



ΚΥΠΡΙΑΚΟ
ΕΜΠΟΡΙΚΟ ΚΑΙ
ΒΙΟΜΗΧΑΝΙΚΟ
ΕΠΙΜΕΛΗΤΗΡΙΟ

Λευκωσία, 10 Δεκεμβρίου 2019

Προς: Όλους τους ενδιαφερομένους

Θέμα: Διαδικτυακή Πλατφόρμα B2B του Ευρωπαϊκού Οργανισμού Άμυνας.

Κυρία/ε,

Ο Ευρωπαϊκός Οργανισμός Άμυνας (EDA) ξεκίνησε την λειτουργία ενός διαδικτυακού εργαλείου για την βιομηχανία Άμυνας. Η καινούρια B2B (Business to Business) πλατφόρμα είναι διαθέσιμη στην ιστοσελίδα του Οργανισμού και σκοπός της είναι η διευκόλυνση της δημιουργίας διασυνοριακών συνεργασιών.

Ο Ευρωπαϊκός Οργανισμός Άμυνας (EOA) ιδρύθηκε το 2004 και στόχος του είναι να βοηθά τα 27 κράτη μέλη του (όλα τα κράτη μέλη της ΕΕ εκτός από τη Δανία) στην ανάπτυξη των στρατιωτικών τους πόρων. Σκοπός της πλατφόρμας είναι η προώθηση της συνεργασίας, η δημιουργία νέων πρωτοβουλιών και η πρόταση λύσεων για τη βελτίωση των αμυντικών ικανοτήτων. Επίσης, βοηθά τα κράτη μέλη που το επιθυμούν να αναπτύσσουν κοινές αμυντικές ικανότητες.

Εγγραφή στην πλατφόρμα μπορούν να κάνουν μόνο όσοι οργανισμοί και φορείς εκτελούν εργασίες Έρευνας & Τεχνολογίας ή/και κατασκευαστές χωρών μελών της Ευρωπαϊκής Ένωσης.

Η πλατφόρμα δίνει την ευκαιρία σε όλα τα ενδιαφερόμενα μέρη να δημοσιεύσουν τυχόν αιτήματα τους αλλά και να απαντήσουν σε υφιστάμενα αιτήματα άλλων ενδιαφερομένων.

Οι ενδιαφερόμενοι μπορούν να εγγραφούν για πρόσβαση στην πλατφόρμα ακολουθώντας την ιστοσελίδα <https://b2bplatform.eda.europa.eu/>. Η διαδικασία εγγραφής ολοκληρώνεται εντός μερικών λεπτών.

Για περισσότερες πληροφορίες παρακαλώ επικοινωνήστε με τον κύριο Marian Savu, [marian.savu@eda.europa.eu, +3225042958] και την κυρία Paola Sartori, [paola.sartori@eda.europa.eu, +3225042986].

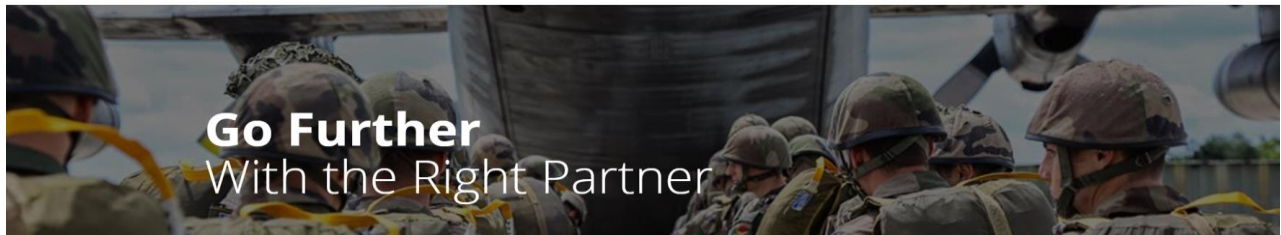
Με εκτίμηση,

Μιχάλης Κούλλουρος
Λειτουργός Τμήματος Βιομηχανίας
Για Γενικό Γραμματέα.

B2B Platform

B2B Platform 

HOME ABOUT PLATFORM ARCHIVE ACCOUNT 



In November 2019, EDA launched the Business-to-Business (B2B) Platform, an online tool that allows defence industry stakeholders to quickly and easily search for potential partners for their defence-related projects and programmes.

The B2B Platform aims to respond to the increased networking demand coming from the industry, especially as a result of the new EU defence initiatives which also impact and benefit the wider European defence-related industry.

The platform is also in line with one of EDA's core missions, namely to help strengthening the European defence industry and increase industry engagement in defence.

Who can use it?

The B2B Platform is open to industrial and research & technology (R&T) entities which are established in the EU and not controlled by entities from outside the EU when it comes to intellectual property rights, security of supply, security of information or export controls. The access policy is based on the Agency's approach on Industry Engagement as agreed by the EDA Steering Board.

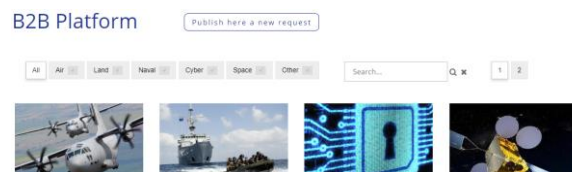
First step - Registration

Interested entities can register on <https://b2bplatform.eda.europa.eu/> (via Chrome, Safari, Edge, Firefox). Applicants are required to provide basic information such as:

- organisation name
- short description of the organisation
- type of organization (industry; research & technology organisation; universities; other)
- website
- country
- point of contact (email)

Second step – Publish your request for partners !

The registered entities (companies, RTOs, universities, etc.) can then seek/find a partner for various R&T projects, contracting, etc. by using the button "[Publish here a new request](#)".



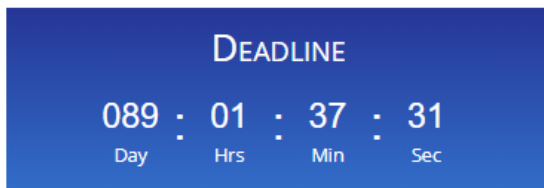
Through a simple questionnaire, applicants are asked to introduce different types of information regarding their project/program as well as the required characteristics of potential partners. Since such a search for partners can be commercially sensitive, it is also possible to post anonymous requests. Information requested in the questionnaire:

1. Title of request
2. Request overview
3. Request Deadline
4. Taxonomy
5. Capability classification
6. Type of opportunity for this partnership
7. Project description
8. Partner profile required in relation to:
 - a. Skills and expertise, etc
 - b. R&T and/or industrial capacity and resources
 - c. Location of partner envisaged
 - d. Type of partner envisaged
9. Option to anonymize information on your organisation
10. Acceptance of data protection rules

After submission, the request will be validated by an EDA administrator, published on the B2B Platform and notified by email to all registered participants in the platform.

Reply to partner search

The entities interested in the published requests for partner can reply to the partner search by using the button "[Reply to partner search](#)".



07 February 2020

[Reply to partner search](#)

By answering to three simple questions, you will express your interest in the appropriate request for partners.

Hello Marian Savu

Click "Start" to begin the process of "Replying to partner search".

Start press ENTER

1. Express your interest
2. Please specify your skills, expertise, etc
3. Please specify your R&T and/or industrial capacity and resources

All information submitted throughout the application process will be notified only to the project owner who published the related request for partners as well as to EDA's administrator.

From there, interested parties can get in touch directly and discuss the way ahead.

EDA's service is limited to offering access to the platform without implication in the subsequent discussions and setting up of the partnerships.

Further supportive information

The B2B Platform provides also links and information to other relevant portals or tools such as EDA IdentiFunding, EDA Procurement and Grants and future opportunities offered at EU level.



Latest update: 25 November 2019

COMMUNICATION

EDA201911147/ISE/MSA

2 December 2019

Emilio FAJARDO

Director Industry, Synergies & Enablers Directorate

emilio.fajardo@eda.europa.eu

T. +32 2 504 2910

To: NAD POCS, R&T POCS, BRUSSELS POCS

EDA's "B2B Platform" online

Annex: Factsheet B2B Platform

The European Defence Agency (EDA) has launched a new on-line tool for industry. The new "B2B Platform" is now available on the Agency's website and aims to facilitate creation of cross-border partnerships by responding to the increased need for networking due to the implementation of the new EU initiatives with benefit to defence industry. Please disseminate the information of the EDA "B2B platform" to national industry stakeholders for their registration and use. EDA will also inform National Defence Industry Associations (NDIAs) in EU Member States and the Aerospace and Defence Industries Association of Europe (ASD) on the launch of the platform.

The web-based tool is in line with EDA's tasks on strengthening the industrial and technological base of the defence sector and the Agency's policy on Industry Engagement. The "B2B Platform" is open for registration only to entities with Research & Technology (R&T) and/or industrial capabilities in EU Member States without any limitations in terms of intellectual property rights, security of supply, security of information or export controls stemming from entities outside the EU Member States.

The "B2B Platform" is an entry platform where all registered stakeholders are able to post the request for partners and reply to such requests. As we understand a search for partner(s) can be commercially sensitive, it is possible to publish a request anonymously. EDA does not intervene in the exchanges between the registered entities.

Individual industries may explore the tool on their own by registering and accessing the "B2B Platform" at <https://b2bplatform.eda.europa.eu/> (via Chrome, Safari, Edge, Firefox). The platform is also accessible under the Industry Info portal on EDA's website. The tool is designed to be user friendly and also to respond to the specific needs of SMEs. The process of registration, publishing requests for partners or replies to these requests takes only a few minutes.

EDA will update and upgrade its "B2B Platform" as well as include additional functions based on the feedback received from its users.



CHIEF EXECUTIVE COMMUNICATION

For further questions, please contact Mr Marian Savu, Policy Officer Industry Engagement and EU Policies [marian.savu@eda.europa.eu, +32 2 5042 958] and Ms Paola Sartori, Policy Officer Defence Industry Engagement [paola.sartori@eda.europa.eu, +32 2 5042 986].

Emilio Fajardo