



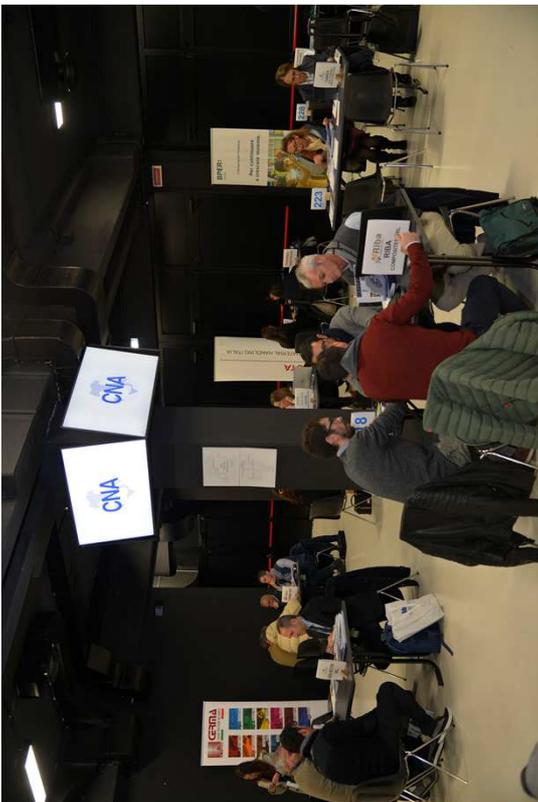
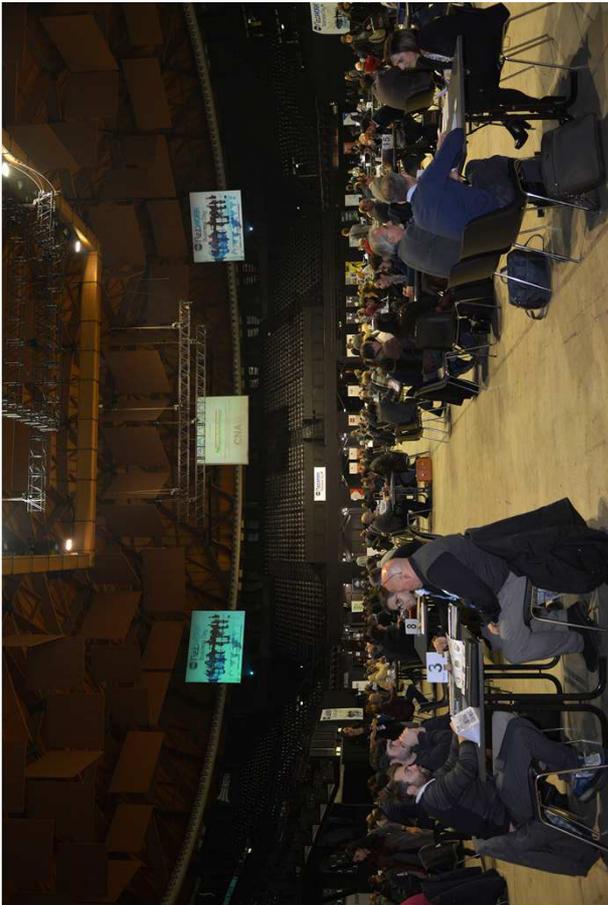
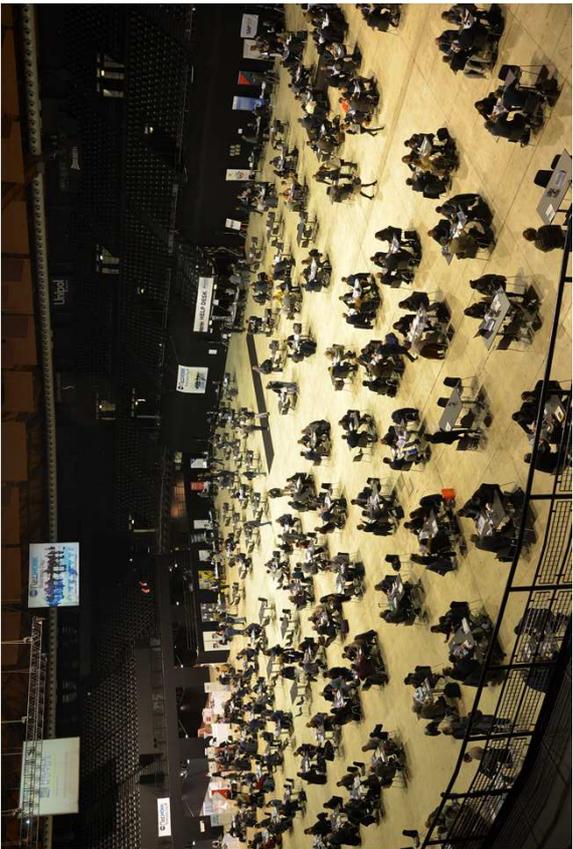
## CNA EXPERIENCE IN MACHMAKING EVENTS

CNA BUSINESS DAY <http://www.cnanetwork.it/>

organized every year by CNA (Italy)

Many entrepreneurs take part to this event to **develop partnerships, sell products or services, acquire strategic contacts and develop a network of business opportunities.**

There are also **player companies** (companies that are responsible for production chains for production and organization) who will take part in the matching day to meet and select possible new suppliers.



## BENEFITS:

- Promote products/services
- Share solutions
- Increase business contacts
- Reduce the costs

# CNA NETWORK Business Day



## HOW DOES IT WORK?



### Step 1: Registration

- Companies interested in participating, fill in the appropriate online application form presenting their company and their business

### Step 2: Pairing

- each company must send meeting requests to other registered companies (including Player companies) that they wish to meet.

### Step 3: Participation

- Based on the appointment schedule during the day you can take part in:
  - 1) individual scheduled meetings of 20 minutes each, between the entrepreneur and other entrepreneurs / managers of the participating companies, including Player companies.
  - 2) Further meetings in the empty time spaces, compared to those programmed in the agenda directly the day of the event
  - 3) thematic workshops on current topics and interest of the supply chains involved, with the presentation of real opportunities and services.

The logo for CNA NETWORK Business Day. It features a dark blue circle with the white text 'CNA' inside. To the right of the circle, the word 'NETWORK' is written in a large, blue, sans-serif font. Below 'NETWORK', the words 'Business Day' are written in a smaller, dark blue, sans-serif font.

## CNA NETWORK Business Day



### ADVANTAGES:

- Presenting your company to other companies, enhancing the initiatives undertaken and the future projects on which you want to invest.
- Share experiences and compare yourself on the most complex aspects of the market, without the unnecessary preliminaries typical of the usual business meetings
- Establish contacts that are normally obtained in many months of negotiation
- Identify new customers, sell or better value your products or services
- Know new suppliers, new products, services and technologies to improve business management
- Build relationships to build business networks
- Share good practices to optimize production processes and reduce the costs of your business
- Get to know the regional, Italian and international market better
- Compare yourself on how to effectively open your company to the foreign market