



Business Support on Your Doorstep

Your business is our business

network

enterprise europe

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Contact the Network

ec.europa.eu/enterprise-europe-network

A Network **on your doorstep**

The Enterprise Europe Network offers support and advice to European small and medium-sized businesses, helping you to make the most of business opportunities beyond national and European Union borders.

The Network is made up of 570 partners in 44 countries. It's Europe's largest business and technology network – so it's well placed to help you find suppliers, distributors, trustworthy export partners and ways to source or sell technology.

The partners include chambers of commerce, enterprise agencies, regional development organisations, research institutes, universities, technology centres and innovation centres.

Strongly rooted in local communities and regions across Europe, the Network provides information on EU legislation and funding, helps companies find business partners, especially in other countries, and offers advice on how to

develop an innovative idea. The Network can also help to increase your chances of success when you're tendering for EU contracts or funding.

All of these services are available from just one source: the Enterprise Europe Network. Expert advice and practical support in your language are just a phone call, a click or a step away.

An international network of local experts

- c. 570 partner organisations;
- c. 44 countries;
- c. 3,000 advisors;
- Providing information and services to 2.5 million European SMEs



The Enterprise Europe Network is an initiative of the European Commission's Directorate General for Enterprise and Industry. It is a key instrument of the Competitiveness and Innovation Framework Programme (CIP), which focuses on supporting SMEs in their growth and innovation activities. The Executive Agency for Competitiveness and Innovation (EACI) is responsible for managing the Network on a daily basis.

Find new partners **and** markets

If you are looking to break into a new market, the Enterprise Europe Network can ease the way. The Network's experts can help you find commercial partners of all kinds in other countries.

Experts and advisors visit SMEs and identify their needs for partners. Companies all over the EU, and beyond, are then alerted to the partnership request through the Network's powerful databases. You can target specific countries and industry sectors. We qualify potential leads, verify information and support you while you negotiate a deal. All of your commercially sensitive information will be treated in confidence.

There's strength in numbers. Use the Network to bridge the gap between you and someone in the same business abroad to provide your customers with an extended service. Our local experts know the language and business culture, as well as having in-depth knowledge of the local market.

Finnish jewellery company Kaipaus found a French commercial partner after contacting its local Enterprise Europe Network branch, based in TEKEL (Finnish Science Park Association) in Turku. The firm produces innovative scented jewellery,

based on nanotechnology. The Finnish Network's contacts from a brokerage event organised by its counterpart in the Paris Chamber of Commerce laid the foundation for a successful partnership.

The Network's branch for north-west Italy, ALPS, based in the Turin Chamber of Commerce, has brought together SMEs working in transport and logistics from both sides of the border with France. The result? It's easier for the companies to work together, creating new projects, technology and research opportunities. Information and innovation spread more quickly, saving time and energy.

Partnerships

- manufacturing
- distributing
- agents
- suppliers
- joint venture
- sub-contracting
- research & technology



Finnish jewellery firm Kaipaus found a French business partner through the Enterprise Europe Network

Kaipaus Ltd

'The Enterprise Europe Network identified a new business opportunity for our nanotechnology-based jewellery in France. The contact led to a partnership.'

Tuula Antola,
CEO, Kaipaus Ltd,
Finland, was helped by
TEKEL (Finnish Science Park Association)

'One meeting in Barcelona turned into a joint development project. My product - an always-on portable media terminal - will be launched in Spain in a matter of weeks.'

Pascal Cintract (right), Airgoo, Cambridge, UK, was helped by Business Link East



Hands-on advice for businesses

The Network's experienced specialists offer tailor-made, practical and relevant assistance. We will visit you to work out exactly what your needs are and give you ideas on strategy, potential partnerships and intellectual property gaps.

Caroline Gray-Stephens of Enterprise Europe Network Scotland, based in Scottish Enterprise, outlines a typical case. "We had a company which was performing well in the UK. Our colleagues in the French Network found a trustworthy SME in France and we put them in contact," she says. "The French firm then sent a person over to Scotland who translated all the documents and manuals in preparation for export – all for free."

In the British town of Cambridge, entrepreneur Pascal Cintract had developed a handheld digital terminal. His firm Airgoo was looking for partners to develop applications for specific markets.

Hendrik Pavel, an advisor at his local Enterprise Europe Network branch, based in Business Link East, helped him to link up with Spanish medical software firm Hand Help Health. "The Network organised for me to attend a brokerage event at the GSMA Mobile World Congress in Barcelona

and even paid for me to attend," explains Cintract. In Barcelona, the brokerage event was organised by Marc Gracia, who also works for the Enterprise Europe Network through ACCIÓ, the Catalan competitiveness agency. He helped Cintract to connect with local entrepreneur, Hand Held Health's Frederico de Gispert.

Cintract was interesting in distributing his mobile terminals in Spain and de Gispert wanted to sell his medical software. Now, they are bringing a new domestic medical terminal to market together. The product is a domestic telemedical service which gives the elderly or chronically ill access to information while at the same time being able to communicate with a doctor.

De Gispert says: "For us, Marc Gracia is a true partner. When we hear about an event or a commercial mission, he makes it possible for small companies like ours to attend."

The Enterprise Europe Network organises around 12,000 brokerage events and company missions each year. Often held during major trade fairs, these events help businesses like Airgoo and Hand Held Health to connect with potential partners in their sectors.

Technology meets opportunity

If you need a certain technology or innovation to complete your business or a business application for your technology, the Network can help.

Using Europe's largest database of cutting-edge technologies, containing around 8,000 profiles, the Network brings together research and commercial applications.

Simon Poulsen of Agro Park, Enterprise Europe Network Denmark, explains: "In the last few months every one of the seven companies

that asked us to use the database has teamed up successfully. For example, one company made tanks and wrote software programmes to measure the behaviour patterns in fish. There isn't a big market, but we connected them with a group who needed their application."

The database is updated with new profiles on a weekly basis. Contact the Network to receive free email alerts of new technology offers, or to see them online.

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Sniffing out partners for chemical sensor firm

British company Owlstone developed a chemical detection system with a lot of potential for numerous industries. Now, the firm works with market leaders to integrate its FAIMS detector into chemical sensing products. But finding suitable partners is always a challenge.

Founder Dr Billy Boyle has been supported by Dave Reynolds, from the Enterprise Europe Network at Business Link in Cambridge, since 2004. Recently, Reynolds used the Network's technology transfer database to publish a profile for FAIMS. "I was delighted when my Network colleague, Arnaud Duban, based at Luxinnovation, Luxembourg responded," says Reynolds. "His client, IEE develops specialised sensing systems, including automotive safety sensing systems." In due course, the two companies signed a partnership deal around Owlstone's FAIMS ingredient supply module.



Owlstone's FAIMS chemical detection system is a thousand times cheaper than existing technologies

'Without the assistance from Dave and the Enterprise Europe Network team at Business Link, it would have taken us significantly longer to find and link up with a partner with the market presence we needed.'

Dr Billy Boyle, Director of Owlstone, United Kingdom, was helped by Business Link

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We speak fluent Europe

If you have a question on EU law or policies, the Network can offer a direct interpretation for the specific needs of your company.

Understanding how to apply European legislation and directives can be difficult. The Network will strip out the jargon and tell you what the law boils down to and how it affects your business. Your expertise could be in research and development, but you may have little practical

working knowledge of the law. If you want to sell a technology, or register your patent, or want to import, the Network can help you find commercial partners and give you legal advice.

"You need the text of the directive that is applicable in your country, you have to find the section that applies to your own field and then evaluate the impact for your own company. Or we can do it for you – for free," explains Martin

Forst of the Chamber of Commerce and Industry Limousin, part of the Enterprise Europe Network in France. Why don't people just search the internet for this information? "Information is available, but there is a lot of it," says Forst. "The information you need can be hidden on an unwieldy website or might not even be in a language you speak."

The Network also has links with the EU institutions and direct contact with local organisations. We act as intermediaries between the EU, big multinationals and local actors like regional authorities, tax authorities, or customs and excise.

For example, if you find yourself caught up in a situation you suspect is running against EU law, we can help you contact SOLVIT – the organisation which irons out the misapplication of single market law by public authorities.

"We had one question on health and safety from a UK SME that had imported lighters for fireworks and wanted to sell them in the Netherlands. We helped them by looking through the EU legislation, getting our Dutch colleagues involved and working with SOLVIT," says Sarah McSkimming of the Enterprise Europe Network in Glasgow, Scotland, based in Scottish Enterprise.

Protect your ideas

Are you interested in protecting a new idea, product, service or process? The Enterprise Europe Network will help you work out how to make the most of your firm's ideas and technologies. We can also put you in touch with the right organisations and lawyers – saving you time and money.

The Network provides information and advice on intellectual property and patents. We work closely with specialist organisations that help small businesses to use intellectual property rights to protect and profit from their ideas and innovation.

Barbecue importer avoids legal grilling

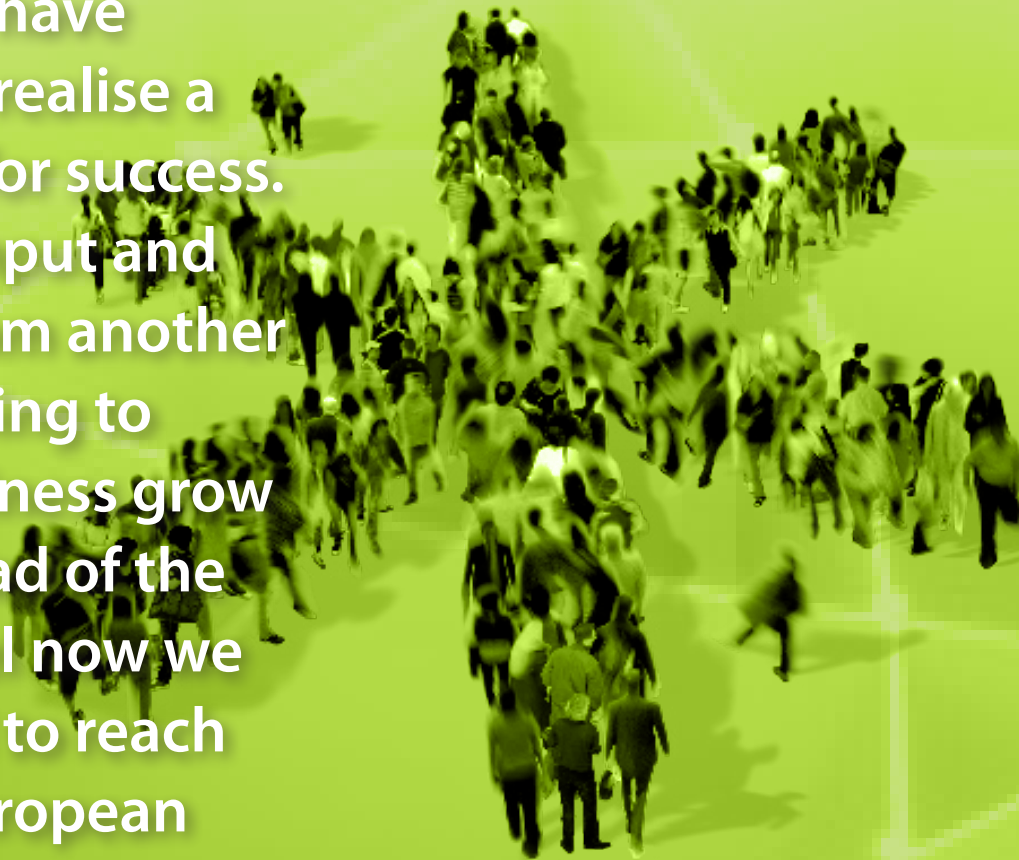
Austrian kitchen and cookware retailer Rösler + Wagner imports barbecue grills from China into the central European market. With 50 employees, it's one of the biggest wholesalers for electric and non-electric grills in Austria. This is a great business opportunity for the company, but manager Johann Seifried was worried about the legal position in relation to the labelling and security of Chinese products.

Concerned about the high risk of liability, he turned to the Enterprise Europe Network, based in the Economic Chamber for Upper Austria in Linz. "The legal advice on product labelling standards from the Network was really useful for our company, because now we can avoid the high risk of expensive litigation," said Seifried.



10 'With the help of the Enterprise Europe Network, we have been able to realise a partnership for success. Having the input and knowhow from another country is going to help our business grow and stay ahead of the game. We feel now we are prepared to reach the whole European market!'

Thierry Vergnaud,
Conexia, France, was
helped by
OSEO Innovation-
Med2Europe, Marseille



Public tenders **made easy**

The Network is working to improve small companies' chances of success in bidding for public sector calls for tender.

We are ready to help you explore how you can work with the sector, with advice on how to convince public authorities and write your applications.

From Spain to El Salvador

A Spanish firm wanted advice on how to take part in engineering projects in El Salvador. The Enterprise Europe Network office in Madrid, based in PromoMadrid, put the company in touch with the right contacts in El Salvador and explained the different institutions and programmes it could contact to answer calls for tender. Now, the company has been awarded a contract by the Central American Bank for Economic Integration.

"It's just human nature, but public authorities tend to buy the things they know," says Angelika Höss of Munich-based ABZ Bayern, part of the Enterprise Europe Network in Bavaria. "By helping the companies who come to us to respond to calls for tender, showing them how to avoid pitfalls and analysing their responses, we help them to be more persuasive."

The Network will help you identify and track public sector tender opportunities, through alert systems, newsletters, websites and personal contacts.

Its staff members can also contact colleagues in another country if you are trying to find out about public procurement in another part of Europe, or even in other parts of the world.

The Network has branches in non-EU countries including the US, China, Russia and Turkey. EuroChile, the Network branch in Chile, shows how businesses can benefit from the Network – it's helped around 340 European SMEs do business there. Exports from the EU to Chile have doubled between 2002 and 2008, thanks in part to EuroChile and the Network.

'Thanks to the Network we were thoroughly informed about possible sources of financing for our ideas. Their experience and advice had a great impact on our success with our application for European funding.'

Grzegorz Kozak, Virtual People, Szczecin, Poland, was helped by the West Pomeranian Economic Development Association

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Raise funds for your business

Confused or stressed by calls for tender or grant applications? Perhaps you have that covered but could do with some guidelines for writing or evaluating your proposals?

The Network helps businesses access European funding programmes and finance schemes. We offer hands-on, case-by-case advice and run training sessions.

Getting finance can be a big challenge for entrepreneurs and small businesses. We can

help you evaluate your company's financial situation and source the right support, such as venture capital, public financial aid and tax credits. Funding from investors can be topped up with aid from regional, national or European authorities.

Talk to our experts about how you can access public funds and grants for research and development, innovation, investment, consulting services, employment, training or exporting.

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Real funding for Polish virtual ideas

Polish entrepreneur Grzegorz Kozak runs a web development company called Virtual People in Szczecin, north-west Poland. Bubbling with ideas, he wanted to set up several web projects. But he needed the right funding to make his ideas come to life.

He turned to his local Enterprise Europe Network Partner, the West Pomeranian Economic Development Association. In Szczecin, Network expert Katarzyna Mecinska keeps a close watch on the grants and financing available from the European Union. She found an opportunity under structural funds and helped Kozak to apply.

Virtual People's application was successful and Kozak received around €22,600 to develop his websites. The Network's help made a huge difference to his business – he's been able to hire two new staff members.

Your research **connection**

The European Commission offers €50 billion in research funding under the Seventh Framework Programme (FP7). The Network's experts can help you to maximize your chances of submitting a successful application in three ways:

- We'll keep you posted on what research and technological development calls are coming up.
- We'll help you work out exactly what your RTD needs are, vet and analyse project ideas and find you trustworthy partners or potential consortia in other European countries.
- We'll work with you to prepare and co-ordinate your project proposals, helping you make the most of your chances of success.

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Tracking down FP7 partners

We have been using trams to get about European cities since the 1880s. But one German firm found it could reach its destination more easily by hopping on board the Enterprise Europe Network.

Guided transport systems consultancy Die Ingenieurwerkstatt wanted to make a project proposal under FP7's transport programme. But, to apply, CEO Christian Trescher and his 32 employees needed to partner with universities and companies from new European Member States.

Trescher got in touch with Aleksandra Sadowska at his local Network branch, Enterprise Europe Network Hessen in Wiesbaden. She helped him to source partners through contacts with colleagues in Polish branches of the Network. Trescher chose Krakow's tram company and the University of Applied Science, and, with Sadowska's help, reached an agreement. The new consortium is now preparing their proposal.

'Enterprise Europe Network Latvia having a direct link to the network in other countries was crucial, because they know which companies are best to approach for cooperation. It saves time and increases success in finding project partners for FP7 applications.'

Aivars Bērziņš, Tilde,
Riga, Latvia, was helped by the
Investment and Development
Agency of Latvia

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Marine SME makes waves with EU funding

There are beauty secrets hidden in seaweed, according to Dr Peter Krost. The biologist set up his CRM company in Kiel, a small German town on the edge of the Baltic Sea. He and his partner Dr Levent Piker grow algae and use its extracts in cosmetic products.

“We wanted to develop a method of aquaculture that was sustainable environmentally but which could also result in good quality, marketable goods,” Dr Krost explains. But even though his algae products are completely organic, he could not label them as such as organic aquaculture was not recognised.

To fill this gap, Dr Krost launched an ambitious project to develop a method to create ecological certification for products from organic aquaculture.

The company wanted to apply for funding for this idea under the EU’s environment fund, the Life+ programme. But preparing a proposal, finding suitable partners and dealing with the paperwork was daunting for a small business with just 12 employees.

The company found a lifeline in its local Enterprise Europe Network branch, based in Kiel’s Investitionsbank Schleswig-Holstein. Network experts Cornelia

Pankratz and Annegret Meyer-Kock advised on the application and helped secure local co-funding.

To Dr Krost’s delight, CRM’s proposal was successful. The project, ECOSMA, will implement a process for the ecological certification of products from sustainable and organic aquaculture.



Taking the next step

Over the **next three years** the **Network will**

- Carry out approximately **50,000 technology and business reviews**
- Document approximately **1,000 cooperation agreements** (Technological, Business, and Research agreements)
- Organise approximately **4,000 local events** on SME-related topics
- Organise approximately **720 international partnership events** attracting 12,000 enterprises

Be a part of it: **Visit** ec.europa.eu/enterprise-europe-network
to find your nearest Network branch

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Enterprise Europe Network **Your business is our business**

You want to enter **new markets**

We give you free advice on EU law and funding

You're looking for **business partners**

We help you find them in 44 countries

You need the **right technology**

We have the world's largest technology transfer database

Contact the Network

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