



Workshop on Business Models of successful R&D Digital Marketplaces

25th of March 2021, online

The present workshop, organized under the auspices of the [VIMMP EU project](#), is dedicated to better understanding and exploring the key ingredients and success factors of business models of existing and emerging scientific R&D Marketplace platforms. Participating companies and projects are given the opportunity to present the business models of their marketplace platforms by means of short pitch-like presentations. In addition, there will be an Investor perspective and plenty of time for discussion.

We thus hope that this event will encourage and foster synergies and collaborations between all such marketplace projects or companies, which should present an advantage for all participants involved.

Agenda of the workshop (all times are in Central European Time):

9:30 – 9:45 Welcome and introduction of participants

9:45 – 10:00 Digital Marketplaces for science based industrial R&D ([Gabriele Mogni](#) and [Alex Simperler](#), [Goldbeck Consulting Ltd](#))

10:00 – 11:00 Current Businesses and their business models (10 min presentation + 5 minute discussion)

- [Matmatch](#), presented by [Christophe Carrié](#) (CEO)
- [Materials Square](#), presented by [Minkyu Park](#) (CSO)
- [OneAngstrom/SAMSON](#), presented by [Stephane Redon](#) (Co-founder and CEO)
- [ideXlab](#), presented by [Jean-Louis Lievin](#) (Co-founder and CEO)

11:00 – 11:15 Break

11:15 – 12:15 Emerging marketplaces and business models

- [VIMMP](#) and [MarketPlace](#), presented by [Gerhard Goldbeck](#) (MD of [Goldbeck Consulting Ltd](#))
- [Market 4.0](#), presented by [Lorenzo Sutton](#) (Senior Researcher at [Engineering Group](#))
- [DOME 4.0](#), presented by [Amit Bhawe](#) (CEO of [CMCL Innovations](#))
- [WeldGalaxy](#), presented by [Xenia Beltran Jaunsarás](#) (Senior Project Manager and Head of Big Data at [Universidad Politécnica de Madrid](#))

12:15 – 12:45 VC perspective, [Kurt Stokbro](#) (Stokbro Invest)

12:45 – 13:30 Discussion on key topics: funding, business models that work in materials science, size of market etc.

[Link to workshop online event \(Microsoft Teams\)](#)