



SMART CITY BROKERAGE EVENT

Registration Guide

<https://www.b2match.eu/smartcity2017>

ACCIÓ



**Generalitat
de Catalunya**



1. PLAN YOUR ATTENDANCE

- ▶ Choose your availability for the meetings

Dashboard Plan your Attendance Registration Organization Add Cooperation Profile Settings

Plan your Attendance

Tue, 14 Nov

BILATERAL MEETINGS

Pre-arranged bilateral meetings (Meeting length: 30 min/meeting)
If activated you can send and receive bilateral meetings requests
Booking will be opened two months before the Event.

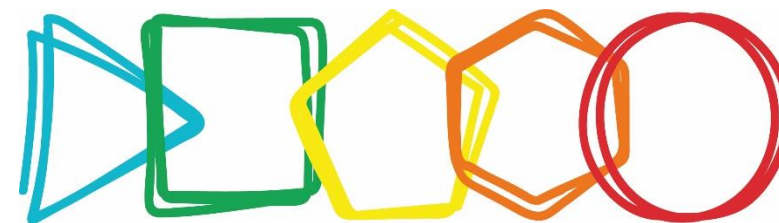
- 10:00 AM - 12:00 PM Day 1 Session 1
- 12:00 PM - 2:00 PM Day 1 Session 2
- 2:00 PM - 4:00 PM Day 1 Session 3
- 4:00 PM - 6:00 PM Day 1 Session 4

Wed, 15 Nov

BILATERAL MEETINGS

Pre-arranged bilateral meetings (Meeting length: 30 min/meeting)
If activated you can send and receive bilateral meetings requests
Booking will be opened two months before the Event.

- 10:00 AM - 12:00 PM Day 2 Session 1
- 12:00 PM - 2:00 PM Day 2 Session 2
- 2:00 PM - 4:00 PM Day 2 Session 3
- 4:00 PM - 6:00 PM Day 2 Session 4



CONDITIONS OF PARTICIPATION

- ▶ Investment and Regional agencies are allowed to participate only on Thursday
- ▶ Only 1 participant per organization is allowed
- ▶ Following up with your support office after the event is required

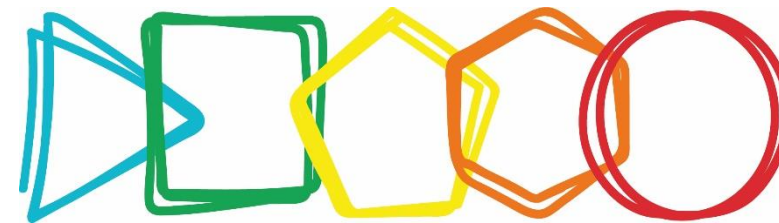
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 Generalitat de Catalunya



2. REGISTRATION

- ▶ Add a corporate email
- ▶ Add your picture and logo
- ▶ Choose one pass option



Person

* Male Female

First Name *

Last Name *

Email *

Additional Information

- Do you already have a Congress or Visitor pass? *
- Yes
 - No, I need a Discount Code for the Visitor Trade Fair Pass
 - No, I need a Discount Code for the Congress & Trade Fair Pass

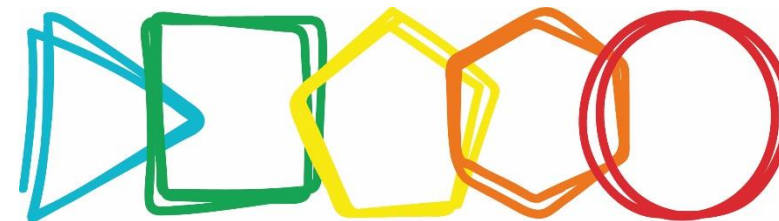
Choose one of the options above. You can find more information regarding pass type at: <http://www.smartcityexpo.com/ca/passes-and-prices>

A minimum of 2 international meetings are required in order to get one of the two discounts:

- ▶ A 25% discount on the Congress Pass (valid for SCEWC and SMWC) (orig. 995€).
- ▶ A 50% discount on the exhibition/visitor Pass (orig. €100)

3. ORGANIZATION OVERVIEW

- ▶ Example of a good organization description



- ▶ Year of establishment
- ▶ Your expertise
- ▶ Your experience
- ▶ Product and services overview
- ▶ Keywords: Technology & Sector

Organization Information Cooperation Profiles

ABOUT US

██████ is a company with 28 years of experience in designing and implementing innovative M2M solutions in the area of smart metering systems. We offer solutions for remote monitoring of industrial and municipal systems and objects, as well as other typical M2M applications. All solutions are developed in our R&D department.

We would like to interest you our solution which uses the proven technology of **GSM / GPRS / HSPA+ / LTE / CDMA**.

Our experience in the M2M sector confirmed sales more than 200,000 of our modems and routers. Highly qualified engineers allow us to solve any problem and provide support at every stage of the implementation and operation of our products.

We are interest in all representatives of DSO (Distribution System Operator, and local governments who want to optimize their costs through innovative solutions that automate the process of reading, improving the standard of service to their customers.

We look for distribution partners, services agreement, commercial agency agreements and subcontracting.

AREAS OF ACTIVITY

Sustainable Buildings and districts

- Lighting
- Smart grid and energy systems integration
- Smart meters
- Smart cities and communities

AREAS OF ACTIVITY

Technology

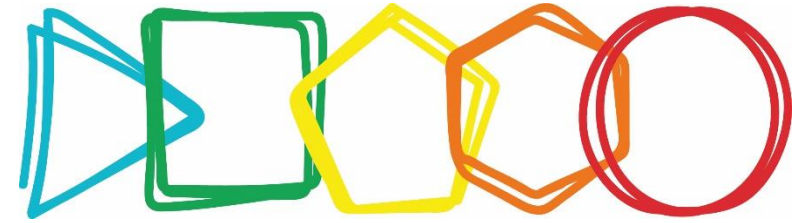
- Services integration
- Sensors
- Data analysis & Big Data

Sector

- Energy
- Water & Sanitation
- Utilities

4. COOPERATION PROFILE

- ▶ What are your objectives for the meetings?



A good cooperation profile should include:

- YOUR REQUEST

Description of the product/service/technology sought, Technical and/or economic requirements, State of development, etc.

- YOUR OFFER

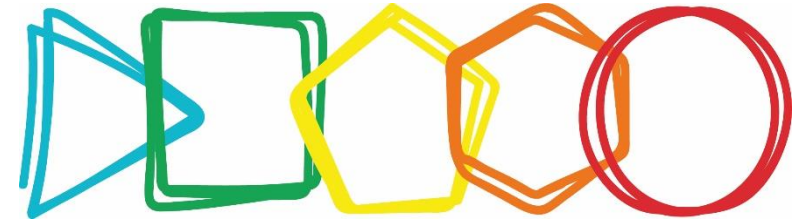
Description of the product/service/technology offered, its existing and target markets, Unique Selling Proposition (UPS), quality, price, innovation, problem that is trying to solve...

- PARTNERSHIP SOUGHT

Looking for a partner that...: Expertise, Type, Country, Tasks to be Performed, Who will be responsible for each task, etc.

5. COOPERATION PROFILE

- ▶ Example of a good cooperation profile: Cooperation offer



Organization Information Cooperation Profiles

Cooperation Offer...

↳ **Communication for smart metering and and smart grid**

amiROUTER (HSPA/LTE and CDMA)
The comander amiROUTER is a universal gate for data exchange between devices working in a Fast Ethernet local network and wireless networks.
In particular the device is dedicated to operate in electricity meter reading systems as an element of middleware infrastructure responsible for smart metering data transmission.
The comander amiROUTER provides reliable and secure data transfer in AMI/AMR systems, smart grids, etc. Equipped with additional communications interfaces, enables data transfer from various types of devices to parent systems over LTE, 3G, and CDMA wireless networks.
Two independent radio links ensure efficient data connectivity at any location, which is particularly important when SLAs are involved.

RTU (remote terminal units)
An ideal solution for data transfer using proven technologies from all types of facilities.
The comander MULTIPORT terminal with an integrated 2G/3G module is a compact-sized, multi-purpose communication controller designed to interface with:

- electrical power meters
- process controllers
- other industrial terminals

comander MULTIPORT features a series of external interfaces to connect a wide range of industrial devices that require long-distance data transfers. Available in versions that support 2G and 3G networks.

More information: <http://comander.pl/index.php/en/comander-solution/transmission-devices>

YOUR OFFER

■■■■■ has successfully delivered more than 200.000 wireless connectivity devices for energy sector for AMR/AMI systems including advanced terminals and routers.
Growing, along with M2M sector, Andra successfully deployed and manufacture the amiGO - advance software platform for monitoring and diagnosing of distributed wireless communication systems - an open platform based on hardware and software components. Integrated to deliver efficient communication system that meet customers' requirements in terms of functionality, data transfer technology, security, and industry standards compliance. A complete system consists of a communications device (terminal or router) for data transmission (HSPA/LTE and CDMA) and a management/diagnostic software.

PARTNERSHIP SOUGHT

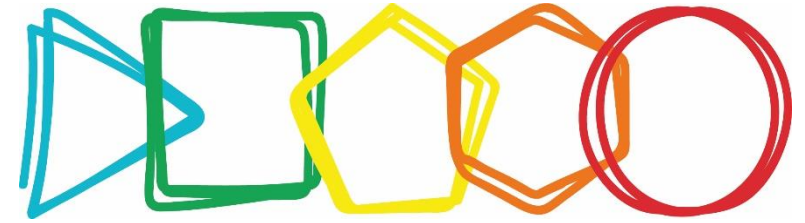
We are interested in all representatives of DSO (Distribution System Operator, and local municipalities witch want to optimize their costs through innovative solutions that automate the process of reading, improving the standard of service to their customers.

We are looking for partners experienced in utilities (energy, gas, water) sector and system integrators.

MORE INFORMATION

- ▶ [How it works](#)
- ▶ [Useful Information](#)
- ▶ [FAQs](#)

6. OTHER OPPORTUNITIES



Partnering Opportunities

Search: Any word All words Compact View

Search

Profile type(s): <input type="checkbox"/> Business Offer <input type="checkbox"/> Business Request <input type="checkbox"/> Research & Development Request <input type="checkbox"/> Technology Offer <input type="checkbox"/> Technology Request	Profile country of origin: Albania Argentina Armenia Austria Belarus Belgium Bosnia and Herzegovina Brazil Bulgaria Cameron	Client requested: Albania Argentina Armenia Austria Belarus Belgium Bosnia and Herzegovina Brazil Bulgaria Cameron
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[Link Partnering Opportunities](#)

MORE INFORMATION

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