

# European Smart City

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**Are you looking for innovative SMEs for co-development? Are you an SME offering an innovative solution?**

**Come and meet your future partner and share new visions during the European Smart City 2021.**

We will organize a personalized program of online business meetings with companies you have selected.

**[Online registration](#)**

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# 1 - Presentation

Organized by Enterprise Europe Network, European Smart City 2021 offers training sessions, workshops and business to business meetings between key accounts and innovative SMEs.

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## Easy

You don't need to travel the world to meet a potential partner. Through the platform, book meetings very easily and start a new collaboration.

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## Tailor-made

Thanks to Enterprise Europe Network and its partners, find the perfect match to your business.

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## Time saving

Save time by optimizing your meetings and get in touch with innovative companies.

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### Who can you meet?

**TRANSDEV** Transdev is a French multinational transport group. They are looking for innovative partners related to mobility (soft and active mobility, linked to cycling in particular) but also digital around the passenger journey and in hydrogen and companies working on these subjects.

**ENEDIS** Enedis manages the public electricity distribution network for 95% of continental France. Enedis has 2 major public service duties: service continuity and quality; non-discriminatory access to the distribution network. They want to identify partners likely to support an electric distribution system operator in its proposals to a metropolis in the field of energy transition.

**BOLLORE - BLUE SOLUTIONS** Blue Solutions is a pioneer in all-solid batteries. It is the only company to produce and market this technology for the transport and electricity storage sectors. The company has been involved in R&D of this all-solid technology for over 25 years.

**COLAS** Colas is a world leader in the construction and maintenance of roads and other transport infrastructure. They are looking for solutions in the sector of transport infrastructures and mobility and for solutions that are already mature.

**BOUYGUES CONSTRUCTION** To innovate faster and gain in competitiveness, Bouygues Construction is now considered an innovation partner. The company is attentive to all the innovations that can be implemented in public works sites.

**NGE** NGE is a French public works group founded in 2002. It operates in France and, abroad, it owns the railway subsidiary TSO. NGE, a new generation of building and public works contractors, builds and renovates infrastructure to serve territories and

communities.

**Software République** The Software République is a new ecosystem for innovation in intelligent and sustainable mobility including 3 themes: connected vehicle, cybersecurity and energy ecosystem. The partners are Atos, Dassault, STMicroelectronics, Thalès and Renault.

**SNCF Gares & Connexions** SNCF Gares & Connexions operates, renovates and builds French stations. G&C is committed to an environmental approach to reduce the carbon impact of station construction, reduce energy consumption, promote biodiversity and reduce urban heat islands.

**EIFFAGE** Leader in the building and construction sector and in energy systems, the french group is engaged in sustainable infrastructures.

**The Seine-Eure agglomeration** is a territory of 100,000 ha and 60 municipalities ideally located on the Seine axis between Le Havre and Paris. Their administration is looking for solutions in the fields of mobility, rubbish management, smart management of buildings, management of the water cycle and sewerage system, data management solutions, management of natural areas, etc.

[Online registration](#)

## 2 - SMEs Registration - You have a solution

You are a SME and you have an innovative solution you want to share

You want to meet potential partners and you target key accounts

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**How it works ?**

- Present your solution by [registering on the platform](#). Your registration will be subject to approval.
- Respond to the needs stated by the key accounts on the website by **requesting and validating meetings until June, 9th**.
- **Final validation of your participation** of your business meetings by paying the registration fee (150€ without taxes, by participant) **until June, 10th**.
- Receive your **final planning on June, 11th**.
- Take advantage of your tailor-made online programme to **find the ideal partner**.

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## Price

The price of **150€ without taxes**, includes a training session, three workshops and the access to meetings with key accounts but also with other SMEs.

To validate your registration, **the payment will be made by credit card**.

## [Online registration](#)

# 3 - Key account registration - You need a solution

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## How it works ?

- Present your needs by [registering on the platform](#). Your registration will be subject to approval.
- **Ask meetings with SMEs before June, 9th** if you wish.
- **Validate the meetings** requested by SMEs **until June, 9th**.

- Receive your **final planning on June, 11th.**
- Take advantage of your **tailor-made online programme** to find the ideal partner.

### [Online registration](#)

## 4 - Agenda

### June, 10th

- **10:00-12:30 am:** Training session for foreign companies "**Succeed in entering the French Green Tech Market**" This workshop will provide you with an overall vision of the French green tech market (energy, eco building, mobility, circular economy), as well as tools and methodologies of approach and negotiation, illustrated by practical advices and tips.
- **14:00-16:00 pm:** Training session for French companies "**Réussir un rendez-vous d'affaires en 20 minutes**" Ce webinar vous permettra de bénéficier de conseils pour optimiser votre présentation orale (activité, produits ou projets), essentielle dans vos futurs rendez-vous avec des grands comptes. - Amélioration de votre argumentaire, - Posture à adopter lors d'un rendez-vous d'affaire en distanciel, - Gestion du temps.

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### June, 14th

- 9:00 am: Opening by President Kling
- 9:10-10:10 am: workshop on **Energy & Smart Grid** > In the heart of the smart city; energy and infrastructures
- 10:20-11:20 am: workshop on **Mobility** > Intelligent mobility for different sectors and at different scales

- 11:30 am - 12:30 pm: workshop on **Sustainable construction** >  
METABUILDING : innovation support for SMEs of the Built Environment sector
- 2:00 - 6:00 pm: **B2B meetings** between key accounts and SMEs with solutions

## June, 15th

- 9:00 am to 6:00 pm : **B2B meetings**

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## 5 - Partners

### Your EEN TOPIC partners

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Your Enterprise Europe Network partners: CCI Paris Ile-de-France, Bpifrance, CCI Centre-Val de Loire, Dev'up Centre-Val de Loire, CCI Normandie, AD Normandie

### Co-organisers

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## 6 - Contacts

### Project team

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