



S-ACCESS

Smes ACCESS to international public procurements



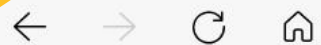
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S-ACCESS PROJECT

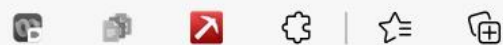
GO INTERNATIONAL IN USA PATH



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https://s-accessproject.eu



Sincronizzazione non in corso 

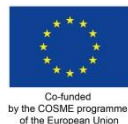


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Co-funded by the COSME programme of the European Union

Partners, SMEs represented, Target Markets



S-ACCESS Project mission to the USA and Canada



**1 – 13 October,
2023**

S-ACCESS PROJECT (<https://s-accessproject.eu/>) USA MISSION in October 2023



Indianapolis (IN), 1-4 October 2023

*Local Suppliers
for
partnerships*



Orlando (FL), 9-11 October 2023

*Public Buyers
ecosystem*

Stages of S-ACCESS mission to the USA

Stage 1
01– 04 October

Indianapolis, IN



- Networking meeting among participants of the delegation to Indiana, USA
- Visit and probably exhibiting at the **Railway Interchange**
- B2B Meetings with local Railway Supply Chain companies
- Visits and Meetings with local Public and Private Procurers, Transportation Associations

Stage 2
05 – 08 October

Canada



Organized mission to Montreal and Toronto to meet local Public Procurers and Railway Companies

Stages of S-ACCESS mission to the USA

Stage 3
09 – 12 October

Orlando, FL



- Networking meeting among participants of the delegation to Florida, USA
- Visit **APTA EXPO** and meetings inside the exhibition
- B2B Meetings with local Railway Supply Chain companies
- Visits and B2B Meetings with Public Procurers in Orlando and other cities
- Visits and B2B Meetings with Private Procurers:

Additional stage (tbc)
13 October

Pueblo, CO



- Visit to MxV Rail (<https://www.mxvrail.com/>)
- Rail Test Centre in Pueblo owned by AAR - Association of American Railroads (<https://www.aar.org/>)



What's next?



«MEET THE BUYERS»

online event

27th of June, 2023

at 16.00 CEST (Europe) / 10

a.m. EDT (USA)

=> to register



- Training on Railway Market in USA**
 WHAT: A live Training event (online) will be delivered to give you the overview of the Railway market in USA: projects and investments, local railway requirements, key actors, local suppliers, key requirements in tenders, etc.
 WHEN: March 2023
- Training to get prepared for USA**
 WHAT: Pre-recorded video-training you can follow according to your schedule. You will learn the fundamentals to go international in USA: from technical standards to legal and financial aspects; from uses and social protocols to how to behave in business relationships according to the local culture.
 WHEN: April-May 2023
- "Pitch Your Company" event**
 WHAT: Present your company and its offer for the Railway market through a short pitch in a dedicated online event. This will help the organisers and other companies learn more about you and also identify possible collaborations for joint tendering in USA, when useful or necessary.
 WHEN: April 2023
- "Meet the Buyers" event**
 WHAT: Meet key USA Public Buyers in a dedicated online event. This will help the participating companies listen directly from the Buyers their tender planning, their market needs, the tender requirements and conditions they apply, etc. to improve the companies' readiness for applying.
 WHEN: May 2023
- Company Profile ready for USA Buyers**
 WHAT: A digital and paper catalogue with all the participating companies will be prepared in view of the Mission to USA and of the follow-up on-line activities with USA Buyers.
 WHEN: May/June 2023
- Mission to USA**
 WHAT: A mission to USA at "Railway Interchange" (Indiana) and "APTA Expo" (Florida) exhibitions will be organised. Meetings with and visits to USA Buyers and companies will be organised.
 WHEN: 1-13 October 2023 (splittable in 3 parts)
- Mission Follow-up and Readiness for Tendering in USA**
 WHAT: To give continuity to the activities, a specific follow-up plan will be agreed with the company to accompany it to getting ready and participate in public tenders in USA.
 WHEN: October-December 2023

EXPRESS YOUR INTEREST
TO PARTICIPATE IN THE MISSION IN OCTOBER 2023
TO TARGET USA PUBLIC BUYERS

<https://forms.gle/oG4yDTPxxaKWecdp9>

