

SustainX supports SMEs to improve digital and sustainable innovation readiness through training, advisory support and interregional collaboration. Our aim is to connect regional ecosystems and help SMEs move towards investment-ready projects.



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Interregional Matchmaking in Practice

Within SustainX, interregional matchmaking is implemented through concrete exchanges between regional innovation ecosystems. A recent example is the Iași – Larissa innovation exchange, where stakeholders from different regions engaged in structured discussions, networking and collaboration exploration.

This approach demonstrates how interregional interaction can move from simple networking to potential collaboration pathways between SMEs and ecosystem actors.

The approach in practice

The Iași – Larissa exchange combined:

- Participation of multiple innovation ecosystems (SMEs, innovation organisations, intermediaries)
- Structured networking and interaction allowing participants to present their activities and explore synergies
- Focus on common challenges and sectors (e.g. sustainability, digitalisation, innovation development)
- Direct contact between stakeholders supporting the identification of potential collaboration opportunities

This activity shows that effective matchmaking:

- is based on real interaction between ecosystems, not only online outreach
- connects SMEs with relevant partners beyond their region
- is supported by intermediaries such as EDIHs and EEN nodes
- can lead to follow-up collaboration discussions and partnerships

More information is available [here](#)

Why this may be useful for EDIHs & EEN nodes

- Provides a practical example of interregional matchmaking in action
- Shows how to bring together stakeholders from different regions
- Highlights the role of EDIHs/EENs as facilitators of connections
- Offers inspiration for organising similar collaboration activities



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