



# network

## enterprise europe



*Business Support on Your Doorstep*

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Regional Manager  
Enterprise Europe Network



# Overview

- **Who we are?**  
The world's largest support network for SMEs with international ambitions.
- **How can we help?**  
We combine international business expertise with local knowledge to help you take your innovation into new markets.
- **What is in it for you?**  
Helping your business grow faster through tailored support, new commercial partnerships and access to finance.



*An EU one-stop-shop to meet all the support & information needs of **Small & Medium Enterprises in Europe.** Part of the EU COSME Programme*



**LOST**

**CONFUSED**

**UNSURE**

**UNCLEAR**

**PERPLEXED**

**DISORIENTED**

**BEWILDERED**

# Typical Issues

**How do I find a new market abroad?**

**How do I get European funding?**

**I need a business partner in another country...**

**How can I sell my innovative ideas and technology?**

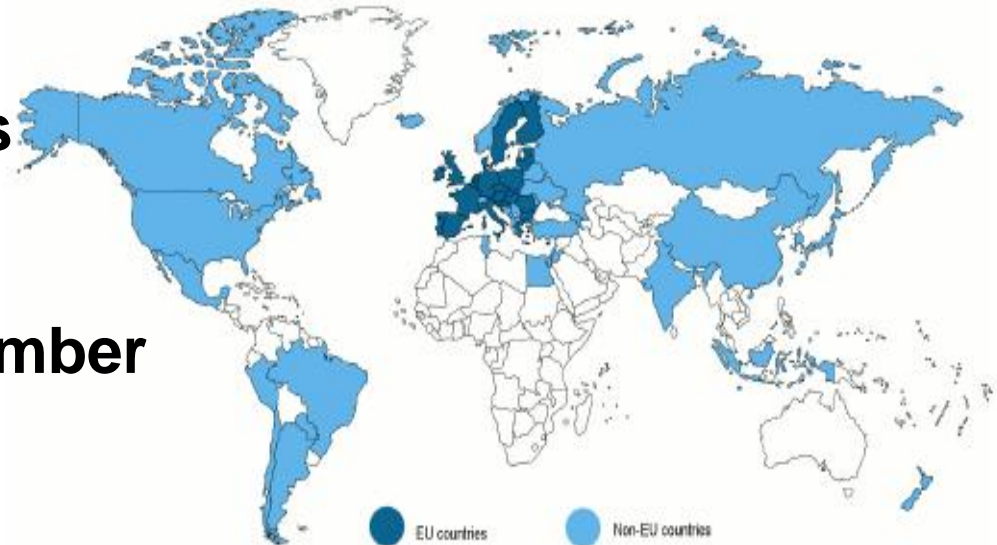
**What does this EU law mean for my business?**



# Global Reach

## Enterprise Europe Network

- Present in 60 countries
- More than 600 partners organisations.
- Operating in EU 28 member states and 32 other countries
- Largest business support network in the world



# The EEN Network Reach

## EU countries

-  **Austria**
-  **Belgium**
-  **Bulgaria**
-  **Croatia**
-  **Cyprus**
-  **Czech Republic**
-  **Denmark**
-  **Estonia**
-  **Finland**
-  **France**
-  **Germany**
-  **Greece**
-  **Hungary**
-  **Ireland**
-  **Italy**
-  **Latvia**
-  **Lithuania**
-  **Luxembourg**
-  **Malta**
-  **Netherlands**
-  **Poland**
-  **Portugal**
-  **Romania**
-  **Slovakia**
-  **Slovenia**
-  **Spain**
-  **Sweden**
-  **United Kingdom**

## Non-EU countries

-  Albania, Republic of
-  Argentina, Argentine Republic
-  Armenia
-  Belarus, Republic of
-  Bosnia and Herzegovina
-  Brazil, Federative Republic of
-  Canada
-  Chile
-  China
-  Egypt
-  Georgia
-  Iceland
-  India, Republic of
-  Indonesia, Republic of
-  Israel
-  Japan
-  Jordan, Hashemite Kingdom of
-  Macedonia, The former Yugoslav Republic of
-  Mexico
-  Moldova
-  Montenegro
-  New Zealand
-  Norway
-  Paraguay, Republic of
-  Peru, Republic of
-  Russia
-  Serbia
-  Singapore, Republic of
-  South Korea
-  Switzerland
-  Taiwan
-  Tunisia
-  Turkey
-  Ukraine
-  USA

# The Enterprise Europe Network in Ireland

[www.een-ireland.ie](http://www.een-ireland.ie)

## Enterprise Ireland



## Local Enterprise Offices



## Dublin Chamber & Cork Chamber



# Our Services



Identify EU Funding

Participate in EU projects

Give feedback on new EU legislation



Find a Partner – search now

Access Market Research

Attend Trade Fairs & Networking Events



Identify partners for your R&D projects

Develop your innovative ideas from concept  
to market

Learn how to protect and exploit your IP



# Our Services



Identify EU Funding – information on access to finance resources

Give feedback on new legislation - SME Feedback is a spontaneous reporting of difficulties resulting from existing EU legislation or policies, experienced by SMEs

Participate in EU Projects – we can assist you in participating in EU funded research projects through Horizon 2020

# Our Services



Find a Partner - Search Europe's largest database of business, technology and research opportunities [www.een-ireland.ie](http://www.een-ireland.ie)

Access Market Research - 4,000 local experts in 60 countries to offer valuable market insights such as country profiles and local trade information.

Attend Networking Events & Trade Fairs - Awareness events on EU topics, EU funding and IPR. Brokerage/Matchmaking events and Company missions

# Our Services



Identify partners for your R&D projects - help you find a partner to join a consortium for a research project under a specific call to be funded by the EU

Develop your innovative ideas from concept to market - Horizon 2020 SME Instrument

Learn how to protect and exploit your IP - offer advice and access to the European IPR Helpdesk

# EEN Partnering Opportunities Database

## LOOKING FOR PARTNERS, NEW PRODUCTS OR TECHNOLOGIES?

 9184

Opportunities in total

 2620

Technology Opportunities

 6467

Business Opportunities

 71

Research Partner Opportunities

## Search our database

- To find commercial partners
- To find technology partners
- To find R&D partners for EU funding proposals

Introduction Search profiles Your profile

Search for

food In the last  help search now

Your search returned 250+ result(s) Save this search for future use

Show the first 25 Results


Profile Types

Tech  Commercial  Research

OFFERS  REQUESTS

▼ Profile types explained

▼ Advanced search options

 A Turkish company specialized in dairy and food 1 day ago industry is looking for trade intermediaries (distributor, commercial agency) in Europe.

COMMERCIAL /  TURKEY / BOTR20141203002

13/01/2016

A Turkish company specialized in turnkey plants, process lines, engineering services, automation and after sales services for dairy and food industry is looking for trade intermediaries (distributor, commercial

# Business Partner Search

- Search our database to find **business partners** to form the following partnerships

Manufacturing

Distribution

Franchising

Transport & Logistics

Trade Intermediaries

Suppliers

**Ⓢ Commercial profile** can either be a;  
**BUSINESS OFFER (BO)** - You want to expand your business and are looking for partners by either offering your products or services to other companies.

**BUSINESS REQUEST (BR)** - You are requesting the services of another company to allow them to complete your product range or to distribute in another country.

# Technology Partner Search

- Search our database to find **technology partners**

 **Technology profile** can either be a; ✕

**TECHNOLOGY OFFER (TO)** - You have a technology or expertise to sell to or share with another company.

**TECHNOLOGY REQUEST (TR)** - You are looking to partner with another company to fulfill a technology need.

- Type of technology agreements

License Agreement

Technical Cooperation

Joint venture

Commercial Agreement with Technical Assistance

Manufacturing Agreement (Subcontracting & Co-contracting)

[www.een-ireland.ie](http://www.een-ireland.ie)

# How can a client *use and benefit* from the Commercial & Technology Alert Database

Submit a profile  
(Offer/Request)

Search w/  
Keywords

Receive E-Alerts



OUR SERVICES FIND A PARTNER EVENTS NEWS & STORES ABOUT CONTACT SIGN IN SIGN UP

## Your Details

1 YOUR NAME | 2 YOUR EMAIL | 3 YOUR COMPANY | 4 YOUR ADDRESS | 5 CONTACT PREFERENCES | 6 CONFIRM

Fields marked \* are mandatory

### Your name

**Firstname \***

Enter first name

**Surname \***

Enter surname

### Why sign up?

- Search international business partner opportunities for free.
- Set email alerts for when new, relevant opportunities arise.
- Be the first to hear about SME support developments in your part of the UK.

### Partnership type sought

—filter by partnership type sought—

### Industry Sectors

Select sectors

### Keywords

#### Technology keywords

Select technology keywords

#### Market keywords

Select market keywords

#### NACE Codes

Select NACE keywords



Business Support on Your Doorstep

[www.een-ireland.ie](http://www.een-ireland.ie)



## EEN Role H2020

**Innovation Management Assessment by EEN Experts**

**Selection of EU Approved Coaches with SME**

**Programming 3 Days for Phase I + 12 Days for Phase II**

**Overseeing Coaching progress + result**



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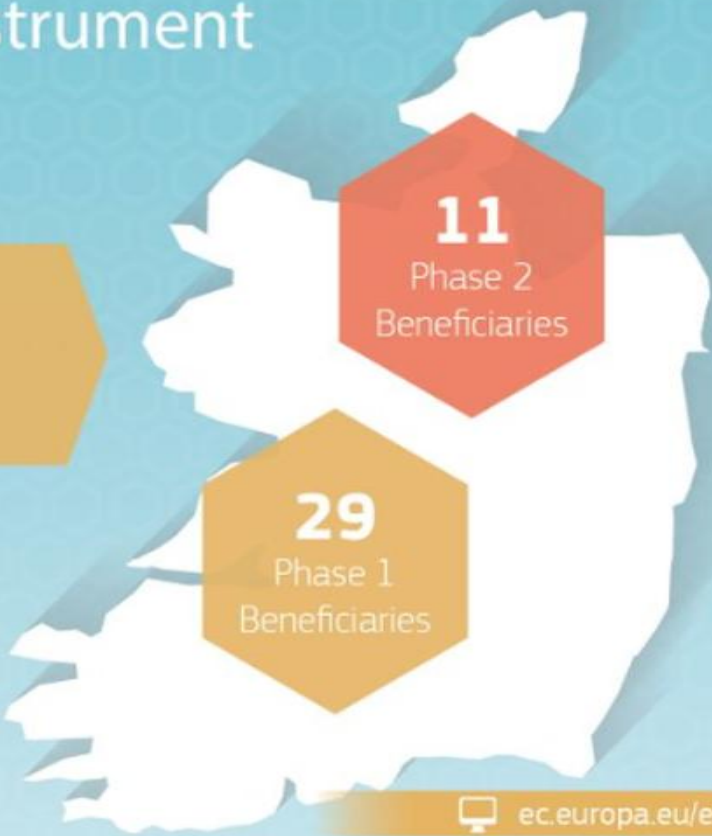


# SME Instrument Success in Ireland



Horizon 2020's SME Instrument  
Looking for Europe's next innovation leader

So far 40 SMEs from **Ireland** have received funding under the SME Instrument



**Will you be next?**

[ec.europa.eu/easme/](http://ec.europa.eu/easme/)



[www.een-ireland.ie](http://www.een-ireland.ie)



[www.een-ireland.ie](http://www.een-ireland.ie)



[ABOUT US](#) [SERVICES](#) [EVENTS](#) [SUCCESSSES](#) [SIGN-IN](#)

network  
enterprise europe  
ireland

HELPING BUSINESSES  
INNOVATE AND GROW  
INTERNATIONALLY

[FIND OUT MORE](#)

**ACCESS  
EU FUNDING**

**MAKE  
INTERNATIONAL  
CONNECTIONS**

**BRING YOUR IDEAS  
TO MARKET**

[UPCOMING EVENTS](#)

[PARTNERING PROFILES](#)

[LATEST TWEETS](#)

# EEN - Bringing success to 2.6 million SMEs

## Enterprise Europe Network

2008-2014

has helped more than

# 2.6 million SMEs

TO INNOVATE AND GROW INTERNATIONALLY



85%

"satisfied" and "very satisfied" clients



246,000

SMEs participating in Network events every year



13,000

technology audits and business reviews every year



87,000

targeted business connections every year



120,000

questions from SMEs answered every year



Business Support on Your Doorstep



# Main Points to take away

- **Services designed for SME's** but available to all businesses, research centres, universities and Business Support Organisations
- **Does not fund any projects** but assist in finding funding programmes and sources for finance
- **Unique** in terms of geographical reach and range of services provided. Up to 10,000 **live Business and Technology Opportunities!!!**
- **SERVICES ARE FREE OF CHARGE**

[www.een-ireland.ie](http://www.een-ireland.ie)

# Who can use EEN services?

- Small and Medium Enterprises
- Business Start-ups
- Entrepreneurs
- Research Centres
- Universities & Institutes of Technology
- Business Support Organisations
- Industry Clusters

[www.een-ireland.ie](http://www.een-ireland.ie)

***THANK YOU!***

# Contacts

**Enterprise Ireland - Tel: 01 7272587**

**Cork Chamber of Commerce - Tel: 021 4509044**

**Dublin Chamber of Commerce - Tel: 01 644 7200**

**Your Local Enterprise Office - Tel:**

**[www.een-ireland.ie](http://www.een-ireland.ie)**

