

# BELGIUM@MWC 2017

BARCELONA - FEBRUARY 27 - MARCH 2, 2017  
HALL 7 - STAND 7G71





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87 seconds is a creative communication agency specialised in video productions. We believe in catchy and visual communication that empowers your business. Videos are eminently suited to get people on board of your company's story.

The presence of a short video will not only increase traffic on your website, but will also increase the conversion rate. Explain who you are and what you do with an animation video, or show your business activities and products with real footage, testify with interviews and start imagining the future with 3D videos. Nothing holds you back to combine film and animation to convey an even stronger message via the screen.

Visit us at [www.87seconds.com](http://www.87seconds.com) or come by one of our offices in Brussels, Paris, Lyon, Geneva, Amsterdam and Madrid.

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Accelleran is widely recognised as the global Cellular Industry's leading design team delivering the most innovative and reliable, highest performance and cost-effective designs in Small Cells over the past 8 years. Accelleran is fast becoming the technology choice for the world's leading OEM channel providers as it redefines performance standards for 4G Small Cells.

Accelleran is pioneering a disruptive approach to the delivery of cost-effective, carrier and mission-critical grade LTE TDD and FDD Small Cells through its focus on software quality and partnerships with volume manufacturers.

We offer urban, enterprise, rural and remote 4G Small Cells for Fixed Wireless and Mobile access, enabling from sparse coverage-constrained to capacity-constrained ultra-dense HetNet environments. We offer single cell and next-generation multi-carrier/multi-cell solutions which support, amongst others, the new worldwide 3.5GHz mobile capacity band and US CBRS

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AppTweak was founded in 2013 by Olivier Verdin and Sebastien Dellis in Brussels, Belgium.

AppTweak is an App Store Optimization (ASO) platform focused on data accuracy and ease of use. The tool provides all data, insights and features needed to increase app installs. It enables users to audit, optimize and monitor their app's performance in 70+ countries over time. The keyword tool provided offers native and optimized keywords, along with performance indicators in over 10 languages.

AppTweak is a SaaS based on monthly (or yearly) subscriptions. Custom plans are also available. Solutions include: Personalized & Recommended Actions (ASO Reports); In-depth Competition Analysis; Mobile App Analytics; Reviews Analysis; Multilingual Keyword Tool (Keywords Suggestions & Analysis; Search Popularity, Competition, KEI indicators; and more); Consulting Services; and an API access.

AppTweak counts over 1000 accounts in over 40 countries, including Universal Music, Air France, Babel, LinkedIn, Etsy, Shopify, Chess.com, StepStone, Rocket Internet, GoEuro, Practo, S4M and more.

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Artilium is a software development company running a global mobile service enabler (MVNE) platform. We operate multiple platforms for our telecommunication customers. We offer customizable managed service solutions. We service more than 20 million subscribers in more than 20 countries.

We enable communication services for: Telecom operators; MVNO's; IoT providers; Large Businesses.

We give our customers the flexibility and solutions to create successful telecommunication and digital /OTT services: No risk through proven and state of the art software solutions (technology agnostic); Short time to market; Cost efficient; Multi network; Realtime, anytime, always

Range of products: MVNE/MVNO services; IoT connectivity platforms; IVR and voicemail services; Multichannel callcenter solutions; Billing and invoicing; IP connectivity and services; Cloud PBX; OneApp, all-in-one mobile digital services; Mobile cloud storage; Datacenter services (Virtual machines, compute, transact); Mobile digital services such as encrypted chat, sync, photosharing etc.

Main references: Liberty Global, Tele2, T-Mobile, Telenet, Sprint, Virgin Mobile, KPN, Mobile Vikings, Philips, Proximus

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Avertim is a uniquely positioned consulting group that bridges the gap between Strategy and Operations by aligning Business, Technology and Management. We bring our clients' ideas and projects to life through a profound understanding of strategic business benefits, and then accelerate their performance with a pragmatic 'doing' mindset and approach. Avertim serves companies and organizations by supporting them in three main domains of intervention: Performance Management, Risk and Compliance and Innovation.

Avertim has over 200 consultants active on strategic challenges, such as :  
Data Privacy – GDPR: Identify, manage and mitigate risks and breaches in the organization;  
Assessments of BIA, CIA, PIA, Data Inventory, ...

New generation networks & services: Urbanization, digital lifestyle, resource scarcity,...;  
Profit from technologies: M2M, 2nd screen experience,...; Value creation through integrated solutions in other industries; Mobile broadband subscriptions increase. Customer retention & acquisition: Customer centric approach & loyalty program, gamification; Websites, cross-platform applications,...

Regulation & compliance: Communication security: BYOD, smart-device,...; Sector environmental regulations.

Benefiting from big data: Using existing data to achieve near-term results; Building analytics capabilities based on business priorities.

Avertim is organized in 3 main Business Units - Transport & Mobility, Life Sciences, Finance & Telecommunications - and has got offices in Brussels, Paris, Amsterdam and Frankfurt.



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Awingu is a software made to simplify enterprise mobility and liberate legacy applications. Our solution aggregates all company files and applications to one secure online workspace that can be accessed from any device using the browser. Awingu mobilizes all company applications (legacy and SaaS) without disrupting how you run your IT and can be deployed on your cloud of choice, private or public.

Our way of working has changed significantly over the past few years: people have an increasing desire to work from anywhere, anytime and from any device. But sadly, our workspaces and ICT tools haven't evolved at the same pace. We are still very much device- and geographically dependent, and traditional mobility solutions are often too complex for its users.

We offer one solution - Awingu. Awingu is a web-based platform, where you easily access all your files, applications, and software. Best of all, you can connect from any device, operation system or browser, from anywhere. Deploying Awingu typically takes only a few hours. You can do it in your own private cloud or in any public cloud such as Microsoft's Azure.

Main references: Belgian Federal Police, Hospital Imelda Bonheiden, Proximus, Audi, Nextel, ...

# BACK2BUZZ



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Back2buzz is a fast growing company specialized in refurbished mobile devices with a sustainable objective. We strongly believe in quality, therefore we refurbish in our local market and are close to the customer, offering a full warranty on our products. We hope that our company can help reducing the e-waste. On top of that, we are delivering a full set of accessories, to complete our offering.

Back2buzz develop a unique concept of top quality products at an affordable price. All the tests and the control process are managed in Belgium

Smartphones, tablets, accessories...

Main references: Fnac, wallcom, Cami, Conforama CH, Fnac CH, Systemat,

# COMMSQUARE



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We are a privately owned company that excels at mobile and fixed network quality monitoring, network optimisation and analytics. We were founded in 2001, with headquarters in Belgium and regional offices in Greece & UK. Since December 2016, we have joined Systemics Group, a global leader in network quality benchmarking services.

We enable Mobile Operators to reach excellent network performance and to deliver high quality voice & data services to their subscribers.

Our active and passive network monitoring and analytics solutions, blended with our benchmarking, auditing and optimization recommendation, enable our customers to turn network performance into their competitive advantage.

DAP and DataMon, our active and passive probing solutions allow real time monitoring of 2G, 3G and LTE networks. Our Business Analytics solution provides insights in mobile data services usage. VoLTE Monitoring allows real time monitoring of each VoLTE call. We also provide measurement, benchmarking and analysis services as well as recommendations for network performance optimisation.

Our main references include Tier 1 Mobile Operators, Operator Groups and incumbent Service Providers across the EMEA region.

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Comsof started in 1998 as a spin-off of the Department of Information Technology (Intec) of Ghent University, Comsof keeps in close touch with the state-of-the-art in ICT. The success of Comsof is based on a team of highly-skilled professionals who combine an extensive technological knowledge of telecommunications and computer networking with a broad experience in software development.

With our main product, FiberPlanIT we turn FTTx planning into profit by lowering the design time and construction costs and avoiding design errors. Possible thanks to FiberPlanIT's unique GIS based automated and optimized design capabilities.

The FiberPlanIT Simulator for FTTx planning, the Designer for High Level OSP FTTx design and the Engineer for detailed FTTx design and engineering.

FiberPlanIT is used worldwide by Tier 1, 2 and 3 operators, consultancy companies, design and engineering firms, communities and governments. Some customers include Proximus, Eir, EY, Visionstream,...

# CONSTRUCTIONS ELECTRONIQUES +TELECOMMUNICATIONS



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Winner of Google's Little Box Challenge, CE+T Power designs, manufactures and markets a range of power backup solutions for telecom operators with mission critical applications. Founded in 1934, CE+T Power has been specializing in power electronics since the 1960's and has invented the modular inverter in the end of the 1980's.

Our product range is based on an innovative AC backup solution that unlike most used UPS's

- maximizes the operator's applications uptime;
- operates with lowest OPEX;
- provides best protection to disturbances;
- optimizes footprint.

## RANGE OF PRODUCTS

Multi-directional Power Converters  
Modular Inverters  
Standalone Inverters  
Modular UPS's

## MAIN REFERENCES

Proximus, Vodafone, Telefonica, Claro, Zain, Etisalat, Ooredoo,  
Delta/Eltek, Emerson, AEG, ...ISO 9001, ISO 14001, ETSI, IEC, ...

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Electro Rent offers its customers alternative ways to meet their test and measurement equipment needs. We have more than 50 years of experience in advising customers on their best acquisition approach, including rent, purchase, leasing options and combinations. With a global network of offices, Electro Rent has people close to its customers for fast delivery and local support.

As the world's leading test equipment rental company, we offer global reach with a network of business specialists that can assist with the procurement strategy. Electro Rent has the largest equipment inventory pool purchased new from manufacturers and maintained in our ISO9002 and ANSI accredited lab. Our technical support team has extensive T&M knowledge and is ready to assist.

Electro Rent maintains inventory from over 200 OEM suppliers: Keysight, ANRITSU, Textronix, Rohde & Schwarz, VIAVI, EXFO, Fujikura, Sumitomo, HIOKI, Omicron, Megger, Fluke, Focus Microwaves, Sunlight, YOKOGAMA, and many more!

Electro Rent supplies equipment for a wide variety of Test & Measurement applications including research, R&D, manufacturing test and field installation & maintenance.

Certification: ANSI, ISO9002

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Emaze is a European private company focusing exclusively on Cyber Security. We serve three of the top 10 European Telcos. Emaze delivers specialized security services to large corporations, develops its own security software to ensure systems protection and provides a shield to its client's information systems through its private Security Operations Center (SOC), operating on a 24/7 basis. Emaze is fully independent, thus not controlled by a global software vendor or an international professional services group. Its independence is its strength and a security guarantee to its selected clients.

Emaze also develops customized security solutions to meet specific customer's requirements and integrates these solutions with existing systems.

Emaze uses an Agile and iterative approach, organising the project in phases and making available valuable features according to customer's priorities. The Agile methodology allows to adapt to changing needs throughout the development of a project. It operates with transparency to ensure high quality within cost and timing constraints.

Cyber Security is part of our DNA. It forces us to be compliant with best practices of secure software development and has allowed us to develop an unmatched knowledge of networks and telecommunications equipment security challenges.

We cover three main areas of Cyber Security: Security Assessment; Managed Security Services; Security Software

Main references: Telco; Insurance/Banking; Rail  
Certification: ISO9001; ISO27001; PCI ASV (Approved Scanning Vendor)

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Established 25 years ago, Emixis develops and manufactures innovative hardware and software solutions to help companies manage field personnel, vehicles and assets. With 30,000 connected vehicles, workers and objects in Europe and Africa, the company is a Belgian leader in fleet telematics, mobile workforce management and IoT. Emixis is a part of Viasat Group, a European telematics leader.

Added value: routing optimization of your fleet; Fuel consumption reduction; Secure your vehicles or equipment and locate them in case of theft; Communicate with your drivers and react immediately in case of a problem; Plan the operations of your field teams; Have real-time visibility on the services delivered in the field; Digitalize reporting; Reduce billing cycle; Automate time registration & salary calculation

Range of products: Securysat Fleet; Securysat Fleet Fuel Management; Securysat Fleet Eco Drive; Securysat Fleet Temperature Management; Aidoo Mobile ([www.aidoo-mobile.com](http://www.aidoo-mobile.com)); Mobile Punchclock

Main references: Thomas & Piron; Engie (Cofely Services); Infrabel; Bergerat-Monnoyeur; Centrale des Soins à Domicile (CSD)



# ESCAUX



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## COMPANY BACKGROUND

Escaux was founded in 2003 with the vision to radically change the way Unified Communication Services are created and delivered. The joined experience of the founders, their individual talents and clear vision allowed for a flying start.

## ADDED VALUE

Escaux uses one technology to support multiple use cases and offers flexibility based on a packaged solution. By generating specific user and administrators' interfaces, Escaux can meet its customers' needs. Templated and industrialised technology allow for consolidated management of the solution, fast and reliable provisioning, and cost-efficient deployment.

## RANGE OF PRODUCTS

Corporate IP-Telephony solutions with standard and advanced telephony features such as IP Telephony, VOIP/SIP trunking, Voice mail, Conference calling, Screensharing, video, messaging, ... and much more.

Escaux supplies the appropriate hardware infrastructure, as well as quality IP desk/Dect/ wifi phones, jointly with a pre-packaged software solution.

## MAIN REFERENCES

Escaux's customers are situated all over Europe, and even worldwide. We address them through channel partners and service providers such as Proximus, Orange, Tele2, ...

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EUPEN - Kabelwerk Eupen AG - is a leading European designer, manufacturer and supplier of RF Coaxial Cables, Connectors and Accessories, providing complete cabling systems for RF Sites, as well as Radiating Cables for Confined areas.

Innovative designs, consistent manufacturing and quality insurance techniques ensure the electrical and mechanical superiority of EUPEN Cables for the needs of modern communication systems. All EUPEN Coaxial Cables & Accessories have been recently upgraded for LTE systems.

Range of products: Coaxial Cables and Accessories

Main references: Base, Orange, Proximus, Vodafone, etc...

Certification: ISO9001:2008 ISO14001:2004

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Europlasma, a global leader in low pressure plasma technology, is proud to present its Nanofics® SE water and sweat resistant coating technology during MWC2017. Europlasma's patented and patent pending plasma coating technology platform, is used since 23 years by a worldwide renowned customer base for the coating of filtration products, functional textiles, medical devices and consumer electronics.

The Nanofics® family of coatings for consumer electronics are highly liquid repellent and have proven to be the ideal technology to splashproof, waterproof, salt water proof and corrosion protect wearable and hand held electronics used in an active lifestyle. Nanofics® SE water and sweat resistant technology is named CES 2017 Innovation Award Honoree for 'Tech for a Better World'.

Coating equipment ranging from 50L chamber to over 1836L chamber with different coating types: splashproof, waterproof, salt water proof, sweatproof.

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Features Analytics has developed eyeDES®, a unique Streamlined Machine Learning™ modeling technology and platform for real-time payment fraud detection and anomaly detection offering solutions to banks, eCommerce, acquirers and payment processors. Our current customers are very large financial organizations in United States (among 4 top banks), Europe and Asia.

eyeDES machine learning models can address specific multi-channel needs and KPI's. They use unique self-learning features to deliver unbeatable performance, stable in time, driving increase in payment fraud detection or more effective anomaly detection. Using a single, integrated eyeDES® platform, model deployment into production takes just seconds, cutting the time and costs of implementation.

eyeDES Machine Learning based solutions for real time fraud detection and real time anomaly detection/market surveillance.

Main references: Cristina Soviany, PhD, the co-founder of Features Analytics, has received the Award of the best European IT start-up in 2011, among over 800 candidates across whole Europe.

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Formyfit was founded in 2015. The company is the product of a joint effort between a medical and sports team. A proof of concept of our app was developed by the Microsoft Innovation Center.

We quickly gathered a number of users with great feedback.  
Our app is built on top of a strong algorithm.

Formyfit is a running coaching app that teaches the runner how to run at the right pace to make progress without hurting himself.

With our voice coach technology, the runner benefits from an exceptional level of support. Our app bases itself on an endurance test in order to build the fully tailored training plan. This plan is also recalculated during the training progression.

Range of products: Running coaching app; Endurance test; Performance prediction; Voice coach.

Main references: Winner of "Réseau entreprendre"; Nominated for the Agoria e-Health competition; Finalists in the NRJ Startup competition.

# GEMOTIONS



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Gemotions is a new concept to discover a region , a city , ... or simply spend a nice day outside or inside a museum based on a treasure hunt 2.0. Gemotions offers games in various places.

You'll receive questions and clues on your phone. Sending back the right answer will allow you ( and your team) to move along the trail. A traditional and funny game modernized by a Belgian entrepreneur

A new way of discovering regions, cities , museums , nature based on the Mobile and gamification. A solution for team buildings, incentives and other corporate events.

Mobile entertainment; innovation, tourism, Training & education,...

Gemotions is more than 100.000 explorers on our trails all over Europe and more than 300 corporate events (ING, GSK, AXA, BNPParibasFortis, Solvay, Delhaize, Securitas, Siemens, European Commission...

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Imec is the world-leading research and innovation hub in nano-electronics and digital technologies.

The combination of our widely acclaimed leadership in microchip technology and profound software and ICT expertise is what makes us unique. As a trusted partner for companies, start-ups and universities we bring together close to 3,500 brilliant minds from over 70 nationalities.

By leveraging our world-class infrastructure and local and global ecosystem of partners across a multitude of industries, we create groundbreaking innovation in application domains such as healthcare, smart cities and mobility, logistics and manufacturing, and energy with technologies such as 60GHz phased array beam steering communications for WiGig and 5G.

www.imec-int.com  
<http://magazine.imec.be>

Imec Belgium has an ISO 9001 certificate for the following activities: training, consulting, design, research, development, integration, characterisation, prototyping and low volume production.



InfinityMobile

## INFINITY MOBILE

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We are a fintech startup focusing on mobile order & pay, mobile commerce and connecting everything related to checkout (payment transactions, delivery, loyalty, cash registers)

Our Infinity Commerce platform solves fragmentation in the e-commerce space. Lots of tools, systems, parties make it difficult for companies to do a swift go-to-market. Our platform is linked with a multitude of players in the e-commerce space. Add to that our focus on mobile and you come to a product that facilitates mobile order & pay in a very professional and fast way.

Infinity Commerce is our flagship product, specifically for B2B and B2C companies in retail, events and hospitality. The product facilitates mobile commerce and supports payments, fulfillment/delivery scenarios, loyalty, and link with cash registers in brick-and-mortar shops.

Main references: Brussels Expo (International Motor Show, Batibouw, ...), Australian Ice, ING, La Lorraine Group, Proximus



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Infradata is a leading worldwide Network & Security Integrator dedicated to supply, implement and maintain Next Generation Networks for Service Providers, Network Operators and organizations with a network that is mission critical for doing their core business. Infradata is a proud Elite partner and specialist of Juniper Networks, BroadForward, F5 Networks, Proofpoint, McAfee and more.

Infradata delivers a set of mobile solutions such as DRA, DEA, Number Portability, HLR, HSS, Interface Gateway and CS Voice Anti-Fraud based on BroadForward and TCP Optimizer, DNS, CGNAT, virtual Gi LAN based on F5. Other mobile products are vEPC, GGSN, S-GW, P-GW, Virtual STP, SS7 firewall based on Affirmed Networks and Tieto. Routing, switching and backhauling are based on Juniper.

Main references: Talk Talk, Telenet, Liberty Global, Vodafone, T-Mobile, KPN, Orange, Post Luxembourg, Wind, BICS, PCCW, Plus Polkomtel, Geocell.

## ADDED VALUE

As a Network & Security Integrator, Infradata provides a high level of expertise to Service Providers in order to build new solutions that bring new services and solve IOT issues in a flexible way which is in control of the Service Provider. Infradata will also propose the best product in the market that suites the customers expectations best in terms of expected capacity, features, price, ...

# IOT FACTORY



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IOT Factory is a Software Platform and a Project Studio providing Fast and Reliable IOT projects & Startups development capabilities.

At the core of IOT Factory is an Open Platform designed to easily build, deploy and operate Internet of Things projects & products. It is Devices and Telecommunication networks agnostic, provides easy dashboarding, reporting, alerting and back-end integrations capabilities, based on a Big Data repository and strong web services APIs.

As a Project Studio, IOT Factory aims at providing financing and business support to project owners willing to develop innovative companies.

A ready to use/proven Software Platform, Business Templates, Financing and Coaching.

## RANGE OF PRODUCTS

- The IOT Factory as a Software Platform
- The IOT Factory start-up studio provides an existing set of “ready-to-commercialize” IOT projects waiting for co-founding entrepreneurs.

## MAIN REFERENCES

References in Smart Metering, Smart Agriculture, Smart Industries and Pets Tracking.

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Jamo Solutions is a leader in Mobile Test automation. Already 8 years the Company delivers the tool licenses to test automatically mobile apps. The Company has now an easy-to-use, scriptless test automation tool named “Jamo Automator”. Its’ technology makes it possible to automate successful functional testing of mobile and web-based apps without the need to have any programming skills.

With Jamo Automator you can prove short-term high ROI on a mobile app and web app testing. You can reuse your testing assets without complicated maintenane and re-recording when new app versions become available. People with no programming skills can be included in the automation effort. The effort is focused on testing, not on programming features as with script-based tools. It is cloud-based.

Jamo Automator is an easy-to-use, cloud-based digital testing tool that allows users to automate mobile app test creation and management without the knowledge of coding/programming for any type of mobile applications. It captures user actions as screen shots. Build automated test cases can be re-executed under different conditions and against multiple versions of the app.

Jamo Solutions is working with world-wide known companies in different spheres. Amongst Company Customers is GE, Roche Diagnostics Int.,Coca-Cola Hellenic, LIDL, BNL, Deutsche Telekom, Orange etc.

# MOBILOSOFT



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Mobilosoft has more than 6 years of experience working with 20.000 point of sales and providing a range of Web-to-Store and local marketing solutions to:

- enterprise companies - brick & mortar retailers with more than 30 locations.
- local agencies that work with sme (less than 30 locations).

For our clients & partners, we identify the key value drivers and craft solutions that best cope with their needs.

- We offer Web-to-Store solutions that are tailored to each of our client needs.
- Our objective: generate long-term impact on their key value drivers.

Presence Management on International media (Google My Business, Apple Maps, here, TomTom, Waze, etc.) and local directories & apps (yellow-pages companies, shopping Apps, opening hours directories, etc. )

- Store Locators
- Product & Promo Locators
- Local Advertising
- Near-field wifi & beacon technologies
- Local DMP
- Programmatic media buying on a local perspective

Main references: Carrefour, Delhaize, BNP Paribas Fortis, Proximus, Orange, VisiYou, Quick / Burger King, Panos, Exki, Le Pain Quotidien, Hyundai, Ixina, etc.

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Founded in 1999 by the Faculty of Engineering of the University of Mons and the Catholic University of Louvain, Multitel is a research center recognized by the Walloon Region. The main objective is to develop and support companies in their process of innovation in: Applied photonics, Network Engineering, Signal & Embedded Systems, Computer Vision, and Railway Certification and Smart Technologies.

Recognized as a centre of excellence at the international level, Multitel develops and integrates emerging technologies in the industrial sector. Thanks to its diversified expertise fields, Multitel helps companies in their technological innovation projects, in the exploratory phase, the feasibility and the development.

Ongoing developments in the field of Smart Cities, as example:

- Smart Parking: availability of parking slots based on CCTV cameras and LoRa communication;
- Glass container sensor: LoRa sensor and optimization software for collection service providers...

Multitel is also coordinator of a ERDF project "Wal-e-Cities" targeting to transform Wallonia into a smart Region.

Main references: [www.multitel.be/smartcities](http://www.multitel.be/smartcities); [www.walecities.eu](http://www.walecities.eu) (website under-development); [www.smartournai.be](http://www.smartournai.be). Some of smart cities projects are carried out in partnership with Proximus and the company IT-Optics.

Certification: ISO 9001 and our Railway Certification department is ISO/CEI 17025.

# NETAXIS SOLUTIONS



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NetAxis Solutions is a international competence centre in carrier grade telecommunication over IP solutions. With offices in Belgium, Holland, UK, France and Italy, we deliver Services and Product Development for Telecom Operators and Corporate Customers.

Services - Our staffs of senior and certified engineers offer:

- a full range of services: Engineering Consultancy, Audit, Architecture, Design, Project Management, Installation, Configuration, Tests, Validation & Certification
- on a wide range of technologies: VoIP, LTE, Video, IMS, NGN, WebRTC, RCS, Security, SBC, SIP trunking, Lync...
- with technology partners: Oracle/Acme Packets, Broadsoft, AudioCodes, Genband, Microsoft Lync, Cisco UC, Alcatel/Lucent OXE, MetaSwitch, Mitel, Sonus, Avaya, Vidyo, UbiCast...

NetAxis Solutions is offering five house-made systems:

- Nemo: Network Monitoring and Reporting tool
- Dory: SIP Call Simulator and Traffic Generator
- Engo: Fraud Detection System
- Pie: SelfCare Portal & Fixed-Mobile Convergence
- SRE: Session Routing Engine
- Vivo: Video Communication & Unified Messaging platform

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Leading hands-on strategy & management consulting firm built upon a combination of personalities, high level consultants and industry experts. In-depth experience in the telecom sector, both at SME and multinational level, worldwide, in cutting-edge markets as well as in less developed market

OP-TIM supports companies in two main areas:

- We provide complete business transformation solutions ranging from strategic opportunities assessment, through business development planning
- We also help clients on how develop their business, increase market share, develop top-line activities and capture new market potential through customer-centric development

Service offering: consulting projects dedicated to ICT companies in the following domains :

- digital transformation
- customer experience
- customer segmentation
- program management
- go to market
- new business introduction

Main references: Proximus, Orange, Telekom Slovenia, Astelit Life-Eutelsat, One, UPC, Tunisie Telecom

# PYCO GROUP



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PYCO GROUP is a digital consulting and software development agency. Created in 1999, we are a global team of passionate consultants and developers who deliver result driven digital solutions. PYCO Group has 9 offices, works in 4 continents and has over 450 team members.

PYCOGROUP has broadened its initial service of web and mobile development for advertising and marketing agencies around the globe to a full digital outsourcing, software development and consulting company, offering multinationals integrated services from start to finish. PYCOGROUP helps business leaders re-imagine, design, build and operate a smooth digital business transition, thanks to the knowledge of our onshore and offshore dedicated teams, with growing production facilities in many countries. In addition, it has set up over several new ventures in Vietnam thanks to partnerships with Yellow Pepper Technologies (a US pioneer in mobile payment and banking), Atlassian (Australia's leading provider of collaborative software), Magnolia (creator of a digital business platform with a powerful CMS) and ansarada (a global provider of virtual data rooms for merger and acquisition due diligence).

PYCO CONSULTING is a specialized digital consulting and staffing agency focused on building and operating teams designed to suit your needs. PYCO DIGITAL is a premium offshore web and mobile development agency. PYCO VENTURES specializes in the Build-Operate-Transfer model to successfully launch your overseas development subsidiary.

MAIN REFERENCES: Global-scale clients making use of the PYCOGROUP's products and services include Atlassian, Microsoft, Samsung, Volkswagen, Wal-Mart, Adobe, Coach, Box.com, LVMH, Mitsubishi, Calvin Klein, L'Oreal amongst many others.



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### AUTOMATE YOUR MOBILE TESTS WITH QUAMOTION

Quamotion provides test automation software for mobile applications. With Quamotion, you can speed up your mobile tests and reduce the amount of money you spend on testing and devices. You can test mobile apps and websites on iOS and Android devices and emulators, using your favorite scripting language on Windows, Mac or Linux.

In a nutshell, Quamotion offers a mobile test automation suite built on top of open standards that allow you to automate your tests, run them on multiple devices and analyze the results. Quamotion's software is being used worldwide to test and monitor mobile apps. Customers choose Quamotion because:

- An obsessive focus on ease-of-use allows you to kick start your mobile tests – no long manuals or complex steps required to get started.
- A comprehensive scripting support allows you to write scripts which are easy to understand and maintain.
- Quamotion builds on top of the open source WebDriver (Selenium) protocol, given you an open and extensible platform for automating mobile apps.
- Our integration with other testing tools, such as Jenkins, allow you to integrate mobile testing in your software development cycle.
- The Quamotion platform supports both in-house testing as well as cloud-based testing.
- Our support for multiple operating systems and scripting languages enable you to use the technologies you're most familiar with.

Quamotion provides software and cloud services for testing mobile applications.

Quamotion's customers include broadcasters, digital agencies and consulting companies.

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Sentiance is a data science company turning IOT sensor data into rich insights about people's behavior and real-time context. These insights enable companies to understand how customers go through their everyday lives, discover and anticipate the moments that matter most, and adapt their engagement to real-world behavior and real-time context.

The Sentiance SaaS platform collects sensor data from smartphones and IOT devices to interpret situational context in real-time and understand user activities and whereabouts. This data is aggregated to create rich behavioral profiles and support predictive capabilities.

Sentiance context intelligence enables solutions for lifestyle based insurance, contextual marketing & commerce, smart mobility, connected health, smart home, smart city and connected car.

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Skylane Optics is a leading provider of transceivers for optical communication. We offer an extensive portfolio for the enterprise, access, and metropolitan fiber optical market as well as for Smarthome applications and home networks. We cover the European and South American market with a strong partner network and have offices in BELGIUM, Brazil, Sweden.

At Skylane Optics we are focused on Quality. We use cutting-edge test equipment together with climatic & thermal chambers to make the technical performance verification on our products. Our manufacturing sites are audited frequently to ensure they follow Skylane Optics quality procedures.

Skylane Optics supplies a broad range of optical transceivers, passive products and smarthome. Our engineers work closely with our customers to find the best solutions for every application and all major platforms. We are committed to provide high quality products and services to our customers

Main references: Free, Orange, SFR, Proximus, TeleSoniera, Tele2, Telia,...

Skylane Optics transceivers are certified by TUV, CE, ROHS.

## SMARTMEDIA EUROPE



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SmartMedia has a strong background providing solution for Education and now also in Corporate and Mobile Applications with its smart solutions.

The evolution of the interactive monitor and LED panel markets, as well as the introduction of new technologies, have led SmartMedia to study and develop new Digital Signage, Visual Merchandising, In-Store Experience, SmartCity and Co-Working solutions.

Range of products: Interactive Multi-Touch Monitors, Interactive Tables, Large Format Displays (LFDs), Video Wall systems, LED Panels and Interactive Kiosks, Mobile Applications represent the SmartMedia's core offering.

Main references: Military, Malls, Museum, Schools, University, City Halls, Scuderie Ferrari.

Certification: CE, FCC, ROHS.

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Essares, is a technology startup, spin off of ucl (université catholique de louvain) founded in 2015. Tessares develops software solutions (hybrid internet access) for telco operators and internet service providers.

Tessares provides next generation Internet Access Bonding – the invisible bonding of existing Fixed and Mobile networks into a ‘single pipe’ to deliver more speed across a larger geographic territory, addressing the consumer multi-play market suffering a marginal service.

In order to aggregate the bandwidth of the DSL network with that of the LTE network:

- a) The Tessares Agent (software) is deployed on the home or business gateway / access point which becomes an Hybrid CPE (HCPE),
- b) The Tessares Hybrid Access Gateway (HAG) is deployed in the datacenter of the service provider.

Main references: Proximus (Belgium)

# THEOPLAYER



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THEOplayer's mission is to give our international customers the tools, knowledge and means to deliver and monetize their video content on every platform and device. We built a different kind of company that strives for customer satisfaction. Our award winning video player is being used by billions of people per year at the world's biggest media, telecom, broadcast and publishing companies.

THEOplayer supports HLS and MPEG-DASH in HTML5. It removes the need for plug-ins such as Flash, Silverlight, or streaming video content with multiple protocols. THEOplayer has proven compatibility with industry-leading solutions for streaming, advertising, DRM and Server Side Ad Insertion. A team of support engineers guide your implementation or integration and guarantee you rock solid support.

Range of products: THEOplayer HTML5 video player; Android SDK; iOS SDK; Chromecast receiver app SDK; Integration with industry-leading solutions for streaming, advertising, DRM and Server Side Ad Insertion; Enterprise grade support & integration.

Main references: CNN, Telia, Telenet, NBC, Twitter, Swisscom, Cisco, VRT, France Télévisions, STV - Scottish television, HUDL, Ericsson, NASDAQ.

Winner of the Streaming Media Readers' Choice Awards 2016.

# VASCO DATA SECURITY



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VASCO is a global leader in delivering trust and business productivity solutions to the digital market. VASCO develops next generation technologies that enable more than 10,000 customers in 100 countries in financial, enterprise, government, healthcare and other segments to achieve their digital agenda, deliver an enhanced customer experience and meet regulatory requirements.

VASCO's solutions combine to form a powerful trust platform that empowers businesses by incorporating identity, fraud prevention, electronic signatures, mobile application protection and risk analysis.

Businesses and government agencies, worldwide, count on VASCO's award winning and compliance-ready products for secure access, identity management, transaction verification, asset protection and document signing based on a record of leading innovation and unparalleled user experience. <https://www.vasco.com/products/>

More than half of the top 100 global banks rely on VASCO solutions to protect their online, mobile, and ATM channels

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# WORLD TELECOM LABS



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World Telecom Labs is a multi-award winning supplier of VoIP & SMS switches and Small-Cell solutions with an installed base in 30+ countries in Africa. Handling billions minutes of per annum, WTL provides solutions which are innovative, practical and cost-effective to operators worldwide .

WTL offers a complete range of networking products with the flexibility to meet any situation, scaling from an initial deployment all the way to full network coverage through multiple STM nodes. All of our products can be deployed as standalone platforms, or they can be integrated as modules, meaning that you can benefit from an all-in- one solution to meet the demands of almost any applications.

### Products:

- Vivada Rural Telephony: LTE /GSM coverage, voice & data for remote sites. Includes cloud-based billing
- High density Multi-Service SBC with integral Pre-Paid, IVR & Billing.
- SMS Hub: High Performance, Cost Effective SMS Hub platform (SMPP & SS7)
- Bandwidth cost saving: cuts IP bandwidth for VoIP traffic by 70%
- Virtualised SBC & switches available for cloud-based operation

Main references: VTL India, Roshan, Vizada (ex-Telenor Satellite), Mobilkom Group, Maroc Telecom, Interconnect Clearinghouse Nigeria, hSo UK, Sure (ex-Cable & Wireless)

Awards in 2016: Best Connectivity Solution for Africa - AfricaCom; Best African Project - Global Carrier; Best Technology Deployment - Capacity Africa; Connecting W. Africa - West AfricaCom



## XCONIFY



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XCONIFY provides IoT, mobile and Big Data solutions, platforms & services. We offer a high level of reliability and performance in delivering mobile, web, IoT & big data solutions, products and services to different verticals such as financial services, telecommunications, manufacturing, construction, government, healthcare and others.

We have an extensive expertise in new systems implementation and applications development to enhance the enterprise resources. With a management team with more than 20 years in the IT and mobile security, development and integration, we bring to our customers the best solutions they need.

Our state of the art products and solutions include Enterprise IoT & Mobility, Time and Presence Management as well as a number of turnkey solutions like field service tools and workflow management.

XCONIFY is present in Belgium, UK and Qatar.

# XTREME INTERNET SOLUTIONS



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Coupon tools is the most powerful mobile coupon builder and distributor on the market. Coupon tools is your one-stop solution for mobile couponing!

Our mobile coupon platform manages digital coupon creation, distribution, user engagement & interaction, validation, data capture and statistics to increase sales and grow your business.

Coupon tools is a powerful tool for managed and do-it-yourself mobile marketing campaigns.

Cloud Software for creating and distributing mobile coupons.

Main references: Pepsico, Dave & Buster's, Thomson Reuters.

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BRUSSELS Invest & Export is the foreign trade and investment agency of the Brussels-Capital Region. It aims to promote the internationalization of the Brussels economy. Brussels is not only the Belgian and European capital, home of NATO and EU headquarters, but it is also a large business centre at the heart of the European market.

BRUSSELS Invest & Export assists Brussels' companies operating in foreign markets. Almost ninety economic and trade commissioners across all continents provide free guidance to SMEs, target potential local prospects and partners, organize matchmaking events... Concrete initiatives in Brussels and abroad include trade missions, contact days, invitations of decision makers and collective stands at international trade fairs.

Brussels' exporters are listed in a database, [www.brussels-exporters.be](http://www.brussels-exporters.be), which can be accessed by all foreign companies searching for partners.

Another mission of BRUSSELS Invest & Export is to attract foreign companies to Brussels and to provide them with support, should they decide to locate their business in the Region. To enable investors to assess the benefits of establishing in the capital, BRUSSELS Invest & Export offers them a « Welcome Package » which includes equipped office space at no cost for a three-month period.

To support the above mentioned activities, BRUSSELS Invest & Export has developed a trade counseling service to help companies individually with their internationalization process as well as a competitive and economic watch service to monitor and inform on international trends and opportunities.

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The Flanders Investment & Trade agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

Whatever sector you are involved in, Flanders Investment & Trade will help you establish contact with the Flemish companies you are looking for. This includes not only products or services you may be sourcing, but also various types of business relationships, from joint ventures to technology transfers.

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors. The agency identifies, informs, advises and supports overseas enterprises by establishing production and research facilities, contact centers, headquarters, logistics operations and the like in Flanders, the northern region of Belgium. This broad focus on international entrepreneurship, involving outward trade as well as inward investments, requires not only a thorough knowledge of Flemish economy, but also an extensive network outside of Flanders. We have just that for you.

Do visit our website and discover our worldwide network. With over 75 offices we are bound to be conveniently located near you, wherever you are.

# WALLONIA EXPORT-INVESTMENT AGENCY (AWEX)



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The Wallonia Foreign Trade and Investment Agency (AWEX) is the Wallonia Region of BELGIUM's government agency in charge of foreign trade promotion and foreign investment attraction.

The agency has a worldwide network of 109 Economic and Trade Attachés. AWEX has been certified ISO 9001 since April 2002.

As a foreign trade agency, AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community.

Upon request, AWEX assists buyers, decision-makers, importers and foreign prospects by:

- Providing economic data on Wallonia and its export potential
- Disseminating information on products and services from companies located in Wallonia
- Identifying companies in Wallonia for international partnerships
- Distributing lists of exporters from Wallonia

As an export partner for Wallonia-based companies, Awex offers a wide range of export-oriented services and activities:

- General and commercial information on foreign markets
- Market studies tailored to specific areas upon request
- Organization and planning of marketing activities (international trade shows, economic missions, sector-based Contact days...)
- Establishing Contacts with international organizations
- Promoting Wallonia's export potential abroad
- Financial support and export financing
- Training in international careers

As a foreign investment agency, AWEX - via its Office for Foreign Investors - has an overall responsibility for the attraction of foreign investment in Wallonia. This includes seeking out and providing information to potential foreign investors. The Agency also offers a pro-active follow-up service to investors already established in Wallonia. In addition, it is in charge of identifying new foreign investors for the acquisition of industrial sites under restructuring process.

#### **IN SPAIN**

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# AGENCE DU NUMERIQUE



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The Agence du Numérique (AdN) is a limited liability company under public law, set up at the initiative of the Walloon Government to contribute to the definition, the implementation and the monitoring of the Walloon public policies on digital information. The AdN is a subsidiary of the Agence pour l'Entreprise & l'Innovation (AEI).

Open, innovative and independent, the AdN is a catalyst for the digital transformation of the region, a center of expertise and trusted advisor of the Walloon Government and Wallonia.

The AdN is responsible for implementing the digital strategy for Wallonia, Digital Wallonia.

# CLUSTER « SOFTWARE IN BRUSSELS »



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Our cluster gathers 200 high-growth potential software companies, private & government support organisations, experts, universities and research institutions all dedicated to the Brussels software industry.

Why should you as a company become a member of the cluster?

- To get support to start your dream & integrate the Brussels tech startup ecosystem
- To discover, collaborate and grow within the Brussels software community
- To find partners worldwide and boost your international sales
- To share expertise and ideas within specialized think-tanks to create tomorrow's technological world
- To enhance your management skills and define the best strategy to increase your competitiveness
- To find the best developers and the technical expertise you need to grow your business
- To discover new business opportunities
- Be visible in the community and around the world

Networking & Visibility ; Workshops, Working Groups & Training Programs ; Individual Support Programs ; Talent & Expertise ; Internationalization

Main references: [www.softwareinbrussels.be/en/members-companies](http://www.softwareinbrussels.be/en/members-companies)



Certification: Label Bronze



# DIGITAL WALLONIA



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## CONTACT

Pascal BUTERA

The ICT platform for Wallonia. Located at the heart of the ecosystem of initiatives and ICT stakeholders in Wallonia, Digital.

Wallonia is their place of convergence, expression and support.

Digital Wallonia is a true Hub, offering layers of customizable services activated on demand, in an open and participative model:

- Dynamic mapping of the ICT ecosystem. ICT profiles (companies, actors, innovative users), products and services, technology clusters, digital communities, ...
- Vision & digital uses. Plan for the digital by the Walloon Government. Technological, legal and economic watch, content and white books, barometer and ICT indicators, ...
- Services and Support. Online (data, API, calendar, ...) and physical, for the partners and all the stakeholders of the ICT ecosystem (schools, public services, companies, ...), according to the needs.
- Open Data. Hub for the Walloon Open Data, services for the public actors for the management and open data, ...

Digital Wallonia is powered by the Agence du Numérique (AdN), subsidiary of the Agence pour l'Entreprise et l'Innovation (AEI).



## DSP VALLEY FLANDERS

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DSP Valley is a European cluster of excellence in Smart Electronic Systems.

As a cluster of excellence in smart electronic systems and embedded technology solutions, DSP Valley groups 120+ members. Technologies covered are all kinds of signal processing, audio, video, intelligent sensors, or wireless/wired communication. Application domains and markets include smart health, smart home, smart vehicles ...




With its extensive offer of high quality activities DSP Valley is one of the top clusters in Europe in the area of smart electronic systems and embedded technology solutions. Its activities include for example regional and international inter cluster B2B forums, Academia-to-Business forums, a shared group booth at international exhibitions, custom matchmaking events, technical seminars, a bi-monthly newsletter and brokerage services for participation in European ICT programs.

Commissioned by IWT (Agency for Innovation by Science and Technology), DSP Valley has recently developed the strategic roadmap 'Nano-electronics for Flanders'. This way Europe wants to support the Flemish region and its developments. An economic analysis shows that the micro/nano-electronics (MNE) sector flourishes in Flanders. In 2012 the MNE companies in Flanders employed more than 22,000 employees. In relation to other sectors, the MNE sector has grown significantly stronger the last decennium. The roadmap maps opportunities for the sector, in terms of societal challenges in health and wellness, home / buildings, mobility, communications and energy. Besides opportunities for the industry, the roadmap also discusses significant challenges.

## INFOPOLE TIC



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 Infopole Cluster TIC

### CONTACT

Charlie FERON

INFOPOLE Cluster TIC is the business cluster that brings together and unites professionals from Information and Communication Technologies (ICT) in order to promote business and innovation through partnership.

Our ambition is to contribute to the implementation of a specific and original response to strengthen synergies and allow operators to better position themselves on the market.

Several application areas are the foundation of our actions : health (eHealth), intelligent transports (Intelligent Transport Systems), green technologies (ICT for Green), the public sector (eGov) but also the fields of activity that are rapidly changing such as the Internet of Things (IoT), the Serious Game, Big Data, Open Data, Transmedia, ...

# TWIST



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## CONTACT

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TWIST (Walloon Technologies for Image, Sound and Text) is the business Cluster Cinema & Digital Media in Wallonia (BELGIUM) and is the main business cluster active in the sector of digital audiovisual and multimedia technologies in BELGIUM.

TWIST groups together 100 members (4,500 direct jobs) including 80% SMEs, 5 TV channels, 7 universities & research centres, 2 investments funds and the public authorities working within the media and audiovisual sectors. TWIST is mainly active on the markets related to the cinema, TV and rich media industries, with a focus on transmedia contents (immersive & interactive technologies, new business models and artistic challenges)

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## CONTACT

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Thibaut CLAES  
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Uniting startups with incubators & accelerators, startup communities, investors, entrepreneurial experts and public agencies, Startups.be is the one-stop-shop for Belgian tech entrepreneurship.

The non-profit organization provides entrepreneurs easy & qualitative access to all of the supporting instruments, programs and activities throughout BELGIUM.

They can also effectively speed up their international market-entry of Belgian startups through the unique Go Global programs.

# **BEP** **(ENTERPRISE EUROPE NETWORK WALLONIE)**



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## **CONTACT**

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The Enterprise Europe Network (EEN) offers support and advice to European SMEs, helping them to make the most of business opportunities in the EU. Launched in 2008 by the European Commission, EEN has branches in more than 60 countries and is supported by 600 partner organizations in and outside Europe.

Its 3000 experts help businesses to:

- grow and innovate,
- find business partners and new markets abroad,
- turn ideas into marketable products and profits,
- make the most of EU financing and funding, and research funding in particular.

Walloon SMEs can easily benefit from this substantial and accessible business and technology partnering network, thanks to 9 local organisations delivering support right to their doorstep.









# BELGIUM@MWC 2017

BARCELONA - FEBRUARY 27 - MARCH 2, 2017

## **AWEX (WALLONIA EXPORT-INVESTMENT AGENCY)**

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