



# DWT Compact: One Day - One Topic

Up-To-Date | Compressed | Close to Business

An Event of the Centre of Studies and Conferences of the DWT Ltd.

## DOING BUSINESS WITH EUROPEAN UNION BODIES

*Key Aspects:* RESEARCH PROGRAMME 7/8 | CALL FOR TENDERS | CHARACTERISTICS COMMISSION AND DG | CONTRACT BASICS

In Cooperation with



**Workshop Venue:**  
The Steigenberger Grand-Hotel Petersberg  
Petersberg  
D - 53639 Königswinter/Bonn

Berlin **Bonn** Bremen Dresden Düsseldorf Frankfurt Hamburg Hannover Köln München Nürnberg Rostock Stuttgart  
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 **24** 25 26 27 28 29 30 31  
Jan Feb Mar Apr **May** Jun Jul Aug Sep Oct Nov Dec  
2009 2010 2011 **2012** 2013 2014 2015 2016 2017 2018 2019



### UP-TO-DATE

Against the backdrop of decreasing domestic markets companies are more and more forced to enter into new business areas, which may – through the implementation of the European Defence Package – result in a reorientation of the European Market(s) for Defence and Security equipment. But also the EU itself is becoming a more and more interesting customer from year to year.

Administrative structures and institutions of the European Union are in a constant process of development and growth, it is sometimes difficult to keep track on the development. Companies that want to do business with EU institutions see themselves not only faced with a single challenge – the complexity and verbosity of tenders, procurement processes or promotion often discourages potential business or research partners to find ways for business or research opportunities with the EU.

In particular small and medium sized companies do not have the experience and "staying power" they would need to benefit from lucrative EU projects. Besides of these aspects, contract basics and peculiarities of public procurement contracts require a thorough examination and manageability in advance, to prevent surprises.

The workshop "Doing Business with European Union Bodies" will elaborate on how small, medium and large enterprises can get access to business opportunities with the European Union and its Bodies.

### COMPRESSED - Focussed Information and Perspectives!

08:30	Conference Counter opens, Welcome Coffee	11:30	Session 2, Q&A follows
09:00	Welcome Notes of the Organiser, Introduction of the Speakers, Organisational Remarks	12:30	Luncheon, Buffet
09:15	Session 1, Q&A follows	13:45	Session 3, Q&A follows
11:00	Coffee Break	15:00	Coffee Break
		15:30	Session 4, Q&A follows
		16:30	Closing Remarks

### CLOSE TO BUSINESS - First-Hand Information

The event format of the Series "DWT-Compact: One day - One Topic" brings current issues of the Armed Forces, the BOS and the security and defence industry on one day to the point, always in the crucial triad "Up-To-Date - Compressed - Close to Business." The event will deal with questions about Business Opportunities with the EU and its Bodies from four perspectives. In the total of four sessions, information sharing in the form of lectures will be given before 30 Minutes remain for individual discussion with the speakers.

### Related Topic

IB Consultancy also recommends attending the one day training course:

**"How to prepare a successful FP7 proposal"**

on June 7, 14 or 21, 2012 in Brussels. Please see [www.ibcevents.com](http://www.ibcevents.com) for details.

## Your Speakers



Session 1: **EU Commission Business Opportunities**  
**Christiane Bernard**, Head of Unit Security Research, Research Executive Agency (REA), European Commission  
**Dr. Christian Krassnig**, Policy Officer, Directorate General Home Affairs, Unit A1 - Crisis Management and Fight against Terrorism



The Topics: Presentation of the Research Executive Agency – REA, FP7 Programme | FP7 Programme – Global overview | Preparatory Action for Security Research & FP7 Background | 2012/2013 Funding Opportunities | FP8: Horizon 2020 | Presentation of the EU CBRN Action Plan | DG HOME Funding Opportunities | ISEC – Prevention of and Fight against Crime | CIPS – Prevention, Preparedness and Consequence management of terrorism and other security related risks



Session 2: **European Defence Agency Business Opportunities**  
**Michael Sieber**, Acting Director R & T, EDA – European Defence Agency (to be confirmed)

The Topics: EDA Past and Current Projects/Studies | Upcoming EDA Funding Opportunities | Joint Cooperation: DG Enterprise & Industry and the European Defence Agency | EFC – European Framework Cooperation



Session 3: **The German Perspective**  
**Daniel Hiller**, Fraunhofer EMI Institute

The Topics: Experiences with the Programme/s | Research | Funding | Cooperation



Session 4: **A guideline to the EU-Market**  
**Ilja Bosen**, Managing Director, IB Consultancy

The Topics: Benefits for Companies | Success stories | IB Consultancy EU Support

## Terms and Conditions

The Conference Rate includes the attendance at the Meeting incl. Luncheon, Refreshments and a Documentation CD with all available Lectures. Prices subject to GE VAT.

Military / Authorities / Research:	65,- Euro p.P.
Industry:	440,- Euro p.P.

Cancellation free of charge until May 14th, 2012. After this date, 50% of the rate will be charged. A substitute attendee can be nominated at any time.

**Registration deadline: May 22, 2012**

## The Conference Centre



The Event takes place at "Steigenberger Grand-Hotel Petersberg" at Königswinter near Bonn. For further information see:  
[www.steigenberger.com/Koenigswinter\\_Bonn](http://www.steigenberger.com/Koenigswinter_Bonn)

Rooms are at your disposal under the reservation code "DWT-Tagung" from 23<sup>rd</sup> to 24<sup>th</sup> May 2012 until April 27, 2012 for 166,- Euro p.P. Incl. Breakfast.  
Please book your rooms by calling **+49 - 2223 - 740**

Other recommended hotels in Bonn are listed at our homepage  
[www.dwt-sgw.de](http://www.dwt-sgw.de)

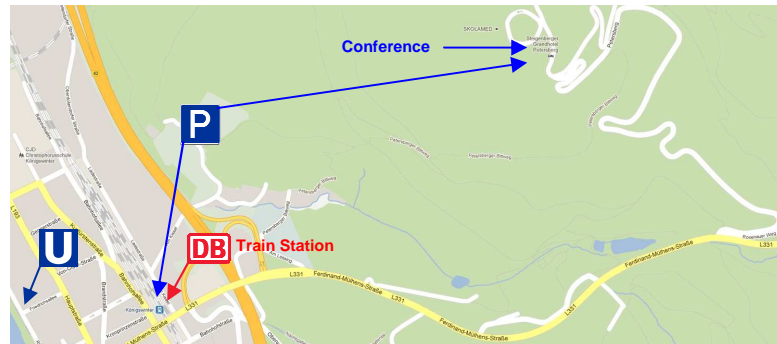
## Steigenberger Grand-Hotel Petersberg

"Petersberg", 53639 Königswinter near Bonn

Navigation: "Ferdinand-Mülhens-Straße", 53639 Königswinter  
(follow "Petersberg" when navigation is completed)

**By car:** exit Königswinter from federal Highway B42, then follow "Petersberg" signposting, direction Frankfurt. Free parking is available at the hotel.

**By train from Cologne:** Take the **Regional Express** to the station "Königswinter". Take a taxi from there to the hotel (ca. 15,- Euro).





**Re-Fax to +49 - 228 - 41098 - 19 / -29 or register Online at [www.dwt-sgw.de](http://www.dwt-sgw.de)**

I will attend the Meeting „Doing Business with European Union Bodies“ on May 24, 2012 as indicated below

Armed Forces / Authorities / Universities / Embassies / Institutes (65,- Euro)

Industries, Others (440,- Euro)

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Title / First Name / Name

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E-Mail (mandatory)

Phone

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Invoice Address

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City, Date, Signature

**IMPORTANT NOTES**

By registering you agree to the storage of your data for events of the DWT / SGW.

All prices listed in this invitation are subject to German VAT.

The general Terms and Conditions of SGW as posted on [www.dwt-sgw.de](http://www.dwt-sgw.de) are part of this purchase order.

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Organizer:

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