



SME Instrument's Overseas Trade Fairs

Supporting international commercialisation of EU innovation

Hello SME Instrument Innovators!

We offer you a **free booth** at **FIDAE International**,
that will take place on **3-8 April* 2018**
in Santiago, Chile !



Apply here!

Deadline:
25 August 2017

FIDAE 2018

THE GLOBAL EVENT FOR AIR & SPACE

Over 20 years, FIDAE has become the foremost Aerospace, Defence and Security exhibition of Latin America, as well as the most important business platform of the region.

120 000 VISITORS IN 2016

Government Officials, Airlines Presidents, Director of Civil Aviation, Space Agencies, Business Executives, Telecommunications and Business Services Sectors, Defence Ministers, Members of the Armed Forces

+580 EXHIBITORS IN 2016

FROM 46 COUNTRIES, 600 TRADE DELEGATIONS

Civil Aviation, Military Aviation & Defence Technology, Maintenance, Space Technology, Weapons, Armaments & Combat Control Systems, Airport Equipment & Services, Land Systems, Homeland Security, RPAS & Drones, Logistics, Simulator and Training Equipments, Softwares & Imaging, Engines, & Spare Parts, Chemicals, Robots

**At FIDAE International,
OTF offers you**

TO EXHIBIT YOUR TECHNOLOGY

At your own 5 sq.m booth on the SME Instrument Pavilion

PRE-SET BUSINESS MEETINGS

With relevant business counterparts based on your company profile

BUSINESS MENTORING

Support to prepare for the Trade Fair, business meetings and follow-up

INTERNATIONAL VISIBILITY

Promotion of your SME at the Trade Fair, and in the target market/region

Who can apply ?



Phase 1 and Phase 2 SME Instrument funded companies, with a signed Grant Agreement before the application deadline, with global ambitions, a solid international business strategy and who are seriously committed to participating in the trade fair, including a pre-departure briefing in Brussels.



Applications are open to all SME Instrument topics. As FIDAE International focuses on Air and Space Technologies, it will be considered an asset if an applying SME is active in these specific sectors.



Any doubts about your eligibility or the selection process? Please consult our **FAQ**. Our **helpdesk** will also assist you with pleasure.

Executive
Agency for
SMEs

*Programme attendance
dates to be confirmed



A one-year journey together



What should you expect to invest ?

Expenses	Your expected contribution	European Commission contribution	
TRAVEL & ACCOMODATION			
Direct Flight Economy class (Europe—Santiago—Europe)	+/- 1200 €	50% of all expenses up to 1000 € <i>The additional costs may also be covered as dissemination activities under the SME Instrument Phase 2- grant agreement if it is still on-going at the day of the exhibition period at the trade fair.</i>	
Single Room (7* nights in Santiago)	+/- 700 €		
OPTIONAL ADDED-VALUE SERVICES			
Category 1 (Travel and accommodation services)	+/- 1000 €		
Category 2 (Consulting and regulatory advice)			
Category 3 (Printing, translation, booth customising)			
Total	+/- 2900 €		
Human Resources			
Pre-departure briefing in Brussels	1-2 people for 1 day	The Overseas Trade Fairs team to support you through the whole experience	
Overall preparation for the mission	1-2 people for 15 days		
Exhibition in Santiago	1-2 people for 6* days		
Feedback (2 surveys)	1 person for 2 hours		
Follow-up with business partners	1-2 people for ∞ days		

*Programme attendance dates to be confirmed

Acceptance and cancellation policy

Should you be selected to this programme, you will be notified by *Date to be confirmed*
 We expect you to follow up on this by filling in the required Company Profile form.

Cancellations will only be considered in duly documented cases of “force majeure”
 In any other case, you will be excluded from participating to the SME Instrument’s Support to commercialisation services (trade fairs, academy, etc). In case of doubts, please contact our [helpdesk](#).

OverseasTradeFairs@SME-Instrument-OTFs.eu

@H2020SME_OTF SME Instrument – Overseas Trade Fairs

ec.europa.eu/easme/en/sme-instrument-s-overseas-trade-fair-programme

Executive Agency for SMEs

In case of technical issues with the application form, please contact:
EASME-SME-HELPDESK@ec.europa.eu