



# Enterprise Europe Network

## services for SMEs innovation and internationalization



*L'Europa alla portata della vostra impresa.*

**Bologna 29th October 2015**



## EEN FACTS AND FIGURES

**It's the largest European network supporting SMEs innovation, internationalization and competitiveness**

- Includes more than **50 countries**
- More than **600 partner** organisations
- Attracted more than **1 million people** to events
- Brought more than **90.000 companies** to international partnering events
- Answered **600.000 questions** on EU issues
- Helped more than **11.000 companies** to sign business, technology or research partnerships

**<http://een.ec.europa.eu> - [www.een-italia.eu](http://www.een-italia.eu)**

# WHERE WE ARE



**28 EU MEMBER STATES**

**30 THIRD COUNTRIES**

## - Type of Partners

- *Chambers of Commerce*
- *Development agencies*
- *Business Associations*
- *Technology Transfer Centers*
- *Universities*

## **BRIC**

Brazil, Russia, India, China

## **North America**

United States, Canada

## **Latin America**

Argentina, Peru, Mexico, Paraguay, Chile

## **Asia**

Japan, South Korea, Singapore, Taiwan,

Indonesia

## **Central Asia & Caucasus**

Armenia, Georgia

## **Australasia**

New Zealand

## **Maghreb & Middle East**

Egypt, Israel, Jordan, Tunisia

## **Africa**

South-Africa

## **Europe (non-EU)**

Belarus, Ukraine, Switzerland, Norway,

Serbia

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

# Enterprise Europe Network in Italy 2015-2020

## SIMPLER

- Finlombarda Spa (Milano) (coordinatore)
- Innovhub-SSI / Az. Speciale CCIAA Milano
- FAST (Milano)
- Unioncamere Lombardia (Milano)
- Confindustria Lombardia (Milano)
- CNA Lombardia (Milano)
- ASTER (Bologna)
- Unioncamere Emilia-Romagna (Bologna)
- SIDI Eurosportello / Az. Speciale CCIAA Ravenna
- Confindustria Emilia-Romagna (Bologna)
- CNA Emilia Romagna (Bologna)
- ENEA (Bologna)

## ALPS

- CCIAA Torino (coordinatore)
- Unioncamere Piemonte (Torino)
- Confindustria Piemonte (Torino)
- Regione Piemonte (Torino)
- Unioncamere Liguria (Genova)
- Regione Liguria (Genova)

## SME2EU

- PromoFirenze / Az. Speciale CCIAA Firenze (coordinatore)
- Eurosportello Confesercenti (Firenze)
- Confindustria Toscana (Firenze)
- CCIAA Ascoli Piceno
- Compagnia delle Opere di Pesaro Urbino
- Umbria Innovazione (Terni)
- Centro Estero Umbria (Perugia, Terni)

## ELSE

- Consiglio Nazionale delle Ricerche (Roma) (coordinatore)
- APRE (Agenzia per la Promozione della Ricerca Europea) (Roma)
- BIC Lazio (Roma)
- Confcommercio (Roma)
- Unioncamere Lazio (Roma)
- Università di Roma «Tor Vergata»
- Sardegna Ricerche (Pula – CA)
- Confindustria Sardegna (Cagliari)

## FRIEND EUROPE

- Unioncamere del Veneto (Venezia) (coordinatore)
- Veneto Innovazione (Venezia)
- ENEA (Venezia)
- AREA Science Park (Trieste)
- ARIES / Az. Speciale CCIAA Trieste
- ConCentro / Az. Speciale CCIAA Pordenone
- I.TER. / Az. Speciale CCIAA Udine
- Informest Consulting (Gorizia)
- TIS Innovation Park (Bolzano)
- Trentino Sviluppo (Rovereto - TN)

## BRIDG€conomies

- Eurosportello / Az. Speciale CCIAA Napoli (coordinatore)
- Agenzia di Sviluppo / Az. Speciale CCIAA Chieti
- CCIAA Teramo
- Unioncamere Basilicata (Potenza)
- ENEA (Portici – NA)
- Unioncamere Campania (Napoli)
- Unioncamere Calabria (Lamezia Terme)
- Consorzio SPIN (Rende – CS)
- Unioncamere Molise (Campobasso)
- Unioncamere Puglia (Bari)
- Consorzio Catania Ricerche (Catania)
- Consorzio ARCA (Palermo)
- Confindustria Sicilia (Palermo)



# SIMPLER CONSORTIUM

## PARTNERS:

### ▪ **Emilia-Romagna**

- ASTER Scienza Tecnologie Impresa
- Camera di commercio di Ravenna - Azienda Speciale Eurosportello
- Unioncamere Emilia-Romagna
- ENEA
- CNA Emilia-Romagna
- Confindustria Emilia-Romagna

### ▪ **Lombardia**

- Finlombarda (coordinatore)
- Camera di Commercio di Milano – Innovhub
- FAST – Federazione delle Associazioni Scientifiche e Tecniche
- Unioncamere Lombardia
- Cna Lombardia
- Confindustria Lombardia



## RESULTS OF SIMPLER CONSORTIUM 2008-2014

### ATTIVITA'

<b>PARTICIPANTS AT EVENTS</b>	<b>18766</b>
<b>SME FEEDBACK</b>	<b>260</b>
<b>PARTICIPANTS AT INTERNATIONAL B2B MEETINGS</b>	<b>B2B MEETINGS</b>
<b>2845</b>	<b>6852</b>

### SERVIZI

<b>QUESTIONS ANSWERED</b>	<b>3010</b>
<b>MEETINGS WITH COMPANIES</b>	<b>1489</b>
<b>ADVISORY SUPPORT SERVICES</b>	<b>2414</b>
<b>PARTNERSHIP AGREEMENTS</b>	<b>363</b>
<b>POD PROFILES ( Partners search database )</b>	<b>1245</b>



## ENTERPRISE EUROPE NETWORK OFFERS:

- ❖ Up-to-date information on European legislation
- ❖ Assistance for the participation to calls under EU funding programmes and information about EU policies
- ❖ Research of commercial and technology partners and partner search service for participation to EU calls for proposals
- ❖ Organization of partnering events (b2b meetings) in Italy and abroad
- ❖ Answer to SMEs questions and specialised advisory services
- ❖ Company visit and check-up
- ❖ Informative seminars on innovation, internationalization and EU opportunities
- ❖ Direct link to European Commission (SME feedback)

**ALL EEN SERVICES ARE FREE OF CHARGE!**

## PARTNERSHIP OPPORTUNITIES DATABASE

The **Partnership Opportunities Database** of Enterprise Europe Network is the **largest cooperation database** within the European Union and associated countries. Companies are able to publish their search profiles and distribute these in 58 countries, free of charge, in the areas of business, research and technology.

### RESEARCH A PROFILE

You can make a search by country of origin of the profile, or by country targeted by the profile creator or by keywords of activity. Unioncamere ER will send you the contact details of the company that interest you for potential partnership.

[link](#)

### PUBLISH A PROFILE

You have the opportunity to enter your own cooperation profile (offer or request) in the database. Unioncamere ER experts will help you draw up a company profile and then disseminate it in the database.

[link](#)



## BUSINESS REQUEST

<b>Reference</b>	<b>BRCZ20140828001</b>
Summary	Czech SME is offering distribution services of medical devices and aids in medical sphere. This company requests innovative and unique aids and devices which help improve the health of patients. Requested devices are primarily focused on treatment or reduction of pain, products to reduce/ remove sleep disorders and special devices for monitoring of vital functions. These products are intended for hospitals, private ambulances or for people in home health care. Preferred products are these that are not commonly available on the market
<b>Reference</b>	<b>BRRU20150727001</b>
Summary	Russian company from Lipetsk, specialized in agricultural machinery's sale and service maintenance, looks for manufacturers of agricultural machinery from Russia, Germany, Turkey, the Czech Republic and China for conclusion of distribution agreement, commercial agency agreement and joint venture agreement.

## BUSINESS OFFER

<b>Reference</b>	<b>BOES20140801005</b>
Summary	Spanish company specialized in the manufacturing of oral care and personal care products is looking for an importer/distributor to introduce these products in different markets. This company is also a specialist in the development of private label brands. They are searching for medium sized companies which would like to launch their products in different markets. Their idea would be to act as an importer and also as a distributor with stock warehousing capabilities.
<b>Reference</b>	<b>BOJP20140128001</b>
Summary	A Japanese machinery manufacturer for food packaging is seeking a distribution partner in France, Germany, Italy, Spain and UK. Their machines are very competitive in the field of vertical packaging and offer a variety of packaging options that will enable customers to realize their required packaging style. Support will be provided to the partner to become full aware of the potentialities of their machines.

## RESEARCH & DEVELOPMENT REQUEST

<b>Reference</b>	<b>RDES20150924001</b>
Summary	<p>Eurostars Project: Development of a thermal fogging disinfection system against Aspergillus for ventilation ducts. A Spanish SME specialized in the manufacture and development of equipment for the professional cleaning of extraction, air-conditioning and ventilation systems is looking for partners for a Eurostars proposal. The objective is the development of a thermal fogging disinfection system against Aspergillus for ventilation ducts. They are looking EU SMEs with expertise in chemical products formulation, disinfection products development, products for thermal fogging or hospital disinfection.</p>
<b>Reference</b>	<b>RDFR20150129001</b>
Summary	<p>H2020 - FTI1 - Pilot : partners sought in herb drying / food end users to develop new technology to dry culinary herbs. A French start-up in the field of agrifood is developing a new drying technology for culinary herbs using less energy and including value-creation of actual by-product. The company is looking for partners for a research cooperation project under the Fast Track to Innovation Pilot scheme in order to assess the technology at an industrial scale. Drying machines producer, food ingredients or ready-to-eat meal manufacturing end-users are sought to finalize the project consortium.</p>

## NEXT PARTNERING EVENTS ( B2B meetings)

		FOCUS
<b>Healthcare Brokerage Event MEDICA 2015</b>	17-19 November Düsseldorf Germany	Healthcare <a href="http://www.b2match.eu/medica2015">http://www.b2match.eu/medica2015</a>
<b>Brokerage Event at UK HealthTech 2015</b>	1° December Cardiff United Kingdom	Healthcare <a href="https://www.b2match.com/UKHealthTech2015">https://www.b2match.com/UKHealthTech2015</a>
<b>Brokerage event at BIOFACH</b>	11-12 February Nuremberg Germany	Organic Food <a href="http://www.b2match.eu/biofach2016">http://www.b2match.eu/biofach2016</a>
<b>Brokerage Event at Alimentaria Horexpo</b>	23-24 November Lisbon Portugal	Food Industry <a href="https://www.b2match.eu/alimentaria-lisboa2015">https://www.b2match.eu/alimentaria-lisboa2015</a>

### EEN EVENTS CALENDAR

<http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents>

## Enterprise Europe Network – Simpler Consortium

**Unioncamere Emilia – Romagna**  
**Valentina Patano -Laura Bertella**

Viale Aldo Moro 62 Bologna

tel: 051 6377034/ 051 6377045

[simpler@rer.camcom.it](mailto:simpler@rer.camcom.it)

[www.ucer.camcom.it](http://www.ucer.camcom.it)



# THANK YOU!

