

Euro-emotur transnational matchmaking events Plan



Work Package 5:



Euro-emotur Digital Hub

Deliverable 5.3 Euro-emotur Transnational Matchmaking Events Plan

Project Acronym: Euro-emotur

Project Full Title: Euro-emotur: The journey towards digitalisation. Thinking digital tourism through neuromarketing and emotions

Project number: 101038111

Type of Deliverable: Report

Level of Dissemination: Public

By: ULPGC-TIDES

Call: COS-TOURINN-2020-3-04

Deliverable: D5.3

Version 5.3

March 2024



HISTORY OF CHANGES			
Version	Publication Date	Change	Page
1.0	22.03.2024	▪ Initial version	

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1. Introduction

The Euro-emotur Transnational Matchmaking Events Plan, documented in D5.3, is designed to facilitate impactful collaborations between Small and Medium-sized Enterprises (SMEs) and technology companies (service providers). This comprehensive plan outlines a strategic calendar encompassing all matchmaking events, providing essential details such as venues, speakers, and the organized processes. With a focus on fostering connections and innovation, this plan aims to create a dynamic environment conducive to the growth and success of participating businesses.

The objective is clear: to create an environment where SMEs and technology companies can engage in purposeful collaborations. By strategically coordinating these elements, the plan seeks to provide a platform that goes beyond mere networking. It aspires to be a catalyst for innovation and growth, nurturing connections that have the potential to propel businesses forward.

2. Plan Overview

Our partner, ETOA, will be responsible for organizing the online matchmaking events. These events anticipate the participation of a minimum of 40 SMEs per event. Furthermore, there have been two Euro-emotur weeks (In Gran Canaria and Helsinki), featuring a dedicated matching event.

The primary goal of the matching events is to foster connections between technology providers and SMEs, with laboratories acting as intermediaries to provide technology solutions to SMEs through technology companies. These events also serve as forums for the exchange of proposals.

The coordination of the calendar planning, venue selection, speaker invitations, and matchmaking process organization for all the events will be managed by Tides, Ciset, and Haaga-Helia. ETOA, supported by the involved partners, will promote the matchmaking events internationally.

The challenges to be addressed will be determined based on the problems and needs identified by SMEs, along with innovative solutions presented by

laboratories and technology companies. This effort will culminate in a final Matchmaking Events Outline Report to involve a total of 100 SMEs. The goal is to find solutions for participating companies, with 20 from each participating destination (Spain, Italy, and Finland) and 40 from other countries. The partner in charge will be ETOA who will be the one hosting the online events, meanwhile the role of the rest of the partners will be as speakers.

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For each SME, an action and evaluation plan has been developed covering aspects such as the problem to be addressed, existing barriers, proposed solutions, benefits for the SMEs, impacts, action associated with the content analysis report carried out by ULPGC-TIDES. This report is intended to deepen the SMEs' needs in order to enable them to contact the service providers they deem necessary.

SMEs engaged in the project can utilize their vouchers for various purposes, including participation fees for digital-oriented events at the EU level, coaching and mentoring sessions for feasibility studies and tailored recommendations, as well as payments for required licenses and services to access new technology solutions recommended after assessment, among other uses.

3. Event Calendar

Table 1 - Online matchmaking event draft calendar¹

	2024						
Month	April						
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Week 4	22	23	24	25	26	27	28
Schedule	<p>Day 1: Opening and Networking</p> <p>09:00 - 09:30: Welcome</p> <p>09:30 - 10:00: Project Euro-emotur Overview</p> <p>10:00 - 11:30: Keynote Speeches on Industry Trends</p> <p>11:30 - 12:00: Live Q&A Session</p> <p>12:00 - 13:00: Informal Networking in Virtual Rooms</p>	<p>Day 2: Company Presentations and Collaboration Opportunities</p> <p>09:00 - 10:30: Brief Company Presentations (10 min each)</p> <p>10:30 - 11:30: Panel Discussion on Collaboration Opportunities</p> <p>11:30 - 13:00: Q&A Sessions in Virtual Rooms</p>	<p>Day 3: Workshops and B2B Meetings</p> <p>09:00 - 10:30: Practical Workshops for SMEs and Service Providers.</p> <p>10:30 - 12:30: B2B Meeting Sessions (20-30 min each)</p> <p>12:30 - 13:00: presentation of B2B Meeting Results, Q&A, and Closing Remarks</p>				

The proposed schedule, presented as a preliminary draft, delineates a thoughtful framework for the Euro-emotur Transnational Matchmaking Events. The carefully curated agenda unfolds over three days, commencing with an immersive Opening and Networking Day. Highlights include a welcome session, a comprehensive overview of Project Euro-emotur, keynote speeches on industry trends, and interactive live Q&A sessions. The day concludes with informal networking opportunities in virtual rooms.

Moving to Day 2, the focus shifts to Company Presentations and Collaboration Opportunities. The schedule encompasses concise company presentations, followed by a dynamic panel discussion exploring various collaboration avenues. Q&A sessions in virtual rooms provide additional interaction and engagement opportunities.

¹ This schedule should be taken as a draft as the date of the matchmaking event could be modified by the partners involved as needed.

The culmination of the event occurs on Day 3 with Workshops and B2B Meetings. The schedule includes practical workshops tailored for SMEs and service providers, followed by focused B2B meeting sessions. The day concludes with the presentation of B2B meeting results, Q&A sessions, and closing remarks. This meticulously designed itinerary aims to elevate the event experience, ensuring that participants engage in a strategic alliance primed for sustainable growth and innovation.

4. Process : Matchmaking Methodology and Participation

The Euro-emotur Transnational Matchmaking Events Plan incorporates a well-defined process to ensure effective collaboration between Small and Medium-sized Enterprises (SMEs) and technology companies (service providers). This process revolves around a structured matchmaking methodology that emphasizes purposeful engagement and meaningful connections.

The plan outlines the step-by-step approach to participation, guiding SMEs and technology companies through the matchmaking process. It provides clear insights into the methodology employed, shedding light on how potential collaborators are identified, paired, and facilitated in their interactions. This strategic approach aims to go beyond conventional networking by fostering collaborations grounded in shared objectives and synergies.

Participation in the Euro-emotur Transnational Matchmaking Events is designed to be inclusive and accessible. The plan ensures that businesses of varying sizes and technological capabilities can seamlessly integrate into the collaborative environment. By demystifying the matchmaking process, the plan encourages active participation and facilitates an environment where innovative ideas can flourish.

In essence, the Matchmaking Methodology and Participation component of the plan aligns with the overarching objective: to create a vibrant platform where SMEs and technology companies can connect meaningfully, driving innovation and fostering sustainable growth.

a) Identification of Potential Collaborators:

The first stage involves the meticulous identification of potential collaborators based on their respective profiles, expertise, and the specific needs articulated by SMEs and technology companies (see annex 1). This process is underpinned by a comprehensive understanding of the goals and capabilities of each participant, ensuring compatibility and relevance in the collaborative partnerships that will be forged.

b) Pairing Mechanism:

Once potential collaborators are identified, the plan employs a sophisticated pairing mechanism. This mechanism takes into account not only the individual strengths and objectives of SMEs and technology companies but also seeks to create synergies that can lead to innovative solutions. The goal is to establish partnerships that go beyond surface-level commonalities, laying the groundwork for sustained cooperation.

c) Facilitation of Interactions:

To maximize the effectiveness of the matchmaking events, the plan incorporates a thoughtful facilitation process. This includes the provision of a virtual platform (MS TEAMS and digital hub in the Euro-emotur website), where SMEs and technology companies can engage in meaningful interactions. From curated networking sessions to structured discussions, the plan ensures that participants have ample opportunities to explore collaborative potential and delve into the specifics of potential partnerships.

d) Guidance and Support:

Recognizing the diverse backgrounds and unique needs of participants, the meticulously crafted Euro-emotur Transnational Matchmaking Events Plan places a strong emphasis on providing comprehensive guidance and support throughout the entire engagement process. This inclusive approach entails hosting informational sessions, facilitating resource sharing, and providing expert insights. These initiatives are strategically designed to assist both SMEs and technology companies in navigating the intricate nuances of collaborative endeavors.

The overarching goal is to empower participants by equipping them with the knowledge and tools necessary to make well-informed decisions, thereby fostering successful partnerships. The systematic methodology outlined in the plan serves as an extensive manual, transforming participation into a meaningful expedition. With dedicated attention to each stage and a steadfast commitment to precision, the plan aims to transcend the conventional scope of matchmaking events.

5. Logistics

Transnational Online Matchmaking Events Plan, addresses critical operational elements crucial for the effective implementation of the virtual event. Key components include:

a) Technological Infrastructure:

This section provides an intricate examination of the selected online platform (MS TEAMS), furnishing a comprehensive understanding of its functionalities, accessibility features, and technical prerequisites imperative for participant engagement. The goal is to offer a detailed overview of the digital framework underpinning the virtual events, ensuring participants are well-equipped to navigate and actively participate in the online environment.

Essentially, this segment explores the technological underpinnings integral to the virtual event experience. It seeks to clarify the platform's capabilities, accessibility features, and the technical prerequisites participants need to fulfill, laying the groundwork for a smooth and efficient interaction during the entirety of the transnational matchmaking event.

To ensure seamless participation in the online matchmaking event, SMEs must meet various prerequisites. Firstly, a stable and reliable internet connection is crucial. Compatible devices, such as laptops, desktop computers, tablets, or smartphones capable of running Microsoft Teams, are also necessary. At this stage, creating a Microsoft Teams account is not mandatory, as participants will access the platform as guests without the need for a registered account. Keeping the software up-to-date is essential to leverage the latest features and ensure compatibility. Having a microphone and preferably a camera is recommended for effective communication during virtual sessions. If using the web version of Microsoft Teams, it is crucial to have a compatible web browser such as Google Chrome, Mozilla Firefox, Microsoft Edge, or Safari. Participating in any offered pre-training sessions is advisable to become familiar with the specific features of Microsoft Teams and maximize efficiency during the event. Furthermore, companies should prepare any documentation or materials they wish to share during the matchmaking sessions.

b) Registration and Access Procedures:

Registration Process: Participants will be able to register through a form that will be sent to SMEs via email and will also appear on the Euro-emotur website. (see [Annex 2](#)).

Confirmation Mechanism: Participants will complete a registration form (refer to Annex 2), and upon successful registration, an automated message will be sent specifying the days of the matchmaking event, the schedule, and the timing. Additionally, participants will receive a link the day before the event, enabling them to connect seamlessly to the platform. This approach ensures a transparent and communicative process, providing participants with all necessary details for their participation.

Access Instructions: Clear and concise instructions on how registered participants can access the virtual sessions. This may include information on login credentials, links, or any specific software requirements for seamless participation.
Troubleshooting Guidelines: In the event of technical assistance, participants can contact Euro-emotur via email at euroemotur@ulpgc.es. This ensures that participants have the necessary support if they encounter any difficulties during the registration or access process, allowing for a prompt resolution of potential issues.

By addressing these elements, we facilitate a user-friendly and efficient experience for participants, promoting a smooth onboarding process and seamless engagement with the Euro-emotur virtual matchmaking events.

c) Technical Support Details:

Communication Channels: participants can establish communication with the technical support team through designated email addresses, such as euroemotur@ulpgc.es and projects@etoa.org. Additionally, dedicated hotlines and in-platform chat options are available for seamless connectivity. This ensures an efficient and straightforward means for participants to reach out and receive support as needed.

d) Strategies for Interactivity:

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Regarding the online matchmaking event, strategies for interactivity have been meticulously devised to engage participants actively. Specifically, dedicated Q&A sessions will be implemented, setting aside a specified time, 5 minutes, to address queries, respecting the turn-taking process facilitated by the online platform's hand-raising feature. Additionally, interactive surveys (see [Annex 3](#)) will be seamlessly integrated to gather valuable feedback, opinions, or preferences from participants, enhancing their involvement and providing insights for event enhancement. Virtual networking sessions will be facilitated, creating opportunities for participants to connect with service providers, speakers, or sponsors, fostering relationship-building and collaboration. The incorporation of multimedia elements and interactive presentations aims to captivate audience attention and encourage active participation. This comprehensive approach is designed to craft an immersive and participatory experience during the Euro-emotur Transnational Matchmaking platform, ensuring attendees are active contributors rather than passive observers.

e) Material Distribution:

An efficiently organized and easily accessible system for distributing materials is in place to ensure participants have comprehensive resources, enhancing their overall engagement in the Euro-emotur Transnational Matchmaking Event. Leading up to the event, participants will receive essential materials, including the agenda and presentation details, ensuring preparedness for the online format. Clear instructions will be provided, addressing prerequisites such as the required web browser, camera, microphone, etc. Additionally, participants will be furnished with relevant materials, such as PowerPoint presentations and recordings of the matchmaking sessions. During the live sessions, seamless access to these materials will be facilitated through integrated platforms or accessible links shared in real-time. Post-event, participants will be given access to a satisfaction survey, emphasizing the use of the digital hub as a platform for communication with service providers and other SMEs. This holistic approach aims to streamline the participant experience, ensuring efficient access to materials and promoting interactive engagement throughout the various stages of the event.

f) Time Management Planning:

A detailed schedule has been crafted, specifying the timing and duration of each session. This meticulous planning ensures a well-structured and organized flow of the online matchmaking event throughout the virtual

program, facilitating a seamless experience for participants. Strategically we have designated breaks and intermissions that are not integrated yet into the schedule. These intervals provide participants with valuable opportunities for rest, networking, and interaction, enhancing the overall event experience.

Regarding the communication is maintained taking into account the overall duration of the event. This transparency allows participants to effectively plan their engagement and manage their time commitments, contributing to a streamlined and well-coordinated program.

Specific time slots are allocated for interactive elements such as Q&A sessions, discussions, and networking opportunities. This intentional planning ensures a balanced and engaging program that encourages active participation from participants.

Finally in this kind of virtual events there is always room for time flexibility. In this case we have provided a flexible schedule. This recognition allows for adaptability, maintaining a dynamic and responsive event environment that accommodates evolving circumstances.

6. Evaluation

In order to gain a thorough understanding of the success and areas for improvement of the Euro-emotur Transnational Matchmaking Event, as well as its overall contribution to the project's objectives, an evaluation mechanism has been devised. This includes the implementation of structured participant feedback mechanisms, such as surveys, to assess satisfaction, engagement levels, and gather suggestions for improvement. Following the event, comprehensive post-event reports will be compiled, the minutes, recordings, participant feedback summaries, and recommendations for future enhancements. This compilation will be shared through the Euro-emotur team, with delivery facilitated via the email address euroemotur@ulpgc, ensuring transparent communication and fostering ongoing collaboration for continual improvement.

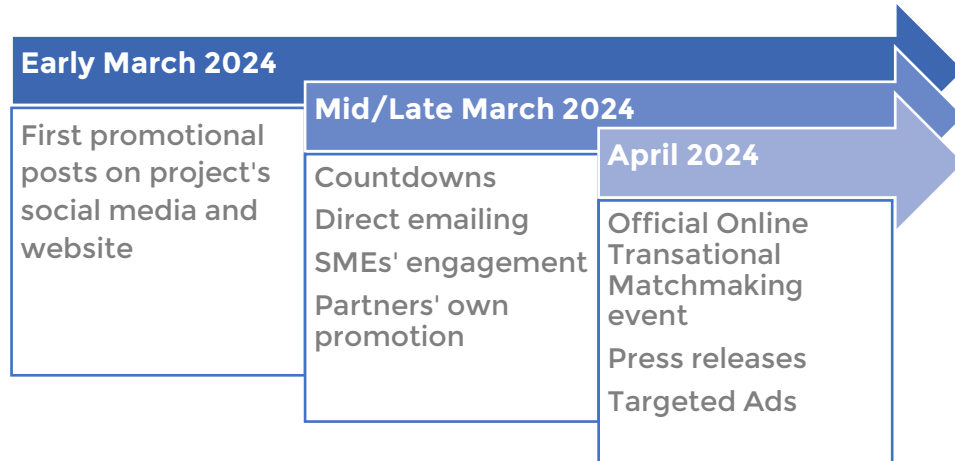
7. Communication

The communication strategy encompasses the identification of stakeholders, presenting a comprehensive list targeted by the plan, along with key messages articulating the event's purpose, benefits, and anticipated outcomes. In the realm of communication channels, the Euro-emotur consortium delves into various platforms, including social media and websites, as well as details the design and execution of targeted email campaigns for effective participant engagement. The content calendar section sheds light on the content strategy, outlining thematic topics and themes designed to keep participants informed, coupled with a schedule indicating the frequency of content dissemination to sustain participant interest. Lastly, the stakeholder feedback mechanism elucidates how

participant opinions are gathered through surveys and feedback forms, followed by an analysis process detailing how collected feedback is utilized to enhance communication strategies.

- Targeted list ([Annex 4](#))
- Mail Campaign ([Annex 5](#))

Figure 1 - Online Transnational Matchmaking Event Communication Strategy



8. Conclusions

The Euro-emotur Online Transnational Matchmaking Events Plan represents a strategic initiative aimed at fostering impactful collaborations between Small and Medium-sized Enterprises (SMEs) and technology companies (service providers). Through a comprehensive and meticulously planned approach, this initiative seeks to create a dynamic environment conducive to innovation and growth for participating businesses.

The overarching objective of the plan is clear—to establish an environment where SMEs and service providers can engage in purposeful collaborations. By strategically coordinating key elements such as the event calendar, matching methodology, logistics, and evaluation mechanisms, the plan aspires to go beyond traditional networking. It aims to be a catalyst for innovation, providing a platform where connections are forged with the potential to propel businesses forward.



The event calendar for 2024, exemplified by the schedule for April, showcases a well-organized series of activities. From the opening and networking sessions to company presentations, workshops, and B2B meetings, each day is strategically designed to maximize collaboration opportunities. The flexible schedule allows for adaptability, ensuring a dynamic and responsive event environment.

In conclusion, the Euro-emotur Online Transnational Matchmaking Events Plan is not merely an event schedule but a strategic blueprint for fostering collaboration, innovation, and growth. As SMEs and service providers embark on this journey, the plan serves as a guide, ensuring a dynamic and purposeful



environment where collaboration meets opportunity. Through thoughtful planning and execution, the plan positions itself as a catalyst for transformative connections and sustainable business growth.

Annex 1 – Service Providers Form

Co-funded by EISMEA - COSME programme of the European Union under grant agreement 101038111

Application Form for service providers

This application form is directed at tourism and digitalisation service providers which would like to express their interest to form part of the pool of service providers for the Euro-emotur: THE JOURNEY TOWARDS DIGITALIZATION. THINKING DIGITAL TOURISM THROUGH NEUROMARKETING AND EMOTIONS. Please fill in all required fields and submit your application no later than 30th April 2024. Once your company or individual profile has been analysed, you will receive a notification confirming or rejecting your admission to the pool.

Company or self-employed? *

Select A Type
▼

Company Name *

Country of residence or registration of the company? *

Service provider category *

▼

Company Contact Person (full name) *

First
Last

Contact Person E-Mail *

Contact Person Phone Number *

Company Website *

Company or Personal LinkedIn (optional)

Company or Personal LinkedIn (optional)

In which subjects do you have expertise? *

- Web usability
- Digital workspace solutions
- Data analytics and data management
- Content analysis: text, video and pictures
- Digital marketing and communication
- Eye tracking, face coding, EEG, virtual reality, physiographic techniques and content analyses, neuromarketing
- Benchmarking analyses and indexes

Specify the other subject(s):

In which areas can you or your company provide support? *

- Improvement and digitalisation of internal processes
- Improvement of client relations and sales
- Improvement of product or service through digitalisation or digital tools
- Development of a digitalisation strategy or action plan
- Capacity building and training in digitalisation
- Development of digital tools and solutions

Languages in which you are able to provide your service. *

- English
- Finnish
- French
- Italian
- Portuguese
- Spanish



Specify other language(s)

Present yourself/ your company *

Maximum of 1000 characters. *Currently Used: 0 characters.*

In which way can you support tourism SMEs in their digitalisation process? *

Maximum of 1000 characters. *Currently Used: 0 characters.*

Curriculum Vitae *

No se ha seleccionado ningún archivo

Supporting documentation (optional)

No se ha seleccionado ningún archivo



Photo (optional)

No se ha seleccionado ningún archivo

Legal Bases and Processing of Personal Data *

I confirm I have been informed about the legal bases and the processing of personal data indicated in the " Open Call for Service Providers".

This site is protected by reCAPTCHA Enterprise and the Google [Privacy Policy](#) and [Terms of Service](#) apply.

Annex 2 - Registration Form to the Online Matchmaking Event

Registration for the Online matchmaking event

To 22. 04.2024 from 24.04.2024

This form will be used for the workshop that will take place on xx xx at xxx on the MS TEAMS platform. By filling in your details you give us access to send you the invitation. Remember that the invitation will be sent 24 hours before. Remember to check your email and your spam. Please contact us at euroemotuR@ulpgc.es.



1. Name and surname

Enter your answer

2. SME you belong to

Enter your answer

3. Service Provider you belong to

Enter your answer

4. Country

Enter your answer

5. Email

Enter your answer

Submit



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Annex 3 – Satisfaction Survey

**Online matchmaking event
Euro-emotur project satisfaction survey**

24/04/2024

Hello! Would you like to take 2 minutes to complete this Euro-emotur project satisfaction form? It would be great to send the answer by [deadline]. thank you!

Start now

1. Are you a SME or a Service Provider?

Enter your answer

2. What is your job role?

- Team leader
- Manager
- Parent
- Administrator
- Other

3. In general, how satisfied are you with the Euro-emotur project at the moment?

- Extremely dissatisfied
- Somewhat dissatisfied
- Neither satisfied nor dissatisfied
- Somewhat satisfied
- Extremely satisfied

4. Euro-emotur project course Satisfaction Survey

	Strongly disagree	Disagree	Neither agree nor disagree	Agree	Strongly agree
The online matchmaking event was well organised (information, adherence to dates and timetables, delivery of material).	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The number of participants in the group has been adequate for the development of the course.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The online matchmaking event contents met my needs.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
There has been an appropriate mix of theory and practical application.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The duration of the online matchmaking event was sufficient according to the objectives and contents	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The timetable has favoured attendance at the online matchmaking event	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The way the online matchmaking event has been delivered or tutored has facilitated my networking expectations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The online matchmaking event has an in-depth knowledge of the topics treated	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The documents and materials provided are understandable and adequate.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



The online matchmaking event are up to date	<input type="radio"/>	<input type="radio"/>
It has allowed me to acquire networking whose companies I work with in synergy	<input type="radio"/>	<input type="radio"/>
I have broadened my knowledge to advance my professional career	<input type="radio"/>	<input type="radio"/>
Overall satisfaction with the online matchmkaing event	<input type="radio"/>	<input type="radio"/>

5. How could this course be improved?

*

Enter your answer

6. Would you attend this course again?

- Yes
- No
- Maybe

Submit

Annex 4 – Target List

a) SMEs

Applicant	Country	Marker
Artenatur	Canary Islands	ULPGC-TIDES
ASOCIACION TURISMO RURAL ISLA BONITA	Canary Islands	ULPGC-TIDES
Bnbdays	Canary Islands	ULPGC-TIDES
Canarian Hospitality SL	Canary Islands	ULPGC-TIDES
Fatmas 2016 SLU	Canary Islands	ULPGC-TIDES
INVERSIONES BAHIA DE AVALOS S.L	Canary Islands	ULPGC-TIDES
Inzulae SLU	Canary Islands	ULPGC-TIDES
Kildesa S.L.	Canary Islands	ULPGC-TIDES
KUSTAVI S.L.U.	Canary Islands	ULPGC-TIDES
LPBUS Incoming	Canary Islands	ULPGC-TIDES
MEDHER WORLD COMPANY, S.L.	Canary Islands	ULPGC-TIDES
RK HOTELS CANARIAS 2015 SL	Canary Islands	ULPGC-TIDES
Sand and Sea Resorts, S.L.	Canary Islands	ULPGC-TIDES
Te Llevo Travel SL	Canary Islands	ULPGC-TIDES
Viajes Canarias Rural s.l.	Canary Islands	ULPGC-TIDES
ALOHA TURIA	Only Spain Mainland	ULPGC-TIDES
CICERONE Cultura y Ocio SL	Only Spain Mainland	ULPGC-TIDES
NO LIMIT EXPERIENCIAS SL (ATECV)	Only Spain Mainland	ULPGC-TIDES
Oceano de Experiencias, S.L.	Only Spain Mainland	ULPGC-TIDES
Sustainable Experiences Europe S.L.	Only Spain Mainland	ULPGC-TIDES
Turiart	Only Spain Mainland	ULPGC-TIDES
VIATGES TRAVELTEC	Only Spain Mainland	ULPGC-TIDES
Warq Events & Holidays SL	Only Spain Mainland	ULPGC-TIDES
Azores Wine Company, Mri, Lda	Portugal	ULPGC-TIDES
Escape SA (campigir)	Portugal	ULPGC-TIDES
Expotel LDA	Portugal	ULPGC-TIDES
Go2Nature, Unipessoal Limitada	Portugal	ULPGC-TIDES
MTLV VIAGENS & LOGISTICA LDA	Portugal	ULPGC-TIDES
NH CONCIERGE SERVICES LDA	Portugal	ULPGC-TIDES

Romainveste - Investimentos Turisticos, SA	Portugal	ULPGC-TIDES
Rotas do Vento Lda (PT-502735252)	Portugal	ULPGC-TIDES
Torres & Barreira, Lda	Portugal	ULPGC-TIDES
UPSTREAM PORTUGAL	Portugal	ULPGC-TIDES
Arctic Light Hotel Oy	Finland	HAAGA-HELIA
Explore Finland Oy	Finland	HAAGA-HELIA
Foribon Oy	Finland	HAAGA-HELIA
Glass Resort Arctic Circle Oy	Finland	HAAGA-HELIA
Golf Tailors Oy	Finland	HAAGA-HELIA
GreenStar Hotels Oy	Finland	HAAGA-HELIA
HANNAN Travels Oy	Finland	HAAGA-HELIA
Harriniva Oy	Finland	HAAGA-HELIA
Hotel Arthur Oy	Finland	HAAGA-HELIA
Hullu Poro Oy	Finland	HAAGA-HELIA
Natura Viva Oy	Finland	HAAGA-HELIA
Pyhä Igloos Oy	Finland	HAAGA-HELIA
Savonlinnan Seudun Matkailu Oy / Savonlinna Travel Ltd	Finland	HAAGA-HELIA
Vaikon Loma ja Lohi AY	Finland	HAAGA-HELIA
Vanajanlinna Oy	Finland	HAAGA-HELIA
Vuokatin Matkailukeskus Oy	Finland	HAAGA-HELIA
Baltic Clipper Ltd	Lithuania	HAAGA-HELIA
Baltic Travel Group UAB	Lithuania	HAAGA-HELIA
Baltic Way, UAB	Lithuania	HAAGA-HELIA
BPC Travel	Lithuania	HAAGA-HELIA
MB TAVO GIDAS	Lithuania	HAAGA-HELIA
UAB Janikes keliones	Lithuania	HAAGA-HELIA
UAB Pilni lagaminai	Lithuania	HAAGA-HELIA
www.deltatours.lt	Lithuania	HAAGA-HELIA
Aegean Outdoors IKE	Greece	HAAGA-HELIA
ALEXANDROS KOURELIS VISIT METEORA	Greece	HAAGA-HELIA
ASKLEPIEIA HEALTH CLUSTER SA	Greece	HAAGA-HELIA
CITY CONTACT MEPE	Greece	HAAGA-HELIA
ELISABETH PLUS S.A.	Greece	HAAGA-HELIA
MAZI TRAVEL SERVICES	Greece	HAAGA-HELIA
OUTDOORS TRAINING I K E	Greece	HAAGA-HELIA
Camping Mare monti*	Italy	CISET
CHARME&ADVENTURE Srl*	Italy	CISET
Gea Ambiente e turismo*	Italy	CISET
Genova City Hotel srl	Italy	CISET
Gilf srl	Italy	CISET
Hotel Savoia Genova	Italy	CISET

Hotma Srl - Hotel Porto Antico Genova	Italy	CISET
MobilitySquare SRL*	Italy	CISET
Molise Wow*	Italy	CISET
NWT SRL	Italy	CISET
S-Cape Countryside Travels	Italy	CISET
Somewhere Sas	Italy	CISET
Valdichiana living*	Italy	CISET
Hotel Villa Ottone	Italy	CISET
Villa Retreats	Italy	CISET
Albergo Erica Sas di Vescovi A. & C.	Veneto	CISET
BORGO RONCHETTO	Veneto	CISET
CIRCOLO VIAGGI SRL	Veneto	CISET
Delta Tour Navigazione Turistica & Crociere Fluviali	Veneto	CISET
G Boutique srl	Veneto	CISET
Hirondelle Srl	Veneto	CISET
Hotel Alla Torre	Veneto	CISET
Innovazioni srl	Veneto	CISET
Insidecom srl	Veneto	CISET
IT-Excellence by Asolando	Veneto	CISET
Itinera SRL	Veneto	CISET
Kia Ora S.R.L.	Veneto	CISET
La Rocca Camp srl	Veneto	CISET
Le Palme Camping Srl	Veneto	CISET
Palazzo Vitturi Srl	Veneto	CISET
Park Viaggi S.R.L.	Veneto	CISET
Rapallo sas - Mare Live	Veneto	CISET
Rocca dei leoni - Villa Ducale	Veneto	CISET
San Benedetto Camping	Veneto	CISET
Venice Tours	Veneto	CISET
Villaggio Turistico Internazionale	Veneto	CISET

b) Service providers updated

Name	Country	Type of Enterprise	Category	Languages
Atlantis Technology	Spain	Company (more than one employee)	Technology (Innovation Provider)	EN, ES, PT
Salmi Platform Oy	Finland	Start up	Expert	EN, FIN
Salmi Productions Oy	Finland	Start up	Expert	EN, FIN
Benchmarking Alliance	Sweden	Company (more than one employee)	Technology (Innovation Provider)	EN

HMMH Consulting Oy Mainostoimisto Kiuas Oy/ De nombre auxiliar	Finland	Company (more than one employee)	Expert	EN, FIN
Mainostoimisto Seven-1 and Visitlo Sécuro das Luzes, Lda./ La empresa que presta los servicios Einlightenment	Finland	Company (more than one employee)	Expert	EN, FIN
	Portugal	Company (more than one employee)	Consultant	EN, PT
AnySolution	Spain	Company (more than one employee)	Technology (Innovation Provider)	EN, ES, FR, ITAL
Limefish srl	Italy	Company (more than one employee)	Expert	IT
My company srl	Italy	Company (more than one employee)	Technology (innovation provider)	EN, IT
Hotel Performance SRL	Italy	Company (more than one employee)	Technology (innovation provider)	IT
Traversi	Italy	Company (more than one employee)	Expert	IT
2 Coders Studio S.L.	Spain	Company (more than one employee)	Technology (Innovation Provider)	EN, ES
Innoarea Projects S.L.	Spain	Company (more than one employee)	Technology (innovation provider)	EN, ES, PT
Goli Neuromarketing	Spain	Company (more than one employee)	Technology (innovation provider)	EN, ES, PT
Koobcamp S.r.l.	Italy	Company (more than one employee)	Consultant	IT
DM COMUNICACION SRL	Italy	Company (more than one employee)	Consultant	IT
Orbisnauta	Spain	Start-up company (max 5 years existence, with an innovative edge)	Technology (innovation provider)	EN, ES

Intakt B.V.	Netherlands	Company (more than one employee)	Technology (innovation provider)	EN, DUTCH
Aptual Commerce Oy / Johku	Finland	Company (more than one employee)	Technology (innovation provider)	EN, FIN
Let´s Talk Management (LTM)	Spain	Company (more than one employee)	Consultant	EN, ES
Sähköinen Liiketoiminta Suomi Oy	Finland	Company (more than one employee)	Expert	EN, FIN
Wise People	Spain	Start-up company (max 5 years existence, with an innovative edge)	Technology (innovation provider)	EN, FIN, FR, ITA, PT, ES
Mainostoimisto Davas Oy	Finland	Company (more than one employee)	Technology (innovation provider)	EN,FIN
Jampaa srl	Italy	Company (more than one employee)	Technology (innovation provider)	EN, ITL
INTERNET TOURISM SOLUTIONS S.L.U	Spain	Company (more than one employee)	Technology (innovation provider)	EN, ES, FR,IT, PT
Firenzewebdivision srl	Italy	Company (more than one employee)	Technology (innovation provider)	EN, FR, IT
PIARDI	Italy	Self-employed or sole trader	Technology (innovation provider)	EN, IT



Annex 5 – Mail Campaign



Co-funded by the COSME programme of the European Union

Save the Date: Euro-emotur Online Matchmaking Event for SMEs in April!

Dear [SME Representative/Contact],

Mark your calendars! You're invited to the Euro-emotur Online Transnational Matchmaking Event for SMEs happening in April. Join us for an engaging session to connect with potential partners, explore collaborations, and discover the benefits of the Euro-emotur project.

Key Details:

- Date:** April 22nd-24th
 - Platform:** MS TEAMS
 - Objective:** Networking and partnership opportunities within the Euro-emotur consortium.
- Stay tuned for more details and the official invitation. We look forward to your valuable participation in this exciting event!

Best regards,

[Your Name]
[Your Title]
[Your Organization]

