



Enterprise Europe Network

**"Clusters Go International"
Launch Event**

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The world's largest support network for SMEs

- created in 2008, presently financed under the EU's "Competitiveness of Enterprises and SMEs" Programme (COSME) with approximately 53 million euros per year;
- also delivers some innovation services under the Horizon 2020 Programme, financed with approximately 10 million euros per year;
- combines international business expertise with local knowledge;



Business Support on Your Doorstep

Network services for SMEs

Consortia in the EU and in COSME countries provide the full range of Network services:

International Partnership Services

- Business cooperation, technology transfer, innovation and research projects – and related activities: matchmaking events, technology brokerage and company missions;
- Partnership Opportunities Database with 10 000 cooperation demands and offers.

Information & Advisory Services

- EU policies, legislation and programmes;
- Innovation support services, Intellectual Property Rights (IPR);
- Access to international markets;
- Access to finance;
- Horizon 2020 participation, SME Instrument;
- Resource efficiency.

Feedback from SMEs concerning EU initiatives, EU legislation

Services under Horizon 2020

The Network helps SMEs to enhance their innovation management capacities

- Management of the innovation processes from "idea generation" and "innovation strategy" via "innovation project management" to the "creation of profit from innovations on the market";
- Target group:
SMEs with innovation activities in general, desire and potential to grow;
- 1st step: Assessment of the company's current position;
2nd step: Draw up an action plan for the SME with recommendations, actions and milestones towards success
- Free-of-charge access to the IMP3rove assessment tool (www.improve-innovation.eu).

Organisational structure

Host organisations

- e.g. chambers of commerce, innovation or enterprise agencies, regional development agencies, research institutes, universities, technology centres, innovation centres.

Network partners

- deliver – as a consortium - the full range of Network services in a defined geographical region;
- ensure proximity to local SMEs;
- receive between 40% and 60% co-funding from the EU budget.

Key Figures of the Network

Present in more than 60 countries:

- 28 EU Member States
- 8 countries participating in the COSME programme
- >27 third countries (full list on: <http://een.ec.europa.eu/>)

More than 600 partner organisations

Some 3 000 local experts

Achievements of the 1st Network 2008-2014

The Network has reached 2.6 million European SMEs.
This is more than 1 out of 10.

On a yearly average, the Network has

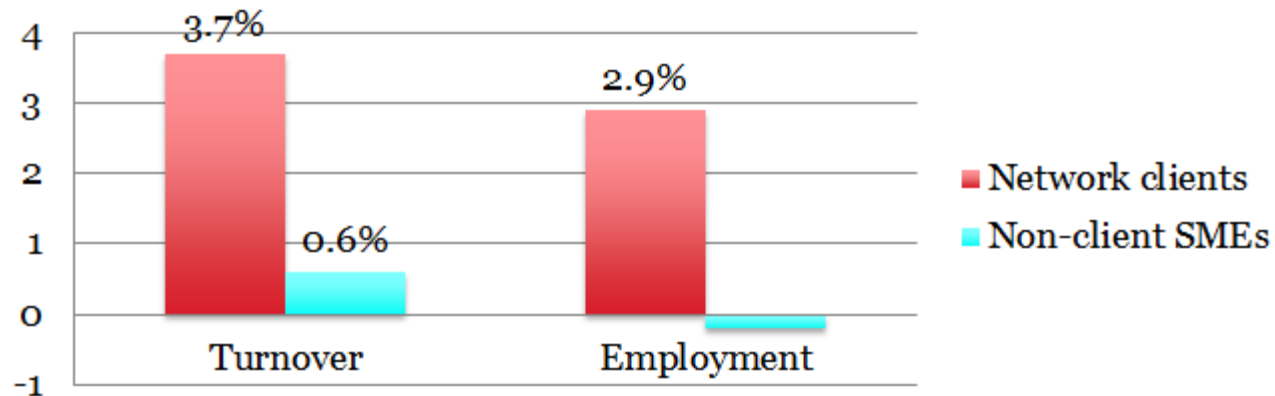
- welcomed 246 000 participants at its local or regional events;
- welcomed 23 500 clients at its brokerage events and company missions;
- facilitated the conclusion of more than 2 000 Partnership Agreements between companies from different countries.

Facts and Figures



Economic impact of the 1st Network 2008-2014

Network clients of the 2008-2014 period grew considerably more in terms of turnover and employment than non-client SMEs.



Source:

["Final evaluation of the impact of the Enterprise Europe Network"](#) (Technopolis Group)

"COSME countries" in the Network

These countries outside the EU contribute to the COSME budget and benefit from full membership in the Enterprise Europe Network:

Albania

Iceland

Montenegro

FYROM

Moldova

Turkey

Armenia

Serbia



The Network in third countries: Business Cooperation Centres (BCCs)

BCCs do NOT receive funding from the EU -
they participate on a win/win basis.

A call for expressions of interest is open for the years 2015-2020:
http://ec.europa.eu/easme/business-cooperation-centres_en.htm

Previous cut-off dates: 31/10/2014, 15/3/2015 and 15/12/2015

The Network's "third country" section

These countries outside the EU do not contribute to the COSME budget and participate in the Enterprise Europe Network with Business Cooperation Centres and on a win/win basis:

Europe

Belarus

Georgia

Norway

Russia

Switzerland

Ukraine

Asia

China

India

Indonesia

Israel

Japan

Jordan

Singapore

South Korea

Taiwan

America

Argentina

Brazil

Canada

Chile

Mexico

Paraguay

Peru

USA

Africa

Egypt

South Africa

Tunisia

Oceania

New Zealand

Business Cooperation Centres

- Host organisations show a strong commitment of their executives and dedicate sufficient financial and human resources to the Network
- The size of their consortia does not go beyond 3 to 4 BCCs
- In several cases they receive national (co-)funding
- Their Enterprise Europe Network activities are supported by the national SME policy
- They cooperate with other players in their country's/region's business support community.



Business Cooperation Centres

- SME organisations (including EU-based business organisations and SME representative organisations based in the concerned third country)
- National development or innovation agencies
- Research organisations or foundations
- Business and technology transfer support units of higher education institutions such as universities
- Foreign direct investment and/or export promotion agencies
- EU-funded organisations (e.g. SME centres), European bi-lateral chambers,...

Services offered by BCCs

- Market intelligence services: leading sectors and companies involved, statistics on the local market, national legislation and rules on import export etc.
- Partnering opportunities through the business database (thousands of company profiles from all over Europe and third countries)
- Identification of business partners through targeted company missions and matchmaking events (matchmaking events often take place at international fairs)
- Whether new business partners are identified via EEN database or at an event, the EEN staff members offer advise and assistance from the initial contacts to the final deal

Access to markets beyond the EU



Business Support on Your Doorstep

The gateway for your business to international growth markets

DID YOU KNOW?

ECONOMIC GROWTH
90% Will continue to be generated outside the EU over the next 10 years

WORLD GDP BY 2030
60% Will come from emerging markets

SMEs that internationalise achieve higher turnover

WE HELP YOU EXPAND INTO



BRAZIL, RUSSIA, CHINA, INDIA, MEXICO, KOREA, INDONESIA, SINGAPORE, JAPAN, TURKEY, ARGENTINA, UNITED STATES, CANADA, SOUTH AFRICA

& more...

OUR SERVICES INCLUDE

BUSINESS PARTNERING
13,000
Business connections via B2B matchmaking with companies outside the EU every year

VIRTUAL MARKETPLACE
10,000 +
Technology and business offers & requests available

MARKET INTELLIGENCE
Our experts provide targeted market advice on:

- INDUSTRIAL RULES & REGULATIONS
- STANDARDS
- EXPORTING
- CUSTOMS ISSUES
- & MORE...

INCREASE YOUR TURNOVER

CONQUER NEW MARKETS

MAKE BUSINESS DEALS

GET IN TOUCH! The Enterprise Europe Network provides internationalisation and innovation support to European businesses.

www.een.ec.europa.eu



EEN and clusters

- As part of the innovation system, and members of clusters, Network partners can help them take a European perspective. Furthermore, the Network partners can develop cross-sectoral bridges with clusters.
- Clusters are therefore natural cooperation partners for the Network: a dedicated working group developed a wide range of tools to make it easier for you to work with clusters. It mainly focused on practical tools and methodologies, but also reflected on strategic positioning.



Enterprise Europe Network and clusters are almost natural partners

Working with clusters contributes to the aims of the Network:

- to increase the competitiveness of SMEs
- to boost regional economic competitiveness
- to promote transnational collaboration between and internationalisation of SMEs
- to encourage the transfer of knowledge and expertise
- to create a cooperation culture at regional and transnational level

Sector Groups

Groups of Network partners working together to meet the specific needs of their clients operating in a particular sector

Aeronautics & Space

Healthcare

Services & Retail

Agrofood

ICT Industry & Services

Sustainable Construction

Automotive, Transport & Logistics

Intelligent Energy

Textiles & Fashion

BioChemTech

Maritime Industries & Services

Tourism & Cultural Heritage

Creative Industries

Materials

Woman Entrepreneurship

Environment

Nano- and Microtechnologies

Success stories

Business Planet Video:

["Get connected: how SMEs can fast track growth with the Enterprise Europe Network"](#)

(June 2015, 3 min.)

[Success stories](#) on the Network's website

Contact the Network

Strategy and policy:

European Commission, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs

GROW-Enterprise-Europe-Network@ec.europa.eu

Operational management:

Executive Agency for SMEs (EASME)

<https://ec.europa.eu/easme/en/contact>

Website:

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



Business Support on Your Doorstep

The Network online

Network website (<http://een.ec.europa.eu/>)

The Network on

- Twitter (https://twitter.com/EEN_EU)
- Facebook (<https://www.facebook.com/EnterpriseEuropeNetworkEU>)
- YouTube (<https://www.youtube.com/user/enterpriseeurope>)



Thank you

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