



Tools for competitive and innovative SMEs: Enterprise Europe Network



Business Support on Your Doorstep



«Enterprise Europe Network». What is it?

- It was launched in 2008;
- An initiative of the European Commission's DG Enterprise & Industry;
- Implementation of the “No-wrong-door” principle;

... with the mission of helping companies and stakeholders make the most of the business opportunities in the European Union and beyond.

- Develop business in [new markets](#)
- Source or license [new technologies](#)
- Access [EU finance](#) and [EU funding](#)

Modus Operandi

- A key instrument of the Competitiveness and Innovation Framework Programme (CIP 2007-2013)
- Contribution to **Lisbon's Strategy** for Growth and Jobs
 - By supporting the improvement of the business environment
 - By enhancing competitiveness of European SMEs



<http://ec.europa.eu/cip>

Enterprise Europe Network Structure

- Made up of close **600** different **organisations** encompassing over **6,000 specialist advisors** promoting competitiveness and innovation at the local level in Europe and beyond;
- Involves **53 countries** (European and not European)
- Chambers of Commerce, research and technology centres and Universities;
- Aspires to be a two-way network bringing the European Commission closer to businesses and vice versa
- **Services are free of charge**

EU and Non-EU Countries in EEN

EU countries

- | | |
|--|--|
|  Austria |  Lithuania |
|  Belgium |  Luxembourg |
|  Bulgaria |  Malta |
|  Cyprus |  Netherlands |
|  Czech Republic |  Poland |
|  Denmark |  Portugal |
|  Estonia |  Romania |
|  Finland |  Slovakia |
|  France |  Slovenia |
|  Germany |  Spain |
|  Greece |  Sweden |
|  Hungary |  United Kingdom |
|  Ireland | |
|  Italy | |
|  Latvia | |

Non-EU countries

- | | |
|--|---|
|  Albania |  Moldova |
|  Armenia |  Montenegro |
|  Bosnia and Herzegovina |  Morocco |
|  Chile |  Norway |
|  China |  Russia |
|  Croatia |  Serbia |
|  Egypt |  South Korea |
|  fYRoM |  Switzerland |
|  Iceland |  Syria |
|  Israel |  Tunisia |
|  Japan |  Turkey |
|  Mexico |  Ukraine |
| |  USA |

SIMPLER

ALPS

- CCIAA Torino (coordinatore)
- Unioncamere Piemonte (Torino)
- Confindustria Piemonte (Torino)
- Enzima P (Torino)
- CCIAA Aosta / Az. Speciale Attiva
- Unioncamere Liguria (Genova)

- CESTEC Milano (coordinatore)
- CCIAA Milano / Az. Speciale Innovhub
- FAST (Milano)
- ASTER (Bologna)
- Unioncamere Emilia R. (Bologna)
- CCIAA Ravenna/ Az. Speciale Sidi Europortello

FRIENDEUROPE (www.friendeuropa.it)

- Unioncamere Veneto (coordinatore)
- CCIAA Udine / Az. Speciale I.TER
- CCIAA Trieste / Az. Speciale Aries
- CCIAA Pordenone / Az. Speciale Concentro
- Consorzio AREA Science Park (Trieste)
- Veneto Innovazione (Venezia)
- INFORMEST Consulting (Gorizia)
- ENEA
- Trentino Sviluppo (Rovereto)

CINEMA (www.cinema-eeen.eu)

- CCIAA Firenze / Az. Speciale Metropoli
- Confindustria Toscana (Firenze)
- CCIAA Ascoli Piceno
- Compagnia delle Opere (Pesaro)
- Umbria Innovazione (Terni)
- Centro Estero CCIAA Umbria (Terni)
- Università Tor Vergata (Roma)
- Agenzia Promozione Ricerca Europea (Roma)
- Consiglio Nazionale Ricerche (Roma)
- BIC Lazio (Roma)
- Unioncamere Lazio (Roma)
- Confcommercio (Roma)
- FILAS (Roma)
- CCIAA Cagliari / Az. Speciale Centro Servizi Promozionali per le Imprese
- CCIAA Sassari
- Sardegna Ricerche (Pula – CA)



BRIDGE economies (www.bridgeeconomies.eu)

- Mondimpresa (coordinatore)
- ATS BRIDGE Abruzzo (Unioncamere Abruzzo e CCIAA di: L'Aquila, Chieti, Pescara, Teramo)
- Unioncamere Basilicata (Potenza)
- ENEA (Portici – NA)
- Unioncamere Campania (Napoli)
- CCIAA Napoli / Az. Speciale Europortello
- Università Federico II (Napoli)
- Unioncamere Calabria (Lamezia Terme – CZ)
- Consorzio SPIN (Rende – CS)
- Unioncamere Molise (Campobasso)
- Unioncamere Puglia (Bari)
- Consorzio Catania Ricerche (Catania)
- Provincia Regionale di Catania (Catania)
- Consorzio ARCA (Palermo)
- Confindustria Sicilia (Palermo)



Mission of the Network

- To provide comprehensive business and innovation;
- To identify potential commercial partners for companies;
- To help companies do business in the internal market;
- To facilitate technology transfer;
- To help SMEs access new markets and inform them about EU activities and funding opportunities;
- To advise companies on EU legislation and policies, as well as technical issues such as IPR standards;
- To give feedback on the views and problems of entrepreneurs.

Information services

- Info on:
 - EU Directives, Regulations and Standards
 - Public Sector Procurement and Contract Opportunities
 - Grant Finding
 - Trading in Europe(Newsletters, webalerting, seminars, workshops...)
- Collect the views and feedback from SMEs on a broad range of EU policy initiatives, actions, legislation or programmes related to the internal market and provide the EU Commission with the results
- Conduct Impact Assessment studies and consultation exercises on specific policies and legislation

Services for SMEs

- **Business cooperation services**
 - Check up/Business Review for interested SMEs in order to identify their capacities to start an internationalization process.
 - Run Europe's largest Business Cooperation Database- BCD (19.000 company profiles).
 - Offer company-driven programmes of business-to-business events, including matchmaking events
 - Support SMEs in reaching commercial agreement with foreign partners (trade intermediary services, Franchise, joint ventures, reciprocal production, Subcontract/Outsourcing activities ...)

Services for SMEs (2)

- **Technology and Knowledge transfer services**
 - technology audits to identify strengths and weaknesses in innovation capacities and client technology needs and/or technology offers;
 - support in developing European and international cooperation partnership – finding suitable partners for further development, commercialisation, joint venture etc...
 - facilitating the technology/knowledge transfer process
 - providing brokerage services across Europe
 - Facilitating access to collaborative R&D Funding
 - Support sector-specific innovation, regional clusters and industrial professional association
 - Encourage SMEs to participate in the 7th Framework Programme

Qualitative goals

- Promotion of the innovation and entrepreneurship to European SMEs
- Support for international business and export activity
- Support for international development of technology and knowledge
- Encouragement of SMEs to participate in the 7th Framework Program
- Establishment of the network on a local, national and international level
- Promotion of SMEs access to the formation of European policies

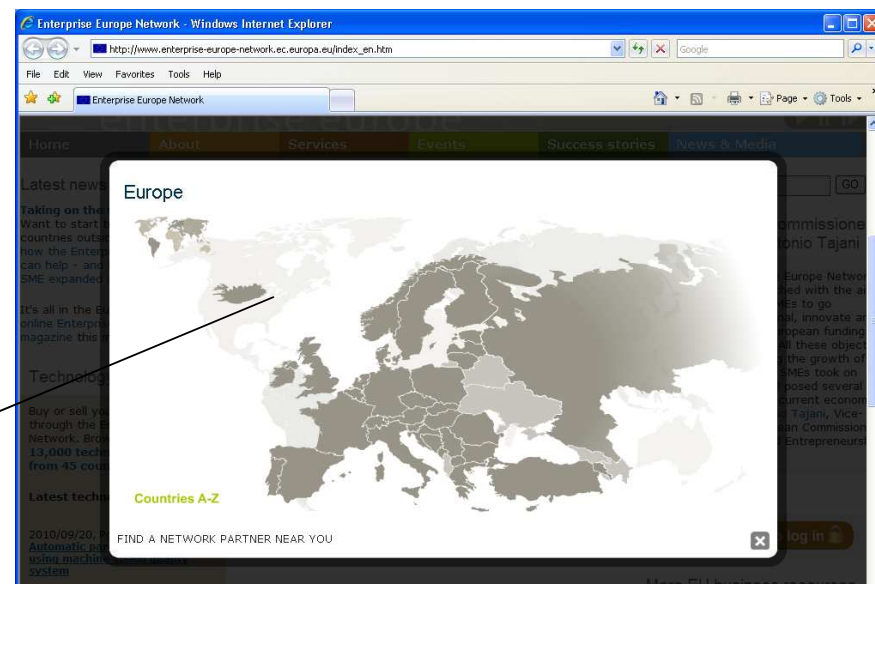
3 Policy Priorities:

- ✓ *The Small Business Act (SBA) for Europe*
- ✓ *The Broad-based innovation strategy for the EU*
 - ✓ *The sustainable industry policy*

Please visit the EEN website

www.enterprise-europe-network.ec.europa.eu

Click on the region of your interest and contact your EEN counterpart !!



Thank you for your attention !

Ludovica Gerardi

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