EUROPEAN DEFENCE AGENCY

Fact sheet

www.eda.europa.eu

# B2B Platform

**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.

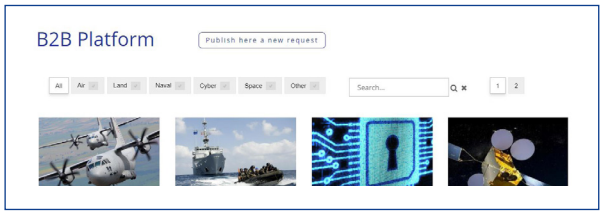
## First step: Registration

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:

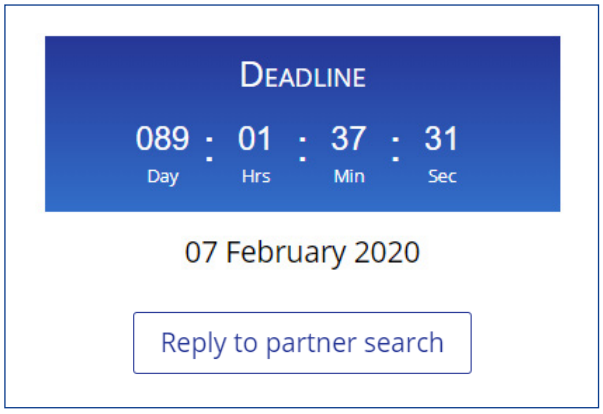
1. Title of request
2. Request overview
3. Request Deadline
4. Taxonomy
5. Capability classification

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".




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

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.