

EUROPEAN SUBCONTRACTING MATCHING

www.esm-agenda.com



Partner
country
Italy

November 7th - 8th 2018
Stuttgart – Germany

Contemporary Event



SPECIAL COMPONENTS MACHINES AND PLANTS

What is the ESM Event?

The “European Subcontracting Matching” event allows buyers in the manufacturing industry and European suppliers, specialising in industrial subcontracting, to meet and discuss requests for quotation and new projects.

What are the advantages for the buyer?

Buyers meet qualified suppliers that match their standard. Before the event our technical department will pre-select the suppliers considering the received RFQs. The buyer will verify the list of potential suppliers. Then, the selected suppliers will confirm the projects’ technical feasibility and their interest to prepare an offer for the requested components.

This is why the meetings will be really targeted, without missing time or energy. During the event, the buyer could start with a commercial discussion regarding the presented offers.

Who are the suppliers?

The participating suppliers are small- and medium-size companies (from 15 to 250 employees, annual turnover from € 1 million to € 50 million) specialising in different processes of mechanical subcontracting. They manufacture exclusively custom-designed parts, in single pieces or in small, medium series up to mass production. They have production facilities in Europe and are interested in increasing their customer portfolio.

Why in Stuttgart?

The Baden Württemberg area is one of the most prosperous and modern regions in Europe. It has a thriving economy that offers high level innovation and great variety in production capabilities.

How to participate?

In order to participate, please download the registration form from our website www.esm-agenda.com (“BUYERS REGISTRATION” menu), send it to the e-mail address info@esm-agenda.com or to the fax number +39 0423 721857, and follow the instructions provided by our staff.

“As a buyer, I have to find urgently more reliable suppliers for our new project.

I will participate at the ESM event, after sending my RFQ. I will meet new pre-selected suppliers that will present to me a quotation for my project.”



Productive processes of participating suppliers

MANUFACTURING OF COMPONENTS BASED ON CUSTOMER DRAWING FOR **PLANTS, MACHINERY AND EQUIPMENTS**

Several suppliers in this category are specialising also in single pieces production

Turning and milling of components from small to large dimensions (also with heat and/or surface treatments)

Mechanical machining on fabricated and casted parts (also heavy components)

Fabrication (from light to heavy)

Grey and spheroidal graphite iron casting (also SiMo)

Assembling of mechanical components, systems (automations) and complete machines



How to participate

Start now

Meet motivated subcontractors, ready to discuss your requests for quotation. Simple steps to attend the ESM Event:

1. Purchasing needs

The buyer compares his current purchasing needs regarding drawing based components with the list of suppliers' processes in this brochure at page 3.

2. Buyer's participation

To join the event, the buyer sends the registration form, filled and signed, to the e-mail address info@esm-agenda.com or to the fax number: +39 0423 721857.

3. RFQs and technical drawings

The buyer sends current requests for quotation to rfq@esm-agenda.com, completed with: technical drawings, information about surface and heat treatments, material type, annual production volumes, eventual non-disclosure agreement, terms of delivery and supply.

4. Suppliers Selection

The organiser selects the potential suppliers according to the buyer's RFQs (and related technical drawings) and sends the "suppliers list" to the buyer.

5. Evaluation of "suppliers list"

The buyer excludes not suitable suppliers from the list (e.g. suppliers already known to the company or suppliers who are already working with). Thereafter, the buyer authorises the organiser to send the RFQs to the selected suppliers and informs the organiser of the estimated time of arrival to the event.

6. RFQs and technical drawings to the suppliers

The organiser sends the RFQs to the selected suppliers, who verify the project's feasibility and their interest to prepare the related offer.

7. Buyer's meeting list

The organiser sends the "meeting list" to the buyer.

8. Meetings between buyers and suppliers

During the event, the buyer will meet the selected suppliers and discuss with them about the projects and their offers.

"Discuss concretely and personally about our project with the suppliers has been really effective."



96% of participating buyers achieved all or part of their set goals.

Some among participants to previous editions

- A. Celli Non Wowens SPA
- Atlas Copco BLM
- Aviointeriors SpA
- Battenfeld-Cincinnati Germany GmbH
- Bobst Mex SA
- Dr. Boy GmbH & Co. KG
- Fedegari Autoclavi SpA
- Fischer Fortuna GmbH
- Frei Fördertechnik AG
- Gram Equipmen
- Gruppo Fabbri Vignola SpA
- Gugler Water Turbines GmbH
- Mafac - E. Schwarz GmbH & Co. KG
- Manz AG
- MOOG Italiana
- Müller Martini Maschinen & Anlagen AG
- Müller Production SA
- O.M.F.B. Spa Hydraulic Components
- Ocme Srl
- Opto Engineering Srl
- Pietro Fiorentini SpA
- Prysmian Cavi e Sistemi Italia Srl
- Rimoldi & CF Srl
- Samag GmbH
- SKF Actuation System AG
- SKF Transrol
- Spectron Gas Control System GmbH
- Tornos SA
- Uster Technologies AG



ESM Padua 2017

March 8th-9th

Buyers' countries of origin:	Italy, Austria and Switzerland
Requested articles:	315
Registered buyers:	15
Exhibitors at the SOH (suppliers):	30
Meetings (negotiations) carried out:	46

ESM Stuttgart 2016

October 5th-6th

Buyers' countries of origin:	Germany, Denmark, Switzerland and Italy
Requested articles:	433
Registered buyers:	11
Exhibitors at the SOH (suppliers):	45
Meetings (negotiations) carried out:	44

SOH Stuttgart Contemporary event



In the area dedicated to the **SOH “Subforama Open House”** event, which takes place at the same time as ESM, all buyers will have access to the Subforama Exhibition Point. Samples produced by the subcontractors, members of the Subforama platform, will be exhibited.

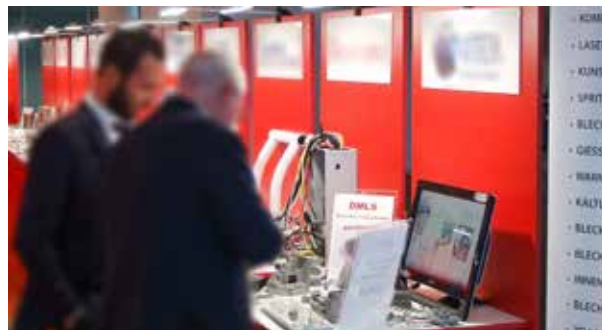
Our Subforama staff will provide information and distribute documentation about the exhibiting suppliers during the event.

Visiting SOH, buyers will have the opportunity to learn more about Subforama services and supplier’s capabilities.

SOH Padua 2017

March 8th-9th

SOH exhibition



Buyers in SOH Area Padua*

SOH Stuttgart 2016

October 5th-6th

SOH exhibition



Buyers in SOH Area Stuttgart*

*Due to confidentiality reasons, the suppliers names are not shown on the picture.

Included services

The participation fee amounts to € 90.- per day/buyer (VAT excluded), and includes the following services:

- Evaluation of your purchasing needs
- **Suppliers selection according to your RFQs**
- **Meeting plan with subcontractors, who have declared your RFQs to be technically feasible and are interested in the project**
- Personal meetings with subcontractors, to discuss their offers
- Free entry to the SOH – Subforama Open House – area, to evaluate the suppliers samples
- Tables for the meetings with subcontractors, complete with company logo and fresh drinks
- Lunch (drinks excluded)
- Access to free Wi-Fi
- Coffee break with coffee and light refreshments
- Assistance during the event

Pre-registration deadline: **June 28th 2018**

To start negotiations it is essential to meet suppliers who confirmed in advance the technical feasibility of your inquiries.



Event programme

Wednesday, November 7th 2018

08.00 - 09.00: Registration
09.00 - 12.30: Match Meetings
12.30 - 13.30: Lunch break
13.30 - 17.00: Match Meetings

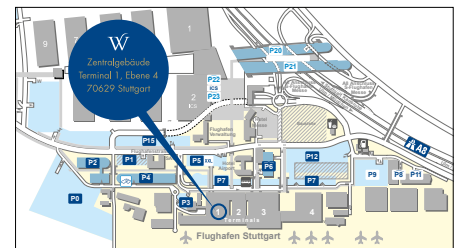
Thursday, November 8th 2018

08.00 - 09.00: Registration
09.00 - 12.30: Match Meetings
12.30 - 13.30: Lunch break
13.30 - 17.00: Match Meetings

Location - How to reach us

Wöllhaf Konferenz und Bankettcenter

Terminal 1, Level 4 - 70629 Stuttgart Airport
Tel.: +49 (0)711 9482700
E-Mail: kbc.str@airport-konferenz.de



BY PLANE

Fly to Stuttgart Airport. You will find the Wöllhaf Konferenz und Bankettcenter only a few steps.
You arrive at terminal 1, second floor – reach the fourth floor and follow the Wöllhaf's signs.

BY CAR

Follow the motorway A8 (Munich-Karlsruhe) or the Bundesstrasse B 27, connection point Stuttgart airport. You have to drive to the Stuttgarter Kreuz and follow the signs to the airport. A green system of signs leads you to several parking lots. The way to the Terminal 1 is posted. You receive a 50% discount for the following car parks P0-P7, P12 or P15.

BY TRAIN - BUS - TAXI

You have to get off at the Stuttgart main station and take the underground lines S2 or S3 directly to the Stuttgart Airport, Terminal 1 (about 30 minutes). The Conference center is situated on level 4.

Europass s.r.l.

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