

EOSC-Stakeholder Brokerage Event

1st Preparatory Meeting – 11 December 2025



Funded by
the European Union

Grant agreement ID: 101188045

1. Objectives and format of the EOSC Stakeholder Brokerage Event
2. Introduction to the matchmaking platform and demonstration of its key features
3. Guidance on how to refine your pitch and preparing for the event
4. Q&A

1. Objectives and format of the EOSC Stakeholder Brokerage Event



Funded by
the European Union

Grant agreement ID: 101188045



EOSC Winter School 2026: High-Level Programme

Time	Monday 26 Jan Closed meetings	Tuesday 27 Jan Closed meetings / EOSC WS Brokerage Event	Wednesday 28 Jan Thematic Tracks	Thursday 29 Jan Reporting & Closing
9:00		Build-up Group Meeting	Opening & Introduction	Joint reporting Lessons learned - Brokerage Event & Thematic Tracks
12:30	Individual arrival, welcome & registration	Build-up Group Meeting	Track 1 Track 2 Track 3	closing, reflections & way forward
12:30-14:00	Lunch break	Lunch break	Lunch break	Lunch to go
14:00	Meeting EOSC Federation Build-up Group	Introduction to the Brokerage Event	Track 1 Track 2 Track 3	Legend <div style="background-color: black; color: white; padding: 2px; margin-bottom: 2px;">CLOSED Build-up Group</div> <div style="background-color: #ff69b4; padding: 2px; margin-bottom: 2px;">JOINT – Brokerage Event</div> <div style="background-color: #e0e0e0; padding: 2px; margin-bottom: 2px;">EOSC WS Participants</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Track 1: Federating capabilities and Interoperability</div> <div style="border: 1px solid black; padding: 2px; margin-bottom: 2px;">Track 2: Resources</div> <div style="border: 1px solid black; padding: 2px;">Track 3: Competencies and Training</div>
18:00	Plenary	EOSC Stakeholder Brokerage Event (EOSC WS Participants & Build-up Group)		
after 18:00	Social dinner seated (Build-up Group)	Welcome drinks	Gala dinner / Social event	

EOSC Stakeholder Brokerage Event

Overview

What:

A unique opportunity for EOSC resource providers to meet and pitch solutions to the EOSC Federation Nodes, in a dedicated match-making session during EOSC Winter School 2026.

Target Audience:

EOSC stakeholders interested in the provision of resources to the EOSC Federation, across the EOSC community.

Aim:

Expanding stakeholder participation in the EOSC Federation.

Date:

Day 1 of WS2026 - Tuesday, 27 January 2026 - Afternoon session, h14:00-18:00.

Format

On-site, Speed-dating

- In-person, quick meetings between EOSC Nodes representatives and Resource Providers:
 - 14 meeting tables (1 table per Node) + Hot-desks
 - 10-minute slots
 - Matchmaking supported by an online platform (b2match)



Why participate

Envisaged Outcome

- Onboarding of services/products to the EOSC Federation
- Submission of joint proposals to the EOSC Gravity calls/other programmes
- An early exchange of interests to inform your product development and increase its potential to be onboarded onto the EOSC Federation
- Increased visibility of products/services

3. The Matchmaking Platform



Funded by
the European Union

Grant agreement ID: 101188045

The screenshot shows the website interface for the EOSC Stakeholder Brokerage Event. At the top, there is a teal navigation bar with the eosc logo on the left and a user profile 'You are signed in as Monika Coral_GMAIL SIGN OUT' on the right. Below the navigation bar, the page title 'EOSC Stakeholder Brokerage Event' is displayed in large white text, with the date and location '27 Jan 2026 | Nice, France' underneath. A central card features the eosc logo, the title 'Winter School 2026', and the dates '27 - 29 January 2026' and location 'Nice, France'. The card is decorated with a network diagram of snowflakes in pink and teal.



b2match - Registration Process

Step 1: Invitation message

EOSC Stakeholder Brokerage Event
27 January 2026 / Nice, France

Dear Monika Goral_interia,

Thank you for registering for the EOSC Winter School 2026. We are pleased to invite you to **complete your profile on the matchmaking platform for the EOSC Stakeholder Brokerage Event.**

This tool will provide visibility to your profile and organisation, it will allow to present opportunities for collaboration, and it will support the booking of meetings between attendees.

Please, click the Access button below and complete your profile:

[Access the B2match Matchmaking Platform](#)

Please note that when completing your organisation details, you should first select the option **"Find and join an organisation"** and start typing the first few letters to check whether your organisation has already been added. This will help **avoid creating duplicate records for the same organisation.** Please also note that the search is sensitive to upper- and lower-case letters.

Step 2: Continue to registration



**The event organiser has invited you
to attend EOSC Stakeholder
Brokerage Event**

The event will take place on **27 Jan 2026** in **Nice, France.** For more information, please visit [the event page.](#) 

This invitation was sent to goral@interia.pl. If you have already registered for this event with another email address, please decline this invitation.

[Decline invitation](#)

[Continue to registration](#) ←

b2match - Registration Process

Step 3: Create an account



EOSC Stakeholder Brokerage Event >
27 January 2026
Nice, France

- Create an account
- Participation type
- Complete your profile

Create new Account

or [log in](#) with your existing b2match account

Your email address

The email address cannot be altered when registering via invitation.

Password

First name*

Last name*

or



Continue with LinkedIn



Continue with Google

By signing up, I agree to b2match's [terms of service](#) and [privacy policy](#). I understand that b2match will share my information with the event organiser.

[Cancel registration](#)

Continue

Step 4: Participation type

Register as...

EOSC Node Representative

Representatives from the EOSC Buildup Group, from either Candidate Nodes or the EOSC EU Node, who are in charge of managing the appointment schedule

EOSC Node - Additional Representative

Representatives from the EOSC Buildup Group, from either Candidate Nodes or the EOSC EU Node, who are NOT in charge of managing the appointment schedule

Resource Provider - HE-Project Representative

Representatives of EU HE Projects related to EOSC implementation

Resource Provider - Other than HE-Project Representatives

Anyone with a proposition for a resource to be integrated on the EOSC Federation

EOSC-A Secretariat

Other

Back

Continue

B2match - Registration Process

Step 5: Complete your profile



EOOSC Stakeholder Brokerage Event >
27 January 2026
Nice, France

- Create an account
- Participation type
- Complete your profile
- Organisation details

[Cancel registration](#)

Complete your profile

Profile image



Upload image Delete

The image you select should be a JPG, PNG or GIF file, and it should not be larger than 800 KB.

Job position

Pitch
Introduce yourself to other participants with a short summary.

160

Country*

Poland
▼

City*

Back
Continue

Additional information

If you represent an EOOSC-related HE project, which one?*
Please, provide both the acronym and the full name of the HE project that you represent- Please note that this information will be visible to the other attendees.

If not applicable, please write N/A

EOOSC Gravity

If you bring an opportunity to integrate a resource into the EOOSC Federation, can you describe the readiness of this resource to be taken up?

- Major development is required to exploit the proposed solution
- Some aspects of the solutions need to be clarified
- The solution requires further development to be utilised
- The solution can be exploited without major adaptations

What are the major obstacles for the exploitation of the solution that you are proposing?

- Legal/IPR
- Maintenance/sustainability
- Management/organisational
- Technical
- Other

What are you bringing in to this brokerage event?
Please choose the options that are closer to your intents, among the following:

Back
Continue

Step 6: Organisation details

EOOSC Winter School 2026
27-29 January 2026
Nice, France

EOOSC Stakeholder Brokerage Event
27 January 2026
Nice, France

- ✓ Create an account
- ✓ Participation type
- ✓ Complete your profile
- Organisation details

Organisation details

You can join an existing organisation or create a new one as its representative.

Find and join an organisation

Organisation name*

National

- National Science Centre Poland
Managed by Klaudyna Śpiewak-Wojtyła

Create a new organisation

[Cancel registration](#)

[Back](#) [Continue](#)

Please note:

- Select the option **“Find and join an organisation”** & start typing the first few letters to check whether your organisation has already been added; **This avoids duplicate records for the same organisation;**
- The search is sensitive to upper- and lower-case letters.

Step 7: After successful registration --> Dashboard

eosc Stakeholder Brokerage Event
27 Jan 2026 | Nice, France

[Home](#)
[Agenda](#)
[Participants](#)
[Organisations](#)
[Opportunities](#)
[Matchmaking](#)
[Help Center](#)

MG

MG

Monika Gora_GMAIL
test
Krakow, Poland

Go to my profile

✎

in Share on LinkedIn

SUPPORT CONTACT INFORMATION

ILARIA NARDELLO
EOOSC Association
ilaria.nardello@eosc.eu

Hello Monika!

Congratulations on successfully registering for the EOOSC Stakeholder Brokerage Event. Follow the steps below to finish setting up your networking profile and explore its possibilities.

Next Steps

Confirm your Email Address

We've sent you an email with a link to confirm your Email Address. Did not receive the email?

○

Send again

Finish setting up your profile

Create an impressive networking profile by adding details such as a short pitch, biography, profile picture, and more.

○

Update profile

Create opportunities

Highlight what you're offering or looking for to increase your visibility and the likelihood of successful networking.

○

Add opportunities

Book meetings

You cannot request meetings anymore.

○

Book meetings

My availability

Leave feedback

Please take a few minutes and leave some feedback so that we can improve our upcoming events.

○

Take the survey

G

eosc b2match - Participants Profiles

Profiles include:

- 1 - Profile picture
- 2 - Job position
- 3 - Bookmarks
- 4 - Organisation
- 5 - Answers to registration questions

Participant profiles introduce attendees and what they bring to the table, fostering valuable connections.

1

2 **Klaudyna Śpiewak-Wojtyła**
EOSC Focus I EOSC Gravity
National Science Centre Poland
Kraków, Poland
Resource Provider - HE-Project Representative

3 [Request meeting](#)

[MY ORGANISATION](#) [ABOUT ME](#) [OPPORTUNITIES](#)

My organisation

[X Leave as representative](#)

National Science Centre Poland >
Public Agency/Government
Kraków, Poland

The NCN is a government agency, supervised by the Ministry of Education and Science, set up in 2011 to support basic research in Poland. The National Science Centre (NCN, Poland) is a consortium partner in the Horizon Europe EOSC Gravity project, contributing as Poland's mandated organisation in EOSC-A to the programme that supports EOSC's transition to a new governance/funding model post-2027; with...
[Read more](#) >

About me

SOCIAL MEDIA

[in](#)

SKILLS

[coordination](#) [project management](#) [Data Analysis](#) [Big Data](#)

INTERESTS

[monitoring](#) [life sciences](#) [open data](#) [chemistry](#) [Drug Development](#) [sensitive health data](#)

ADDITIONAL QUESTIONS

5 If you represent an EOSC-related HE project, which one?
EOSC Gravity, EOSC Focus

eosc b2match - Organisation Pages

eosc **EOSC Association**
Other type of Public Resource Provider
eosc.eu/
Brussels, Belgium

ABOUT REPRESENTATIVES OPPORTUNITIES

About

The EOSC Association is the legal entity established to govern the European Open Science Cloud (EOSC). It was formed on 29th July 2020 with four founding members and has since grown to over 200 Members and Observers. The Association membership is jointly responsible for delivering the objectives agreed in the Memorandum of Understanding signed by the European Union and EOSC Association to form the official Partnership. The EOSC ecosystem is being co-created in a series of funded projects and initiatives from Member States and Associated Countries. The EOSC Association plays an important role in helping to coordinate and steer these investments via its Task Forces and other governance structures.

SOCIAL MEDIA

in

AREA OF ACTIVITY

Other

Representatives

IN **Ilaria Nardello** Page admin
Senior Policy Officer
EOSC Association

Carlo Lacagnina
EOSC-A project manager
EOSC Association

Boost visibility, highlight organisations' expertise, and attract partners with dedicated organisation pages.

- Pages enriched with images, description & files
- Customisable organization types
- Customisable areas of activity
- Page admin & organisation representatives
- Marketplace opportunities
- Social media & website links

Marketplace (1)

Expertise

EOSC open calls: Nodes enrolment, Gravity Preparatory and Inter-project, Evaluators

Meet me to address any doubts you have about the EOSC open calls: Nodes enrolment, Gravity Preparatory and Inter-project, Evaluators

Other

Carlo Lacagnina
EOSC-A project manager at EOSC Association
Brussels, Belgium

b2match - Nodes as example of organisation type

14 organisations found

German EOSC Node
National EOSC Node
Germany
Data, Computing and Digital Research

Italian EOSC Node
National EOSC Node
Italy
Data, Computing and Digital Research

Life Sciences Connect EOSC Node
National EOSC Node
Health and Food
EOSC Thematic Node

PaNOSC EOSC Node
Thematic EOSC Node
Grenoble, France
Physical Sciences & Engineering
The Photon and Neutron Open Science Node (PaNOSC)

Polish EOSC Node
National EOSC Node
Poland
Data, Computing and Digital Research
EOSC National Node

14 RESULTS Reset

Search organisations

Bookmarked

ORGANISATION TYPES

- National EOSC Node (13)
- Public Agency/Government (2)
- Other type of Public Resource Provider (2)
- Commercial entity (SME; private for profit) (1)
- Thematic EOSC Node (1)

COUNTRIES

- France (2)
- Italy (2)
- Austria (1)
- Belgium (1)
- Finland (1)

Show all 10

AREAS OF ACTIVITY

PaNOSC EOSC Node

Thematic EOSC Node
eosc.panosc.eu
Grenoble, France

1 profile visit

ABOUT REPRESENTATIVES

About

The Photon and Neutron Open Science Node (PaNOSC) is the Science Cluster representing Photon and Neutron European Research Infrastructures (RIs), developing and providing services for its scientific community and connecting these to the European Open Science Cloud (EOSC).

AREA OF ACTIVITY

Physical Sciences & Engineering

ADDITIONAL QUESTIONS

Upload your lead slide deck

PaNOSC Node_Brokerage_Event.pdf

Representatives

AG Andy Gotz Page admin
Node Coordinator
PaNOSC EOSC Node

+ Request meeting



b2match - Agenda Builder

ⓘ All times are displayed in the default time zone of the event (Europe/Brussels, currently: 08:40).

CHANGE ×

Tuesday, 27 January 2026

14:00 - 14:30

Introduction to the Brokerage Event

14:30 - 18:00

Meetings

Matchmaking Event

📍 Brokerage Event Area ⌚ 15 minute time slots

All time slots selected as available for meetings. [Edit availability](#) >

Manage availability ×

Tuesday, 27 January 2026

Mark all free time slots as available

- ✓ 14:30
- ✓ 14:45
- ✓ 15:00
- ✓ 15:15
- ✓ 15:30
- ✓ 15:45
- ✓ 16:00
- ✓ 16:15
- ✓ 16:30
- ✓ 16:45

Save

b2match - Participants Personal Agenda

Available on browser and mobile app

The screenshot shows the 'EVENT AGENDA' section of the website. At the top, it displays the event title 'EOSC Winter School 2026 Brokage Event' and the date '26 Sept 2025 | Nice, France'. A navigation bar includes 'Home', 'Agenda', 'Speakers', 'Organisations', and 'Opportunities'. Below this, there's a time zone notice: 'All times are displayed in the default time zone of the event. (Europe/Zagreb, currently: 15:43)'. The main content is for 'Monday 20 October 2025'. It lists two events:

- 14:30 - 14:45**: Meeting with Joshua Moller. Location: EOSC-PL - Speed-dating Room. Status: Upcoming in 4 days, All Accepted. Description: 'I'd like to showcase the services developed as part of the Graspos project. You can find more details on my profile.'
- 14:45 - 15:00**: Meeting with Maria Dolores. Location: EOSC-PL - Speed-dating Room. Status: Upcoming in 4 days, All Accepted.

Website

The PDF export shows the event details for '20 October, 2025 / Nice, France' and 'EOSC Winter School 2026 Brokage Event'. It is titled 'Agenda for EOSC-PL' and lists the schedule for 'Monday 20.10.2025':

- 14:00 - 14:30**: Introduction to the Brokage Event, Auditorium.
- 14:30 - 14:45**: Meeting with Joshua Moller. Location: Speed-dating Room - EOSC-PL. Description: 'I'd like to showcase the services developed as part of the Graspos project. You can find more details on my profile.'
- 14:45 - 15:00**: Meeting with Maria Dolores. Location: Speed-dating Room - EOSC-PL.

PDF export

ALL

↑↓ Relevance



PolishNode Representative

Kraków / Gdańsk / Warszawa, Poland
Polish EOSC Node >

SKILLS AAI

INTERESTS Onboarding services



GermanNode Representative

Contact Person
Berlin, Germany
German EOSC Node >

Looking for Services to be hosted by the German Node

SKILLS ICT

INTERESTS ICT



Italian Node Representative

Italian EOSC Node Contact
Italian EOSC Node >

National EOSC Node



SlovakNode Representative

Slovak Node Contact
Slovak EOSC Node >



Resource Providers

Build-up Group Nodes

15 RESULTS

Reset

Search participants

- Bookmarked
- Signed up for matchmaking

COUNTRIES

- Poland (1)
- United Kingdom (1)
- Finland (1)
- France (1)
- Germany (1)

TYPES

- EOSC Node Representative (14)

ORGANISATION TYPES

Menu Tab: Meetings

3 Requesting a meeting

Request a meeting ×

MG Monika Góral-Kurbiel
EOSC Focus | EOSC Gravity

Add meeting partners

Search by name or organisation

You can add 6 more meeting partners.

Meeting description ⓘ

Describe how they benefit from this meeting

Also send the meeting description as a private message
* You cannot send messages while impersonating a participant

Time and location

Let my meeting partner set the time and location

Specify a preferred time and location

Meeting date* Available meeting times

- 14:30 - 14:45 Carlo unavailable
- 14:45 - 15:00 Carlo unavailable
- 15:00 - 15:15 Everyone available
- 15:15 - 15:30 Everyone available
- 15:30 - 15:45 Everyone available

15:00 - 15:15

Cancel **Send request**

4 Meeting overview

    **MG**

All (2) Accepted (1) Pending (1) Cancelled (0)

You have 1 pending meeting requests that are waiting for your response.

Received meeting requests (1)
Accept these invitations to add them to your schedule.

Tuesday, 27 January 2026

14:45

 **Klaudyna Śpiewak-Wojtyła**
EOSC Focus | EOSC Gravity
National Science Centre Poland
Poland

Accept **Decline** ⋮

🕒 14:45 - 15:00 📍 Brokerage Event Area

Upcoming meetings
These are confirmed meetings that have been added to your schedule.

Tuesday, 27 January 2026

14:30

MG **Monika Goral_Interia**
Senior Open Science Specialist
National Science Centre Poland
Poland

🕒 14:30 - 14:45 📍 12. PaNOSC EOSC Node - Brokerage Event Area

5 Meeting ratings

Rate the meeting

How was this meeting for you?

Please rate the meeting and share any additional feedback you may have. Your feedback will be visible only to the organizers.

 **Franco Ted**
Software Engineer at Antranci Inc.

The meeting was great, and cooperation was already agreed upon.

Already booked time slots are not available. This prevents overbooking.

Menu tab: Marketplace Opportunities

Searching for opportunities

EOOSC Stakeholder Brokerage Event
27 Jan 2026 | Nice, France

Home Agenda Participants Organisations **Opportunities** Matchmaking Help Center

7 Opportunities found

Manage opportunities

7 RESULTS Reset

Search opportunities

OPPORTUNITY TYPE

Expertise (2) Onboarding

Field Other (1)

Service (2) Federated AAI (1)
 Other (1)

Partnership (1) Co-development (1)

Product (1) Onboarding (1)

Product
test
test test test
Onboarding
MG Monika Góral-Kurbiel
EOOSC Focus | EOOSC Gravity
Kraków, Poland

Partnership
partnering to grow together
test
Co-development
MC Melanie Collot

Expertise
EOOSC open calls: Nodes enrolment, Gravity Preparatory and Inter-project, Evaluators
Meet me to address any doubts you have about the EOOSC open calls: Nodes enrolment, Gravity Preparatory and Inter-project, Evaluators
Other
Carlo Lacagnina
EOOSC-A project manager at EOOSC Association
Brussels, Belgium

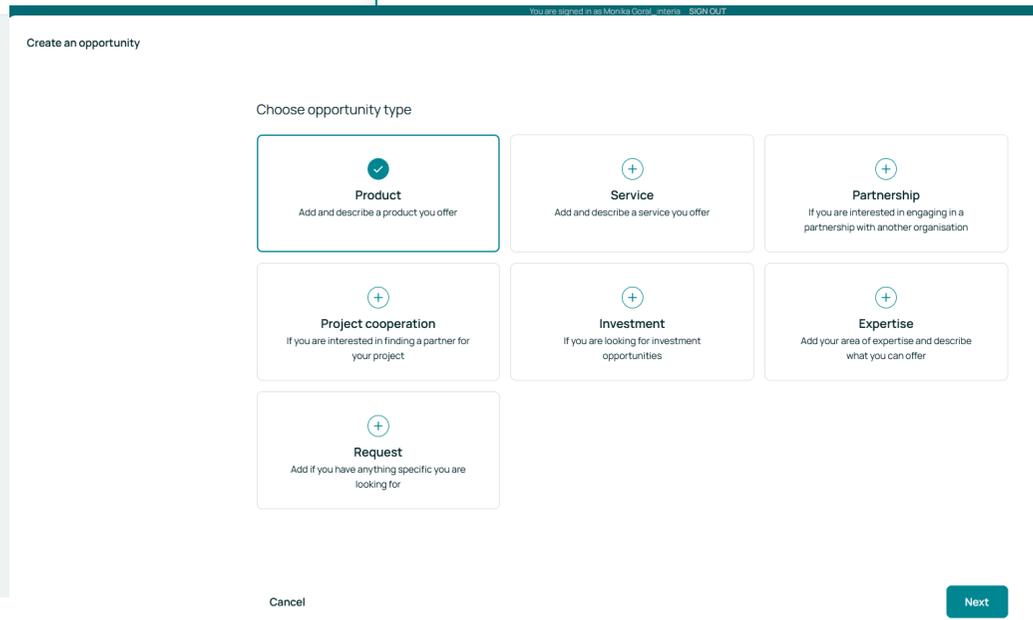
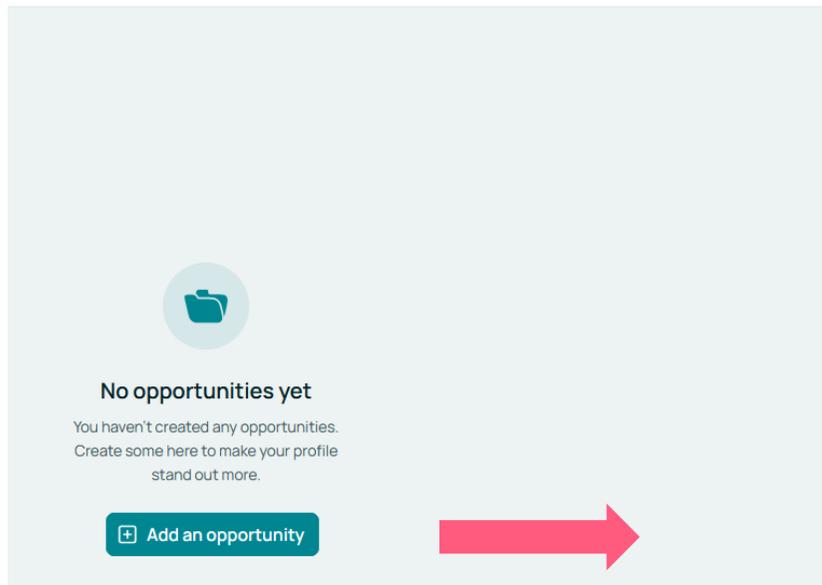
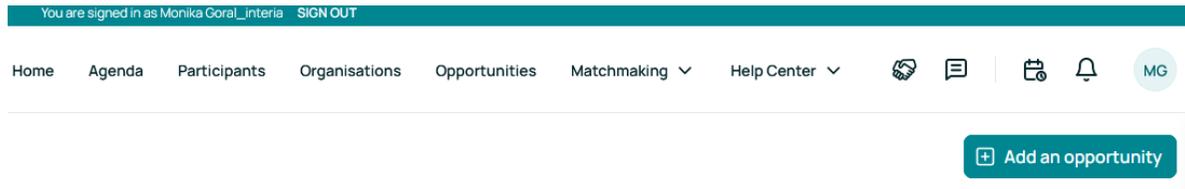
Request

A dedicated space for attendees to showcase their collaboration interests and connect with other potential partners.

- Choice of Opportunity TYPE
- Add DEMONSTRATION material (images, videos, files & description)
- LINKED TO Organisation

b2match - Marketplace Opportunities

Adding opportunities (Products/Services/Partnerships/Project Cooperation...)



b2match - Marketplace Opportunities

Adding Opportunity: PRODUCT

Opportunity type: Product

Title*

160

Short description*

Write a short description that will be visible on the the list of opportunities. 140

Full description*

B I |  |  | 

Write the full description that will be visible on the opportunity page.

WHAT ARE YOU LOOKING FOR?

Hosting Onboarding Co-development Use Case Piloting

Other

MARKET APPLICATION KEYWORDS

Federated AAI Service Catalogues, Interoperability, & Integration

Integrating scientific data repositories Federated Compute & Storage

VRE Federated sync-and-shares

Training platforms and community engagement

Scientific workflows and services Other

ADD IMAGES

Maximum upload file size: 20MB.

UPLOAD FILES

Maximum upload file size: 20MB.

3. Pitching



Funded by
the European Union

Grant agreement ID: 101188045

Pitching

Process steps

- Pitching (Definition): The process of presenting a business proposal, idea, or product to a potential client, investor, or audience.

How to pitch (mental process, step-by-step)

1. Understand the offer/needs of the Nodes (Symposium)
2. Refine offer (different pitch for different audience)
3. Concise proposition to address needs, including potential avenues for implementation
4. Communication material (speech, presentations, brochures, website, demonstrators)
5. Always follow-up! (use an intermediary – a broker, if needed)

Refine your Pitch!

- ❖ Learn about existing EOSC Nodes and the EOSC Federation
 - WWW.EOSC.EU
 - [EOSC Symposium 2025](#)
- ❖ Explore funding opportunities for collaborations/co-development (e.g.: three open calls to grow the EOSC Federation)
 - WWW.EOSC.EU
- ❖ Participate in our preparatory online meetings to refine your pitch and learn to use the matchmaking platform:
 - 11 December 2025, 13:30 CET
 - 14 January 2026, 13:30 CET
- ❖ Start populating the matchmaking platform!

oeosc



Photo by Leeloo The First on [Pexels](#)

4. Q&A

eOSC | GRAVITY b2match - Mobile App

- Overview of participant's personal agenda,
- participant & organization list, meeting scheduling and more!
- Scheduled & instant push notifications for segmented attendee groups
- Messaging
- Add-on: White-label app
- Download it to see it in action.

