



Online Brokerage Tool - benefits for SMEs Ákos Éder, PBN



Transit-economy

Cargo
Airport

Regional
Airports

Traffic
Corridors

Intercontinental
Cargo Airport
greenfield
development

New
destination
management
(Champions)

From Balkan to
Baltikum
(B2B Loco)

Transit-economy

Green
transport

Logistic
know-how
transfer

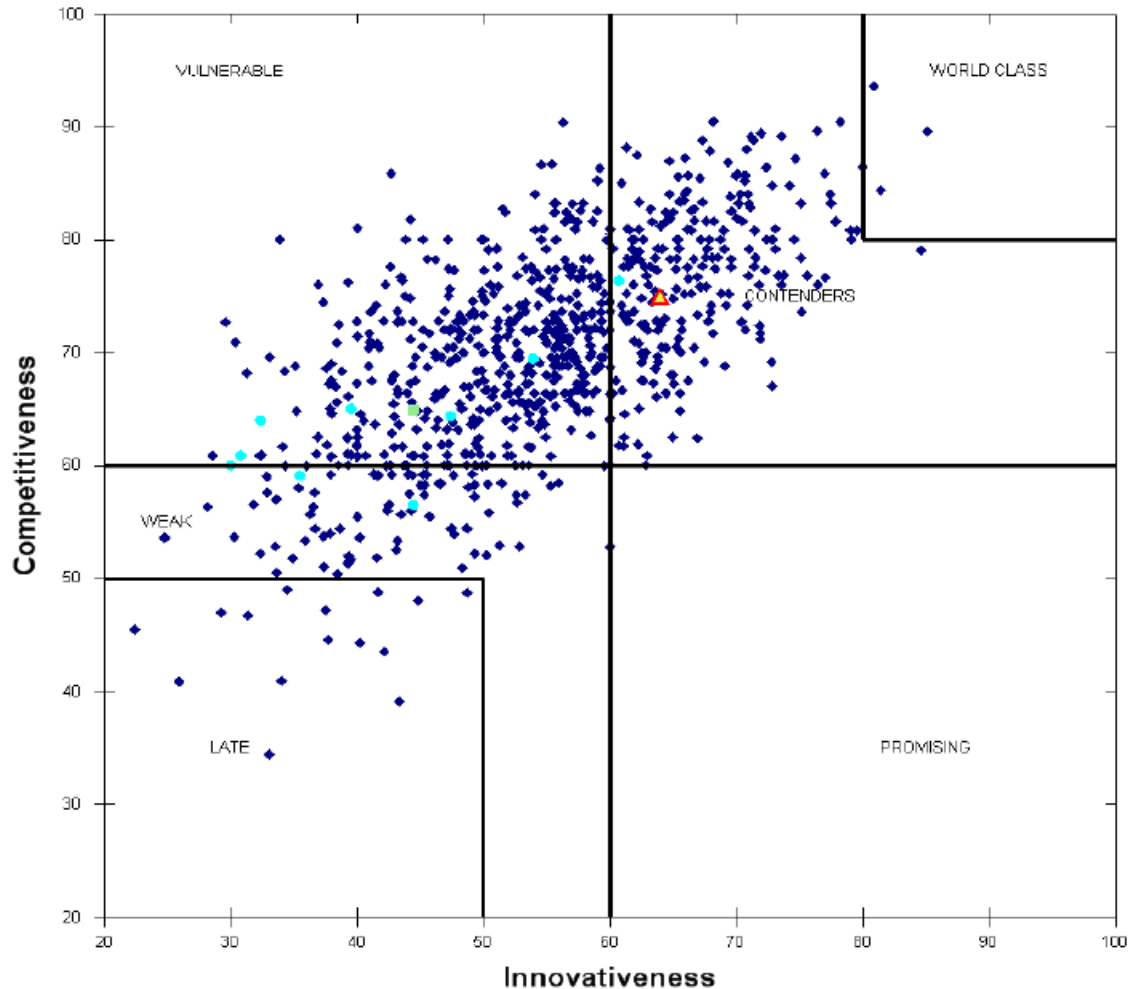
City
Program

Sea-ports
connected with
railway and
rivers

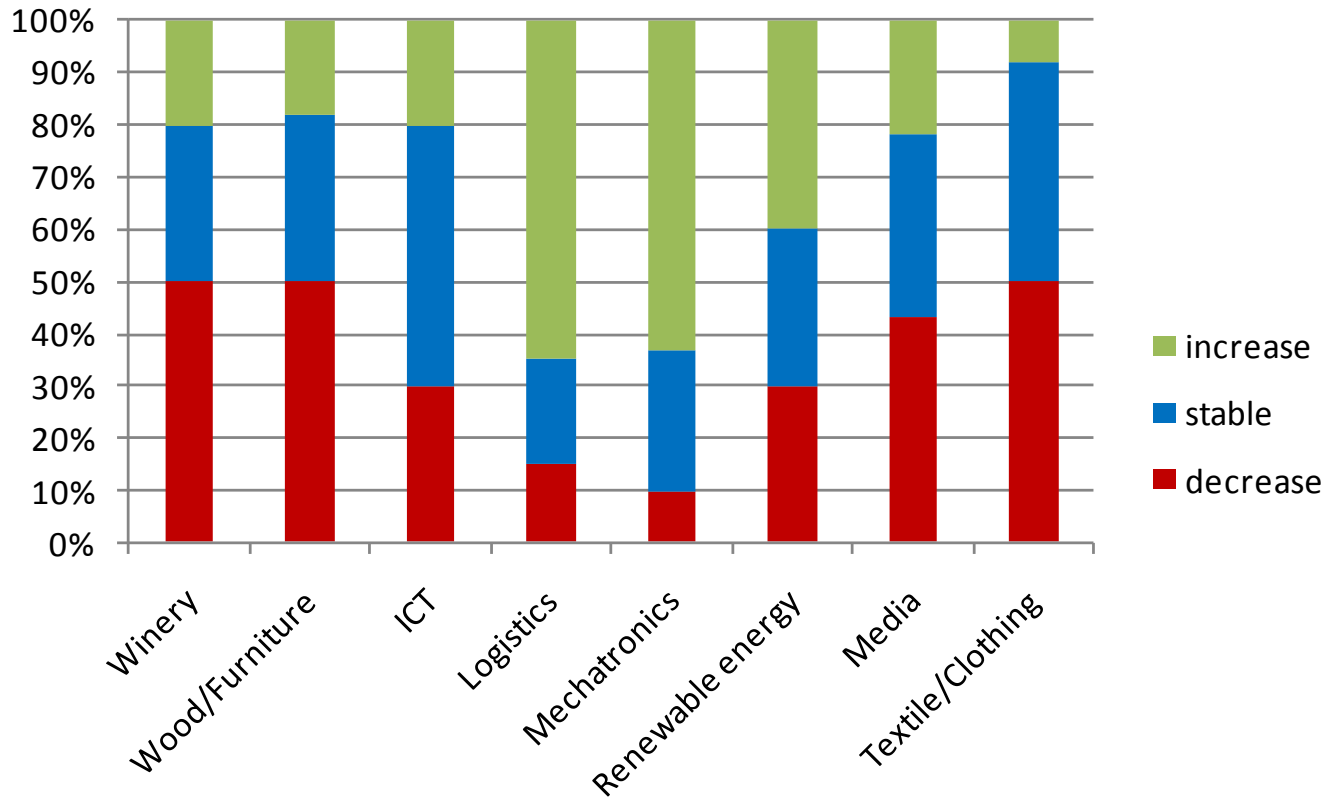
Logistic planning
from SMEs to
European
policies

Nagykanizsa,
Zalaegerszeg
integration to
traffic corridors

Performance of Logistics in Central Europe

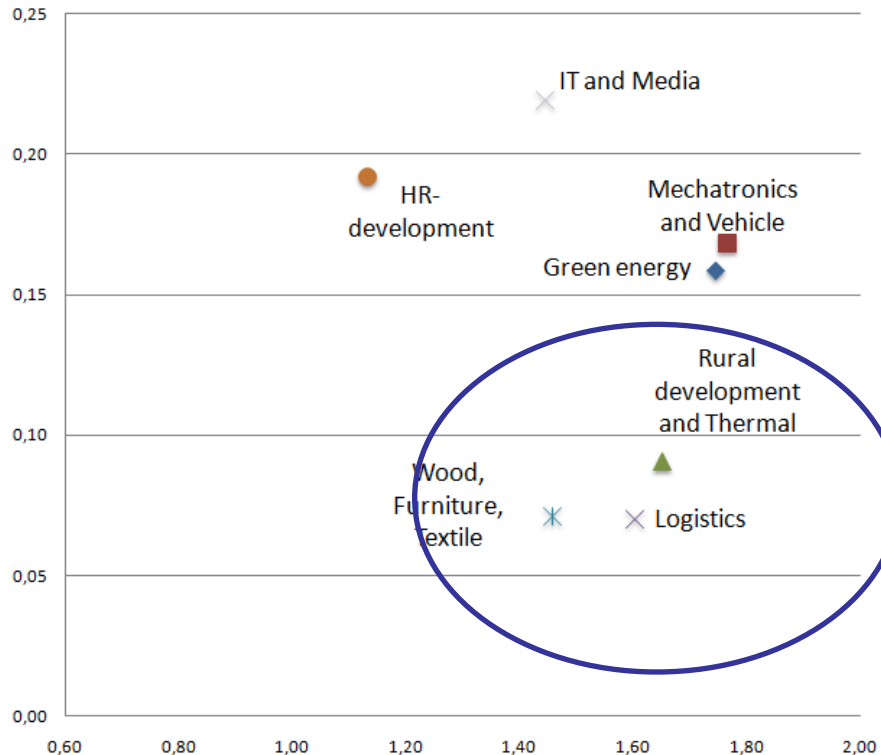


Evolution of the Logistics Market in the last 6 months



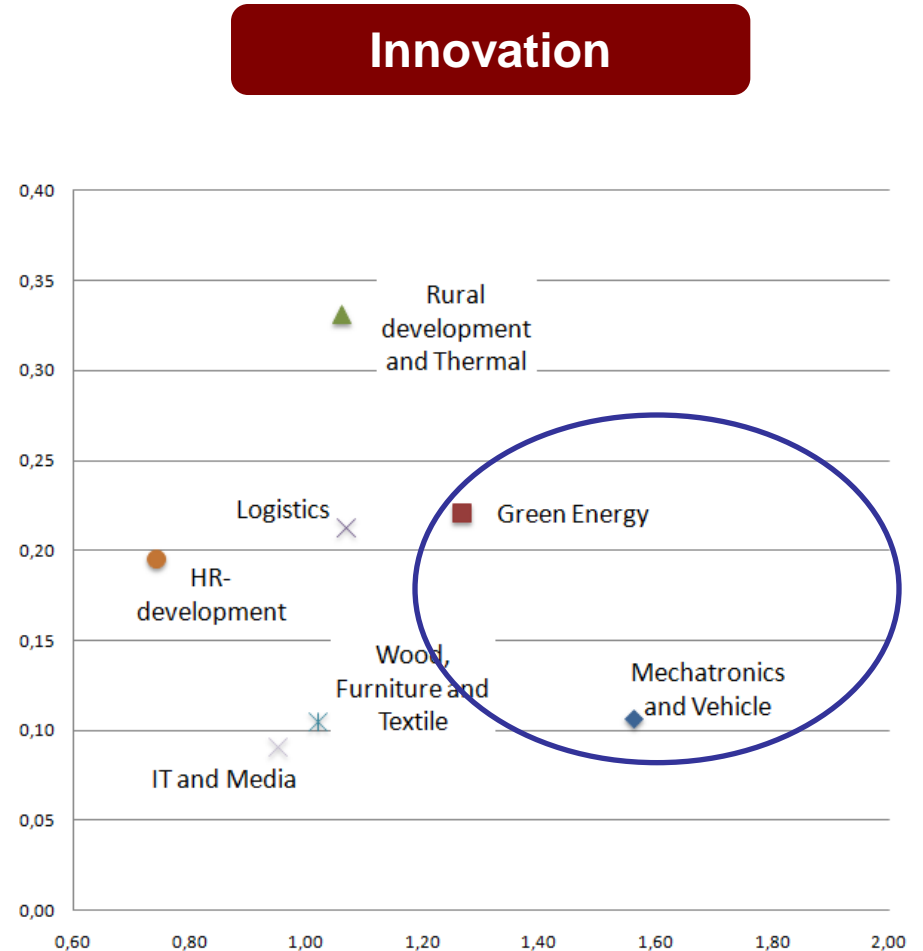
PBN own database, based on 200 SMEs

Cluster performance



Marketing

PBN partnership Iris and own survey among 34 clusters



PBN partnership I3SME database

How the brokerage tool works



Main goal of the Brokerage Tool:

- to create a simple, user-friendly system on an online platform for
 - logistics operators,
 - SMEs,
 - clusters
 - and other professionals.



Registration



Home About B2B Loco Partners Events Projects Partner's zone Brokerage Contacts **Registration**

7 Registration

New user registration

By registering, you agree to receive information about B2B Loco events and publications. Your personal data will not be made available to any third parties.

If you would like to be informed about B2B Loco activities and have access to restricted area of this site, please fill in the form below:

* e-mail:

Last name:

First name:

Working position:

Company:

City:

Country:

Activity area: <--- Please select --->

* - Please, enter correct and existing e-mail address, your B2B Loco access data will be sent to this address

Password reminder

If you forgot your B2B Loco account registration data, please send us your e-mail. We will send you registration data again.

* e-mail:

Quick Links

- News
- Events
- Useful links
- Newsletters
- Documents

- Alumni network



Brokerage tool homepage



7 Brokerage

Welcome to the B2B LOCO Brokerage site

This is the place for you to share your knowledge, to offer your services, or to look for a cooperation, to find new partners in general.

This tool will constitute a very useful way for SMEs to gain new opportunities in different countries and will tighten the relations between the SME's in EU member states and non-member European countries. It will contribute to the experience, best practices and information exchange, implementation of new technologies, methods and of research results and last, but not least, it will create good conditions for profit raising opportunities for SMEs.

To add an offer / demand, please use the Request form.

This will also represent an assistance tool for the brokerage events in Hungary, Czech Republic and Croatia. Check out the B2B LOCO **Brokerage events**.

B2B LOCO is inviting you to business and research meetings with international partners at the 3rd B2B LOCO Brokerage Event organized together with the 2nd project Workshop under auspices of the "Transport Systems 2011" symposium of Croatian scientific society for transport held in *Opatija, Croatia* on 28th April 2010. [more»](#)

	Offers	Demands
Transporters	134 offers	1 demand
Logistic operators	100 offers	0
Project developers	20 offers	0
Equipment suppliers	11 offers	3 demands
Software suppliers	23 offers	3 demands
Other suppliers	17 offers	2 demands
Motor vehicles	7 offers	0
Training and consulting	29 offers	2 demands

In case of any problems, please contact us at info@b2bloco.eu.



Publishing requests



7 Brokerage

Request form

Dear user,

welcome to the Brokerage Tool request form! In order to put your offer / demand into the brokerage database, please fill up the request form. Your request will be processed and uploaded by the administrator subsequently.

In case of any problems or requests, please contact us at info @ b2bloco.eu

I would like to submit the Offer Demand

Name of the company:

Activity area: 1: 2:
other:

Company profile (short description):

Text of offer (demand):

Contact data (full address, phone no., e-mail, website etc.):

Comments:

Quick Links

- News
- Events
- Useful links
- Newsletters
- Documents
- Alumni network



Brokerage Events



The screenshot shows the B2B LOCO website's 'Brokerage' page. The navigation bar includes Home, About B2B Loco, Partners, Events, Projects, Partner's zone, NCPs, Contacts, and Registration. The main content area is titled 'Brokerage' and contains the following sections:

- Brokerage events**

B2B LOCO Project will provide the SME community with three brokerage events, which are to provide companies, universities and research institutes with assistance to find international partners for product development, manufacturing and licensing agreements, joint ventures or similar partnerships.

The objectives of the Brokerage Events for the Regional Industrial Clusters and SMEs belonging to this clusters are as follows:

 - Allow for matching SMEs, belonging to Regional Industrial Clusters, interested in FP7 calls with research institutions what would result in submitting successful proposals,
 - Facilitate SMEs, belonging to Regional Industrial Clusters in acquiring formation of project consortia and the development of project proposals for upcoming calls,
 - Allow the SMEs to search for partners with specific expertise required for their project ideas and visions,
 - Give a chance to all parties involved in the Brokerage event to present their latest achievements, inventions which could be used, bought or implemented by other participants.
 - Provide Regional Industrial Clusters with assistance to find partners grouped in Regional Industrial Clusters for product development, manufacturing and licensing agreements, joint ventures or similar partnerships.
- Upcoming B2B LOCO brokerage events**

Nagykanizsa, Hungary, 10 June 2010		Register
Prague, Czech Republic, December 2010		
Opatija, Croatia, April 2011		

On the right side of the page, there are two sidebars:

- Quick Links**
 - News
 - Events
 - Useful links
 - Newsletters
 - Documents

 - Search

 - Brokerage network
 - Alumni network
- Attention**

In order to gain access to all documents, newsletters and Brokerage tool you need to be registered. Registration process is quick and simple. Please, use our [registration form](#).

At the bottom right of the screenshot, there is an image of two hands shaking, symbolizing a partnership or agreement.



Benefits of the tool



- clean and easy access to offers and demands
- promoting own company
- find partner companies from other countries as well
- general overview about the logistic market



Offers and demands



	Offers	Demands
Transporters	138 offers	1 demand
Logistic operators	106 offers	□
Project developers	20 offers	□
Equipment suppliers	12 offers	3 demands
Software suppliers	23 offers	3 demands
Other suppliers	18 offers	2 demands
Motor vehicles	7 offers	□
Training and consulting	30 offers	2 demands



Countries of companies



- Belgium
- Bulgaria
- China
- Croatia
- Czech Republic
- Estonia
- Georgia
- Greece
- Hungary
- Israel
- Italy
- Latvia
- Lithuania
- Montenegro
- Poland
- Romania
- Russia
- Slovakia
- Slovenia
- Spain
- Turkey
- United Kingdom





Thank you for your attention !

B2B
LOCO



Baltic to Balkan network for logistics competence