvey/runner/SMEsCallforExpressionofinterestEUSouthMedMMEFrankfurt>
or alternatively via B2Match platform to be accessed through the ECCP website.

The organisers reserve the right to close the application process once the maximum capacity for participants is reached.

¹ [list-3rd-country-participation_smp_en.pdf \(europa.eu\)](#)



This call is targeting only SMEs. A separate call exists for cluster organisations and business network organisations. So if you are a cluster organisation or a business network organisation you should respond to the call that is available at:
<https://clustercollaboration.eu/content/eu-south-med-matchmaking-event-2024-call-expression-interest-clusters>

CONTEXT OF THE INITIATIVE

The Event will take place in the context of the ECCP activities. The European Commission facilitates international cluster cooperation through the ECCP including the organisation of specific cluster matchmaking events and policy development actions. The objective is to support cluster organisations to develop partnerships and business cooperation in European and global markets, for the benefit of their members, especially of SMEs. The events are currently funded under the EU Single Market Programme (SMP)/COSME Strand.

The ECCP provides a visible framework for this matchmaking event and for subsequent events. As the cornerstone of the European strategy in support of SMEs' internationalisation through clusters, the ECCP provides a wide range of information and services to facilitate the interaction between clusters not only within Europe, but also with international partners.



ACTIVITIES & AGENDA

The EU – South MED Matchmaking Event will include the following activities:

- **Preparatory Webinar** – an opportunity to receive information on undertaking business with South MED and guidance on how to participate successfully in the planned event. (date tbc)
- **Technical Webinar** – a session helping future participants of the matchmaking event to make the most of their profiling in the B2Match tool and explain the procedures to optimise the booking of meetings. (date tbc)
- **Site visits** (date tbc)
- **Seminar** on knowledge exchange to foster EU- South MED cooperation. (11 June 2024)
- **Matchmaking meetings** between cluster organisations and SMEs from EU (and non-EU countries participating in SMP/COSME Strand) and South MED Countries. (11 June 2024)
- Debriefing session to collect **feedback and testimonials** from cluster participants.
- **Participation at the** global leading digital summit [ACHEMA expo](#) – 12 – 13 June 2024

WHO CAN PARTICIPATE?

This invitation is addressed to SMEs interested in collaborating with South MED counterparts in the following sectors:

- Green techs and energy
- Digital techs and ICT
- Mechanical engineering and manufacturing
- Pharma and biotech

The organisers reserve the right to close the application process once the maximum capacity for participants is reached.

PARTICIPATION CRITERIA

ELIGIBILITY CRITERIA

To be eligible:

- The applicant must be an SME according to the [SME definition](#) of the EU.
- The SME must be a legal entity established in a European Union Member State or other participating in the Single Market Programme/COSME Strand (see the list of non-EU participants [here](#))

SELECTION CRITERIA

Applications will be evaluated qualitatively using the following selection criteria:



- The SME's willingness and capacity to maximise matchmaking opportunities via participation in this event, based on a detailed description of the sort of partnership sought by the applicant and the likelihood of developing practical collaboration because of the Event. This indication of interest in cooperating must be clearly articulated as responses to the questions in the application form.
- The SME's activity in the target sectors.
- SMEs operating beyond the stated fields should extensively motivate the argument for their application to a reserve list that will be determined in due time.
- The desire and capacity to collaborate more closely with South MED SMEs and network organisations in order to better global competitiveness via collaborative efforts.

Organisations that have not participated before in the ECCP matchmaking events are encouraged to apply.

Priority will be given to those organisations that are participating for the first time and those that have previously **not unjustifiably** cancelled the participation to matchmaking events organised by the ECCP.

The selection of applications will be based on the afore mentioned criteria and information provided in the application form; in cases of equal merit, the balanced geographical and sector coverage of the EU and SMP/COSME Strand participating countries will be considered. Furthermore, in cases of equal merit, organisations participating for the first time at the ECCP matchmaking event will have priority.

The organisers reserve the right to ask for additional information from the applicants, if necessary.

Attendance at the seminar, the matchmaking event, the debriefing session, and the site visits are all compulsory.

SMEs selected to participate in the Event must send a commitment e-mail agreeing to attend the preparation webinar, the on-site seminar, conduct at least four matching meetings, and engage in the final 30-minute debriefing session.

COSTS AND REIMBURSEMENT OF EXPENSES

All expenses related to the participation of SMEs are at their own charge. No reimbursement of costs is offered.

The conference fees for the Achema fair are dropped for the SMEs participating in the EU-South MED Matchmaking Event.

EXPRESSION OF INTEREST

Expressions of interest should be submitted by 25 April 2024, 23:59 Brussels time through the following link:

<https://ec.europa.eu/eusurvey/runner/SMEsCallforExpressionofinterestEUSouthMedMMEFrankfurt>

The expression of interest should include the following:

- A fully completed SMEs questionnaire on the profile of the SME.

Please ensure that you submit full, accurate, and up-to-date information and contact information.



Please note that no fee will be charged to participate in this event.

Late applications after 25 April could be accepted for participation if provided eligibility criteria are fulfilled by the participants until 4 June 2024, 23:59 Brussels time at the latest through:
<https://ec.europa.eu/eusurvey/runner/SMEsCallforExpressionofinterestEUSouthMedMMEFrankfurt>

To take the maximum of your participation and benefit from all planned pre-event activities and meetings available during the EU-South MED Matchmaking Event, we encourage you to send your Expression of Interest at your earliest possible and avoid last minute registrations.

For further information about cluster cooperation and assistance, please visit the [ECCP Website](#).

Should you have any queries, do not hesitate to contact the ECCP team at eumatchmaking@clustercollaboration.eu.

Your personal data is processed in accordance with **Regulation (EU) No 2018/1725** on the protection of individuals regarding the processing of personal data by the Union institutions, bodies, offices and agencies and on the free movement of such data.