



Customers and Services

In “homeland security” sectors: **aerospace, defence, civil protection, security, and related information technologies**, MAM International Consulting offers its services to public agencies, medium and small companies, intermediary organizations (incubators, accelerators and clusters), researchers wishing to collaborate with **actors abroad** in **research and innovation**, or to engage in **international business activities**.

MAM International Consulting provides small and medium-sized companies with strategic advice to their managers and mentoring to their team and project managers. To intermediary organizations, MAM International Consulting proposes to pool these same services for the benefit of their members, including very small companies and start-ups. These services can also be tailored to the needs of, for example, universities or public bodies such as municipalities in large cities, for the benefit of their laboratories or operational services.

Based on a solid network of long-standing contacts built up by its consultants, MAM International Consulting can, in many countries in Europe and around the World:

- ❖ assist companies, public bodies, intermediary organizations (accelerators, clusters, etc.) and research organizations to develop their **strategies for innovation** or **international development** and to define their **priorities for investment**

strategies

- ❖ help these actors to prepare and conclude international negotiations for **commercial transactions** or **cooperation agreements**, to structure **technological cooperation** or **joint research** projects, to set up a **foreign presence**, to seek and obtain **funding or financial investments**

actions

For this, MAM International Consulting will be able to:

- ❖ carry out specific, thematic studies (search for key actors, relevant conferences and other events, areas of interest, etc.)
- ❖ compile information to assess the potential of foreign markets, identify partners, sources of funding, etc.
- ❖ feed the flow of this information
- ❖ design, host, and manage for their customers, in a secure way, their corresponding databases

information

- ❖ presentations and webinars
- ❖ design e-learning modules
- ❖ writing press releases and articles, publications in the main technological media, blogs

training

- ❖ organize meetings between European and foreign researchers in the context of joint research or innovation efforts, in Europe or around the World
- ❖ organize consultations between industry experts
- ❖ organize visits of incubators, accelerators and university innovation centres
- ❖ introduce its clients to decision-makers, strategic partners, business networks, venture capital firms, legal advisors or intellectual property protection professionals, potential buyers of their solutions and products, or “living labs” in order to validate prototypes

meetings