

Stirling Management Centre: Tuesday 20th March 2012

INNOVATION SHOWCASE

Sensors & Sensor systems used in the Food & Drinks Industry

Listen to some major players in the European Manufacturers from the food and drink sector describe their future needs for sensors and sensor systems.

Present your company and showcase the technology you have to offer.

This event is supported by the Inspired project from UWS and DoRIES from ISLI
These projects are funded by SEEKIT and ERDF.

Call for SME candidates – **First Announcement**

Date of the event: March 20th 2012, 10h00 – 16h00

Location: Stirling, United Kingdom

How to Participate:

Small businesses and innovators are invited to apply for participation in this event. This is an opportunity to promote your company to some of the biggest names in food and drink manufacturing. Strict guidelines will ensure that only companies with innovative sensors or systems are presenting.

Attendance is by invitation only. A selection will be made of the applications that seem most promising and interesting with respect to applications and potential for a further business relationship.

Format: A plenary session in which 15 SMEs will each give a 7 minute presentation before all attendees: participating large-scale enterprises and SMEs alike. Between presentations plenty of time is allowed to facilitate networking.

Objectives: This event, open to large-scale enterprises (public and private), is a showcase for selected, innovative Scottish SMEs to present their expertise in the range of sensors and sensor systems. The objective is to accelerate the development of mutually-beneficial business relationships.

Deadline to submit an application: March 6th, 2012, 17:00 (GMT 0)

There is *no registration fee* for presenters. Other companies are welcome to attend, there is a £35 registration fee for delegates. Companies can also put forward table top exhibits, posters and pull up banners. (P.O.A – limited numbers) Participants are responsible for their travel arrangements.

For more assistance on how to submit an application as an SME, please write to :

gerard.watt@electronics-scotland.com or chris.gracie@optoelectronics.org.uk

Large-Scale Enterprise: To attend the presentations as a representative of a large-scale enterprise, please send your full contact details to above along with a written presentation of your interest in the topic of the meeting (technology sought, applications, technical constraints, ...). This information will be provided to the selected SMEs so that they may adapt their presentations accordingly.



DoRIES



UWS UNIVERSITY OF THE
WEST of SCOTLAND



EUROPE & SCOTLAND
European Regional Development Fund
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**The Scottish
Government**

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Topic of the meeting:

The objective of this Showcase event is to create business relationships between sensors SMEs who are leaders in sensor innovations and technology integrators who are seeking specific capabilities and performance for sensing in food and drink manufacturing environments.

There are many new technologies on the market which have been developed for specific sectors, such as the chemical industry, biotechnology, oil and gas and defence equipments. These technologies could be adapted for other sectors, however it is a challenge for SMEs to break through into new markets.

Meanwhile the food and drink industry is challenged to meet new legislation, to improve efficiency and quality control and to deliver innovate products to their customers. The food processing equipment manufacturers are designing equipment with an increased demand on data acquisition, often in extreme environments.

Especially relevant in this showcase are the following technologies.

- Mid Infrared sensor systems
- SCADA systems applicable to multiple sensor inputs.
- Move from sensor output to information exploitation
- Environment management systems, such as gas detection or thermal control.
- 3D imaging.
- Innovative packaging sensors for product quality control

The F&D manufacturing environment requires equipment to operate in extremes of temperature, pressure, vibration, humidity and be resilient to handling.

Another emergent market in this sector is product security and safety.

- Tamper detection.
- Air quality management and detection of hazardous substances.
- Non-invasive chemical testing.
- Nano-technology detection sensors.

Selection of candidates will be made by STN, ISLI and UWS on the basis of the information provided in the written one-page application. Results will be sent during the week of 12 March.

SMEs not selected will have 24 hours after notification to provide further details of their application providing that presentations slots are still available (maximum 15).

The organisers commit to ensuring that representatives of at least four major different large-scale enterprises (public or private) attend, otherwise the meeting will be cancelled at least 2 weeks before the scheduled date.

During the meeting the large account representatives are requested to indicate to the organisers through a questionnaire which companies they wish to be contacted by for further discussions.

Each company will receive by email in the two weeks following the event an individual assessment incorporating the contact details of the large account representatives who wish to discuss with them.



DoRIES



SCOTTISH TECHNOLOGY NETWORK

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How to Apply:

Please send us a description of one page, A-4, minimum font 11-pt, no figures or photographs.

Contents to Include:

Company	Country
registration number	Contact person
2009 revenue – turnover	E-mail
Address 1	Telephone
Address 2	Back-up person
City	e-mail
Postal code	telephone

Please describe:

- The sensor component or system
- Application environment in which it might be used
- What development remains to be done
- Estimated market per year for a developed sensor system
- Which companies might be most likely to use your innovations?

Send us your application by e-mail to gerard.watt@electronics-scotland.com or chris.gracie@optoelectronics.org.uk

Application deadline: 6th March 2012

We will host a workshop prior to the showcase for SMEs to enable them to practice their 7-minute presentations and polish their offering for maximum effect.

