



ASSESSMENT OF THE FIRST EDITION

08TH - 10TH DECEMBER 2015

SAO JOSE DOS CAMPOS, BRAZIL

Stakeholders

Organized by:



With Support from:



Institutional Host:



2015 Official Figures

Objectives of Aerospace Meetings Brazil

- * 250 companies
- * 20 countries
- * 500 participants
- * 5000 one-to-one meetings

Results of the 1st edition of Aerospace Meetings Brazil

Attending Companies

- * 231 pre-registered companies
- * 28 companies registered on-site
- * 259 companies in total

→ 104% of the objective achieved

Participants

- * 495 pre-registered participants
- * 34 on-site registration
- * 529 participants in total

→ 106% of the objectif achieved

BtoB meetings

- * 3885: pre-selected BtoB meetings
- * Estimated spontaneous meetings: 850
- * Total: 4735 BtoB meetings

→ 94,7% of the objectif achieved

Countries

- * 24 countries represented

→ 120% of the objectif achieved

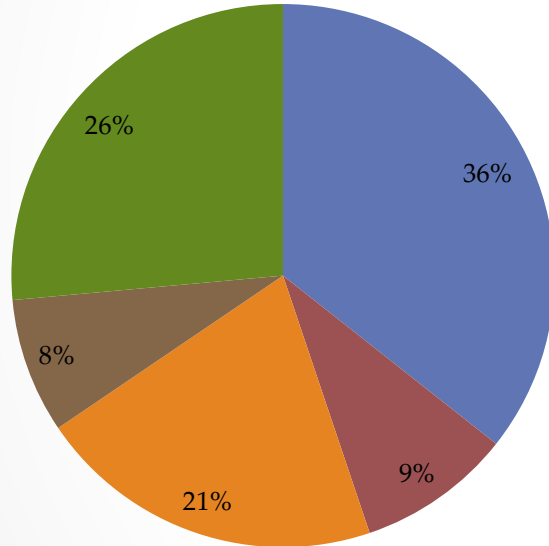
List of pre-registered companies attending Aerospace Meetings Brazil

10 AERONAUTICA	CARILLON INFORMATION SECURITY	ICAM TECHNOLOGIES CORP.	PORCHER DO BRASIL
3S KALIP APARAT A.S	CASTROLEITE CONSULTORIA	IFH-INDUSTRIAL FOSTERING AND COORDINATION INSTITUTE	PRADO AERONÁUTICA
AAAG AEROSPACE	CECOMPI - BRAZILIAN AEROSPACE CLUSTER	IGREK MAK. SAN. TIC AS	PROCOLOMBIA
ABENDI - ASSOCIAÇÃO BRASILEIRA DE ENSAIOS NÃO DESTRUTIVOS E INSPEÇÃO	CENTRO DE CATALOGAÇÃO DA AERONÁUTICA (CECAT)	INCORE AERO - CONSULTORIA	PROMARKING
ACNIS INTERNATIONAL (AEROMETALS / ACNIS DO BRASIL)	CERIN SPA	INDUSTRIAL METALS INTERNATIONAL LIMITED	PROMEXICO
ACTUS / GO-TRANS	CINTRA BY QUANTA INDÚSTRIA 4.0	INMEBA	Puerto Rico Investment Promotion, Government
ADVANTAGE AUSTRIA	CMP BUSINESS SOLUCIONS LLC	INSTITUTO DE PESQUISAS E ENSAIOS EM VOO	QUICKSTEP HOLDINGS LTD
ADVANTECH WIRELESS	CMP TRADING	INSTITUTO NACIONAL DE PESQUISAS ESPACIAIS - INPE	RANDSTAD BRASIL RECURSOS HUMANOS LTDA
ADZ NAGANO GMBH	COBA EVENTS MEXICO	INSTITUTO TECNOLÓGICO DE COSTA RICA	RCS SOLUTIONS
AERNOVA AEROSPACE DO BRASIL LTDA	COMAER- INSTITUTO DE LOGÍSTICA DA AERONÁUTICA	ISOVOLTA AG	RECOMINTE IND. E COMERCIO DE PEÇAS AERONAUTICAS LTDA
AERO EXPO PERU SAC	CONSULADO GERAL DO CANADA EM SAO PAULO	ITA	REDUCTIA AEROSPACE, S.L
AERONAUTICS INSTITUTE OF TECHNOLOGY - ITA	CONSULADO-GERAL DA HUNGRIA	IVCHENKO-PROGRESS SE	ROCKWELL COLLINS DO BRASIL LTDA
AEROSPACE BRAZIL CERTIFICATIONS	CZECH SPACE ALLIANCE	KARIBU TRAVEL	ROLLS-ROYCE
AEROTHERMAL SOLUTIONS ATSHI	DAHER	KONATUS SOLUÇÕES INTELIGENTES LTDA.	SAAB
AGENCIA BRASILEIRA DE DESENVOLVIMENTO INDUSTRIAL - ABDI	DEFENSYA	KRAYDEN	SAFRAN - SNECMA
AGTECHNOLOGIES PRODUTOS ELETRÔNICOS LTDA.	DELTA INTERNATIONAL INC.	KRAYDEN INC (LAB&D) - UNICAMP	SAMCO
AICAT AUSTRIAN INDUSTRIAL COOPERATION & AVIATION TECHNOLOGY	DELTA VIGO	LACAA - LATIN AMERICA & CARIBBEAN AEROSPACE AGENCY	SBA - TECNOLOGIA EM COMPÓSITOS LTDA
AIRBUS BRAZIL	DELTAFLAST MEXICO	LANMAR INDÚSTRIA METALÚRGICA LTDA.	SCHIESS GMBH
AIRMOD ENGINEERING, CONSULTING AND SERVICES	DIGEX MRO	LATECOERE	SECO/WARWICK DO BRASIL LTDA
AIRSHIP DO BRASIL IND. AERONAUTICA LTDA	DIGCOM SA	LATECOERE DO BRASIL INDÚSTRIA AERONÁUTICA LTDA	SHIMCO
ABSYS AUTOMAÇÃO INDUSTRIAL LTDA	DMG MORI	LAUAK	SIDELSA
AKAER ENGENHARIA S.A.	DOERRIES SCHARMANN TECHNOLOGIE GMBH	LEADING AERO COMPANY	SINTO BRASIL PRODUTOS LIMITADA
AKKA	EATON AEROSPACE	APPLUS+ LABORATORIES	SITEC AEROSPACE GMBH
ALENIA AERMACCHI SPA	ELECTROIMPACT DO BRASIL	LIEBHERR-AEROSPACE BRASIL	SM&S (DIVISION OF CONUAR S.A.)
ALESTIS DO BRASIL	ELETRICA HIGHER	LIMA & BONFÁ INDÚSTRIA E COMÉRCIO DE FERRAMENTAS LTDA	SOITEC
ALIDA MAKINE ELEKTRONIK TEKSTIL ITH. IHR. SAN TIC LTD STI	EMBAIXADA DA MALÁSIA ESCRITÓRIO COMERCIAL MATRADE	MAGNAGHI FRILILI AEROSPACE DO BRASIL	SONACA GROUP (SOBRAER - SOPECAERO - PESOLA)
ALLTEC	EMBAIXADA DA POLÓNIA	MAKINO DO BRASIL LTDA	STARBURST ACCELERATOR
ALMACO ASSOCIAÇÃO LATINO AMERICA DE MATERIAIS COMPOSITOS	EMBAIXADA DA ROMENIA - ESCRITORIO COMERCIAL	MAP - ADVANCED MANUFACTURING AERONAUTICAL PRODUCTS	STATUS USINAGEM MECÂNICA LTDA
AMBRA SOLUTIONS SERVIÇOS TÉCNICOS LTDA	EMBAER S.A.	MASSUCATO IND COM LTDA	STB AERONÁUTICA
AMTECH	ENAER	MAY BRAKE SYSTEMS	TAZIOLI Y CIA S.R.L
APEX-BRASIL	EQUATORIAL SISTEMAS S/A	MZAK SULAMERICANA LTDA	TDK LAMBDA AMERICAS INC
ARITEX CADING SA	EKA-D AUTOMOTIVE, AERONAUTICS PLASTIC AND MOULD PRODUCTION COMPANY	MECACHROME	TECMES TECNOLOGIA METODOLOGIA SERVIÇOS E COM. DE INF. LTDA
ASKAR MAKINA SANAYI VE TICARET A.S	EVONIK DEGLUSSA BRASIL LTDA	MEGGITT SENSING SYSTEM	TECNATOM S.A.
ASSOCIAÇÃO DAS INDÚSTRIAS AEROSPAÇIAIS DO BRASIL - AIAB	EXPORT PROMOTION AGENCY OF COSTA RICA (PROCOMER)	MERTAY MAKINA	TECPLAS INDÚSTRIA E COMÉRCIO LTDA
ATI METALS CENTRAL & SOUTH AMERICA	EXPORT QUÉBEC	METINJO - METALIZAÇÃO INDUSTRIAL E IMPORTAÇÃO JOSEENSE LTDA	TECT AEROSPACE
ATLAS AERONAUTIK	EXTENDA - TRADE PROMOTION AGENCY OF ANDALUSIA	MIKROMAT GMBH	TECTRAT - TECNOLOGIA EM PROCESSOS ESPECIAIS E REVESTIMENTOS LTDA - EPP
AUSTRALIAN TRADE COMMISSION	FAE S.A. + SM&S (CONUAR'S DIVISION)	MMBRAZIL BUSINESS DEVELOPMENT	TEST-FUCHS GMBH
AUSTRO ENGINE GMBH	FASTWORK PROGRAM SYSTEMS	MWR FERRAMENTAS	TESTIA
AVANTEC PERFORMANCE CHEMICALS MEXICO	FDC COMPOSTES INC.	NADAI USINAGEM	THE BOEING COMPANY
AVIBRAS INDUSTRIA AEROSPACIAL SA	FEDERAÇÃO DAS INDÚSTRIAS DO ESTADOS DE MINAS GERAIS	NASMYTH GROUP LTD	THK BRASIL INDÚSTRIA E COMÉRCIO LTDA
AVICOM ENGENHARIA	FERRA ENGINEERING PTY LTD	NATIONAL PRECISION BEARING	THOMAS GLOBAL SYSTEMS
AVISO INTERNATIONAL	FINETORNOS® - HERNADES FIM & CIA. LTDA.	NEURON ELETRÔNICA	THYSENKRUPP AUTOMATA
AXON CABLE	FLOW LATINO AMERICANA	NGC AEROSPACE LTD	TRELLEBORG DO BRASIL SOLUÇÕES EM VEDAÇÃO LTDA
B. GROB DO BRASIL S.A.	FRENCH EMBASSY IN BRAZIL	NICOMATIC	TROYA INDUSTRIA DE MAQUINAS E ENGENHARIA LTDA
BCI AEROSPACE	GF MACHINING SOLUTIONS MÁQUINAS LTDA	NOVA TECH ENGINEERING	TURKISH CONSULATE GENERAL IN SAO PAULO
BE CONSULTING	GIMAS - MOROCCAN AEROSPACE INDUSTRIES GROUP	NOVAER CRAFT EMPREENDIMENTOS AERONÁUTICOS SA	UFT DO BRASIL INDUSTRIA MECÂNICA LTDA
BKM KALIP	GIOVANNI PASSARELLA IND MET LTDA	OPEN MIND TECNOLOGIA BRASIL	UK TRADE & INVESTMENT
BOMBARDIER INC.	GKN AEROSPACE	ORBZ	UNIVERSIDADE METODISTA DE SÃO PAULO
BONNANS SA	GLEXYZ - CONSULTORIA, PESQUISA & DESENVOLVIMENTO DO BRASIL LTDA.	ORLEY GROUP	USIMAZA INDUSTRIA LTDA
BOREAL PEÇAS & SERVIÇOS	GLOBO USINAGEM	P R L INDÚSTRIA E COMÉRCIO DE ADESIVOS LTDA	VILLARES METALS SA
BRASIMET PROCESSAMENTOS TERMICOS LTDA	GMP MARCATTO INDÚSTRIA E COMÉRCIO DE PEÇAS LTDA	P3	WIN MS
BRAZILIAN AEROSPACE CLUSTER - CECOMPI	GOVERNO DO ESTADO DE MINAS GERAIS	PAN-METAL INDÚSTRIA METALÚRGICA LTDA	YALIN DEFENCE & AEROSPACE INDUSTRY INC
BRETON SPA	GROUPE DCM	PARKER HANNIFIN CORPORATION	YEPSAN SAVUNMA VE HAVACILIK
BUDSON SERVIÇOS DE COMERCIO EXTERIOR LTDA	GYEONGNAM TECHNOPARK(GESCA)	PEASA AUTOPARTES S.A. DE C.V.	ZODIAC AEROSPACE
BURSA CHAMBER OF COMMERCE AND INDUSTRY:AEROSPACE AND DEFENSE CLUSTER	HELIBRAS & AIRBUS GROUP	PEMAS - PORTUGUESE AEROSPACE INDUSTRY ASSOCIATION	
BUSINESS FRANCE	HTF S.R.L	PLANIFER	
CABIRAN (1991) LTD	HUMBERTO MANCILHA DIAS & CIA LTDA	PLASTEAM INDÚSTRIA E COMÉRCIO DE PLÁSTICO E METAIS LTDA	
CAETANO AERONAUTIC	HUTCHINSON JPR	POLARTE INTERIORES	
CARAE	IAI - COMMERCIAL AIRCRAFT GROUP		

Client satisfaction survey results

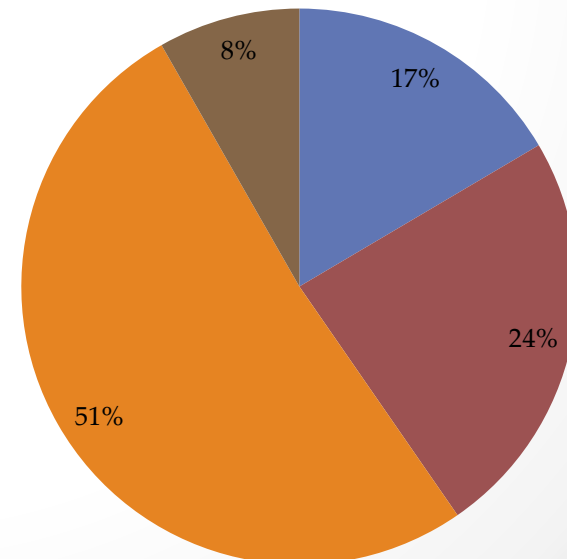
Q1 - Staff range

■ <50 ■ 50 - 99 ■ 100 - 249 ■ 250 - 499 ■ 500+



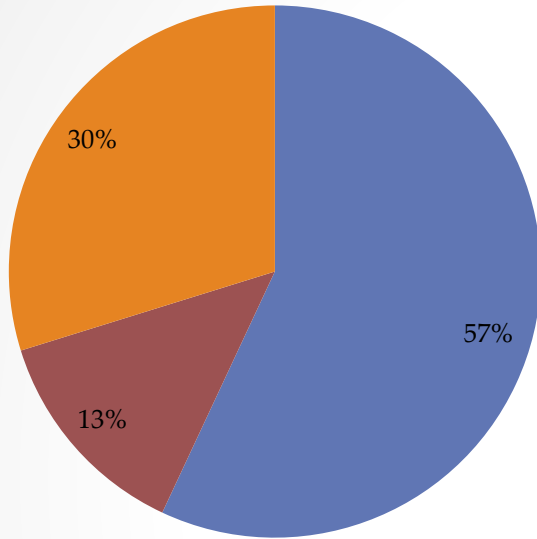
Q2 - Location

■ North America ■ Europe ■ Brazil ■ ROW



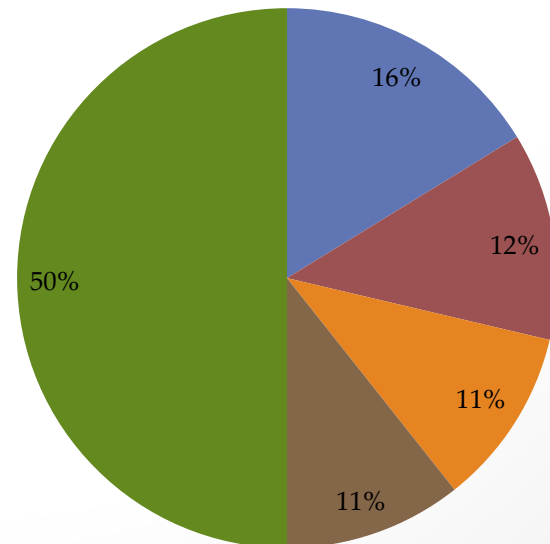
Q3 - Sector

■ Aeronautics ■ Space ■ Defense



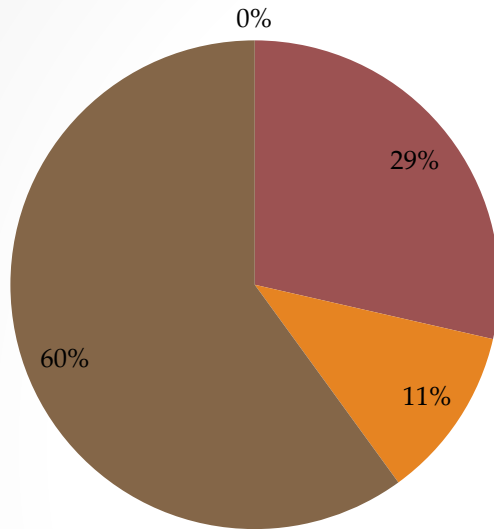
Q4 - Your capabilities, services and applications

■ Manufacturing ■ Engineering
■ Processes ■ Technologies, Equipment, Systems
■ Total des réponses



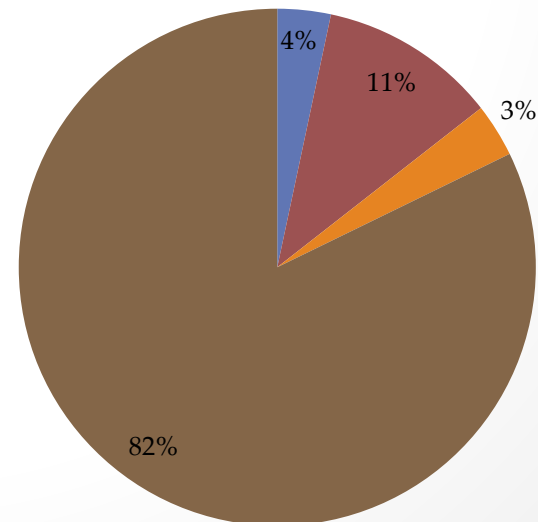
Q5 - How did you find out about Aerospace Meetings Brazil?

■ Press and ads ■ Recommendation ■ A sponsor ■ BCI Aerospace



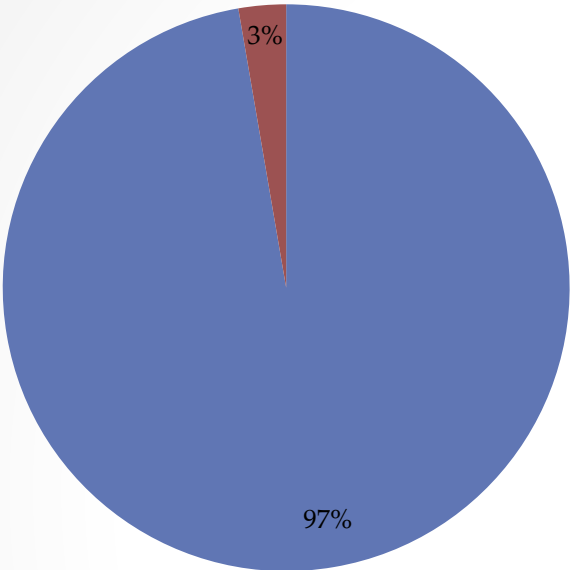
Q6 - Did you face any difficulties registering or attending Aerospace Meetings Brazil?

■ Financial ■ Administrative (registration, meeting requests)
■ Organization (transport, accommodations...) ■ No



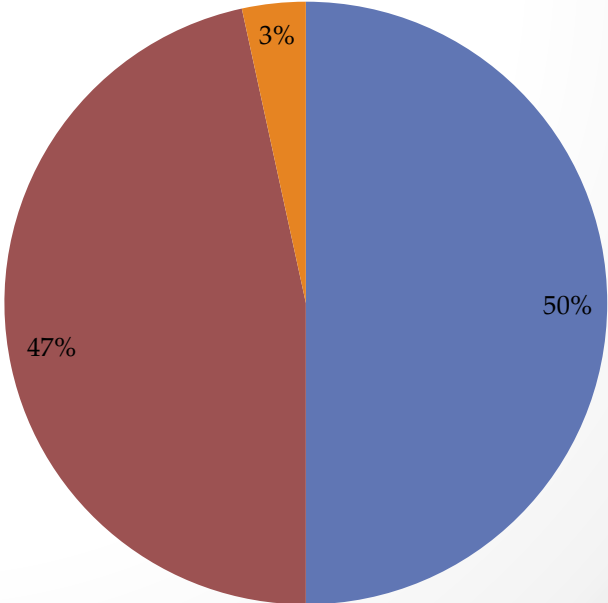
Q7 - Was the online catalogue efficient?

■ Yes ■ No

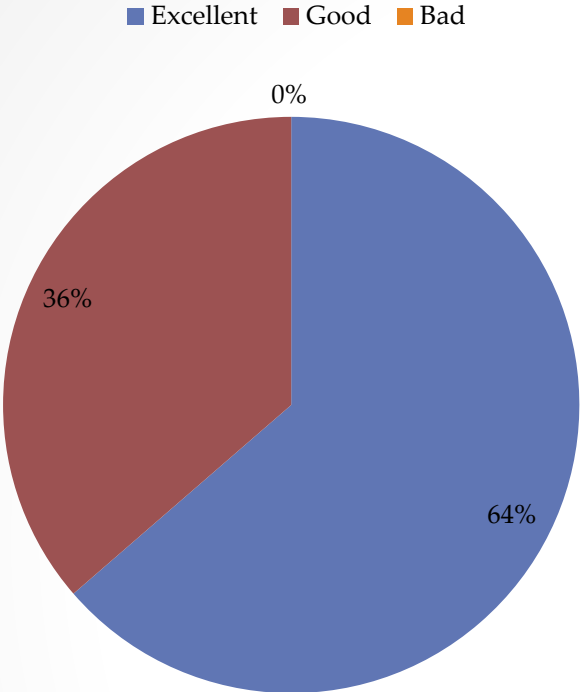


Q8 - How would you rate the organization of the convention? Communication

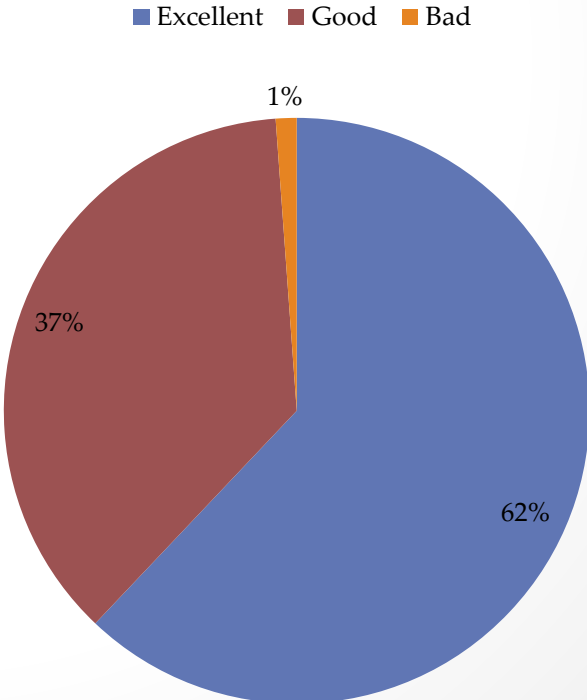
■ Excellent ■ Good ■ Bad



Q 9 - How would you rate the organization of the convention? Reception

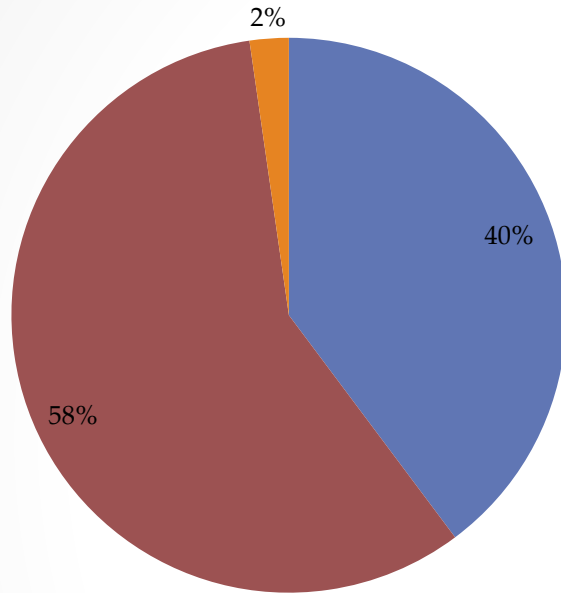


Q 10 - How would you rate the organization of the convention? Availability of the organizers



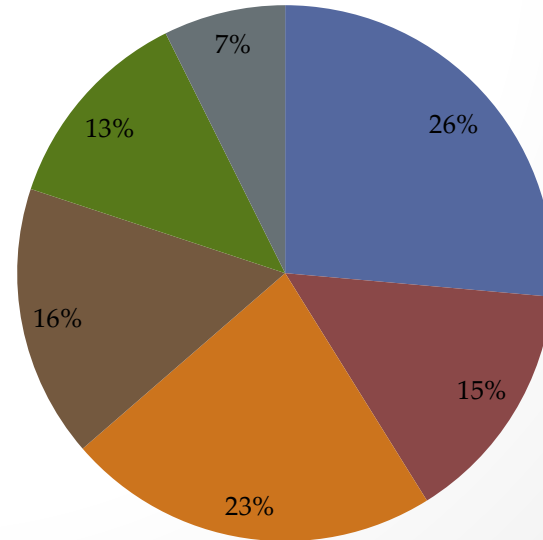
Q 11 - How would you rate the organization of the convention? Meeting booths

■ Excellent ■ Good ■ Bad



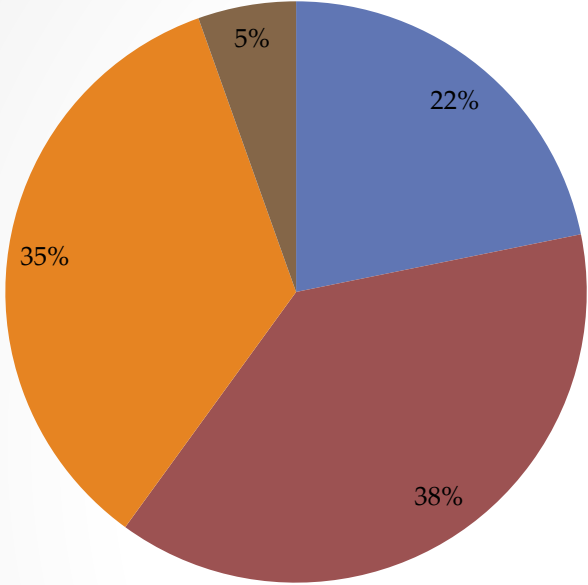
Q12 - What were your expectations?

- ☉Meet new customers
- ☉Meet new suppliers
- ☉Meet new partners
- ☉☉Promote your skills
- ☉☉☉Identify new technologies and processes
- ☉☉☉Better your knowledge of the North American aerospace market



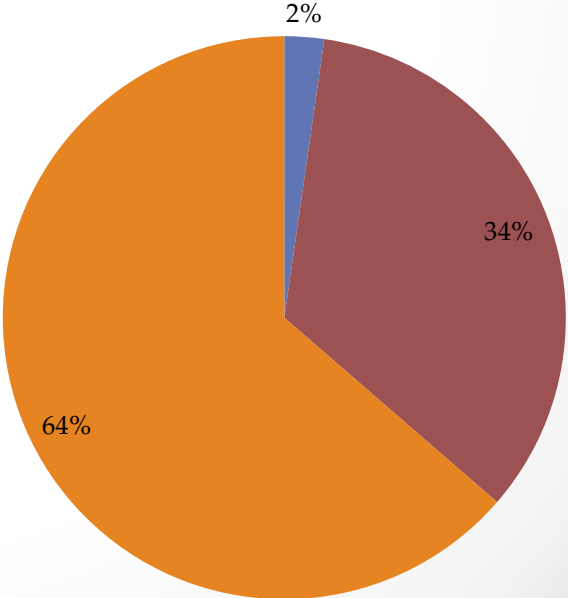
Q13 - How many BtoB were arranged for you?

■ $10 \leq x < 15$ ■ > 20 ■ $15 \leq x \leq 20$ ■ < 10



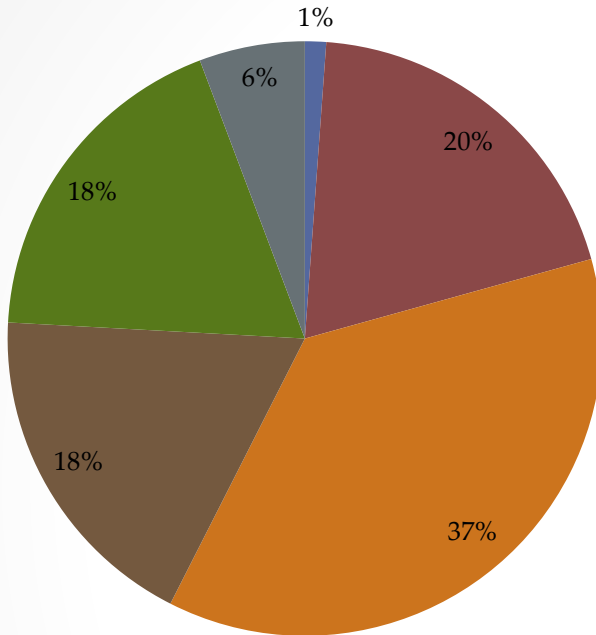
Q14 - How would you rate the number of meetings you had?

■ @Insufficient ■ @Acceptable ■ @Good



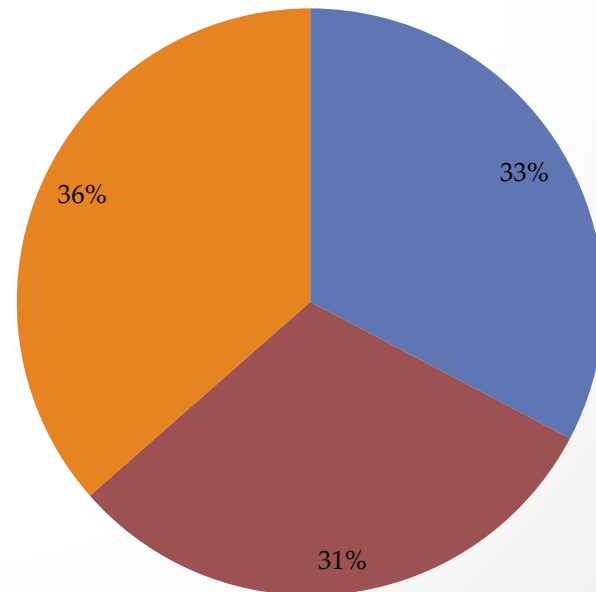
Q15 - How many contacts are worth a follow up?

■ None ■ <25% ■ 25-50% ■ 50-75% ■ >75% ■ All

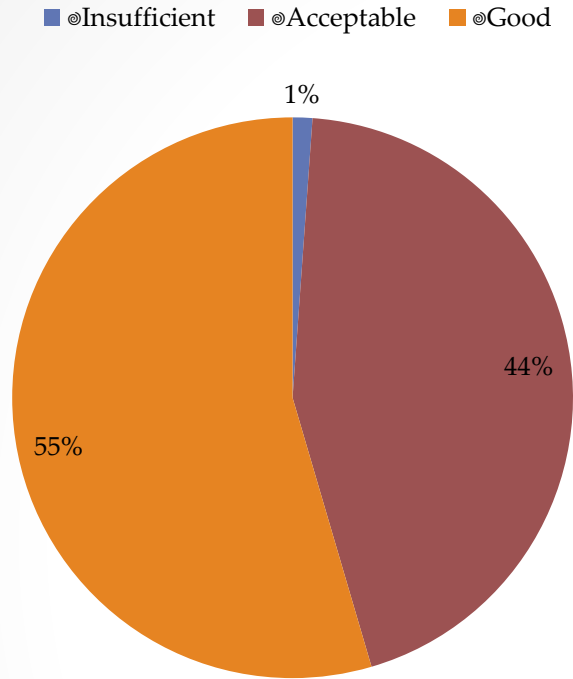


Q16 - Are these contacts from:

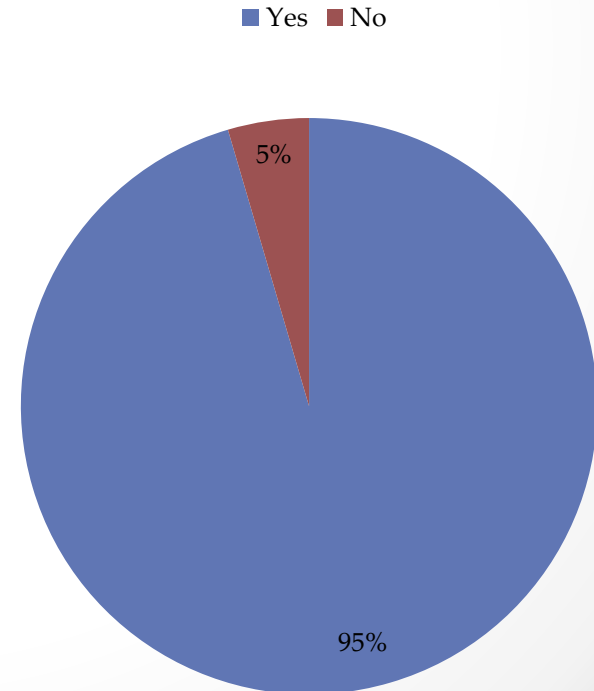
■ Europe ■ North America ■ Other (including Brazil)



Q17 - What did you think of the length of the meetings?

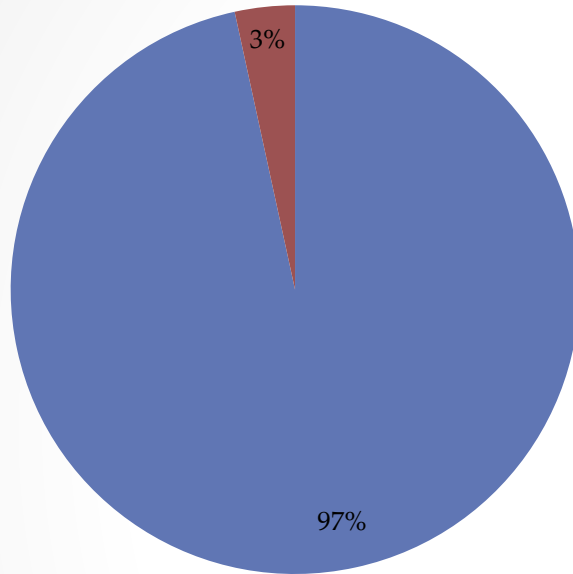


Q18 - Did you meet companies that you selected?



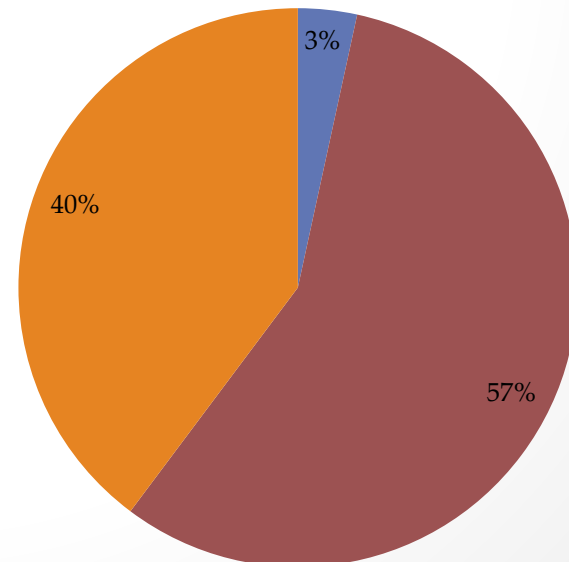
Q19 - Did you meet with the right contacts?

■ Yes ■ No



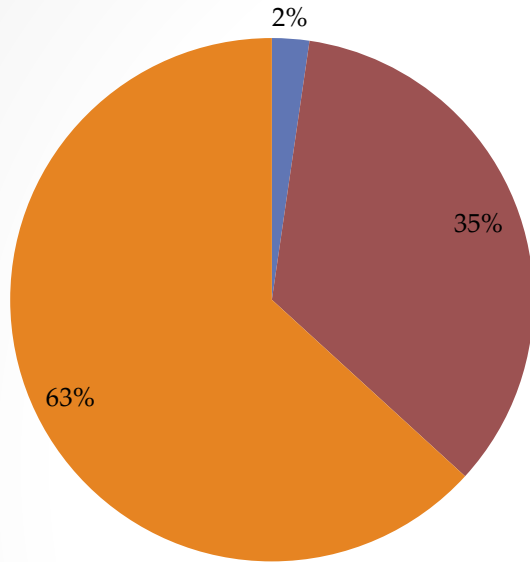
Q20 - What did you think of the number of attending companies operating in your field?

■ ⊙Insufficient ■ ⊙Acceptable ■ ⊙Good



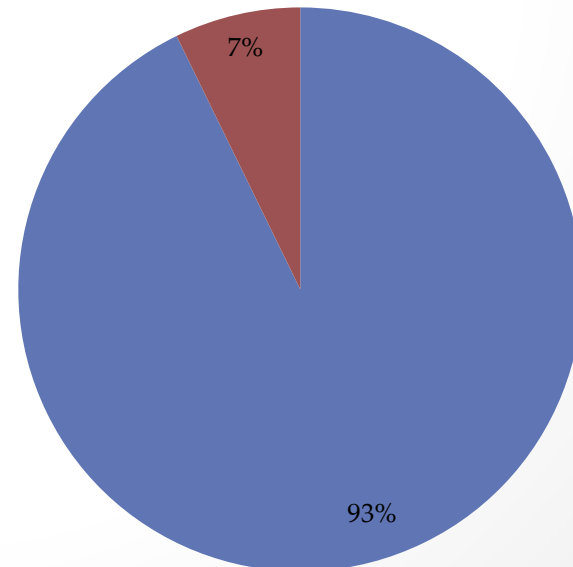
Q21 - What did you think of the quality of attending companies that you selected?

■ @Insufficient ■ @Acceptable ■ @Good



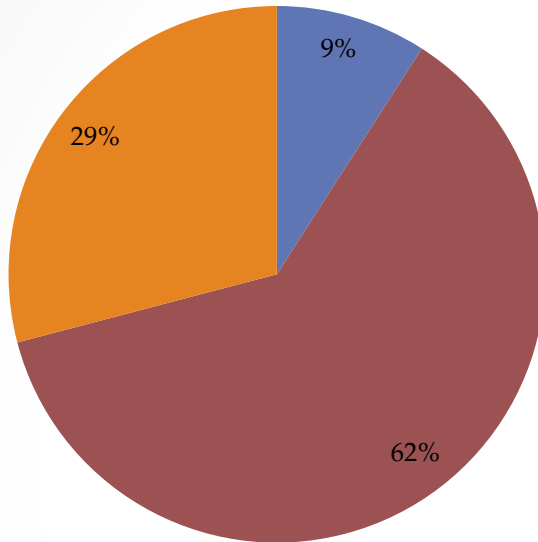
Q22 - Were there any specific commodities that you felt were underrepresented?

■ @No ■ Yes



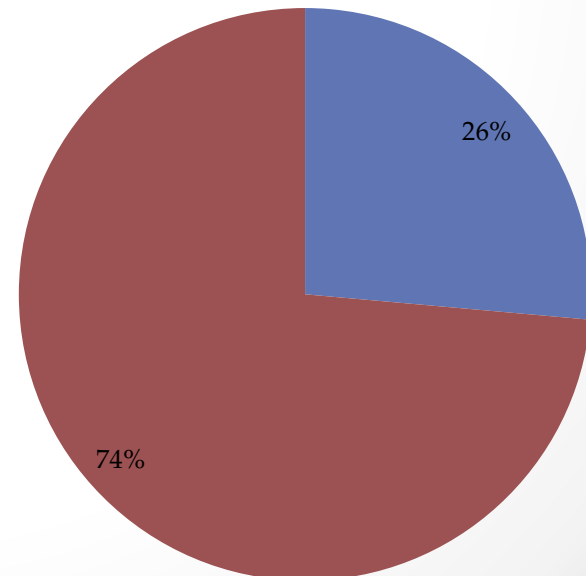
Q23 - How would you rate the conferences?

■ Disappointing ■ Satisfactory ■ Very satisfactory

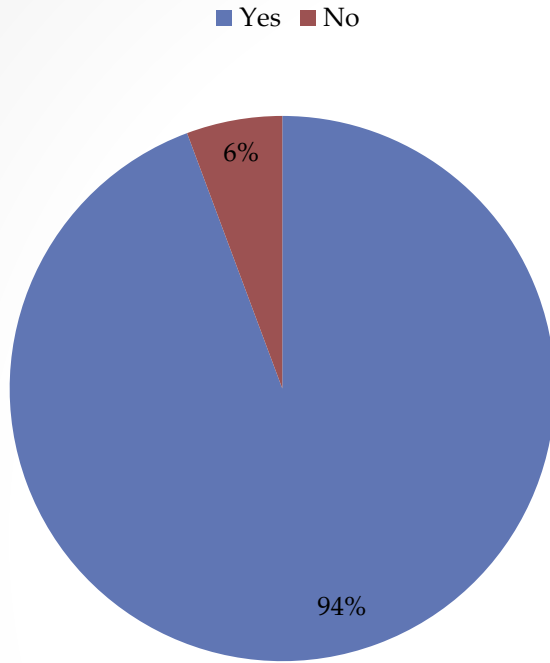


Q24 - Did you face any difficulties signing up and attending one or more workshops?

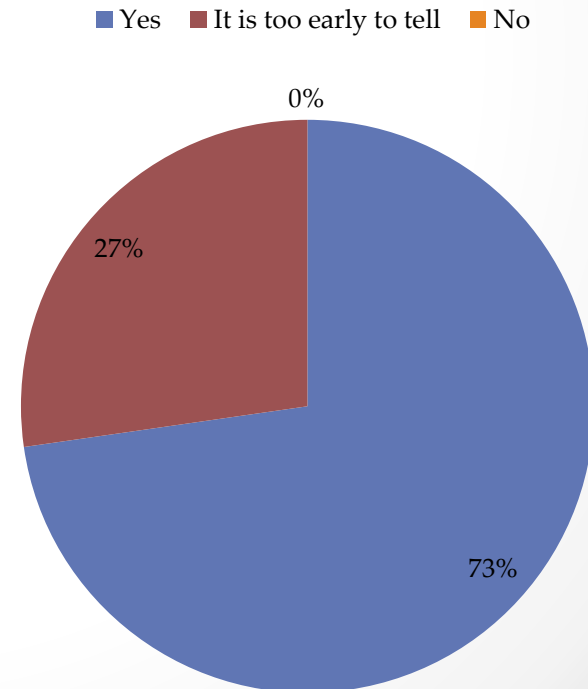
■ YES ■ No



Q25 - Do you think Aerospace Meetings Brazil is a cost effective event?



Q26 - Will you attend Aerospace Meetings Brazil in 2017?



Topics to be improved: on the organizers point of view

- Improve communication related to:
 - Logistic (shuttles, location of the venue, gala diner)
 - BtoB selection process steps (create a form)
 - Conferences (communicate on the program earlier)
- Improve the quality of lunches / decrease price of lunches
- Improve relaxation areas

Topics to be improved: on the participants point of view

1. Detail manual which one can be downloaded by web-site (showing venue map, program etc.) 2. Conference & workshop materials (presentation mat'l could be released for attendants)

Companies should specify more their needs or difficulties to allow other companies to offer good solutions.

Embraer people did not have, for most of them, a clear description of their responsibility. Very hard to select who might in charge of what are interested in. Bresilians were all late

I would recommend you to start and to finish the event later (maybe 10 to 20)

Free Internet at the venue, better food

Improve the quality of information given to the attendees previously and include a "instructions Speech" on the first day. Also include a "Wrap-up" on the last day.

It should be made better known among companies.

it would be better to 3 or 4 days duration. the meetings were not being respected, we can not talk to everyone because of the lack of time.

Lunch organisation



The next edition is expected to take place :

5TH – 7TH th of December 2017

If you have any question regarding the satisfactory survey of the first edition of Aerospace Meetings Brazil, please contact:

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