

BSBF2020 SME Track- Expression of interest

1. BSBF2020

[BSBF2020](#) is a business oriented congress, focused on technology and with the aim to be the main meeting point between Research Infrastructures and industry. This will be the second edition of the event after the success of the previous edition [BSBF2018](#) in Copenhagen, where more than 1.000 delegates from more than 500 organisations and 29 countries gathered together to discuss the future prospects of the Big Science Market.

CDTI (Spain) is organising the 2nd edition of BSBF, which will take place **on October 6-9th 2020** in Granada. The event will have plenary and parallel sessions covering a wide range of technologies, such as vacuum and cryogenics, high precision mechanics, instrumentation and control, remote handling, information and communication technologies, etc. There will also be 1-1 meetings and a 2500 m² of exhibition space available for businesses, research infrastructures and other organizations to showcase their capabilities in the Big Science market.

2. SME track objectives

Aligned with the global purpose of BSBF2020 of strengthening collaborations between research organisations and industry, it has been defined a specific SME Track with a twofold objective:

1. First, **to make a case for how investing in the Big Science market is a means of growth for European SMEs, and can generate knowledge transferable to other market segments**, such as medical & biomedical technologies, safety, industry 4.0, aerospace, etc. To this end SMEs who have been successful in the Big Science market are invited to present their success stories as a way to convey the message to the Big Science ecosystem, national authorities and European Commission. We refer to these SMEs as belonging to **Category A**.
2. Second, **to give SMEs with proprietary technology and/or capabilities which are deemed applicable for the Big Science market the opportunity to liaise with technical responsible from Big Science organisations to explore collaborations and business opportunities**. These SMEs would benefit from a privileged position to maximise their participation in BSBF2020. These would be SMEs belonging to **Category B**.

3. SMEs selection process

A maximum number of twenty SMEs would be selected for the SME track, to ensure high visibility and a certain VIP status to those selected, **ensuring that at least 40% of the selected SMEs belong to Category B.**

PERIIA Network, (Pan-European Research Infrastructure ILOs Association) has been given the mandate of selecting the SMEs who will be invited to the SME track. **PERIIA will request all European ILOs to nominate a limited number of SMEs in their country** (4 SMEs per country), providing information on the selected SMEs using the SME track form attached.

The final selection should ensure an adequate balance between countries, technologies and SME size (in the spirit of giving a chance to participate to recently launched start-ups, although impaired by their size and financial capabilities).

Countries with ILOs belonging to different organisations **should name one ILO to act as interface with PERIIA.** In order to facilitate ILOs the coordination among their national colleagues, please consult the BSBF2018 [Procurement Handbook](#) where you can find the list of all the European ILOs.

Selection should be based on the following criteria:

1. Category A SMEs:
 - a. Contracts for Big Science organisations and national research facilities
 - b. Big Science public or private-funded R&D projects (national funding, Eureka, H2020, etc.)
 - c. Track record of the SME: annual turnover, employment, etc.
 - d. Quality certifications

2. Category B SMEs:
 - a. Business development strategy for the Big Science market (number of submitted tenders, presence in past Big Science industrial events, etc.)
 - b. Proprietary technologies and/or capabilities which are currently commercialised in other markets and are deemed promising for the Big Science market.
 - c. Public or private-funded R&D projects which are potentially transferable to the Big Science market (national funding, Eureka, H2020, etc.)
 - d. Track record of the SME: annual turnover, employment, etc.
 - e. Quality certifications

4. Advantages of being selected for the SME track

Selected SMEs will be formally invited by the IOC to take part in the SME track. These SMEs will be entitled to:

- Enjoy free exhibition space in the SME poster area. This area will be selected to ensure maximum visibility to maximise business opportunities for participating SMEs. Posters must be provided by the SMEs by their own means, A0 size, in paper or cardboard.

- A special **SME poster session** during Day 0, during the cocktail session. Large Scientific Facilities participating on BSBF2020 will ensure that their technical staff are available at the poster session to engage in technical and business discussions with the SME representatives. This session is ideally suited for Category B SMEs.
- Participation in parallel session: *SMEs: SME involvement and key aspects for procurement*. PERIIA will propose a given number of Category A SMEs to take part in this panel explaining their experiences and recommendations to engage in business with Big Science organisations.
- Participation in *Day 2 Plenary session III: Closing of BSBF2020* upon invitation by the IOC.
- Free registration to the congress for one delegate
- Presence in BSBF2020 conference webpage, conference programme book and other media-related conference material
- To be defined, brochure to be included in the conference bag