

# **Japan International Aerospace Exhibition 2012**

## **BtoB Meetings**

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## **1 : BtoB Meetings**

JA2012 'BtoB Meetings' is the only international business convention for the aerospace industry organized in Japan. This will be held as the first international event in Japan. It is a service of customized and pre-arranged meetings based on an effective and well-proven methodology offered by BCI Aerospace.

\*It's reserved to all direct and indirect exhibitors. The program is open to professionals visiting the show and seeking potential suppliers and partners.

\*This outstanding tool to save time, meet the right people and discuss their requirements and capabilities in just 2 days.

\*It's easy, efficient, time saving and Free of Charge!

\*BtoB Meetings and Conferences organized by BCI Aerospace will be held on 10 & 11 October.

## 2: Registration

### ① Access to the Online registration page.

Access to the Online registration page from JA2012 Homepage. Click 'CONTRACTORS' if you wish to participate as a Buyer, click 'SUBCONTRACTORS AND SUPPLIERS' if you wish to participate as a Supplier.



**JAPAN INTERNATIONAL EXHIBITION  
AEROSPACE 2012**

**BtoB Meetings**

**BtoB Meetings JA2012  
ONLINE REGISTRATION**


English form

CONTRACTORS

SUBCONTRACTORS AND SUPPLIERS

## ② Fill all the information.

Fill all the information about your company and participant. The part with \* mark is required.

**BtoB Meetings**

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**BtoB Meetings JA2012**

**Online registration**

The information you are about to provide will enable us to prepare an accurate description and presentation of your products and competencies in the official convention catalogue that is distributed to all participants.

Please enter your **Operation code** as it appears on the document in your possession (e-mail, fax, advertisement, ...):

If you do not have this code, please tell us how you heard about "BtoB Meetings JA2012 " .:

**COMPANY'S PROFILE**

COMPANY	<input style="width: 90%;" type="text"/>	*
Address	<input style="width: 90%;" type="text"/>	*
Address 2	<input style="width: 90%;" type="text"/>	*
Post Code	<input style="width: 90%;" type="text"/>	*
Town	<input style="width: 90%;" type="text"/>	*
Country	<input style="width: 90%;" type="text" value="Canada"/>	*
Phone (eg: +33(0)x xx xx xx xx)	<input style="width: 90%;" type="text"/>	*
Fax (eg: +33(0)x xx xx xx xx)	<input style="width: 90%;" type="text"/>	*
E-mail	<input style="width: 90%;" type="text"/>	

**OUR CAPABILITIES AND TECHNOLOGIES**

**MANUFACTURING**

**COMPOSITES**

Organic matrixes

Thermal setting matrixes

Other matrixes (specify):

Strengthening or feed (specify):

Skin packaging

Filament Winding

Resin Transfer Molding (RTM)

Sandwich

When you have completed, click **Validate** , and if the message below appears, your registration has been completed.

**BtoB Meetings**

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**BtoB Meetings JA2012**

Thank you for your registration

### 3 : Online catalogue.


Access to the Online catalogue

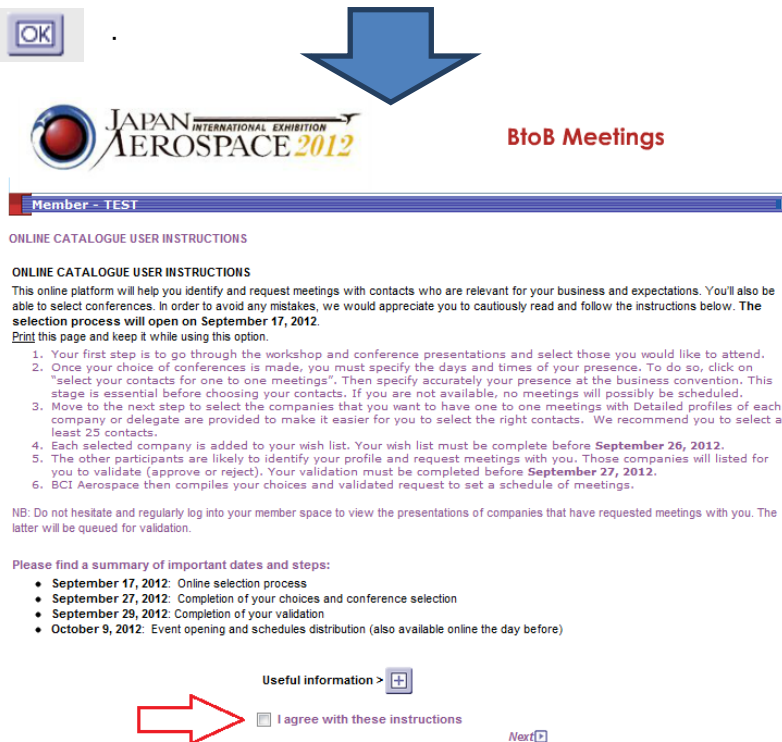
<http://www.bciaerospace.com/japan/rendezvous2012//php/membre.php>




For any information about your login and password and the BtoB Meetings JA2012 Convention, please contact:

abe  
35/37 rue des Abondances  
92513 BOULOGNE Cedex  
T: +33 1 41 86 49 47  
F: +33 1 46 03 86 26  
[mteycheney@advbe.com](mailto:mteycheney@advbe.com)

Fill the Login and Password which you have received after your registration, and then click  .



After reading the User Instructions, please check the square beside 'I agree...' and then click  .

## Main Menu

### ① Edit my information and details

Here, you can modify your company's information which you have already registered. This profile will be shown on the data base of the Online catalogue, and all participants can see it. You can access to this page until September 16<sup>th</sup>.

### ② Upload a photo or a brochure

Here you can upload some pictures, documents or logos. This will be shown with your profile on the database. You can access to this page until September 16<sup>th</sup>.

### ③ Select conferences and solution workshop

Here you can check and sign up to the program of conferences and solution workshop which will be organized by BCI Aerospace. It will be held on the 10<sup>th</sup> and 11<sup>th</sup>, same as BtoB Meetings. Here are two types of program we propose.

- Overviews of Foreign Aerospace Markets
- OEMS Procurement and Supply Chain Policies

You can access to this page until the end of September.

### ④ Select contacts for your one to one meetings

Here you can request BtoB Meetings(Details are below). The due date is September 29<sup>th</sup>.

### ⑤ Display your timetable of meetings

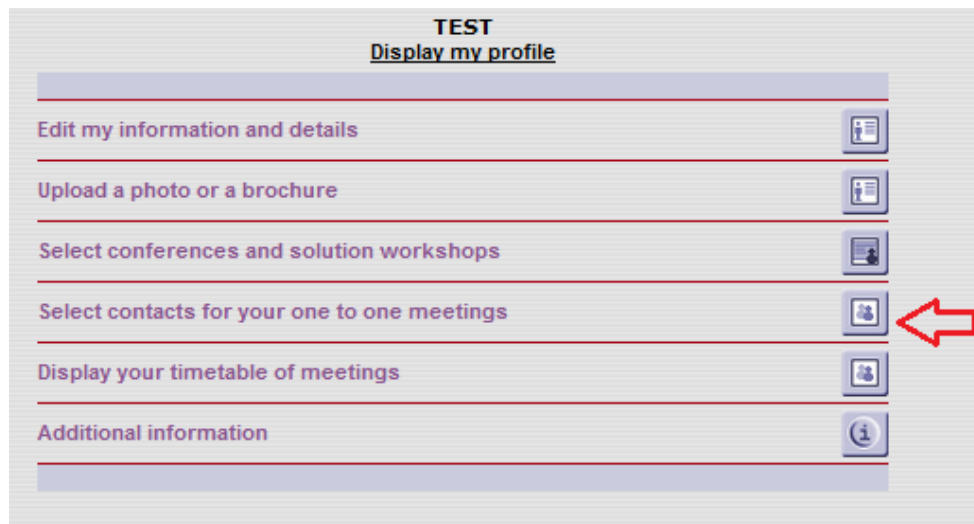
Here you can check your schedule of BtoB Meeting. You will have access to this page from October 8<sup>th</sup>.

### ⑥ Additional information


Here you can check information of the administration.

#### 4 : Requesting BtoB Meetings.

- ① Click the square of 'Select contacts for your one to one meetings' on the main menu.




- ② Click 'Modify' for inputting each participant's availability during the event.

 **BtoB Meetings**

**Presence - TEST**

First It is essential that you specify the days and times of your presence.  
Then click on the next step button on the bottom of this page to select meetings.

PARTICIPANTS		
Participant	Presence	Modify
Mr. --	2012-10-10	
<b>Please enter your presence</b>	2012-10-11	

present    not present

[Back](#)

Before doing your business meetings selection please [click here](#) to fill out logistic de

- ③ Check in the square of the time that you are available to participate BtoB Meetings during two days: 10 & 11 October, and then click **Validate** .

**JAPAN INTERNATIONAL EXHIBITION AEROSPACE 2012** **BtoB Meetings**

Logistique - TEST

LOGISTICS FOR Mr. --

Presence **Check all**

For the 2012-10-10	For the 2012-10-11
<input checked="" type="checkbox"/> 10:30-11:30	<input checked="" type="checkbox"/> 10:30-11:30
<input checked="" type="checkbox"/> 11:30-12:30	<input type="checkbox"/> 11:30-12:30
<input checked="" type="checkbox"/> 12:30-13:30	<input type="checkbox"/> 12:30-13:30
<input checked="" type="checkbox"/> 13:30-14:30	<input checked="" type="checkbox"/> 13:30-14:30
<input type="checkbox"/> 14:30-15:30	<input checked="" type="checkbox"/> 14:30-15:30
<input type="checkbox"/> 15:30-16:30	<input checked="" type="checkbox"/> 15:30-16:30

Cancel **Validate** ←

- ④ Click **Check all** if you are available all the time, and then click **Validate** .

**JAPAN INTERNATIONAL EXHIBITION AEROSPACE 2012** **BtoB Meetings**

Logistique - TEST

LOGISTICS FOR Mr. --

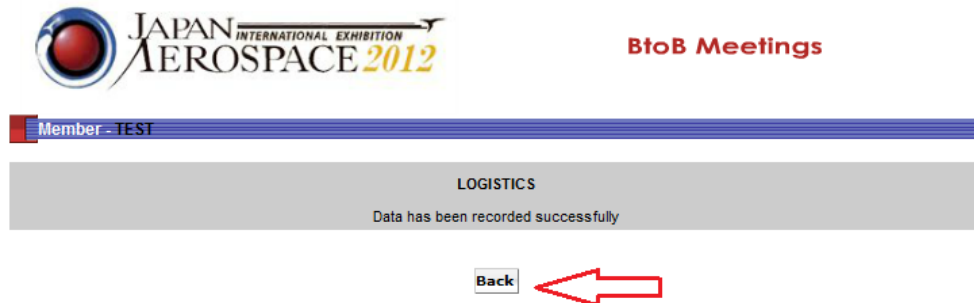
Presence **Check all** ←

For the 2012-10-10	For the 2012-10-11
<input checked="" type="checkbox"/> 10:30-11:30	<input checked="" type="checkbox"/> 10:30-11:30
<input checked="" type="checkbox"/> 11:30-12:30	<input checked="" type="checkbox"/> 11:30-12:30
<input checked="" type="checkbox"/> 12:30-13:30	<input checked="" type="checkbox"/> 12:30-13:30
<input checked="" type="checkbox"/> 13:30-14:30	<input checked="" type="checkbox"/> 13:30-14:30
<input checked="" type="checkbox"/> 14:30-15:30	<input checked="" type="checkbox"/> 14:30-15:30
<input checked="" type="checkbox"/> 15:30-16:30	<input checked="" type="checkbox"/> 15:30-16:30

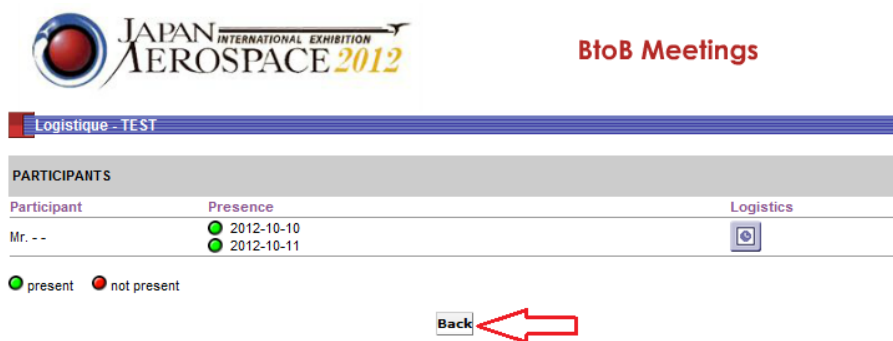
Cancel **Validate** ←



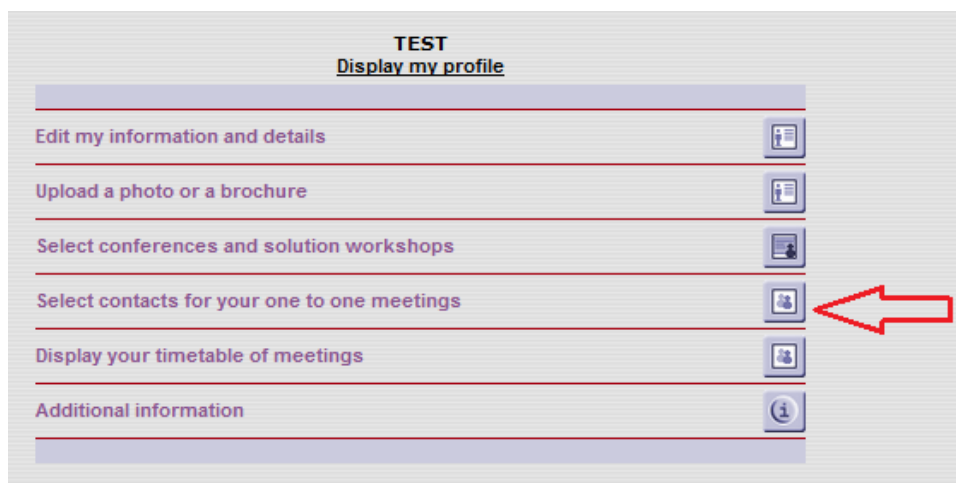
- ⑤ Click **Back** button.



- ⑥ Click **Back** to go back to the main menu.



- ⑦ Click the square of 'Select contacts for your one to one meetings'.



- ⑧ Your schedule is shown. To modify, please go back to ②. If it's correct, click the **Continue** button.

**JAPAN INTERNATIONAL EXHIBITION AEROSPACE 2012** **BtoB Meetings**

**Presence - TEST**

First it is essential that you specify the days and times of your presence. Then click on the next step button on the bottom of this page to select meetings.

PARTICIPANTS			
Participant	Presence		Modify
Mr. --	2012-10-10	●●●●●●●●	
	2012-10-11	●●●●●●●●	

● present ● not present

**Back** **Continue**

- ⑨ The requests you have received is shown on the left part, and the requests you have made are on the right part.

**Member**

List of companies who want to meet you		List of the companies you want to meet
Company	Validation of meetings View full details At this time, no company asked a meeting with you	Do not hesitate and visit your personal area on a regular basis to consult the presentations of newly registered companies. <input type="button" value="+"/> Select companies you want to meet Company Participant You have not made any selection yet

- ⑩ Click 'Select companies you want to meet' to request meetings.

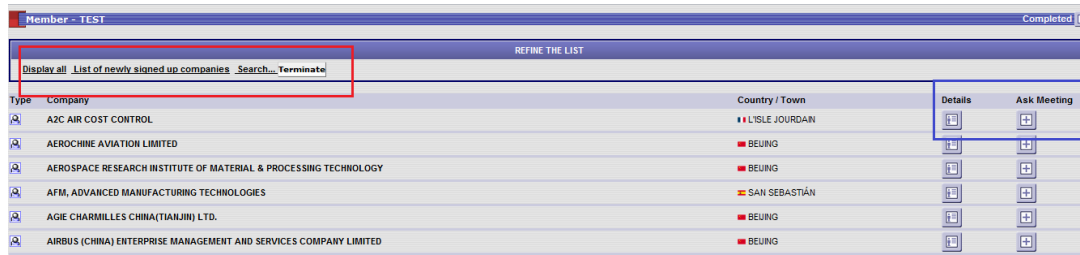
**List of the companies you want to meet**

Do not hesitate and visit your personal area on a regular basis to consult the presentations of newly registered companies.

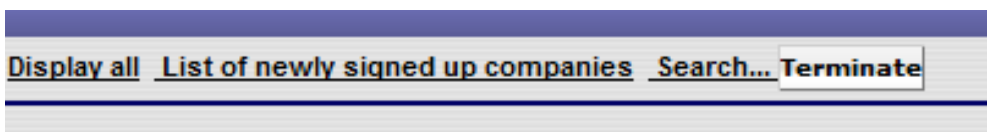
**Select companies you want to meet**

Company	Participant
You have not made any selection yet	

⑪ Check the participants list



⑫ Check how you wish to see the participants list.



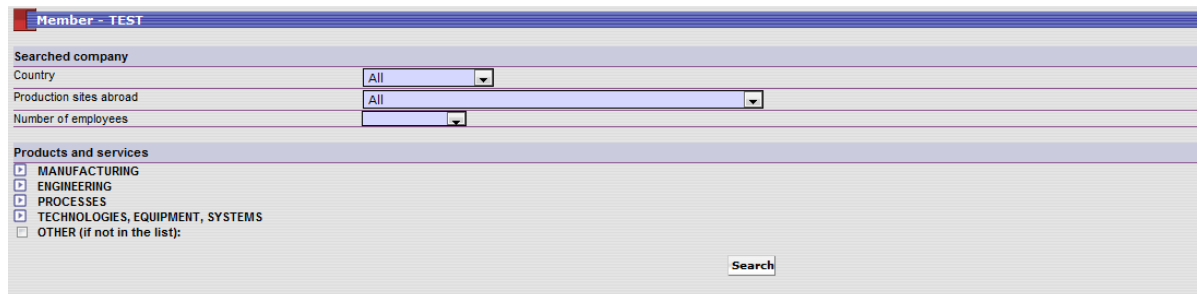
**Display all** : to check all participants of BtoB Meetings.

**List of newly signed up companies** : to check newly signed up companies.

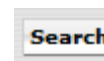
**Search...**: to go to the Search engine page(details are below).

**Terminate**: to finish.

⑬ Search engine.

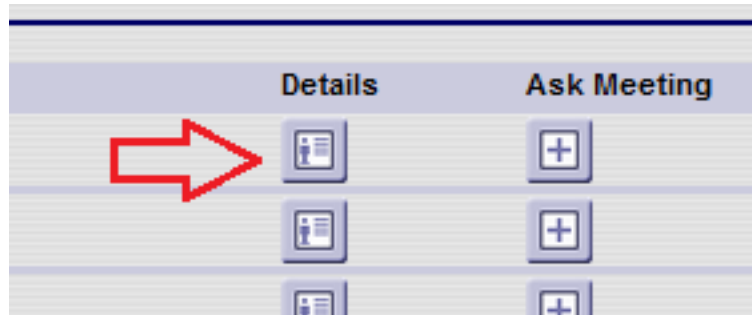


Check how you wish to search company, and after selecting, click

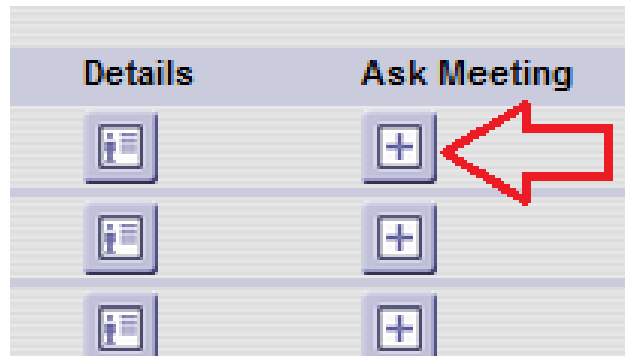


to start the search.

- ⑭ Click the square under 'Details' to check the profile of the company.























- ⑮ Click the square under 'Ask Meeting' to request meeting with the company.



## 5: Answering requests you have received.

Your request will be shown as below. Please click the square under 'View full details' to check the company's profile. To accept the request you should click the green button, and click the red button to deny.

List of companies who want to meet you		
Company	Validation of meetings	View full details
 INDUSTRIAL METALS INTERNATIONAL (v15)	Accepted for SHEN  	
 DCM GROUP (AWI - DCM AEROSPACE) (v53)	Denied  	
 EMSIL TECHNOLOGIES PTE LTD (v87)	Denied  	
 SAFRAN (E88)	  Accepted for Jun SHEN	
 TAILWIND TECHNOLOGIES INC (v81)	Accepted for SHEN  	

## 6: Key dates

9月17日: Starting request meetings.

9月27日: Due date of requesting.

9月29日: Due date of answering request you have received.

10月8日: Receive the schedule of BtoB Meetings by e-mail.

10月9日: Receive printed version of your schedule in JA2012.

### Contact

Mio Teycheney (BCI Aerospace Japanese staff)

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E-mail: [mteycheney@advbe.com](mailto:mteycheney@advbe.com)