

# Bridge Workshops Weiz / Maribor



# I. Content of the Bridge Workshop

## Two major sections

- Business Meetings
- Project Meetings (limited)

*Major Aim: Maximise concrete business contacts, and to increase real business co-operation between participating firms*

*Sub-aims: To maximise learning opportunity for the sake of the future BELOFICE Network, To maximise marketing opportunity*

# II. Content - Weiz

## BRIDGE TRADE FAIR WEIZ

08/09	09/09	10/09
<p>9<sup>00</sup>-9<sup>30</sup> <b>Opening</b></p>	<p>9<sup>00</sup> - 12<sup>00</sup> <b>SOLAR2000 Fair</b></p>	<p>8<sup>00</sup> - 16<sup>00</sup> <b>Free program</b> (at least two cultural program is offered)</p>
<p>9<sup>30</sup>- till 17<sup>00</sup> <b>Business Meetings</b></p>	<p>13<sup>00</sup>- 18<sup>00</sup> <b>Project Meeting</b></p> <ul style="list-style-type: none"> <li>• Summary on research</li> <li>• Report on individual studies</li> <li>• National Study</li> <li>• IT tender overview</li> <li>• Mid-term report issues</li> </ul>	<p>16<sup>00</sup> <b>Travel to Maribor</b> (bus arranged)</p>
<p>12<sup>00</sup> - 14<sup>00</sup> <b>Online Lunch</b></p>		
<p>19<sup>00</sup> <b>Joint Cultural program</b> – wine tasting</p>		

# III. Content - Maribor

## BRIDGE TRADE FAIR MARIBOR

11/09	12/09
9 <sup>00</sup> -9 <sup>30</sup> <b>Opening</b>	8 <sup>00</sup> - 15 <sup>30</sup> <b>CELJE Business Fair</b>
9 <sup>30</sup> - till 17 <sup>00</sup> <b>Business Meetings</b>	13 <sup>00</sup> - 16 <sup>00</sup> <b>Project meeting</b> <ul style="list-style-type: none"><li>• Summary Reports on the Bridge Fairs</li><li>• Learning points</li><li>• Success rates</li></ul>
12 <sup>00</sup> - 14 <sup>00</sup> <b>Online Lunch</b>	
19 <sup>00</sup> <b>Joint cultural program</b>	17 <sup>00</sup> - Departure

# IV. Bridge Workshop Decisions

- Organise business meetings - 3 fix, others depend on the enterprise - technical solution will be provided
- Participant is responsible for communication (but - backup, + outsource)
- Number of foreign participants: 10 ? Set upper limit!
- Company selection and rotation scheme
  - Based on “hits”, willingness, internationalisation capacity, availability of self contribution

# V. Financial Review

MARIBOR: EURO 11.067

WEIZ: EURO 86.650

Ajka: EURO 10.527 (15)

Kokkola: EURO 23.212 (10)

Outokumpu: EURO 17.108 (7)

Weiz: EURO 9.320 (to M. 20)

Maribor: EURO 5.460 (to Weiz - 15)

Leitir Móir: EURO 17.598 (7)