



WEBINAR/B2B-MEETINGS

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# NORDIC SOURCING INITIATIVE WITH SGP

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PARIS, JULY TO OCTOBER 2020

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Société du Grand Paris



## BACKGROUND

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# NORDIC SOURCING INITIATIVE IN COLLABORATION WITH THE SGP

PARIS, JULY TO OCTOBER 2020

### **The Greater Paris Express Project**

Paris is undergoing a major renewal and expansion of its subway system and related construction work. This is done through the “Greater Paris Express” project, the world’s fourth largest infrastructure project and the biggest urban project in Europe with 200 km of metro lines and 68 new train stations in the Paris region, which is driven by an investment of around 38.5 BEUR and led by the Société du Grand Paris (SGP).

### **Close collaboration with the Société Grand Paris**

Since spring 2020, the Nordic export promotion services from Denmark, Finland, Norway and Sweden have a close and continuous dialogue with the Société du Grand Paris (SGP), the project manager of the Greater Paris Express project, in regards to the organization of a sourcing initiative including a webinar, business dialogues and follow-up.

SGP has already entered into a strong partnership with private companies called "Majors", that consists of big French and foreign groups specializing in large projects such as Bouygues Travaux publics, Alstom, Thales and Sweco. Furthermore, SGP has expressed their interest in other foreign partnerships and is actively looking for international expertise within several fields\* in order to increase competition, innovation and terminate the project on time.

The Nordic countries have enormous diversity of skills, expertise and potential in several fields matching the SGP’s search criteria and extensive experience with sustainable projects and quality materials. For Swedish companies, this is a great opportunity to introduce the company and business offer, reinforce their position and initiate business dialogues with stakeholders within Europe’s biggest infrastructure project.

*\* Among others; fire line safety system, radio market operator of lines, multiservice network, monitoring systems, platform facades, elevators, escalators, construction of technical buildings, tunnel equipment, smoke extraction, catenaries, railway tracks, video surveillance, facades, sanitation, acoustics, ticketing equipment, tunnel ventilation, etc.*

### **Organization of webinar and business meetings**

Business Sweden will, in close collaboration with the Nordic export promotion services in Denmark, Finland and Norway as well as the Société du Grand Paris, organize a sourcing initiative with the purpose to benchmark and exchange experiences as well as facilitate contacts and individual meetings between SGP and Swedish and Nordic suppliers.

## **SOURCING INITIATIVE IN THREE STEPS**

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# **WEBINAR AND B2B-MEETINGS**

**PARIS, 1 SEPTEMBER/ 29-30 SEPTEMBER**

Business Sweden and the Nordic export promotion services from Denmark, Finland and Norway are, in collaboration with the Société du Grand Paris, organizing a sourcing initiative in three steps in order to provide an introduction to the Greater Paris express project and discuss potential collaborations.

Through this collaboration, Swedish and Nordic companies will benefit from an official framework and facilitator to build/reinforce their position towards local stakeholders.

### **STEP 1 : WEBINAR**

The webinar will take place on the 1<sup>st</sup> of September with the aim to provide more information about the SGP and potential business opportunities for the participating Nordic companies as well as cast a light on the tenders that have already been awarded.

- Introduction to the Greater Paris Express project
- Brief presentation of the French tenders within the project, both awarded and upcoming

Prior to the webinar, SGP will receive a longlist of, and an introduction to the participating Nordic companies. After the webinar, SGP will evaluate the longlist and select a number of companies that will be shortlisted to participate in B2B meetings with the SGP purchasing team late September 2020.

### **STEP 2 : PRESENTATION, NETWORKING COCKTAIL AND B2B-MEETINGS (1/2)**

The shortlisted companies will be welcomed to Paris on the 29<sup>th</sup> and 30<sup>th</sup> of September for a 2-day activity including a visit of the Fabrique du metro (demonstration site of the Greater Paris Express project), deeper presentation of the Greater Paris Express project and the SGP team, a networking cocktail and B2B meetings (please see preliminary program on page 4).

The B2B meetings will be organized by the SGP at the SGP premises on the 30<sup>th</sup> of September (or through videoconference in the afternoon of the 30<sup>th</sup> of September for those companies that will not have the possibility to travel).

Business Sweden and the other Nordic export promotion services will assist the Nordic companies in the preparation of the meetings as well as during the meetings (can be either physical or online presence) and in the immediate follow-up.

## SOURCING INITIATIVE IN THREE STEPS

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# B2B-MEETINGS AND FOLLOW-UP

PARIS, 29-30 SEPTEMBER/BEGINNING OF OCTOBER 2020

### STEP 2 : PRESENTATION, NETWORKING COCKTAIL AND B2B-MEETINGS (2/2)

#### PRELIMINARY PROGRAM

##### **Tuesday 29 September 2020**

INTRODUCTION GREATER PARIS EXPRESS PROJECT

**Premises:** *Fabrique du Métro (Saint-Ouen)*

**14h00 :** Welcoming coffee

**14h15 – 16h30 :** Presentation of the Greater Paris express project and short introduction to public tenders in France

**16h30 – 18h30 :** Presentation of the tenders within the Greater Paris Express and the Purchasing team

#### NETWORKING COCKTAIL

**Premises:** *The Finnish Embassy (Quai d'Orsay)*

**19h00 :** Welcoming words by Nordic Representatives and the SGP Management Team

**19h30 – 21h30 :** Networking cocktail

##### **Wednesday 30 September 2020**

B2B MEETINGS

**Premises:** *The offices of Société du Grand Paris (Saint-Denis)*

**09h00 :** Welcoming coffee

**09h30 :** B2B meetings

**12h00 – 13h00 :** Lunch

### STEP 3: FOLLOW-UP AND NEXT STEPS

Individual follow-up meeting during beginning of October with Business Sweden, in order to evaluate the previous activities and define next steps.

- Evaluate the participation in the sourcing initiative
- Decide and determine the plan ahead for a long-term collaboration

## FEE AND REGISTRATION DETAILS\*

### - Signup deadline 24<sup>th</sup> July 2020

**Participation Fee\*** (please indicate your desired participation level with a tick mark) :

#### **SMALL- AND MEDIUMSIZED COMPANIES (< 100MSEK in turnover)**

**STEP 1 : Webinar** Participation fee is 7,500 SEK excl. VAT

**STEP 2 AND STEP 3 : Presentation, Networking Cocktail, B2B-meetings and Follow-up**  
Participation fee is 15,000 SEK excl. VAT

#### **LARGE COMPANIES**

**STEP 1 : Webinar** Participation fee is 11,500 SEK excl. VAT

**STEP 2 AND STEP 3 : Presentation, Networking Cocktail, B2B-meetings and Follow-up**  
Participation fee is 23,000 SEK excl. VAT

**\*Please note that the second step is binding should your company be selected and shortlisted to participate in the B2B-meetings**

The participation fee does NOT include flight tickets and other travel expenses, hotel accommodation, meals (other than those specified)

#### **Conditions of payment:**

- For **step 1**, 100 % of the participation fee will be invoiced upon acceptance. Your acceptance is binding.
- For **step 2**, 100 % of the participation fee will be invoiced when Business Sweden has informed the Swedish company they have been shortlisted
- The Business Sweden head office in Stockholm will issue the invoices. Invoicing will be done in SEK.
- Invoices are due in 30 days counting from the date of invoicing. VAT will be added when applicable.
- Business Sweden has the right to cancel part of or the entire project if there are not sufficient amount of Swedish companies
- Business Sweden's General Conditions for Participation in Joint Export Activities (last revised 2016) govern the performance of this project.

Business Sweden's General Conditions for Participation in Joint Export Activities are enclosed (page 6)

Signature: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Company: \_\_\_\_\_ Corporate ID: \_\_\_\_\_

Invoicing Address: \_\_\_\_\_

Postal Code: \_\_\_\_\_ City: \_\_\_\_\_

For further information, please contact: [Felicia.caritg@business-Sweden.se](mailto:Felicia.caritg@business-Sweden.se), [marie.eck@business-Sweden.se](mailto:marie.eck@business-Sweden.se),  
T: +33(0)1 53 40 89 00

Registration to be sent no later than July 24, 2020 to [annika.stal@business-sweden.se](mailto:annika.stal@business-sweden.se)

## **GENERAL CONDITIONS FOR PARTICIPATION IN JOINT EXPORT ACTIVITIES (EXHIBITIONS, DELEGATION TRAVELS, ETC)**

### **1. General**

BUSINESS SWEDEN undertakes to carry out the export activity described in the invitation on condition that the necessary number of companies signs up by giving binding notice of participation and no obstacles specified in section 5 below exist in regard to the performance of the activity.

### **2. Participation fee**

Companies taking part in the activity undertake to cooperate in order to achieve its aim and facilitate its performance and also to pay the fee specified in the invitation. Participation in the activity may not be made available or assigned to a third party without the prior written consent of BUSINESS SWEDEN. Unless otherwise expressly stated, all prices are exclusive of VAT. The participation fee shall be paid in advance. If the price has been specified in SEK and BUSINESS SWEDEN has to pay certain costs in local currency, the price shall at the time of payment be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing. In the event of fewer companies signing up for the activity than required in the invitation, the participating companies undertake to pay an increase not exceeding 10% of the participation fee. The term of payment is 30 days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points. Any costs for collection or other measures to obtain payment will be charged to the company.

### **3. BUSINESS SWEDEN's undertakings**

BUSINESS SWEDEN's undertakings are limited to what is stated in the invitation and the present conditions. Payments for services that BUSINESS SWEDEN has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as they fall due after invoicing. BUSINESS SWEDEN is entitled to depart from the method specified in the invitation of performing the activity if its performance requires this.

### **4. Cancellation etc**

Registration is binding. If not stated otherwise in the invitation, upon cancellation of participation the fee will be charged in full as from the date BUSINESS SWEDEN has received and confirmed the company's binding reservation.

### **5. Force majeure etc**

BUSINESS SWEDEN may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardise the safety of persons or property affected by the activity, due to an event or circumstance outside BUSINESS SWEDEN's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a change in the exchange rate), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc. BUSINESS SWEDEN shall inform the participating companies in an appropriate manner as soon as possible after force majeure is deemed to exist.

In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that BUSINESS SWEDEN will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

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## **GENERAL CONDITIONS FOR PARTICIPATION IN JOINT EXPORT ACTIVITIES (EXHIBITIONS, DELEGATION TRAVELS, ETC) (CONT.)**

### **6. Sustainability**

BUSINESS SWEDEN actively supports sustainable business development and considers it important from a sustainability as well as business perspective to respect human rights, to offer fair terms for labor, to protect the environment and to work against corruption. The companies taking part in the activity undertake to always follow Swedish laws, the laws of the country of visit and shall as a minimum requirement, also in markets where national legislation does not reach international standards, strive to adhere to the guidelines of UN Global Compact, the OECD guidelines for multinational companies, the ILO core conventions and the UN Guiding Principles on Business and Human rights, in line with Agenda 2030. Companies may, at their own discretion, follow stricter or more comprehensive guidelines than the ones stipulated here. BUSINESS SWEDEN will, when applicable, provide information on sustainable business as part of the activity, in order to support the companies to comply with their obligations under this provision.

### **7. Limitation of liability**

Business Sweden shall under no circumstances be liable for loss of profits, production, or other indirect damages of any kind, or for damages based on loss, consequential damages or consequential losses. We shall have no liability towards third parties based on our performance under these General Conditions.

### **8. Disputes etc**

These general conditions shall be governed by and are construed in accordance with Swedish law. Any dispute in connection with these general conditions shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce.

### **9. Data Privacy**

BUSINESS SWEDEN is careful in protecting customer privacy and undertakes to process personal data in accordance with its Data Privacy Policy, <https://www.business-sweden.se/System/webbplatsen/data-privacy-policy/>. The personal information we receive in connection with your registration to participate in the export activity will be used to administer your participation. This also implies that we may share your contact details, for registration purposes and other similar purposes, in order to facilitate your participation in the export activity. We may share your information with partners essential for the export activity. We may also use your contact information to follow up on the export activity and to share information about similar arrangements that you may be interested in.



## **BUSINESS SWEDEN**

6, rue d'Uzès, 75002 Paris

T: +33 (0)1 53 40 89 00

[france@business-sweden.se](mailto:france@business-sweden.se)

[www.business-sweden.se](http://www.business-sweden.se)



**BUSINESS  
SWEDEN**

THE SWEDISH TRADE & INVEST COUNCIL