

Be part of European SME delegations and benefit from international opportunities: **Join our international missions to Canada, Singapore and/or the UAE!**

Are you an SME active in the **dual-use** domain?

Are you interested in entering new markets outside Europe, namely **Canada, Singapore, and/or the United Arab Emirates?**

Participate in one, two or three **international business missions** organized **according to your needs**
Benefit from a **tailor-made program** and support to **explore business opportunities** in the target countries

BUSINESS MISSIONS:

The European project Key-Enabling Technologies for Dual-Use 2.0 (EU KETs4Dual-Use 2.0) is organising business exploratory missions in 2023 to three target countries:

- **The United Arab Emirates** (20-24 Feb. 2023)
- **Singapore** (April 2023)
- **Canada** (Early June 2023)

TARGET GROUP:

- European SMEs working with dual-use technologies and services
- Ambitions to access international markets by creating and/or integrating sustainable long-term partnerships

In total, 10-12 companies will be selected for each mission.

WE OFFER:

- Expert assistance and support from local mission advisers
- Mapping survey of SMEs
- Focus group/workshop meetings
- Market knowledge documentation
- Preparatory meetings prior to the business missions
- B2B meetings with key local stakeholders in target countries
- Individual and collective support from cluster advisers in preparation of your mission
- Specific trainings and workshops
- Support during and after your mission
- Creation of lasting partnerships

Why you should apply:

- To explore business opportunities on **customized international missions**
- To benefit from the **support and network** of the Clusters and European financial support
- To participate in international missions specifically **organised according to your domain and needs**

Eligibility requirements:

- The applicant is an **SME** according to the EU definition: SME self-assessment questionnaire
- The applicant is duly registered in an **EU country**
- The applicant is a **producer, service provider, a sub-contractor, a research and/or development company or an engineering company**
- The applicant has been **operating** (turnover generated) at least for the past **3 years**
- The applicant has **healthy finance** and is not in a bankruptcy or liquidation status and is not in process of pre-bankruptcy arrangement (as of the date of application)

Apply before 16 November 2022

The **selection criteria** will assess the following
(not in a prioritized sequence):

- **Clear idea** and potential to contribute to the dual-use global value chain
- Well-defined **objectives** (need/ challenge/ opportunity) to be addressed in the target market
- Identification of **potential partner organisations** and entities in target countries
- Readiness to internationalise
- Have the means and have decided on a budget for development on the Canadian/Singaporean/UAE market
- Minimum share of activities in security, safety and/or defence
- Minimum share of expenses in R&D&D (research, development and demonstration) activities
- Minimum share of international selling
- Experience regarding international interests
- Motivation and dedication to commit to the business missions

BUSINESS MISSIONS

It is possible to participate to more than one mission; however, priority will be granted to primo-selected.

United Arab Emirates

20-24 February 2023

Will visit IDEX: International Defence
Exhibition & Conference in Abu Dhabi

Singapore

April 2023

Canada

Early June 2023

Main goal of the missions

- To strengthen the internationalisation activities on these target markets
- Create long-term relationships for further business and other types of collaboration

Internationalisation services

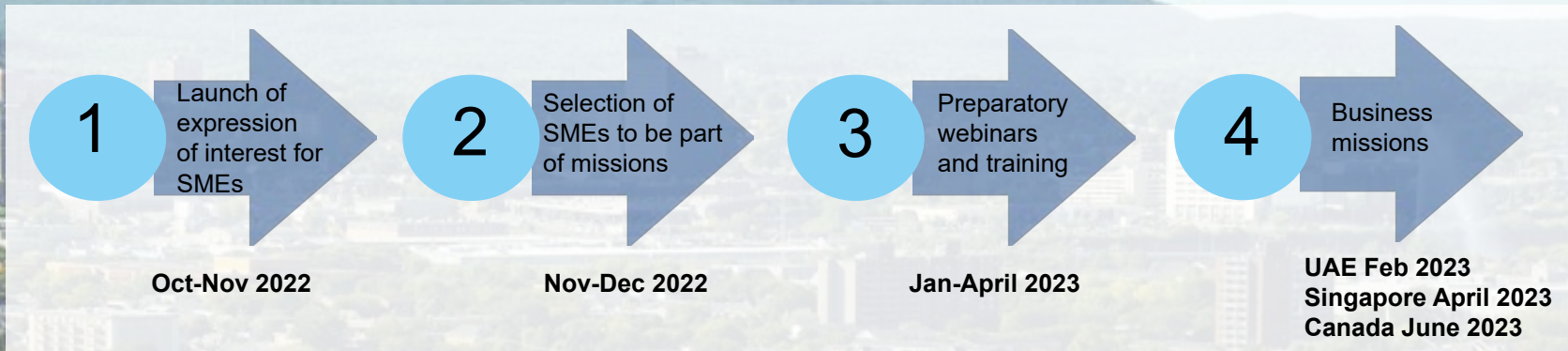
- Provided by experienced local mission advisers on target countries
- Seeking local partners
- Organising key B2B meetings
- Identifying relevant market opportunities
- Provision of specific market intelligence about the entering strategy business, legal and political environment, etc.

***Note:** SMEs should cover their own travel and accommodation costs, but the program is free to participate in, and the abovementioned services are also free.*

Tentative agenda of the missions could be as follows:

	Day 1	Day 2	Day 3	Day 4
Morning	Seminar (sector and market information)	Institutional/company field visits	Tradeshaw or individual meetings	Individual meetings
Afternoon	Matchmaking event	Institutional/company field visits	Tradeshaw or individual meetings	Individual meetings

TIMEFRAME, SIGN UP AND MORE INFO..



Sign up for business mission selection process

[HERE](#)

NOTE!

Prior to the completion of this questionnaire, please bear in mind that the selection will bind you for the participation to the international mission(s).
An award letter will be sent upon selection of the SMEs to confirm your participation.

More information?

Visit project profile
[HERE](#).

Questions?

For any questions or requests, please refer to your referent cluster:

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