



Whyse

Bent Egebart Networking

Why Networking?

- Just because you can not be excellent in all aspect of a problem

If you feel you are the best to solve whatever task that's coming your way?

Take the day off - you will be wasting your time here

- My assumption is you'll always need a team to solve bigger problems

European Commission

- Is put in place to “promote” Europe

I will only talk about the technology promotion

- Mission: Make EU the best in all R&D aspects

What did they do?

- They invented a Framework Programme

and now after several, several years they found out that you cannot do it alone.

- EU can not solve the objective - to be the best - alone
- Consortia's need to be created with players from all over the world

Our mission is then

- to help setting up and finding the right partners to form a consortia
 - for applying for funding
 - to solve a business situation

Our mission is then , cont.

- to bring partners together to form a consortia for a specific Call for proposals (FP7)
- often the organisation hiring us, will know some potential partners, but they also miss a few
- everybody can do this, but it look like the process need some help

It is important that

- you are honest (to your self)
- that you can break down the problem/task into more or less independent sub-task
- each sub-task need a partner who are “the best” to just this sub-task
 - *for this partner it is not a sub-task, it is the “world” and that is exactly the way each partner should feel*
- some (outsider) evaluates the complementarity of skills
- first now you can think on writing a proposal

Why honest?

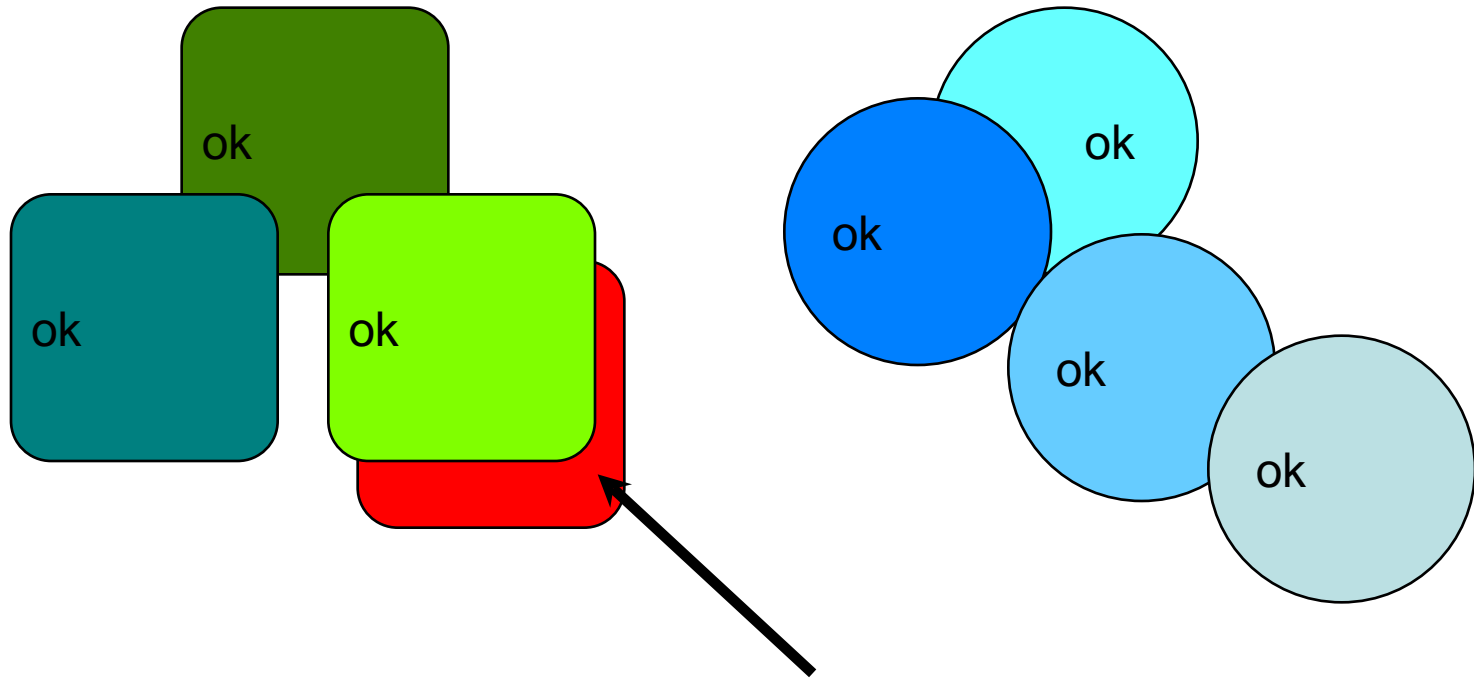
- Well basically it s a good thing, and it help you remember why, how and which

but besides this

- It is important that you are the one to say “I do not think I have the needed expertise to do this and this”
- Having this judgement coming from the Commissions evaluators is really a waste of time and resources

This is our strength

- To make this kind of judgement



Not OK, since it is obvious the an other partner can do the work

This is what we do



For this event

- beginning of this year, we send out a catalogue of Belarusian organisations

more than hundred got the mail and 2 responded

- just before coming here the message was in the ICT-newsletter of our biggest and only association (DI) for the whole Danish ICT industry (link to the catalogue)

more than 10 asked for more information and 2-3 would like to be mentioned here today

Let me mention some organisations

- Delta
- DTI
- Daintel
- Lysta
- eHealthLAB



We help ideas meet the real world

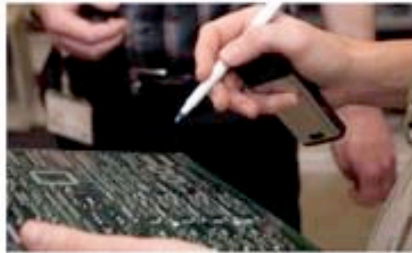


We help *ideas* meet the real world

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What is your **technical need?**

What is your **practical need?**



Which technology will be the right for my product?

Wireless - choice of technology.

It can be overwhelming to choose one wireless technology among all the possibilities that exist on the market.

[Read more](#)



DELTA Annual Report 2009

DELTA has much to offer. An exciting and strong culture of reliable flexibility, dedicated enthusiasm and original thinking are key values within the organisation.

[Read ratios for 2009 here](#)

News

2010/04/29 DELTA at ChipEx2010 in Israel... [→](#)

2010/04/23 DELTA is continuously looking to expand our presence on the global market and to improve the serv... [→](#)

2010/04/20 QAMP certificate. A must for everybody working in IT development... [→](#)

Courses and events

4th Intertraffic China
2010/05/26 - 2010/05/28
Intertraffic China [→](#)



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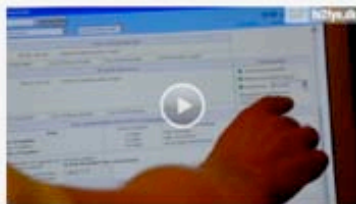
KEY CONCEPTS

- CPOE
- EMR
- PDM

TV coverage of CPOE module

Tuesday, 26 January 2010 09:45

The Daintel CIS CPOE module was mentioned in the news on the Danish TV station TV2, as a way to significantly improve patient safety in ICUs, and save costs by reducing medication errors.



2nd Annual Medical Advisory Board meeting (Copenhagen)

Monday, 10 May 2010 11:08

The next MAB meeting will take place at ITU on the 3rd of June from 10.00 to 16.00. Topics on the agenda are amongst others: Integration with national cost database from the [National Board of Health](#), discussion regarding a

A clinical workspace for ICUs

Daintel's Critical Information System, CIS™, is a clinical workspace for Intensive Care Units.

Not only does CIS™ handle all common activities expected of an Electronic Medical Record (EMR) – the system also provides advanced statistics and facts to both clinicians and management.



Navigation

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- X-ray viewers
- Curing lights
- Mobile dental equipment
- Ultrasonic scalers
- Alternative fluid supply
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- Disposables
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- Prices

News



There is nothing like having your teeth cleaned with a Lysta Hygienist scaler!

Home

Be one step ahead



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eHealth LAB

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But in reality, choosing the best technology or products may be overwhelming, time-consuming and costly. And in the end, it's often ineffective.

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where are you?



What is Networking

- friends?
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- your subcontractors?
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- your competitors?
- your family?



Thank you