**Dialogue and synergy as a path to success - the eighth edition of Subcontracting 2019!**

**From 4 to 7 June 2019, hall 7 will house the eighth edition of the SUBCONTRACTING Industrial Subcontracting Exhibition. It is an event for industrial subcontractors from Poland and abroad and it aims to show the potential of companies operating in the industry and to bring together buyers and contractors from different economic sectors. The most important themes cover the processing of metals, plastics, rubber, composites, wood as well as services in the filed of electronics, electrical engineering and services for the industry.**

Increasing complexity of the environment means that internal resources alone are not sufficient to maintain a constant competitive advantage (especially in the case of small and medium-size companies). Therefore, cooperation within the broadly understood business network becomes more and more important, and so does participation in the Fair of Industrial Cooperation Subcontracting (4-7.06.2019, Poznań). Dialogue, common goals and cooperation are the keys to succeed. Cooperation gives wider access to information, resources, market, technology and, as a result, contributes to limiting or spreading of risks, outsourcing of a part of the value chain, shortening the time of introducing goods (services) to the market, increasing the use of resources, acquiring skills or knowledge.

“The eighth edition of the Subcontracting fair is ahead of us. The fair shows how important cooperation, not rivalry, is in business. From one edition to another, the fair has seen visible growth, both in terms of the interest of visitors and the involvement of the exhibitors themselves, which is reflected in the growing exhibition and the selection of service offerings. This interest also translates into cooperation with substantive partners, which results in interesting discussion panels and presentations,” says Zofia Strzyż, Director of the Industrial Subcontracting Exhibition.

The advantage of Subcontracting is the fact that it is organized together with ITM Poland, the largest industrial fair in Central and Eastern Europe, and along with Modernlog, 3D Solutions and the Industrial Safety Exhibition, which together form a block of the Poznań industrial tradeshows. The Polish Investment and Trade Agency has assumed honorary patronage over the year’s edition, partnered by: Metalworking Cluster - National Key Cluster, Enterprise Europe Network and Poznań Science and Technology Park.

**Business rendez-vous**

A key element of the Subcontracting trade fair is the international two-day cooperation meetings, Subcontracting Meetings. This unique and convenient formula allows us to build lasting relationships between subcontractors and potential customers. An unquestionable advantage of this form of matchmaking is the possibility to get to know the profiles of bidders in advance and make an appointment for specific meetings before the fair using a special online platform <https://subcontracting-meetings-2019.b2match.io/>. 30-minute meetings are held on the second and third day of the fair, i.e. 5th and 6th June 2019. The meetings are a proven and effective method of establishing prospective contacts between buyers and bidders. Every year we notice an increase in the number of satisfied participants. The last edition saw 287 meetings attended by 100 subcontractors and potential customers from 12 countries. Apart from Polish entrepreneurs, the talks were attended by representatives of companies from Belgium, Czech Republic, Lithuania, Latvia, Germany, Norway, Slovakia, Sweden, Ukraine, Great Britain and Italy. It is also worth noting that the event was one of seven recognized events organized with the support of the Enterprise Europe Network.

**Efficient for the industry**

As a substantive partner of SUBCONTRACTING, the Metalworking Cluster - National Key Cluster - will strongly emphasize its presence at this year's edition of the exhibition. Cooperation within a cluster makes it possible to join forces, exchange experiences, generate synergies and strengthen competitive advantage. All member companies participating in the fair will create a joint exhibition in which they will demonstrate their latest products and technological innovations.

“The Subcontracting exhibition is a must-attend and regular event for the Metalworking Cluster. In this year's edition we plan to present ourselves together with 15 cluster member companies offering subcontracting services in the field of metalworking, as well as solutions in the field of process digitalization and production optimization, electromobility and its applications in industry, additive manufacturing, training machines for CNC operators with innovative training programs for the staff,” emphasizes Janusz Poulakowski, Director of the Metalworking Cluster Office. “Additionally, we are preparing a presentation of industrial companies operating in the zone (about 6 entities) in cooperation with the Suwałki Special Economic Zone. We also declare participation in B2B meetings accompanying the exhibition. That is a great added value of our presentation and the possibility of acquiring new business partners,” adds Poulakowski.

Apart from the exhibition, the Metalworking Cluster announced its participation in the Smart Factory zone, which will feature presentations on practical implementation of Industry 4.0 solutions (including robotization and automation), as well as key competencies in achieving success in a rapidly changing industrial environment.

**Building a competitive advantage**

The SUBCONTRACTING exhibition attracts industry leaders, the event is growing year by year and is an increasingly important brand amongst other exhibitions. Those that had a chance to participate in the previous editions know that it is worthwhile coming here:

"The Internet does not always provide completely comprehensive information about what a given cooperator wants to offer us. Sometimes it's a misrepresentation, sometimes an understatement. Subcontracting gives us the opportunity to meet face-to-face with the company, discuss issues that are of interest to us and get to know people” - Joanna Aleksandrowicz, Ruuki Polska

“A place like this is an opportunity to go beyond one' s comfort zone and find new business contacts” - Piotr Trysła, Blachy Pruszyński.

“At Subcontracting we can see what Industry 4.0 is all about, see what the bidders are offering in this area and where the industry is heading today” - Ariel Grabarski, Volkswagen Poznań.

**SUBCONTRACTING Industrial Subcontracting Exhibition, 4-7 June 2019, Poznań International Fair, hall 7**

More information at [www.subcontracting.pl](http://www.subcontracting.pl)