Enterprise Europe Network

Encouraging SMEs to innovate, export, and become international

EUROMED Invest final conference

14 December 2017

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Enterprise Europe Network

The world's largest support network for SMEs, created in 2008, and renewed under the EU's Competitiveness of Enterprises & SMEs Program (COSME)

Helps European businesses:
- to innovate
- to increase their competitiveness
- to expand their business internationally inside Europe and in growth markets beyond the EU
Network services for SMEs (1)

EEN in the EU and in COSME countries

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 programs;
- 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
Network services for SMEs (2)

EEN services financed by Horizon2020

Key Account Management (KAM) services for beneficiaries of the Horizon2020 SME Instrument

- Assessing the needs of SMEs who received an SME Instrument grant, identifying the right coach to help SMEs successfully bring innovative solutions to the market

Enhancing Innovation Management Capacity of SMEs

- perform an innovation management capacity and gaps assessment, in close cooperation with your senior management
- develop an action plan to tackle identified gaps
Network services for SMEs (3)

**EEN in 3rd countries:**

**International Partnership Services**

- Business cooperation, technology transfer, innovation and research projects (matchmaking events, technology brokerage and company missions).
- Cooperation Database with 10,000 cooperation demands and offers.

**International Market Access Information**

- Market knowledge for European SMEs wishing to expand their business/invest in the target country
Enterprise Europe Network services

EEN- 17 key sectors

Network experts in 17 key sectors have teamed up to provide SME with customised support

Aeronautics and space
Agrofood
Automotive, Transport and Logistics
BioChemTech
Creative Industries
Environment

Healthcare
ICT Industry & Services
Intelligent Energy
Maritime Industry and Services
Materials
Nano and micro technologies

Services and Retail
Sustainable Construction
Textile & Fashion
Tourism and Cultural Heritage
Women Entrepreneurship
## Events Calendar

### November 2017

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>1 November 2017</td>
<td><strong>XXI Conference of the free trade zones of the Americas</strong>&lt;br&gt;Brokerage Event - Santa Cruz de Tenerife (Canary Island) (Spain)</td>
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<td>2 November 2017</td>
<td><strong>KIKK &amp; TEKK TOUR WALLONIA 2017 – international events of the digital sector and creative industries in Wallonia</strong>&lt;br&gt;Brokerage Event - Namur, Mons, Liège (Belgium)</td>
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<td>2 November 2017</td>
<td><strong>AquaMatch 2017</strong>&lt;br&gt;Brokerage Event - Amsterdam (Netherlands)</td>
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<td>2 November 2017</td>
<td><strong>2017 Taiwan Trade Mission to Bratislava, Slovakia</strong>&lt;br&gt;Company Mission - Bratislava (Slovakia)</td>
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<td>2 November 2017</td>
<td><strong>To Design 2017: hotels and companies meet designers, architects and contemporary design galleries</strong>&lt;br&gt;Brokerage Event - Torino (Italy)</td>
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<td>2 November 2017</td>
<td><strong>Match4Industry Business Matching Event</strong>&lt;br&gt;Brokerage Event - Kocaeli (Turkey)</td>
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<td>3 November 2017</td>
<td><strong>Business Internationalization Forum 2017 East Sarajevo</strong>&lt;br&gt;Brokerage Event - East Sarajevo (Bosnia and Herzegovina)</td>
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<td>3 November 2017</td>
<td><strong>Brokereage event of German and Czech companies</strong>&lt;br&gt;Brokerage Event - Bischofswerda (Germany)</td>
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<td>6 November 2017</td>
<td><strong>Africultura 2017, International business meeting under the theme of water and renewable energy</strong>&lt;br&gt;Brokerage Event - Fuerteventura-Canary Islands (Spain)</td>
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<td>6 November 2017</td>
<td><strong>An outgoing multisectoral company mission of Maltese SMEs to Tunisia</strong>&lt;br&gt;Company Mission - Tunis (Tunisia)</td>
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<td>6 November 2017</td>
<td><strong>Brazilian Company Mission to Web Summit 2017</strong>&lt;br&gt;Company Mission - Lisboa (Portugal)</td>
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<td>6 November 2017</td>
<td><strong>BioHorizon Brokerage Event Sustainable Food Security at RAFA2017</strong>&lt;br&gt;Brokerage Event - Prague (Czech Republic)</td>
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<td>6 November 2017</td>
<td><strong>Celebrating Science and Innovation in Agriculture</strong>&lt;br&gt;Conference/Seminar/Information Day - Nyiregyhaza (Hungary)</td>
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<tr>
<td>6 November 2017</td>
<td><strong>2017 Taiwan Trade Mission to Zagreb, Croatia</strong>&lt;br&gt;Company Mission - Zagreb (Croatia)</td>
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<tr>
<td>6 November 2017</td>
<td><strong>A Greek company manufacturer of textiles will meet Cypriot companies.</strong>&lt;br&gt;Company Mission - Nicosia (Cyprus)</td>
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<tr>
<td>7 November 2017</td>
<td><strong>Green Technology Trade mission to Vietnam 2017</strong>&lt;br&gt;Company Mission - Ho Chi Minh City (Vietnam)</td>
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EEN global presence

EU Member States +

Albania  Montenegro
Iceland  Turkey
Armenia  Moldova
FYROM  Serbia
Ukraine  Bosnia-Herz.

Buss. Cooperation centers*

Russia
New Zealand  Indonesia
Japan  Canada
China  Argentina
Switzerland  S-Korea
Brazil  United States
Norway  Peru
Egypt  India
Israel  Mexico
Singapore  Jordan
Taiwan  Tunisia
Paraguay  Belarus
Cameroon  Chile
Nigeria  Qatar
Georgia  Vietnam

625 partner organisations
4,500 professional advisers

*not funded by EU

full list on: http://een.ec.europa.eu
EEN results – SME growth forecast

SME growth forecast 2017-18
Top 5 insights

65% of SMEs who internationalise expect to increase their turnover in the next 12 months

54% of SMEs expect to increase their market share in the next 12 months

85% of SMEs expect to create or preserve jobs in the next year

303,000 SMEs benefited from our information services and training sessions

103,000 SMEs got advice from our experts to help them innovate and grow internationally

Over the past 2 years
457,915 SMEs benefitted from key Enterprise Europe Network services

46,000 SMEs participated in our brokerage events where they held 156,000 business meetings

5,915 SMEs benefitted from our tailored innovation support packages

86% of clients are satisfied with the Network’s services and 93% would recommend its services to others
EEN Vision 2025

To achieve high impact for our client businesses, for the regions in which it operates and for Europe;

To create connections to lead markets, lead customers, finance and innovation partners;

To be acknowledged as the global Business Support Network of excellence.
EEN response: meeting SMEs' future challenges

➢ Better assess SMEs’ evolving needs and translate them into customised/tailor-made impact-generating services

  (move from business support to business development)

➢ Help SMEs to unlock the innovation/internationalization potential (including their potential for scaling-up)

➢ Support SMEs’ capacity building, access to skills (i.e. innovation, international capability, resource efficiency) and resources (i.e. knowledge, risk sharing, networks)

➢ Special attention and focus on SMEs with growth potential

➢ Develop a constant dialogue with SMEs – lifecycle business support
How can MED countries participate in EEN?

• **Call for expressions of interest** (still online): 33 countries joined; information on the submission modalities via mailbox: EASME-COSME-EEN-CALL-ART7@ec.europa.eu

• **Indicative list of eligible organisations:**
  • SME organisations, chambers of Commerce
  • National development or innovation agencies
  • Research organisations or foundations, technology transfer offices (universities)
  • Foreign direct investment and/or export promotion agencies
  • EU-funded organisations, European bi-lateral chambers,…

• **Organisations have to:**
  • Have a proven track-record of working with SMEs and with European organisations and businesses
  • Have budget to participate in the activities
  • Have experienced staff in place
Contact the Network

Website:  
http://een.ec.europa.eu/

**EEN policy development:**  
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