



EBO Worldwide Network Annual Meeting Brussels - 3-7 June 2024

Enterprise Europe Network



DG GROW D2 Industrial Forum, Alliances, Clusters

- Permanent EEN supply chain resilience survey to report any disruption
- International Network Partners (INPs): new Call, INP Coordinators Group meetings
- Embracing global markets series of webinars: 7 so far and counting (06/06, 13/06, 20/06...)
- EU-Japan Centre for Industrial Cooperation

Clusters

Clusters are geographic concentrations of interconnected companies and institutions in a particular field e.g. biotechnology. Their geographical proximity (including suppliers, service providers, universities, public authorities, vocational training providers, research and technology organisations) allows clusters to operate with a keen awareness of the ground-level realities, deeply comprehending the nuances of the industry and its rapidly shifting demands and swiftly adapting to meet these evolving needs.

Over 1500 cluster organisations operating at the EU Single Market

European Cluster Collaboration Platform www.clustercollaboration.eu



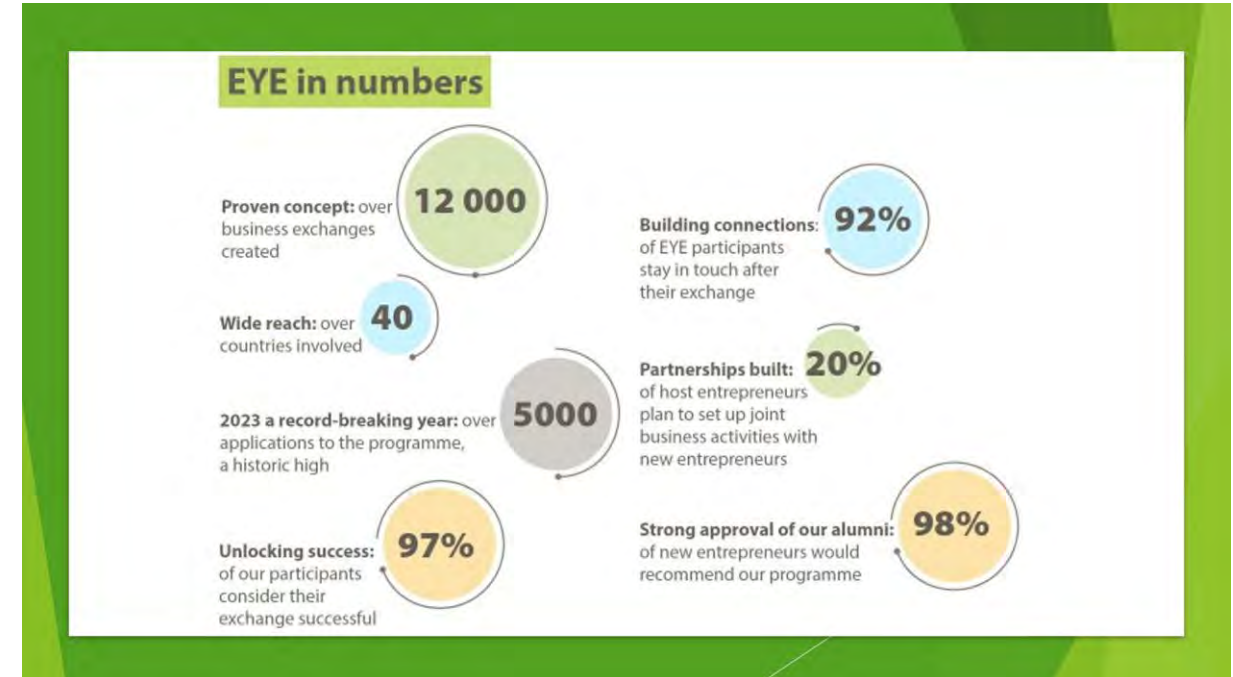
**EU Clusters
Matchmaking Events**

Team up with other cluster organisations from Europe and third countries and find new collaboration opportunities at dedicated matchmaking events.

Erasmus for Young Entrepreneurs (EYE)

Celebrating 15 years of EYE: empowering and connecting entrepreneurs across borders

EYE is an international exchange programme designed for entrepreneurs focusing on transforming entrepreneurial ideas into reality, starting and running a business, growing businesses internationally and forging business partnerships. New or potential entrepreneurs gather and exchange knowledge and business ideas with an experienced entrepreneur abroad, with whom they collaborate for a period of 1 to 6 months. It is a win-win collaboration.



Network Composition



**Specialised private /
public bodies**



**Regional government
or development
/ innovation agencies**



Economic Chambers



**Research
Institutes /
Science parks**



**Professional
associations**



Other

The Network in figures



+458

Organisations



39

Countries, present in
all regions of the EU

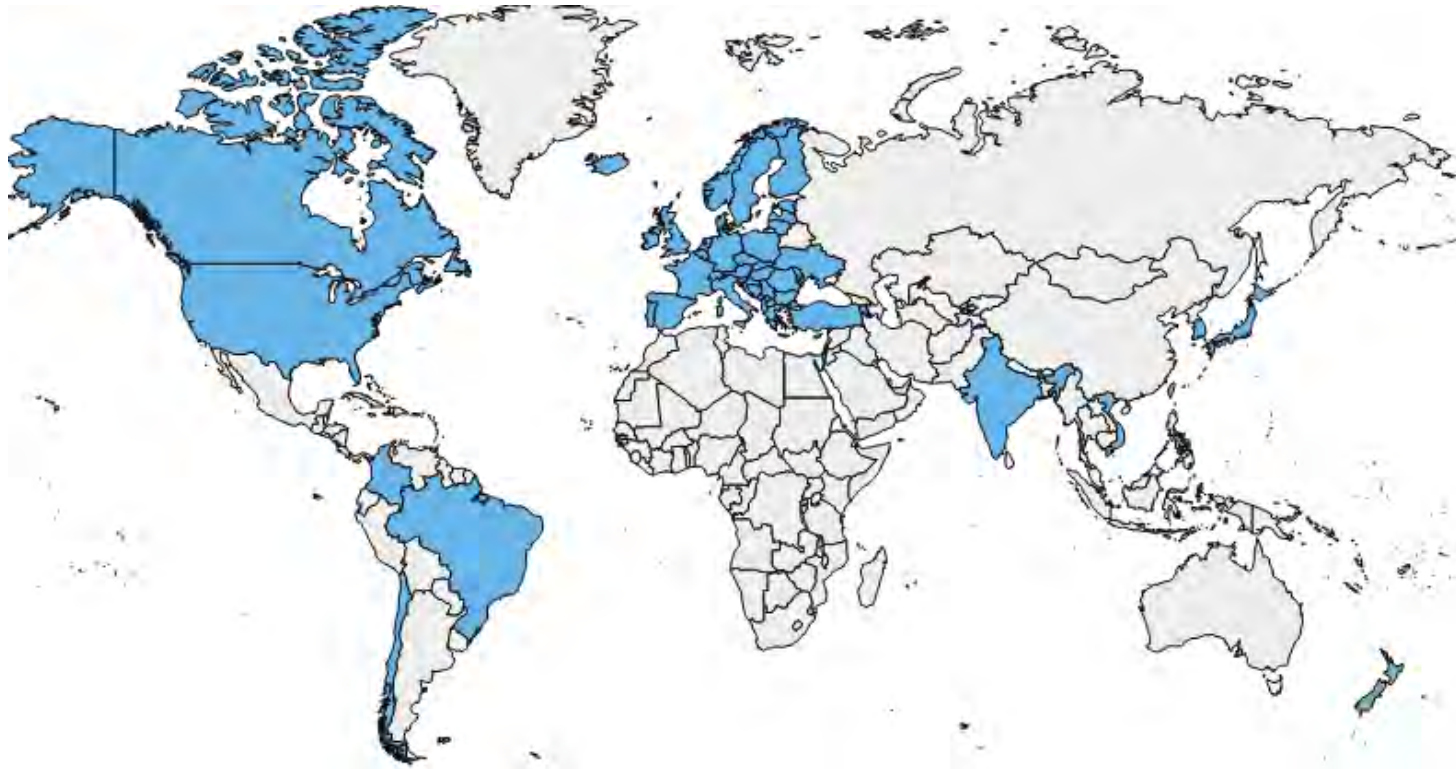


€164.5

Million for 3 years

+3000

Network advisers



EU

- ♦ Austria
- ♦ Belgium
- ♦ Bulgaria
- ♦ Croatia
- ♦ Cyprus
- ♦ Czechia
- ♦ Denmark
- ♦ Estonia
- ♦ Finland
- ♦ France
- ♦ Germany
- ♦ Greece
- ♦ Hungary
- ♦ Ireland
- ♦ Italy
- ♦ Latvia
- ♦ Lithuania
- ♦ Luxembourg
- ♦ Malta
- ♦ Netherlands
- ♦ Poland
- ♦ Portugal

- ♦ Romania
- ♦ Slovakia
- ♦ Slovenia
- ♦ Spain
- ♦ Sweden

International

- ♦ Albania
- ♦ Armenia
- ♦ Bosnia and Herzegovina
- ♦ Brazil
- ♦ Canada
- ♦ Chile
- ♦ Colombia
- ♦ Iceland
- ♦ India
- ♦ Israel
- ♦ Japan
- ♦ Korea
- ♦ Kosovo
- ♦ Moldova
- ♦ Montenegro

- ♦ New Zealand
- ♦ Northern Macedonia
- ♦ Norway
- ♦ Serbia
- ♦ Singapore
- ♦ Switzerland
- ♦ Taiwan
- ♦ Türkiye
- ♦ Tunisia
- ♦ Ukraine
- ♦ United Kingdom
- ♦ United States
- ♦ Vietnam

Disclaimer: Some countries' agreements might still be in process of being signed

Our business services

Supporting companies around the globe



The Network Client Journey approach

How we help businesses



Client-centric

We place the client's needs at the heart of the Network's mission.



Tailored Services

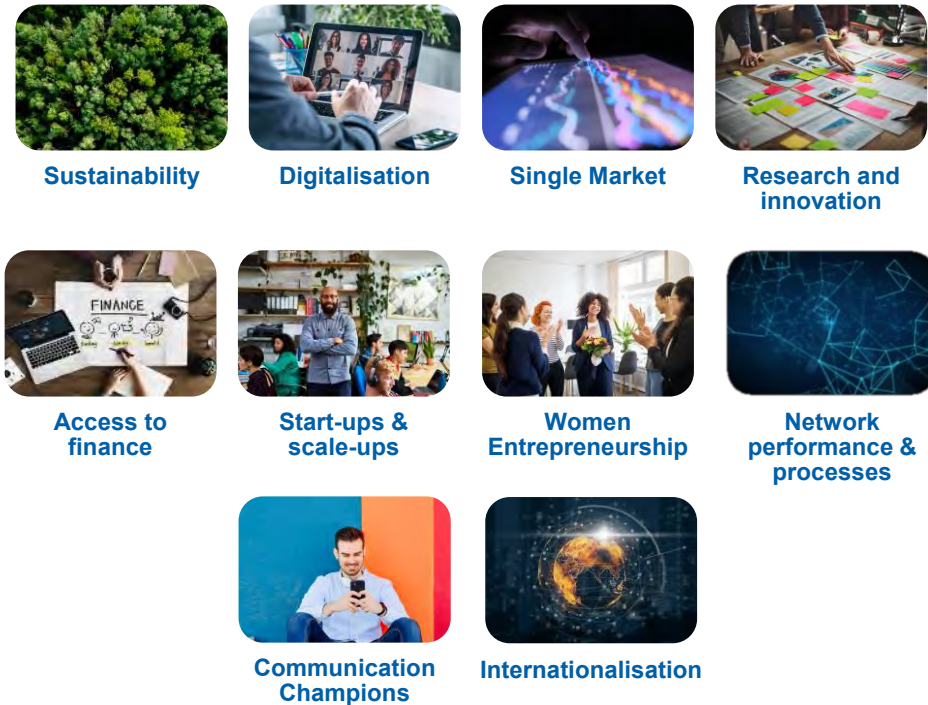
We can tailor our services and provide support to businesses at any stage of their growth path.



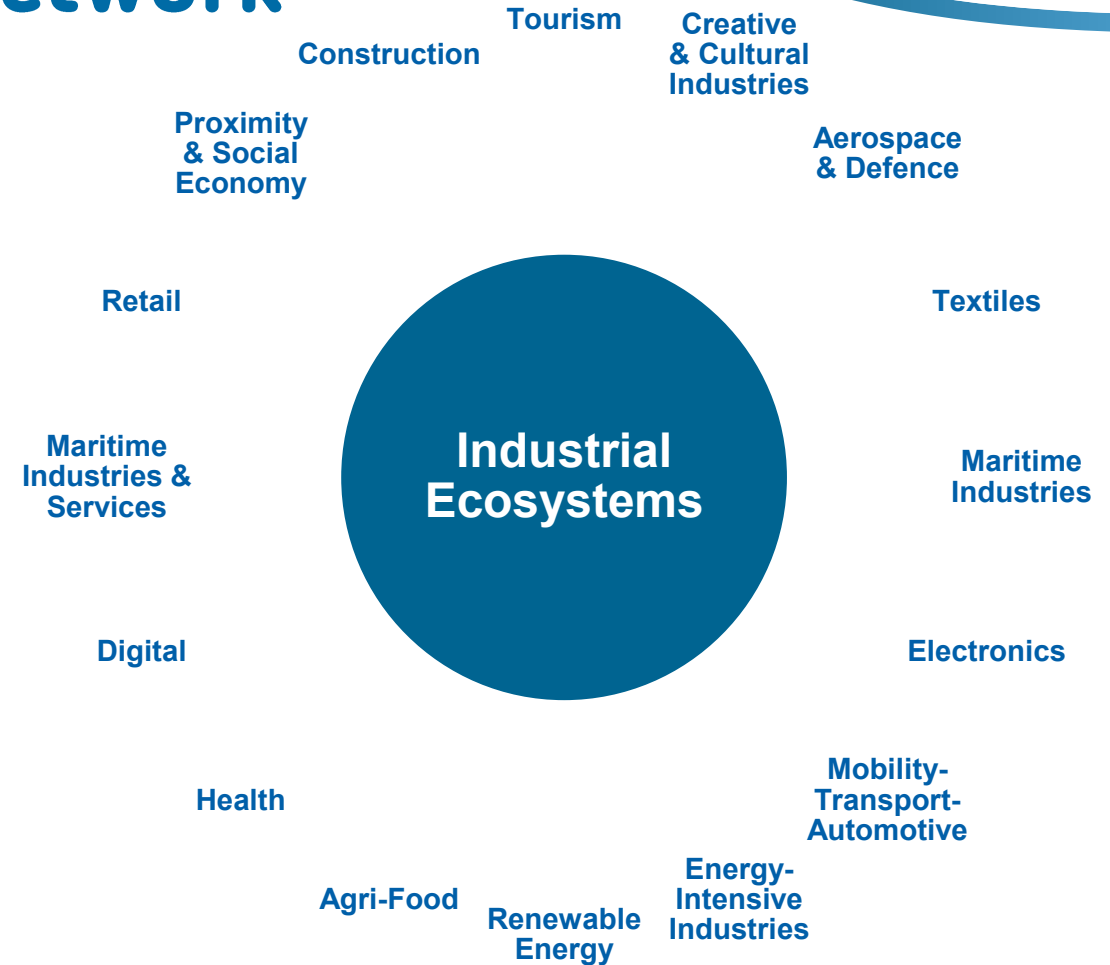
Expertise

The Network's international advisers have the experience and resources to help your business thrive.

Take advantage of the thematic and sectoral expertise of the Network



- 10 TGs aligned with the Network activities & priorities
- Network-oriented / capacity building activities



- 15 SGs aligned with the industrial ecosystems
- Client-oriented activities

Objectives of the Thematic Group Internationalisation



Agnieszka Turynska
TG Internationalisation Chair
Enterprise Europe Network West Poland Coordinator

- ☐ to support the Enterprise Europe Network partners while they are helping their clients to expand businesses to non-EU countries, to exchange their knowledge, experiences and contacts.
- ☐ to introduce the International Network Partners to the EEN life, to tighten the cooperation between and among EEN and INPs and to support INPs in finding their way through the Network tools via mentoring scheme.
- ☐ to initiate and shape the cooperation with other important International Networks supporting SMEs.

Main activities of the Thematic Group Internationalisation



- ☐ Organisation of mentoring scheme for International Network Partners
- ☐ Internationalisation Academy – training & networking event for EU-based and International Network Partners
- ☐ Updated guide: Enhancing services to improve the export & import performance - Guidelines for Network advisers to help EU SMEs to exploit FTAs
- ☐ Embracing global markets - webinar series
- ☐ Train the trainers on FTA and A2M, including Mutual Recognition Agreements on Conformity Assessment
- ☐ Regular's table on FTA and A2M - online meetings with experts
- ☐ Meet the International Network Partners webinars - Ukraine, New Zealand, UK, India, Colombia, Brazil, USA.
- ☐ Cooperation with various Networks and initiatives supporting SMEs (IPR Helpdesks, EBO, etc.)
- ☐ Involvement of DG GROW, DG TRADE, DG INPTA

Partnering services: Organisation of international business matchmaking events (physical/hybrid/virtual)



- e.g. at major **fairs**
- incl. mobilisation of local **clusters** & cluster-to-business matchmaking events

Visit our Virtual Market Place



Partnering Opportunities

<https://een.ec.europa.eu/partnering-opportunities>

- Database featuring **10.000+** technology and business cooperation requests
- Offering access to cutting-edge European **green tech** and **IP** from **all industrial sectors**
- Opportunities to partner with European **innovation leaders** for **research & development** projects

Concrete results for European businesses

EEN United Kingdom



Research collaboration between UK and Hungarian companies to develop space satellite technologies



UK and Latvian companies carry out joint research to improve tribological properties of light metals



Joint venture between Estonian and UK companies on the valorisation of seaweed waste



Commercial agreement between Dutch laboratory and UK company on services for microscope-based imaging and analysis



UK-based business-to-business online fashion platform signs deal with Italian clothing manufacturer

EEN Japan



Research cooperation between Italian and Japanese companies to reverse engineer energy efficiency and self-powered wireless IoT solutions



Austrian firm successfully exports organic certified horticulture seeds to Japan



French company goes micro and delivers nanoparticles to Japan



Tailor made training for Latvian electronics company to remain competitive and to enter the Japanese market



Advice on regulatory issues to retain an established partnership between a French and Japanese company

EBO members also partners of EEN: your testimonials



**European Union Chamber of
Commerce in Canada**

Concrete example: how EEN and EBO could partner: Webinar on doing business in Nigeria



- **Embracing Global Markets** webinar series
- Webinar aims at SMEs & start-ups ready to scale internationally.

Our proposal: 6 Principles to enhance the cooperation between EEN and EBO



- 1. Designated EBO representatives may attend official EEN events and/or contribute to webinars/trainings (and vice versa) whenever deemed relevant.**
- 2. Both networks respond to basic email requests from EEN and EBO staff on behalf of their clients (i.e. SMEs, startups).**
- 3. If EBO staff cannot offer in-depth support on regulatory & legal issues, sectoral, technology & innovation topics or partner searches, they agree to signpost EEN clients (i.e. SMEs, startups) to other competent local service providers.**
- 4. EBO and EEN support each other with the promotion of trade missions and/or matchmaking events if they are deemed relevant for their clients (i.e. SMEs, startups).**
- 5. EBO appoints an official contact person directing EEN partner organisations to local staff in all countries / markets covered by EBO.**
- 6. EBO members may join the Enterprise Europe Network as International Network Partners.**

Open invitation to join the Enterprise Europe Network as International Network Partner



- International business support organisations worldwide are invited to express interest to join Enterprise Europe Network as International Network Partner
- **Expression of interest via online form**
- **Expected publication: Autumn 2024**
- **Cooperation Agreement starts: 1 July 2025**

Being an official partner in the Network: what's in it for your organisation

- Cooperate with **3,000 European professional**, across industrial ecosystems;
- Establish **preferential relationships** with Europe's leading business organisations;
- Improve your clients's **outreach towards European businesses**, with cutting-edge (green) technologies, goods and services;
- Get privileged access to **business matchmaking events** at major European fairs;
- Build up the **capacity of your staff**: free access to trainings;
- Promote events to **thousands of businesses** across Europe and beyond;

#EENCanHelp

Thank you

Follow us @EEN_EU



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Project advisers

EISMEA established by the European Commission

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een.ec.europa.eu



Success story: Technology firm accelerates towards international growth



[Click here to launch video](#)