

Facilitation of external collaboration & matchmaking

We help you to plan, prepare for and acquire external partners for collaboration.

Objective

To provide a systematic approach for external collaboration.

Ask yourself

Are you interested in new Greentech developments matching your strong points with external partner?

Added value for the client

It provides a systematic approach to fostering external collaboration. It facilitates successful matches outside the cluster: partners with whom clients can collaborate to develop joint technological solutions and products, leveraging each other's best knowledge, new channels and customer flows procedure.

The service consist in 5-days online tour which includes:

Stage 1 Onboarding of 1 week.

First, the service is communicated through various external and internal communication channels. Next, facilitators introduce the service during the one-to-one prearranged meetings. Also, during the first meeting the status and service scope are discussed. After this first meeting, a customer card with service needs is filled in CRM. Onboarding (needs analysis, KPIs, and key-mentor assignment).

Stage 2 Training (yearly schedule).

Training on how to scale faster (2-4 hours); Business stress-test training and access to a rich portfolio of training modules (value creation, consumer profiling, brand, management, leadership, sales, marketing, prototyping, finances, Pitching). Timeline: 1 week in a year (5 days x 4 hours + consultations on practical assignments).

Stage 3 Experts' consultations of 1-2 months.

During this stage Experts' consultations (we promise and encourage to attend at least >4 meetings with business development experts). Meetings are dedicated to defining external collaboration needs; Set a plan for potential meetings (conferences and events, business breakfasts, networking groups, 1:1 meetings).

Stage 4 Matchmaking of 1 month.

At least 2 tailored meetings will be arranged with potential partners outside the cluster network (corporations, international companies...).

Stage 5. Following up on the progress of 1-2 months.

The company participates in 1-2 meetings with a facilitator to get feedback and discuss the next steps.

Contact

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Co-funded by the COSME programme
of the European Union



GreenTech
Clusters for Excellence 2.0